

## Ryness Report Quarterly Summary Data

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Bay Area</b>						
2021 Averages	116	14.4	1.05	0.07	0.98	14 : 1
4th Quarter						:
3rd Quarter	115	12.7	0.84	0.06	0.77	15 : 1
2nd Quarter	113	13.6	1.03	0.07	0.96	13 : 1
1st Quarter	121	16.9	1.27	0.07	1.20	13 : 1
<b>Alameda County</b>						
2021 Averages	28	17.7	0.97	0.04	0.93	18 : 1
4th Quarter						:
3rd Quarter	28	15.1	0.81	0.05	0.77	19 : 1
2nd Quarter	27	15.8	0.88	0.04	0.84	18 : 1
1st Quarter	28	22.1	1.22	0.05	1.17	18 : 1
<b>Contra Costa County</b>						
2021 Averages	29	15.9	1.20	0.10	1.10	13 : 1
4th Quarter						:
3rd Quarter	28	13.7	1.02	0.09	0.93	13 : 1
2nd Quarter	28	16.2	1.17	0.09	1.08	14 : 1
1st Quarter	31	17.5	1.40	0.11	1.29	13 : 1
<b>Sonoma, Napa Counties</b>						
2021 Averages	8	8.8	0.85	0.08	0.77	10 : 1
4th Quarter						:
3rd Quarter	9	8.5	0.71	0.05	0.66	12 : 1
2nd Quarter	8	9.0	0.87	0.13	0.74	10 : 1
1st Quarter	8	8.8	0.98	0.06	0.92	9 : 1
<b>Marin County, San Francisco County</b>						
2021 Averages	2	8.6	0.55	0.03	0.52	15 : 1
4th Quarter						:
3rd Quarter	2	7.6	0.31	0.00	0.31	24 : 1
2nd Quarter	2	9.4	0.42	0.04	0.38	22 : 1
1st Quarter	3	8.8	0.88	0.06	0.82	10 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>San Mateo County</b>						
2021 Averages	5	7.5	0.64	0.04	0.60	12 : 1
4th Quarter						:
3rd Quarter	4	7.5	0.71	0.04	0.67	11 : 1
2nd Quarter	5	7.8	0.54	0.03	0.51	14 : 1
1st Quarter	6	7.2	0.67	0.05	0.62	11 : 1
<b>Solano County</b>						
2021 Averages	16	14.1	1.09	0.10	0.99	13 : 1
4th Quarter						:
3rd Quarter	15	10.1	0.81	0.11	0.70	12 : 1
2nd Quarter	16	11.7	1.13	0.12	1.01	10 : 1
1st Quarter	16	20.4	1.31	0.06	1.25	16 : 1
<b>Santa Clara County</b>						
2021 Averages	21	13.0	1.18	0.04	1.15	11 : 1
4th Quarter						:
3rd Quarter	20	12.9	0.81	0.02	0.79	16 : 1
2nd Quarter	21	12.1	1.15	0.03	1.12	11 : 1
1st Quarter	22	13.9	1.56	0.06	1.50	9 : 1
<b>Monterey, Santa Cruz &amp; San Benito</b>						
2021 Averages	7	14.4	0.97	0.09	0.88	15 : 1
4th Quarter						:
3rd Quarter	8	13.2	0.74	0.05	0.69	18 : 1
2nd Quarter	6	14.5	1.20	0.11	1.09	12 : 1
1st Quarter	8	15.6	1.05	0.12	0.93	15 : 1

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	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Central Valley</b>						
2021 Averages	105	15.4	1.26	0.12	1.15	12 : 1
4th Quarter						:
3rd Quarter	104	12.5	1.14	0.12	1.02	11 : 1
2nd Quarter	108	14.4	1.28	0.11	1.17	11 : 1
1st Quarter	102	19.3	1.38	0.12	1.26	14 : 1
<b>San Joaquin County</b>						
2021 Averages	32	19.2	1.29	0.10	1.19	15 : 1
4th Quarter						:
3rd Quarter	32	17.8	1.21	0.10	1.11	15 : 1
2nd Quarter	33	17.6	1.34	0.09	1.25	13 : 1
1st Quarter	32	22.1	1.32	0.12	1.20	17 : 1
<b>Tracy/Mountain House</b>						
2021 Averages	20	28.4	1.09	0.05	1.05	26 : 1
4th Quarter						:
3rd Quarter	19	20.9	0.92	0.05	0.87	23 : 1
2nd Quarter	20	28.7	1.16	0.04	1.12	25 : 1
1st Quarter	21	34.9	1.19	0.05	1.14	29 : 1
<b>Stanislaus County</b>						
2021 Averages	4	7.6	1.30	0.15	1.15	6 : 1
4th Quarter						:
3rd Quarter	5	4.7	1.31	0.14	1.17	4 : 1
2nd Quarter	4	7.7	1.31	0.15	1.16	6 : 1
1st Quarter	3	12.3	1.28	0.18	1.10	10 : 1
<b>Merced County</b>						
2021 Averages	19	11.6	1.52	0.21	1.31	8 : 1
4th Quarter						:
3rd Quarter	17	8.7	1.17	0.17	1.00	7 : 1
2nd Quarter	19	10.3	1.42	0.24	1.18	7 : 1
1st Quarter	20	15.4	1.91	0.21	1.70	8 : 1
<b>Fresno County</b>						
2021 Averages	22	5.7	1.17	0.12	1.06	5 : 1
4th Quarter						:
3rd Quarter	25	5.4	1.12	0.13	0.99	5 : 1
2nd Quarter	25	5.4	1.21	0.10	1.11	4 : 1
1st Quarter	17	6.7	1.19	0.11	1.08	6 : 1
<b>Madera County</b>						
2021 Averages	7	5.7	1.21	0.12	1.08	5 : 1
4th Quarter						:
3rd Quarter	6	4.4	1.29	0.17	1.13	3 : 1
2nd Quarter	7	5.8	1.15	0.11	1.03	5 : 1
1st Quarter	8	6.6	1.20	0.10	1.10	6 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Sacramento Valley</b>						
2021 Averages	161	17.7	0.97	0.09	0.87	18 : 1
4th Quarter						:
3rd Quarter	167	16.5	0.78	0.10	0.69	21 : 1
2nd Quarter	163	16.3	0.97	0.09	0.88	17 : 1
1st Quarter	154	20.3	1.16	0.09	1.07	18 : 1
<b>South Sacramento</b>						
2021 Averages	22	17.3	0.85	0.08	0.77	20 : 1
4th Quarter						:
3rd Quarter	20	15.3	0.86	0.08	0.78	18 : 1
2nd Quarter	22	14.1	0.84	0.07	0.77	17 : 1
1st Quarter	24	21.8	0.86	0.10	0.76	25 : 1
<b>Central/North Sacramento</b>						
2021 Averages	41	19.8	0.96	0.08	0.89	21 : 1
4th Quarter						:
3rd Quarter	41	16.4	0.84	0.07	0.76	20 : 1
2nd Quarter	42	19.1	0.97	0.09	0.88	20 : 1
1st Quarter	40	24.0	1.08	0.06	1.02	22 : 1
<b>Folsom</b>						
2021 Averages	16	23.9	1.06	0.10	0.96	23 : 1
4th Quarter						:
3rd Quarter	17	21.1	0.85	0.13	0.72	25 : 1
2nd Quarter	16	24.4	1.05	0.08	0.98	23 : 1
1st Quarter	13	26.9	1.34	0.08	1.26	20 : 1
<b>El Dorado County</b>						
2021 Averages	9	14.7	0.80	0.07	0.73	19 : 1
4th Quarter						:
3rd Quarter	9	12.8	0.60	0.07	0.53	21 : 1
2nd Quarter	9	16.3	0.67	0.04	0.63	24 : 1
1st Quarter	10	15.0	1.09	0.09	1.00	14 : 1
<b>Placer/Nevada County</b>						
2021 Averages	56	17.6	1.04	0.11	0.93	17 : 1
4th Quarter						:
3rd Quarter	63	18.3	0.74	0.10	0.63	25 : 1
2nd Quarter	57	15.2	1.11	0.10	1.01	14 : 1
1st Quarter	49	19.5	1.34	0.11	1.23	15 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b><i>Yolo County</i></b>						
2021 Averages	8	5.7	0.84	0.07	0.77	7 : 1
4th Quarter						:
3rd Quarter	6	4.9	0.53	0.07	0.46	9 : 1
2nd Quarter	9	4.6	0.59	0.06	0.53	8 : 1
1st Quarter	10	7.3	1.23	0.07	1.16	6 : 1
<b><i>North Counties (Sutter and Yuba Counties)</i></b>						
2021 Averages	9	12.8	0.96	0.18	0.78	13 : 1
4th Quarter						:
3rd Quarter	10	10.7	0.91	0.16	0.75	12 : 1
2nd Quarter	9	13.2	0.93	0.19	0.74	14 : 1
1st Quarter	8	14.9	1.05	0.20	0.85	14 : 1

# THE RYNESSE REPORT

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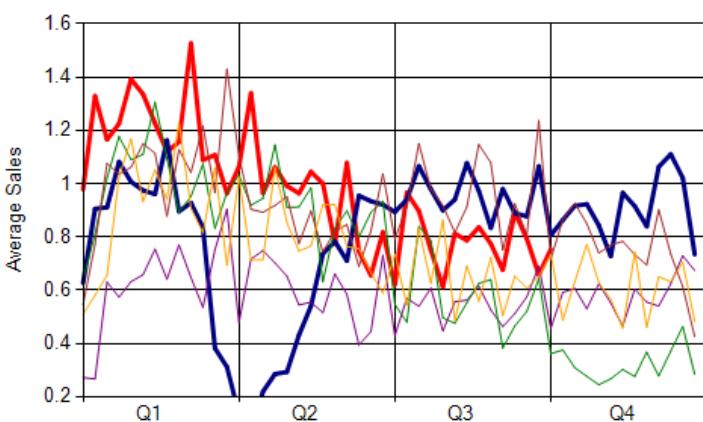
NATIONAL BUILDER DIVISION

**Ending: Sunday, October 10, 2021**

## Bay Area Week 40

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
Alameda	25	323	21	2	19	0.76	0.92	-18%	0.77	-1%
Contra Costa	25	329	21	7	14	0.56	1.09	-49%	0.93	-40%
Sonoma, Napa	9	42	5	0	5	0.56	0.76	-27%	0.66	-16%
San Francisco, Marin	2	23	1	0	1	0.50	0.52	-4%	0.31	60%
San Mateo	3	29	3	0	3	1.00	0.60	66%	0.67	50%
Santa Clara	18	351	20	3	17	0.94	1.14	-17%	0.79	19%
Monterey, Santa Cruz, San Benito	7	70	9	0	9	1.29	0.89	44%	0.69	87%
Solano	12	99	9	1	8	0.67	0.99	-32%	0.70	-5%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>14 : 1</b>	<b>101</b>	<b>1266</b>	<b>89</b>	<b>13</b>	<b>76</b>	<b>0.75</b>	<b>0.98</b>	<b>-23%</b>
Per Project Average			13	0.88	0.13	0.75				
<b>Year Ago - 10/11/2020</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>146</b>	<b>1485</b>	<b>129</b>	<b>3</b>	<b>126</b>	<b>0.86</b>	<b>0.78</b>	<b>10%</b>
% Change			-31%	-15%	-31%	333%	-40%	-13%	25%	-18%

### 52 Weeks Comparison



### Year to Date Averages Through Week 40

### 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	132	30	0.88	0.11	0.77	0.73
■	2017	141	32	1.05	0.10	0.95	0.90
■	2018	125	27	0.91	0.09	0.82	0.70
■	2019	159	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.89	0.11	0.78	0.80
■	2021	116	14	1.05	0.07	0.98	0.98
% Change:		-23%	19%	17%	-38%	25%	22%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>			Despite four straight months of record-breaking increases, home prices could end up reversing course in the next few years, according to one expert. "There is a chance that we will see big declines in coming years," Yale Professor of Economics Robert J. Shiller said on Yahoo Finance Line. "I think people are anxious about that at this point in history." In July, housing values jumped 19.7% year over year, up from 18.7% in June and the fourth month in a row setting record high growth, according to the S&P CoreLogic Case-Shiller national home price index. Shiller keyed on several factors driving the recent surge in home prices. First, mortgage rates are near historic lows and have been during the span of the pandemic. "It is partly due to low interest rates, of course, and Fed policy," Shiller said. "But it's so pervasive- I think it has something to do with our psychology at this point in history, maybe emerging from a COVID-19 pandemic." "We want to do something," he said. "So that seems to be ""let's upgrade our house." Last, Shiller said that fear of missing out could be behind many decisions by homebuyers to jump in the market as they watch anxiously as prices accelerate. "And so, eventually, people cave in and buy and that's what drives it," he said. Source: Janna Herron Editor Yahoo/Money					
<b>FHA</b>								
<b>10 Yr Yield</b>								

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	2	27	0	0	52	30	0.56	0.75
Enclave - Cascade Collection	Century TSO	FR		ATMJ	81	0	TSO	20	0	0	38	13	0.41	0.33
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	2	20	0	0	29	15	0.29	0.38
Hideaway, The	DR Horton	HY		ATMJ	59	0	1	12	1	1	24	24	1.19	1.19
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	1	9	1	0	44	36	0.81	0.90
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	3	10	0	0	53	38	0.98	0.95
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	3	1	0	0	43	43	1.30	1.30
Matrix at Innovation	Lennar	FR		ATMJ	422	4	3	2	3	0	4	4	3.11	3.11
Terraces at Bridgeway	Lennar	NK		ATMJ	31	0	3	3	1	0	16	16	1.93	1.93
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	4	3	1	0	40	37	0.87	0.93
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	3	12	1	0	56	43	1.03	1.08
Breeze at Bay37	Pulte	AL		DTMJ	30	0	3	6	0	0	14	14	0.37	0.37
Compass at Bay37	Pulte	AL		ATMJ	93	0	2	5	1	0	23	23	0.60	0.60
Landing at Bay37	Pulte	AL		ATMJ	96	0	13	5	2	0	16	16	0.42	0.42
Lookout at Bay37	Pulte	AL		ATMJ	26	0	1	5	0	0	17	17	0.45	0.45
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	4	1	1	117	38	0.90	0.95
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	3	0	0	91	19	0.70	0.48
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	NA	0	0	33	22	0.46	0.55
Compass Bay- Dover	Trumark	NK		DTMJ	53	0	2	31	0	0	51	34	0.88	0.85
Compass Bay- Newport	Trumark	NK		ATMJ	85	6	6	31	3	0	61	49	1.05	1.23
Orest at Alameda Point	Trumark	AL		ATMJ	60	0	1	11	3	0	53	49	1.15	1.23
<b>TOTALS: No. Reporting: 20</b>		<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 12 : 1</b>				<b>62</b>	<b>220</b>	<b>18</b>	<b>2</b>	<b>875</b>	<b>580</b>
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 5									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Broadway at Boulevard	Brookfield	DB		ATMJ	110	1	2	18	1	0	56	56	1.43	1.40
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	1	29	1	0	75	30	0.90	0.75
Downing at Boulevard	Lennar TSO	DB		ATST	96	0	TSO	16	0	0	85	41	0.74	1.03
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	2	0	0	0	76	31	0.75	0.78
Uptown	Taylor Morrison TSO	LV		ATMJ	44	0	TSO	40	1	0	41	35	0.89	0.88
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 34 : 1</b>				<b>5</b>	<b>103</b>	<b>3</b>	<b>0</b>	<b>333</b>	<b>193</b>
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Woodbury Highlands	Davidon	LF		ATMJ	99	0	18	3	1	0	9	7	0.16	0.18
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	NA	0	0	32	19	0.64	0.48
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	3	1	10	2	0	11	10	0.21	0.25
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.50</b>			<b>Traffic to Sales: 4 : 1</b>				<b>19</b>	<b>13</b>	<b>3</b>	<b>0</b>	<b>52</b>	<b>36</b>
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 3									
San Ramon Valley					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Highlands at The Preserve	Lennar	SR		DTMJ	122	0	1	2	1	0	120	29	0.69	0.73
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	2	1	2	2	0	69	46	1.04	1.15
Ridgeview at the Preserve	Lennar	SR		ATMJ	77	0	1	3	1	0	62	43	0.95	1.08
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 1.33</b>		<b>Traffic to Sales: 2 : 1</b>				<b>3</b>	<b>7</b>	<b>4</b>	<b>0</b>	<b>251</b>	<b>118</b>
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Village 29	Lafferty	EC		ATMJ	29	0	7	0	0	0	21	10	0.17	0.25
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>7</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>10</b>
City Codes: EC = El Cerrito														

Antioch/Pittsburg					Projects Participating: 10									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	6	31	0	1	98	70	1.66	1.75
Cielo at Sand Creek- Vista	Century	AN		DTMJ	96	0	4	26	0	0	87	65	1.47	1.63
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	2	13	0	0	206	35	0.97	0.88
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	1	14	1	0	55	45	1.10	1.13
Luca at Aviano	DeNova TSO	AN		DTMJ	194	4	TSO	36	6	0	23	23	2.60	2.60
Stella at Aviano	DeNova	AN		DTST	127	0	2	34	2	1	120	85	2.30	2.13
Riverview at Monterra	K Hovnanian	AN		DTMJ	100	0	1	5	0	0	99	27	0.80	0.68
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	3	11	1	1	29	29	0.72	0.73
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	6	6	0	1	47	30	0.96	0.75
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	5	12	0	0	3	3	0.24	0.24
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 19 : 1</b>				<b>30</b>	<b>188</b>	<b>10</b>	<b>4</b>	<b>767</b>	<b>412</b>
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 9									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	81	0	4	15	0	0	69	41	0.63	1.03
Chandler	Brookfield	BT	Rsv's	DTMJ	160	5	13	46	2	0	13	13	1.78	1.78
Easton at Delaney Park	Brookfield	OY		DTST	80	0	1	10	0	0	79	26	0.80	0.65
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	11	10	0	0	89	39	0.90	0.98
Ashbury	KB Home	OY		ATST	69	0	3	1	0	0	65	46	1.10	1.15
Alicante	Meritage	OY		DTMJ	133	0	2	26	1	0	79	74	1.79	1.85
Vines, The	Meritage	OY		DTST	63	0	3	7	0	0	55	55	1.41	1.38
Terrene	Pulte	BT		DTMJ	326	0	5	5	1	3	321	111	2.33	2.78
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	4	1	0	0	86	41	1.02	1.03
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.11</b>		<b>Traffic to Sales: 30 : 1</b>				<b>46</b>	<b>121</b>	<b>4</b>	<b>3</b>	<b>856</b>	<b>446</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

# The Ryness Report

Week Ending  
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Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9									
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'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	ATMU	110	0	2	6	0	0	91	24	0.47	0.60
Live Oak at University	KB Home	RP		DTMJ	104	0	2	7	1	0	96	52	0.82	1.30
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	2	2	2	1	0	7	7	0.79	0.79
Aspect	Lafferty	PET		DTMJ	18	0	3	3	0	0	14	6	0.12	0.15
Juniper at University	Richmond American	RP		DTMJ	150	0	3	2	0	0	147	33	0.82	0.83
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	1	0	0	0	39	19	0.45	0.48
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	13	1	0	17	17	0.98	0.98
Pear Tree	Taylor Morrison	NP		ATST	71	0	1	5	1	0	65	34	0.68	0.85
Riverfront	TRI Pointe	PET		DTMJ	134	0	1	4	1	0	52	40	1.08	1.00
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.56</b>		<b>Traffic to Sales: 8 : 1</b>				<b>15</b>	<b>42</b>	<b>5</b>	<b>0</b>	<b>528</b>	<b>232</b>
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa														

Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Atherton Place	KB Home	NV		ATMU	50	2	2	6	1	0	40	36	0.73	0.90
Verandah	Landsea	NV		ATMU	80	0	4	N/A	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 6 : 1</b>				<b>6</b>	<b>6</b>	<b>1</b>	<b>0</b>	<b>40</b>	<b>36</b>
City Codes: NV = Novato														

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rrn'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	Rsv's	ATMU	54	0	4	17	0	0	5	5	0.16	0.16
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>				<b>4</b>	<b>17</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>5</b>
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Foster Square	Lennar	FC		AAAT	200	0	3	0	0	0	190	28	0.69	0.70
One 90 - Borelle	Pulte	SM		DTMJ	29	0	3	15	0	0	12	12	0.31	0.31
One 90 - Slate	Pulte	SM		ATMU	57	3	1	14	3	0	19	19	0.50	0.50
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 10 : 1</b>				<b>7</b>	<b>29</b>	<b>3</b>	<b>0</b>	<b>221</b>	<b>59</b>
City Codes: FC = Foster City, SM = San Mateo														

# The Ryness Report

Week Ending  
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Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Classics at MonteVista	Classics	MV		ATMU	15	0	1	6	1	0	8	8	0.55	0.55	
Asana	DeNova	SJ	Rsv's	DTMJ	250	3	3	8	1	0	239	68	1.56	1.70	
Cantera	Dividend	MV		ATMU	15	0	4	17	0	0	7	7	0.57	0.57	
Maravilla	Dividend	MV		ATMU	55	0	4	25	4	0	23	23	1.50	1.50	
Redwoods at Montecito	Dividend	MV		ATMU	33	0	4	7	0	0	29	29	1.22	1.22	
Amalfi	DR Horton	MV		ATMU	58	4	3	12	2	0	52	49	1.08	1.23	
Montecito Estates	DR Horton	MH		DTMJ	24	0	1	10	1	1	20	20	0.72	0.72	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	1	17	4	2	112	90	1.86	2.25	
Naya	KB Home	SC		ATMU	58	0	2	20	1	0	25	25	0.84	0.84	
Momentum	Pan Cal	SV		ATMU	18	0	2	6	1	0	16	16	0.87	0.87	
Bellaterra - Bungalow Cluster Att/Det	SummerHill	LG		ATMU	76	0	6	68	1	0	6	6	0.65	0.65	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	5	58	0	0	15	15	0.71	0.71	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	8	48	0	0	12	12	0.57	0.57	
Montalvo Oaks	SummerHill	MS		ATMU	15	0	3	5	0	0	12	12	0.44	0.44	
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	2	8	1	0	12	12	0.57	0.57	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	10	17	0	0	138	55	0.96	1.38	
Elevation- Towns	Taylor Morrison TSO	SV		ATMU	96	0	TSO	9	2	0	86	39	0.89	0.98	
Ovation	Taylor Morrison	SV		ATMU	107	0	4	10	1	0	21	21	1.09	1.09	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.94</b>			<b>Traffic to Sales: 18 : 1</b>				<b>63</b>	<b>351</b>	<b>20</b>	<b>3</b>	<b>833</b>	<b>507</b>	<b>Net: 17</b>

City Codes: MV = Mountain View, SJ = San Jose, MH = Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Roberts Ranch	KB Home	HO		DTMJ	192	0	2	26	2	0	85	85	2.49	2.49	
Carousel at Westfield	Kiper	HO		DTST	92	0	2	N/A	0	0	90	32	1.07	0.80	
Mayfair at Westfield	Kiper	HO		DTMJ	50	0	2	N/A	0	0	46	24	0.70	0.60	
Serenity at Santana Ranch II	Legacy	HO		DTMJ	31	0	3	11	0	0	5	5	0.38	0.38	
Montclair	Meritage	HO		DTMJ	99	0	3	9	0	0	19	19	0.99	0.99	
Beach House II at the Dunes	Shea	MA		DTMJ	92	7	2	7	6	0	19	19	1.87	1.87	
Enclave, The	Shea	SS		DTMJ	26	0	4	6	0	0	9	9	0.47	0.47	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	2	7	1	0	10	10	0.99	0.99	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	0	4	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 1.29</b>			<b>Traffic to Sales: 8 : 1</b>				<b>20</b>	<b>70</b>	<b>9</b>	<b>0</b>	<b>283</b>	<b>203</b>	<b>Net: 9</b>

City Codes: HO = Hollister, MA = Marina, SS = Seaside

# The Ryness Report

Week Ending  
Sunday, October 10, 2021

Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15									
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Luminescence at Liberty	DeNova	RV		AASF	164	0	1	10	1	0	5	5	0.38	0.38
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	3	6	1	0	7	7	0.53	0.53
Copperleaf at Homestead	KB Home	DX		DTST	71	0	5	0	0	0	61	49	1.27	1.23
Creston at One Lake	Lennar	FF		DTMJ	70	5	3	7	3	0	63	41	1.19	1.03
Homestead	Meritage	DX		DTMJ	99	0	3	15	0	0	42	42	1.35	1.35
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	1	3	0	0	69	36	1.11	0.90
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	1	7	1	0	2	2	0.61	0.61
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	2	8	0	1	26	26	0.90	0.90
Farmstead Square	Taylor Morrison <span style="color:red">TSO</span>	VC		DTMJ	130	0	TSO	11	3	0	52	42	1.15	1.05
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	3	11	0	0	61	9	0.43	0.23
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	0	2	11	0	0	72	29	0.51	0.73
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	2	10	0	0	98	43	0.78	1.08
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	1	N/A	0	0	62	52	1.27	1.30
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	0	2	N/A	0	0	38	26	0.78	0.65
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	1	N/A	0	0	32	32	0.97	0.97
<b>TOTALS: No. Reporting: 12</b>	<b>Avg. Sales: 0.67</b>				<b>Traffic to Sales: 11 : 1</b>			<b>30</b>	<b>99</b>	<b>9</b>	<b>1</b>	<b>690</b>	<b>441</b>	<b>Net: 8</b>

City Codes: RV = Rio Vista, DX = Dixon, FF = Fairfield, VC = Vacaville

Bay Area			Projects Participating: 109						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 101</b>	<b>Avg. Sales: 0.75</b>	<b>Traffic to Sales: 14 : 1</b>	<b>317</b>	<b>1266</b>	<b>89</b>	<b>13</b>	<b>5755</b>	<b>3278</b>	<b>Net: 76</b>

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

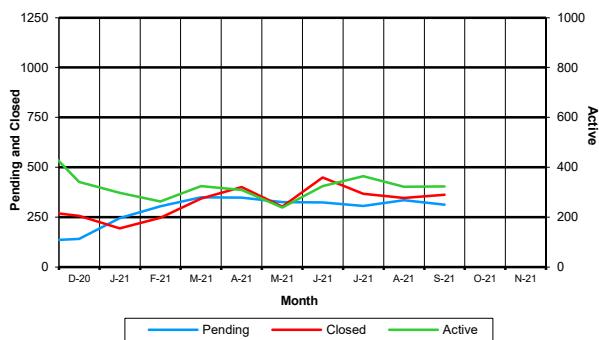
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

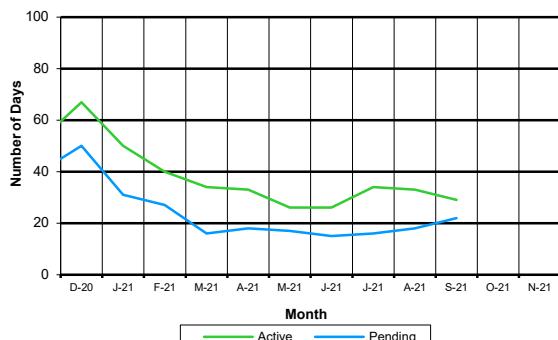
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	263	40	305	27	\$837,703
Mar-21	324	34	350	16	\$889,733
Apr-21	309	33	347	18	\$861,580
May-21	238	26	325	17	\$877,643
Jun-21	325	26	324	15	\$906,946
Jul-21	364	34	306	16	\$883,790
Aug-21	322	33	335	18	\$863,487
Sep-21	323	29	313	22	\$893,271



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## San Jose Metro SFD Monthly MLS Survey

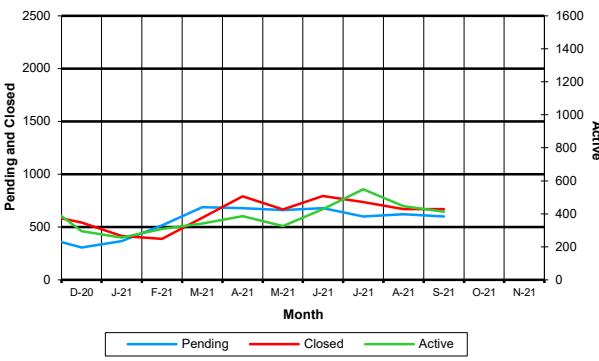
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	309	35	516	14	\$1,406,651
Mar-21	342	28	687	13	\$1,572,946
Apr-21	386	26	678	11	\$1,593,508
May-21	326	30	659	11	\$1,621,132
Jun-21	429	30	680	12	\$1,690,350
Jul-21	548	29	600	12	\$1,619,904
Aug-21	445	38	621	15	\$1,623,724
Sep-21	412	38	601	14	\$1,593,222

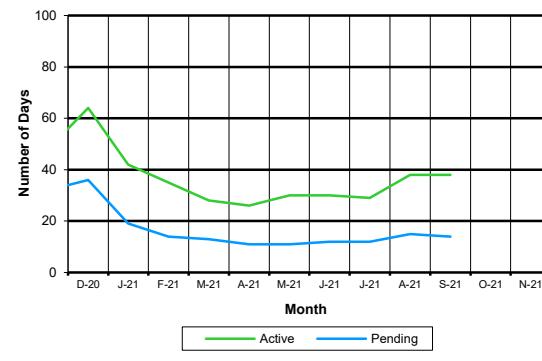
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





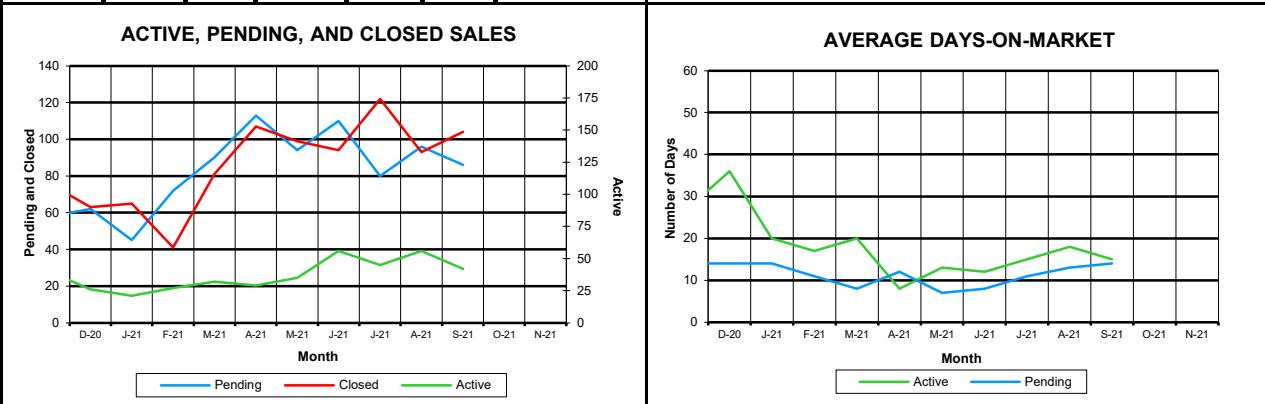
# The Ryness Company

Marketing Research Department

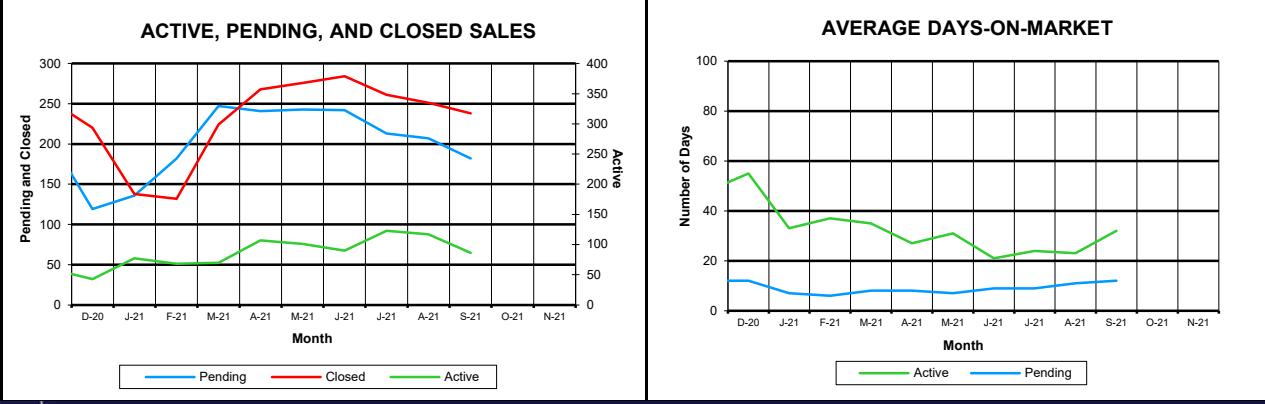
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	56	18	96	13	93	\$855,670
Sep-21	42	15	86	14	104	\$821,059



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	117	23	207	11	251	\$1,645,099
Sep-21	86	32	182	12	238	\$1,525,102



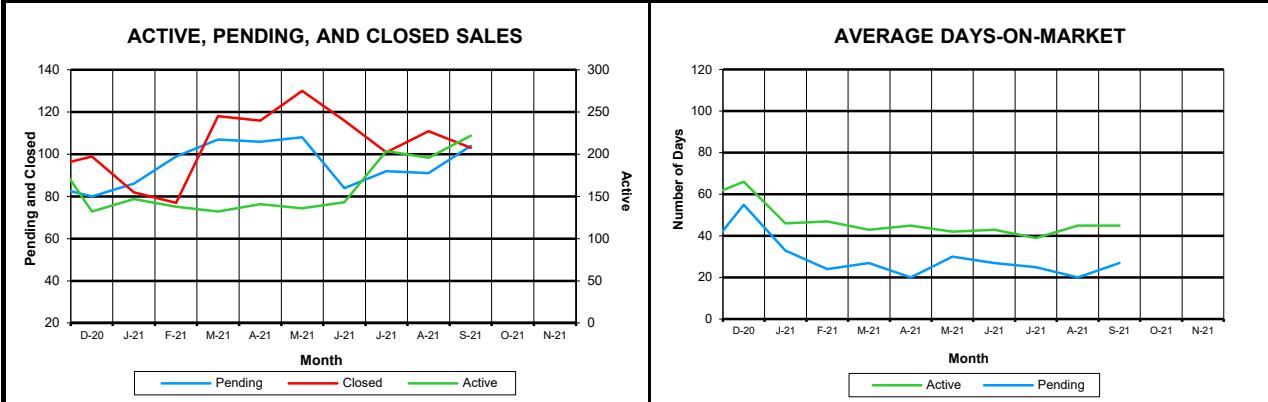


# The Ryness Company

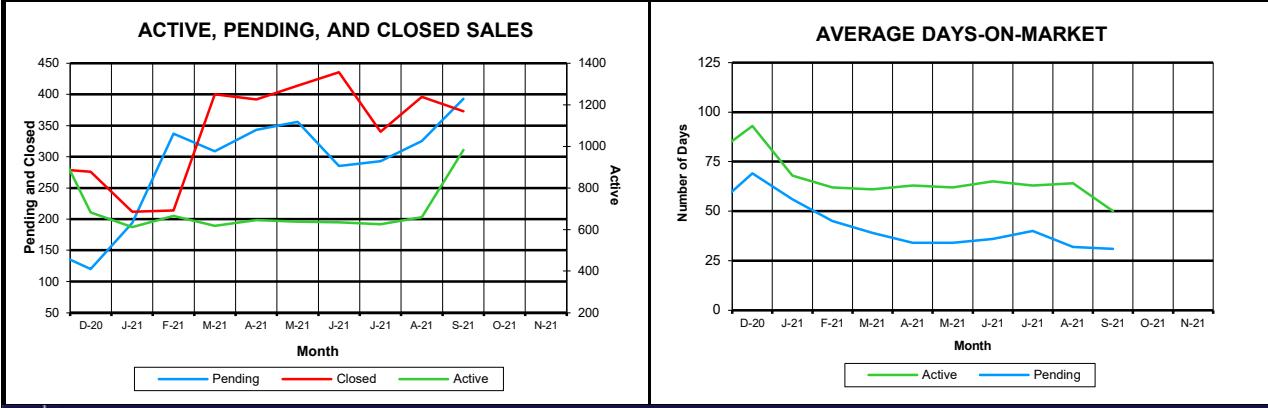
Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	196	45	91	20	111	\$673,099
Sep-21	222	45	104	27	103	\$670,000



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	660	64	325	32	396	\$1,882,962
Sep-21	983	50	393	31	373	\$1,510,985



## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

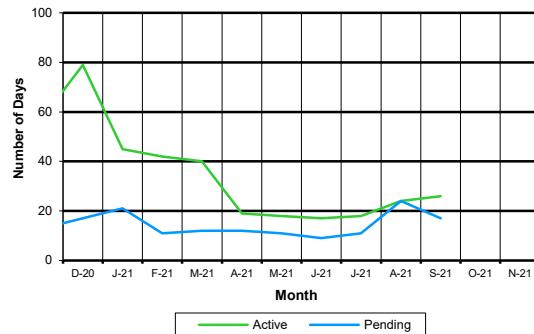
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	120	42	258	11	\$660,758
Mar-21	108	40	343	12	\$698,352
Apr-21	147	19	253	12	\$695,542
May-21	126	18	331	11	\$719,453
Jun-21	175	17	335	9	\$712,251
Jul-21	277	18	344	11	\$690,100
Aug-21	311	24	334	24	\$703,090
Sep-21	343	26	343	17	\$725,260



### ACTIVE, PENDING, AND CLOSED SALES



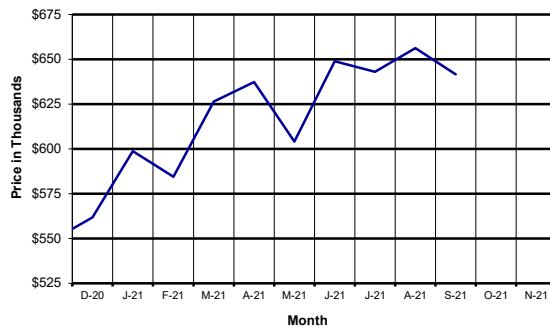
### AVERAGE DAYS-ON-MARKET



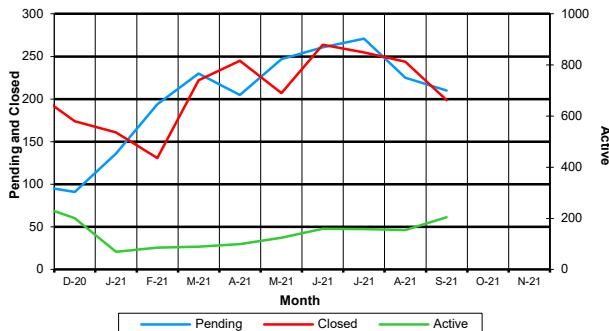
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	85	16	194	16	\$584,418
Mar-21	89	17	230	13	\$626,553
Apr-21	99	20	205	13	\$637,379
May-21	125	18	247	14	\$604,239
Jun-21	160	22	261	14	\$648,973
Jul-21	158	22	271	18	\$643,117
Aug-21	155	27	225	20	\$656,348
Sep-21	204	27	210	19	\$641,608

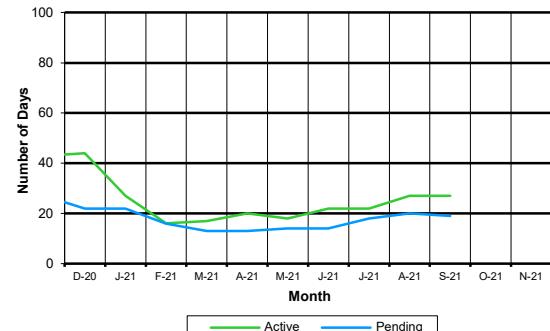
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



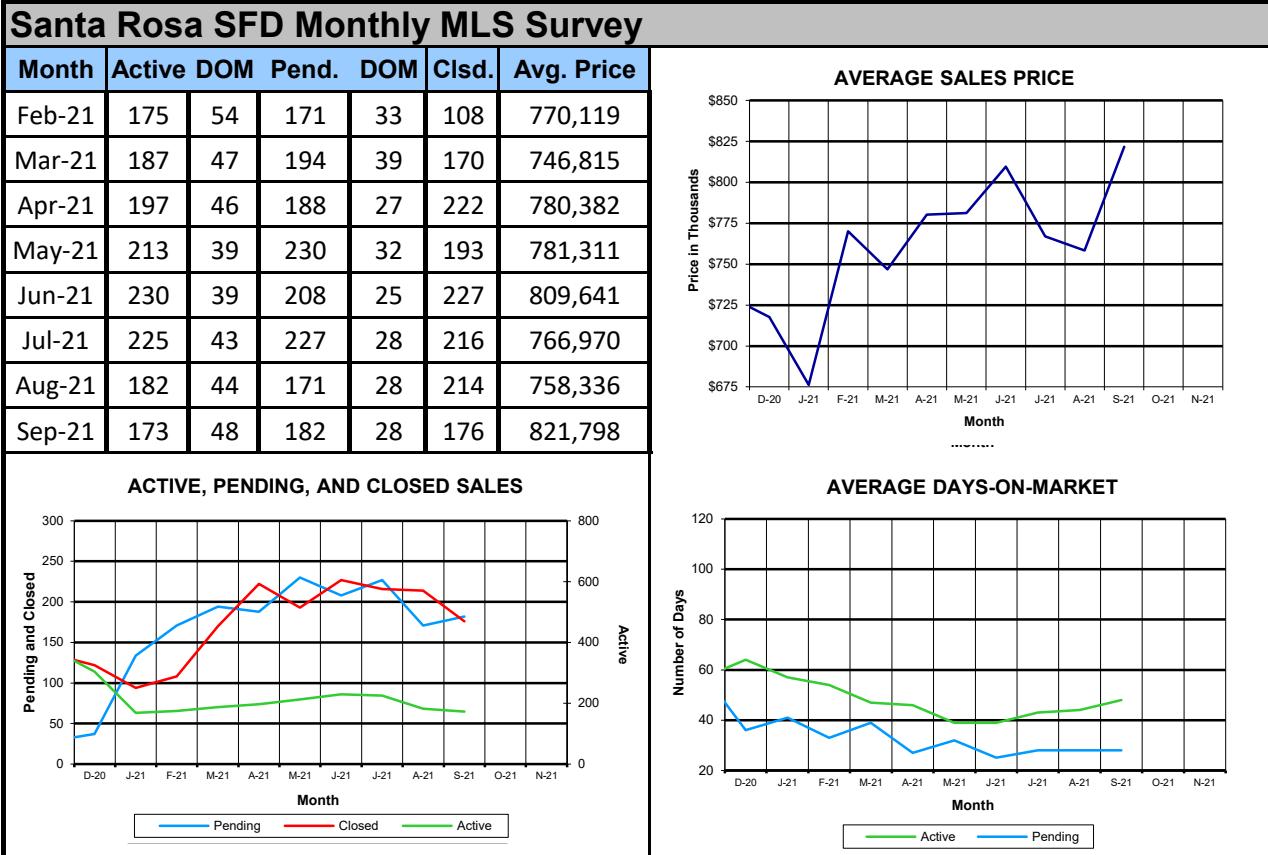
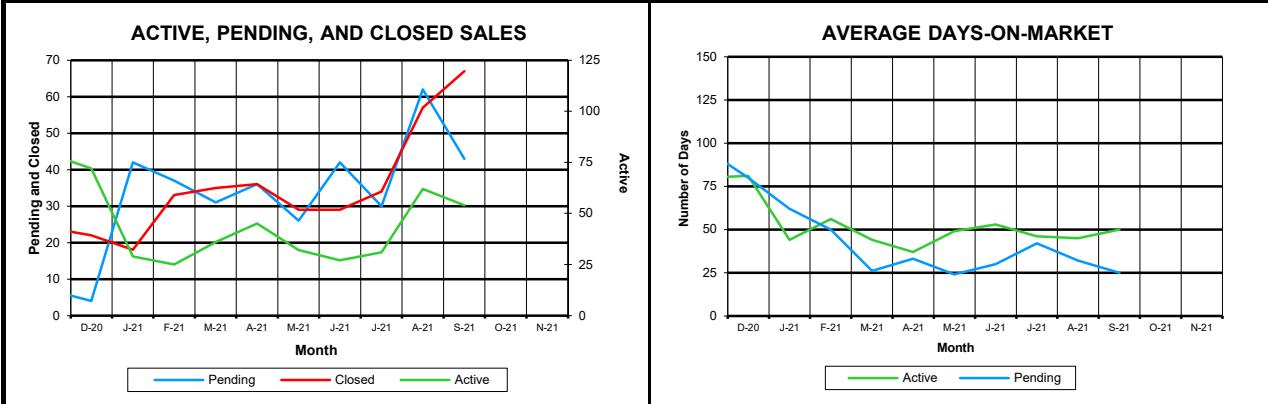


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Feb-21	25	56	37	\$400,166
Mar-21	36	44	31	\$367,216
Apr-21	45	37	36	\$414,122
May-21	32	49	26	\$419,958
Jun-21	27	53	42	\$470,551
Jul-21	31	46	30	\$423,838
Aug-21	62	45	62	\$538,690
Sep-21	54	50	43	\$477,925



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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# CALIBER HOME LOANS

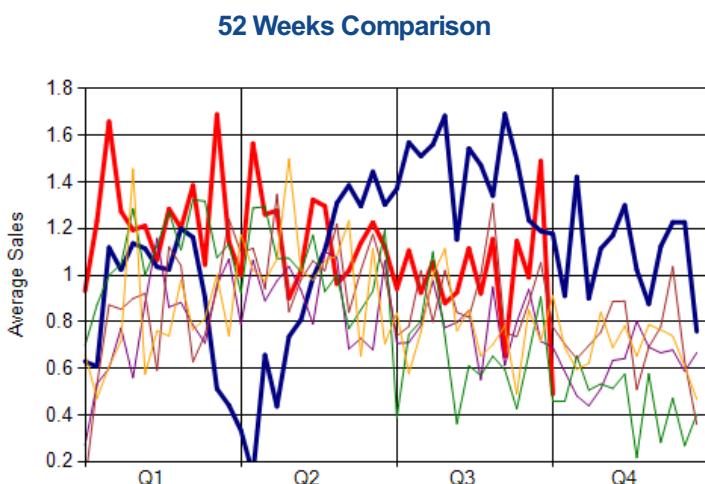
#### NATIONAL BUILDER DIVISION

*Ending: Sunday, October 10, 2021*

# Central Valley

## Week 40

Counties / Groups			Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House			16	398	13	3	10	0.63	1.04	-40%	0.87	-28%
San Joaquin County			31	487	13	3	10	0.32	1.17	-72%	1.11	-71%
Stanislaus County			4	10	3	1	2	0.50	1.13	-56%	1.17	-57%
Merced County			16	116	17	0	17	1.06	1.31	-19%	1.00	6%
Madera County			5	23	3	2	1	0.20	1.07	-81%	1.13	-82%
Fresno County			24	108	11	4	7	0.29	1.04	-72%	0.99	-71%
Current Week Totals	Traffic : Sales	19 : 1	96	1142	60	13	47	0.49	1.13	-57%	1.02	-52%
Per Project Average				12	0.63	0.14	0.49					
Year Ago - 10/11/2020	Traffic : Sales	19 : 1	90	1770	91	9	82	0.91	1.12	-19%	1.43	-36%
% Change				7%	-35%	-34%	44%	-43%	-46%	1%		-29%



## Year to Date Averages Through Week 40

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	0.99	0.12	0.86	0.81
■	2017	50	30	1.03	0.12	0.92	0.87
■	2018	69	22	1.08	0.17	0.91	0.80
■	2019	78	23	0.96	0.14	0.82	0.77
■	2020	85	21	1.33	0.20	1.13	1.11
■	2021	105	15	1.25	0.12	1.13	1.13
% Change:		22%	-29%	-6%	-41%	0%	2%

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



# WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>2.90%</b>	APR <b>3.08%</b>	Despite four straight months of record-breaking increases, home prices could end up reversing course in the next few years, according to one expert. "There is a chance that we will see big declines in coming years," Yale Professor of Economics Robert J. Shiller said on Yahoo Finance Line. "I think people are anxious about that at this point in history." In July, housing values jumped 19.7% year over year, up from 18.7% in June and the fourth month in a row setting record high growth, according to the S&P CoreLogic Case-Shiller national home price index. Shiller keyed on several factors driving the recent surge in home prices. First, mortgage rates are near historic lows and have been during the span of the pandemic. "It is partly due to low interest rates, of course, and Fed policy," Shiller said. "But it's so pervasive- I think it has something to do with our psychology at this point in history, maybe emerging from a COVID-19 pandemic." "We want to do something," he said. "So that seems to be ""let's upgrade our house." Last, Shiller said that fear of missing out could be behind many decisions by homebuyers to jump in the market as they watch anxiously as prices accelerate. "And so, eventually, people cave in and buy and that's what drives it," he said. Source: Janna Herron Editor Yahoo/Money
FHA	<b>2.25%</b>	<b>2.91%</b>	
10 Yr Yield	<b>1.61%</b>		

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magnolia Park	Bright	TR		DTMJ	42	0	1	5	0	0	39	16	0.67	0.40	
Legacy at College Park	Century	MH		DTMJ	133	4	3	66	2	0	71	61	1.47	1.53	
Portfolio at College Park	Century	MH		DTST	112	0	3	55	1	0	76	64	1.58	1.60	
Provenance at College Park	Century	MH		DTMJ	68	0	1	0	0	0	67	18	0.74	0.45	
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	1	N/A	0	0	15	15	1.24	1.24	
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	1	N/A	0	0	18	18	1.48	1.48	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	1	7	31	1	0	125	35	0.97	0.88	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	6	0	1	1	107	31	0.83	0.78	
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	2	30	1	1	118	50	0.90	1.25	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	3	1	23	3	0	97	46	0.92	1.15	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	1	1	14	2	1	173	56	1.27	1.40	
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	0	1	0	0	0	43	17	0.34	0.43	
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	66	0	0	54	54	1.75	1.75	
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	3	13	0	0	152	63	1.71	1.58	
Ean at Tracy Hills	Shea	TH		DTMJ	70	0	2	36	0	0	68	68	1.69	1.70	
Langston at Mountain House	Shea	MH		ATMJ	131	0	1	50	0	0	128	26	1.44	0.65	
Berkshire at Ellis	Woodside	TR		DTMJ	95	2	1	8	2	0	84	48	1.23	1.20	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	2	1	0	0	74	24	1.09	0.60	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 31 : 1</b>				<b>40</b>	<b>398</b>	<b>13</b>	<b>3</b>	<b>1509</b>	<b>710</b>	<b>Net: 10</b>

City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills

Stockton/Lodi					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	1	16	1	0	55	55	1.78	1.78	
Solari Ranch II	DR Horton	SK		DTST	65	0	3	8	0	0	5	5	1.52	1.52	
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	1	13	0	0	41	41	1.57	1.57	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	2	4	1	0	91	49	1.02	1.23	
Montevello II	KB Home	SK		DTST	154	0	1	24	2	0	66	53	1.36	1.33	
Santorini	KB Home	SK		DTMJ	86	0	1	24	2	0	15	15	1.52	1.52	
Verona at Destinations	KB Home	SK		ATMJ	106	0	2	7	0	0	27	27	1.09	1.09	
Keys at Westlake	Lennar	SK		DTMJ	101	0	3	12	1	0	51	32	0.77	0.80	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	1	0	0	0	40	13	0.69	0.33	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.78</b>			<b>Traffic to Sales: 15 : 1</b>				<b>15</b>	<b>108</b>	<b>7</b>	<b>0</b>	<b>391</b>	<b>290</b>	<b>Net: 7</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24										
San Joaquin County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Haven at River Islands	Anthem United	LP		DTMJ	128	0	1	8	0	0	125	31	0.98	0.78	
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	1	6	0	0	60	43	0.54	1.08	
Griffin Park	Atherton	MN		DTMJ	156	0	1	34	1	0	36	36	2.71	2.71	
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	4	4	15	2	0	4	4	1.75	1.75	
Haven Villas at Sundance	KB Home	MN		DTMJ	235	0	4	15	0	0	180	55	1.51	1.38	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	2	13	0	0	58	58	1.56	1.56	
Balboa at River Islands	Kiper	LP		DTMJ	77	0	2	NA	0	0	22	22	1.44	1.44	
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	1	26	0	0	33	33	1.06	1.06	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	5	11	0	0	102	11	0.36	0.28	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	4	12	0	0	42	42	1.27	1.27	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	2	22	0	0	47	47	1.42	1.42	
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	1	27	0	0	9	9	3.94	3.94	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	27	0	1	45	45	1.36	1.36	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	3	20	0	0	61	61	1.60	1.60	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	2	6	0	0	46	46	1.35	1.35	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	3	0	0	20	20	1.56	1.56	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	4	1	0	1	87	38	1.13	0.95	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	2	1	2	2	0	70	69	1.74	1.73	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	1	18	0	0	84	54	0.78	1.35	
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	1	31	0	0	3	3	1.31	1.31	
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	3	0	0	102	52	1.48	1.30	
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	NA	0	0	57	38	0.54	0.95	
Hdeaway at River Islands	Van Daele	LP		DTMJ	120	0	2	31	0	1	93	41	1.45	1.03	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	3	48	1	0	55	55	1.61	1.61	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.14</b>			<b>Traffic to Sales: 63 : 1</b>				<b>51</b>	<b>379</b>	<b>6</b>	<b>3</b>	<b>1441</b>	<b>913</b>	<b>Net: 3</b>

City Codes: LP = Lathrop, MN = Manteca

Stanislaus County					Projects Participating: 4										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Edgewater	DR Horton	WF		DTST	75	0	3	0	1	0	24	24	1.18	1.18	
Aspire at Apricot Grove II	K Hovanian	PR		DTMJ	150	0	2	7	2	1	44	44	2.88	2.88	
Fieldstone	KB Home	HG		DTST	69	0	3	3	0	0	48	48	1.25	1.25	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	0	0	0	112	49	1.47	1.23	
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 3 : 1</b>				<b>9</b>	<b>10</b>	<b>3</b>	<b>1</b>	<b>228</b>	<b>165</b>	<b>Net: 2</b>

City Codes: WF = Waterford, PR = Patterson, HG = Hughson

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
Merced County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	6	6	1	0	103	39	0.82	0.98	
Solera II	Century	MD		DTMJ	113	0	1	9	5	0	109	98	2.22	2.45	
Bell Crossing	DR Horton	AT		DTST	160	4	2	7	2	0	153	83	1.65	2.08	
Monterra	DR Horton TSO	MD		DTST	165	3	TSO	5	3	0	149	73	1.61	1.83	
Pacheco Pointe	DR Horton TSO	LB		DTST	64	0	TSO	0	0	0	55	55	1.52	1.52	
Panorama	DR Horton	MD		DTST	192	0	1	10	1	0	149	66	1.21	1.65	
Stoneridge South	DR Horton	MD		DTST	69	0	2	2	0	0	58	58	1.70	1.70	
Villas, The	DR Horton	LB		DTST	83	3	2	8	2	0	66	66	1.83	1.83	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	3	10	0	0	165	65	1.11	1.63	
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	17	0	0	161	41	0.97	1.03	
Sunflower	Legacy	MD	Rsv's	DTST	143	4	3	1	2	0	134	43	0.94	1.08	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	14	10	0	0	1	1	0.16	0.16	
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	2	6	1	0	93	70	1.39	1.75	
Cypress Terrace	Stonefield Home	MD		DTST	90	0	1	8	0	0	89	22	0.81	0.55	
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	2	9	0	0	5	5	0.56	0.56	
Villas II, The	Stonefield Home	LB		DTST	191	0	3	8	0	0	46	46	1.24	1.24	
<b>TOTALS: No. Reporting: 16</b>								<b>Traffic to Sales: 7 : 1</b>	<b>42</b>	<b>116</b>	<b>17</b>	<b>0</b>	<b>1536</b>	<b>831</b>	<b>Net: 17</b>

City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston

Madera County					Projects Participating: 5										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	2	6	1	0	136	43	1.05	1.08	
Fielding Cottages	KB Home	MDA		DTST	95	0	2	1	0	0	84	70	1.83	1.75	
Fielding Villas	KB Home	MDA		DTST	87	0	5	6	0	0	54	50	1.17	1.25	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	4	1	0	35	35	0.94	0.94	
Riverstone Coronet	Lennar	MDA		DTST	103	0	3	6	1	2	100	62	1.45	1.55	
<b>TOTALS: No. Reporting: 5</b>								<b>Traffic to Sales: 8 : 1</b>	<b>13</b>	<b>23</b>	<b>3</b>	<b>2</b>	<b>409</b>	<b>260</b>	<b>Net: 1</b>

City Codes: MDA = Madera

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24									
Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Locan Point	Century	FR		DTST	248	0	1	0	0	0	246	86	1.70	2.15
Market Place	Century <b>TSO</b>	FR		DTMJ	215	0	TSO	9	1	0	211	90	1.92	2.25
Meadowood II	Century	FR		ATMJ	127	0	7	7	0	0	18	18	1.75	1.75
Monarch	Century	KB		DTMJ	64	0	9	4	0	0	1	1	0.10	0.10
Olivewood	Century	FR		DTMJ	169	0	9	7	0	0	24	24	1.40	1.40
River Pointe	DR Horton	REE		DTMJ	84	0	1	0	1	0	40	40	1.49	1.49
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	4	2	0	0	122	28	0.92	0.70
Marshall Estates	KB Home	FO		DTST	76	0	2	15	0	0	32	32	2.60	2.60
Seville	KB Home	FR		DTST	129	0	3	33	0	0	117	66	1.44	1.65
Anatole- Clementine	Lennar	FR		DTMJ	111	0	2	3	1	1	35	35	1.21	1.21
Anatole- Coronet	Lennar	FR		DTMJ	56	0	3	1	0	0	41	41	1.42	1.42
Arboralla - Clementine	Lennar	CV		DTST	137	0	4	1	0	1	41	41	1.59	1.59
Bella Vista Skye	Lennar <b>TSO</b>	FT		DTST	54	0	TSO	1	2	0	31	31	0.83	0.83
Brambles- Starling	Lennar	FR		ATST	150	0	3	7	0	1	39	39	1.35	1.35
Brambles- Wilde	Lennar	FR		DTST	89	0	1	4	1	0	30	30	1.04	1.04
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	4	0	0	0	53	53	1.25	1.33
Fancher Creek California II	Lennar	FR		DTMJ	106	0	3	2	0	0	10	10	1.71	1.71
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	0	0	0	117	5	0.93	0.13
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	1	3	2	0	48	46	1.13	1.15
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	0	0	0	17	8	0.30	0.20
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	3	0	0	0	52	34	0.91	0.85
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	2	1	0	0	36	24	0.63	0.60
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	0	1	5	2	1	38	36	0.67	0.90
Veneto Park - Starling Townhomes	Lennar <b>TSO</b>	CV		ATMJ	160	0	TSO	3	1	0	11	11	0.44	0.44
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 0.29</b>				<b>Traffic to Sales: 10 : 1</b>			<b>72</b>	<b>108</b>	<b>11</b>	<b>4</b>	<b>1410</b>	<b>829</b>	<b>Net: 7</b>

City Codes: FR = Fresno, KB = Kingsburg, REE = Reedley, FO = Fowler, CV = Clovis, FT = Friant

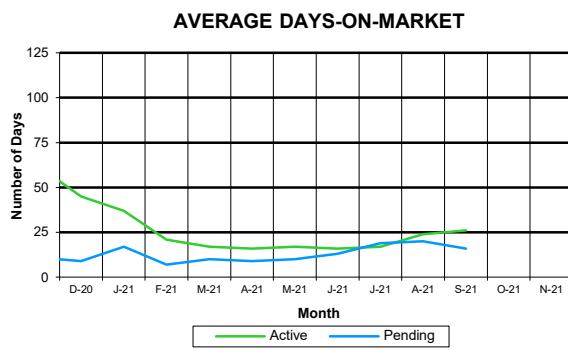
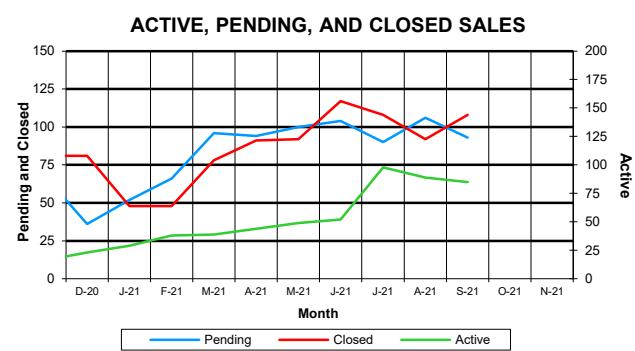
Central Valley			Projects Participating: 100							
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 96</b>	<b>Avg. Sales: 0.49</b>		<b>Traffic to Sales: 19 : 1</b>	<b>242</b>	<b>1142</b>	<b>60</b>	<b>13</b>	<b>6924</b>	<b>3998</b>	<b>Net: 47</b>
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										

# The Ryness Company

Marketing Research Department

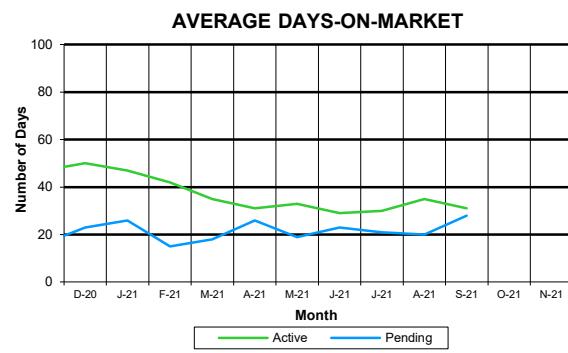
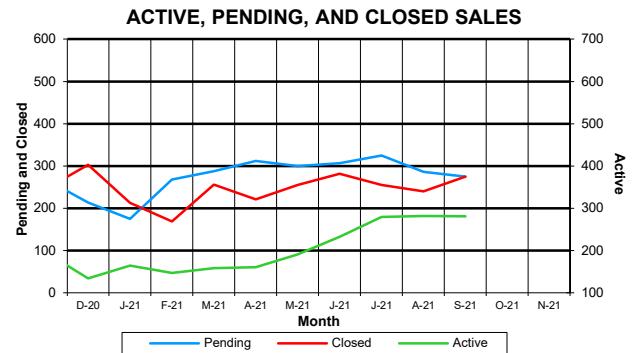
## Tracy SFD Monthly MLS Survey

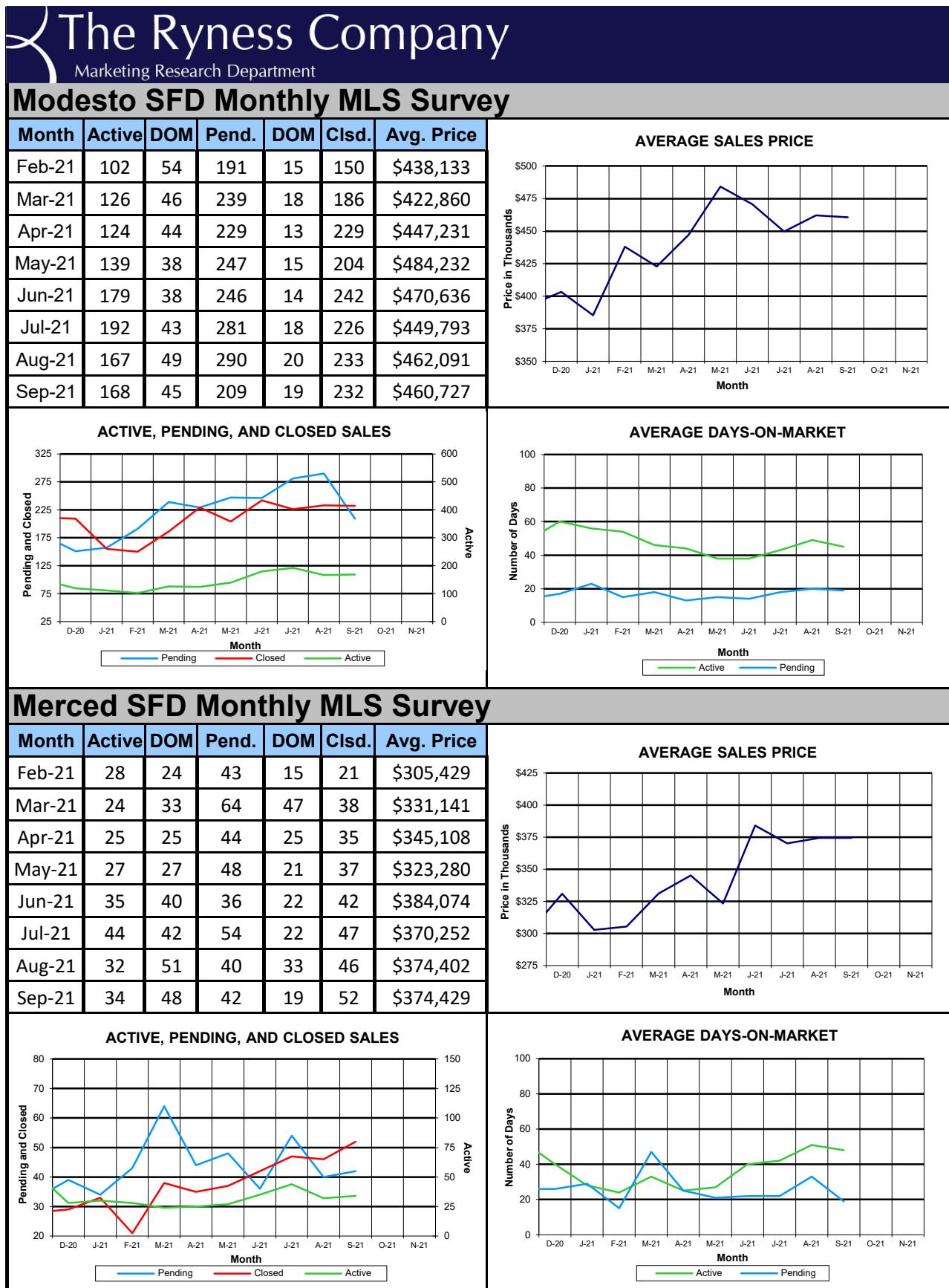
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410
Sep-21	85	26	93	16	108	693,990



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	282	35	286	20	240	\$464,896
Sep-21	281	31	275	28	275	\$459,173





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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HOME LOANS

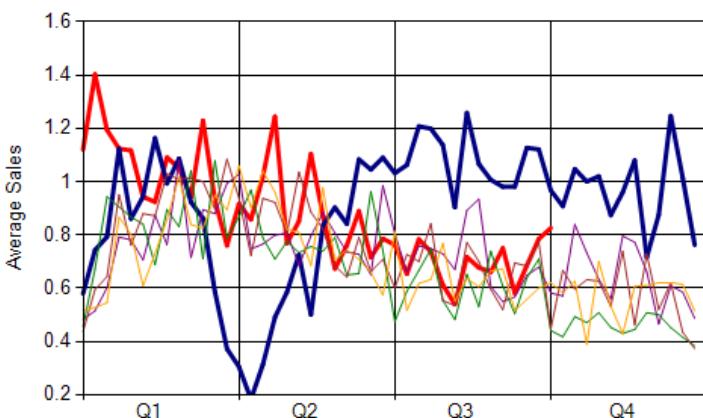
NATIONAL BUILDER DIVISION

**Ending: Sunday, October 10, 2021**

## Sacramento Week 40

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
South Sacramento	20	276	22	6	16	0.80	0.77	4%	0.78	2%
Central & North Sacramento	40	607	39	5	34	0.85	0.88	-4%	0.76	11%
Folsom	17	286	13	5	8	0.47	0.95	-50%	0.72	-34%
El Dorado	9	95	21	1	20	2.22	0.77	190%	0.53	316%
Placer & Nevada	65	1219	60	10	50	0.77	0.93	-17%	0.63	22%
Yolo	4	32	1	1	0	0.00	0.76	-100%	0.46	-100%
Amador County	1	12	0	1	-1	-1.00	0.57	-275%	0.83	-220%
Northern Counties	10	127	10	0	10	1.00	0.79	27%	0.75	33%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>16 : 1</b>	<b>166</b>	<b>2654</b>	<b>166</b>	<b>29</b>	<b>137</b>	<b>0.83</b>	<b>0.87</b>	<b>-5%</b>
Per Project Average			16	1.00	0.17	0.83				
<b>Year Ago - 10/11/2020</b>	<b>Traffic : Sales</b>	<b>17 : 1</b>	<b>151</b>	<b>2578</b>	<b>152</b>	<b>15</b>	<b>137</b>	<b>0.91</b>	<b>0.88</b>	<b>3%</b>
% Change			10%	3%	9%	93%	0%	-9%	-1%	-36%

### 52 Weeks Comparison



### Year to Date Averages Through Week 40

### 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	0.88	0.15	0.73	0.69
■	2017	138	27	0.92	0.15	0.77	0.73
■	2018	130	26	0.87	0.14	0.73	0.66
■	2019	141	23	0.89	0.13	0.76	0.73
■	2020	150	16	1.03	0.15	0.88	0.89
■	2021	161	18	0.97	0.10	0.87	0.87
% Change:		8%	9%	-6%	-37%	-1%	-3%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary							
<b>CONV</b>			Despite four straight months of record-breaking increases, home prices could end up reversing course in the next few years, according to one expert. "There is a chance that we will see big declines in coming years," Yale Professor of Economics Robert J. Shiller said on Yahoo Finance Line. "I think people are anxious about that at this point in history." In July, housing values jumped 19.7% year over year, up from 18.7% in June and the fourth month in a row setting record high growth, according to the S&P CoreLogic Case-Shiller national home price index. Shiller keyed on several factors driving the recent surge in home prices. First, mortgage rates are near historic lows and have been during the span of the pandemic. "It is partly due to low interest rates, of course, and Fed policy," Shiller said. "But it's so pervasive- I think it has something to do with our psychology at this point in history, maybe emerging from a COVID-19 pandemic." "We want to do something," he said. "So that seems to be ""let's upgrade our house." Last, Shiller said that fear of missing out could be behind many decisions by homebuyers to jump in the market as they watch anxiously as prices accelerate. "And so, eventually, people cave in and buy and that's what drives it," he said. Source: Janna Herron Editor Yahoo/Money							
<b>FHA</b>										
<b>10 Yr Yield</b>										
	RATE	APR								
CONV	2.90%	3.08%								
FHA	2.25%	2.91%								
10 Yr Yield	1.61%									

# The Ryness Report

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South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	11	9	6	4	0	39	33	0.71	0.83
Reridae	KB Home	GT		DTST	69	0	4	11	1	0	44	44	1.52	1.52
Vintage Park	KB Home	SO		ATST	81	0	2	15	1	0	36	36	1.88	1.88
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	1	7	2	0	52	36	1.00	0.90
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	1	11	1	0	104	31	0.87	0.78
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	1	1	11	1	0	107	21	0.84	0.53
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	3	3	22	1	0	182	36	1.14	0.90
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	4	29	0	0	50	34	1.00	0.85
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	11	2	0	103	23	0.80	0.58
Redwood at Parkside	Lennar	VN		DTMJ	300	0	5	6	0	2	295	38	0.88	0.95
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	0	0	0	78	16	0.70	0.40
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	3	6	0	0	26	26	1.75	1.75
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	5	17	1	0	84	31	1.13	0.78
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	1	5	36	3	0	91	30	0.89	0.75
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	8	36	3	0	72	25	0.71	0.63
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	15	37	1	2	77	31	0.75	0.78
Cedar Creek	Tim Lewis	GT		ATMJ	112	0	9	5	0	1	6	6	0.72	0.72
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	1	0	0	0	50	4	0.31	0.10
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	3	0	0	15	15	0.80	0.80
Glendon Vineyards	Woodside	VN		DTST	103	0	1	7	1	1	90	33	0.76	0.83
<b>TOTALS: No. Reporting: 20</b>			<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 13 : 1</b>				<b>83</b>	<b>276</b>	<b>22</b>	<b>6</b>	<b>1601</b>	<b>549</b>
<b>Net: 16</b>														

City Codes: GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard, LN = Elk Grove Laguna

Development Name	Developer	City Code	Notes	Type	Projects Participating: 18													
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	1	14	0	0	29	19	0.57	0.48				
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	2	27	0	0	46	26	0.69	0.65				
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	27	0	0	38	19	0.57	0.48				
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	2	39	1	0	88	25	0.81	0.63				
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	29	1	0	86	20	0.79	0.50				
Heritage at Gum Ranch	Elliott	FO		DTMJ	97	5	7	25	1	1	90	37	0.72	0.93				
Canyon at Mitchell Village	KB Home	CH		DTST	109	3	3	17	3	0	57	57	1.67	1.67				
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	1	14	2	0	39	33	0.86	0.83				
Oaks at Mitchell	KB Home	CH		DTST	74	3	4	16	3	0	39	39	1.63	1.63				
Ventana	Lennar	RO		DTMJ	160	0	4	8	0	0	88	19	0.76	0.48				
Verdant	Lennar	RO		DTST	157	0	1	4	0	0	80	36	1.02	0.90				
Viridian	Lennar	RO		DTST	185	0	1	8	1	0	111	44	0.93	1.10				
Montelena	Premier Homes	RO		DTST	169	0	1	39	0	0	162	51	1.57	1.28				
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	1	0	1	1	23	8	0.23	0.20				
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	5	1	0	1	29	13	0.30	0.33				
Alderwood	Watt	RO		DTMJ	54	0	3	1	0	0	51	31	0.73	0.78				
Acacia at Cypress	Woodside	RO		DTMJ	99	5	3	12	3	0	22	22	0.58	0.58				
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	19	0	0	96	38	0.87	0.95				
<b>TOTALS: No. Reporting: 18</b>			<b>Avg. Sales: 0.72</b>		<b>Traffic to Sales: 19 : 1</b>				<b>45</b>	<b>300</b>	<b>16</b>	<b>3</b>	<b>1174</b>	<b>537</b>				
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks																		
<b>Net: 13</b>																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
North Sacramento					Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	6	3	0	0	80	44	0.76	1.10
Edgeview - The Cove	Beazer	SO		ATST	156	0	17	4	0	0	76	48	1.12	1.20
Westward - The Cove	Beazer	SO		DTST	122	0	4	4	0	0	43	11	0.54	0.28
Windrow - The Cove	Beazer	SO		DTST	167	0	2	5	0	0	95	25	0.95	0.63
Provence	Blue Mountain	SO		ATST	185	0	3	22	0	0	89	41	0.90	1.03
Mbraga	DR Horton	AO		DTMJ	162	0	1	38	2	1	94	59	1.49	1.48
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	4	5	0	0	5	5	0.76	0.76
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	2	49	0	0	52	40	0.96	1.00
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	1	39	1	0	52	45	0.96	1.13
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	10	0	0	32	32	0.84	0.84
Northlake - Bleau	Lennar	SO		DTMJ	236	0	3	10	0	0	41	41	1.07	1.07
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	3	10	1	0	31	31	0.81	0.81
Northlake - Drifton	Lennar	SO		DTMJ	134	0	1	10	2	0	25	25	0.84	0.84
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	1	10	3	0	40	40	1.05	1.05
Northlake - Shor	Lennar	SO		DTMJ	140	3	2	10	3	0	41	41	1.07	1.07
Northlake - Watersyde	Lennar	SO		DTMJ	127	2	3	1	5	0	35	35	0.92	0.92
Northlake - Wavmrr	Lennar	SO		DTMJ	153	5	2	10	3	0	41	41	1.07	1.07
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	2	2	4	1	0	3	3	0.35	0.35
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	2	22	1	0	113	79	1.43	1.98
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	17	0	0	54	54	1.94	1.94
Mystique	Watt	SO		ATST	57	0	4	15	0	1	46	9	0.45	0.23
Portisol at Artisan Square	Watt	SO		ATST	112	3	5	9	1	0	39	28	0.76	0.70
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.95</b>			<b>Traffic to Sales: 13 : 1</b>				<b>71</b>	<b>307</b>	<b>23</b>	<b>2</b>	<b>1127</b>	<b>777</b>
<b>Net: 21</b>														

City Codes: SO = Sacramento, AO = Antelope, NA = Natomas

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17									
Folsom Area					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	1	5	1	0	87	36	1.05	0.90
Sycamore Creek	JMC	FM		DTMJ	86	0	3	31	0	0	26	24	0.60	0.60
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	15	0	0	62	52	1.35	1.30
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	16	1	1	35	35	1.34	1.34
Aster at White Rock Springs	Lennar TSO	FM		DTMJ	90	0	TSO	1	1	0	15	15	0.96	0.96
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	2	2	1	2	19	19	1.22	1.22
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	6	3	10	5	1	41	41	1.17	1.17
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	4	30	0	0	105	52	1.19	1.30
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	1	0	0	55	33	0.76	0.83
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	1	2	0	0	63	39	0.94	0.98
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	4	2	0	0	15	15	0.63	0.63
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	6	9	1	1	96	35	0.97	0.88
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	4	8	0	0	98	24	1.02	0.60
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	4	44	0	0	54	36	1.06	0.90
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	36	1	0	69	32	0.81	0.80
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	2	37	0	0	107	35	1.09	0.88
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	2	2	37	2	0	37	37	1.08	1.08
<b>TOTALS: No. Reporting: 17</b>					<b>Traffic to Sales: 22 : 1</b>			<b>43</b>	<b>286</b>	<b>13</b>	<b>5</b>	<b>984</b>	<b>560</b>	<b>Net: 8</b>
City Codes: FM = Folsom														

El Dorado County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Revere	Blue Mountain	RE		DTMJ	51	0	2	25	0	0	20	20	0.86	0.86
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	8	1	22	8	0	66	37	1.03	0.93
Manzanita at Saratoga	Elliott TSO	BH		DTMJ	202	5	TSO	17	9	0	40	25	0.68	0.63
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	10	0	0	22	17	0.48	0.43
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	2	0	0	1	76	23	0.79	0.58
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	92	0	2	4	0	0	90	28	0.56	0.70
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	165	0	2	4	1	0	145	32	0.91	0.80
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	2	5	1	0	153	49	0.96	1.23
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	2	2	8	2	0	9	9	0.62	0.62
<b>TOTALS: No. Reporting: 9</b>					<b>Traffic to Sales: 5 : 1</b>			<b>16</b>	<b>95</b>	<b>21</b>	<b>1</b>	<b>621</b>	<b>240</b>	<b>Net: 20</b>
City Codes: RE = Rescue, BH = El Dorado Hills														

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Placer County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	13	4	0	0	19	19	0.80	0.80
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	13	7	1	0	11	11	0.68	0.68
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	3	3	10	1	0	30	26	0.67	0.65
Carnelian	Blue Mountain	GB		ATMJ	28	0	1	7	0	0	16	16	0.48	0.48
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	9	0	0	2	2	0.28	0.28
Balboa	DR Horton	R/V		DTST	127	0	3	15	1	0	37	37	1.42	1.42
Cerrada	DR Horton	LL		DTST	166	0	3	17	1	0	112	67	1.33	1.68
Heartland at Independence	DR Horton TSO	LL		DTMJ	98	0	TSO	4	3	0	9	9	1.43	1.43
Traditions at Independence	DR Horton	LL		DTST	97	0	2	3	1	0	8	8	0.74	0.74
Winding Creek- The Wilds	DR Horton S/O	R/V		DTST	50	0	S/O	3	1	0	50	50	1.67	1.67
Turkey Creek Estates	Elliott	LL		DTMJ	51	8	9	59	1	0	16	16	1.05	1.05
Broadlands	JMC	LL		DTST	77	0	3	26	1	0	73	43	1.10	1.08
Fairbrook at Fiddym Farms	JMC	R/V		DTMJ	115	2	2	96	3	0	25	25	0.99	0.99
Meadow brook at Fiddym Farms	JMC	R/V		DTMJ	80	2	2	85	3	0	26	26	1.02	1.02
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	3	32	1	0	162	52	1.33	1.30
Palisade Village	JMC	R/V		DTST	232	3	4	41	0	0	162	63	1.53	1.58
Pinnacle Village	JMC	R/V		DTMJ	127	0	2	22	1	1	121	30	0.98	0.75
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	2	50	2	1	52	36	0.94	0.90
Sagebrook at Fiddym Farms	JMC	R/V		DTMJ	122	2	2	114	4	0	20	20	0.79	0.79
Sentinel	JMC	R/V		DTST	132	0	1	39	3	0	124	48	1.49	1.20
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	4	7	0	0	99	42	1.28	1.05
Creekside Preserve	K Hovnanian	LL		DTMJ	71	2	2	9	1	0	40	20	0.45	0.50
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	0	0	0	115	42	0.88	1.05
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	3	17	1	1	24	24	0.82	0.82
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	9	0	0	152	48	1.22	1.20
Andorra at Sierra West	Lennar	R/V		DTMJ	101	0	2	5	2	1	43	35	0.81	0.88
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	0	2	14	1	0	51	43	1.04	1.08
Chantilly at Campus Oaks	Lennar	R/V		DTMJ	86	0	2	0	0	0	4	4	1.75	1.75
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	1	12	0	0	36	33	0.86	0.83
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	117	0	2	0	0	0	1	1	0.12	0.12
Heritage Placer Vineyards: Lazio	Lennar	R/V		AASF	142	0	2	0	0	0	1	1	0.09	0.09
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	2	4	0	0	153	30	0.86	0.75
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	1	5	2	0	149	39	0.83	0.98
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	0	1	3	0	0	163	28	0.89	0.70
Lumiere at Sierra West	Lennar	R/V		DTMJ	129	0	3	5	1	0	44	35	0.81	0.88
Meribel at Sierra West	Lennar TSO	R/V		DTMJ	98	0	TSO	5	2	0	47	29	0.82	0.73
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	30	0	1	7	0	0	2	2	0.28	0.28
Novara at Fiddym	Lennar	R/V		DTST	105	0	1	21	1	0	63	30	0.95	0.75
Pavia at Fiddym Farm	Lennar	R/V		DTST	94	0	1	21	1	0	64	35	0.95	0.88
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	0	2	12	1	0	66	33	0.91	0.83
St. Moritz at Sierra	Lennar	R/V		DTMJ	143	0	1	5	1	0	47	41	0.85	1.03
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	21	1	0	20	20	0.99	0.99
Meadowlands 70s	Meritage	LL		DTMJ	15	0	4	6	0	0	4	4	0.68	0.68
Winding Creek - Trek	Meritage	R/V		DTMJ	74	0	3	25	1	1	51	51	1.54	1.54
Eastridge at Whitney Ranch	Richmond American	R/K		DTMJ	75	0	1	8	1	0	66	40	0.97	1.00

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 64									
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Revere at Independence	Richmond American	LL		DTMJ	122	0	1	3	2	0	57	57	1.46	1.43
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	0	2	8	0	0	54	42	1.08	1.05
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	13	8	0	0	44	44	1.25	1.25
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	2	26	8	3	1	88	48	1.24	1.20
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	9	7	0	0	53	31	0.74	0.78
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	5	5	1	1	34	34	0.97	0.97
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	25	37	2	1	37	37	1.59	1.59
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	10	40	0	1	26	26	1.12	1.12
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	28	40	1	0	23	23	0.99	0.99
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	4	13	5	0	0	35	7	0.49	0.18
Eureka Grove	The New Home Co	GB		DTMJ	72	0	2	89	0	0	1	1	0.44	0.44
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	3	3	25	1	0	65	26	0.59	0.65
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	2	1	21	2	0	30	30	1.04	1.04
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	3	7	0	0	99	25	0.79	0.63
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	1	21	1	0	21	21	0.73	0.73
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	71	0	3	10	1	1	60	47	1.25	1.18
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	3	11	0	0	85	39	0.99	0.98
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	2	2	0	0	81	23	0.59	0.58
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	0	0	0	86	31	0.64	0.78
<b>TOTALS: No. Reporting: 64</b>		<b>Avg. Sales: 0.77</b>			<b>Traffic to Sales: 21 : 1</b>			<b>271</b>	<b>1211</b>	<b>59</b>	<b>10</b>	<b>3559</b>	<b>1906</b>	<b>Net: 49</b>

City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers TSO	GV		DTST	45	0	TSO	8	1	0	20	10	0.14	0.25
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 8 : 1</b>			<b>0</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>20</b>	<b>10</b>	<b>Net: 1</b>

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Riverchase	Anthem United	WS		DTST	222	0	2	1	0	0	207	38	1.02	0.95
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	4	18	0	1	19	19	0.73	0.73
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	3	5	0	0	92	19	0.44	0.48
Pines at Spring Lake	Woodside	WL		DTMJ	83	0	4	8	1	0	77	34	0.88	0.85
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: 32 : 1</b>			<b>13</b>	<b>32</b>	<b>1</b>	<b>1</b>	<b>395</b>	<b>110</b>	<b>Net: 0</b>

City Codes: WS = West Sacramento, WL = Woodland, DV = Davis

# The Ryness Report

Week Ending  
Sunday, October 10, 2021

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	3	12	0	1	4	4	0.64	0.64	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: -1.00</b>					<b>Traffic to Sales: NA</b>	<b>3</b>	<b>12</b>	<b>0</b>	<b>1</b>	<b>4</b>	<b>4</b>	<b>Net: -1</b>
City Codes: PLY = Plymouth															

Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	4	8	1	0	100	29	1.23	0.73	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 8 : 1</b>	<b>4</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>100</b>	<b>29</b>	<b>Net: 1</b>
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	2	25	1	0	58	20	0.67	0.50	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	3	25	0	0	44	11	0.51	0.28	
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	2	24	1	0	9	9	1.26	1.26	
Sumerset at The Orchards	JMC	MS		DTST	96	0	2	4	0	0	86	37	1.18	0.93	
Sonoma Ranch	Lennar	PLK		DTST	208	3	2	8	4	0	189	30	1.02	0.75	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	7	0	0	40	30	0.74	0.75	
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	0	1	14	2	0	27	27	1.33	1.33	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	4	1	0	0	42	42	1.07	1.05	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	3	11	1	0	66	44	1.12	1.10	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 13 : 1</b>	<b>21</b>	<b>119</b>	<b>9</b>	<b>0</b>	<b>561</b>	<b>250</b>	<b>Net: 9</b>
City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst															

Sacramento			Projects Participating: 166								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 166</b>		<b>Avg. Sales: 0.83</b>	<b>Traffic to Sales: 16 : 1</b>		<b>570</b>	<b>2654</b>	<b>166</b>	<b>29</b>	<b>10146</b>	<b>4972</b>	<b>Net: 137</b>
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											

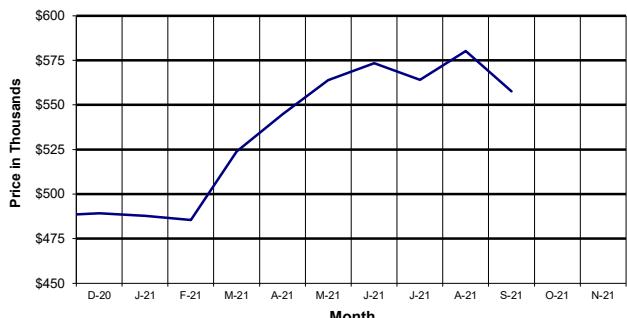
# The Ryness Company

Marketing Research Department

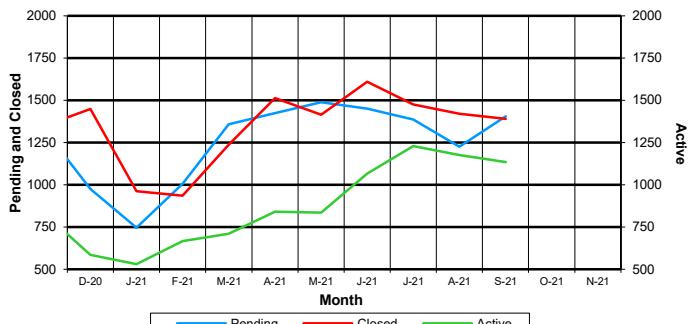
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	1,176	35	1,225	21	1,420	\$580,299
Sep-21	1,135	36	1,405	22	1,391	\$557,624

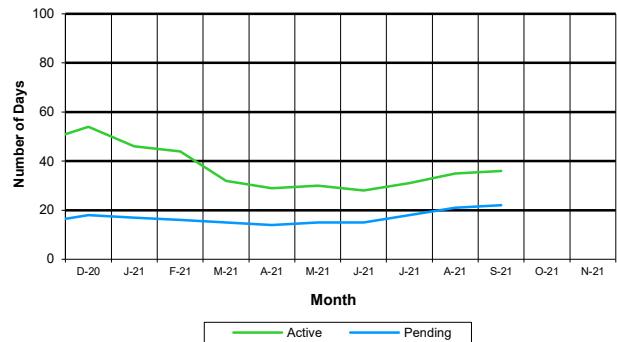
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



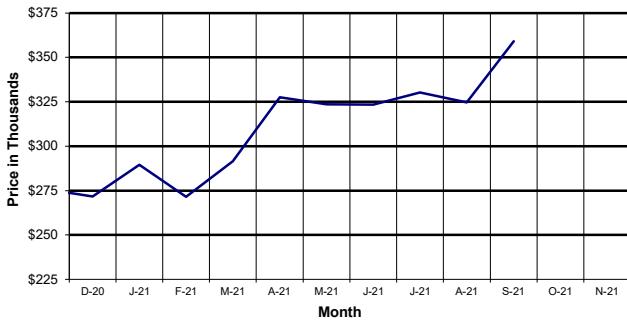
### AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	118	27	132	21	152	\$324,630
Sep-21	107	33	171	21	139	\$359,107

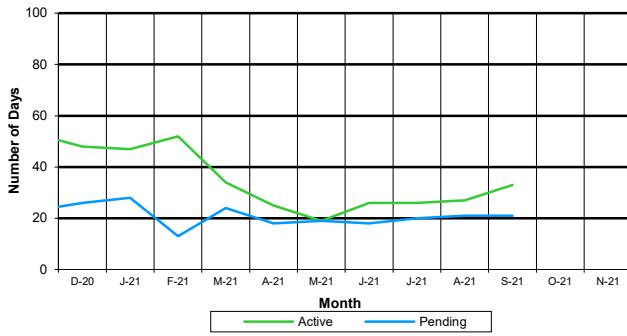
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



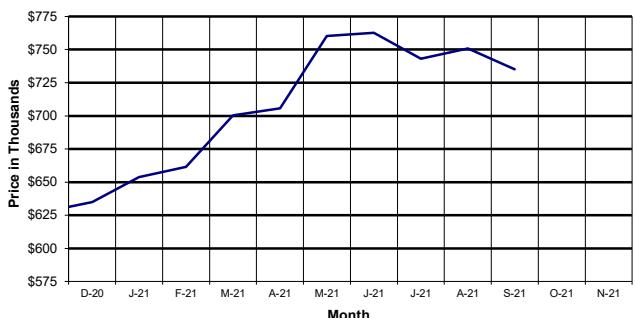
# The Ryness Company

Marketing Research Department

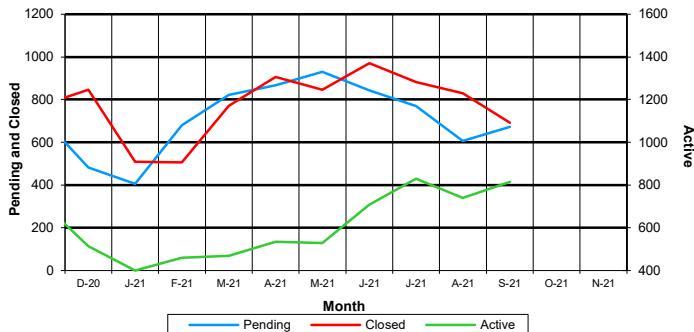
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	739	46	606	23	829	\$750,729
Sep-21	815	48	672	25	692	\$735,158

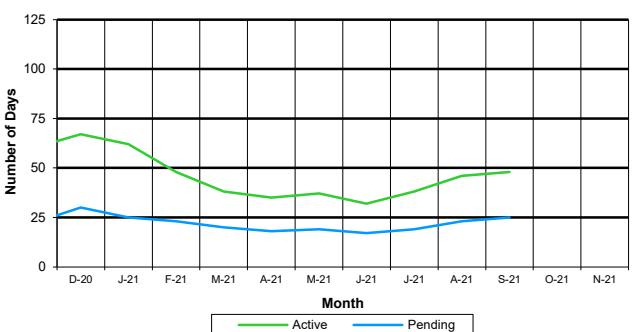
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



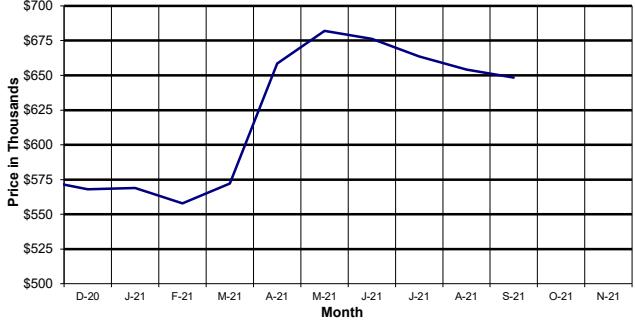
AVERAGE DAYS-ON-MARKET



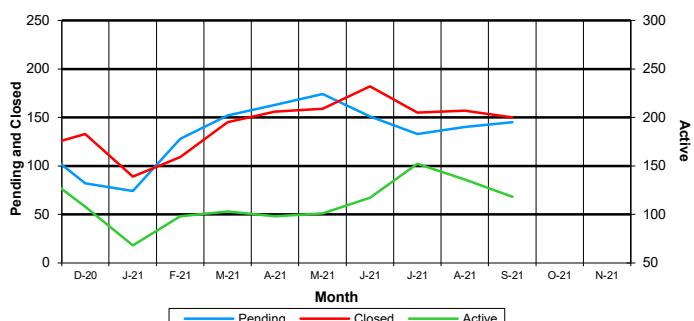
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-21	136	48	140	22	157	\$654,226
Sep-21	118	44	145	28	150	\$648,462

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

