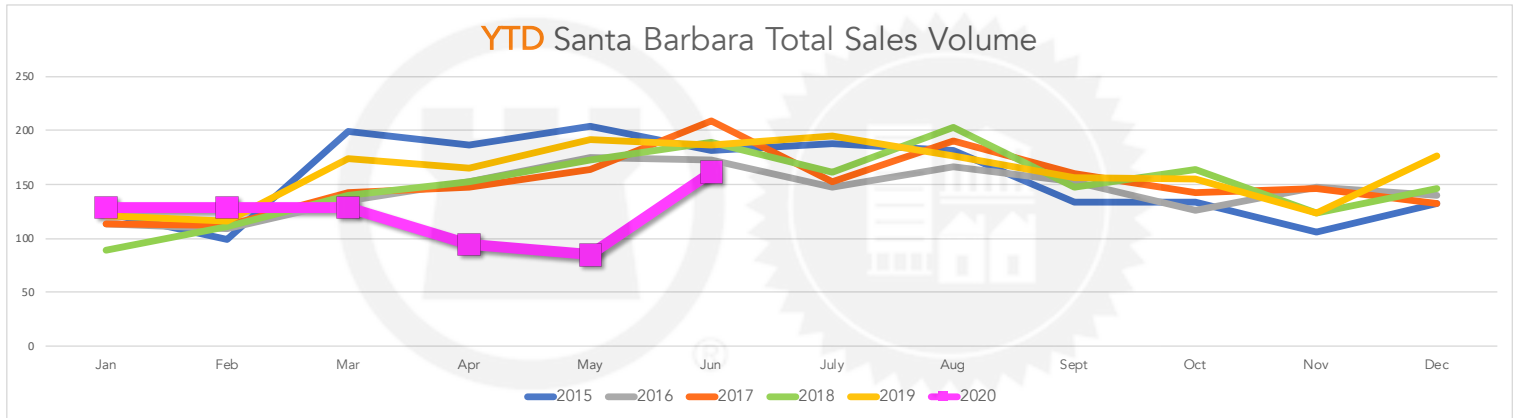


# Fidelity National Title Group-Santa Barbara

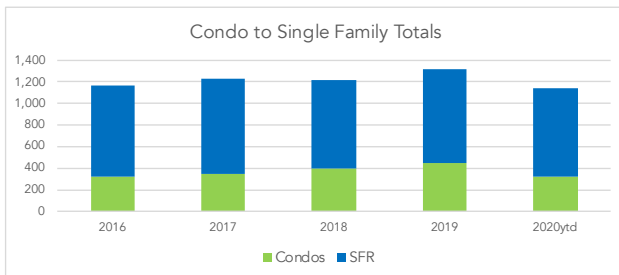
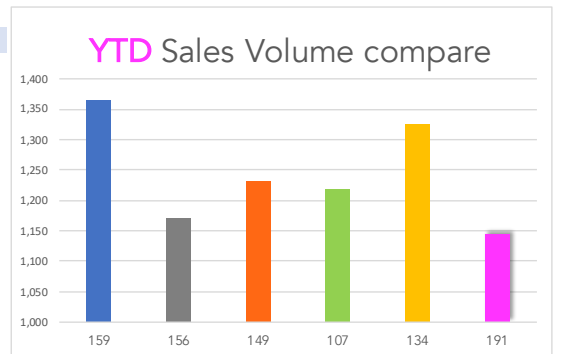
## YTD Santa Barbara Real Estate Report

| Year | Jan | Feb | Mar | Apr | May | Jun | July | Aug | Sept | Oct | Nov | Dec | Total |
|------|-----|-----|-----|-----|-----|-----|------|-----|------|-----|-----|-----|-------|
| 2015 | 123 | 99  | 199 | 187 | 204 | 182 | 188  | 182 | 134  | 134 | 106 | 132 | 1,870 |
| 2016 | 114 | 109 | 135 | 152 | 175 | 173 | 147  | 166 | 153  | 126 | 148 | 140 | 1,738 |
| 2017 | 114 | 112 | 143 | 148 | 164 | 209 | 152  | 190 | 160  | 143 | 146 | 132 | 1,813 |
| 2018 | 89  | 111 | 140 | 153 | 173 | 189 | 161  | 203 | 147  | 164 | 124 | 146 | 1,800 |
| 2019 | 121 | 116 | 174 | 165 | 192 | 186 | 195  | 176 | 156  | 155 | 124 | 176 | 1,936 |
| 2020 | 129 | 128 | 128 | 94  | 85  | 161 | 190  | 229 |      |     |     |     | 1,144 |

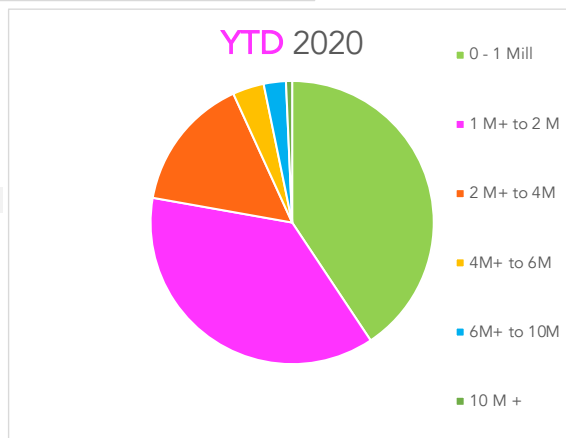


| YTD Sales Total Breakdown |        |     |       |
|---------------------------|--------|-----|-------|
| Year                      | Condos | SFR | TOTAL |
| 2016                      | 316    | 855 | 1,171 |
| 2017                      | 349    | 883 | 1,232 |
| 2018                      | 392    | 827 | 1,219 |
| 2019                      | 443    | 882 | 1,325 |
| 2020ytd                   | 326    | 818 | 1,144 |

| Q2 YTD Volume |       |  | % Chng |
|---------------|-------|--|--------|
| 2015          | 1,364 |  |        |
| 2016          | 1,171 |  | -14%   |
| 2017          | 1,232 |  | 5%     |
| 2018          | 1,219 |  | -1%    |
| 2019          | 1,325 |  | 9%     |
| 2020          | 1,144 |  | -14%   |



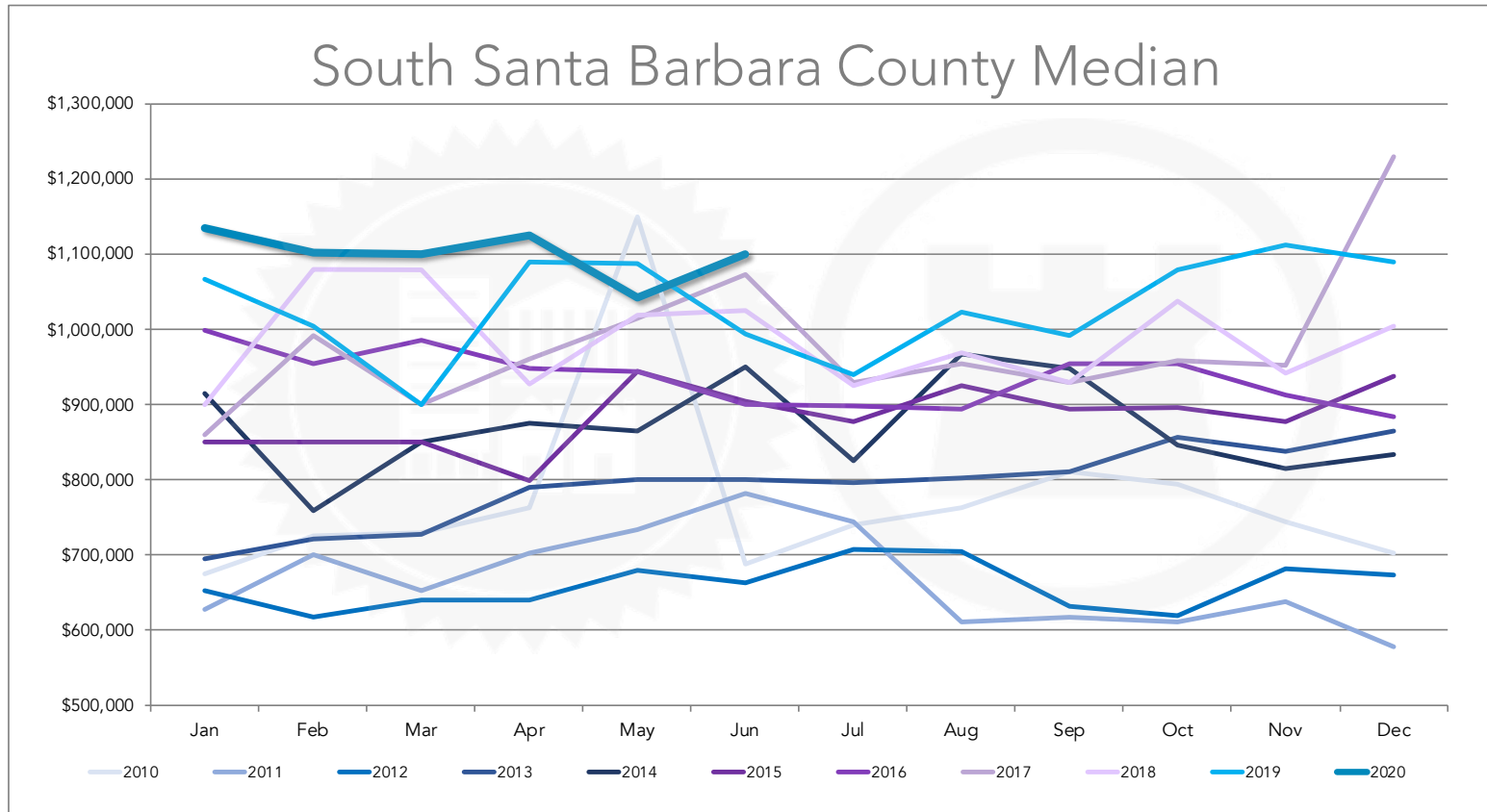
| Price Range (Millions) | Volume      |
|------------------------|-------------|
| 0 - 1 Mill             | 465         |
| 1 M+ to 2 M            | 425         |
| 2 M+ to 4M             | 176         |
| 4M+ to 6M              | 41          |
| 6M+ to 10M             | 29          |
| 10 M +                 | 8           |
| <b>TOTAL</b>           | <b>1144</b> |



all information deemed reliable but not guaranteed



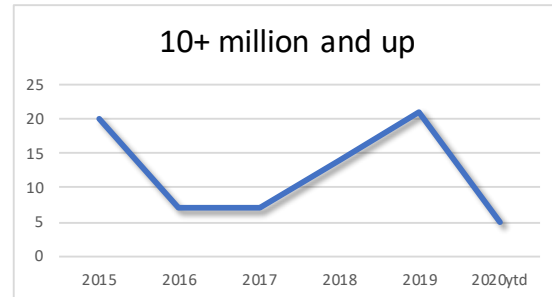
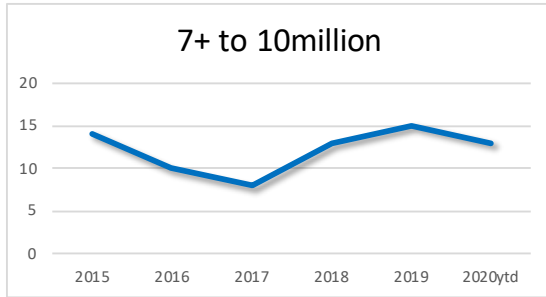
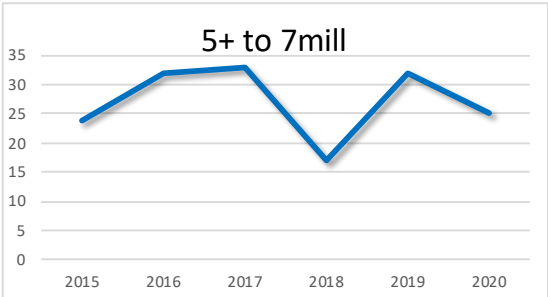
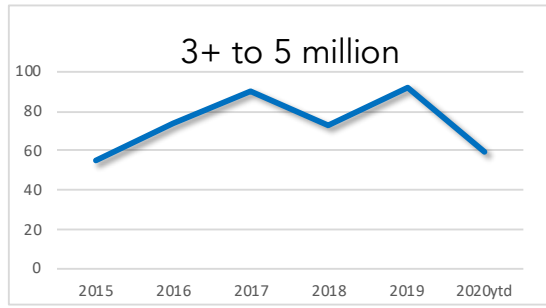
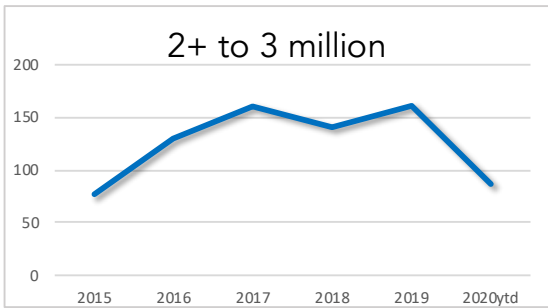
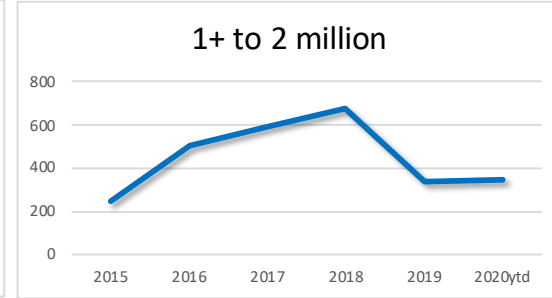
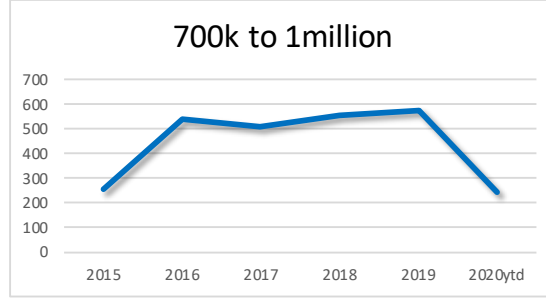
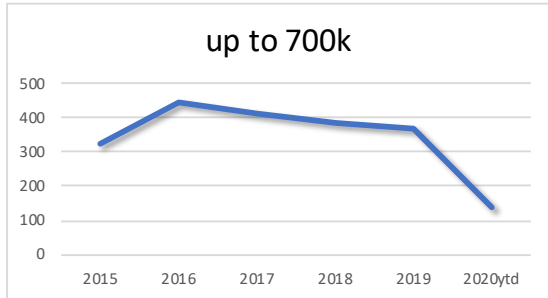
| Year | Jan         | Feb         | Mar         | Apr         | May         | Jun         | Jul         | Aug         | Sep       | Oct         | Nov         | Dec         | YTD AVG     | %Change |
|------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|-------------|-------------|-------------|-------------|---------|
| 2010 | \$675,000   | \$725,000   | \$730,000   | \$762,500   | \$1,150,000 | \$687,500   | \$740,000   | \$762,500   | \$811,750 | \$794,750   | \$745,000   | \$702,500   | \$773,875   | n/a     |
| 2011 | \$628,500   | \$700,000   | \$653,000   | \$702,000   | \$733,250   | \$782,000   | \$745,000   | \$611,000   | \$616,250 | \$610,000   | \$638,000   | \$578,000   | \$666,417   | -14%    |
| 2012 | \$652,000   | \$617,500   | \$640,000   | \$640,000   | \$680,000   | \$662,500   | \$707,500   | \$705,500   | \$631,750 | \$620,000   | \$681,250   | \$673,000   | \$659,250   | -1%     |
| 2013 | \$695,000   | \$721,500   | \$727,500   | \$790,000   | \$801,000   | \$800,500   | \$797,000   | \$803,000   | \$810,000 | \$857,000   | \$837,000   | \$865,000   | \$792,042   | 20%     |
| 2014 | \$914,000   | \$759,000   | \$850,000   | \$875,000   | \$865,000   | \$950,000   | \$824,500   | \$967,500   | \$949,000 | \$847,000   | \$815,250   | \$833,750   | \$870,833   | 10%     |
| 2015 | \$850,000   | \$850,000   | \$850,000   | \$799,000   | \$944,500   | \$904,500   | \$878,000   | \$924,500   | \$895,000 | \$895,250   | \$878,000   | \$937,500   | \$883,854   | 1%      |
| 2016 | \$999,000   | \$954,500   | \$985,000   | \$949,000   | \$945,000   | \$900,000   | \$899,000   | \$894,500   | \$955,000 | \$955,000   | \$912,500   | \$884,000   | \$936,042   | 6%      |
| 2017 | \$860,000   | \$991,500   | \$900,000   | \$960,500   | \$1,015,000 | \$1,072,500 | \$930,000   | \$954,000   | \$930,000 | \$959,000   | \$953,000   | \$1,230,000 | \$979,625   | 5%      |
| 2018 | \$900,000   | \$1,080,000 | \$1,079,500 | \$927,500   | \$1,020,000 | \$1,025,000 | \$925,000   | \$970,000   | \$929,000 | \$1,038,456 | \$942,000   | \$1,004,000 | \$986,705   | 1%      |
| 2019 | \$1,066,500 | \$1,005,000 | \$900,000   | \$1,090,000 | \$1,087,500 | \$994,500   | \$940,000   | \$1,022,500 | \$992,500 | \$1,079,000 | \$1,112,500 | \$1,089,250 | \$1,031,604 | 5%      |
| 2020 | \$1,135,000 | \$1,102,500 | \$1,100,000 | \$1,125,500 | \$1,042,500 | \$1,100,000 | \$1,325,000 | \$1,250,000 |           |             |             |             | \$1,147,563 | 11%     |



The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.

# Fidelity National Title Group

## YTD ALL Santa Barbara South County 2015-2020 Price Range Statistics



| Year | up to 700k | 700k+ to 1mill | 1+ to 2mill | 2+ to 3mill | 3+ to 5 mill | 5+ to 7mill | 7-10mill | 10 Mill + | TOTAL |
|------|------------|----------------|-------------|-------------|--------------|-------------|----------|-----------|-------|
| 2015 | 326        | 256            | 246         | 77          | 55           | 24          | 14       | 20        | 998   |
| 2016 | 444        | 536            | 506         | 130         | 74           | 32          | 10       | 7         | 1732  |
| 2017 | 414        | 508            | 591         | 160         | 90           | 33          | 8        | 7         | 1804  |
| 2018 | 382        | 551            | 674         | 141         | 73           | 17          | 13       | 14        | 1851  |
| 2019 | 370        | 574            | 340         | 161         | 92           | 32          | 15       | 21        | 1584  |
| 2020 | 139        | 244            | 344         | 86          | 59           | 25          | 13       | 5         | 910   |