

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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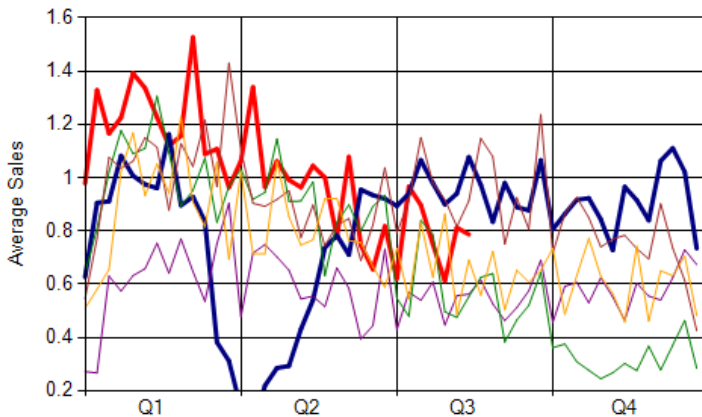
## Bay Area

Week 33

Ending: Sunday, August 22, 2021

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
Alameda			28	426	24	1	23	0.82	0.94	-13%	0.71	16%
Contra Costa			29	378	21	2	19	0.66	1.13	-42%	1.01	-35%
Sonoma, Napa			9	80	7	0	7	0.78	0.81	-3%	0.78	0%
San Francisco, Marin			3	28	2	0	2	0.67	0.57	16%	0.31	117%
San Mateo			4	21	4	0	4	1.00	0.58	72%	0.47	113%
Santa Clara			20	284	24	0	24	1.20	1.22	-1%	0.94	27%
Monterey, Santa Cruz, San Benito			9	114	4	2	2	0.22	0.89	-75%	0.65	-66%
Solano			15	175	13	2	11	0.73	1.06	-31%	0.84	-12%
Current Week Totals		Traffic : Sales 15 : 1	117	1506	99	7	92	0.79	1.02	-23%	0.83	-5%
Per Project Average			13 0.85 0.06 0.79									
Year Ago - 08/23/2020		Traffic : Sales 10 : 1	146	1555	156	14	142	0.97	0.76	28%	0.91	7%
% Change			-20%	-3%	-37%	-50%	-35%	-19%	35%		-9%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 33

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	130	31	0.91	0.11	0.80	0.73
■	2017	141	32	1.06	0.11	0.95	0.90
■	2018	125	29	0.97	0.09	0.88	0.70
■	2019	157	17	0.69	0.10	0.59	0.58
■	2020	151	12	0.87	0.12	0.75	0.80
■	2021	117	15	1.09	0.07	1.02	1.02
% Change:		-23%	20%	25%	-41%	36%	27%

\* Averages rounded for presentation. Change % calculated on actual numbers.



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV FHA	RATE	APR	<p>Slowing sales growth over the past few months has helped inventories build and cooled price growth. More homes for sale at marginally better prices should help home sales stop their slide. We look for new home sales to end three straight months of declines and rise to a 718K annual pace in July. While sales should improve in July, we may continue to see some stops and starts in the new home market, as builders try to work through a back log of projects in the face of persistent material shortages. Similar dynamics were likely at play in the resale market in July. Inventories have picked up from their April lows as homeowners have tried to take advantage of the sellers' market. Moreover, with demand cooling from its fever pitch, some sellers have started to take price cuts. This led to a pickup in pending home sales in May, which was not entirely accounted for in June closings and should feed into sales for July. We suspect existing home sales held up at a solid 5.85 million-unit seasonally adjusted annualized rate in July. The lack of a turnaround in mortgage purchase applications suggests it may be too soon to call for a sustained pickup in sales, but underlying demand demographics remain healthy and further delays in the return to work could bring out more homebuyers. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
	2.76%	2.99%	
10 Yr Yield	2.25%	2.91%	
	1.27%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 22							In Area : 24		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	1	9	0	0	44	22	0.51	0.67
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	9	0	0	38	13	0.44	0.39
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	2	9	0	0	18	4	0.19	0.12
Hideaway, The	DR Horton	HY		ATMJ	59	0	1	23	1	1	18	18	1.37	1.37
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	3	36	0	0	39	31	0.83	0.94
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	3	36	0	0	47	32	1.00	0.97
Courts at Bridgeway	Lennar	NK		ATMJ	71	2	3	36	2	0	35	35	1.34	1.34
Revo at Innovation	Lennar	FR		ATMJ	137	0	3	2	0	0	131	37	0.76	1.12
Terraces at Bridgeway	Lennar	NK		ATMJ	31	4	2	36	4	0	5	5	3.89	3.89
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	2	36	1	0	36	33	0.92	1.00
Villas at Bridgeway	Lennar	NK		DTMJ	136	3	3	36	1	0	47	34	1.00	1.03
Breeze at Bay37	Pulte	AL		DTMJ	30	0	3	9	1	0	10	10	0.32	0.32
Compass at Bay37	Pulte	AL		ATMJ	93	3	2	9	2	0	17	17	0.55	0.55
Landing at Bay37	Pulte	AL		ATMJ	96	0	20	8	2	0	9	9	0.29	0.29
Lookout at Bay37	Pulte	AL		ATMJ	26	0	5	8	1	0	13	13	0.42	0.42
Line at SoHay	Taylor Morrison	HY		ATST	198	0	10	11	1	0	108	29	0.88	0.88
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	3	1	0	91	19	0.74	0.58
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	3	0	0	30	19	0.46	0.58
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	5	24	1	0	48	31	0.94	0.94
Compass Bay- New port	Trumark TSO	NK		ATMJ	86	0	TSO	24	0	0	50	38	0.98	1.15
Crest at Alameda Point	Trumark	AL		ATMJ	60	0	1	5	2	0	39	35	1.00	1.06
Leeward at Alameda Point	Trumark	AL		ATMJ	64	1	1	5	0	0	63	23	0.82	0.70
TOTALS: No. Reporting: 22		Avg. Sales: 0.86		Traffic to Sales: 19 : 1			74	377	20	1	936	507	Net: 19	
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 6							In Area : 6		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	1	3	9	2	0	51	51	1.59	1.55	
Hyde Park at Boulevard	Brookfield TSO	DB	ATMJ	102	0	TSO	5	0	0	73	28	0.96	0.85	
Downing at Boulevard	Lennar TSO	DB	ATST	96	1	TSO	8	1	0	78	34	0.72	1.03	
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	1	10	0	0	74	29	0.79	0.88	
Sycamore	Ponderosa TSO	FL	DTMJ	36	0	TSO	9	0	0	33	6	0.26	0.18	
Uptown	Taylor Morrison	LV	ATMJ	44	2	1	8	1	0	35	29	0.89	0.88	
TOTALS: No. Reporting: 6		Avg. Sales: 0.67		Traffic to Sales: 12 : 1			5	49	4	0	344	177	Net: 4	
City Codes: DB = Dublin, FL = Pleasanton, LV = Livermore														

Development Name	Developer	City Code	Notes	Type										
Diablo Valley					Projects Participating: 4							In Area : 4		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Woodbury Highlands	Davidon	LF		ATMJ	99	0	19	7	0	0	8	6	0.17	0.18
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	3	0	0	32	19	0.74	0.58
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	2	9	1	0	7	6	0.16	0.18
Wilder	Taylor Morrison	OR		DTMJ	61	1	1	4	0	0	60	10	0.21	0.30
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 23 : 1			22	23	1	0	107	41	Net: 1	
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill														

San Ramon Valley					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Highlands at The Preserve	Lennar	SR	DTMJ	122	0	2	3	0	0	115	24	0.69	0.73	
Hillcrest at the Preserve	Lennar	SR	ATMJ	104	0	2	3	1	0	63	40	1.07	1.21	
Ridgeview at the Preserve	Lennar	SR	ATMJ	77	0	3	3	0	0	53	34	0.91	1.03	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 9 : 1			7	9	1	0	231	98	Net: 1	
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1						In Area : 1		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week
Village 29	Lafferty	EC	ATMJ	29	0	7	3	0	0	21	10	0.18	0.30
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			7	3	0	0	21	10	Net: 0
City Codes: EC = El Cerrito													

Antioch/Pittsburg					Projects Participating: 11							In Area : 13		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Celo at Sand Creek- Hbrizon	Century	AN		DTMJ	175	0	1	40	2	0	86	58	1.65	1.76
Celo at Sand Creek- Vista	Century	AN		DTMJ	96	3	3	53	3	0	74	52	1.42	1.58
Crest at Park Ridge	Davidon	AN		DTMJ	300	6	6	22	1	0	202	31	0.98	0.94
Hills at Park Ridge	Davidon TSO	AN		DTMJ	225	0	TSO	20	1	0	47	37	1.09	1.12
Landing at Wildflower Station	DeNova	AN	Rsv's	ATST	98	4	4	3	0	0	94	76	2.28	2.30
Luca at Aviano	DeNova TSO	AN		DTMJ	194	0	TSO	41	0	0	6	6	3.23	3.23
Stella at Aviano	DeNova	AN		DTST	127	0	2	23	0	0	106	71	2.35	2.15
Riverview at Monterra	K Hovnanian	AN		DTMJ	100	0	4	1	0	0	96	24	0.82	0.73
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	2	6	0	1	26	26	0.78	0.79
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	5	3	1	0	46	29	1.09	0.88
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	2	20	0	0	3	3	0.57	0.57
TOTALS: No. Reporting: 11		Avg. Sales: 0.64		Traffic to Sales: 29 : 1			29	232	8	1	786	413	Net: 7	
City Codes: AN= Antioch, PT = Pittsburg														

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 10							In Area : 13		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	81	4	1	40	4	0	69	41	0.67	1.24
Easton at Delaney Park	Brookfield	OY		DTST	80	0	2	8	1	0	78	25	0.85	0.76
Southport at Delaney Park	Brookfield	OY		DTMJ	104	2	9	8	0	0	83	33	0.90	1.00
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	1	2	0	0	196	72	1.53	2.18
Ashbury	KB Home TSO	OY		ATST	69	0	TSO	9	1	0	63	44	1.21	1.33
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	1	0	1	0	102	25	1.04	0.76
Alicante	Meritage	OY		DTMJ	133	0	3	18	0	0	68	63	1.83	1.91
Vines, The	Meritage	OY		DTST	63	3	5	12	3	0	46	46	1.43	1.39
Terrene	Pulte	BT		DTMJ	326	3	5	11	1	1	299	89	2.28	2.70
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	3	3	0	0	87	42	1.12	1.27
TOTALS: No. Reporting: 10		Avg. Sales: 1.00		Traffic to Sales: 10 : 1			30	111	11	1	1091	480	Net: 10	
City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood														

Sonoma, Napa Counties					Projects Participating: 9							In Area : 16		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village Station	Blue Mountain	SR	Rsv's	ATMJ	110	0	1	12	2	0	89	22	0.48	0.67
Live Oak at University	KB Home	RP		DTMJ	104	4	5	6	2	0	90	46	0.82	1.39
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	11	0	0	1	1	0.54	0.54
Aspect	Lafferty	PET		DTMJ	18	0	4	0	0	0	13	5	0.11	0.15
Juniper at University	Richmond American	RP		DTMJ	150	0	2	10	1	0	141	27	0.82	0.82
Preserve at Kessing Ranch	Richmond American	IC		DTMJ	47	0	2	0	0	0	38	18	0.48	0.55
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	28	1	0	12	12	1.17	1.17
Pear Tree	Taylor Morrison	NP		ATST	71	0	3	2	0	0	60	29	0.67	0.88
Riverfront	TRI Pointe	PET		DTMJ	134	0	1	11	1	0	49	37	1.19	1.12
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 11 : 1			20	80	7	0	493	197	Net: 7	
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa														

Marin County					Projects Participating: 2							In Area : 2		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Atherton Place	KB Home	NV		ATMJ	50	0	2	12	2	0	38	34	0.79	1.03
Verandah	Landsea	NV	New	ATMJ	80	4	4	9	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 11 : 1			6	21	2	0	38	34	Net: 2	
City Codes: NV = Novato														

San Francisco County					Projects Participating: 1							In Area : 20			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Lofton at Portola		TRI Pointe		SF	ATMJ	54	0	8	7	0	0	1	1	0.04	0.04
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			8	7	0	0	1	1	Net: 0	
City Codes: SF = San Francisco															

Development Name	Developer	City Code	Notes	Type										
San Mateo County					Projects Participating: 4							In Area : 4		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Link 33	KB Home S/O	RC		ATMJ	33	0	S/O	9	1	0	33	26	0.48	0.79
Foster Square	Lennar	FC		AAAT	200	0	3	0	0	0	187	25	0.69	0.76
One 90 - Borelle	Pulte	SM		DTMJ	29	3	2	6	2	0	10	10	0.32	0.32
One 90 - Slate	Pulte	SM		ATMJ	57	3	3	6	1	0	7	7	0.22	0.22
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 5 : 1				8	21	4	0	237	68	Net: 4
City Codes: RC= Redwood City, FC= Foster City, SM= San Mateo														

Santa Clara County				Projects Participating: 20							In Area : 23		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Classics at MonteVista	Classics	MV	ATMJ	15	0	1	8	0	0	6	6	0.81	0.81
Asana	DeNova	SJ	DTMJ	250	5	3	15	3	0	230	59	1.57	1.79
Cantera	Dividend	MV	ATMJ	15	0	6	13	0	0	4	4	0.76	0.76
Maravilla	Dividend	MV	ATMJ	55	5	8	40	3	0	12	12	1.45	1.45
Redwoods at Montecito	Dividend	MV	ATMJ	33	0	6	20	0	0	26	26	1.54	1.54
Amalfi	DR Horton	MV	ATMJ	58	4	2	16	3	0	43	40	1.05	1.21
Montecito Estates	DR Horton	MH	DTMJ	24	0	2	13	1	0	16	16	0.77	0.77
Latitude at Communications Hill	KB Home	SJ	ATMJ	160	6	5	38	4	0	102	80	1.92	2.42
Metro II at Communications Hill	KB Home	SJ	ATMJ	150	0	1	9	0	0	149	48	1.03	1.45
Naya	KB Home	SC	ATMJ	58	3	3	18	1	0	21	21	0.92	0.92
Momentum	Pan Cal	SV	ATMJ	18	0	1	5	1	0	12	12	1.05	1.05
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	ATMJ	76	0	9	12	1	0	3	3	1.31	1.31
Bellaterra - Flats	SummerHill	LG	ATMJ	80	0	1	10	0	0	11	11	0.78	0.78
Bellaterra - Towns	SummerHill	LG	ATMJ	97	0	4	11	1	0	8	8	0.57	0.57
Montalvo Oaks	SummerHill	MS	ATMJ	15	0	6	6	1	0	9	9	0.45	0.45
Montalvo Oaks (Detached)	SummerHill	MS	DTMJ	21	0	3	6	0	0	7	7	0.49	0.49
Nuevo - Terraces	SummerHill TSO	SC	ATST	176	0	TSO	16	1	0	135	52	0.99	1.58
Portico	SummerHill S/O	MV	ATMJ	16	0	S/O	3	1	0	16	16	0.50	0.48
Elevation- Towns	Taylor Morrison	SV	ATMJ	96	0	4	13	1	0	80	33	0.89	1.00
Overlton	Taylor Morrison	SV	ATMJ	107	0	3	12	2	0	14	14	1.14	1.14
TOTALS: No. Reporting: 20		Avg. Sales: 1.20		Traffic to Sales: 12 : 1			68	284	24	0	904	477	Net: 24
City Codes: MV = Mountain View , SJ = San Jose, MH= Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno													

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					Projects Participating: 9							In Area : 10		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	0	3	26	1	1	72	72	2.65	2.65
Carousel at Westfield	Kiper	HO		DTST	92	0	4	13	0	1	86	28	1.11	0.85
Mayfair at Westfield	Kiper TSO	HO		DTMJ	50	0	TSO	13	0	0	44	22	0.75	0.67
Serenity at Santana Ranch II	Legacy	HO		DTMJ	31	0	1	10	1	0	4	4	0.65	0.65
Montclair	Meritage	HO		DTMJ	99	0	2	32	0	0	16	16	1.30	1.30
Beach House II at the Dunes	Shea	MA		DTMJ	92	3	2	10	2	0	6	6	1.91	1.91
Enclave, The	Shea	SS		DTMJ	26	0	2	7	0	0	0	0	0.00	0.00
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	0	2	0	0	0	0	0.00	0.00
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	0	1	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 9		Avg. Sales: 0.22		Traffic to Sales: 29 : 1			14	114	4	2	228	148	Net: 2	
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

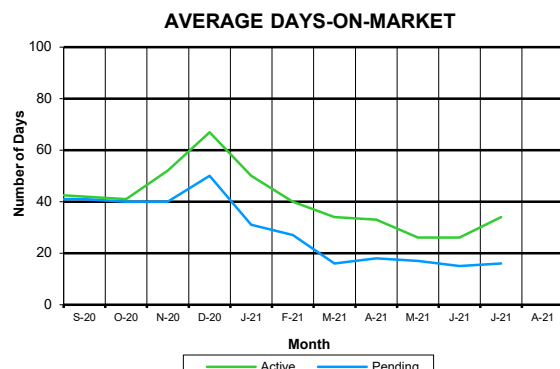
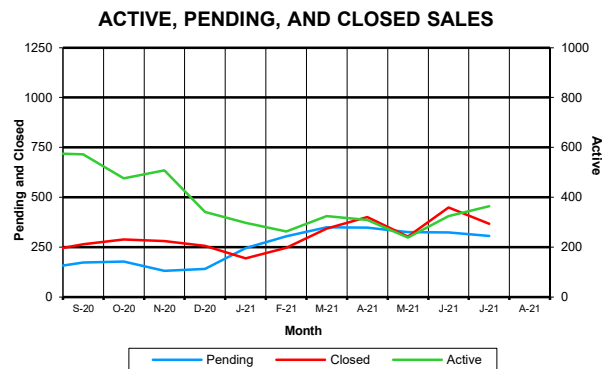
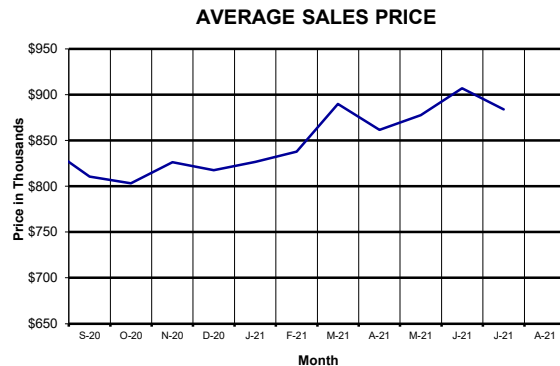
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 15							In Area : 18		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	164	0	4	7	0	0	2	2	0.32	0.32
Luminescence at Liberty-Duets	DeNova	RV	Rsv's	AAAT	148	0	4	2	1	0	2	2	0.32	0.32
Savannah at Homestead	DR Horton	DX		DTST	85	3	3	12	2	0	80	65	1.77	1.97
Copperleaf at Homestead	KB Home	DX		DTST	71	4	2	2	3	0	57	45	1.39	1.36
Creston at One Lake	Lennar	FF		DTMJ	70	0	4	8	0	1	55	33	1.19	1.00
Homestead	Meritage	DX		DTMJ	99	0	4	22	1	1	38	38	1.57	1.57
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	4	3	5	2	0	67	34	1.22	1.03
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	3	16	1	0	22	22	1.01	1.01
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	4	11	0	0	45	35	1.18	1.06
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	3	12	0	0	61	9	0.45	0.27
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	0	1	12	0	0	71	28	0.53	0.85
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	3	3	17	2	0	94	39	0.80	1.18
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	1	21	1	0	54	44	1.29	1.33
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	0	1	21	0	0	35	23	0.84	0.70
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	3	7	0	0	30	30	1.15	1.15
TOTALS: No. Reporting: 15		Avg. Sales: 0.73		Traffic to Sales: 13 : 1				43	175	13	2	713	449	Net: 11
City Codes: RV = Rio Vista, DX = Dixon, FF = Fairfield, VC = Vacaville														

Bay Area			Projects Participating: 117					In Area : 157	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 117	Avg. Sales: 0.79	Traffic to Sales: 15 : 1	341	1506	99	7	6130	3100	Net: 92
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

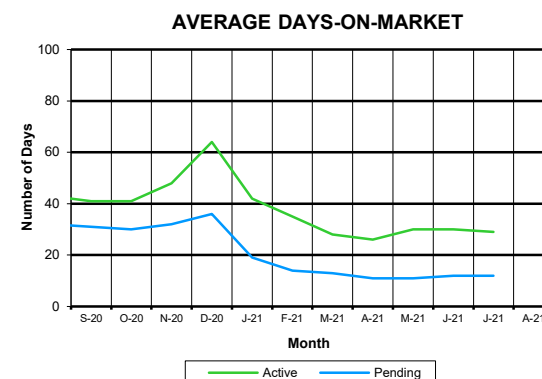
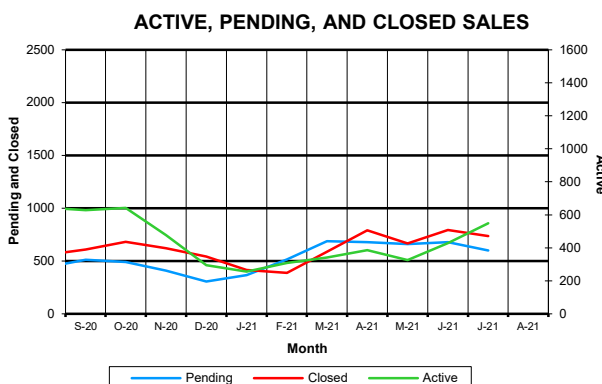
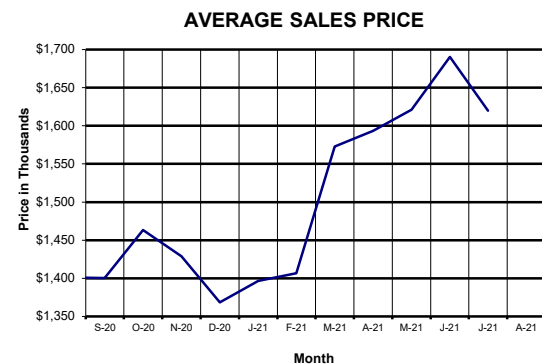
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	341	67	140	50	257	\$817,347
Jan-21	298	50	245	31	194	\$826,758
Feb-21	263	40	305	27	246	\$837,703
Mar-21	324	34	350	16	343	\$889,733
Apr-21	309	33	347	18	400	\$861,580
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946
Jul-21	364	34	306	16	367	\$883,790



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	294	64	307	36	541	\$1,368,594
Jan-21	255	42	368	19	414	\$1,396,636
Feb-21	309	35	516	14	389	\$1,406,651
Mar-21	342	28	687	13	587	\$1,572,946
Apr-21	386	26	678	11	791	\$1,593,508
May-21	326	30	659	11	665	\$1,621,132
Jun-21	429	30	680	12	793	\$1,690,350
Jul-21	548	29	600	12	737	\$1,619,904

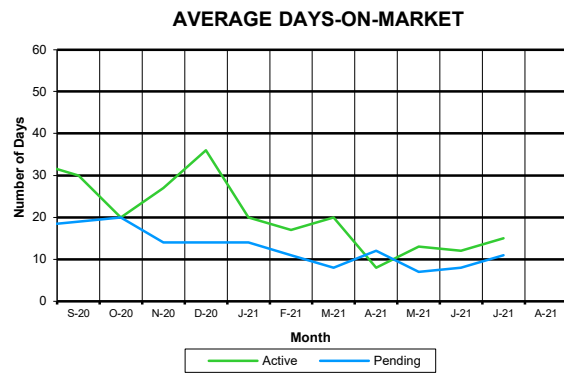
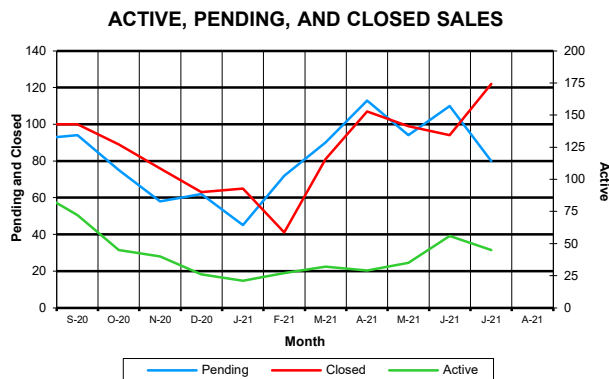
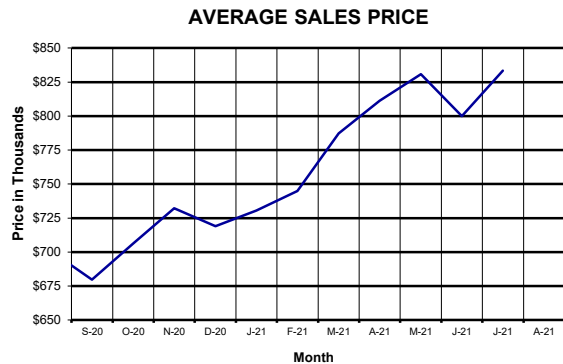




## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

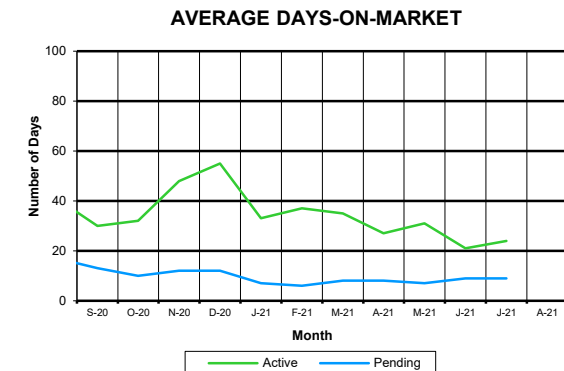
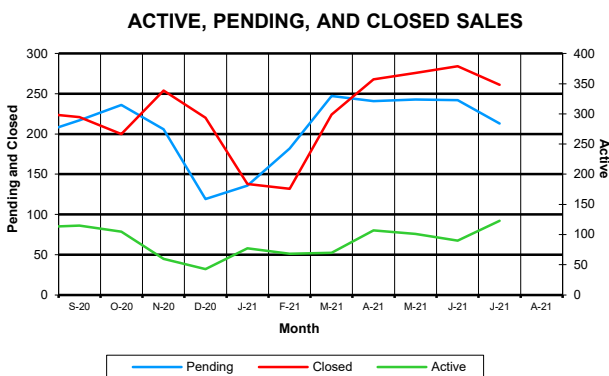
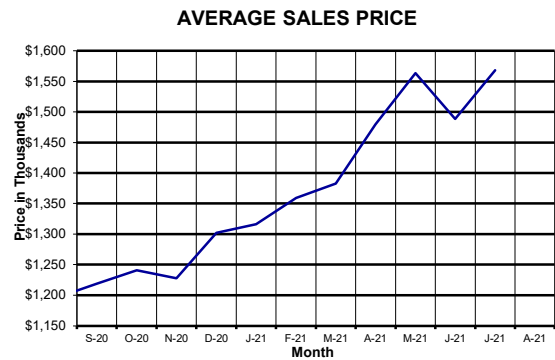
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

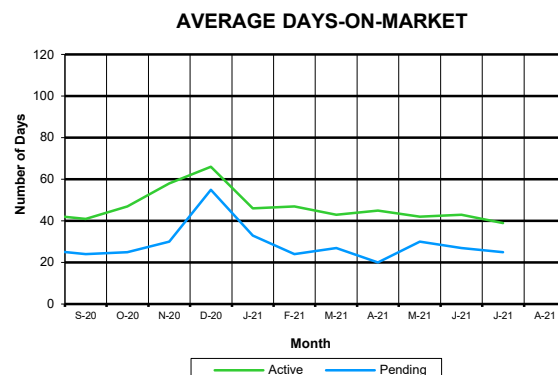
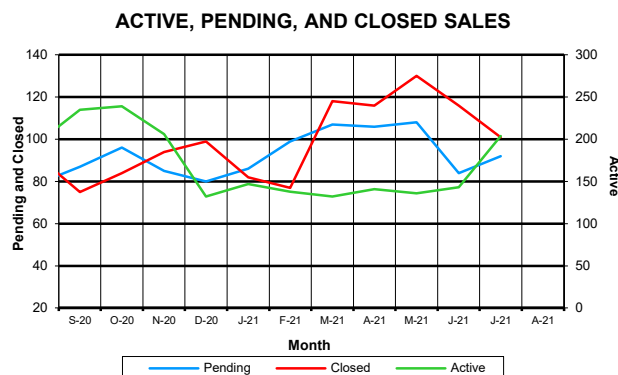
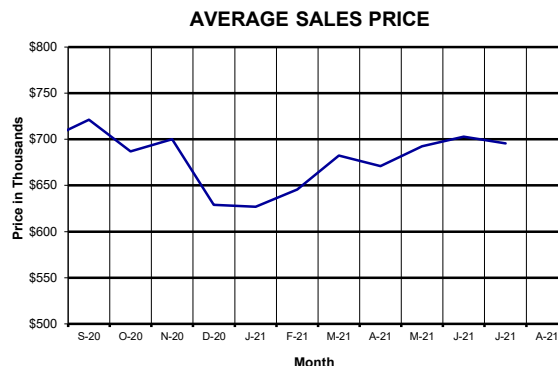
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178





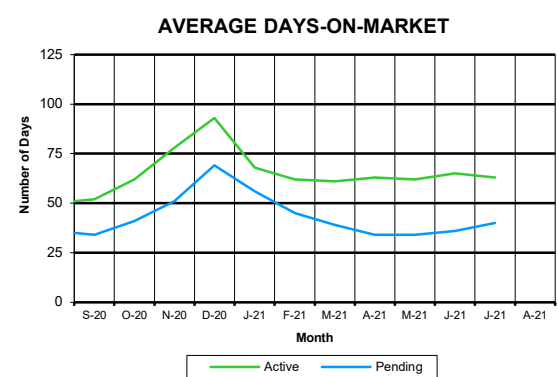
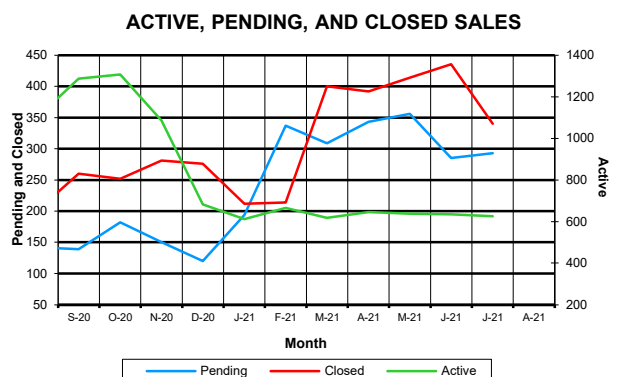
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	132	66	80	55	99	\$629,000
Jan-21	147	46	86	33	82	\$627,074
Feb-21	138	47	99	24	77	\$645,576
Mar-21	132	43	107	27	118	\$682,435
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022
Jul-21	204	39	92	25	101	\$695,719



## San Francisco Attd. Monthly MLS Survey

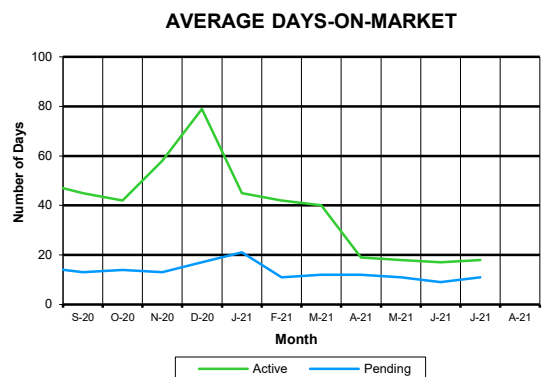
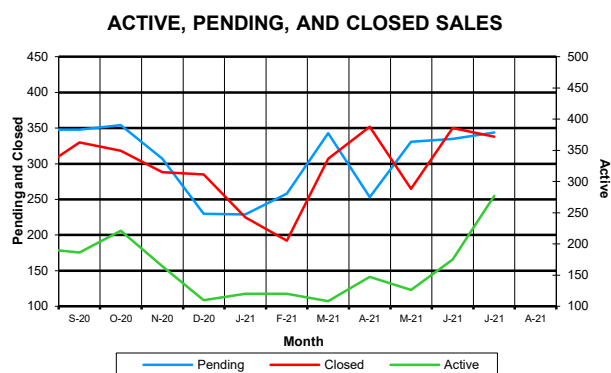
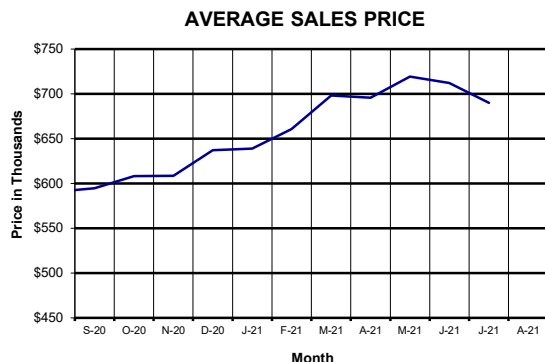
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140
Jul-21	625	63	293	40	340	\$1,382,088



## E. Contra Costa SFD Monthly MLS Survey

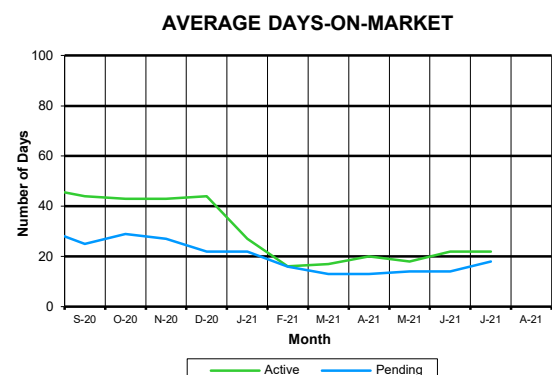
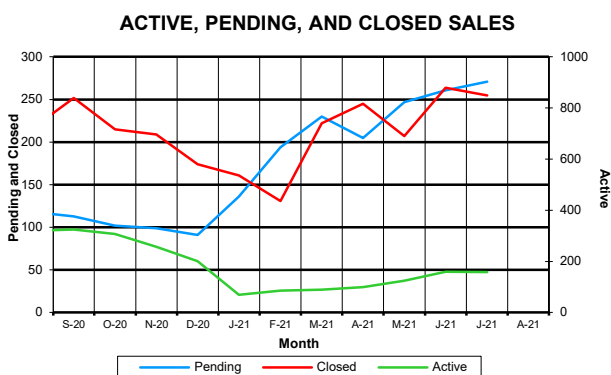
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	110	79	230	17	285	\$637,312
Jan-21	120	45	229	21	225	\$639,053
Feb-21	120	42	258	11	192	\$660,758
Mar-21	108	40	343	12	307	\$698,352
Apr-21	147	19	253	12	352	\$695,542
May-21	126	18	331	11	265	\$719,453
Jun-21	175	17	335	9	350	\$712,251
Jul-21	277	18	344	11	338	\$690,100



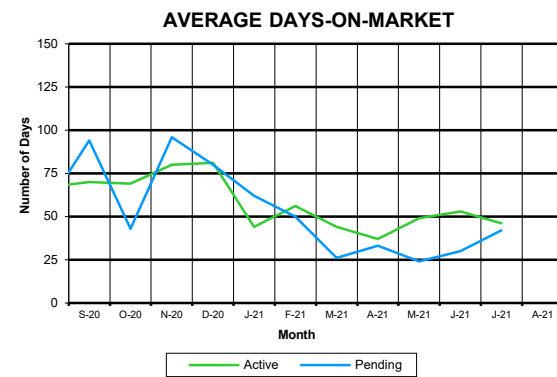
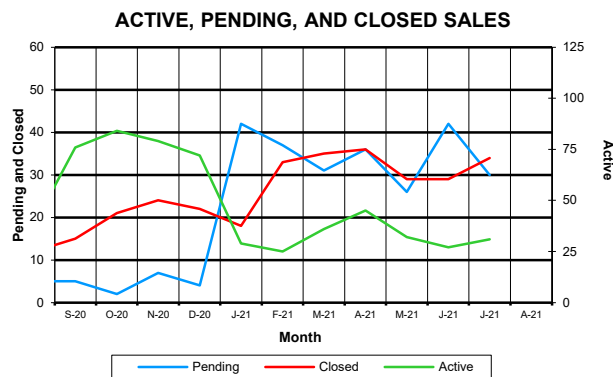
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	201	44	91	22	174	\$561,831
Jan-21	69	27	136	22	161	\$598,708
Feb-21	85	16	194	16	131	\$584,418
Mar-21	89	17	230	13	222	\$626,553
Apr-21	99	20	205	13	245	\$637,379
May-21	125	18	247	14	207	\$604,239
Jun-21	160	22	261	14	264	\$648,973
Jul-21	158	22	271	18	255	\$643,117



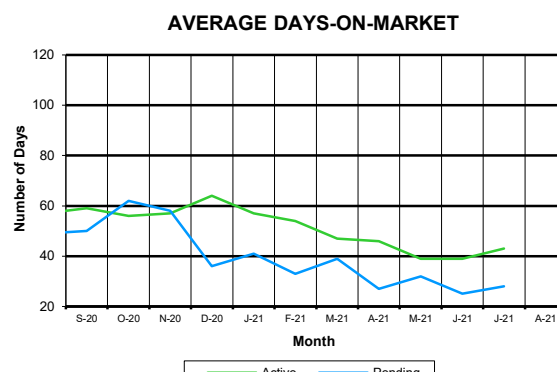
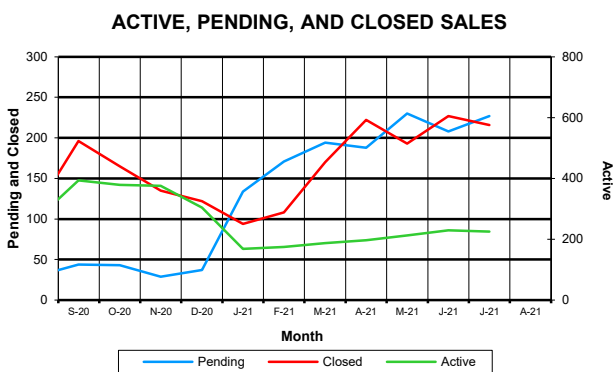
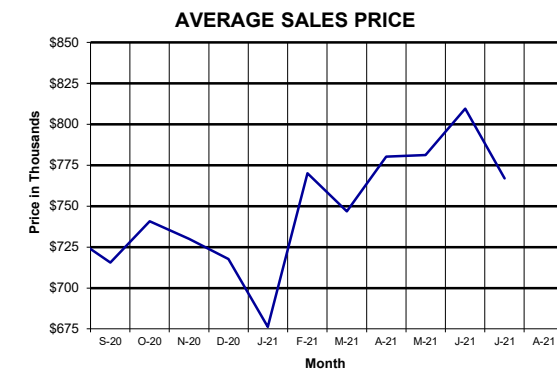
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	72	81	4	80	22	\$392,432
Jan-21	29	44	42	62	18	\$411,338
Feb-21	25	56	37	50	33	\$400,166
Mar-21	36	44	31	26	35	\$367,216
Apr-21	45	37	36	33	36	\$414,122
May-21	32	49	26	24	29	\$419,958
Jun-21	27	53	42	30	29	\$470,551
Jul-21	31	46	30	42	34	\$423,838



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	304	64	37	36	122	717,698
Jan-21	169	57	134	41	94	676,196
Feb-21	175	54	171	33	108	770,119
Mar-21	187	47	194	39	170	746,815
Apr-21	197	46	188	27	222	780,382
May-21	213	39	230	32	193	781,311
Jun-21	230	39	208	25	227	809,641
Jul-21	225	43	227	28	216	766,970



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

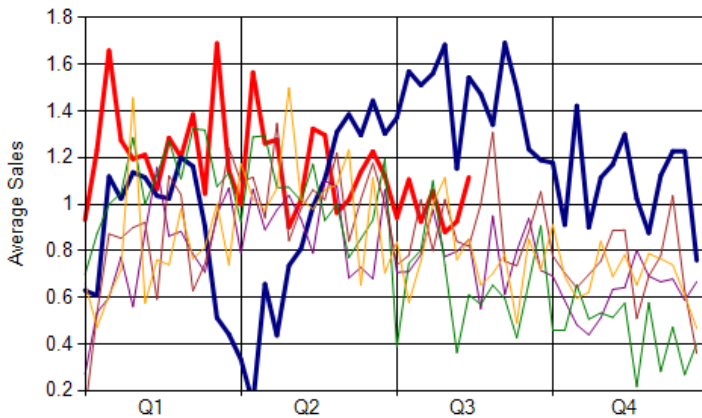
## Central Valley

Ending: Sunday, August 22, 2021

Week 33

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				20	340	16	0	16	0.80	1.07	-25%	1.01	-21%
San Joaquin County				30	612	36	2	34	1.13	1.20	-6%	1.15	-2%
Stanislaus County				5	18	3	0	3	0.60	1.13	-47%	1.07	-44%
Merced County				18	150	20	2	18	1.00	1.36	-26%	1.04	-4%
Madera County				6	24	9	2	7	1.17	1.05	11%	1.06	10%
Fresno County				25	111	38	0	38	1.52	1.07	43%	1.04	46%
<b>Current Week Totals</b>		<b>Traffic : Sales</b>	<b>10 : 1</b>	<b>104</b>	<b>1255</b>	<b>122</b>	<b>6</b>	<b>116</b>	<b>1.12</b>	<b>1.16</b>	<b>-4%</b>	<b>1.07</b>	<b>4%</b>
Per Project Average					12	1.17	0.06	1.12					
<b>Year Ago - 08/23/2020</b>		<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>91</b>	<b>1857</b>	<b>152</b>	<b>18</b>	<b>134</b>	<b>1.47</b>	<b>1.09</b>	<b>36%</b>	<b>1.41</b>	<b>5%</b>
<b>% Change</b>				14%	-32%	-20%	-67%	-13%	-24%	7%		-24%	

52 Weeks Comparison



Year to Date Averages Through Week 33

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	1.01	0.12	0.89	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	23	1.14	0.16	0.98	0.80
■	2019	78	22	0.98	0.14	0.83	0.77
■	2020	84	22	1.27	0.20	1.07	1.11
■	2021	105	16	1.28	0.12	1.16	1.16
% Change:		25%	-26%	0%	-43%	8%	4%

\* Averages rounded for presentation. Change % calculated on actual numbers.



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Slowing sales growth over the past few months has helped inventories build and cooled price growth. More homes for sale at marginally better prices should help home sales stop their slide. We look for new home sales to end three straight months of declines and rise to a 718K annual pace in July. While sales should improve in July, we may continue to see some stops and starts in the new home market, as builders try to work through a back log of projects in the face of persistent material shortages. Similar dynamics were likely at play in the resale market in July. Inventories have picked up from their April lows as homeowners have tried to take advantage of the sellers' market. Moreover, with demand cooling from its fever pitch, some sellers have started to take price cuts. This led to a pickup in pending home sales in May, which was not entirely accounted for in June closings and should feed into sales for July. We suspect existing home sales held up at a solid 5.85 million-unit seasonally adjusted annualized rate in July. The lack of a turnaround in mortgage purchase applications suggests it may be too soon to call for a sustained pickup in sales, but underlying demand demographics remain healthy and further delays in the return to work could bring out more homebuyers. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
	<b>2.76%</b>	<b>2.99%</b>	
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.27%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 20							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia Park	Bright	TR		DTMJ	42	0	1	9	0	0	38	15	0.75	0.45
Heritage at College Park	Century	MH		DTMJ	96	0	4	8	0	0	92	29	0.88	0.88
Legacy at College Park	Century	MH		DTMJ	133	0	2	53	1	0	57	47	1.39	1.42
Portfolio at College Park	Century	MH		DTST	112	0	3	40	0	0	66	54	1.60	1.64
Provenance at College Park	Century	MH		DTMJ	68	0	2	14	0	0	66	17	0.80	0.52
Reflection at College Park	Century	MH		DTMJ	87	0	2	16	0	0	85	26	1.02	0.79
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	6	2	5	5	0	10	10	1.94	1.94
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	4	2	3	3	0	8	8	1.56	1.56
Amber at Tracy Hills	Lennar	TH		DTMJ	160	1	4	23	1	0	122	32	1.00	0.97
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	1	4	23	0	0	106	30	0.87	0.91
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	2	20	2	0	107	39	0.86	1.18
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	24	0	0	85	34	0.87	1.03
Vantage at Tracy Hills	Meritage TSO	TH		DTMJ	182	0	TSO	9	0	0	163	46	1.26	1.39
Blissagaray Ranch	Ponderosa	TR		DTMJ	47	0	4	10	1	0	40	14	0.34	0.42
Bergamo at Mountain House	Shea	MH		DTMJ	137	4	3	1	2	0	51	51	2.14	2.14
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	2	19	0	0	146	57	1.78	1.73
Blair at Tracy Hills	Shea	TH		DTMJ	70	0	2	23	1	0	64	64	1.92	1.94
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	28	0	0	121	19	1.47	0.58
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	2	10	0	0	78	42	1.28	1.27
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	4	2	0	0	72	22	1.18	0.67
TOTALS: No. Reporting: 20		Avg. Sales: 0.80		Traffic to Sales: 21 : 1				48	340	16	0	1577	656	Net: 16
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi				Projects Participating: 8							In Area : 8			
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Palomino at Westlake	DR Horton	SK	DTMJ	116	5	4	19	4	0	44	44	1.84	1.84	
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	3	3	0	0	39	39	2.04	2.04	
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	5	3	0	0	82	40	1.00	1.21	
Montevello II	KB Home	SK	DTST	154	0	2	26	1	0	53	40	1.27	1.21	
Santorini	KB Home	SK	DTMJ	86	3	2	12	2	0	5	5	1.75	1.75	
Verona at Destinations	KB Home	SK	ATMJ	106	0	2	25	1	0	20	20	1.12	1.12	
Keys at Westlake	Lennar	SK	DTMJ	101	0	3	20	1	0	45	26	0.76	0.79	
Seasons at Westlake Village	Richmond American	SK	DTMJ	41	0	1	0	0	0	40	13	0.78	0.39	
TOTALS: No. Reporting: 8	Avg. Sales: 1.13		Traffic to Sales: 12 : 1				22	108	9	0	328	227	Net: 9	
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 22							In Area : 22		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Haven at River Islands	Anthem United	LP		DTMJ	128	0	1	6	0	0	125	31	1.04	0.94
Turnleaf at the Collective	Anthem United	MN		AASF	84	2	1	7	1	0	54	37	0.52	1.12
Griffin Park	Atherton	MN		DTMJ	156	5	2	61	4	0	18	18	2.86	2.86
Haven Villas at Sundance	KB Home	MN		DTMJ	235	0	3	27	0	0	168	43	1.50	1.30
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	3	3	5	1	0	51	51	1.69	1.69
Balboa at River Islands	Kiper	LP		DTMJ	77	3	3	25	1	0	14	14	1.69	1.69
Catalina II at River Islands	Kiper TSO	LP		DTMJ	101	0	TSO	22	0	0	30	30	1.25	1.25
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	3	3	10	1	0	104	13	0.37	0.39
Horizon at River Islands	Lennar	LP		DTMJ	143	3	3	12	1	0	40	40	1.53	1.53
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	15	0	0	35	35	1.34	1.34
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	1	45	0	0	37	37	1.42	1.42
Harvest at Sundance	Pulte S/O	MN		DTMJ	65	0	S/O	0	1	0	65	65	2.02	1.97
Sunset at River Islands	Pulte	LP		DTMJ	122	4	3	34	4	0	51	51	1.64	1.64
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	2	12	2	0	42	42	1.55	1.55
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	19	1	0	9	9	1.54	1.54
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	3	1	0	0	88	39	1.25	1.18
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	4	3	9	4	0	58	57	1.74	1.73
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	1	16	2	1	76	46	0.75	1.39
Breakwater at River Islands	TRI Pointe	LP	Rsv's	DTMJ	106	4	3	10	2	0	99	49	1.59	1.48
Origin at the Collective	Trumark	MN		DTMJ	59	4	4	15	0	0	53	34	0.54	1.03
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	2	28	2	1	86	34	1.51	1.03
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	125	0	0	50	50	1.84	1.84
TOTALS: No. Reporting: 22		Avg. Sales: 1.14		Traffic to Sales: 19 : 1				45	504	27	2	1353	825	Net: 25
City Codes: LP = Lathrop, MN = Manteca														

Modesto					Projects Participating: 1							In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Villa D'Este	DR Horton	MO	DTST	32	0	2	0	0	0	30	30	1.31	1.31	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	0	0	0	30	30	Net: 0	
City Codes: MO= Modesto														

Stanislaus County					Projects Participating: 4							In Area : 4		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Edgewater	DR Horton	WF	DTST	22	6	10	3	1	0	10	10	0.75	0.75	
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	0	2	9	1	0	30	30	3.62	3.62	
Fieldstone	KB Home	HG	DTST	69	0	1	4	1	0	46	46	1.47	1.47	
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	0	3	2	0	0	106	43	1.53	1.30	
TOTALS: No. Reporting: 4		Avg. Sales: 0.75		Traffic to Sales: 6 : 1			16	18	3	0	192	129	Net: 3	
City Codes: WF = Waterford, FR= Patterson, HG = Hughson														

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 18							In Area : 18		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Summer Creek	Bright	MD		DTMJ	120	3	5	13	1	0	101	37	0.85	1.12
Solera II	Century	MD		DTMJ	113	5	6	11	4	0	84	73	2.00	2.21
Bell Crossing	DR Horton	AT		DTST	151	4	8	7	0	0	140	70	1.64	2.12
Mission Village South	DR Horton TSO	LB		DTMJ	91	0	TSO	0	0	0	89	10	0.77	0.30
Monterra	DR Horton TSO	MD		DTST	165	0	TSO	9	0	0	146	70	1.71	2.12
Pacheco Pointe	DR Horton TSO	LB		DTST	64	0	TSO	0	2	0	53	53	1.82	1.82
Panorama	DR Horton	MD		DTST	192	0	1	16	0	0	139	56	1.20	1.70
Stoneridge South	DR Horton	MD		DTST	69	0	1	2	0	0	53	53	1.95	1.95
Villas, The	DR Horton	LB		DTST	83	1	4	0	1	1	56	56	1.92	1.92
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	5	2	16	4	0	150	50	1.06	1.52
Manzanita	Legacy	LT		DTMJ	172	4	4	12	1	0	154	34	0.97	1.03
Sunflower	Legacy TSO	MD	Rsv's	DTST	143	0	TSO	8	0	0	130	39	0.95	1.18
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	2	3	2	0	84	61	1.40	1.85
Bellevue Ranch Phase 6	Stonefield Home	MD		DTST	18	4	3	29	4	0	10	10	1.94	1.94
Cypress Terrace	Stonefield Home	MD		DTST	90	0	2	5	0	0	88	21	0.85	0.64
Shaunessey Village	Stonefield Home	LB		DTST	94	0	1	0	0	0	93	37	1.02	1.12
Sunrise Ranch	Stonefield Home	LB		ATST	14	3	3	10	1	0	4	4	2.15	2.15
Villas II, The	Stonefield Home	LB		DTST	191	0	3	9	0	1	41	41	1.36	1.36
TOTALS: No. Reporting: 18		Avg. Sales: 1.00		Traffic to Sales: 8 : 1			45	150	20	2	1615	775	Net: 18	
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston														

Madera County					Projects Participating: 6							In Area : 6		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	4	4	8	1	0	131	38	1.07	1.15	
Fielding Cottages	KB Home	MDA	DTST	95	0	4	3	0	1	82	68	2.10	2.06	
Fielding Villas	KB Home	MDA	DTST	87	0	2	8	1	0	47	43	1.21	1.30	
Riverstone - Clementine I	Lennar	MDA	DTST	108	0	2	0	0	0	24	24	0.80	0.80	
Riverstone Coronet	Lennar	MDA	DTST	103	7	4	5	6	1	81	43	1.31	1.30	
Riverstone Skye II	Lennar	MDA	DTST	67	0	1	0	1	0	66	30	1.18	0.91	
TOTALS: No. Reporting: 6		Avg. Sales: 1.17		Traffic to Sales: 3 : 1			17	24	9	2	431	246	Net: 7	
City Codes: MDA = Madera														

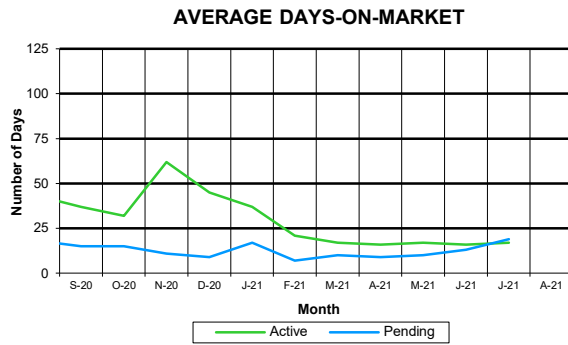
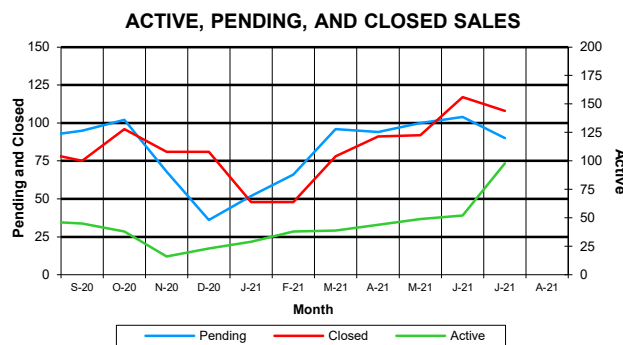
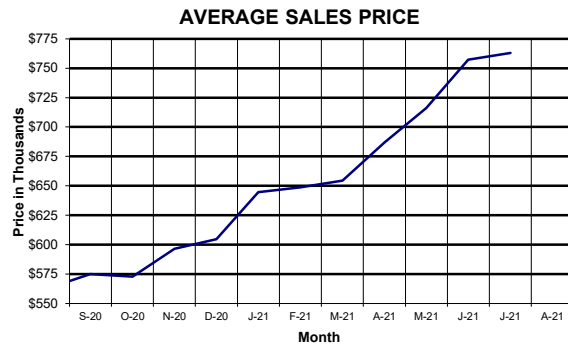


Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 25							In Area : 28		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Arroyo at Loma Vista	Century	CV		DTMJ	132	0	3	2	1	0	129	116	1.43	3.52
Locan Point	Century TSO	FR		DTST	248	3	TSO	4	0	0	238	78	1.73	2.36
Market Place	Century	FR		DTMJ	215	3	9	7	4	0	197	76	1.91	2.30
Meadowood II	Century	FR		ATMJ	127	0	5	8	3	0	9	9	2.74	2.74
Monarch	Century	KB		DTMJ	64	0	7	0	0	0	0	0	0.00	0.00
Olivewood	Century	FR		DTMJ	169	0	5	4	3	0	17	17	1.68	1.68
River Pointe	DR Horton	REE		DTMJ	84	3	2	2	3	0	38	38	1.91	1.91
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	4	2	0	0	122	28	0.97	0.85
Marshall Estates	KB Home	FO		DTST	76	4	4	21	2	0	20	20	3.78	3.78
Seville	KB Home TSO	FR		DTST	129	0	TSO	16	1	0	115	64	1.55	1.94
Anatole- Clementine	Lennar	FR		DTMJ	111	0	1	2	1	0	30	30	1.37	1.37
Anatole- Coronet	Lennar	FR		DTMJ	56	3	2	2	3	0	32	32	1.46	1.46
Arboralla - Clementine	Lennar	CV		DTST	137	8	2	7	6	0	32	32	1.70	1.70
Bella Vista Skye	Lennar	FT		DTST	54	3	3	3	1	0	22	22	0.73	0.73
Brambles- Starling	Lennar	FR		ATST	150	0	1	3	0	0	21	21	0.96	0.96
Brambles- Wilde	Lennar	FR		DTST	89	3	3	6	3	0	25	25	1.14	1.14
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	3	0	0	0	47	47	1.33	1.42
Fancher Creek California	Lennar	FR		ATST	68	0	3	0	0	0	65	8	0.76	0.24
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	1	0	0	117	5	0.98	0.15
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	2	4	1	2	0	45	43	1.27	1.30
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	5	0	0	17	8	0.34	0.24
Heritage Grove - Coronet	Lennar	CV		DTST	63	3	2	5	3	0	47	29	0.94	0.88
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	2	5	0	0	33	21	0.66	0.64
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	3	2	5	2	0	24	22	0.48	0.67
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	3	0	0	0	8	8	0.44	0.44
TOTALS: No. Reporting: 25		Avg. Sales: 1.52		Traffic to Sales: 3 : 1			79	111	38	0	1450	799	Net: 38	
City Codes: CV = Clovis, FR = Fresno, KB = Kingsburg, REE = Reedley, FO = Fowler, FT = Friant														

Central Valley			Projects Participating: 104					In Area : 107	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 104	Avg. Sales: 1.12	Traffic to Sales: 10 : 1	274	1255	122	6	6976	3687	Net: 116
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

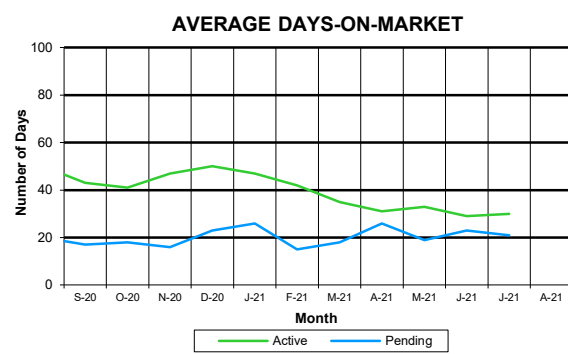
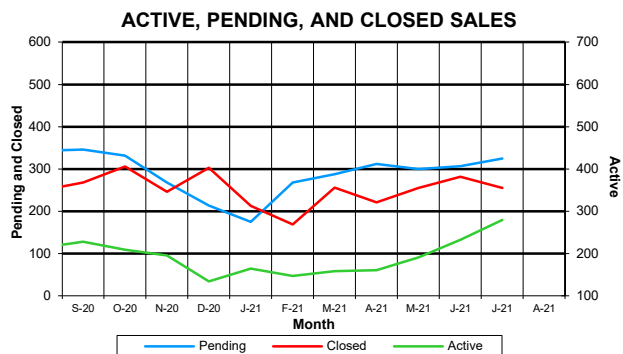
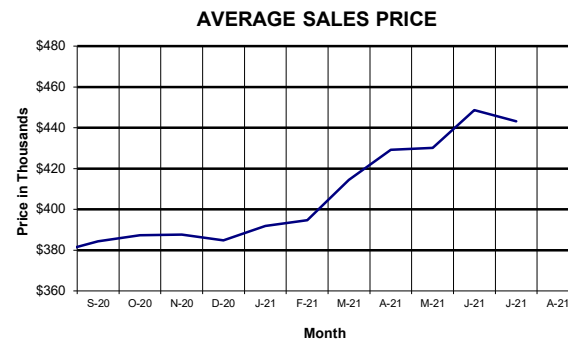
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042



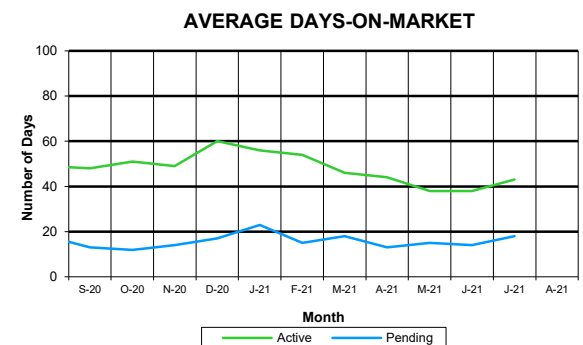
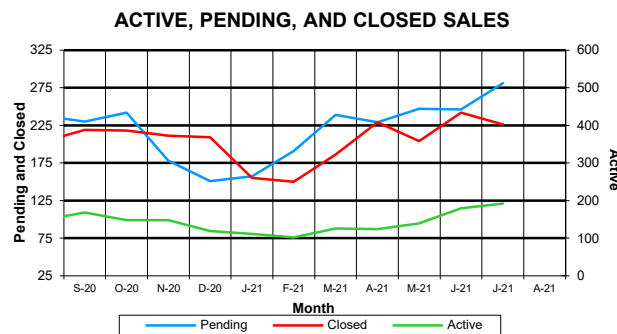
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210



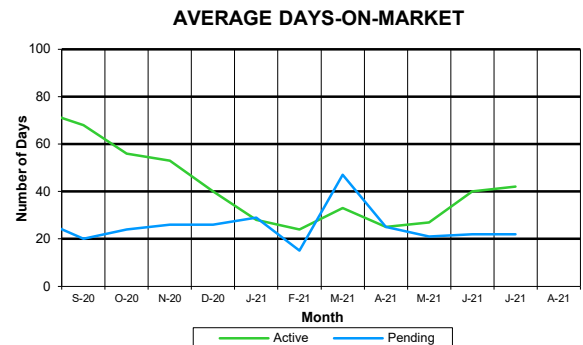
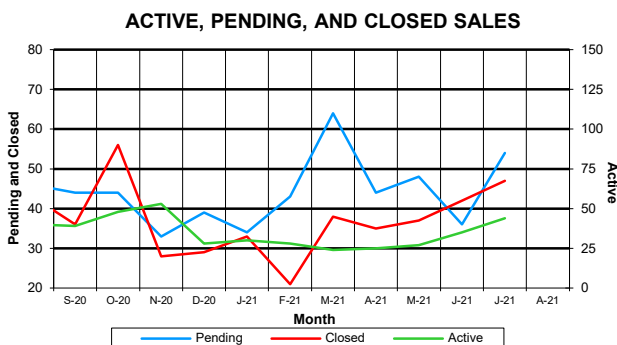
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	119	60	151	17	209	\$403,290
Jan-21	111	56	157	23	155	\$385,535
Feb-21	102	54	191	15	150	\$438,133
Mar-21	126	46	239	18	186	\$422,860
Apr-21	124	44	229	13	229	\$447,231
May-21	139	38	247	15	204	\$484,232
Jun-21	179	38	246	14	242	\$470,636
Jul-21	192	43	281	18	226	\$449,793



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	28	40	39	26	29	\$330,871
Jan-21	30	28	34	29	33	\$302,718
Feb-21	28	24	43	15	21	\$305,429
Mar-21	24	33	64	47	38	\$331,141
Apr-21	25	25	44	25	35	\$345,108
May-21	27	27	48	21	37	\$323,280
Jun-21	35	40	36	22	42	\$384,074
Jul-21	44	42	54	22	47	\$370,252



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

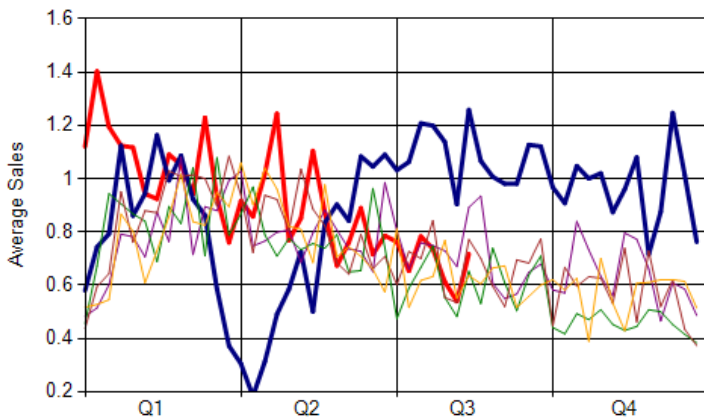
## Sacramento

Ending: Sunday, August 22, 2021

Week 33

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
South Sacramento			20	349	15	2	13	0.65	0.77	-16%	0.80	-19%
Central & North Sacramento			41	664	37	2	35	0.85	0.91	-6%	0.82	5%
Folsom			17	340	13	2	11	0.65	1.00	-36%	0.86	-25%
El Dorado			8	93	8	2	6	0.75	0.76	-2%	0.52	44%
Placer & Nevada			64	1174	45	5	40	0.63	0.99	-37%	0.78	-20%
Yolo			6	25	5	0	5	0.83	0.81	3%	0.43	94%
Northern Counties			10	87	12	3	9	0.90	0.76	18%	0.60	50%
Current Week Totals		Traffic : Sales    20 : 1	166	2732	135	16	119	0.72	0.91	-21%	0.76	-6%
Per Project Average			16		0.81	0.10	0.72					
Year Ago - 08/23/2020		Traffic : Sales    14 : 1	152	2444	179	17	162	1.07	0.85	26%	1.05	2%
% Change			9%	12%	-25%	-6%	-27%	-33%	7%		-27%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 33

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	131	27	0.90	0.14	0.76	0.69
■	2017	139	27	0.95	0.15	0.80	0.73
■	2018	129	26	0.89	0.14	0.76	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	150	16	1.00	0.16	0.84	0.89
■	2021	160	18	1.00	0.09	0.91	0.91
% Change:		7%	13%	0%	-41%	8%	1%

\* Averages rounded for presentation. Change % calculated on actual numbers.



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Slowing sales growth over the past few months has helped inventories build and cooled price growth. More homes for sale at marginally better prices should help home sales stop their slide. We look for new home sales to end three straight months of declines and rise to a 718K annual pace in July. While sales should improve in July, we may continue to see some stops and starts in the new home market, as builders try to work through a back log of projects in the face of persistent material shortages. Similar dynamics were likely at play in the resale market in July. Inventories have picked up from their April lows as homeowners have tried to take advantage of the sellers' market. Moreover, with demand cooling from its fever pitch, some sellers have started to take price cuts. This led to a pickup in pending home sales in May, which was not entirely accounted for in June closings and should feed into sales for July. We suspect existing home sales held up at a solid 5.85 million-unit seasonally adjusted annualized rate in July. The lack of a turnaround in mortgage purchase applications suggests it may be too soon to call for a sustained pickup in sales, but underlying demand demographics remain healthy and further delays in the return to work could bring out more homebuyers. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>2.76%</b>	<b>2.99%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.27%</b>		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 20							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	0	2	5	0	0	35	29	0.73	0.88
Pleridae	KB Home	GT		DTST	69	0	2	11	1	0	39	39	1.78	1.78
Vintage Park	KB Home	SO		ATST	81	0	2	28	1	0	29	29	2.39	2.39
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	3	14	0	0	43	27	0.95	0.82
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	1	10	0	0	97	24	0.87	0.73
Camarrillo at Fieldstone	Lennar	VN		DTMJ	110	0	4	10	0	0	103	17	0.85	0.52
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	5	4	17	3	0	178	32	1.16	0.97
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	2	12	0	0	41	25	0.95	0.76
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	2	15	1	0	99	19	0.82	0.58
Redwood at Parkside	Lennar	VN		DTMJ	300	4	3	5	2	0	288	31	0.88	0.94
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	0	0	0	78	16	0.74	0.48
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	4	5	19	0	0	12	12	1.53	1.53
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	4	5	16	1	0	84	31	1.25	0.94
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	1	5	50	0	1	82	21	0.86	0.64
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	1	1	48	0	0	64	17	0.68	0.52
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	2	53	3	0	68	22	0.72	0.67
Cedar Creek	TimLewis	GT		ATMJ	112	0	11	14	3	0	4	4	3.11	3.11
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	1	0	0	0	50	4	0.33	0.12
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	4	13	0	1	10	10	0.84	0.84
Glendon Vineyards	Woodside	VN		DTST	103	0	2	9	0	0	89	32	0.80	0.97
TOTALS: No. Reporting: 20		Avg. Sales: 0.65		Traffic to Sales: 23 : 1				63	349	15	2	1493	441	Net: 13
City Codes: GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard, LN = Elk Grove Laguna														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 19							In Area : 19		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	1	8	2	0	29	19	0.66	0.58
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	2	27	1	0	43	23	0.71	0.70
Crocker Village- Courts	Black Pine	SO		DTST	83	0	2	27	0	0	31	17	0.52	0.52
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	27	0	0	38	19	0.63	0.58
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	2	45	0	0	84	21	0.82	0.64
Mills Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	116	0	2	45	0	0	80	14	0.78	0.42
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	3	3	22	1	0	85	32	0.73	0.97
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	14	0	0	43	43	1.58	1.58
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	11	1	0	35	29	0.92	0.88
Oaks at Mitchell	KB Home	CH		DTST	74	0	2	16	0	0	27	27	1.60	1.60
Ventana	Lennar	RO		DTMJ	160	0	2	6	0	0	87	18	0.80	0.55
Verdant	Lennar	RO		DTST	157	0	2	4	0	0	76	32	1.07	0.97
Viridian	Lennar	RO		DTST	185	0	2	6	2	0	106	39	0.94	1.18
Montelena	Premier Homes	RO		DTST	169	0	1	44	0	0	155	44	1.61	1.33
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	3	4	0	0	21	6	0.23	0.18
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	4	4	3	2	0	30	14	0.33	0.42
Alderwood	Watt	RO		DTMJ	54	0	5	11	1	0	49	29	0.78	0.88
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	10	0	0	14	14	0.45	0.45
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	12	1	0	85	27	0.83	0.82
TOTALS: No. Reporting: 19		Avg. Sales: 0.58		Traffic to Sales: 31 : 1			42	342	11	0	1118	467	Net: 11	
City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 22							In Area : 22		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	1	6	3	1	0	73	37	0.74	1.12
Edgeview - The Cove	Beazer	SO		ATST	156	4	17	8	1	0	68	40	1.11	1.21
Westward - The Cove	Beazer	SO		DTST	122	0	5	0	0	0	40	8	0.55	0.24
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	93	23	1.00	0.70
Provence	Blue Mountain	SO		ATST	185	4	4	11	3	0	85	37	0.93	1.12
Castile at Parkebridge	DR Horton	SO		DTMJ	163	0	2	1	0	0	157	42	1.29	1.27
Moraga	DR Horton	AO		DTMJ	162	3	4	12	1	0	88	53	1.57	1.61
Garnet at Barrett Ranch	Lennar	AO		DTST	120	3	4	49	2	0	45	33	0.95	1.00
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	2	53	1	1	43	36	0.91	1.09
Northlake - Atla	Lennar	SO		DTMJ	116	3	4	10	1	0	29	29	0.93	0.93
Northlake - Bleau	Lennar	SO		DTMJ	236	2	3	10	2	0	37	37	1.19	1.19
Northlake - Crestvue	Lennar	SO		DTMJ	97	2	5	10	3	0	26	26	0.83	0.83
Northlake - Drifton	Lennar	SO		DTMJ	134	2	2	10	2	0	20	20	0.88	0.88
Northlake - Lakelet	Lennar	SO		DTMJ	134	4	1	10	4	0	33	33	1.06	1.06
Northlake - Shor	Lennar	SO		DTMJ	140	6	5	10	3	0	33	33	1.06	1.06
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	10	0	0	28	28	0.90	0.90
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	1	10	0	0	33	33	1.06	1.06
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	7	0	0	1	1	0.64	0.64
NUVO Artisan Square	The New Home Co	SO		ATST	115	3	3	35	1	0	98	64	1.36	1.94
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	28	1	1	48	48	2.30	2.30
Mystique	Watt TSO	SO		ATST	57	0	TSO	17	0	0	47	10	0.49	0.30
Portisol at Artisan Square	Watt	SO		ATST	112	0	1	18	0	0	36	25	0.82	0.76
TOTALS: No. Reporting: 22		Avg. Sales: 1.09		Traffic to Sales: 12 : 1				74	322	26	2	1161	696	Net: 24
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														



Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 17							In Area : 17		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Iron Ridge at Russell Ranch	Anthem United TSO	FM		DTMJ	97	0	TSO	5	0	0	84	33	1.11	1.00
Sycamore Creek	JMC	FM		DTMJ	86	3	3	30	1	0	26	24	0.72	0.73
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	1	13	1	0	60	50	1.54	1.52
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	15	0	0	29	29	1.51	1.51
Aster at White Rock Springs	Lennar	FM		DTMJ	90	4	3	2	2	0	12	12	1.40	1.40
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	4	1	4	4	0	13	13	1.52	1.52
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	1	36	1	0	29	29	1.03	1.03
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	5	21	0	1	99	46	1.22	1.39
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	2	3	0	1	54	32	0.83	0.97
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	3	3	0	0	61	37	1.01	1.12
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	1	6	0	0	9	9	0.53	0.53
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	3	15	0	0	91	30	0.99	0.91
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	6	15	1	0	96	22	1.08	0.67
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	2	53	1	0	45	27	1.02	0.82
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	25	0	0	63	26	0.81	0.79
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	1	47	1	0	101	29	1.11	0.88
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	2	2	47	1	0	32	32	1.18	1.18
TOTALS: No. Reporting: 17		Avg. Sales: 0.65		Traffic to Sales: 26 : 1				38	340	13	2	904	480	Net: 11
City Codes: FM= Folsom														

El Dorado County				Projects Participating: 8							In Area : 8		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE	DTMJ	51	4	4	18	2	0	18	18	1.11	1.11
Manzanita at Saratoga	Elliott	EH	DTMJ	202	0	4	30	0	0	31	16	0.59	0.48
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	3	5	19	1	1	20	15	0.51	0.45
Hawk View at Bass Lake Hills	Lennar	EH	DTMJ	114	0	2	1	1	0	76	23	0.85	0.70
Heritage El Dorado Hills-Estates	Lennar	EH	DTMJ	92	0	2	6	1	0	87	25	0.57	0.76
Heritage El Dorado Hills-Legends	Lennar	EH	DTMJ	165	0	3	6	1	1	138	25	0.90	0.76
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	373	4	3	6	2	0	143	39	0.93	1.18
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	DTMJ	23	0	3	7	0	0	6	6	0.79	0.79
TOTALS: No. Reporting: 8		Avg. Sales: 0.75		Traffic to Sales: 12 : 1			26	93	8	2	519	167	Net: 6
City Codes: RE = Rescue, EH = El Dorado Hills													

Development Name	Developer	City Code	Notes	Type	Projects Participating: 63							In Area : 65		
Placer County					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	14	4	0	0	15	15	0.89	0.89
Verrado at Solaire	Beazer	RV		DTMJ	76	2	13	6	1	0	9	9	0.97	0.97
Milestone at Sierra Fine	Black Fine	RK		DTST	61	0	2	10	0	0	28	24	0.75	0.73
Carnelian	Blue Mountain	GB		ATMJ	28	0	2	9	0	0	15	15	0.58	0.58
Cresleigh Havenwood	Cresleigh	LL	New/Rsv's	DTMJ	83	4	4	21	0	0	0	0	0.00	0.00
Balboa	DR Horton	RV		DTST	127	3	4	8	1	0	29	29	1.51	1.51
Cerrada	DR Horton	LL		DTST	166	0	2	7	1	0	101	56	1.31	1.70
Traditions at Independence	DR Horton	LL		DTST	97	0	3	3	0	0	4	4	1.04	1.04
Winding Creek- The Wilds	DR Horton	RV		DTST	50	0	2	14	0	0	34	34	1.49	1.49
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	1	1	1	0	12	12	1.45	1.45
Broadlands	JMC	LL		DTST	77	3	3	25	1	0	73	43	1.23	1.30
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	2	118	1	1	20	20	1.09	1.09
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	2	134	0	0	21	21	1.14	1.14
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	3	24	0	0	152	42	1.32	1.27
Palisade Village	JMC	RV		DTST	232	0	4	36	1	0	154	55	1.56	1.67
Pinnacle Village	JMC	RV		DTMJ	127	0	2	16	0	0	121	30	1.04	0.91
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	71	0	0	46	30	0.96	0.91
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	5	131	1	1	15	15	0.82	0.82
Sentinel	JMC	RV		DTST	132	0	4	31	0	0	121	45	1.59	1.36
Westview at Whitney Ranch	JMC S/O	RK		DTMJ	97	0	S/O	0	1	0	97	15	0.77	0.45
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	0	0	0	100	43	1.43	1.30
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	3	1	0	37	17	0.45	0.52
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	0	0	1	110	37	0.89	1.12
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	1	7	1	0	20	20	0.90	0.90
Granite Bluff	KB Home	RK		DTMJ	73	1	3	9	2	0	70	58	1.62	1.76
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	4	4	15	3	0	146	42	1.25	1.27
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	2	4	0	0	36	28	0.78	0.85
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	3	8	0	0	44	36	1.04	1.09
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	14	0	0	31	28	0.89	0.85
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	117	0	2	2	0	0	1	1	0.64	0.64
Heritage Placer Vineyards: Lazio	Lennar	RV		AASF	142	0	2	4	0	0	1	1	0.23	0.23
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	5	3	0	0	150	27	0.88	0.82
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	3	3	0	0	144	34	0.84	1.03
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	1	3	0	0	163	28	0.93	0.85
Lumiere at Sierra West	Lennar	RV		DTMJ	129	0	2	5	1	1	42	33	0.89	1.00
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	1	4	2	0	43	25	0.86	0.76
Molise at Heritage Placer Vineyards	Lennar	RV	New	DTMJ	30	3	2	1	1	0	1	1	7.00	7.00
Novara at Fiddymont	Lennar	RV		DTST	105	0	2	2	2	0	58	25	0.98	0.76
Pavia at Fiddymont Farm	Lennar	RV		DTST	94	0	1	2	0	0	56	27	0.93	0.82
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	4	3	12	3	0	59	26	0.91	0.79
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	1	4	0	0	43	37	0.89	1.12
Meadowlands 60s	Meritage	LL		DTMJ	92	3	4	25	3	1	14	14	1.05	1.05
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	2	11	0	0	45	45	1.72	1.72
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	3	4	29	0	0	59	33	0.96	1.00
Fieldstone at Fiddymont Ranch	Richmond American S/O	RV		DTMJ	71	0	S/O	0	1	0	71	16	0.93	0.48

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 63							In Area : 65		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere at Independence	Richmond American	LL		DTMJ	122	0	2	5	1	0	44	44	1.37	1.33
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	3	3	10	1	0	49	37	1.14	1.12
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	15	11	1	0	41	41	1.46	1.46
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	23	1	2	0	81	41	1.26	1.24
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	6	6	0	0	52	30	0.81	0.91
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	3	9	16	1	0	29	29	1.03	1.03
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	25	50	0	0	30	30	1.84	1.84
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	7	9	60	2	0	21	21	1.29	1.29
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	1	25	50	1	0	16	16	0.98	0.98
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	4	7	9	0	0	33	5	0.51	0.15
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	4	3	30	2	0	62	23	0.60	0.70
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	2	2	22	2	0	24	24	1.10	1.10
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	1	0	0	0	101	27	0.86	0.82
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	22	1	0	17	17	0.78	0.78
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	71	3	3	23	1	0	57	44	1.39	1.33
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	4	11	1	0	84	38	1.06	1.15
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	4	5	0	0	79	21	0.61	0.64
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	1	0	0	86	31	0.67	0.94
TOTALS: No. Reporting: 63		Avg. Sales: 0.63		Traffic to Sales: 26 : 1				281	1171	45	5	3517	1715	Net: 40
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay														

Nevada County					Projects Participating: 1							In Area : 2		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates	Hilbers	GV	DTST	45	0	1	3	0	0	19	9	0.14	0.27	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			1	3	0	0	19	9	Net: 0	
City Codes: GV = Grass Valley														

Yolo County					Projects Participating: 6							In Area : 7		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Riverchase	Anthem United	WS	DTST	222	0	1	1	1	0	204	35	1.05	1.06	
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	0	2	0	0	0	76	26	0.68	0.79	
Summerstone at Spring Lake	Lennar	WL	DTST	87	0	1	3	0	0	86	28	0.77	0.85	
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	2	14	0	0	14	14	0.74	0.74	
Cannery - Gala	The New Home Co	DV	ATMJ	120	4	3	4	2	0	92	19	0.45	0.58	
Phes at Spring Lake	Woodside	WL	DTMJ	83	3	2	3	2	0	64	32	0.79	0.97	
TOTALS: No. Reporting: 6		Avg. Sales: 0.83		Traffic to Sales: 5 : 1			11	25	5	0	536	154	Net: 5	
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis														

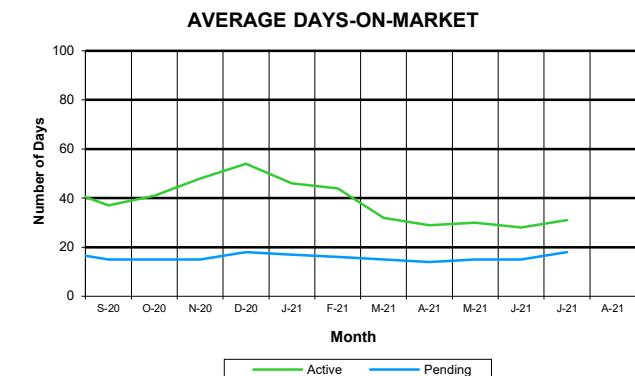
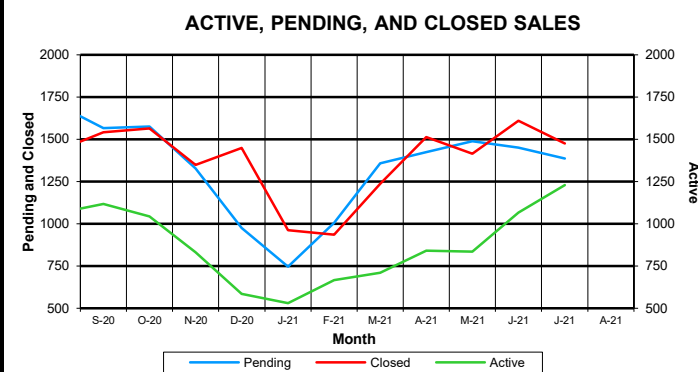
Development Name	Developer	City Code	Notes	Type										
Sutter County					Projects Participating: 1							In Area : 1		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	4	3	2	4	0	94	23	1.27	0.70
TOTALS: No. Reporting: 1		Avg. Sales: 4.00		Traffic to Sales: 1 : 1			3	2	4	0	94	23	Net: 4	
City Codes: LO = Live Oak														

Yuba County					Projects Participating: 9							In Area : 9		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Meadows at Pumas Ranch	Cresleigh	FLK	Rsv's	DTMJ	111	0	1	36	0	0	54	16	0.68	0.48
Cresleigh Riverside at Pumas Ranch	Cresleigh	FLK		DTMJ	52	0	3	6	0	0	44	11	0.56	0.33
Diamante at Pumas Lake	DR Horton	FLK	New	DTST	94	4	3	3	1	0	1	1	7.00	7.00
Summerset at The Orchards	JMC	MS		DTST	96	3	3	9	3	0	82	33	1.24	1.00
Sonoma Ranch	Lennar	FLK		DTST	208	0	4	6	0	0	178	19	0.99	0.58
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	1	7	0	0	34	24	0.72	0.73
Crosswinds at River Oaks	Meritage	FLK		DTMJ	72	3	3	11	2	0	18	18	1.35	1.35
Seasons at River Oaks	Richmond American	OL		DTST	83	0	5	3	0	2	34	34	1.06	1.03
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	4	6	4	2	1	60	38	1.15	1.15
TOTALS: No. Reporting: 9		Avg. Sales: 0.56		Traffic to Sales: 11 : 1			29	85	8	3	505	194	Net: 5	
City Codes: FLK = Pumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento				Projects Participating: 166					In Area : 170	
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 166	Avg. Sales: 0.72	Traffic to Sales: 20 : 1	568	2732	135	16	9866	4346	Net: 119	
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out										

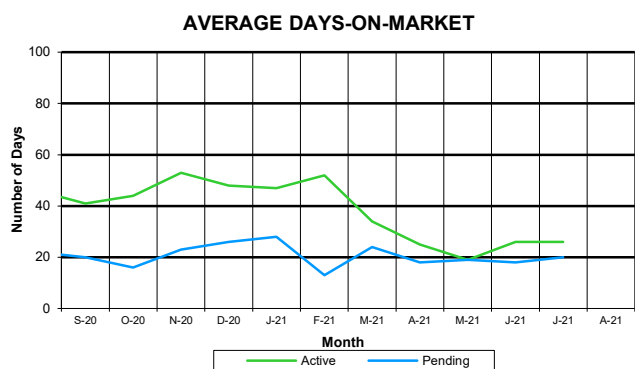
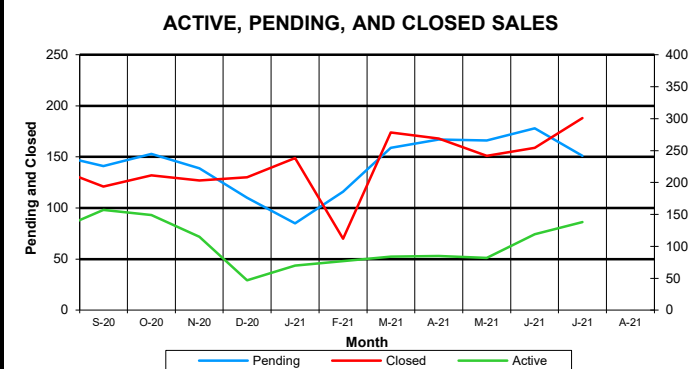
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023



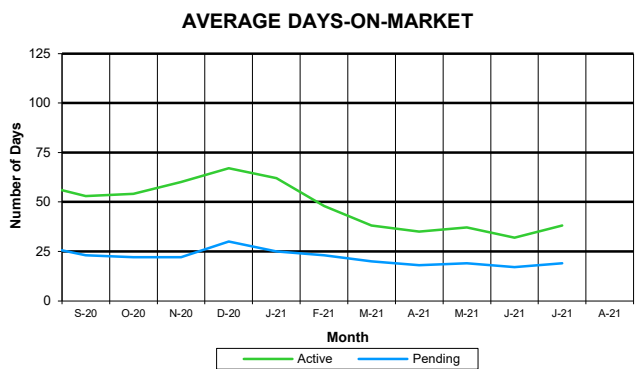
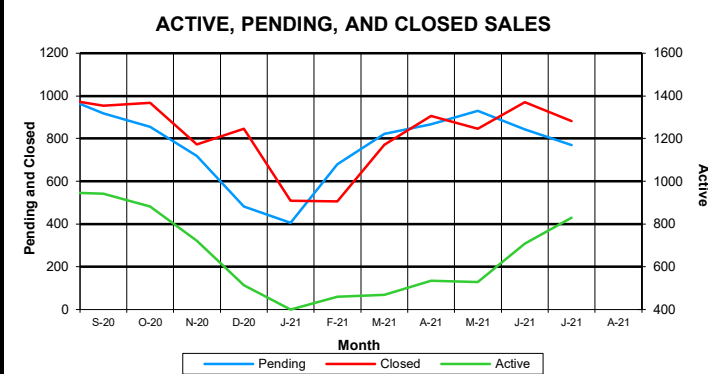
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324
Jul-21	138	26	151	20	188	\$330,251



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605
Jul-21	829	38	769	19	882	\$743,192



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195
Apr-21	98	47	163	21	156	\$658,498
May-21	101	47	174	23	159	\$682,003
Jun-21	117	44	151	20	182	\$676,184
Jul-21	152	41	133	24	155	\$663,476

