



IRVINE, CA
JUNE 2020

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The Real State of USA Real Estate

Table of Contents

- 4 Irvine Housing Market Value & Trends Update
- 5 Irvine median home price since January 1988
- 5 Irvine median rent and monthly cost of ownership since January 1988
- 6 Resale \$/SF Year-over-Year Percentage Change: Irvine since January 1989
- 6 Rental \$/SF Year-over-Year Percentage Change: Irvine since January 1989
- 7 Historic Median Home Price Relative to Rental Parity: Irvine since January 1988
- 7 TAIT Housing Report® Market Timing System Rating: Irvine since January 1988
- 8 Cash Investor Capitalization Rate: Irvine since January 1988
- 8 Financed Investor Cash-on-Cash Return: Irvine since January 1988
- 9 Market Performance and Trends: Irvine and Major Cities and Zips
- 10 Market Timing Rating and Valuations: Irvine and Major Cities and Zips

Area Reports

- 11 Los Angeles-Long Beach-Anaheim, CA
- 12 Orange County
- 13 Anaheim
- 14 Santa Ana
- 15 Northwood
- 16 Northwood Point
- 17 92602
- 18 92603
- 19 92604
- 20 92606 21 92612
- 22 92614
- 23 92618
- 24 92620
- 25 Stanton
- 26 Huntington Beach
- 27 Garden Grove
- 28 Orange
- 29 Fountain Valley

30 TAIT Housing Market Report Interpretation

info@TAIT.com 3 of 34

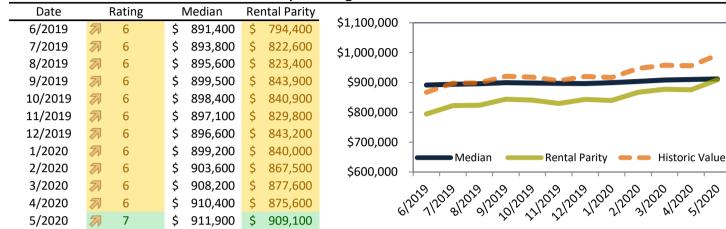


Historically, properties in this market sell at a 9.2% premium. Today's premium is 0.4%. This market is 8.8% undervalued. Median home price is \$911,900, and resale \$/SF is \$477/SF. Prices fell 1.0% year-over-year.

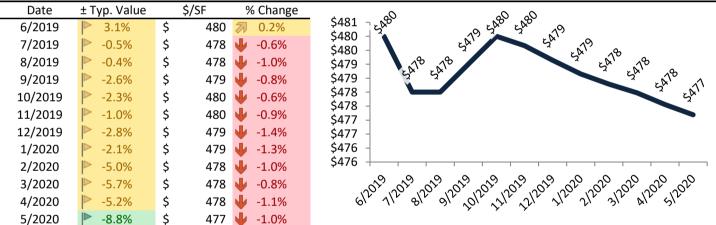
Monthly cost of ownership is \$3,734, and rents average \$3,723, making owning \$011 per month more costly than renting. Rents rose 4.0% year-over-year. The current capitalization rate (rent/price) is 3.9%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



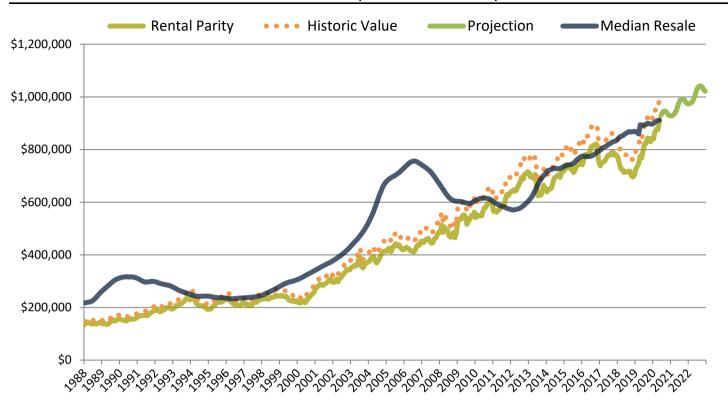
Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$4,500 ¬
6/2019	1 2.2%	\$ 3,574 \$	4,010	7 77
7/2019	1 2.6%	\$ 3,585 \$	3,895	
8/2019	1.0%	\$ 3,598 \$	3,913	\$4,000 - \$4,000
9/2019	1 3.3%	\$ 3,611 \$	3,849	\$4,000 - 3,10,23,53,53,53,53,63,53,63,63,63,63,63,63,63,63,63,63,63,63,63
10/2019	1 3.6%	\$ 3,625 \$	3,872	3, 3, 1
11/2019	3.8%	\$ 3,639 \$	3,934	\$3,500 -
12/2019	3.8%	\$ 3,652 \$	3,884	
1/2020	3.8%	\$ 3,666 \$	3,924	Rent Own Historic Cost to Own Relative to Rent
2/2020	1.9%	\$ 3,680 \$	3,833	\$3,000
3/2020	4.0%	\$ 3,695 \$	3,824	
4/2020	4.0%	\$ 3,710 \$	3,857	61229 81229 201229 21229 212020 112020
5/2020	4.0%	\$ 3,723 \$	3,735	y y

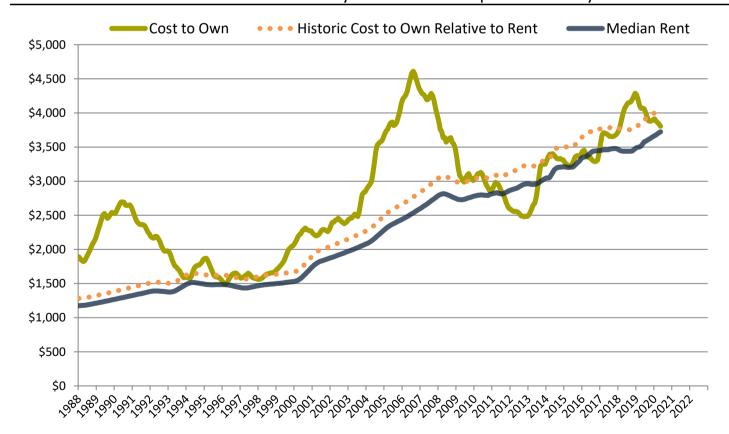
info@TAIT.com 4 of 34



Irvine median home price since January 1988



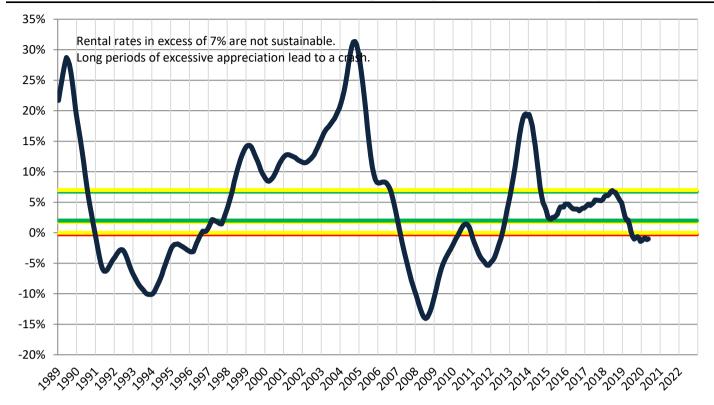
Irvine median rent and monthly cost of ownership since January 1988



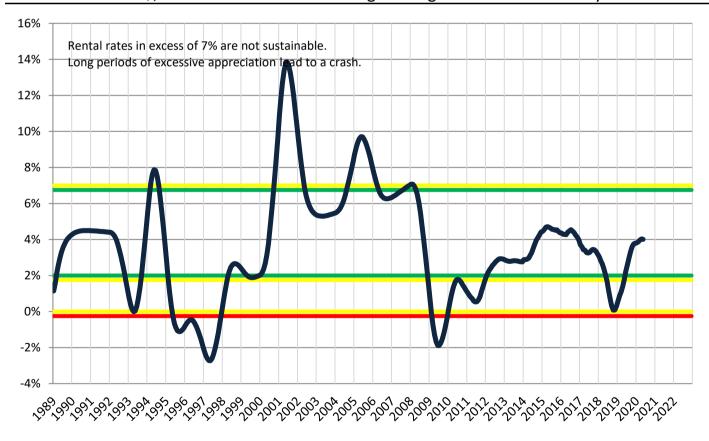
info@TAIT.com 5 of 34



Resale \$/SF Year-over-Year Percentage Change: Irvine since January 1989



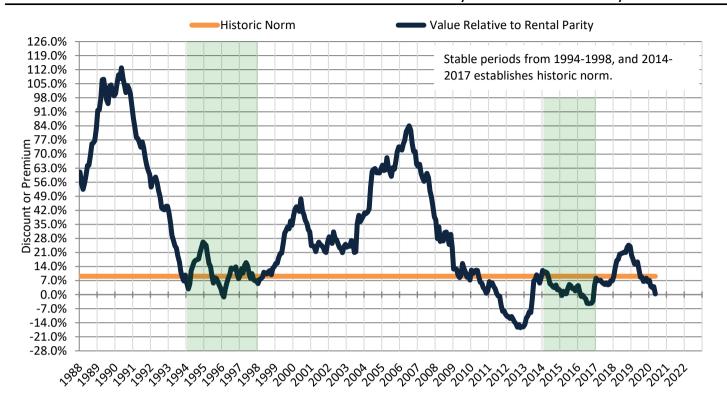
Rental \$/SF Year-over-Year Percentage Change: Irvine since January 1989



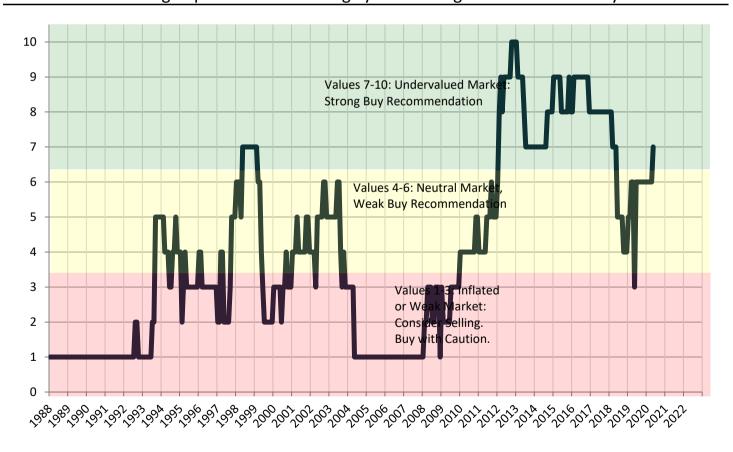
info@TAIT.com 6 of 34



Historic Median Home Price Relative to Rental Parity: Irvine since January 1988



TAIT Housing Report® Market Timing System Rating: Irvine since January 1988



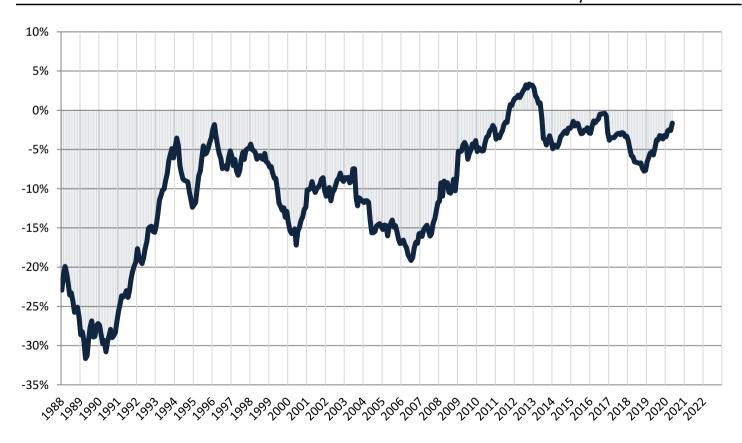
info@TAIT.com 7 of 34



Cash Investor Capitalization Rate: Irvine since January 1988



Financed Investor Cash-on-Cash Return: Irvine since January 1988



info@TAIT.com 8 of 34



Resale Market Value and Trends

Market Performance and Trends: Irvine and Major Cities and Zips

Study Area	Median Resale \$	Resale % Change YoY	Resale \$/SF	Rent % Change YoY	Median Rent \$	Cost of Ownership	Ownership Prem./Disc.	Cap Rate
Irvine	\$ 911,900		\$ 477	4.0%	\$ 3,723	\$ 3,735	\$ 11	3.9%.
Los Angeles-Long Beach-Anaheim,	\$ 704,800	7 1.5%	\$ 434	1 2.5%	\$ 3,057	\$ 2,886	\$ (171)	4.2%.
Orange County	\$ 771,100	1.7%	\$ 431	3.5%	\$ 3,351	\$ 3,158	\$ (193)	4.2%.
Anaheim	\$ 650,600	1 2.7%	\$ 394	4.0%	\$ 2,978	\$ 2,664	\$ (314)	4.4%.
Santa Ana	\$ 599,600	1 2.9%	\$ 418	3 .9%	\$ 2,929	\$ 2,456	\$ (474)	4.7%.
Northwood	\$ 952,400	- 0.1%	\$ 461	5.1%	\$ 3,562	\$ 3,900	\$ 339	3.6%.
Northwood Point	\$ 1,165,800	-1.2 %	\$ 479	3.7%	\$ 4,255	\$ 4,774	\$ 519	3.5%.
92602	\$ 1,060,900	- 0.4%	\$ 452	1 2.5%	\$ 4,056	\$ 4,345	\$ 289	3.7%.
92603	\$ 1,306,400	4 .0%	\$ 571	3 .7%	\$ 6,708	\$ 5,350	\$ (1,358)	4.9%.
92604	\$ 838,100	-1.3 %	\$ 477	4 .9%	\$ 3,520	\$ 3,432	\$ (87)	4.0%.
92606	\$ 880,800	- 0.6%	\$ 467	4.4%	\$ 3,729	\$ 3,607	\$ (122)	4.1%.
92612	\$ 767,000	3 0.2%	\$ 499	1 3.3%	\$ 3,483	\$ 3,141	\$ (342)	4.4%.
92614	\$ 784,800	-2.4 %	\$ 484	3.4%	\$ 3,690	\$ 3,214	\$ (476)	4.5%.
92618	\$ 937,600	- 0.8%	\$ 476	3.0%	\$ 4,375	\$ 3,840	\$ (535)	4.5%.
92620	\$ 984,600	₩ 0.0%	\$ 472	3 .9%	\$ 3,941	\$ 4,032	\$ 91	3.8%.
Stanton	\$ 555,500	1 2.9%	\$ 395	1 2.6%	\$ 2,751	\$ 2,275	\$ (476)	4.8%.
Huntington Beach	\$ 894,800	3 1.8%	\$ 506	1 2.8%	\$ 3,567	\$ 3,665	\$ 98	3.8%.
Garden Grove	\$ 668,100	1 2.8%	\$ 427	4.1 %	\$ 2,972	\$ 2,736	\$ (236)	4.3%.
Orange	\$ 738,800	3 1.1%	\$ 400	5.3%	\$ 3,269	\$ 3,026	\$ (243)	4.2%.
Fountain Valley	\$ 872,000	1 2.2%	\$ 426	1 3.3%	\$ 3,432	\$ 3,571	\$ 140	3.8%.

info@TAIT.com 9 of 34



Market Timing Rating and Valuations: Irvine and Major Cities and Zips

Study Area	Rating	Median	Rental Parity	% Over/Under Rental Parity	Historic Premium	% Over/Under Historic Prem.
Irvine	7	\$ 911,900	\$ 909,100	№ 0.4%	9.2%	▶ -8.8%
Los Angeles-Long Beach-Ana	8	\$ 704,800	\$ 746,400	▶ 3.8%	-2.3%	▶ 6.1%
Orange County	7	\$ 771,100	\$ 818,300	 -5.8%	1.9%	▶ -7.7%
Anaheim	1 8	\$ 650,600	\$ 727,200	 ►-10.6%	-6.2%	▶ -4.4%
Santa Ana	% 8	\$ 599,600	\$ 715,200	16.1%	-11.9%	▶ -4.2%
Northwood	a 6	\$ 952,400	\$ 869,600	▶ 9.5%	16.2%	▶ -6.7%
Northwood Point	% 8	\$ 1,165,800	\$ 1,038,900	12.2%	29.4%	17.2%
92602	a 6	\$ 1,060,900	\$ 990,300	7.1%	13.6%	▶ -6.5%
92603	9	\$ 1,306,400	\$ 1,637,900	-20.2%	3.1%	-23.3%
92604	7	\$ 838,100	\$ 859,400	 ▷ -2.4%	10.2%	12.6%
92606	% 8	\$ 880,800	\$ 910,400	 -3.3%	14.7%	-18.0%
92612	7	\$ 767,000	\$ 850,500	▶ -9.8%	0.3%	▶ -10.1%
92614	7	\$ 784,800	\$ 901,100	12.9%	-4.3%	-8.6%
92618	7	\$ 937,600	\$ 1,068,300	-12.2%	-1.7%	▶ -10.5%
92620	7 7	\$ 984,600	\$ 962,300	▶ 2.3%	14.4%	12.1%
Stanton	1 8	\$ 555,500	\$ 671,800	17.4%	-15.2%	 -2.2%
Huntington Beach	7 7	\$ 894,800	\$ 870,800	▶ 2.7%	12.3%	▶ -9.6%
Garden Grove	8	\$ 668,100	\$ 725,700	▶ -7.9%	-5.6%	▶ -2.3%
Orange	₹ 7	\$ 738,800	\$ 798,200	 ► -7.4%	0.5%	▶ -7.9%
Fountain Valley	9	\$ 872,000	\$ 837,900	▶ 4.1%	12.1%	-8.0%

info@TAIT.com 10 of 34



Los Angeles-Long Beach-Anaheim, CA Housing Market Value & Trends Update

Historically, properties in this market sell at a -2.3% discount. Today's premium is 3.8%. This market is 6.1% overvalued. Median home price is \$704,800, and resale \$/SF is \$434/SF. Prices rose 1.5% year-over-year.

Monthly cost of ownership is \$2,886, and rents average \$3,056, making owning \$170 per month less costly than renting. Rents rose 2.5% year-over-year. The current capitalization rate (rent/price) is 4.3%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months

							<u> </u>
Date		Rating	N	∕ledian	Re	ntal Parity	
6/2019	A	6	\$	668,200	\$	661,700	\$800,000
7/2019	网	6	\$	669,700	\$	684,600	
8/2019	团	6	\$	671,700	\$	684,700	\$700,000 -
9/2019	A	7	\$	674,700	\$	701,100	
10/2019	A	7	\$	677,200	\$	697,900	\$600,000
11/2019	A	7	\$	679,100	\$	687,800	
12/2019	\Rightarrow	5	\$	682,100	\$	698,000	\$500,000 -
1/2020	\Rightarrow	5	\$	685,900	\$	694,400	Median Rental Parity Historic Value
2/2020	\Rightarrow	5	\$	691,500	\$	716,000	
3/2020	ZV	7	\$	697,200	\$	722,900	
4/2020	A	7	\$	701,800	\$	720,000	61213/1213/1213/1213/1213/1213/1213/1213
5/2020	1	8	\$	704,800	\$	746,400	0, 1, 9, 2, 2, 2, 2, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3,

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	4
6/2019	8.1%	\$ 427	1.7%	\$436
7/2019	9.8%	\$ 427	1.4%	\$434 -
8/2019	9.7%	\$ 428	1.4%	\$436 \$434 \$432 \$430 \$428
9/2019	9.8%	\$ 430	1.7%	\$430 - 27 27 5020
10/2019	9.9%	\$ 431	1.4%	\$428 - 5,400 - 5,400 - 5
11/2019	9.8%	\$ 431	1.0%	\$426 -
12/2019	12.4%	\$ 432	1.1%	
1/2020	13.5%	\$ 432	3 0.9%	\$424 -
2/2020	12.7%	\$ 432	1.0%	\$422
3/2020	9.0%	\$ 433	1.1%	2012 2012 2013 2013 2013 2013 2013 2013
4/2020	7.5%	\$ 433	1.2%	6/2013/1/2013/
5/2020	6.1%	\$ 434	1.5%	· · ·

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,200 7 31 38 39 38 36 38 39 31 38 49 51
6/2019	4.0%	\$ 2,977	\$ 3,006	\$3,200 31 52 52 53 53 53 53 53 53 53 53 53 53 53 53
7/2019	1.7%	\$ 2,984	\$ 2,919	
8/2019	3.4%	\$ 2,992	\$ 2,935	\$2,800 -
9/2019	1 2.9%	\$ 3,000	\$ 2,887	\$2,600 -
10/2019	1 2.5%	\$ 3,008	\$ 2,919	\$2,400 -
11/2019	1 2.0%	\$ 3,016	\$ 2,978	\$2,200 -
12/2019	3 1.7%	\$ 3,024	\$ 2,955	
1/2020	1.7%	\$ 3,030	\$ 2,993	\$2,000 - Rent Own Historic Cost to Own Relative to Rent
2/2020	1.8%	\$ 3,037	\$ 2,933	\$1,800
3/2020	2.1%	\$ 3,044	\$ 2,935	73 73 73 75 70 70
4/2020	1 2.3%	\$ 3,050	\$ 2,973	61213 81213 101213 211213 211212 11212
5/2020	2.5%	\$ 3,057	\$ 2,886	y y

info@TAIT.com 11 of 34



Orange County Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.9% premium. Today's discount is 5.8%. This market is 7.7% undervalued. Median home price is \$771,100, and resale \$/SF is \$431/SF. Prices rose 1.7% year-over-year.

Monthly cost of ownership is \$3,157, and rents average \$3,351, making owning \$193 per month less costly than renting. Rents rose 3.5% year-over-year. The current capitalization rate (rent/price) is 4.2%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months

Date		Rating	N	∕ledian	Re	ntal Parity	4000.000	
6/2019	A	6	\$	736,900	\$	724,200	\$900,000	
7/2019	团	6	\$	739,200	\$	749,000	\$800,000	
8/2019	团	6	\$	741,700	\$	748,700	7000,000	
9/2019	A	6	\$	746,100	\$	766,300	\$700,000	
10/2019	A	6	\$	747,700	\$	762,400		
11/2019	A	6	\$	749,000	\$	751,200	\$600,000 -	
12/2019	A	6	\$	750,500	\$	762,400	\$500,000 -	
1/2020	团	6	\$	754,400	\$	758,800	\$500,000 -	Median Rental Parity Historic Value
2/2020	团	6	\$	759,400	\$	783,000	\$400,000	
3/2020	团	6	\$	764,700	\$	791,300	· ·	,9 ,9 ,9 ,9 ,9 ,9 ,0 ,0 ,0 ,0 ,0
4/2020	团	6	\$	768,500	\$	788,800	ુર	22,1121,81121,81121,81121,1121,1121,112
5/2020	ZZ	7	\$	771,100	\$	818,300	Ο'	1, 9, 2, 2, 2, 1, 1, 2, m, 2,

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	A
6/2019	▶ -0.2%	\$ 423	3 0.5%	\$434]
7/2019	-3.3%	\$ 423	2 0.0%	\$432 -
8/2019	-2.9%	\$ 424	J -0.2%	\$434 \$432 - \$430 - \$478 -
9/2019	-4.6%	\$ 427	3 0.5%	\$428 -
10/2019	▶ -3.9%	\$ 429	3 0.9%	\$428 - \$426 - 50 ²³ 50 ²³ 50 ²⁴
11/2019	▶ -2.2%	\$ 429	3 0.8%	\$424
12/2019	▶ -3.5%	\$ 429	3 0.6%	\$422 -
1/2020	▶ -2.5%	\$ 430	3 0.6%	\$420 -
2/2020	-5.0%	\$ 430	1.2%	\$418
3/2020	-5.3%	\$ 430	1.0%	6122 1122 8122 8122 9122 1222 1122 1122 1
4/2020	-4.5%	\$ 431	3 1.4%	6/202 1/202 8/202 8/202 2/202 2/202 1/202 1/202 3/202 1/202 S/202
5/2020	▶ -7.7%	\$ 431	1.7%	, , ,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,800 7 6 6 4 4 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6
6/2019	1 2.5%	\$ 3,258	\$ 3,315	\$3,800 3,50 3,50 3,50 3,50 3,50 3,50 3,50 3,
7/2019	1 2.8%	\$ 3,264	\$ 3,222	\$3,300 -
8/2019	3.1%	\$ 3,271	\$ 3,240	33,300
9/2019	3.4%	\$ 3,279	\$ 3,192	¢3.000
10/2019	3.6%	\$ 3,286	\$ 3,223	\$2,800 -
11/2019	1.7%	\$ 3,294	\$ 3,284	
12/2019	1.6%	\$ 3,303	\$ 3,251	\$2,300 -
1/2020	1.6%	\$ 3,312	\$ 3,292	Rent Own Historic Cost to Own Relative to Rent
2/2020	3.5%	\$ 3,321	\$ 3,221	\$1,800
3/2020	3.5%	\$ 3,331	\$ 3,219	² 29
4/2020	3.5%	\$ 3,342	\$ 3,256	612023 812023 2012023 212020 812020 812020
5/2020	1.5%	\$ 3,351	\$ 3,158	y

info@TAIT.com 12 of 34



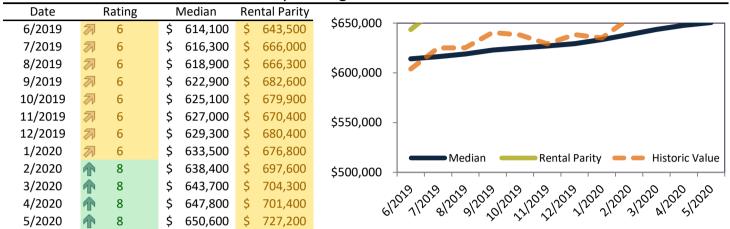
Anaheim Housing Market Value & Trends Update

Historically, properties in this market sell at a -6.2% discount. Today's discount is 10.6%. This market is 4.4% undervalued. Median home price is \$650,600, and resale \$/SF is \$394/SF. Prices rose 2.7% year-over-year.

Monthly cost of ownership is \$2,664, and rents average \$2,978, making owning \$313 per month less costly than renting. Rents rose 4.0% year-over-year. The current capitalization rate (rent/price) is 4.4%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$ S/SF	% Change	\$396 \$394 \$392 \$390 \$388 \$386
6/2019	▶ 1.6%	\$ 384	1.6%	\$396 \$394]
7/2019	-1.3%	\$ 383	3 0.8%	\$392
8/2019	-1.0%	\$ 384	3 0.5%	\$390 - 5381
9/2019	▶ -2.6%	\$ 387	1.0%	\$388 - 38 33 236 1
10/2019	▶ -1.9%	\$ 390	1.8%	\$386 - 23 235 23
11/2019	▶ -0.3%	\$ 391	1.7%	\$384 - \$382 -
12/2019	▶ -1.4%	\$ 391	1.5%	\$380 -
1/2020	▶ -0.2%	\$ 392	2.0%	\$378 -
2/2020	▶ -2.3%	\$ 392	1 2.4%	\$376
3/2020	▶ -2.4%	\$ 393	1 2.0%	6122 1122 8122 8122 9122 1222 1122 1122 1
4/2020	-1.5%	\$ 394	1 2.2%	61203 11203 11203 11203 11203 11203 1120 1120
5/2020	▶ -4.4%	\$ 394	1 2.7%	,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent		Own	\$3,000 7 85 85 85 85 85 85 85 85 85 85 85
6/2019	1.0%	\$ 2,895	\$	2,763	\$3,000 36 30 30 30 30 30 30 30 30 30 30 30 30 30
7/2019	3.3%	\$ 2,903	\$	2,686	\$2,800
8/2019	3.6%	\$ 2,911	\$	2,704	32,000
9/2019	4.0%	\$ 2,921	\$	2,665	¢2.000
10/2019	4.3%	\$ 2,931	\$	2,694	\$2,600 -
11/2019	4.4%	\$ 2,940	\$	2,749	
12/2019	4.3%	\$ 2,947	\$	2,726	\$2,400 -
1/2020	4.1%	\$ 2,953	\$	2,764	Rent Own Historic Cost to Own Relative to Rent
2/2020	4.0%	\$ 2,959	\$	2,708	\$2,200
3/2020	4.0%	\$ 2,965	\$	2,710	
4/2020	3.9%	\$ 2,972	\$	2,744	elars stars rotars rivers rivers whore
5/2020	4 0%	\$ 2 978	Ś	2.664	y y

info@TAIT.com 13 of 34



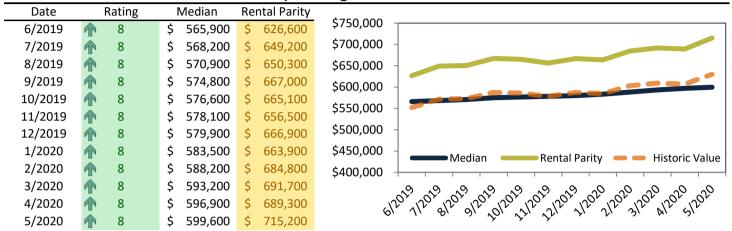
Santa Ana Housing Market Value & Trends Update

Historically, properties in this market sell at a -11.9% discount. Today's discount is 16.1%. This market is 4.2% undervalued. Median home price is \$599,600, and resale \$/SF is \$418/SF. Prices rose 2.9% year-over-year.

Monthly cost of ownership is \$2,455, and rents average \$2,929, making owning \$473 per month less costly than renting. Rents rose 3.9% year-over-year. The current capitalization rate (rent/price) is 4.7%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$ S/SF	% Ch	nange	\$420 \$415 - \$410 - \$405 \$405 \$406 \$400 \$400 \$400 \$400 \$400 \$400 \$400	
6/2019	▶ 2.2%	\$ 405	1 3.1	1%	\$420]	\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\
7/2019	▶ -0.6%	\$ 405	1 2.5	5%	\$415 -	
8/2019	▶ -0.3%	\$ 406	1 2.0	0%	5 salts	
9/2019	▶ -1.9%	\$ 409	1 2.5	5%	\$410 - 2005 2000	
10/2019	▶ -1.4%	\$ 412	3.0	0%	\$405	
11/2019	▶ 0.0%	\$ 413	1 2.7	7%	3403	
12/2019	▶ -1.1%	\$ 414	1 2.6	6%	\$400 -	
1/2020	▶ -0.2%	\$ 414	1 2.6	6%		
2/2020	▶ -2.2%	\$ 415	1.8	8%	\$395	\neg
3/2020	▶ -2.3%	\$ 416	1.8	8%	612012 12012 912012 912012 912012 11202 11202 11202 91202 91202 91202)
4/2020	▶ -1.5%	\$ 417	1 2.7	7%	61212 11212 81212 81212 91212 1212 1212 1	
5/2020	▶ -4.2%	\$ 418	1 2.9	9%	· · · ·	

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,000 7 29 29 20 20 20 20 20 20 20 20 20 20 20 20 20
6/2019	1 3.6%	\$ 2,819	\$ 2,546	\$3,000 7,42,42,42,42,42,42,42,42,42,42,42,42
7/2019	1.9%	\$ 2,830	\$ 2,476	\$2,800
8/2019	4.1%	\$ 2,842	\$ 2,494	
9/2019	4.5%	\$ 2,854	\$ 2,459	\$2,600 -
10/2019	4.8%	\$ 2,867	\$ 2,485	\$2,400 -
11/2019	4.8%	\$ 2,879	\$ 2,535	\$2,400 °
12/2019	4.6%	\$ 2,889	\$ 2,512	\$2,200 -
1/2020	4.3%	\$ 2,897	\$ 2,546	Rent Own Historic Cost to Own Relative to Rent
2/2020	4.1%	\$ 2,905	\$ 2,495	\$2,000
3/2020	4.0%	\$ 2,912	\$ 2,497	23 23 23 25 20
4/2020	3.9%	\$ 2,920	\$ 2,529	612023 812023 2012023 212023 212020 212020
5/2020	3.9%	\$ 2,929	\$ 2.456	y Y

info@TAIT.com 14 of 34



Northwood Housing Market Value & Trends Update

Historically, properties in this market sell at a 16.2% premium. Today's premium is 9.5%. This market is 6.7% undervalued. Median home price is \$952,400, and resale \$/SF is \$461/SF. Prices fell 0.1% year-over-year.

Monthly cost of ownership is \$3,900, and rents average \$3,561, making owning \$338 per month more costly than renting. Rents rose 5.1% year-over-year. The current capitalization rate (rent/price) is 3.6%.

Market rating = 6

Median Home Price and Rental Parity trailing twelve months

						•		
Date	I	Rating	1	Median	Re	ntal Parity	44 400 000	
6/2019	初	6	\$	928,200	\$	776,400	\$1,100,000	
7/2019	初	6	\$	931,300	\$	802,600	\$1,000,000 -	
8/2019	初	6	\$	934,000	\$	801,900	φ1,000,000	
9/2019	初	6	\$	937,800	\$	820,300	\$900,000 -	
10/2019	初	6	\$	937,700	\$	815,700		
11/2019	初	6	\$	937,200	\$	803,300	\$800,000 -	
12/2019	初	6	\$	937,500	\$	814,700	\$700,000 -	
1/2020	初	6	\$	940,200	\$	810,100	\$700,000 -	Median Rental Parity — Historic Value
2/2020	初	6	\$	944,300	\$	835,000	\$600,000 -	including including in the including
3/2020	初	6	\$	948,400	\$	842,900	•	0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0
4/2020	初	6	\$	950,500	\$	839,200	ans and	02,1202,1203,1203,1202,11203,1203,1203,1
5/2020	团	6	\$	952,400	\$	869,600	ν,	1, 9, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2,

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	Λ.Λ.
6/2019	▶ 3.3%	\$ 460	∅ 0.4%	\$463 \$462 - \$462 = \$46
7/2019	▶ -0.2%	\$ 458	- 0.4%	\$462 - 5461 546 5461 5461 5461 5461 5461
8/2019	▶ 0.3%	\$ 459	- 0.4%	\$461 - 80
9/2019	▶ -1.9%	\$ 461	- 0.2%	\$460 - \$459 -
10/2019	▶ -1.3%	\$ 462	- 0.2%	\$459 - 545 ⁶
11/2019	▶ 0.5%	\$ 462	- 0.5%	\$458 -
12/2019	-1.1%	\$ 461	-1.0 %	
1/2020	▶ -0.1%	\$ 461	-0.8%	\$457 -
2/2020	▶ -3.1%	\$ 461	-0.4%	\$456
3/2020	▶ -3.7%	\$ 461	- 0.5%	6122 1122 8122 8122 9122 1222 2122 2122 2
4/2020	▶ -2.9%	\$ 461	- 0.3%	8/202 1/202 8/202 8/202 2/202 2/1/202 1/202 1/202 3/202 8/202 2/202
5/2020	▶ -6.7%	\$ 461	- 0.1%	,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	. \$4,400 ¬
6/2019	1 2.4%	\$ 3,493	\$ 4,175	\$4,200 -
7/2019	1 2.9%	\$ 3,498	\$ 4,059	
8/2019	3.4%	\$ 3,504	\$ 4,081	\$4,000
9/2019	3.8%	\$ 3,510	\$ 4,012	\$3,800 - 37, 37, 37, 37, 37, 37, 37, 37, 37, 37,
10/2019	4.2%	\$ 3,516	\$ 4,042	\$3,600 - 5, 62, 62, 62, 62, 62, 62, 62, 62, 62, 62
11/2019	4.5%	\$ 3,523	\$ 4,110	\$3,400 -
12/2019	4.6%	\$ 3,529	\$ 4,061	
1/2020	4.8%	\$ 3,535	\$ 4,103	\$3,200 Rent Own Historic Cost to Own Relative to Rent
2/2020	4.9%	\$ 3,542	\$ 4,005	\$3,000
3/2020	5.0%	\$ 3,549	\$ 3,993	72 72 72 72 72 70 70
4/2020	5.2%	\$ 3,555	\$ 4,027	Pars 81213 July 21/2013 1/2010 Ways
5/2020	5.1%	\$ 3,562	\$ 3,900	y y

info@TAIT.com 15 of 34



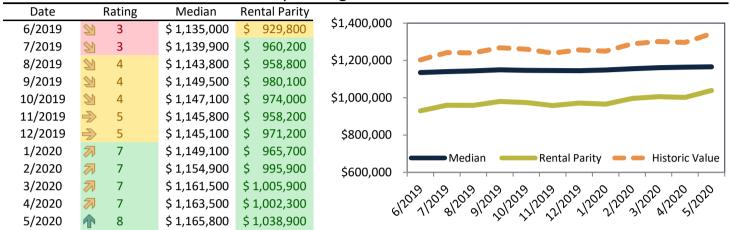
Northwood Point Housing Market Value & Trends Update

Historically, properties in this market sell at a 29.4% premium. Today's premium is 12.2%. This market is 17.2% undervalued. Median home price is \$1,165,800, and resale \$/SF is \$479/SF. Prices fell 1.2% year-over-year.

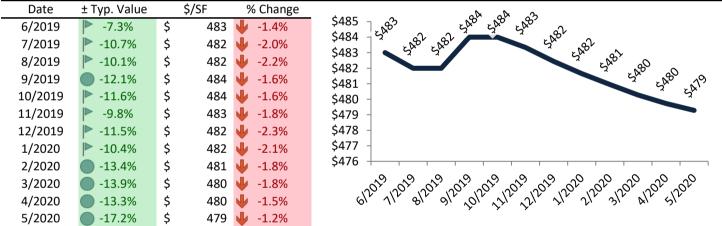
Monthly cost of ownership is \$4,774, and rents average \$4,254, making owning \$519 per month more costly than renting. Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 3.5%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$6,000 ¬
6/2019	-2.6%	\$ 4,183	\$ 5,106	4 - 7 - 3 - 1
7/2019	-2.2%	\$ 4,185	\$ 4,968	\$5,500 -
8/2019	-1.6%	\$ 4,189	\$ 4,997	
9/2019	- 0.9%	\$ 4,194	\$ 4,918	\$5,000 -
10/2019	- 0.2%	\$ 4,198	\$ 4,944	\$4,500 54,53 56,68 54,58
11/2019	3 0.5%	\$ 4,202	\$ 5,024	74,300 d d d d d d d d x x x x x
12/2019	1.3%	\$ 4,207	\$ 4,960	\$4,000 -
1/2020	1 2.2%	\$ 4,214	\$ 5,014	Rent Own Historic Cost to Own Relative to Rent
2/2020	1 2.9%	\$ 4,224	\$ 4,899	\$3,500
3/2020	3.4%	\$ 4,235	\$ 4,890	75 75 75 75 70 70
4/2020	3.8%	\$ 4,246	\$ 4,929	91013 81013 101013 11010 11010 11010
5/2020	3.7%	\$ 4,255	\$ 4,774	y y

info@TAIT.com 16 of 34



Historically, properties in this market sell at a 13.6% premium. Today's premium is 7.1%. This market is 6.5% undervalued. Median home price is \$1,060,900, and resale \$/SF is \$452/SF. Prices fell 0.4% year-over-year.

Monthly cost of ownership is \$4,344, and rents average \$4,055, making owning \$289 per month more costly than renting. Rents rose 2.5% year-over-year. The current capitalization rate (rent/price) is 3.7%.

Market rating = 6

Median Home Price and Rental Parity trailing twelve months

R	lating	Median	Re	ntal Parity	44 222 222	
2	4	\$ 1,030,300	\$	869,400	\$1,200,000	
2	4	\$ 1,033,900	\$	899,800	\$1,100,000 -	
2	4	\$ 1,036,500	\$	900,200	\$1,000,000	
初	6	\$ 1,041,400	\$	922,000	\$1,000,000	
团	6	\$ 1,041,000	\$	918,200	\$900,000 -	
团	6	\$ 1,040,600	\$	905,400	\$800,000 -	
初	6	\$ 1,040,900	\$	919,500	, ,	
团	6	\$ 1,044,500	\$	915,700	\$700,000 -	Median Rental Parity Historic Value
团	6	\$ 1,050,000	\$	945,600	\$600,000	ividual Relitation of Thistoric Value
团	6	\$ 1,055,800	\$	956,400	, ,	0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,
团	6	\$ 1,058,600	\$	954,100	ુર	02,1101,81101,81101,81101,71101,81101,91101,91101,91101,91101,91101,91101,91101,91101,91101,91101,91101,91101,9
团	6	\$ 1,060,900	\$	990,300	Ο'	11 gi di Vi Vi Vi Vi Vi Vi di di
		4 4 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	\$ 1,030,300 \$ 4 \$ 1,033,900 \$ 4 \$ 1,036,500 \$ 6 \$ 1,041,400 \$ 6 \$ 1,041,000 \$ 6 \$ 1,040,600 \$ 6 \$ 1,040,900 \$ 6 \$ 1,044,500 \$ 6 \$ 1,055,800 \$ 6 \$ 1,055,800 \$ 6 \$ 1,058,600	\$ 1,030,300 \$ 1,033,900 \$ 1,041,400 \$ 1,041,400 \$ 1,040,600 \$ 1,040,900 \$ 1,044,500 \$ 1,055,800 \$ 1,05	\$ 1,030,300 \$ 869,400 \$ 4 \$ 1,033,900 \$ 899,800 \$ 4 \$ 1,036,500 \$ 900,200 \$ 6 \$ 1,041,400 \$ 922,000 \$ 6 \$ 1,041,000 \$ 918,200 \$ 6 \$ 1,040,600 \$ 905,400 \$ 6 \$ 1,040,900 \$ 919,500 \$ 6 \$ 1,044,500 \$ 915,700 \$ 6 \$ 1,055,800 \$ 956,400 \$ 6 \$ 1,055,800 \$ 956,400 \$ 6 \$ 1,058,600 \$ 954,100	Rating Median Rental Parity № 4 \$ 1,030,300 \$ 869,400 № 4 \$ 1,033,900 \$ 899,800 \$ 1,100,000 № 4 \$ 1,036,500 \$ 900,200 \$ 1,000,000 № 6 \$ 1,041,400 \$ 922,000 \$ 1,000,000 № 6 \$ 1,040,600 \$ 918,200 \$ 900,000 № 6 \$ 1,040,600 \$ 905,400 \$ 800,000 № 6 \$ 1,040,900 \$ 919,500 \$ 700,000 № 6 \$ 1,050,000 \$ 945,600 \$ 600,000 № 6 \$ 1,055,800 \$ 956,400 \$ 600,000 № 6 \$ 1,058,600 \$ 954,100 \$ 600,000

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	,
6/2019	▶ 4.9%	\$ 452	2 0.7%	\$455 \$454
7/2019	▶ 1.3%	\$ 451	- 0.2%	\$454 -
8/2019	▶ 1.5%	\$ 451	- 0.9%	\$454 - \$453 - 5457 5457 5457 5457 5457
9/2019	▶ -0.7%	\$ 452	-1.1 %	. 9
10/2019	▶ -0.3%	\$ 454	- 0.7%	\$452 - 2452 2452
11/2019	▶ 1.3%	\$ 454	- 0.7%	\$451 -
12/2019	▶ -0.4%	\$ 453	-1.0 %	\$450 -
1/2020	▶ 0.4%	\$ 453	-1.1 %	
2/2020	-2.6%	\$ 453	-0.7%	\$449
3/2020	▶ -3.2%	\$ 453	- 0.5%	Plata llata diata diata latata llata
4/2020	▶ -2.7%	\$ 452	-0.6%	6/1 1/1 8/1 3/1 2/1 2/1 2/1 2/1 3/1 8/1 5/1
5/2020	-6.5%	\$ 452	- 0.4%	, , ,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$5,000 ¬
6/2019	7 1.1%	\$ 3,911 \$	4,635	
7/2019	1.5%	\$ 3,922 \$	4,506	\$4,500 - 32,53 55 68 12 56 65 66
8/2019	1.8%	\$ 3,933 \$	4,528	\$4,500 - 53,00 53,00 53,00 53,00 53,00 54,0
9/2019	1 2.0%	\$ 3,945 \$	4,456	(4 000) (4), (4), (4), (4), (4), (4), (4), (4
10/2019	1 2.2%	\$ 3,958 \$	4,487	\$4,000
11/2019	1 2.3%	\$ 3,971 \$	4,563	
12/2019	1 2.3%	\$ 3,983 \$	4,509	\$3,500 -
1/2020	1 2.3%	\$ 3,996 \$	4,558	Rent Own Historic Cost to Own Relative to Rent
2/2020	1 2.3%	\$ 4,011 \$	4,454	\$3,000
3/2020	1 2.4%	\$ 4,026 \$	4,445	61223 81213 101213 11213 11212 11212
4/2020	1 2.5%	\$ 4,042 \$	4,485	6/2023 8/2023 20/2023 21/2023 X1/2020 W1/2020
5/2020	1 2.5%	\$ 4,056 \$	4,345	y

info@TAIT.com 17 of 34

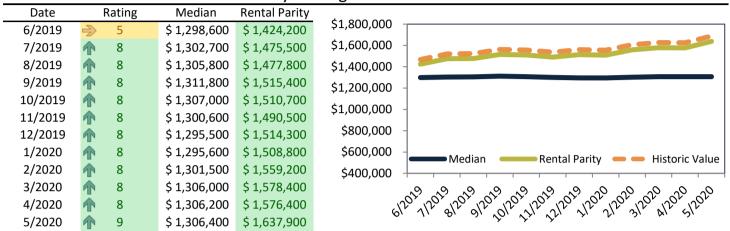


Historically, properties in this market sell at a 3.1% premium. Today's discount is 20.2%. This market is 23.3% undervalued. Median home price is \$1,306,400, and resale \$/SF is \$571/SF. Prices fell 4.0% year-over-year.

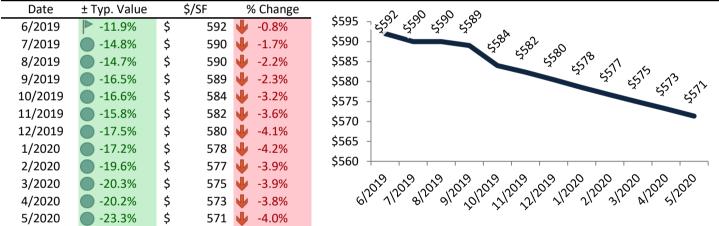
Monthly cost of ownership is \$5,350, and rents average \$6,707, making owning \$1357 per month less costly than renting. Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 4.9%.

Market rating = 9

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$8,000 ¬
6/2019	1.6%	\$ 6,407 \$	5,842	2 6 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
7/2019	1 2.0%	\$ 6,431 \$	5,678	\$7,000 500 500 500 500 500 500 500 500 500
8/2019	1 2.5%	\$ 6,457 \$	5,705	37,000 80, 80, 80, 8, 8, 8, 8, 1
9/2019	3.0%	\$ 6,484 \$	5,613	¢c 000
10/2019	1.3%	\$ 6,512 \$	5,634	\$6,000 -
11/2019	1.5%	\$ 6,536 \$	5,703	
12/2019	1 3.5%	\$ 6,560 \$	5,612	\$5,000 -
1/2020	3.5%	\$ 6,584 \$	5,654	Rent Own Historic Cost to Own Relative to Rent
2/2020	1.5%	\$ 6,614 \$	5,520	\$4,000
3/2020	1.6%	\$ 6,645 \$	5,498	⁷ 13 ⁷ 13 ⁷ 13 ⁷ 13 ⁷ 10 ⁷ 10
4/2020	1.7%	\$ 6,678 \$	5,533	61223 81223 201223 21223 21222 11222
5/2020	3.7%	\$ 6,708 \$	5,350	y y

info@TAIT.com 18 of 34



Historically, properties in this market sell at a 10.2% premium. Today's discount is 2.4%. This market is 12.6% undervalued. Median home price is \$838,100, and resale \$/SF is \$477/SF. Prices fell 1.3% year-over-year.

Monthly cost of ownership is \$3,432, and rents average \$3,519, making owning \$087 per month less costly than renting. Rents rose 4.9% year-over-year. The current capitalization rate (rent/price) is 4.0%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months

	4	ntal Parity	Re	Median	Rating		Date
	\$1,000,000	746,000	0 \$	\$ 809,100	6	团	6/2019
	\$900,000 -	772,800	0 \$	\$ 811,500	6	团	7/2019
	\$800,000 -	774,000	0 \$	\$ 813,400	6	团	8/2019
	\$600,000	793,600	0 \$	\$ 817,400	7	A	9/2019
-	\$700,000 -	791,100	0 \$	\$ 817,300	6	初	10/2019
	\$600,000 -	780,800	0 \$	\$ 817,500	6	初	11/2019
	, ,	793,700	0 \$	\$ 818,200	7	A	12/2019
Median Rental Parity — Historic Value	\$500,000	791,300	0 \$	\$ 821,900	6	初	1/2020
- Median - Rental ranty - Instante value	\$400,000 -	817,900	0 \$	\$ 826,800	7	A	2/2020
9 9 9 9 9 9 9 9 0 0 0 0	, ,	828,000	0 \$	\$ 832,400	7	N	3/2020
to thoughous house of thouse thouse thouse thouse thouse	3	827,000	0 \$	\$ 835,900	7	A	4/2020
1. 2. 2. 2. 2. 2. 1. 3. 1. 2. 1. 2. 1. 2. 1. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2.	Q,	859,400	0 \$	\$ 838,100	7	A	5/2020

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	of
6/2019	▶ -1.7%	\$ 482	1.0%	\$483 7500
7/2019	▶ -5.2%	\$ 479	- 0.2%	\$482 - \$481 - \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
8/2019	▶ -5.1%	\$ 479	- 0.6%	\$482 - \$481 - \$480 - \$480 - \$480 - \$480 - \$480 - \$479 - \$479 - \$478 - \$4
9/2019	▶ -7.2%	\$ 480	- 0.6%	2470
10/2019	-6.9%	\$ 480	- 0.6%	\$478 -
11/2019	▶ -5.5%	\$ 480	- 0.9%	\$477 -
12/2019	▶ -7.1%	\$ 479	-1.4%	\$476 -
1/2020	-6.3%	\$ 479	-1.5 %	\$475 -
2/2020	-9.1%	\$ 478	-1.2 %	\$474
3/2020	-9.6%	\$ 478	-1.1%	6122 1122 8122 8122 9122 1222 1122 1122 1
4/2020	-9.1%	\$ 477	-1.2 %	8/1013/1013/1013/1013/1013/11013/11013/11013/11013/11010/1/1010
5/2020	12.6%	\$ 477	-1.3 %	· · · ·

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$4,300 ¬
6/2019	1 2.6%	\$ 3,356	\$ 3,640	
7/2019	1.0%	\$ 3,369	\$ 3,537	\$3,800 - 33, 33, 33, 33, 33, 33, 33, 33, 33, 3
8/2019	3.3%	\$ 3,382	\$ 3,554	
9/2019	1.7%	\$ 3,396	\$ 3,497	\$3,300 -
10/2019	4.0%	\$ 3,410	\$ 3,523	\$2,800 -
11/2019	4.2%	\$ 3,424	\$ 3,585	\$2,000 -
12/2019	4.3%	\$ 3,438	\$ 3,544	\$2,300 -
1/2020	4.5%	\$ 3,453	\$ 3,586	Rent Own Historic Cost to Own Relative to Rent
2/2020	4.6%	\$ 3,469	\$ 3,507	\$1,800
3/2020	4.8%	\$ 3,486	\$ 3,504	75 75 75 75 70 70
4/2020	4.9%	\$ 3,504	\$ 3,541	61223 81223 201223 21223 21220 11220
5/2020	4.9%	\$ 3,520	\$ 3,432	y y

info@TAIT.com 19 of 34

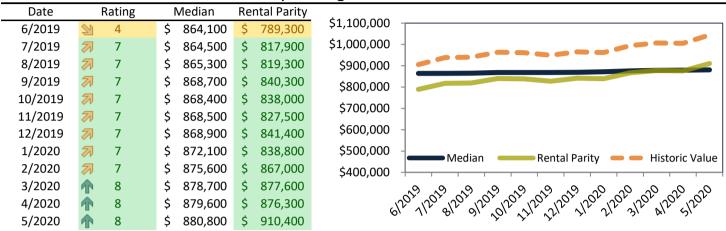


Historically, properties in this market sell at a 14.7% premium. Today's discount is 3.3%. This market is 18.0% undervalued. Median home price is \$880,800, and resale \$/SF is \$467/SF. Prices fell 0.6% year-over-year.

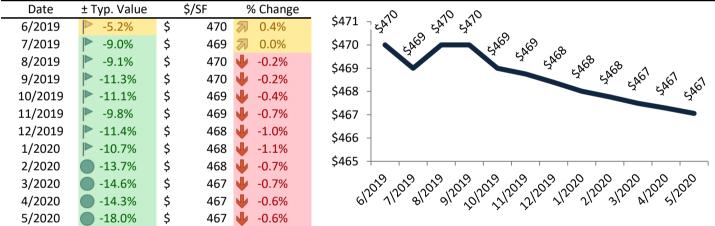
Monthly cost of ownership is \$3,607, and rents average \$3,728, making owning \$121 per month less costly than renting. Rents rose 4.4% year-over-year. The current capitalization rate (rent/price) is 4.1%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$4,800 ¬
6/2019	2.0%	\$ 3,551	\$ 3,887	
7/2019	1 2.4%	\$ 3,565	\$ 3,768	\$4,300 - 53, 53, 53, 53, 53, 53, 63, 62, 62, 62, 62, 62, 62, 62, 62, 62, 62
8/2019	1 2.8%	\$ 3,580	\$ 3,781	\$3,800 - 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2,
9/2019	3.2%	\$ 3,596	\$ 3,717	ć2 200
10/2019	3.5%	\$ 3,612	\$ 3,743	\$3,300 -
11/2019	3.7%	\$ 3,629	\$ 3,808	\$2,800 -
12/2019	3.8%	\$ 3,645	\$ 3,764	\$2,300
1/2020	1.9%	\$ 3,661	\$ 3,806	Rent Own Historic Cost to Own Relative to Rent
2/2020	4.1%	\$ 3,677	\$ 3,714	\$1,800
3/2020	4.2%	\$ 3,695	\$ 3,699	
4/2020	4.4%	\$ 3,712	\$ 3,726	61229 81229 201229 21229 21220 11220
5/2020	4.4%	\$ 3,729	\$ 3,607	y y

info@TAIT.com 20 of 34

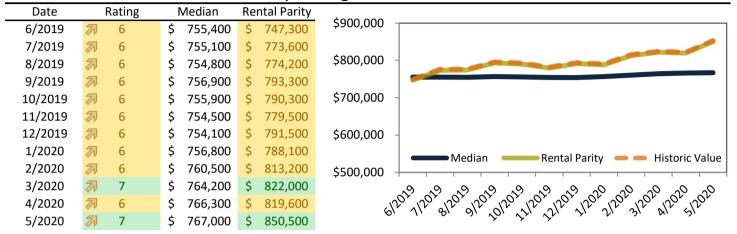


Historically, properties in this market sell at a 0.3% premium. Today's discount is 9.8%. This market is 10.1% undervalued. Median home price is \$767,000, and resale \$/SF is \$499/SF. Prices rose 0.2% year-over-year.

Monthly cost of ownership is \$3,141, and rents average \$3,483, making owning \$342 per month less costly than renting. Rents rose 3.3% year-over-year. The current capitalization rate (rent/price) is 4.4%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	4
6/2019	0.8%	\$ 49	7 1.0%	\$500 \$499]
7/2019	▶ -2.7%	\$ 49	-0.2%	()
8/2019	-2.8%	\$ 49	-0.6%	\$498 - 548 5497 - 548 5497 - 548 5497 - 548 5498 5498 5498 5498 5498 5498 5498
9/2019	-4.9%	\$ 49	-0.2%	
10/2019	▶ -4.7%	\$ 49	3 🔊 0.4%	\$496 - \$495 -
11/2019	-3.5%	\$ 49	3 🔊 0.2%	\$494 -
12/2019	⊳ -5.0%	\$ 49	3 🔊 0.0%	\$493 -
1/2020	▶ -4.3%	\$ 49	3 🔊 0.2%	\$492 -
2/2020	-6.8%	\$ 49	3 🔊 0.5%	\$491
3/2020	-7.3%	\$ 49	0.7%	
4/2020	-6.8%	\$ 49	0.6%	6/202 1/202 8/202 8/202 1/202 1/202 1/202 1/202 3/202 1/202 8/202
5/2020	-10.1%	\$ 49	0.2%	· · · /

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,700 7 2 22 28 20 28 29 29 29 26 20 28
6/2019	1 2.1%	\$ 3,362	3,398	
7/2019	1 2.4%	\$ 3,372	3,291	\$3,200 - 22, 23, 23, 24, 24, 24, 24, 24, 24, 24, 24, 24
8/2019	1 2.7%	\$ 3,383	3,298	\$3,300 -
9/2019	3.0%	\$ 3,394	3,238	63.400
10/2019	3.3%	\$ 3,407	3,258	\$3,100 -
11/2019	1.3%	\$ 3,418	3,309	\$2,900 -
12/2019	1.3%	\$ 3,429	3,266	\$2,700 -
1/2020	1.2%	\$ 3,439	3,302	Rent Own Historic Cost to Own Relative to Rent
2/2020	3.3%	\$ 3,450	3,226	\$2,500
3/2020	3.3%	\$ 3,461	3,217	
4/2020	3.3%	\$ 3,472	3,246	elsors slors belong triang trong Mang
5/2020	3.3%	\$ 3,483	3,141	y y

info@TAIT.com 21 of 34



Historically, properties in this market sell at a -4.3% discount. Today's discount is 12.9%. This market is 8.6% undervalued. Median home price is \$784,800, and resale \$/SF is \$484/SF. Prices fell 2.4% year-over-year.

Monthly cost of ownership is \$3,214, and rents average \$3,690, making owning \$476 per month less costly than renting. Rents rose 3.4% year-over-year. The current capitalization rate (rent/price) is 4.5%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months

Date	F	Rating	1	Median	Re	ntal Parity	40-0-0-0	
6/2019	团	6	\$	764,300	\$	781,300	\$950,000 -	
7/2019	网	6	\$	765,400	\$	809,800	\$900,000 -	
8/2019	刻	6	\$	766,000	\$	811,300	\$850,000 -	
9/2019	团	6	\$	768,900	\$	832,300	\$800,000 -	
10/2019	网	6	\$	768,100	\$	830,200	\$750,000 -	
11/2019	团	6	\$	767,400	\$	819,900		
12/2019	网	6	\$	768,000	\$	833,600	\$700,000 -	
1/2020	团	6	\$	771,400	\$	830,900	\$650,000 -	Median Rental Parity Historic Value
2/2020	团	6	\$	775,900	\$	858,500	\$600,000 -	- Wichian - Northan arity - Mistorie Value
3/2020	刻	6	\$	780,400	\$	868,700		0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0
4/2020	团	6	\$	783,400	\$	867,300	8/2	or thos has share that thos thos thos show those those
5/2020	ZV	7	\$	784,800	\$	901,100	φ,	1, 9, 2), 3, 3, 3, 3, 3, 3, 3, 3, 3, 3,

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	4
6/2019	▶ 2.1%	\$ 494	3 1.0%	\$496
7/2019	▶ -1.2%	\$ 491	- 0.2%	\$494 \$492
8/2019	▶ -1.3%	\$ 490	-0.8%	\$492 - \$490 -
9/2019	-3.3%	\$ 490	-0.8%	\$490 - \$488 - \$486 -
10/2019	▶ -3.2%	\$ 490	- 0.8%	\$486 -
11/2019	▶ -2.1%	\$ 490	-1.3 %	\$484 -
12/2019	▶ -3.6%	\$ 489	-2.1%	\$482 -
1/2020	▶ -2.8%	\$ 488	-2.2%	\$480 -
2/2020	·5.3%	\$ 487	-2.2%	\$478
3/2020	-5.8%	\$ 486	-2.4%	6122 1122 8122 8122 9122 1222 2122 2122 2
4/2020	⊳ -5.4%	\$ 485	-2.4%	8/202 1/202 8/202 8/202 2/202 2/1/202 1/202 1/202 3/202 8/202 2/202
5/2020	-8.6%	\$ 484	-2.4%	,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,900 7 5 9 5 6 9 9 5 5 6 6 6
6/2019	1 2.6%	\$ 3,515 \$	3,438	\$3,900 355 555 555 555 555 555 555 555 555 5
7/2019	1 2.9%	\$ 3,529 \$	3,336	
8/2019	3.2%	\$ 3,545 \$	3,347	\$3,500 -
9/2019	3.5%	\$ 3,561 \$	3,290	\$3,300 -
10/2019	3.7%	\$ 3,579 \$	3,311	\$3,100
11/2019	3.7%	\$ 3,596 \$	3,365	\$2,900 -
12/2019	3.6%	\$ 3,611 \$	3,327	
1/2020	3.4%	\$ 3,626 \$	3,366	\$2,700 - Rent Own Historic Cost to Own Relative to R
2/2020	3.4%	\$ 3,641 \$	3,291	\$2,500 +
3/2020	3.4%	\$ 3,658 \$	3,285	Para stara rotara Thara Thara Mara
4/2020	3.4%	\$ 3,674 \$	3,319	Para Stara Polara Filara Flara Viara
5/2020	3 4%	\$ 3,690 \$	3 214	y y

info@TAIT.com 22 of 34



Historically, properties in this market sell at a -1.7% discount. Today's discount is 12.2%. This market is 10.5% undervalued. Median home price is \$937,600, and resale \$/SF is \$476/SF. Prices fell 0.8% year-over-year.

Monthly cost of ownership is \$3,839, and rents average \$4,375, making owning \$535 per month less costly than renting. Rents rose 3.0% year-over-year. The current capitalization rate (rent/price) is 4.5%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months

Date		Rating	 Median	Re	ntal Parity	ć4 000 000	
6/2019	A	6	\$ 923,200	\$	894,900	\$1,000,000	
7/2019	A	6	\$ 925,500	\$	929,600	\$900,000	
8/2019	A	6	\$ 926,900	\$	933,600	ψ300,000	
9/2019	A	6	\$ 930,500	\$	960,400	\$800,000	
10/2019	A	6	\$ 928,200	\$	961,000		
11/2019	A	6	\$ 926,000	\$	952,200	\$700,000 -	
12/2019	A	6	\$ 924,800	\$	971,600	\$600,000	
1/2020	A	6	\$ 926,700	\$	972,000	\$000,000	Median Rental Parity — Historic Value
2/2020	A	6	\$ 930,800	\$:	1,007,900	\$500,000	- Wichight - Northern dirty - Thistoric Value
3/2020	N	6	\$ 935,000	\$:	1,023,700	_	8 8 8 8 8 8 8 8 9 9 9 9 9
4/2020	A	6	\$ 936,600	\$:	1,025,400	2/2	22,1/20,3/10,3/10,3/10,3/10,3/10,3/10,3/10,3/1
5/2020	W.	7	\$ 937,600	\$:	1,068,300	0.	1. 0. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2.

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	49 49 0
6/2019	▶ 4.9%	\$ 477	1.3%	\$479
7/2019	▶ 1.3%	\$ 474	3 0.0%	\$478 \rightarrow\'\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
8/2019	▶ 1.0%	\$ 474	- 0.4%	\$477 - 5216
9/2019	□ -1.4%	\$ 476	- 0.2%	\$476 -
10/2019	▶ -1.7%	\$ 478	3 0.0%	\$475 - 5ATA 5ATA
11/2019	▶ -1.0%	\$ 478	- 0.5%	\$474 -
12/2019	▶ -3.1%	\$ 478	- 0.7%	
1/2020	▶ -2.9%	\$ 477	-0.8%	\$473 -
2/2020	⊳ -5.9%	\$ 477	-0.6%	\$472
3/2020	-6.9%	\$ 477	- 0.7%	6122 1122 8122 8122 0122 1122 1122 1122 1
4/2020	-6.9%	\$ 477	- 0.7%	6/202 1/202 8/202 8/202 1/202 1/202 1/202 1/202 3/202 1/202 8/202
5/2020	-10.5%	\$ 476	-0.8%	· · · /

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent		Own	\$4,500 7 . 2 . 9 . 9 . 62 . 76 . 69 . 62 . 75 . 49 . 64 . 75
6/2019	1 2.3%	\$ 4,026	5 \$	4,153	\$4,500
7/2019	1 2.5%	\$ 4,052	\$	4,034	the the the the
8/2019	1 2.8%	\$ 4,079	\$	4,050	\$4,000 -
9/2019	3.0%	\$ 4,110) \$	3,981	
10/2019	3.3%	\$ 4,142	\$	4,001	
11/2019	3.4%	\$ 4,176	\$	4,061	\$3,500 -
12/2019	1 3.3%	\$ 4,209	\$	4,006	
1/2020	1.2%	\$ 4,242	\$	4,044	Rent Own Historic Cost to Own Relative to Rent
2/2020	1 3.2%	\$ 4,275	\$	3,948	\$3,000
3/2020	3.1%	\$ 4,310) \$	3,936	
4/2020	3.1%	\$ 4,344	\$	3,968	61213 81213 101213 211213 211210 111210
5/2020	3.0%	\$ 4.375	\$	3.840	y Y

info@TAIT.com 23 of 34

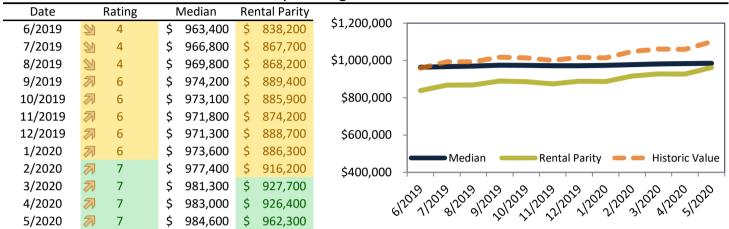


Historically, properties in this market sell at a 14.4% premium. Today's premium is 2.3%. This market is 12.1% undervalued. Median home price is \$984,600, and resale \$/SF is \$472/SF. Prices fell 0.0% year-over-year.

Monthly cost of ownership is \$4,032, and rents average \$3,941, making owning \$091 per month more costly than renting. Rents rose 3.9% year-over-year. The current capitalization rate (rent/price) is 3.8%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	4 A3 A3
6/2019	0.6%	\$ 471	∅ 0.4%	\$474
7/2019	▶ -2.9%	\$ 470	-0.4%	\$473 -
8/2019	▶ -2.7%	\$ 470	-0.8%	\$472 - 5475
9/2019	-4.8%	\$ 472	- 0.4%	40 40
10/2019	-4.5%	\$ 473	-0.2%	\$471 - 2410 4410
11/2019	▶ -3.2%	\$ 473	- 0.5%	\$470 -
12/2019	⊳ -5.1%	\$ 473	- 0.7%	\$469 -
1/2020	-4.5%	\$ 472	-0.8%	
2/2020	▶ -7.7%	\$ 472	-0.6%	\$468
3/2020	-8.6%	\$ 472	-0.4%	8/202 1/202 8/202 8/202 2/202 2/1/202 1/202 1/202 3/202 8/202 8/202
4/2020	-8.3%	\$ 472	- 0.3%	8/2 1/2 8/2 3/2 3/2 3/2 3/2 3/2 3/2 3/2 3/2
5/2020	-12.1%	\$ 472	0.0%	, , ,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$4,800 7
6/2019	7 1.2%	\$ 3,771	\$ 4,334	
7/2019	1.6%	\$ 3,782	\$ 4,214	\$4,300 43,10 43,10 43,00
8/2019	2.0%	\$ 3,793	\$ 4,237	\$3,800 -
9/2019	1.4%	\$ 3,806	\$ 4,168	¢2.200
10/2019	1 2.9%	\$ 3,819	\$ 4,194	\$3,300 -
11/2019	3.1%	\$ 3,834	\$ 4,261	\$2,800 -
12/2019	1.3%	\$ 3,850	\$ 4,207	\$2,300 -
1/2020	3.4%	\$ 3,868	\$ 4,248	Rent Own Historic Cost to Own Relative to Rent
2/2020	3.6%	\$ 3,886	\$ 4,146	\$1,800
3/2020	3.7%	\$ 3,906	\$ 4,131	61223 81223 101223 11223 11220 11220
4/2020	3.9%	\$ 3,925	\$ 4,164	Plats shats takets there there was
5/2020	3.9%	\$ 3,941	\$ 4,032	y y

info@TAIT.com 24 of 34



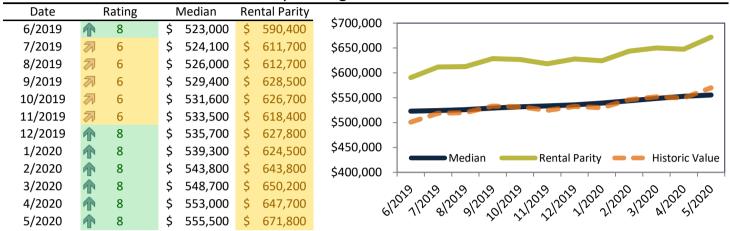
Stanton Housing Market Value & Trends Update

Historically, properties in this market sell at a -15.2% discount. Today's discount is 17.4%. This market is 2.2% undervalued. Median home price is \$555,500, and resale \$/SF is \$395/SF. Prices rose 2.9% year-over-year.

Monthly cost of ownership is \$2,274, and rents average \$2,751, making owning \$476 per month less costly than renting. Rents rose 2.6% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	22 22 28 27
6/2019	▶ 3.7%	\$ 38	4 1 2.7%	\$396]
7/2019	0.8%	\$ 38	4 🔊 1.6%	\$394 -
8/2019	▶ 1.0%	\$ 38	6 🔊 1.3%	\$396 \$394 - \$392 - \$390 - \$388 - \$386 -
9/2019	▶ -0.6%	\$ 38	8 🔊 1.6%	\$388 - ah ah 5360 -
10/2019	▶ 0.0%	\$ 39	0 🔊 1.8%	\$386 - \$300 \$300
11/2019	▶ 1.4%	\$ 39	1 🔊 2.0%	\$384 -
12/2019	▶ 0.5%	\$ 39	1 1 2.1%	\$382 -
1/2020	▶ 1.5%	\$ 39	2 1.3%	\$380 -
2/2020	▶ -0.4%	\$ 39	2.8%	\$378
3/2020	▶ -0.5%	\$ 39	2.5%	61202 11212 81212 81212 91212 1212 11212 1122 112
4/2020	0.5%	\$ 39	4 1 2.7%	61212 11212 81213 91213 1222 11213 11212 11212 11212 31212 11212 11212
5/2020	▶ -2.2%	\$ 39	5 1 2.9%	

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$2,800 7 56 66 57 58 50 50 50 50 50 50 50 50
6/2019	1.7%	\$ 2,656 \$	2,353	\$2,800 50,66 60 61 60 50 50 50 50 50 50 50 50 50 50 50 50 50
7/2019	3.8%	\$ 2,666 \$	2,284	\$2,600
8/2019	3.9%	\$ 2,677	2,298	
9/2019	4.1%	\$ 2,689	2,265	\$2,400 -
10/2019	4.2%	\$ 2,702 \$	2,291	\$2,200 -
11/2019	4.1%	\$ 2,712 \$	2,339	\$2,200 -
12/2019	1.7%	\$ 2,720 \$	2,320	\$2,000 -
1/2020	3.3%	\$ 2,725 \$	2,353	Rent Own Historic Cost to Own Relative to Rent
2/2020	1 2.9%	\$ 2,731	2,307	\$1,800
3/2020	1 2.7%	\$ 2,737	2,310	75 75 75 75 76 76
4/2020	2.5%	\$ 2,744	2,343	612020 812020 2012020 212020 812020 812020
5/2020	2.6%	\$ 2.751 \$	2.275	y y

info@TAIT.com 25 of 34



Huntington Beach Housing Market Value & Trends Update

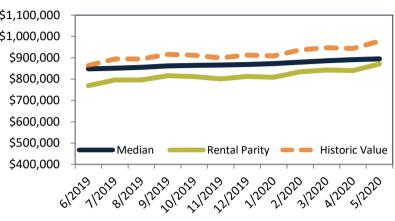
Historically, properties in this market sell at a 12.3% premium. Today's premium is 2.7%. This market is 9.6% undervalued. Median home price is \$894,800, and resale \$/SF is \$506/SF. Prices rose 1.8% year-over-year.

Monthly cost of ownership is \$3,664, and rents average \$3,566, making owning \$097 per month more costly than renting. Rents rose 2.8% year-over-year. The current capitalization rate (rent/price) is 3.8%.

Market rating = 7

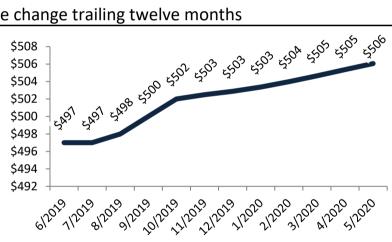
Median Home Price and Rental Parity trailing twelve months

Date	Ra	ting	ľ	Median	Rer	ntal Parity	4.
6/2019	A	6	\$	847,800	\$	769,100	\$1
7/2019	网	6	\$	851,300	\$	795,900	\$1
8/2019	网	6	\$	855,200	\$	796,200	ç
9/2019	网	6	\$	861,400	\$	815,500	ç
10/2019	网	6	\$	864,000	\$	812,000	
11/2019	网	6	\$	865,900	\$	800,500	ç
12/2019	网	6	\$	868,200	\$	812,500	Ç
1/2020	网	6	\$	873,000	\$	808,600	ç
2/2020	网	6	\$	879,400	\$	834,000	ç
3/2020	₹ ·	7	\$	886,200	\$	842,600	
4/2020	网	6	\$	891,200	\$	839,700	
5/2020	ZV .	7	\$	894,800	\$	870,800	



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	%	Change
6/2019	-2.1%	\$ 497	W	1.6%
7/2019	► -5.4%	\$ 497	W	1.2%
8/2019	▶ -4.9%	\$ 498	W	1.0%
9/2019	-6.7%	\$ 500	W	1.4%
10/2019	⊳ -5.9%	\$ 502	W	1.6%
11/2019	▶ -4.2%	\$ 503	A	1.3%
12/2019	⊳ -5.5%	\$ 503	A	1.0%
1/2020	► -4.4%	\$ 503	A	1.3%
2/2020	-6.9%	\$ 504	W	1.6%
3/2020	-7.1%	\$ 505	W	1.7%
4/2020	-6.2%	\$ 505	W	1.9%
5/2020	-9.6%	\$ 506	N	1.8%



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$4,200 ¬
6/2019	1 2.4%	\$ 3,460 \$	3,814	
7/2019	1 2.6%	\$ 3,469 \$	3,710	\$4,000
8/2019	1.8%	\$ 3,479 \$	3,736	\$3,800 - 100 100 100 100 100 100 100 100 100
9/2019	3.0%	\$ 3,489 \$	3,686	\$3,600 - 2, 2, 2, 2, 2, 2, 2, 3, 3, 3
10/2019	3.1%	\$ 3,500 \$	3,724	\$3,400 -
11/2019	3.1%	\$ 3,510 \$	3,797	\$3,200 -
12/2019	1.0%	\$ 3,520 \$	3,761	
1/2020	1 2.9%	\$ 3,528 \$	3,809	\$3,000 - Rent Own Historic Cost to Own Relative to Rent
2/2020	1 2.8%	\$ 3,538 \$	3,730	\$2,800 \
3/2020	1.8%	\$ 3,547 \$	3,731	
4/2020	2.8%	\$ 3,557 \$	3,775	Plats shats intage Thats Thats Thats
5/2020	2 8%	\$ 3.567 \$	3 665	y y

info@TAIT.com 26 of 34



Garden Grove Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.6% discount. Today's discount is 7.9%. This market is 2.3% undervalued. Median home price is \$668,100, and resale \$/SF is \$427/SF. Prices rose 2.8% year-over-year.

Monthly cost of ownership is \$2,736, and rents average \$2,972, making owning \$236 per month less costly than renting. Rents rose 4.1% year-over-year. The current capitalization rate (rent/price) is 4.3%.

Market rating = 8

Median Home Price and Rental Parity trailing twelve months

Date		Rating	Median	Re	ntal Parity	67F0 000	
6/2019	1	8	\$ 628,400	\$	634,400	\$750,000	
7/2019	团	6	\$ 631,300	\$	657,200	\$700,000	
8/2019	网	6	\$ 634,900	\$	658,300	\$650,000	
9/2019	1	8	\$ 639,800	\$	675,100	\$600,000	
10/2019	1	8	\$ 642,300	\$	673,100		
11/2019		8	\$ 644,300	\$	664,500	\$550,000	
12/2019		8	\$ 646,600	\$	675,200	\$500,000	
1/2020		8	\$ 650,800	\$	672,300	\$450,000	Median Rental Parity Historic Value
2/2020		8	\$ 655,900	\$	693,800	\$400,000	- Wedan - Nentan anty - Instance value
3/2020	1	8	\$ 661,200	\$	701,200		0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0
4/2020	1	8	\$ 664,900	\$	699,200	6/25	12 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2010 51/2010
5/2020	1	8	\$ 668,100	\$	725,700	Ο.	1. 2. 2. 2. 2. 2. 2. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3.

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	4
6/2019	▶ 4.7%	\$ 42	5 1.0%	\$430]
7/2019	▶ 1.7%	\$ 41	4 🔊 2.0%	\$430 \$425 \$420 \$415
8/2019	▶ 2.1%	\$ 41	7 2.0%	N SAP
9/2019	▶ 0.4%	\$ 42	0 1 2.2%	\$420 + 225 20 5/1/
10/2019	▶ 1.1%	\$ 42	2.4%	\$415
11/2019	▶ 2.6%	\$ 42	3 1 2.4%	5415
12/2019	▶ 1.4%	\$ 42	3 1 2.0%	\$410 -
1/2020	▶ 2.4%	\$ 42	4 🏚 2.2%	
2/2020	▶ 0.2%	\$ 42	5 1 2.6%	\$405
3/2020	▶ -0.1%	\$ 42	6 1 2.6%	61202 11202 81202 91202 91202 1202 1202 1202 1202 120
4/2020	▶ 0.7%	\$ 42	7 1 2.5%	67213 17213 87213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213 17213
5/2020	▶ -2.3%	\$ 42	7 🏚 2.8%	, , ,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,200 7 5 65 56 68 50 50 50 50 50 50 50 50
6/2019	1.6%	\$ 2,854	\$ 2,827	
7/2019	1.9%	\$ 2,865	\$ 2,751	
8/2019	4.2%	\$ 2,876	\$ 2,774	\$2,800 -
9/2019	4.6%	\$ 2,889	\$ 2,737	\$2,600 -
10/2019	4.9%	\$ 2,902	\$ 2,769	\$2,400
11/2019	4.9%	\$ 2,914	\$ 2,825	\$2,200 -
12/2019	4.8%	\$ 2,925	\$ 2,801	
1/2020	4.5%	\$ 2,934	\$ 2,840	\$2,000 - Rent Own Historic Cost to Own Relative to Rent
2/2020	4.3%	\$ 2,943	\$ 2,782	\$1,800 +
3/2020	4.2%	\$ 2,952	\$ 2,784	29 29 29 20 20
4/2020	4.1%	\$ 2,962	\$ 2,817	Class Stats intags intags intags whose
5/2020	4.1%	\$ 2.972	\$ 2.736	у у

info@TAIT.com 27 of 34



Historically, properties in this market sell at a 0.5% premium. Today's discount is 7.4%. This market is 7.9% undervalued. Median home price is \$738,800, and resale \$/SF is \$400/SF. Prices rose 1.1% year-over-year.

Monthly cost of ownership is \$3,025, and rents average \$3,269, making owning \$243 per month less costly than renting. Rents rose 5.3% year-over-year. The current capitalization rate (rent/price) is 4.2%.

Market rating = 7

Median Home Price and Rental Parity trailing twelve months

_					_			
Date		Rating	N	Лedian	Re	ntal Parity	¢000 000	
6/2019	A	6	\$	707,900	\$	708,400	\$900,000	
7/2019	A	6	\$	709,900	\$	732,200	\$800,000 -	
8/2019	A	6	\$	711,800	\$	731,600	4000,000	
9/2019	A	6	\$	715,500	\$	748,400	\$700,000 -	
10/2019	A	6	\$	716,800	\$	744,200		
11/2019	A	6	\$	717,800	\$	733,100	\$600,000 -	
12/2019	A	6	\$	719,100	\$	743,800	\$500,000 -	
1/2020	A	6	\$	722,500	\$	740,300	\$300,000 -	Median Rental Parity — Historic Value
2/2020	A	6	\$	727,300	\$	763,800	\$400,000 -	- Nicoria Value
3/2020	A	6	\$	732,500	\$	771,900		0 0 0 0 0 0 0 0 0 0 0
4/2020	A	6	\$	736,400	\$	769,500	ลา	02,1202,1203,1203,1203,1203,1203,1203,12
5/2020	ZV	7	\$	738,800	\$	798,200	0,	1. 1. 2. 2. 2. 2. 1. 2. 1. 2. 1. 2.

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	
6/2019	-0.6%	\$ 395	3 0.3%	\$402
7/2019	-3.5%	\$ 394	- 0.3%	\$402 \$400
8/2019	▶ -3.2%	\$ 395	- 0.3%	
9/2019	▶ -4.9%	\$ 398	3 0.5%	\$308 - Sp. Sp. Sp.
10/2019	▶ -4.2%	\$ 399	3 0.8%	\$398 - 539h 539h
11/2019	▶ -2.6%	\$ 399	3 0.5%	\$394 -
12/2019	-3.8%	\$ 399	3 0.3%	\$392 -
1/2020	▶ -2.9%	\$ 399	3 0.3%	
2/2020	-5.3%	\$ 400	3 0.6%	\$390 +
3/2020	-5.6%	\$ 400	3 0.7%	Platy Traty Platy Platy Platy Traty Traty Traty Traty Traty Traty Traty Traty
4/2020	-4.8%	\$ 400	1.0%	6/1 1/1 8/1 3/1 2/1 2/1 2/1 2/1 3/1 8/1 5/1
5/2020	▶ -7.9%	\$ 400	1.1%	,

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$3,800 7 4 6 6 6 6 7 8 8
6/2019	1 2.4%	\$ 3,187	\$ 3,184	\$3,800
7/2019	1 2.8%	\$ 3,192	\$ 3,094	\$3,300 +
8/2019	3.3%	\$ 3,197	\$ 3,110	33,300
9/2019	3.7%	\$ 3,202	\$ 3,061	42.000
10/2019	4.0%	\$ 3,208	\$ 3,090	\$2,800 -
11/2019	4.2%	\$ 3,215	\$ 3,148	
12/2019	4.4%	\$ 3,222	\$ 3,115	\$2,300 -
1/2020	4.6%	\$ 3,231	\$ 3,153	Rent Own Historic Cost to Own Relative to Rent
2/2020	4.9%	\$ 3,240	\$ 3,085	\$1,800
3/2020	5.2%	\$ 3,250	\$ 3,084	013 013 013 010 010
4/2020	5.4%	\$ 3,260	\$ 3,120	61223 81223 201223 21223 21220 11220
5/2020	♠ 5.3%	\$ 3,269	\$ 3,026	y y

info@TAIT.com 28 of 34



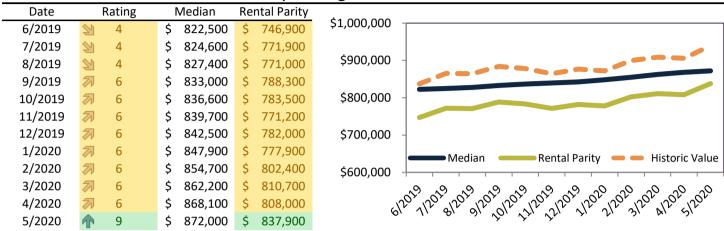
Fountain Valley Housing Market Value & Trends Update

Historically, properties in this market sell at a 12.1% premium. Today's premium is 4.1%. This market is 8.0% undervalued. Median home price is \$872,000, and resale \$/SF is \$426/SF. Prices rose 2.2% year-over-year.

Monthly cost of ownership is \$3,571, and rents average \$3,431, making owning \$139 per month more costly than renting. Rents rose 3.3% year-over-year. The current capitalization rate (rent/price) is 3.8%.

Market rating = 9

Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	۵ می می
6/2019	▶ -2.0%	\$ 417	1.2%	\$428] 2 22 24 24 x 2 x 2 x 2 x 2 x 2 x 2 x 2
7/2019	► -5.3%	\$ 417	3 0.5%	\$426
8/2019	▶ -4.8%	\$ 419	3 0.5%	\$424 -
9/2019	-6.4%	\$ 421	3 0.7%	\$422
10/2019	► -5.3%	\$ 423	7 1.2%	\$428 \$426 \$424 \$422 \$420 \$418
11/2019	▶ -3.2%	\$ 423	1.0%	
12/2019	► -4.4%	\$ 424	3 0.9%	\$416 -
1/2020	▶ -3.1%	\$ 424	3 0.9%	\$414 -
2/2020	► -5.6%	\$ 424	1.3%	\$412 +
3/2020	▶ -5.7%	\$ 425	7 1.4%	61202 11202 31202 31202 01202 21202 21202 21202 21202 21202 21202
4/2020	-4.7%	\$ 425	7 1.8%	6/2023/2023/2023/2023/2023/2023/2023/202
5/2020	-8.0%	\$ 426	1 2.2%	<i>, , ,</i>

Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$4,000 ¬
6/2019	1.7%	\$ 3,360 \$	3,700	
7/2019	1.8%	\$ 3,364	3,594	\$3.500 - 23.50 - 23.50 - 23.50 - 23.50 - 23.50 - 23.50 - 23.50 - 23.50 - 23.50
8/2019	1.9%	\$ 3,369	3,615	\$3,200 - P.
9/2019	1 2.0%	\$ 3,373	3,564	
10/2019	2.1%	\$ 3,377	3,606	
11/2019	1 2.2%	\$ 3,382 \$	3,682	\$3,000 -
12/2019	1 2.3%	\$ 3,388 \$	3,649	
1/2020	1 2.5%	\$ 3,395 \$	3,700	Rent Own Historic Cost to Own Relative to Rent
2/2020	1 2.9%	\$ 3,404 \$	3,625	\$2,500
3/2020	3.1%	\$ 3,413 \$	3,630	61213 81213 701213 71513 71510 81500
4/2020	3.3%	\$ 3,423 \$	3,678	elors slors blors tripis tropo Mojo
5/2020	3.3%	\$ 3,432 \$	3,571	, ,

info@TAIT.com 29 of 34



TAIT Housing Report

TAIT housing report and newsletter provides a clear picture of the health of the housing market. Readers find the information on location, valuation, and price trends, timely and relevant to their decision to buy or sell real estate. The TAIT report answers the most important questions:

- (1) Where should I look for bargains?
- (2) Are current prices over or under valued?
- (3) What direction are prices headed, up or down?

The TAIT monthly market report has distilled the market down to three key pieces of information:

- (1) Resale value relative to rent,
- (2) Yearly change in resale prices, and
- (3) Yearly changes in rents.

The resale value relative to rent, or Rental Parity, is calculated by taking the median rent reported by Zillow and utilizing that value as a payment to calculate the size of the loan that payment would support. The result is the price someone could pay and their resulting cost of ownership (payment mostly) would equal the cost of renting; thus the name Rental Parity. The median is the raw median number provided by Zillow. The historic value is what the median "should" be based on the historic relationship between rental parity and the median during periods of market stability (1992-1998 and 2014-2017). This historic value is important because some areas trade below rental parity and some trade above based on how desirable the area is. Whenever the median is above the historic value, the market is overvalued, and whenever the median is below the historic value, it is undervalued. Without this benchmark, there is no way to determine if the current median is overvalued or undervalued. The addition of this benchmark is the key innovation of the TAIT Housing Report.

Using and Interpreting the TAIT Monthly Report

The table of contents on the front page of the TAIT monthly report organizes the reports by area. The typical page of an area report breaks down into four parts:

- (1) The news overview,
- (2) Median Home Price and Rental Parity trailing twelve months,
- (3) Resale \$/SF and year-over-year percentage change trailing twelve months,
- (4) Rental rate and year-over-year percentage change trailing twelve months.

NEWS OVERVIEW

The news overview provides concise descriptions of the facts and conditions in the market. The news overview measures the current premium or discount, compares it to the historic premium or discount, and states whether the market is currently overvalued or undervalued. This is an important measure of future financial performance.



Resale Market Value and Trends

Orange County Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.9% premium. Today's discount is 0.7%. This market is 2.6% undervalued. Median home price is \$730,800, and resale \$/SF is \$429/SF. Prices rose 0.8% year-over-year.

Monthly cost of ownership is \$3,204, and rents average \$3,225, making owning \$020 per month less costly than renting. Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 4.2%.

Market rating = 6

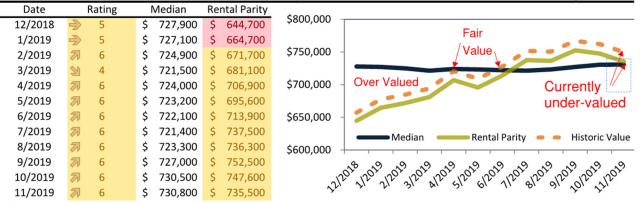


MEDIAN HOME PRICE AND RENTAL PARITY TRAILING TWELVE MONTHS

For those who want the bottom line without all the analysis and detail, the market rating is the first row of the first section of data. The rating encapsulates all the conditions of the market into one figure. A rating of 10 is good and a rating of 1 is bad. A highly rated property or market is a good financial buy.

Median Home Price and Rental Parity trailing twelve months

Premium Market Example



The chart displays three lines that reveal much about the market. The first two lines to note are the parallel green and orange lines, rental parity (green) and historic value (orange). As mentioned previously, some markets trade at a discount and some at a premium to rental parity. If the orange line (historic value) is above the green line (rental parity), the market is a premium market. If the orange line (historic value) is below the green line (rental parity), the market is a discount market. The larger the gap, the greater the premium or discount is.

The third line plotted against these two parallel lines is the median resale price for the area. This line reveals whether the market is currently trading at a premium or discount to rental parity and historic value. The more important of these relationships is between median resale price and historic value. Over time, the market has shown a tendency toward trading at historic value. If it trades above for a while, over time it will revert back to this value. That may happen either by an extended period of little or no appreciation or an outright decline in prices. If the market trades below its historic value, it's likely to see a rebound back to this value in the future.

Valuation is more important that price movement. The best markets trade at a discount to historic value.

RESALE \$/SF AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

Since the historic value is so important, the first column in next section displays the premium or discount from historic value over the last year. The second column and the chart shows the dollars per square foot resale price in the market. The line on the chart visually shows the general direction of prices, and the third column shows the actual percentage change.

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	9 9
12/2018	11.0%	\$ 427	4.1%	\$430 \$428 5421 5421 55
1/2019	7.5%	\$ 427	3.4%	\$458 - 22 22 22
2/2019	▶ 6.0%	\$ 425	2.4%	\$426 - \$426 - \$424 -
3/2019	▶ 4.0%	\$ 424	3 1.9%	3" 4W3 4W3 4W
4/2019	0.5%	\$ 425	7 1.9%	\$424 -
5/2019	▶ 2.0%	\$ 424	₹ 1.2%	\$422 -
6/2019	-0.8%	\$ 423	0.5%	\$420 -
7/2019	-4.1%	\$ 423	3 0.0%	
8/2019	▶ -3.7%	\$ 424	-0.2%	\$418
9/2019	-5.3%	\$ 427	3 0.5%	21/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013
10/2019	-4.2%	\$ 429	0.9%	21/202 1/202 1/202 3/202 1/202 3/202 6/202 1/202 8/202 3/202 9/202 1/2028
11/2019	▶ -2.6%	\$ 429	3 0.8%	, , , , , , , , , , , , , , , , , , ,



RENTAL RATE AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

The final table and chart on the page is similar to the first grouping; it displays three lines, two of which are parallel and show current rent and the historic cost of ownership relative to rent, and the third line is the current cost of ownership. The relationships are similar, the charts will look similar, and the interpretations are the same.

Rental rate and year-over-year percentage change trailing twelve months

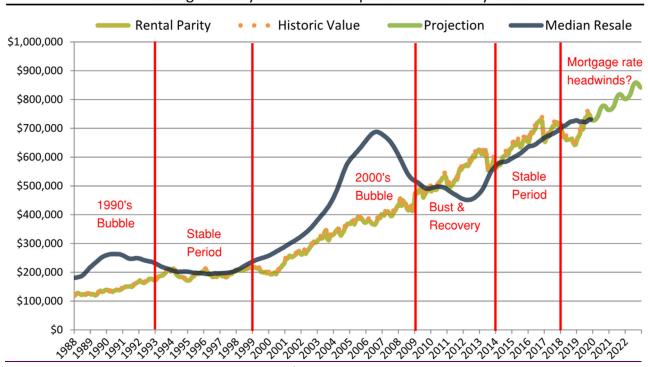


This method of looking at the data is more revealing to those who like to focus on monthly costs rather than purchase price. It reveals how affordable properties are relative to monthly rent, which is what rental parity analysis is all about. The first column of data shows the rate of rent growth over the last year, and the next two columns show the cost of renting and the cost of owning during the same period.

HISTORIC MARKET DATA CHARTS

The next page of the report shows two charts: County median home price since January 1988, and County median rent and monthly cost of ownership since January 1988. These charts are designed to put current circumstances in historic context. They answer questions like, "How volatile are prices?" and "How does today's pricing compare to the fluctuations of the past?" and "How much danger is there in buying today?"

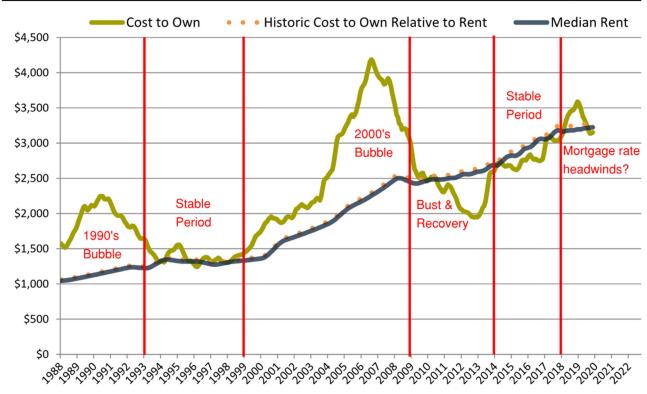
Orange County median home price since January 1988





With the green line for rental parity and the orange line for historic value, it's easy to tell when the market is fairly valued, overvalued, or undervalued.

Orange County median rent and monthly cost of ownership since January 1988

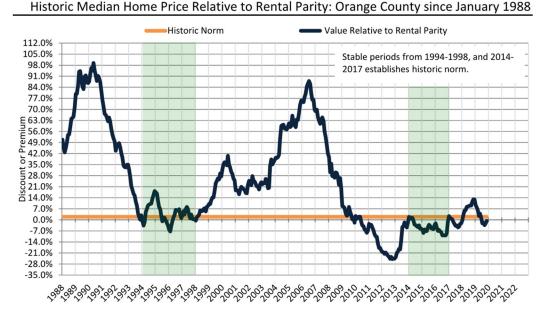


The chart above shows rent and monthly cost of ownership. It looks similar to the rental parity and resale home price chart, as it merely converts that information to a monthly format. For those who have difficulty relating to the large numbers of purchase price, viewing the data in terms of monthly expenses is easier to put into context.

HISTORIC VALUATION

The next page in the report shows two charts: Historic Median Home Price Relative to Rental Parity: County since January 1988, and TAIT Market Timing System Rating: Orange County since January 1988.

The chart above shows, at a glance, how close the market trades to its

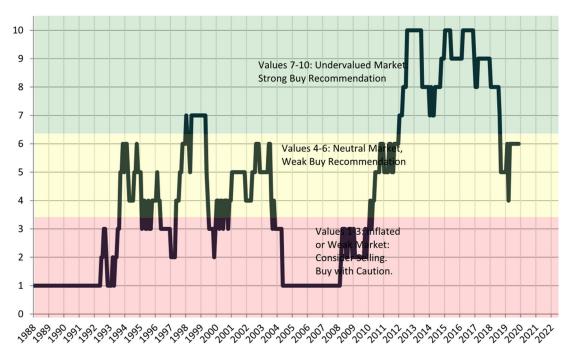


historic norm. The benchmark period is shown in green, and the degree of market volatility can be inferred from the scale to the left. For example, Orange County traded for as much as 25% below rental parity and 100% above it during the 31-year period shown.



TAIT RATING SYSTEM CHART

The market timing rating system mechanically identifies both good and buy dimes to buy based on valuation, resale price change, and rental rate change.



The importance of rental parity

Rental parity is important because it represents the threshold of affordability. When prices are above rental parity, it costs more to own than to rent, so owning is often not a wise financial decision. Owning may still be right for people, and many are willing to pay the premium to own to obtain the emotional benefits of ownership; however, on a purely financial basis, paying more than rental parity is generally not wise because prices will inevitably return to this price level in time.

When prices are below rental parity, it costs less to own than to rent, so owning under these circumstances is generally a wise choice. Since a buyer who pays less than rental parity for a house is saving money, there is a clear financial benefit obtained irrespective of fluctuations in resale price.

When the cost of ownership is less than rental parity, an owner is far less likely to be forced to sell at a loss. The property can always be rented to cover costs rather than sell for a loss. Further, this ability to rent and at least break even provides the owner with flexibility to move if necessary. Mobility to take a new job or buy a different house is denied to those who overpaid and who are stuck paying more in the cost of ownership than they can obtain in rent.

With these advantages, buying at a price below rental parity using fixed-rate financing is critical. Every buyer should consider rental parity in their buying decision.

RENTAL PARITY AS BASIS OF VALUE

Valuation is the least understood, yet most important, aspect of a housing market. Economists look at various ratios including price-to-income, price-to-rent, and other aggregate measures to attempt to establish valuation metrics. Each of these has strengths and weaknesses, but each of them fails because they don't directly connect the actions of an individual buyer to the activity in the broader market. For this reason, I strongly favor rental parity as the best measure of valuation. Rental parity ties together income, rent, interest rates, and financing terms in a way that matches the activities of individual buyers to the overall price activity in the market.