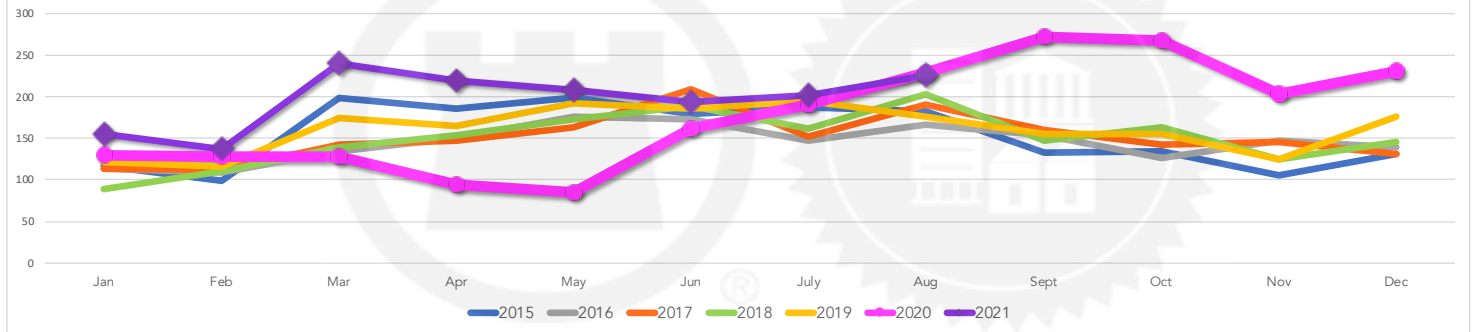


Fidelity National Title Group-Santa Barbara

YTD Santa Barbara Real Estate Report

| Year | Jan | Feb | Mar | Apr | May | Jun | July | Aug | Sept | Oct | Nov | Dec | Total |
|------|-----|-----|-----|-----|-----|-----|------|-----|------|-----|-----|-----|-------|
| 2015 | 117 | 99 | 198 | 185 | 199 | 179 | 188 | 182 | 133 | 134 | 106 | 132 | 1,852 |
| 2016 | 114 | 109 | 134 | 151 | 176 | 173 | 147 | 166 | 153 | 126 | 148 | 140 | 1,737 |
| 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 | 272 | 267 | 204 | 231 | 2,118 |
| 2021 | 156 | 137 | 240 | 219 | 208 | 194 | 201 | 225 | | | | | |

YTD Santa Barbara Total Sales Volume

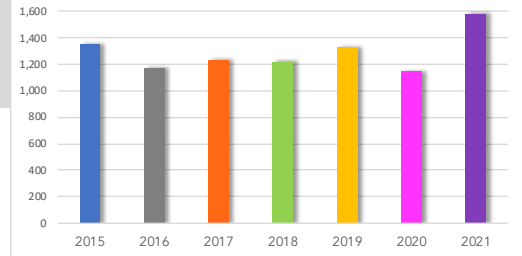


YTD CONDO/SFR Sales Total

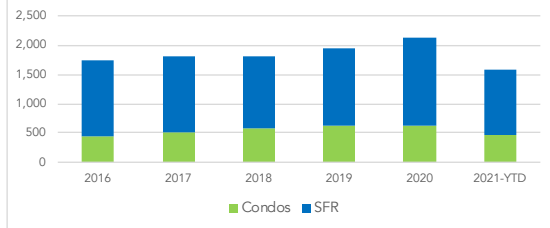
| Year | Condos | SFR | TOTAL | Condo % |
|----------|--------|-------|-------|---------|
| 2016 | 454 | 1,283 | 1,737 | 26% |
| 2017 | 502 | 1,311 | 1,813 | 28% |
| 2018 | 570 | 1,230 | 1,800 | 32% |
| 2019 | 634 | 1,302 | 1,936 | 33% |
| 2020 | 624 | 1,494 | 2,118 | 29% |
| 2021-YTD | 469 | 1,111 | 1,580 | 30% |

| Year | YTD Trans Volume | % Change |
|------|------------------|----------|
| 2015 | 1,347 | n/a |
| 2016 | 1,170 | -13% |
| 2017 | 1,232 | 5% |
| 2018 | 1,219 | -1% |
| 2019 | 1,325 | 9% |
| 2020 | 1,144 | -14% |
| 2021 | 1,580 | 38% |

YTD Transaction Volume



Condo to Single Family Totals



TOTAL YTD Sales Dollar Volume

| Year | Total YTD Sales Dollar Volume | % Change |
|----------|-------------------------------|----------|
| 2016 | \$2,393,974,000 | |
| 2017 | \$2,592,122,524 | 8% |
| 2018 | \$2,589,711,931 | 0% |
| 2019 | \$3,043,923,281 | 18% |
| 2020 | \$4,142,544,870 | 36% |
| YTD-2021 | \$3,931,863,072 | -5% |

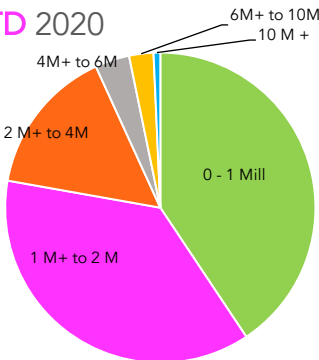
CASH Transactions

| Year | Month | # | Total Trans | % |
|------|-------|----|-------------|-----|
| 2020 | AUG | 69 | 229 | 30% |
| | SEP | 75 | 272 | 28% |
| | OCT | 66 | 267 | 25% |
| | NOV | 46 | 204 | 23% |
| | DEC | 67 | 231 | 29% |
| 2021 | JAN | 45 | 157 | 29% |
| | FEB | 48 | 137 | 35% |
| | MAR | 84 | 240 | 35% |
| | APR | 65 | 219 | 30% |
| | MAY | 82 | 208 | 39% |
| | JUN | 66 | 194 | 34% |
| | JUL | 57 | 201 | 28% |
| | AUG | 92 | 225 | 41% |

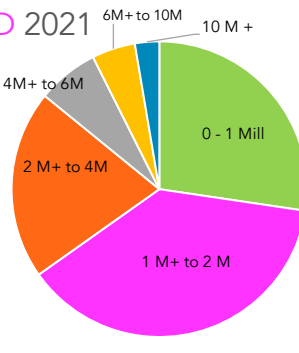
| Price Range (Millions) | Volume |
|------------------------|-------------|
| 0 - 1 Mill | 465 |
| 1 M+ to 2 M | 425 |
| 2 M+ to 4M | 176 |
| 4M+ to 6M | 41 |
| 6M+ to 10M | 29 |
| 10 M + | 8 |
| TOTAL | 1144 |

| Price Range (Millions) | Volume |
|------------------------|-------------|
| 0 - 1 Mill | 432 |
| 1 M+ to 2 M | 598 |
| 2 M+ to 4M | 327 |
| 4M+ to 6M | 106 |
| 6M+ to 10M | 75 |
| 10 M + | 42 |
| TOTAL | 1580 |

YTD 2020



YTD 2021

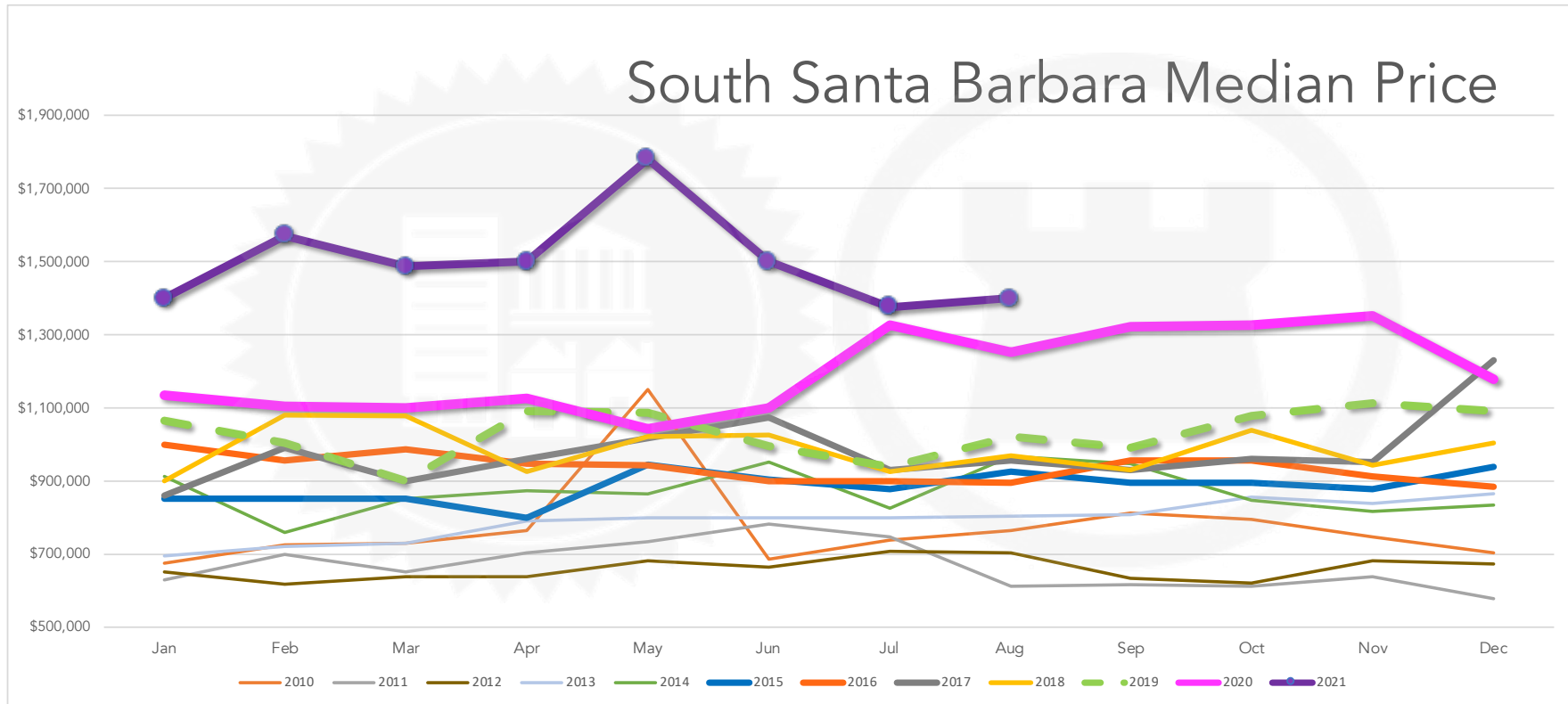


% CASH





| 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 | \$1,322,500 | \$1,325,000 | \$1,351,500 | \$1,177,500 | \$1,196,417 | 16% |
| 2021 | \$1,400,000 | \$1,572,000 | \$1,485,000 | \$1,500,000 | \$1,780,000 | \$1,498,591 | \$1,375,000 | \$1,400,000 | | | | | \$1,501,324 | 25% |



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.