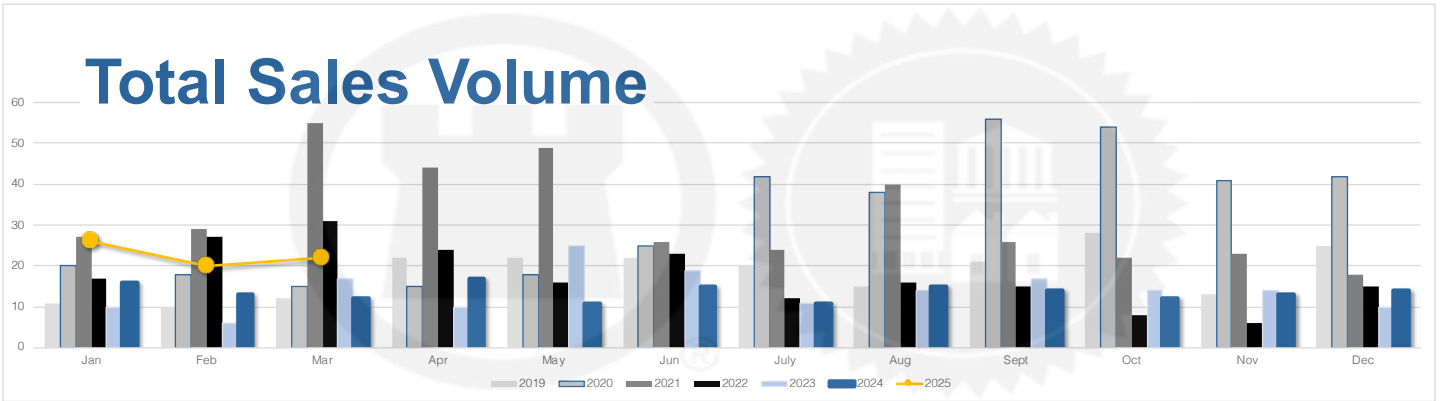


Fidelity National Title Group-Santa Barbara

MONTECITO Q1 2025 Market Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	16	15	22	22	23	26	14	21	13	14	9	24	219
2016	28	17	20	15	26	16	20	14	18	15	13	17	219
2017	13	15	16	17	25	21	16	26	14	16	21	19	219
2018	9	10	13	6	16	17	18	18	10	26	6	15	164
2019	11	10	12	22	22	22	20	15	21	28	13	25	221
2020	20	18	15	15	18	25	42	38	56	54	41	42	384
2021	27	29	55	44	49	26	24	40	26	22	23	18	383
2022	17	27	31	24	16	23	12	16	15	8	6	15	210
2023	10	6	17	10	25	19	11	14	17	14	14	10	167
2024	16	13	12	17	11	15	11	15	14	12	13	14	163
2025	26	20	22										68

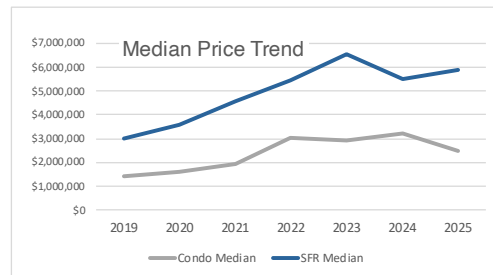
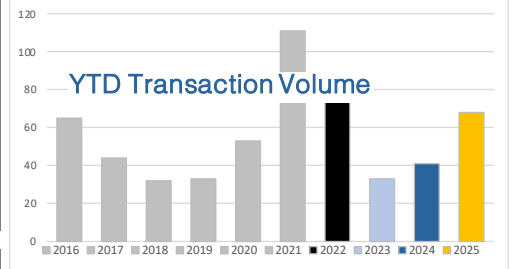


YTD Sales Total

Year	Condos	SFR	Condo Median	SFR Median
2019	24	197	\$1,411,250	\$2,999,000
2020	52	332	\$1,572,500	\$3,603,750
2021	54	329	\$1,912,500	\$4,589,000
2022	33	177	\$3,050,000	\$5,450,000
2023	22	145	\$2,897,500	\$6,547,476
2024	18	145	\$3,212,500	\$5,500,000
2025	11	57	\$2,500,000	\$5,905,268

YTD Volume

Year	Volume	%CHG
2016	65	
2017	44	-32%
2018	32	-27%
2019	33	3%
2020	53	61%
2021	111	109%
2022	75	-32%
2023	33	-56%
2024	41	24%
2025	68	66%



Total \$ Volume

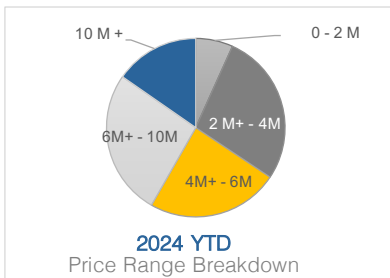
Year	Total \$ Volume	% CHG
2017	\$697,684,000	
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022	\$1,364,428,531	-38%
2023	\$1,018,463,451	-25%
Mar-24	\$311,639,500	
Mar-25	\$478,266,963	53%

CASH Transactions

	#	Total Sales	%
MAR	7	12	58%
APR	10	17	59%
MAY	5	11	45%
JUNE	10	15	67%
JULY	7	11	64%
AUG	11	15	73%
SEP	7	14	50%
OCT	6	12	50%
NOV	5	13	38%
DEC	7	14	50%
2025 JAN	12	26	46%
FEB	11	20	55%
MAR	11	22	50%

Price Range (Millions) 2024 YTD

0 - 2 M	11
2 M+ - 4M	45
4M+ - 6M	39
6M+ - 10M	43
10 M +	25
TOTAL	163



Average Sold price to List price

98%

Price Range (Millions) 2025 YTD

0 - 2 M	7
2 M+ - 4M	17
4M+ - 6M	16
6M+ - 10M	17
10 M +	11
TOTAL	68

