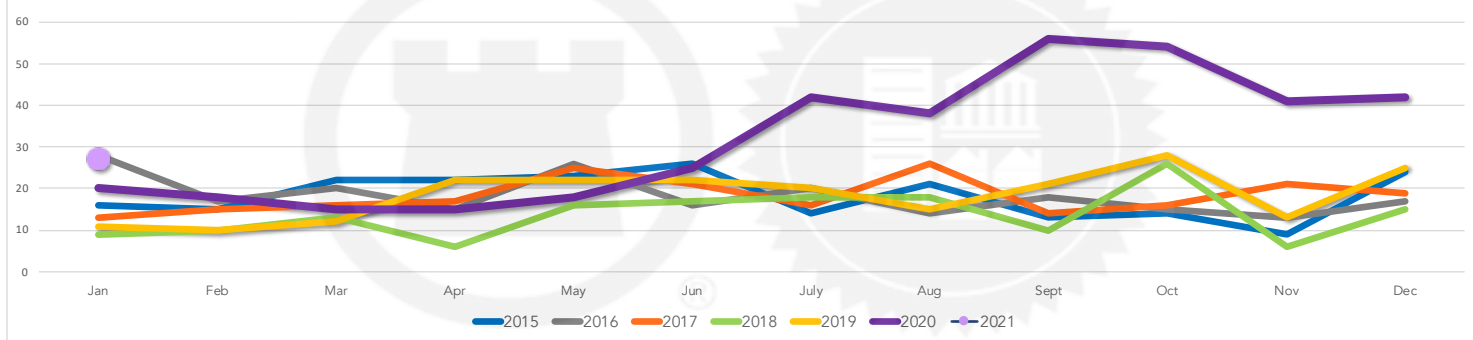


Fidelity National Title Group-Santa Barbara

YTD Montecito Real Estate 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 | | | | | | | | | | | | 27 |

YTD Montecito Total Sales Volume

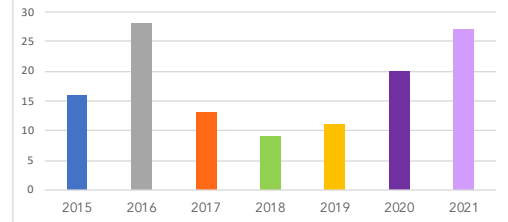


YTD Sales Total

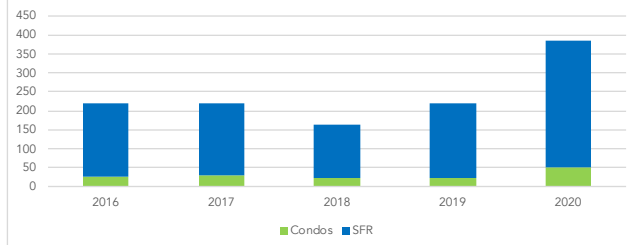
| Year | Condos | SFR | TOTAL |
|----------|--------|-----|-------|
| 2016 | 25 | 194 | 219 |
| 2017 | 29 | 190 | 219 |
| 2018 | 22 | 142 | 164 |
| 2019 | 24 | 197 | 221 |
| 2020 | 52 | 332 | 384 |
| 2021-YTD | 2 | 25 | 27 |

| Year | YTD Volume | %Chng |
|------|------------|-------|
| 2015 | 16 | |
| 2016 | 28 | 75% |
| 2017 | 13 | -54% |
| 2018 | 9 | -31% |
| 2019 | 11 | 22% |
| 2020 | 20 | 82% |
| 2021 | 27 | 35% |

YTD Sales Volume compare



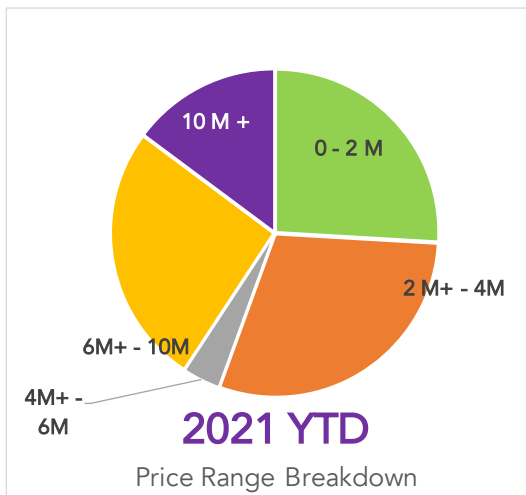
Condo to Single Family Totals



ALL-CASH TRANSACTIONS

| | # | Total Sales | % of Total |
|----------|----|-------------|------------|
| FEB 2020 | 8 | 18 | 44% |
| MAR | 7 | 15 | 47% |
| APR | 7 | 15 | 47% |
| MAY | 8 | 18 | 44% |
| JUN | 11 | 25 | 44% |
| JUL | 17 | 42 | 40% |
| AUG | 23 | 38 | 61% |
| SEP | 27 | 56 | 48% |
| OCT | 21 | 54 | 39% |
| NOV | 14 | 41 | 34% |
| DEC | 27 | 42 | 64% |
| JAN 2021 | 12 | 27 | 44% |

| Price Range (Millions) | 2021 YTD |
|------------------------|-----------|
| 0 - 2 M | 7 |
| 2 M+ - 4M | 8 |
| 4M+ - 6M | 1 |
| 6M+ - 10M | 7 |
| 10 M + | 4 |
| TOTAL | 27 |



% ALL CASH

