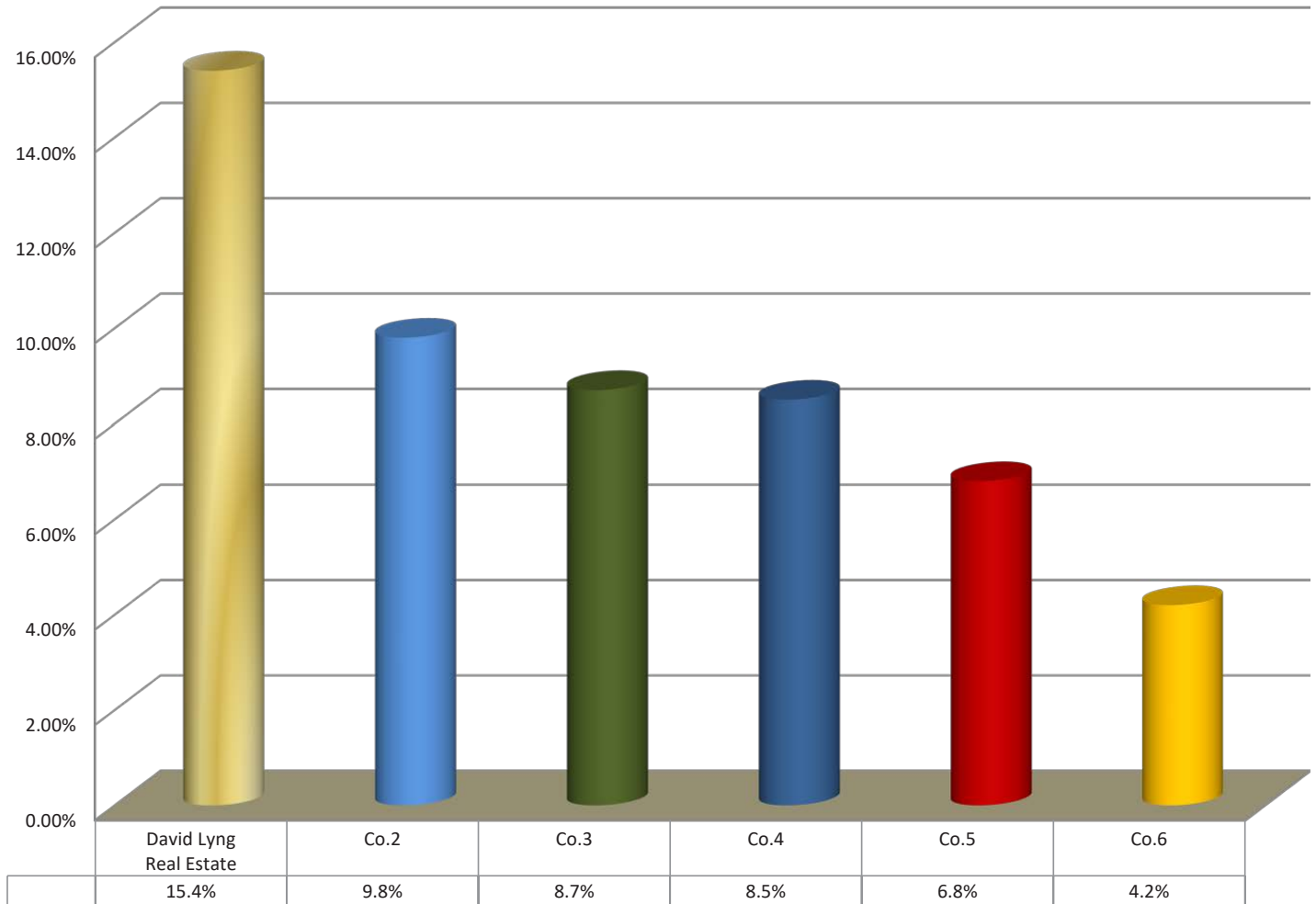


#1 IN SANTA CRUZ COUNTY *market share*

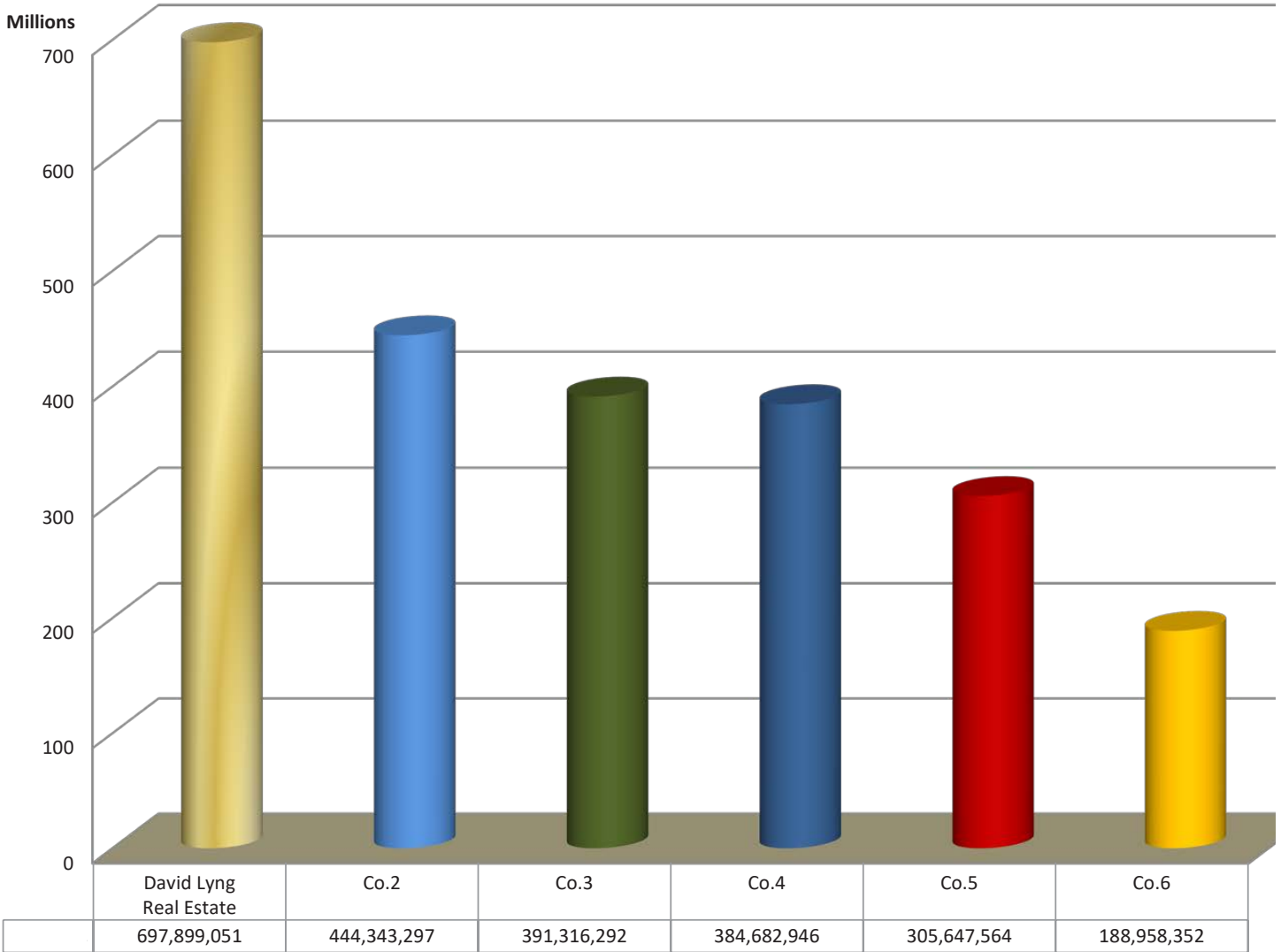
THE HIGHEST MARKET SHARE BY SALES VOLUME IN
SANTA CRUZ COUNTY, THROUGH YEAR END 2017*



* Statistics provided through MLS by Brokermetrics® 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY
total sales volume

THE HIGHEST SALES VOLUME IN
 SANTA CRUZ COUNTY, THROUGH YEAR END 2017*

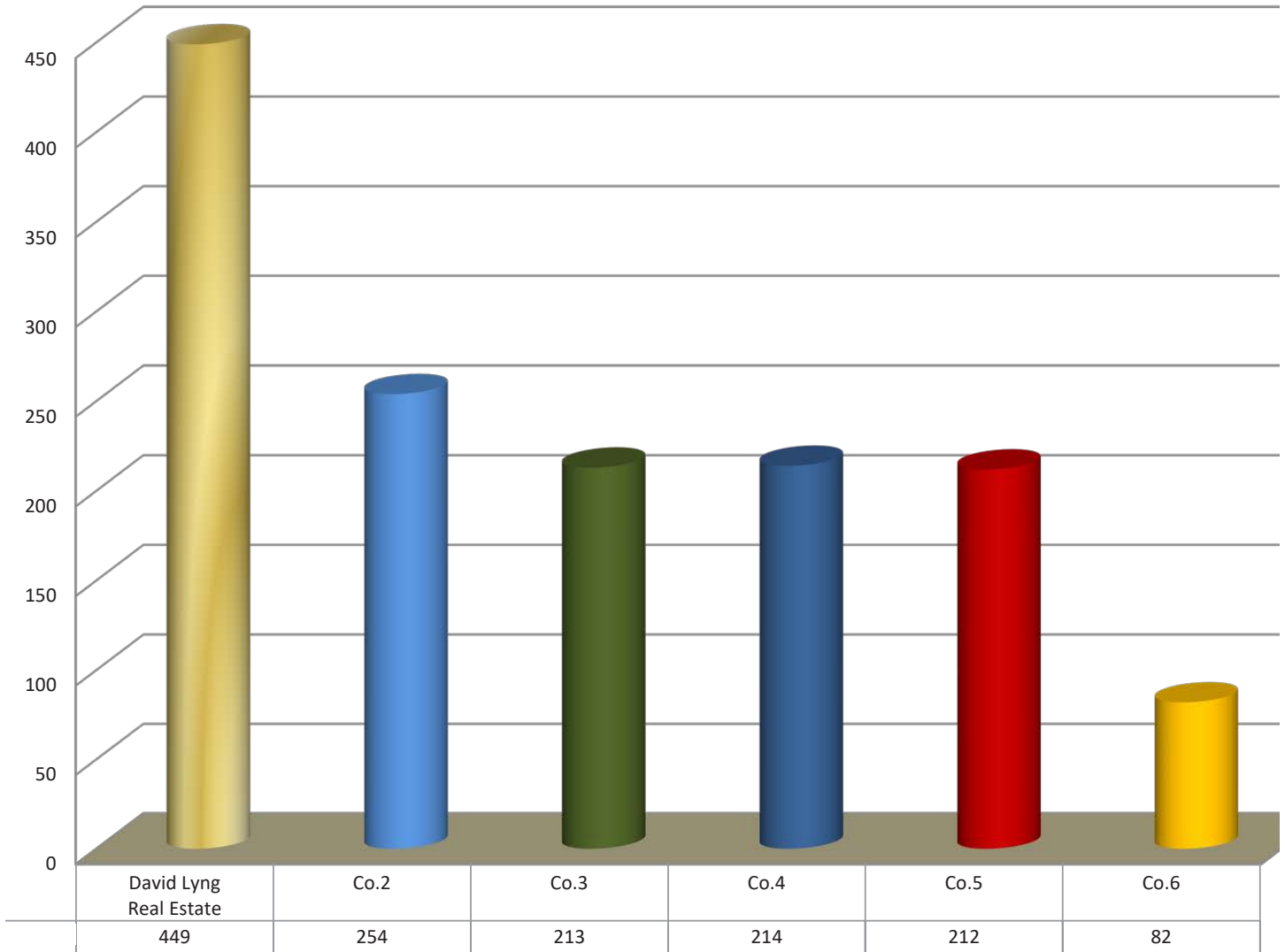


* Statistics provided through MLS by Brokermetrics® 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY

buyer side sales

THE HIGHEST TOTAL NUMBER OF BUYER SIDE SALES IN SANTA CRUZ COUNTY, THROUGH YEAR END 2017*

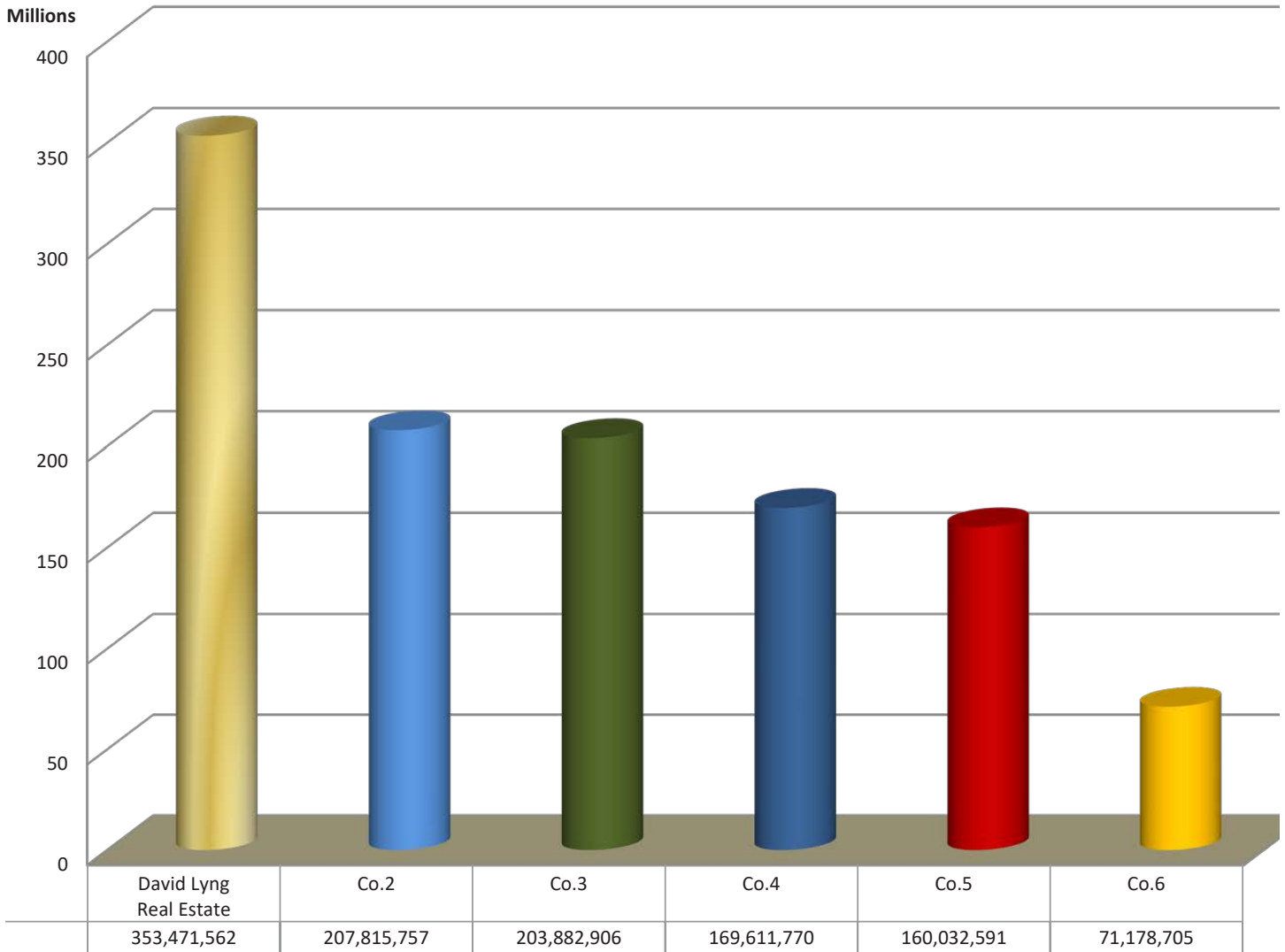


* Statistics provided through MLS by Brokermetrics© 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY

buyer side sales vol.

THE HIGHEST BUYER SIDE SALES VOLUME IN
SANTA CRUZ COUNTY, THROUGH YEAR END 2017*

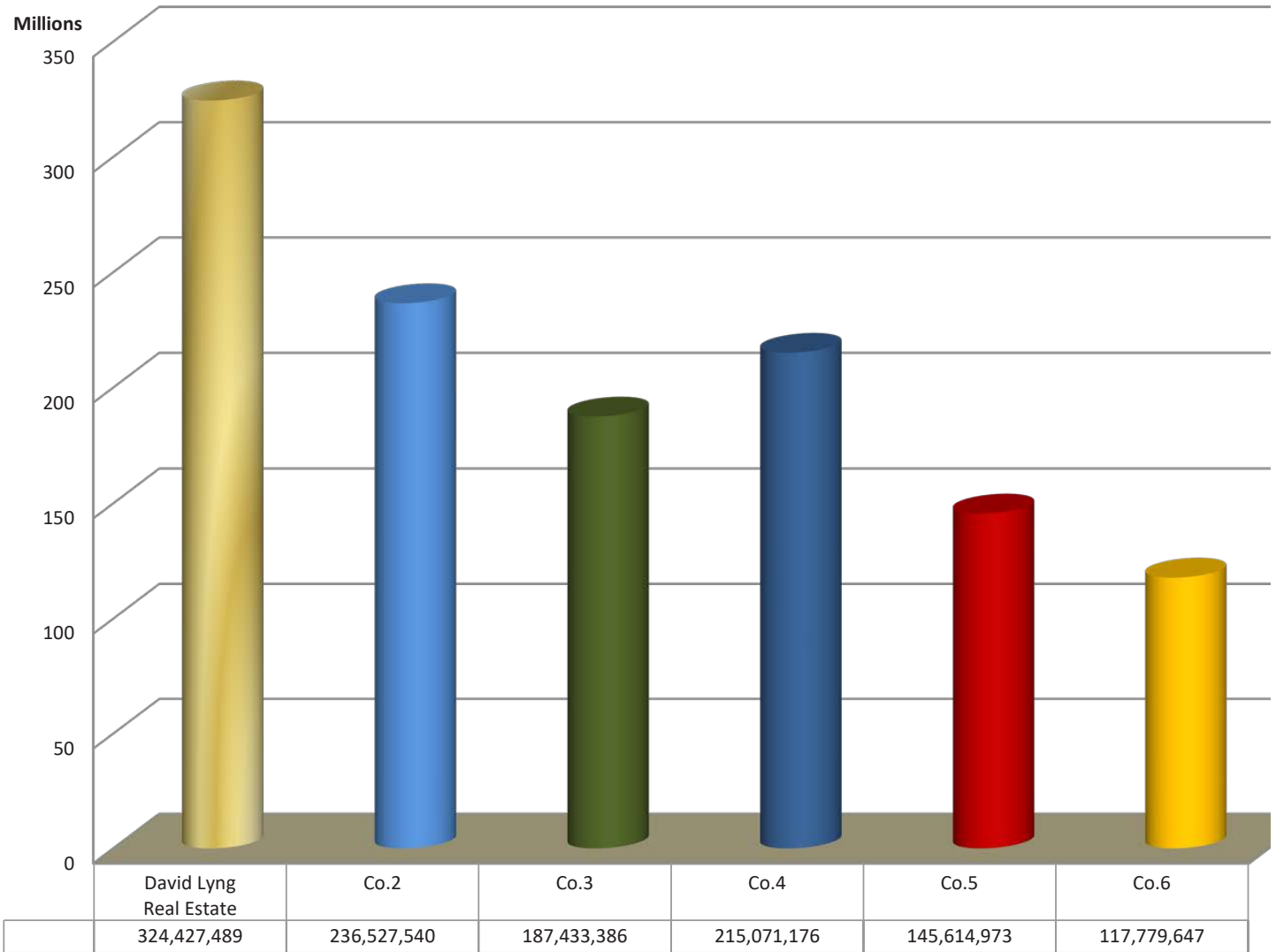


* Statistics provided through MLS by Brokermetrics® 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY

listing sales volume

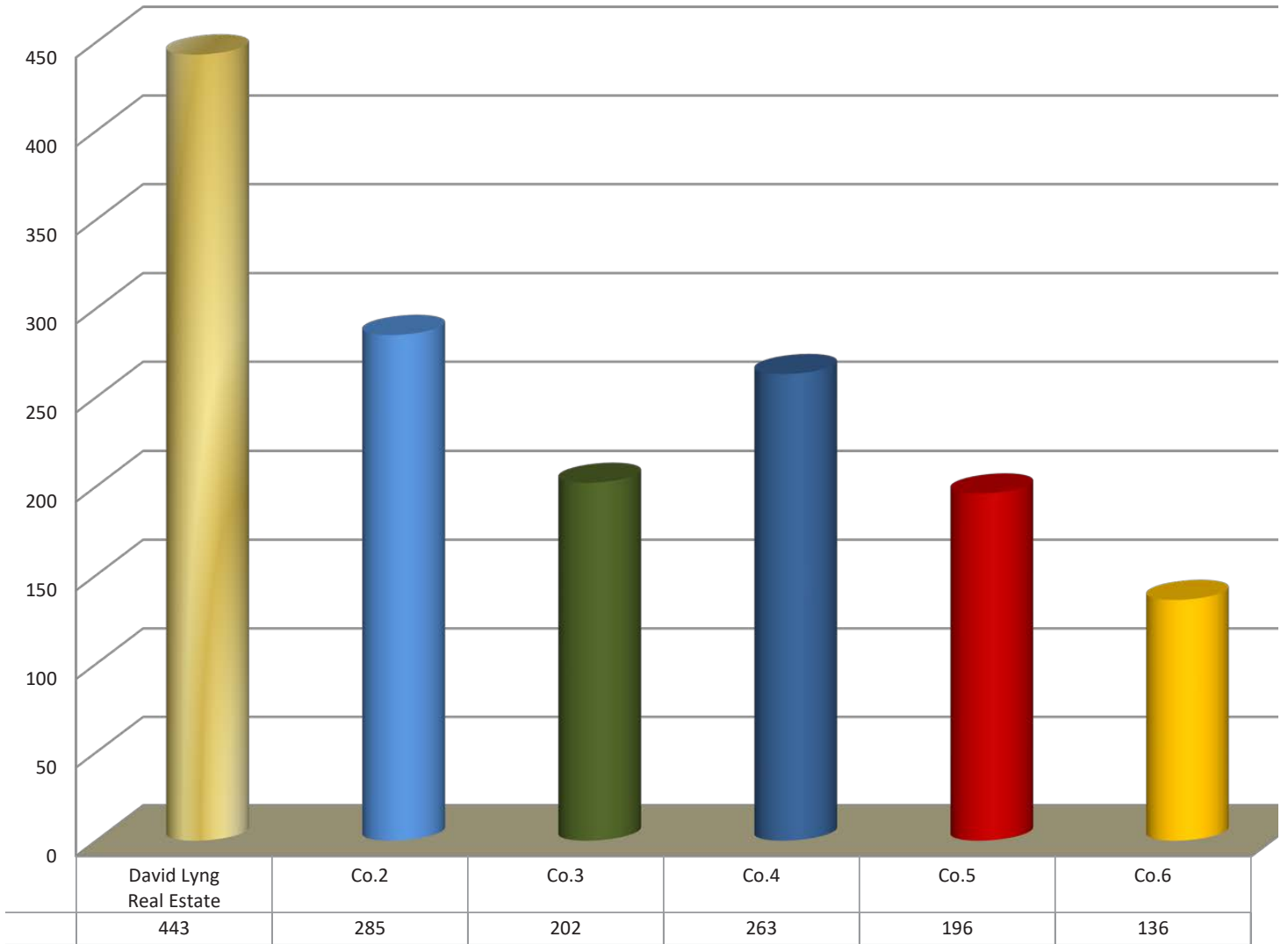
THE HIGHEST LISTING SALES VOLUME IN
SANTA CRUZ COUNTY, THROUGH YEAR END 2017*



* Statistics provided through MLS by Brokermetrics® 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY
listings sold

THE HIGHEST NUMBER OF LISTINGS SOLD IN
 SANTA CRUZ COUNTY, THROUGH YEAR END 2017*

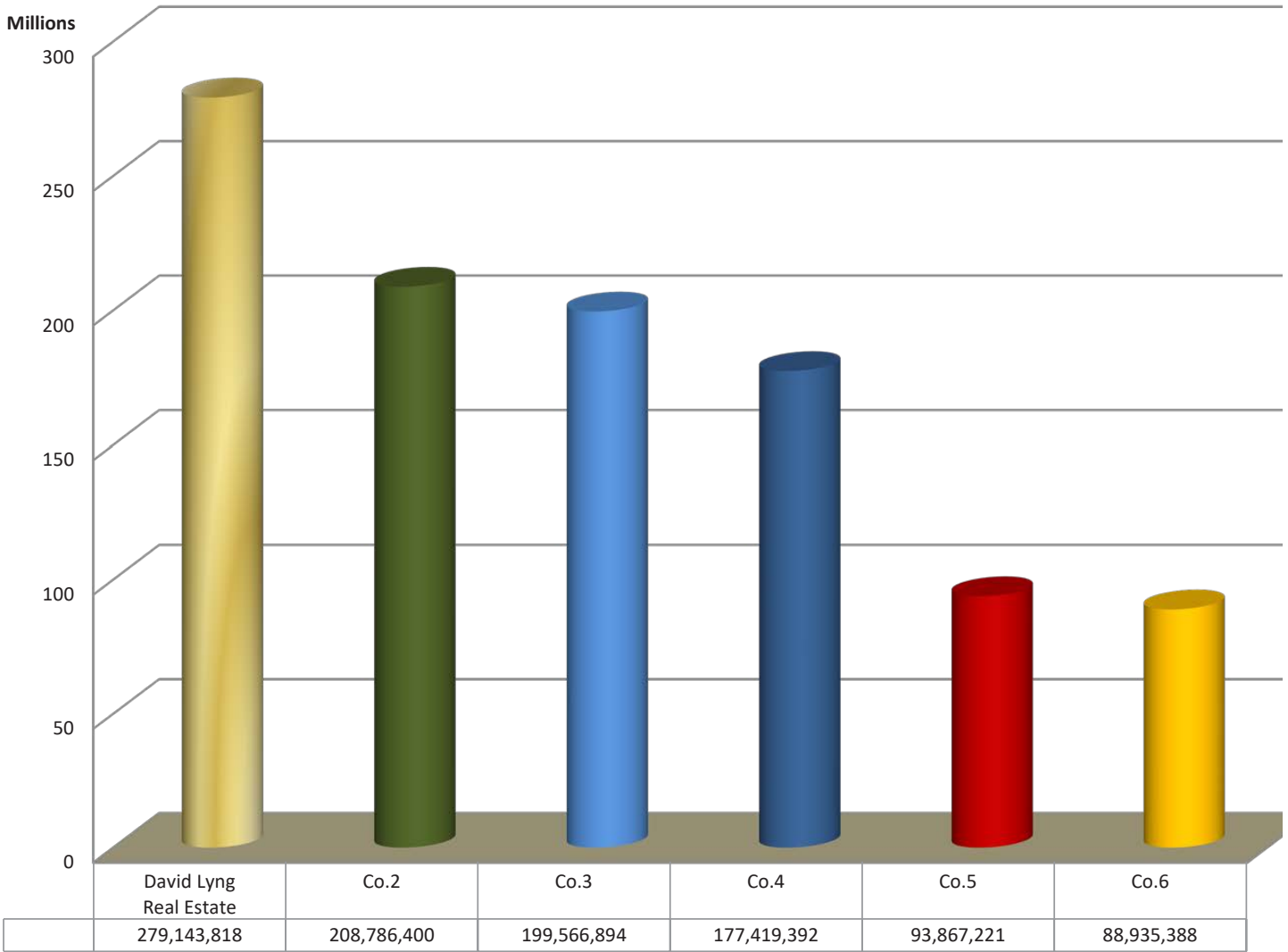


* Statistics provided through MLS by Brokermetrics® 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY

Luxury sales volume

THE HIGHEST TOTAL SALES VOLUME FOR LUXURY SALES IN SANTA CRUZ COUNTY, THROUGH YEAR END 2017*



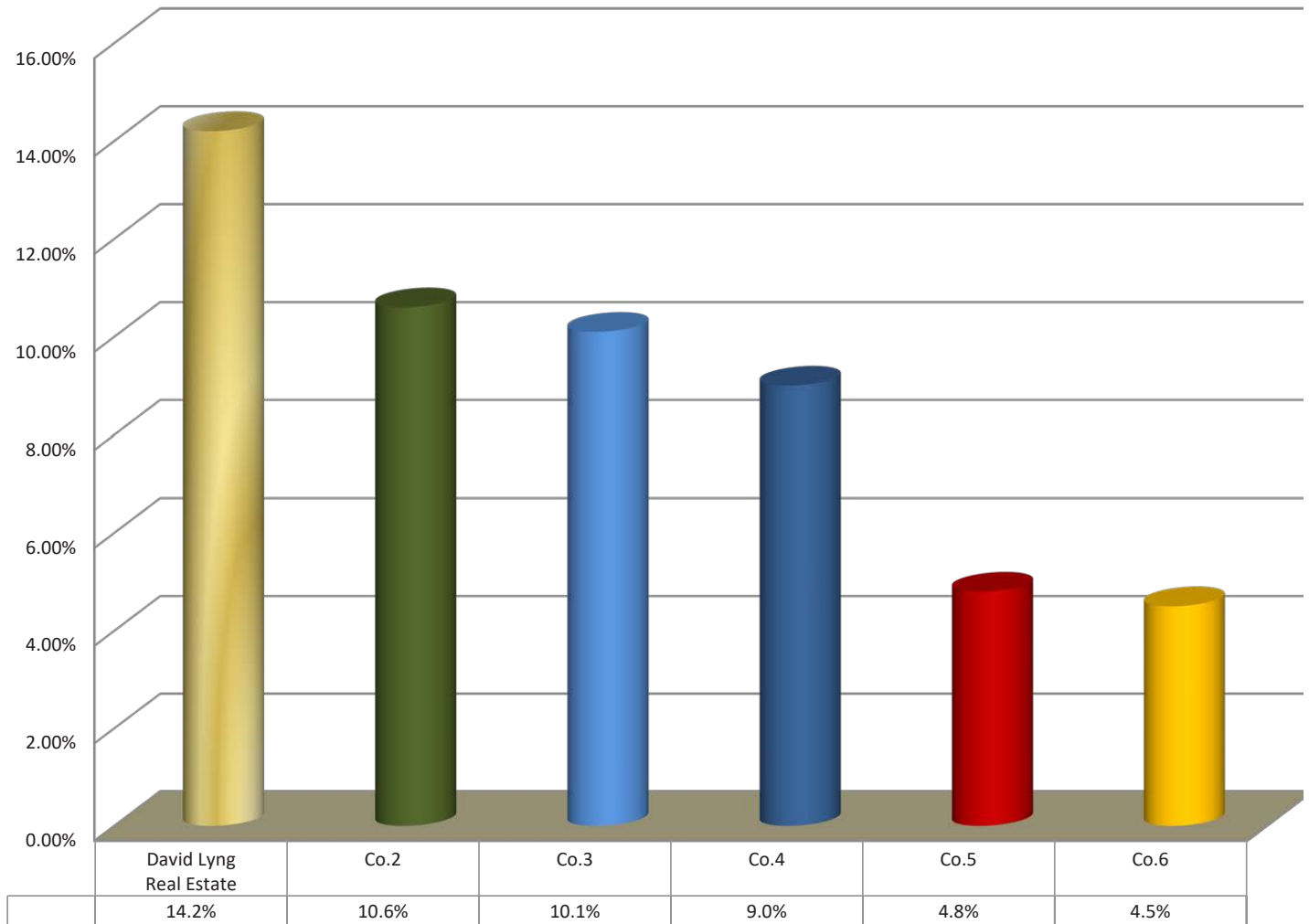
**LUXURY SALES ARE CATEGORIZED AS PROPERTIES SOLD IN SANTA CRUZ COUNTY WITH A SALES PRICE OF \$1,000,000 OR HIGHER

* Statistics provided through MLS by Brokermetrics© 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.

#1 IN SANTA CRUZ COUNTY

Luxury market share

THE HIGHEST MARKET SHARE FOR LUXURY SALES IN SANTA CRUZ COUNTY, THROUGH YEAR END 2017*



**LUXURY SALES ARE CATEGORIZED AS PROPERTIES SOLD IN SANTA CRUZ COUNTY WITH A SALES PRICE OF \$1,000,000 OR HIGHER

* Statistics provided through MLS by Brokermetrics® 2018. Results are for offices located and operating in Santa Cruz County and under the same ownership.