

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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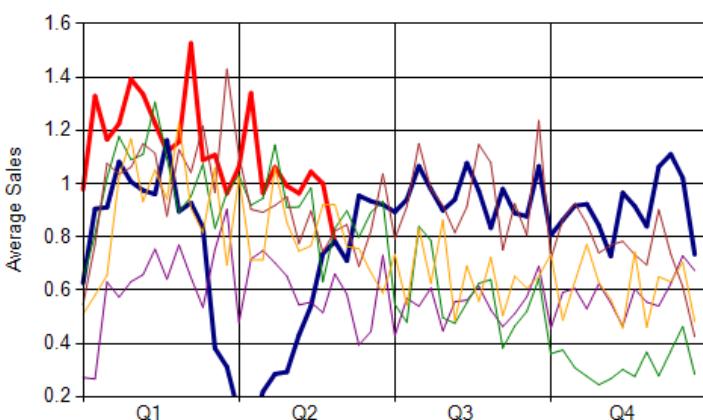
NATIONAL BUILDER DIVISION

**Ending: Sunday, June 6, 2021**

## Bay Area Week 22

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		30	392	22	0	22	0.73	1.07	-32%	1.02	-28%	
Contra Costa		28	431	20	1	19	0.68	1.21	-44%	1.22	-44%	
Sonoma, Napa		8	51	6	2	4	0.50	0.83	-40%	0.76	-34%	
San Francisco, Marin		2	5	2	0	2	1.00	0.71	41%	0.58	73%	
San Mateo		5	36	3	0	3	0.60	0.61	-2%	0.69	-13%	
Santa Clara		22	279	22	1	21	0.95	1.37	-30%	1.24	-23%	
Monterey, Santa Cruz, San Benito		6	94	4	0	4	0.67	1.04	-36%	1.13	-41%	
Solano		15	208	15	0	15	1.00	1.19	-16%	1.16	-14%	
<b>Current Week Totals</b>	Traffic : Sales	<b>16 : 1</b>	<b>116</b>	<b>1496</b>	<b>94</b>	<b>4</b>	<b>90</b>	<b>0.78</b>	<b>1.13</b>	<b>-31%</b>	<b>1.10</b>	<b>-29%</b>
Per Project Average				13	0.81	0.03	0.78					
<b>Year Ago - 06/07/2020</b>	Traffic : Sales	<b>12 : 1</b>	<b>155</b>	<b>1475</b>	<b>124</b>	<b>14</b>	<b>110</b>	<b>0.71</b>	<b>0.66</b>	<b>7%</b>	<b>0.46</b>	<b>55%</b>
% Change			-25%	1%	-24%	-71%	-18%	9%	71%		140%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 22

### 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	127	31	0.97	0.11	0.87	0.73
■	2017	143	31	1.07	0.10	0.97	0.90
■	2018	128	32	1.05	0.08	0.97	0.70
■	2019	152	18	0.72	0.10	0.62	0.58
■	2020	152	13	0.78	0.12	0.66	0.80
■	2021	117	16	1.20	0.07	1.13	1.13
% Change:		-23%	25%	54%	-42%	71%	41%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary		
CONV	RATE <b>2.85%</b>	APR <b>3.06%</b>			
FHA	RATE <b>2.25%</b>	APR <b>2.91%</b>	The U.S. housing data continues to disappoint investors as restricted inventory supply is pushing prices higher. Per the U.S. Census Bureau and the U.S. Department of Housing and Urban Development data, new home sales fell 5.9% in April to a seasonally-adjusted annual rate of 863,000 units. The metric also compares unfavorably with March's figure that was revised downward to 917,000 units from the previously-reported 1.021 million units. Moreover, the metric missed economists' forecast of a rise to 970,000 units in April, per a Reuters poll. New home sales rose 48.3% in April year over year. New home sales declined in the South, Midwest and Northeast regions but increased in the West in April. Notably, there was a 20.1% year-over-year rise in median new house price to \$372,400 in April, per a Reuters article. Also, the number of new homes on market in April rose to 316,000 from 304,000 in March. Rising softwood lumber, material and labor costs continue to be a major hurdle for homebuilders. In fact, there has been a more than 300% rise in lumber prices from April 2020. Moreover, costs of other materials like steel, concrete and gypsum products are rising at a record pace. Source: Sweta Jaiswal, Yahoo Finance		
10 Yr Yield	<b>1.57%</b>				

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 27		
Alameda 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		
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	1	10	1	0	32	10	0.43	0.45	
Enclave - Cascade Collection	Century	FR		ATMJ	81	3	2	10	3	0	38	13	0.51	0.59	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	10	1	0	15	1	0.18	0.05	
Hideaway, The	DR Horton	HY		ATMJ	59	3	2	34	2	0	4	4	1.87	1.87	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	2	2	19	1	0	32	24	0.89	1.09	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	2	2	19	1	0	37	22	1.02	1.00	
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	2	19	1	0	19	19	1.25	1.25	
Revo at Innovation	Lennar	FR		ATMJ	137	0	2	14	0	0	126	32	0.78	1.45	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	2	19	1	0	25	22	0.89	1.00	
Villas at Bridgeway	Lennar	NK		DTMJ	136	2	2	19	1	0	39	26	1.08	1.18	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	4	2	0	0	5	5	0.25	0.25	
Compass at Bay37	Pulte	AL		ATMJ	93	0	6	2	0	0	10	10	0.50	0.50	
Landing at Bay37	Pulte	AL		ATMJ	96	0	26	2	0	0	3	3	0.15	0.15	
Lookout at Bay37	Pulte	AL		ATMJ	26	0	8	2	0	0	10	10	0.50	0.50	
Theory at Innovation	Shea	FR		ATMJ	132	2	2	22	1	0	123	59	0.69	2.68	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	5	3	0	0	107	28	0.96	1.27	
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	1	3	0	0	88	16	0.79	0.73	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	6	1	0	24	13	0.44	0.59	
Compass Bay- Dover	Trumark	NK		DTMJ	138	2	1	31	1	0	42	25	1.05	1.14	
Compass Bay- Newport	Trumark	NK		ATMJ	86	0	1	31	0	0	40	28	1.00	1.27	
Orest at Alameda Point	Trumark TSO	AL		ATMJ	60	0	TSO	5	0	0	29	25	1.04	1.14	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	1	5	0	0	62	22	0.94	1.00	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.68</b>			<b>Traffic to Sales: 19 : 1</b>				<b>79</b>	<b>287</b>	<b>15</b>	<b>0</b>	<b>910</b>	<b>417</b>	<b>Net: 15</b>

City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland

Amador Valley				Projects Participating: 8								In Area : 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		
Broadway at Boulevard	Brookfield	DB		ATMJ	110	0	1	18	2	0	32	32	1.51	1.45	
Hyde Park at Boulevard	Brookfield TSO	DB		ATMJ	102	0	TSO	11	1	0	67	22	1.03	1.00	
Mulholland at Boulevard	Brookfield TSO	DB		DTMJ	80	0	TSO	21	0	0	75	25	0.72	1.14	
Auburn Grove	Lennar	LV		ATST	100	0	1	6	1	0	93	20	0.86	0.91	
Downing at Boulevard	Lennar	DB		ATST	96	3	2	15	1	0	64	20	0.66	0.91	
Skyline at Boulevard	Lennar	DB		ATMJ	114	2	2	17	2	0	70	25	0.84	1.14	
Sycamore	Ponderosa TSO	PL		DTMJ	36	0	TSO	12	0	0	32	5	0.27	0.23	
Uptown	Taylor Morrison TSO	LV		ATMJ	44	0	TSO	5	0	0	27	21	0.95	0.95	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.88</b>			<b>Traffic to Sales: 15 : 1</b>				<b>6</b>	<b>105</b>	<b>7</b>	<b>0</b>	<b>460</b>	<b>170</b>	<b>Net: 7</b>

City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4								In Area : 4		
Diablo Valley					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		ATMU	99	0	20	5	1	0	7	5	0.19	0.23	
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	0	0	0	32	19	1.00	0.86	
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	2	10	0	0	4	3	0.12	0.14	
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	3	0	0	56	6	0.21	0.27	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.25</b>		<b>Traffic to Sales: 18 : 1</b>				<b>22</b>	<b>18</b>	<b>1</b>	<b>0</b>	<b>99</b>	<b>33</b>	<b>Net: 1</b>
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill															

San Ramon Valley					Projects Participating: 3								In Area : 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	
Highlands at The Preserve	Lennar	SR		DTMJ	122	0	1	8	0	0	109	18	0.70	0.82	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	2	2	8	2	0	48	25	1.00	1.14	
Ridgeview at the Preserve	Lennar	SR		ATMJ	77	0	1	8	0	0	40	21	0.85	0.95	
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 12 : 1</b>				<b>4</b>	<b>24</b>	<b>2</b>	<b>0</b>	<b>197</b>	<b>64</b>	<b>Net: 2</b>
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 2								In Area : 2		
					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	
Village 29	Lafferty	EC		ATMJ	29	0	5	1	0	0	23	12	0.22	0.55	
Places at NOVA	Taylor Morrison	RM		DTST	95	0	1	1	0	0	94	14	0.67	0.64	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>				<b>6</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>117</b>	<b>26</b>	<b>Net: 0</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 9								In Area : 12		
					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	
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	4	3	55	4	0	69	41	1.68	1.86	
Cielo at Sand Creek- Vista	Century	AN		DTMJ	96	0	1	41	0	0	60	38	1.46	1.73	
Crest at Park Ridge	Davidon TSO	AN		DTMJ	300	0	TSO	26	0	0	196	25	1.01	1.14	
Hills at Park Ridge	Davidon TSO	AN		DTMJ	225	0	TSO	34	0	0	40	30	1.24	1.36	
Landing at Wildflower Station	DeNova	AN		ATST	98	8	8	6	2	0	76	58	2.52	2.64	
Stella at Aviano	DeNova	AN		DTST	127	3	2	32	3	0	83	48	2.43	2.18	
Riverview at Mtnterra	K Hovnanian	AN		DTMJ	100	0	8	7	0	1	82	10	0.77	0.45	
Haven at Vista Del Mar	Taylor Morrison TSO	PT		DTST	60	0	TSO	3	1	0	21	21	0.94	0.95	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	3	10	1	0	40	23	1.28	1.05	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.11</b>		<b>Traffic to Sales: 19 : 1</b>				<b>25</b>	<b>214</b>	<b>11</b>	<b>1</b>	<b>667</b>	<b>294</b>	<b>Net: 10</b>
City Codes: AN = Antioch, PT = Pittsburg															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10								In Area : 14		
East Contra Costa					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	
Delta Coves	Blue Mountain	BI	Rsv's	DTMJ	81	0	2	41	0	0	54	26	0.59	1.18	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	3	17	0	0	74	21	0.91	0.95	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	2	7	11	1	0	73	23	0.90	1.05	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	1	12	1	0	176	52	1.50	2.36	
Ashbury	KB Home	OY		ATST	69	3	3	8	2	0	48	29	1.17	1.32	
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	2	0	0	0	99	22	1.14	1.00	
Alicante	Meritage	OY		DTMJ	133	0	5	27	0	0	44	39	1.68	1.77	
Vines, The	Meritage	OY		DTST	63	2	2	21	1	0	32	32	1.51	1.45	
Terrene	Pulte	BT		DTMJ	326	0	1	28	1	0	280	70	2.33	3.18	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	2	8	0	0	78	33	1.17	1.50	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 29 : 1</b>				<b>28</b>	<b>173</b>	<b>6</b>	<b>0</b>	<b>958</b>	<b>347</b>	<b>Net: 6</b>

City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood

Sonoma, Napa Counties					Projects Participating: 8								In Area : 16		
					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	ATMJ	110	0	1	7	1	1	83	16	0.47	0.73	
Live Oak at University	KB Home	RP		DTMJ	104	0	6	5	0	0	74	30	0.75	1.36	
Aspect	Lafferty	PET	Rsv's	DTMJ	18	0	6	1	0	0	11	3	0.11	0.14	
Blume	Lafferty	SR		DTMJ	67	0	8	3	1	0	59	9	0.40	0.41	
Juniper at University	Richmond American	RP		DTMJ	150	0	4	15	0	1	130	16	0.81	0.73	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	2	2	0	0	36	16	0.53	0.73	
Pear Tree	Taylor Morrison	NP		ATST	71	0	3	2	0	0	56	25	0.72	1.14	
Riverfront	TRI Pointe	PET		DTMJ	134	4	2	16	4	0	37	25	1.23	1.14	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 9 : 1</b>				<b>32</b>	<b>51</b>	<b>6</b>	<b>2</b>	<b>486</b>	<b>140</b>	<b>Net: 4</b>

City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa

Marin County					Projects Participating: 1								In Area : 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	
Atherton Place	KB Home	NV		ATMJ	50	2	2	1	1	0	31	27	0.83	1.23	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 1 : 1</b>				<b>2</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>31</b>	<b>27</b>	<b>Net: 1</b>

City Codes: NV = Novato

San Francisco County					Projects Participating: 1								In Area : 20		
					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 Potola	TRI Pointe	SF		ATMJ	54	0	7	4	1	0	2	2	0.16	0.16	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 4 : 1</b>				<b>7</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>2</b>	<b>Net: 1</b>

City Codes: SF = San Francisco

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 7		
San Mateo 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	
Skyline Ridge	DR Horton	SB		DTMJ	40	0	1	12	1	0	33	18	0.63	0.82	
Link 33	KB Home	RC		ATMJ	33	0	2	11	0	0	29	22	0.51	1.00	
Foster Square	Lennar	FC		AAAT	200	0	1	1	1	0	180	18	0.70	0.82	
One 90 - Borelle	Pulte	SM		DTMJ	29	0	2	6	0	0	3	3	0.15	0.15	
One 90 - State	Pulte	SM		ATMJ	57	0	1	6	1	0	4	4	0.20	0.20	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 12 : 1</b>				7	36	3	0	249	65	<b>Net: 3</b>
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM= San Mateo															

Santa Clara County					Projects Participating: 22								In Area : 25		
					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	
Asana	DeNova <b>TSO</b>	SJ		DTMJ	250	0	TSO	15	0	0	213	42	1.58	1.91	
Redwoods at Montecito	Dividend	MV	Rsv's	ATMJ	33	3	5	25	3	0	13	13	2.22	2.22	
Amalfi	DR Horton	MV		ATMJ	58	3	2	6	2	0	31	28	1.03	1.27	
Montecito Estates	DR Horton	MH		DTMJ	24	0	2	15	1	0	4	4	0.41	0.41	
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	1	23	1	0	68	46	1.61	2.09	
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	1	9	0	0	146	45	1.10	2.05	
Naya	KB Home	SC		ATMJ	58	2	1	16	2	0	14	14	1.18	1.18	
Catalina	Landsea	SC		ATMU	93	0	1	10	1	0	88	35	0.91	1.59	
Estancia	Lennar <b>TSO</b>	MV		ATMJ	77	0	TSO	1	0	0	75	16	0.47	0.73	
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	1	6	0	0	180	42	1.04	1.91	
UrbanOak Rows	Pulte <b>S/O</b>	SJ		ATMJ	97	0	S/O	0	1	0	97	24	0.81	1.09	
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	7	14	1	0	5	5	1.59	1.59	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	8	14	0	0	4	4	1.27	1.27	
Montalvo Oaks	SummerHill	MS		ATMJ	15	0	9	8	1	0	6	6	0.67	0.67	
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	8	7	0	0	2	2	0.64	0.64	
Montecito Place	SummerHill	MV		ATMU	83	0	2	13	3	0	81	38	1.19	1.73	
Nuevo - E-Towns	SummerHill	SC		ATMU	114	0	3	5	1	0	111	34	0.89	1.55	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	15	15	3	0	120	37	0.96	1.68	
Portico	SummerHill	MV		ATMJ	16	0	4	15	0	0	12	12	0.57	0.55	
Elev8tion- Towns	Taylor Morrison	SV		ATMJ	96	0	6	11	0	1	71	24	0.90	1.09	
Ov8tion	Taylor Morrison	SV		ATMJ	107	1	2	30	0	0	3	3	2.33	2.33	
Harmony	Trumark	SV		DTMJ	58	0	1	21	2	0	43	29	1.00	1.32	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.95</b>			<b>Traffic to Sales: 13 : 1</b>				79	279	22	1	1387	503	<b>Net: 21</b>
City Codes: SJ = San Jose, MV = Mountain View , MH = Morgan Hill, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale															

# The Ryness Report

Week Ending  
Sunday, June 6, 2021

Bay Area

Page  
5 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 6							In Area : 7			
Monterey, Santa Cruz, San Benito Counties					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	
Roberts Ranch	KB Home	HO		DTMJ	192	0	1	32	2	0	63	63	3.90	3.90	
Carousel at Westfield	Kiper	HO		DTST	92	2	2	13	0	0	83	25	1.25	1.14	
Mayfair at Westfield	Kiper	HO	Rsv's	DTMJ	50	2	2	13	2	0	43	21	0.90	0.95	
Montclair	Meritage	HO		DTMJ	99	0	2	21	0	0	1	1	0.78	0.78	
Solorio	Meritage	HO		DTMJ	65	0	3	5	0	0	62	9	0.86	0.41	
Enclave, The	Shea	SS		DTMJ	26	0	2	10	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 24 : 1</b>				<b>12</b>	<b>94</b>	<b>4</b>	<b>0</b>	<b>252</b>	<b>119</b>	<b>Net: 4</b>
Qty Codes: HO = Hollister, SS = Seaside															

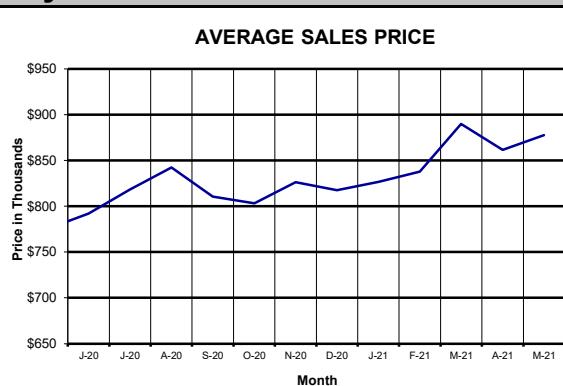
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 15							In Area : 18			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ava at Villages	DR Horton	FF		DTST	87	0	1	18	1	0	84	40	2.26	1.82	
Savannah at Homestead	DR Horton	DX		DTST	85	3	2	22	3	0	59	44	1.73	2.00	
Copperleaf at Homestead	KB Home	DX		DTST	71	2	2	16	2	0	45	33	1.49	1.50	
Creston at One Lake	Lennar	FF		DTMJ	70	0	2	11	0	0	48	26	1.37	1.18	
Homestead	Meritage	DX		DTMJ	99	0	1	25	0	0	20	20	1.52	1.52	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	0	2	0	0	0	48	17	0.81	0.77	
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	2	1	3	1	0	61	28	1.38	1.27	
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	3	5	0	0	15	15	1.38	1.38	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	6	16	1	0	35	25	1.29	1.14	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	2	19	0	0	62	10	0.50	0.45	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	3	2	19	3	0	64	21	0.52	0.95	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	1	23	0	0	82	27	0.77	1.23	
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	2	1	13	2	0	45	35	1.45	1.59	
Shimmer at One Lake	TRI Pointe	FF	Rsv's	DTMJ	48	0	2	10	0	0	26	14	0.85	0.64	
Splash at One Lake	TRI Pointe	FF		DTMJ	72	2	2	8	2	0	26	26	1.72	1.72	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 14 : 1</b>				<b>30</b>	<b>208</b>	<b>15</b>	<b>0</b>	<b>720</b>	<b>381</b>	<b>Net: 15</b>
Qty Codes: FF = Fairfield, DX = Dixon, VC = Vacaville															

Bay Area					Projects Participating: 116							In Area : 165			
					Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
<b>GRAND TOTALS: No. Reporting: 116</b>		<b>Avg. Sales: 0.78</b>			<b>339</b>	<b>1496</b>	<b>94</b>	<b>4</b>	<b>6535</b>	<b>2588</b>	<b>Net: 90</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															

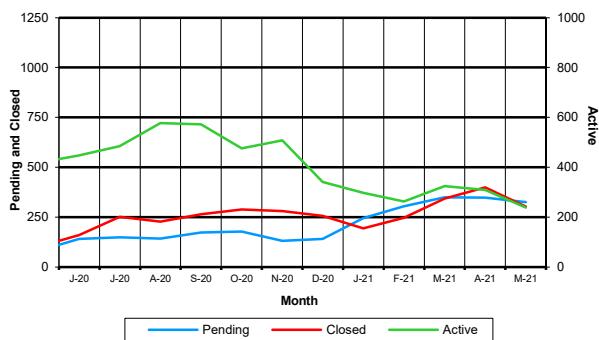
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

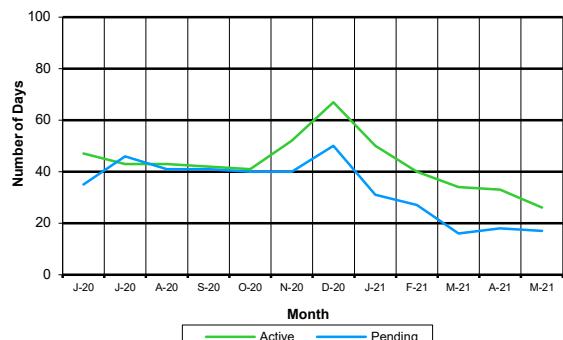
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-20	476	41	178	40	\$803,096
Nov-20	508	52	131	40	\$826,397
Dec-20	341	67	140	50	\$817,347
Jan-21	298	50	245	31	\$826,758
Feb-21	263	40	305	27	\$837,703
Mar-21	324	34	350	16	\$889,733
Apr-21	309	33	347	18	\$861,580
May-21	238	26	325	17	\$877,643



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

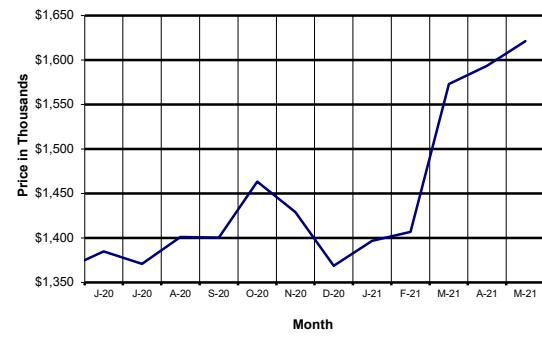


## San Jose Metro SFD Monthly MLS Survey

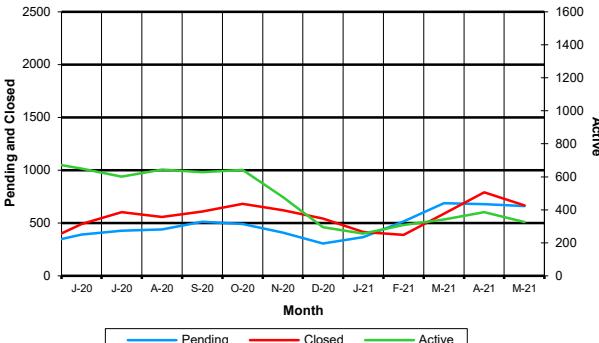
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-20	641	41	492	30	\$1,463,270
Nov-20	476	48	409	32	\$1,429,055
Dec-20	294	64	307	36	\$1,368,594
Jan-21	255	42	368	19	\$1,396,636
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

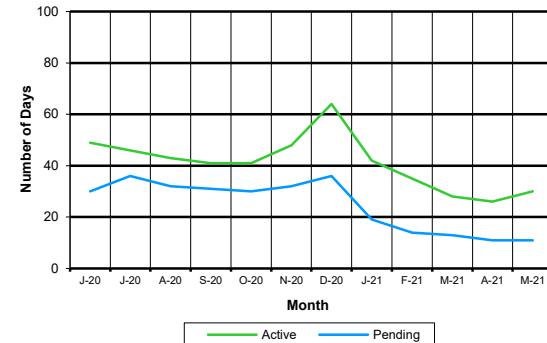
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

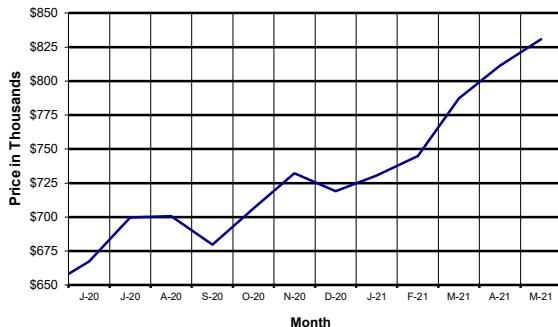
Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

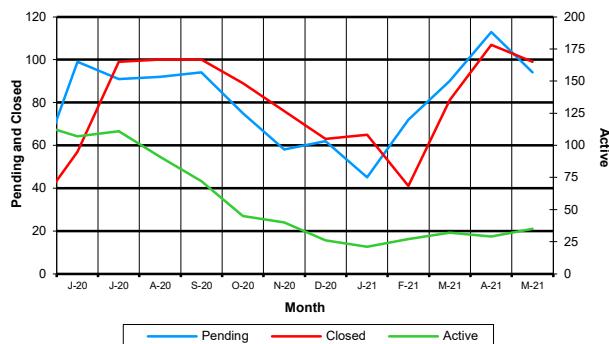
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	45	20	75	20	89	\$706,312
Nov-20	40	27	58	14	76	\$732,178
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

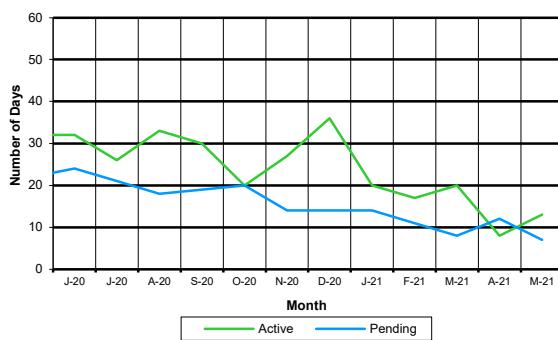
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

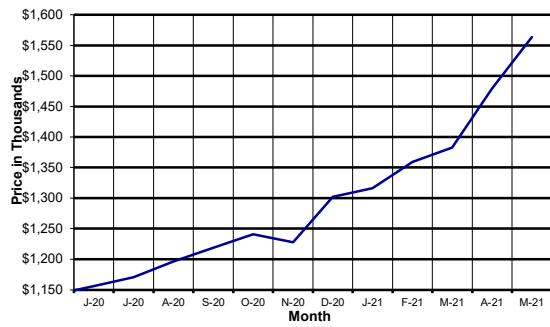


## Amador Valley SFD Monthly MLS Survey

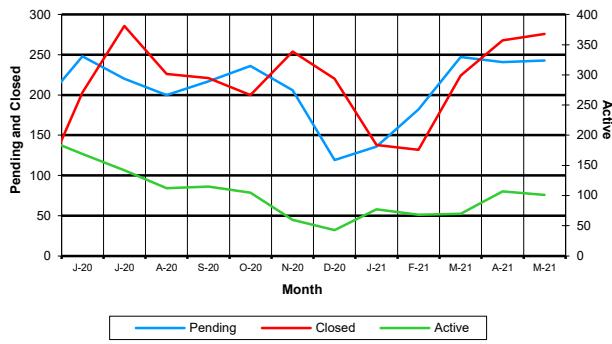
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	105	32	236	10	200	\$1,240,574
Nov-20	60	48	206	12	254	\$1,227,878
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

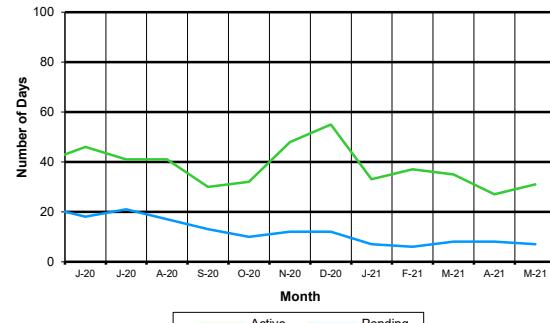
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



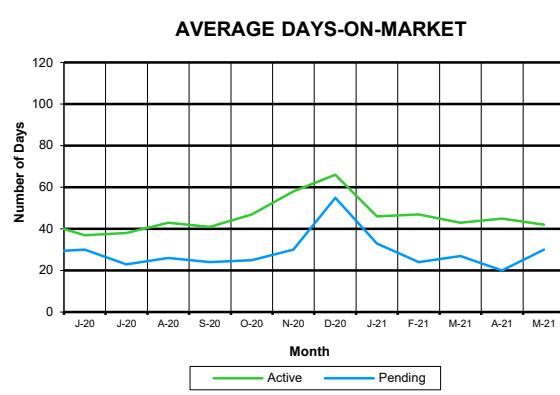


# The Ryness Company

Marketing Research Department

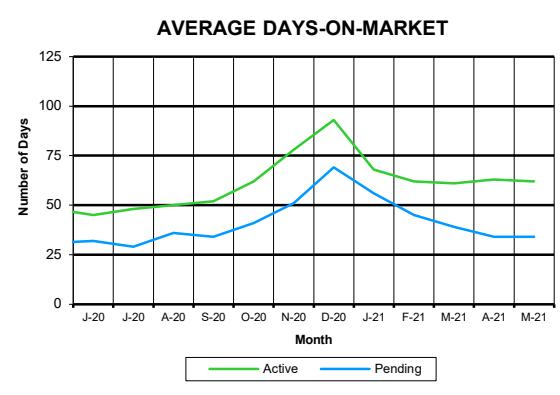
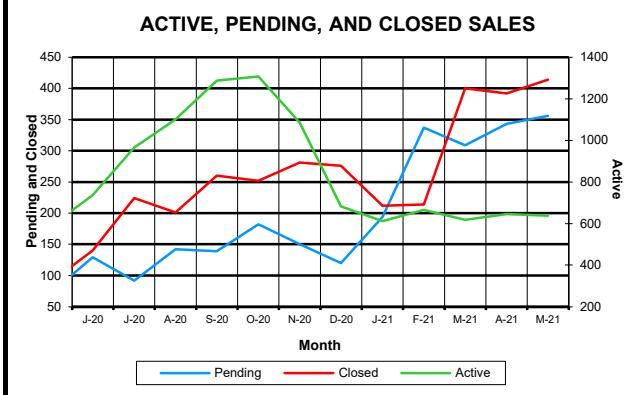
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-20	239	47	96	25	\$687,018
Nov-20	206	58	85	30	\$700,186
Dec-20	132	66	80	55	\$629,000
Jan-21	147	46	86	33	\$627,074
Feb-21	138	47	99	24	\$645,576
Mar-21	132	43	107	27	\$682,435
Apr-21	141	45	106	20	\$671,001
May-21	136	42	108	30	\$692,361



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-20	1,308	62	182	41	\$1,281,601
Nov-20	1,086	78	150	51	\$1,315,277
Dec-20	682	93	120	69	\$1,204,487
Jan-21	611	68	194	56	\$1,235,108
Feb-21	665	62	337	45	\$1,304,482
Mar-21	618	61	309	39	\$1,347,677
Apr-21	646	63	343	34	\$1,359,977
May-21	637	62	356	34	\$1,388,205





# The Ryness Company

Marketing Research Department

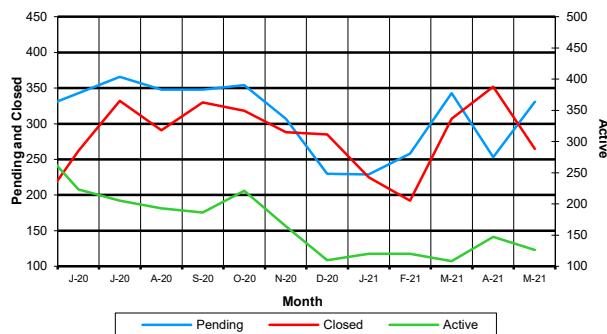
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

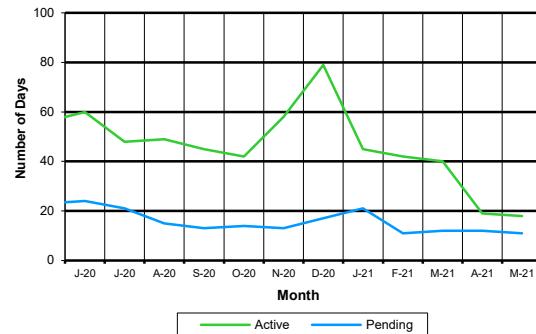
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-20	221	42	354	14	\$608,156
Nov-20	164	58	307	13	\$608,552
Dec-20	110	79	230	17	\$637,312
Jan-21	120	45	229	21	\$639,053
Feb-21	120	42	258	11	\$660,758
Mar-21	108	40	343	12	\$698,352
Apr-21	147	19	253	12	\$695,542
May-21	126	18	331	11	\$719,453



### ACTIVE, PENDING, AND CLOSED SALES



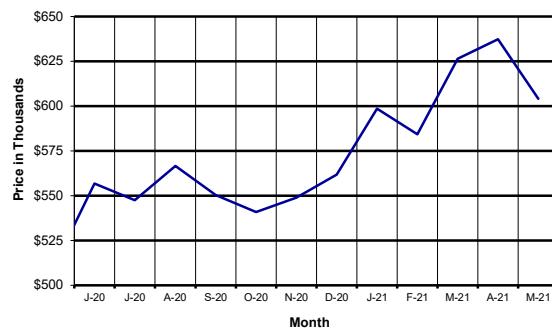
### AVERAGE DAYS-ON-MARKET



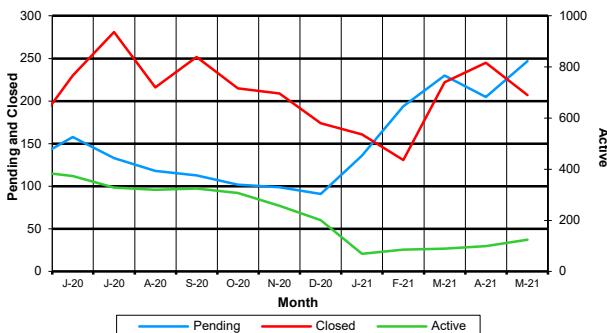
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-20	307	43	102	29	\$540,991
Nov-20	257	43	99	27	\$548,873
Dec-20	201	44	91	22	\$561,831
Jan-21	69	27	136	22	\$598,708
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

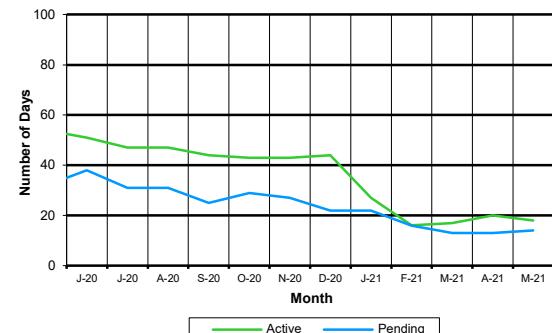
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



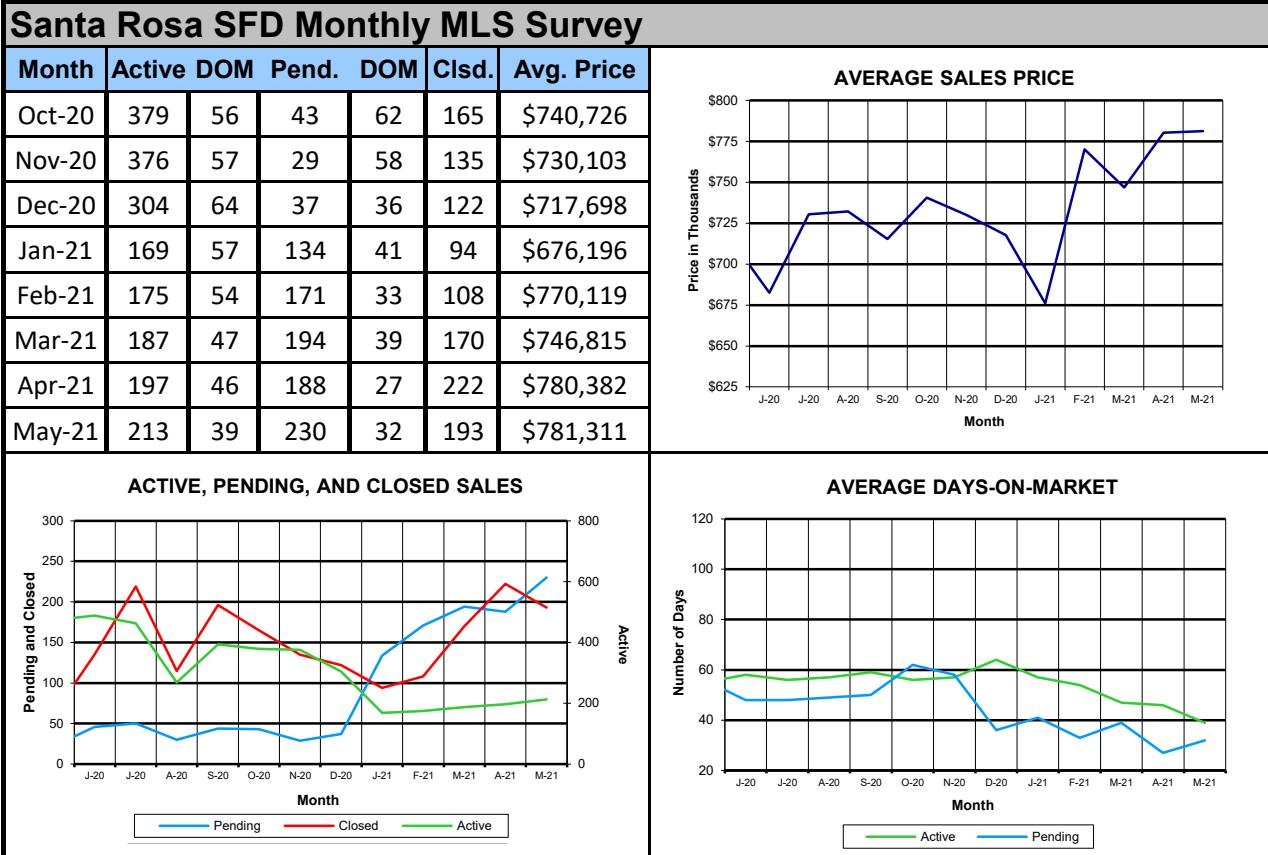
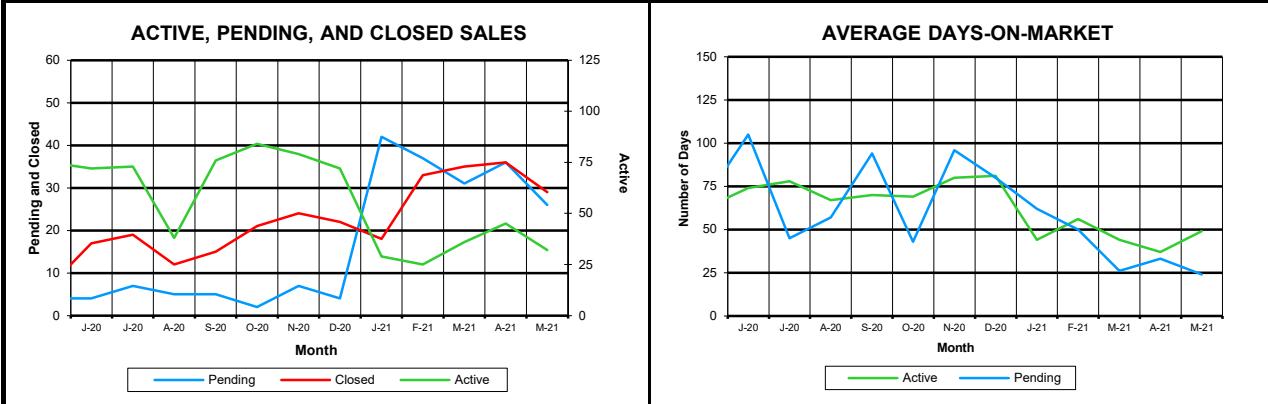


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Oct-20	84	69	2	\$370,643
Nov-20	79	80	7	\$393,667
Dec-20	72	81	4	\$392,432
Jan-21	29	44	42	\$411,338
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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

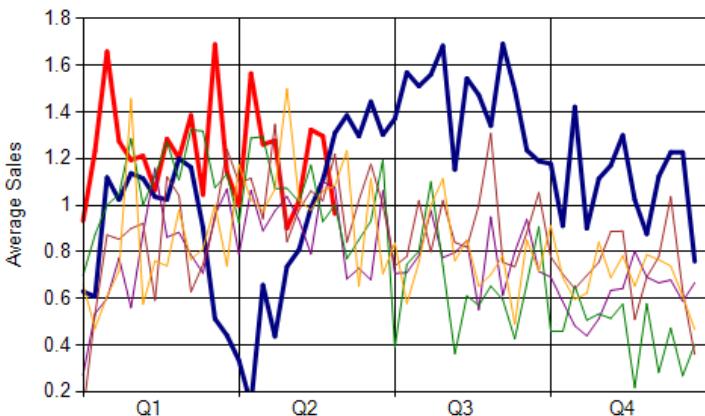


## Central Valley Week 22

Ending: Sunday, June 6, 2021

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.	
Tracy/Mountain House		19	652	15	1	14	0.74	1.14	-35%	1.16	-36%	
San Joaquin County		32	456	41	2	39	1.22	1.22	0%	1.23	-1%	
Stanislaus County		5	12	4	0	4	0.80	1.14	-30%	1.31	-39%	
Merced County		20	173	22	3	19	0.95	1.55	-39%	1.49	-36%	
Madera County		7	56	9	0	9	1.29	1.07	20%	1.04	24%	
Fresno County		25	114	21	2	19	0.76	1.07	-29%	1.15	-34%	
<b>Current Week Totals</b>	Traffic : Sales	13:1	<b>108</b>	<b>1463</b>	<b>112</b>	<b>8</b>	<b>104</b>	<b>0.96</b>	<b>1.22</b>	<b>-21%</b>	<b>1.24</b>	<b>-22%</b>
Per Project Average				14	1.04	0.07	0.96					
<b>Year Ago - 06/07/2020</b>	Traffic : Sales	14:1	<b>83</b>	<b>1844</b>	<b>131</b>	<b>16</b>	<b>115</b>	<b>1.39</b>	<b>0.88</b>	<b>57%</b>	<b>0.76</b>	<b>83%</b>
<b>% Change</b>			30%	-21%	-15%	-50%	-10%	-30%	39%		64%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 22

### 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	48	29	1.02	0.12	0.90	0.81
■	2017	50	31	1.03	0.11	0.92	0.87
■	2018	66	26	1.24	0.15	1.09	0.80
■	2019	76	22	1.00	0.15	0.85	0.77
■	2020	80	21	1.06	0.20	0.86	1.11
■	2021	106	17	1.34	0.12	1.22	1.22
% Change:		32%	-18%	27%	-40%	42%	10%

\* 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>2.85%</b>			<b>APR</b>
<b>2.25%</b>			<b>3.06%</b>
<b>FHA</b>			<b>2.91%</b>
<b>10 Yr Yield</b>			
			<b>1.57%</b>
			The U.S. housing data continues to disappoint investors as restricted inventory supply is pushing prices higher. Per the U.S. Census Bureau and the U.S. Department of Housing and Urban Development data, new home sales fell 5.9% in April to a seasonally-adjusted annual rate of 863,000 units. The metric also compares unfavorably with March's figure that was revised downward to 917,000 units from the previously-reported 1.021 million units. Moreover, the metric missed economists' forecast of a rise to 970,000 units in April, per a Reuters poll. New home sales rose 48.3% in April year over year. New home sales declined in the South, Midwest and Northeast regions but increased in the West in April. Notably, there was a 20.1% year-over-year rise in median new house price to \$372,400 in April, per a Reuters article. Also, the number of new homes on market in April rose to 316,000 from 304,000 in March. Rising softwood lumber, material and labor costs continue to be a major hurdle for homebuilders. In fact, there has been a more than 300% rise in lumber prices from April 2020. Moreover, costs of other materials like steel, concrete and gypsum products are rising at a record pace. Source: Sweta Jaiswal, Yahoo Finance

# The Ryness Report

Week Ending  
Sunday, June 6, 2021

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
Tracy/Mountain House					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	
Magnolia Park	Bright	TR		DTMJ	42	0	2	13	0	0	34	11	0.85	0.50	
Heritage at College Park	Century	MH		DTMJ	96	0	2	72	0	0	85	22	0.91	1.00	
Legacy at College Park	Century	MH		DTMJ	133	4	1	46	4	0	50	40	1.66	1.82	
Portfolio at College Park	Century	MH		DTST	112	3	2	29	3	0	46	34	1.53	1.55	
Provenance at College Park	Century	MH		DTMJ	68	0	1	27	0	0	65	16	0.90	0.73	
Reflection at College Park	Century	MH		DTMJ	87	0	3	27	0	0	76	17	1.05	0.77	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	2	1	45	1	0	114	24	1.02	1.09	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	3	1	45	2	0	98	22	0.88	1.00	
Opal at Tracy Hills	Lennar	TH		DTMJ	107	1	1	45	0	0	103	25	0.93	1.14	
Pearl at Tracy Hills	Lennar TSO	TH		DTMJ	200	1	TSO	45	1	0	92	24	0.81	1.09	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	1	1	35	1	1	74	23	0.85	1.05	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	2	18	0	0	143	26	1.21	1.18	
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	21	0	0	37	11	0.35	0.50	
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	60	0	0	34	34	2.64	2.64	
Briar Square at Mountain House	Shea	MH		DTMJ	173	3	2	60	3	0	134	45	1.88	2.05	
Elan at Tracy Hills	Shea TSO	TH		DTMJ	70	0	TSO	12	0	0	50	50	2.24	2.27	
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	35	0	0	121	19	1.70	0.86	
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	1	11	0	0	62	26	1.24	1.18	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	6	0	0	58	22	1.16	1.00	
<b>TOTALS: No. Reporting: 19</b>			<b>Avg. Sales: 0.74</b>		<b>Traffic to Sales: 43 : 1</b>				<b>27</b>	<b>652</b>	<b>15</b>	<b>1</b>	<b>1476</b>	<b>491</b>	<b>Net: 14</b>

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

Stockton/Lodi					Projects Participating: 9								In Area : 9		
					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	
The Cove at Westlake	Caresco TSO	SK		DTMJ	46	0	TSO	27	0	0	38	19	0.90	0.86	
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	1	28	1	0	22	22	1.71	1.71	
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	4	3	4	4	0	21	21	2.58	2.58	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	2	2	1	1	0	76	34	1.07	1.55	
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	127	0	2	2	0	0	125	12	1.76	0.55	
Montevello II	KB Home	SK		DTST	154	0	1	13	1	0	39	26	1.28	1.18	
Verona at Destinations	KB Home	SK		ATMJ	106	0	2	3	0	0	8	8	1.17	1.17	
Keys at Westlake	Lennar	SK		DTMJ	101	0	1	12	0	0	40	21	0.83	0.95	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	1	0	0	0	40	13	1.00	0.59	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.78</b>		<b>Traffic to Sales: 13 : 1</b>				<b>13</b>	<b>90</b>	<b>7</b>	<b>0</b>	<b>409</b>	<b>176</b>	<b>Net: 7</b>

City Codes: SK = Stockton, LD = Lodi

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 23								In Area : 23		
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 Island	Anthem United TSO	LP		DTMJ	128	0	TSO	12	0	0	117	23	1.07	1.05	
Turnleaf at the Collective	Anthem United	MN		AASF	84	2	2	10	0	0	42	25	0.45	1.14	
Rosewood at Terra Ranch	Century TSO	MN		DTMJ	50	0	TSO	6	1	1	46	26	1.43	1.18	
Bella Vita	DR Horton S/O	LP		DTMJ	76	3	S/O	4	3	0	76	35	1.62	1.59	
Haven Villas at Sundance	KB Home	MN		DTMJ	152	2	1	3	2	0	150	25	1.49	1.14	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	3	3	6	2	0	32	32	1.67	1.67	
Catalina II at River Islands	Kiper	LP		DTMJ	101	4	5	38	0	0	21	21	1.62	1.62	
Newport at River Islands	Kiper	LP		DTMJ	131	0	2	25	0	0	122	32	1.31	1.45	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	2	5	22	0	0	99	8	0.37	0.36	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	1	9	2	0	26	26	1.72	1.72	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	5	2	34	5	0	22	22	1.45	1.45	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	6	2	32	6	0	25	25	1.65	1.65	
Sundance	Meritage	MN		DTST	64	4	1	15	4	0	52	32	1.52	1.45	
Harvest at Sundance	Pulte	MN		DTMJ	65	5	2	10	6	1	39	39	1.84	1.77	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	2	8	0	0	27	27	1.34	1.34	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	5	3	0	0	25	25	1.55	1.55	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	1	10	0	0	78	29	1.32	1.32	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	3	12	0	0	39	38	1.75	1.73	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	3	12	1	0	61	31	0.68	1.41	
Breakwater at River Island	TRI Pointe	LP	Rsv's	DTMJ	106	0	1	11	0	0	77	27	1.51	1.23	
Origin at the Collective	Trumark	MN		DTMJ	59	0	4	12	0	0	44	25	0.50	1.14	
Hdeaway at River Islands	Van Daele	LP		DTMJ	120	0	4	29	0	0	84	32	1.82	1.45	
Veranda at River Islands	Van Daele	LP		DTMJ	101	3	2	43	2	0	41	41	2.54	2.54	
<b>TOTALS: No. Reporting: 23</b>								<b>Traffic to Sales: 11 : 1</b>	<b>51</b>	<b>366</b>	<b>34</b>	<b>2</b>	<b>1345</b>	<b>646</b>	<b>Net: 32</b>

City Codes: LP = Lathrop, MN = Manteca

Modesto					Projects Participating: 1							In Area : 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	
Villa D'Este	DR Horton	MO		DTST	32	0	2	0	0	0	30	30	2.53	2.53	
<b>TOTALS: No. Reporting: 1</b>								<b>Traffic to Sales: N/A</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>30</b>	<b>30</b>	<b>Net: 0</b>

City Codes: MO = Modesto

Stanislaus County					Projects Participating: 4							In Area : 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	13	0	1	4	0	0	2	2	0.88	0.88	
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	0	5	2	0	0	64	1	1.00	0.05	
Fieldstone	KB Home	HG		DTST	69	2	2	4	2	0	31	31	1.53	1.53	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	2	1	2	2	0	89	26	1.53	1.18	
<b>TOTALS: No. Reporting: 4</b>								<b>Traffic to Sales: 3 : 1</b>	<b>9</b>	<b>12</b>	<b>4</b>	<b>0</b>	<b>186</b>	<b>60</b>	<b>Net: 4</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
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	3	3	12	0	0	91	27	0.84	1.23	
Solera II	Century	MD		DTMJ	113	2	2	1	1	0	58	47	1.87	2.14	
Bell Crossing	DR Horton	AT		DTST	151	6	6	14	1	0	131	61	1.76	2.77	
Brookshire	DR Horton TSO	LB		DTST	50	0	TSO	0	0	0	41	10	0.72	0.45	
Mission Village South	DR Horton TSO	LB		DTMJ	91	0	TSO	0	0	0	88	9	0.84	0.41	
Monterra	DR Horton	MD		DTST	165	0	3	12	0	0	138	62	1.85	2.82	
Pacheco Pointe	DR Horton	LB		DTST	59	0	1	2	3	1	52	52	2.87	2.87	
Panorama	DR Horton	MD		DTST	192	4	1	18	5	0	133	50	1.26	2.27	
Shaunessey	DR Horton	LB		DTST	70	0	1	0	0	0	69	43	1.23	1.95	
Stoneridge South	DR Horton	MD		DTST	64	3	2	4	2	0	41	41	2.54	2.54	
Villas, The	DR Horton	LB		DTST	78	0	3	16	2	1	51	51	2.81	2.81	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	4	10	0	0	137	37	1.05	1.68	
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	15	0	0	146	26	0.99	1.18	
Sunflower	Legacy TSO	MD		DTST	143	0	TSO	10	2	0	118	27	0.94	1.23	
Moraga - Skye II	Lennar S/O	MD		DTMJ	66	0	S/O	1	1	0	66	21	1.32	0.95	
Moraga - Summer II	Lennar	MD		DTMJ	115	3	3	4	3	1	67	44	1.36	2.00	
Bellevue Ranch	Stonefield Home	MD		DTST	123	0	4	18	1	0	119	24	1.05	1.09	
Cypress Terrace	Stonefield Home	MD		DTST	82	0	1	12	1	0	81	14	0.88	0.64	
Shaunessey Village	Stonefield Home	LB		DTST	94	0	8	17	0	0	83	27	1.04	1.23	
Villas II, The	Stonefield Home	LB		DTST	191	0	2	7	0	0	29	29	1.51	1.51	
<b>TOTALS: No. Reporting: 20</b>	<b>Avg. Sales: 0.95</b>				<b>Traffic to Sales: 8:1</b>				<b>44</b>	<b>173</b>	<b>22</b>	<b>3</b>	<b>1739</b>	<b>702</b>	<b>Net: 19</b>
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston															

Madera County					Projects Participating: 7								In Area : 7		
					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	2	2	7	1	0	116	23	1.04	1.05	
Fielding Cottages	KB Home	MDA		DTST	95	4	3	10	3	0	70	56	2.50	2.55	
Fielding Villas	KB Home	MDA		DTST	87	3	3	10	2	0	34	30	1.21	1.36	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	3	3	0	0	17	17	0.89	0.89	
Riverstone Coronet	Lennar	MDA		DTST	103	0	2	23	0	0	63	25	1.24	1.14	
Riverstone- Pinnacle	Lennar	MDA		DTMJ	57	0	2	0	0	0	55	4	0.48	0.18	
Riverstone Skye II	Lennar	MDA		DTST	67	4	3	3	3	0	60	24	1.33	1.09	
<b>TOTALS: No. Reporting: 7</b>	<b>Avg. Sales: 1.29</b>				<b>Traffic to Sales: 6:1</b>				<b>18</b>	<b>56</b>	<b>9</b>	<b>0</b>	<b>415</b>	<b>179</b>	<b>Net: 9</b>
City Codes: MDA = Madera															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 28		
Fresno 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	
Arroyo at Loma Vista	Century	CV		DTMJ	132	0	11	3	0	0	121	108	1.53	4.91	
Locan Point	Century	FR		DTST	248	0	1	6	3	0	214	54	1.69	2.45	
Market Place	Century	FR		DTMJ	215	0	16	10	2	0	164	43	1.78	1.95	
River Pointe	DR Horton	RE		DTMJ	84	2	2	4	2	0	25	25	2.82	2.82	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	3	5	0	0	117	23	1.02	1.05	
Inspirado	K Hovnanian	FR		DTST	109	0	2	2	0	0	107	10	1.43	0.45	
Laurel Grove	KB Home	FR		DTST	178	0	1	6	0	0	177	44	1.45	2.00	
Seville	KB Home	FR		DTST	129	3	2	15	2	0	92	41	1.46	1.86	
Anatole- Clementine	Lennar	FR		DTMJ	111	0	2	5	0	1	24	24	2.21	2.21	
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	5	1	0	18	18	1.66	1.66	
Arboralla - Clementine	Lennar	CV		DTST	137	2	2	1	1	0	11	11	1.40	1.40	
Bella Vista Skye	Lennar	FT		DTST	54	2	2	4	2	0	13	13	0.68	0.68	
Brambles- Starling	Lennar	FR		ATST	150	0	2	2	0	0	18	18	1.66	1.66	
Brambles- Wilde	Lennar	FR		DTST	89	0	1	1	1	1	18	18	1.66	1.66	
Copper River- Pinnacle	Lennar	FR		DTMJ	94	0	1	0	0	0	93	5	0.71	0.23	
Fancher Creek - Coronet	Lennar	FR		ATST	80	3	3	5	1	0	29	29	1.19	1.32	
Fancher Creek California	Lennar	FR		ATST	68	0	3	5	0	0	65	8	0.88	0.36	
Fancher Creek- Chateau	Lennar	FR		ATST	61	0	1	1	0	0	60	3	0.81	0.14	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	4	0	0	117	5	1.08	0.23	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	4	2	4	3	0	29	27	1.19	1.23	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	5	0	0	17	8	0.43	0.36	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	3	5	0	0	36	18	0.92	0.82	
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	2	1	5	2	0	24	12	0.61	0.55	
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	0	4	5	0	0	12	10	0.31	0.45	
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	2	6	1	0	7	7	0.98	0.98	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 0.76</b>			<b>Traffic to Sales: 5 : 1</b>				<b>77</b>	<b>114</b>	<b>21</b>	<b>2</b>	<b>1608</b>	<b>582</b>	<b>Net: 19</b>
City Codes: CV = Clovis, FR = Fresno, RE = Reedley, FO = Fowler, FT = Friant															

Central Valley				Projects Participating: 108					In Area : 111			
				Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 108</b>				<b>Avg. Sales: 0.96</b>	<b>Traffic to Sales: 13 : 1</b>	<b>241</b>	<b>1463</b>	<b>112</b>	<b>8</b>	<b>7208</b>	<b>2866</b>	<b>Net: 104</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 , DTMJ = 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												

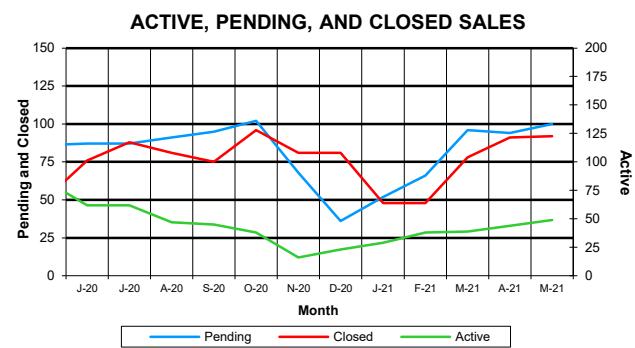


# The Ryness Company

Marketing Research Department

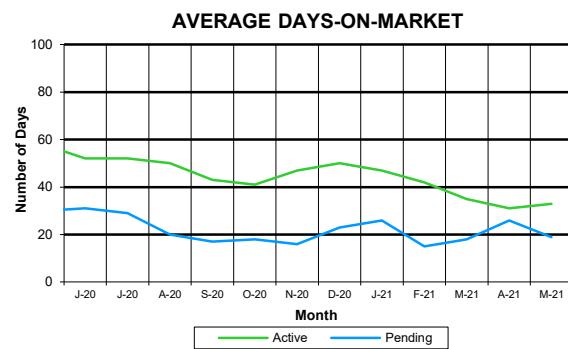
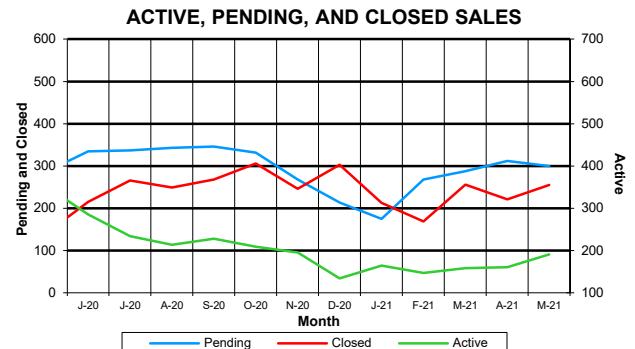
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	38	32	102	15	96	\$572,838
Nov-20	16	62	68	11	81	\$596,343
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



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	209	41	332	18	306	\$387,379
Nov-20	196	47	268	16	246	\$387,582
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



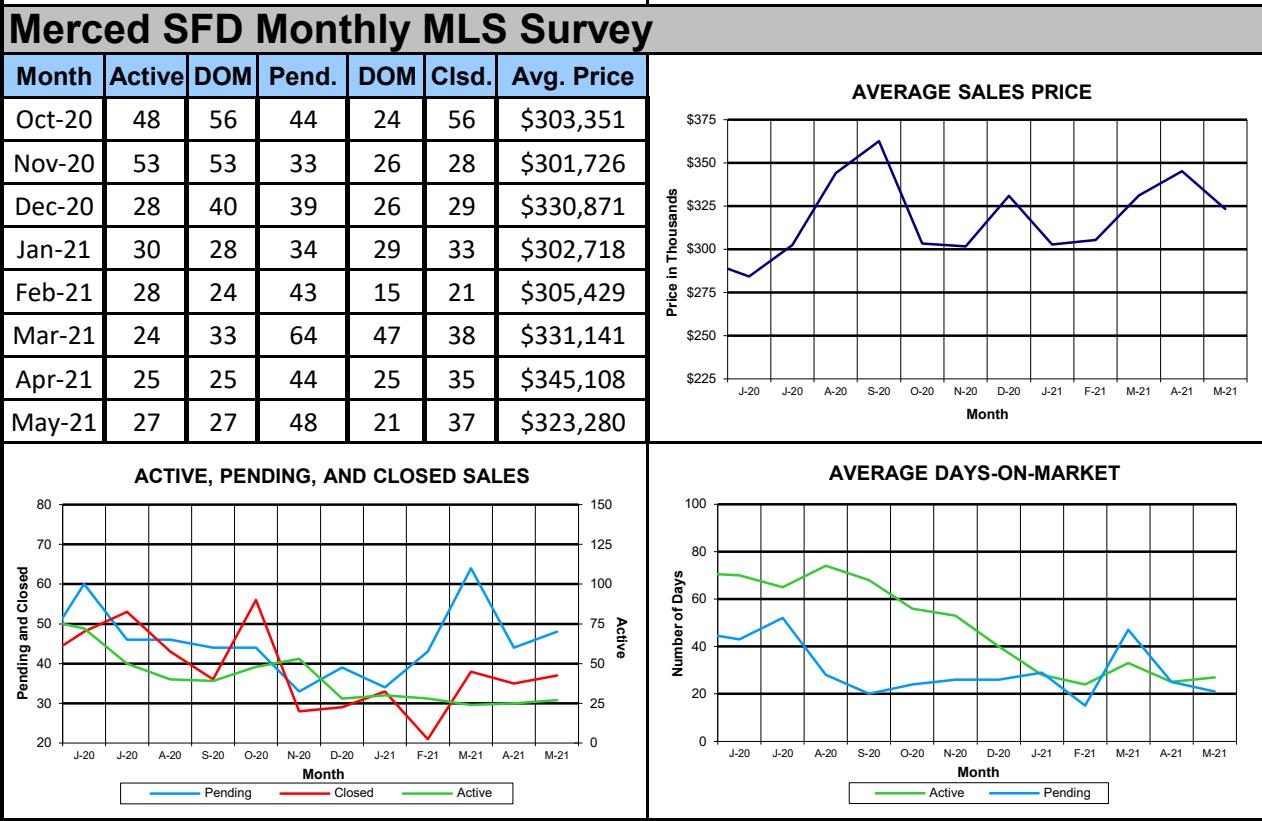
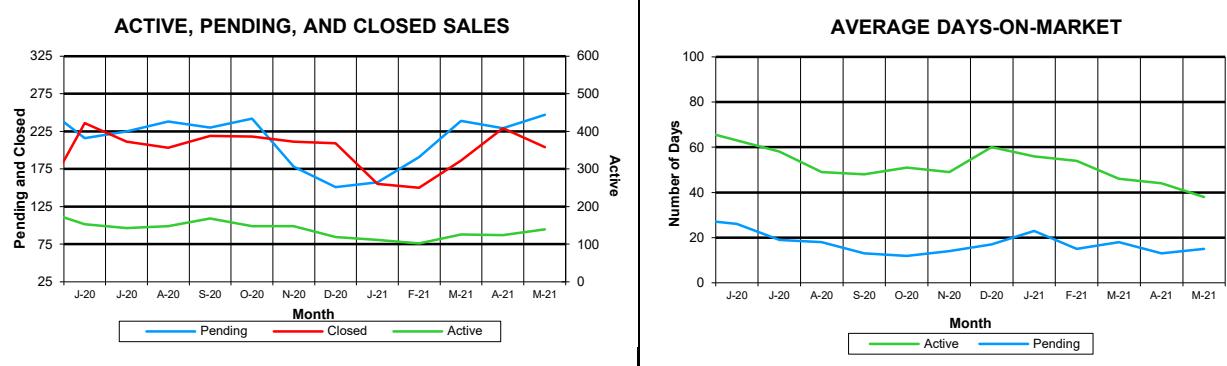


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	148	51	242	12	218	\$382,824
Nov-20	148	49	178	14	211	\$392,938
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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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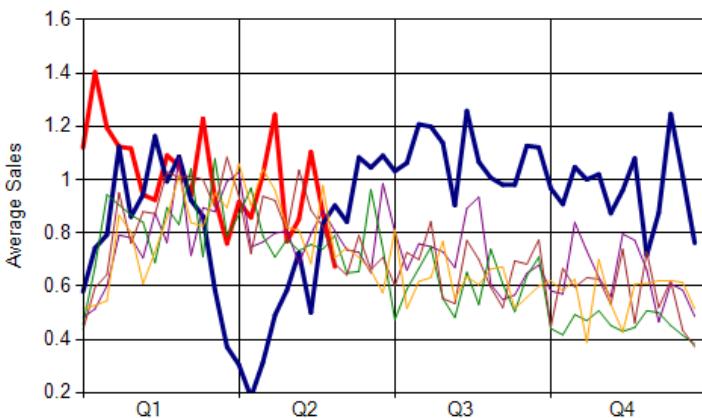
NATIONAL BUILDER DIVISION

**Ending: Sunday, June 6, 2021**

## Sacramento Week 22

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.	
South Sacramento		22	146	18	6	12	0.55	0.76	-29%	0.74	-26%	
Central & North Sacramento		42	810	33	5	28	0.67	0.96	-30%	0.94	-29%	
Folsom		16	393	15	1	14	0.88	1.14	-23%	1.03	-15%	
El Dorado		9	126	4	2	2	0.22	0.88	-75%	0.83	-73%	
Placer & Nevada		58	747	54	8	46	0.79	1.17	-32%	1.13	-30%	
Yolo		9	29	2	0	2	0.22	0.93	-76%	0.78	-72%	
Northern Counties		9	93	9	2	7	0.78	0.88	-11%	0.88	-11%	
<b>Current Week Totals</b>	Traffic : Sales	17:1	<b>165</b>	<b>2344</b>	<b>135</b>	<b>24</b>	<b>111</b>	<b>0.67</b>	<b>1.00</b>	<b>-33%</b>	<b>0.96</b>	<b>-30%</b>
Per Project Average				14	0.82	0.15	0.67					
<b>Year Ago - 06/07/2020</b>	Traffic : Sales	13:1	<b>157</b>	<b>2156</b>	<b>163</b>	<b>31</b>	<b>132</b>	<b>0.84</b>	<b>0.72</b>	<b>17%</b>	<b>0.58</b>	<b>45%</b>
% Change			5%	9%	-17%	-23%	-16%	-20%	39%		66%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 22

### 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	27	0.94	0.13	0.81	0.69
■	2017	142	28	1.01	0.15	0.86	0.73
■	2018	126	26	0.94	0.13	0.81	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	146	16	0.88	0.17	0.71	0.89
■	2021	157	19	1.10	0.09	1.00	1.00
% Change:		8%	18%	24%	-44%	40%	12%

\* 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>2.85%</b>	<b>APR</b> <b>3.06%</b>	The U.S. housing data continues to disappoint investors as restricted inventory supply is pushing prices higher. Per the U.S. Census Bureau and the U.S. Department of Housing and Urban Development data, new home sales fell 5.9% in April to a seasonally-adjusted annual rate of 863,000 units. The metric also compares unfavorably with March's figure that was revised downward to 917,000 units from the previously-reported 1.021 million units. Moreover, the metric missed economists' forecast of a rise to 970,000 units in April, per a Reuters poll. New home sales rose 48.3% in April year over year. New home sales declined in the South, Midwest and Northeast regions but increased in the West in April. Notably, there was a 20.1% year-over-year rise in median new house price to \$372,400 in April, per a Reuters article. Also, the number of new homes on market in April rose to 316,000 from 304,000 in March. Rising softwood lumber, material and labor costs continue to be a major hurdle for homebuilders. In fact, there has been a more than 300% rise in lumber prices from April 2020. Moreover, costs of other materials like steel, concrete and gypsum products are rising at a record pace. Source: Sweta Jaiswal, Yahoo Finance
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.57%</b>		

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
South Sacramento				Units	New Rel.	Re'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	0	1	8	0	0	30	24	0.81	1.09	
Reridae	KB Home	GT		DTST	69	0	2	10	0	0	19	19	1.75	1.75	
Sheldon Terrace	KB Home	LN		DTST	175	0	1	10	1	1	174	23	1.32	1.05	
Vintage Park	KB Home	SO		ATST	81	3	1	3	3	0	5	5	4.38	4.38	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	2	2	6	1	0	31	15	0.91	0.68	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	14	1	1	89	16	0.88	0.73	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	2	10	0	0	102	16	0.93	0.73	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	3	2	11	2	0	170	24	1.20	1.09	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	17	1	0	30	14	0.93	0.64	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	2	7	1	0	201	17	0.90	0.77	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	10	0	0	94	14	0.85	0.64	
Redwood at Parkside	Lennar	VN		DTMJ	300	3	1	3	3	0	278	21	0.88	0.95	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	7	0	0	78	16	0.83	0.73	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	2	17	0	1	76	23	1.35	1.05	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	2	1	1	1	74	13	0.88	0.59	
Milestone	Taylor Morrison	VN		DTMJ	121	0	1	0	0	0	120	28	1.11	1.27	
Sevilla at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	112	0	TSO	0	0	0	55	8	0.66	0.36	
Valencia at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	111	0	TSO	0	0	0	57	11	0.68	0.50	
Legacy at Poppy Lane	Tim Lewis TSO	LN		DTMJ	54	0	TSO	2	0	0	50	4	0.35	0.18	
Reflections at Poppy Lane	Tim Lewis	LN	New	DTMJ	73	3	1	3	2	0	2	2	2.33	2.33	
Traditions at Poppy Lane	Tim Lewis S/O	LN		DTMJ	88	0	S/O	0	1	1	88	14	0.65	0.64	
Glendon Vineyards	Woodside	VN		DTST	103	0	2	7	1	1	82	25	0.82	1.14	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.55</b>			<b>Traffic to Sales: 8 : 1</b>				<b>28</b>	<b>146</b>	<b>18</b>	<b>6</b>	<b>1905</b>	<b>352</b>	<b>Net: 12</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
Central Sacramento				Units	New Rel.	Re'd Rrn'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	2	20	1	1	25	15	0.75	0.68	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	3	3	38	2	0	39	19	0.79	0.86	
Crocker Village- Courts	Black Pine TSO	SO		DTST	83	0	TSO	38	0	0	23	9	0.48	0.41	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	38	1	0	36	17	0.73	0.77	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	1	53	2	0	79	16	0.87	0.73	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	4	47	0	0	76	10	0.83	0.45	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	4	29	2	3	75	22	0.71	1.00	
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	13	0	0	31	31	1.92	1.92	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	15	1	0	29	23	1.07	1.05	
Oaks at Mitchell	KB Home	CH		DTST	74	3	2	17	2	0	16	16	2.73	2.73	
Ventana	Lennar	RO		DTMJ	160	0	1	7	0	0	83	14	0.85	0.64	
Verdant	Lennar	RO		DTST	157	0	2	4	0	1	66	22	1.10	1.00	
Viridian	Lennar	RO		DTST	342	0	1	7	1	0	90	23	0.89	1.05	
Montelena	Premier Homes TSO	RO		DTST	169	0	TSO	39	0	0	149	38	1.75	1.73	
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	4	3	0	0	20	5	0.25	0.23	
Garden Homes at Sutter Park	TimLewis	SO		DTST	29	0	1	7	0	0	25	7	0.31	0.32	
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	4	5	0	0	24	8	0.30	0.36	
Alderwood	Watt	RO		DTMJ	54	0	12	25	2	0	42	22	0.81	1.00	
Cottonwood at Cypress	Woodside	RO		DTST	84	0	7	15	2	0	66	18	0.72	0.82	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	31	0	0	74	16	0.80	0.73	
Sequoia at Cypress	Woodside	RO		DTMJ	62	0	2	0	0	0	51	15	0.55	0.68	
<b>TOTALS: No. Reporting: 21</b>			<b>Avg. Sales: 0.52</b>		<b>Traffic to Sales: 28 : 1</b>				<b>56</b>	<b>451</b>	<b>16</b>	<b>5</b>	<b>1119</b>	<b>366</b>	<b>Net: 11</b>
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 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	2	5	7	1	0	59	23	0.68	1.05	
Edgeview - The Cove	Beazer	SO		ATST	156	2	16	11	1	0	57	29	1.14	1.32	
Westward - The Cove	Beazer TSO	SO		DTST	122	0	TSO	0	0	0	40	8	0.64	0.36	
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	92	22	1.12	1.00	
Provence	Blue Mountain	SO		ATST	185	0	4	25	0	0	74	26	0.92	1.18	
Castile at Parkebridge	DR Horton SO	SO		DTMJ	152	0	S/O	58	2	0	152	37	1.37	1.68	
Mbraga	DR Horton	AO		DTMJ	162	0	3	15	0	0	70	35	1.55	1.59	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	2	2	18	1	0	34	22	0.94	1.00	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	3	2	19	2	0	32	25	0.89	1.14	
Northlake - Atla	Lennar TSO	SO		DTMJ	116	0	TSO	10	1	0	16	16	0.79	0.79	
Northlake - Bleau	Lennar TSO	SO		DTMJ	236	1	TSO	10	1	0	22	22	1.09	1.09	
Northlake - Crestvue	Lennar TSO	SO		DTMJ	97	0	TSO	10	2	0	16	16	0.79	0.79	
Northlake - Drifton	Lennar TSO	SO		DTMJ	134	0	TSO	10	1	0	11	11	0.93	0.93	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	10	0	0	16	16	0.79	0.79	
Northlake - Shor	Lennar	SO		DTMJ	140	0	3	10	1	0	17	17	0.84	0.84	
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	1	TSO	10	1	0	18	18	0.89	0.89	
Northlake - Wavmrr	Lennar TSO	SO		DTMJ	153	1	TSO	10	3	0	20	20	0.99	0.99	
NJVO Artisan Square	The New Hme Co	SO		ATST	115	0	2	38	0	0	78	44	1.28	2.00	
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	32	0	0	29	29	2.94	2.94	
Mystique	Watt	SO		ATST	57	0	2	20	0	0	45	8	0.53	0.36	
Portisol at Artisan Square	Watt	SO		ATST	112	0	4	36	0	0	28	17	0.84	0.77	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.81</b>			<b>Traffic to Sales: 21 : 1</b>				<b>44</b>	<b>359</b>	<b>17</b>	<b>0</b>	<b>926</b>	<b>461</b>	<b>Net: 17</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16								In Area : 16		
Folsom Area					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	
Iron Ridge at Russell Ranch	Anthem United TSO	FM		DTMJ	97	0	TSO	3	0	0	78	27	1.20	1.23	
Sycamore Creek	JMC	FM		DTMJ	86	0	4	39	1	0	17	15	0.68	0.68	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	3	7	0	1	53	43	1.89	1.95	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	2	2	30	1	0	22	22	2.70	2.70	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	1	0	2	0	17	17	0.99	0.99	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	2	35	2	0	88	35	1.25	1.59	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	6	1	0	47	25	0.87	1.14	
Mesa at White Rock	Richmond American	FM		DTMJ	64	4	3	4	3	0	55	31	1.12	1.41	
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	3	3	2	2	0	7	7	1.20	1.20	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	1	19	0	0	79	18	0.98	0.82	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	1	19	1	0	89	15	1.14	0.68	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	2	41	0	0	35	17	1.06	0.77	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	35	0	0	59	22	0.88	1.00	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	1	51	1	0	90	18	1.13	0.82	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	60	2	2	51	1	0	22	22	1.36	1.36	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	1	51	0	0	74	18	0.93	0.82	
<b>TOTALS: No. Reporting: 16</b>					<b>Avg. Sales: 0.88</b>			<b>Traffic to Sales: 26 : 1</b>	<b>29</b>	<b>393</b>	<b>15</b>	<b>1</b>	<b>832</b>	<b>352</b>	<b>Net: 14</b>

City Codes: FM = Folsom

El Dorado County					Projects Participating: 9							In Area : 9			
					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	
Revere	Blue Mountain	RE		DTMJ	51	0	2	10	1	1	10	10	1.89	1.89	
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	1	24	0	0	58	29	1.25	1.32	
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	21	0	0	31	16	0.75	0.73	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	2	1	0	0	37	21	0.88	0.95	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	2	27	1	1	14	9	0.50	0.41	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	1	23	1	0	67	14	0.86	0.64	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	97	0	1	8	1	0	77	15	0.54	0.68	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	164	0	3	6	0	0	128	15	0.90	0.68	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	369	0	1	6	0	0	132	28	0.93	1.27	
<b>TOTALS: No. Reporting: 9</b>					<b>Avg. Sales: 0.22</b>			<b>Traffic to Sales: 32 : 1</b>	<b>17</b>	<b>126</b>	<b>4</b>	<b>2</b>	<b>554</b>	<b>157</b>	<b>Net: 2</b>

City Codes: RE = Rescue, BH = El Dorado Hills

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 57							In Area : 59		
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	12	12	2	1	0	13	13	2.22	2.22
Milestone at Sierra Pne	Black Pine	RK		DTST	61	0	3	21	0	0	25	21	0.94	0.95
Carnelian	Blue Mountain	GB		ATMJ	28	0	3	13	0	1	7	7	0.47	0.47
Balboa	DR Horton	RV		DTST	127	0	1	3	0	0	14	14	1.72	1.72
Cerrada	DR Horton	LL		DTST	166	2	2	7	2	0	87	42	1.32	1.91
Winding Creek- The Wilds	DR Horton	RV		DTST	50	0	6	3	0	1	18	18	1.52	1.52
Broadlands	JMC	LL		DTST	77	0	6	37	2	1	55	25	1.14	1.14
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	4	11	0	0	10	10	1.37	1.37
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	2	1	5	2	0	18	18	2.42	2.42
Monument Village at Sierra Vista	JMC	RV		DTST	187	7	3	53	7	0	152	42	1.46	1.91
Palisade Village	JMC	RV		DTST	232	0	1	60	0	0	141	42	1.61	1.91
Pinnacle Village	JMC	RV		DTMJ	127	3	1	25	3	0	119	28	1.13	1.27
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	1	73	1	0	38	22	1.02	1.00
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	1	13	1	0	15	15	2.06	2.06
Sentinel	JMC	RV		DTST	132	0	4	70	0	2	109	33	1.68	1.50
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	2	3	0	0	95	13	0.82	0.59
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	2	2	1	2	0	92	35	1.56	1.59
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	6	0	0	34	14	0.48	0.64
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	3	0	0	107	34	0.95	1.55
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	3	1	0	0	15	15	1.35	1.35
Granite Bluff	KB Home	RK		DTMJ	73	2	1	21	2	0	53	41	1.65	1.86
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	14	1	0	138	34	1.30	1.55
Andorra at Sierra West	Lennar	RV		DTMJ	101	3	3	2	2	0	29	21	0.83	0.95
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	2	2	5	1	0	32	24	1.03	1.09
Corvara at Fiddymont Farm	Lennar	RV		DTMJ	136	2	1	3	2	0	133	19	1.06	0.86
Corvara II at Campus Oaks	Lennar	RV		DTMJ	112	0	2	7	1	0	15	12	0.63	0.55
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	2	2	16	2	0	149	26	0.93	1.18
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	1	10	0	0	135	25	0.84	1.14
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	1	10	0	0	153	18	0.93	0.82
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	1	2	0	0	33	24	0.91	1.09
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	1	2	1	0	36	18	0.92	0.82
Novara at Fiddymont	Lennar	RV		DTST	105	0	2	8	0	0	49	16	1.02	0.73
Pavia at Fiddymont Farm	Lennar	RV		DTST	94	2	1	8	2	0	48	19	0.98	0.86
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	2	1	0	2	0	52	19	0.96	0.86
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	2	2	0	0	31	25	0.83	1.14
Meadowlands 60s	Meritage	LL		ATMJ	92	0	2	6	0	0	4	4	1.75	1.75
Winding Creek - Trek	Meritage	RV		DTMJ	74	4	2	12	4	0	24	24	1.58	1.58
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	1	31	0	0	53	27	1.06	1.23
Fieldstone at Fiddymont Ranch	Richmond American	RV		DTMJ	71	0	2	3	1	0	69	14	1.06	0.64
Revere at Independence	Richmond American	LL		DTMJ	122	0	1	9	1	0	29	29	1.37	1.32
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	3	3	7	1	0	40	28	1.24	1.27
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	3	7	0	0	38	38	2.22	2.22
Arlington at Twelve Bridges	Taylor Morrison TSO	LL		DTST	150	1	TSO	2	2	0	73	33	1.37	1.50
Belmont at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	62	0	TSO	1	0	0	47	25	0.88	1.14
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	2	9	0	0	22	22	1.28	1.28

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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	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	2	5	0	0	16	16	3.03	3.03	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	1	8	1	1	8	8	1.51	1.51	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	5	1	0	10	10	1.89	1.89	
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	1	0	0	33	5	0.62	0.23	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	19	0	0	57	18	0.62	0.82	
Illumination at Solaire	TRI Pointe	RV		DTMJ	104	0	1	29	0	0	14	14	1.29	1.29	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	2	16	1	1	100	26	0.93	1.18	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	3	1	14	3	0	11	11	1.01	1.01	
Timbercove at Sierra Pine	TRI Pointe	RK		DTST	71	0	2	10	0	0	51	38	1.69	1.73	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	2	16	1	1	73	27	1.07	1.23	
Plamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	3	6	0	0	80	22	0.68	1.00	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	3	7	0	0	85	30	0.73	1.36	
<b>TOTALS: No. Reporting: 57</b>			<b>Avg. Sales: 0.79</b>		<b>Traffic to Sales: 14 : 1</b>				125	743	53	8	3187	1271	<b>Net: 45</b>
City Codes: LL = Lincoln, RK = Rocklin, GB = Granite Bay, RV = Roseville															

Nevada County					Projects Participating: 1								In Area : 2		
					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	GV		DTST	45	0	2	4	1	0	16	6	0.12	0.27	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 4 : 1</b>				2	4	1	0	16	6	<b>Net: 1</b>
City Codes: GV = Grass Valley															

Yolo County					Projects Participating: 9								In Area : 10		
					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 TSO	WS		DTST	222	0	TSO	3	0	0	199	30	1.08	1.36	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	1	4	0	0	111	26	0.97	1.18	
Magnolia at Spring Lake	Lennar	WL		DTMJ	78	0	1	3	1	0	69	19	0.69	0.86	
Summerstone at Spring Lake	Lennar	WL		DTST	87	0	1	4	0	0	82	24	0.82	1.09	
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	2	3	0	0	7	7	0.89	0.89	
Spring Lake - Ivy	Taylor Morrison	WL		DTST	41	0	1	0	0	0	40	6	0.26	0.27	
Spring Lake - Laurel	Taylor Morrison TSO	WL		DTMJ	100	0	TSO	0	0	0	99	19	0.63	0.86	
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	1	5	1	0	85	12	0.44	0.55	
Pines at Spring Lake	Woodside	WL		DTMJ	83	0	2	7	0	0	58	26	0.83	1.18	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.22</b>		<b>Traffic to Sales: 15 : 1</b>				9	29	2	0	750	169	<b>Net: 2</b>
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis															

Sutter County					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	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnian	LO		DTMJ	170	0	4	6	1	1	89	18	1.41	0.82	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 6 : 1</b>				4	6	1	1	89	18	<b>Net: 0</b>
City Codes: LO = Live Oak															

# The Ryness Report

Week Ending  
Sunday, June 6, 2021

Sacramento

Page  
7 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Yuba County					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	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	1	22	0	0	51	13	0.75	0.59	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	3	15	3	0	44	11	0.65	0.50	
Sumerset at The Orchards	JMC	MS		DTST	96	0	1	15	1	0	71	22	1.29	1.00	
Sonoma Ranch	Lennar	PLK		DTST	208	0	3	9	1	1	176	17	1.05	0.77	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	9	0	0	30	20	0.83	0.91	
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	2	2	6	2	0	4	4	1.75	1.75	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	5	0	0	27	27	1.28	1.23	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	2	2	6	1	0	51	29	1.24	1.32	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.88</b>			<b>Traffic to Sales: 11 : 1</b>				<b>16</b>	<b>87</b>	<b>8</b>	<b>1</b>	<b>454</b>	<b>143</b>	<b>Net: 7</b>

City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst

Sacramento			Projects Participating: 165					In Area : 170			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 165</b>			<b>Avg. Sales: 0.67</b>	<b>Traffic to Sales: 17 : 1</b>	<b>330</b>	<b>2344</b>	<b>135</b>	<b>24</b>	<b>9832</b>	<b>3295</b>	<b>Net: 111</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											

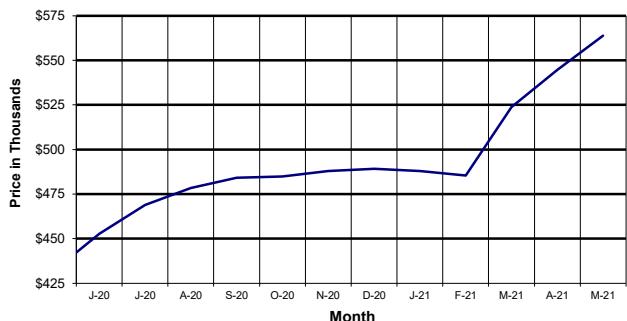
# The Ryness Company

Marketing Research Department

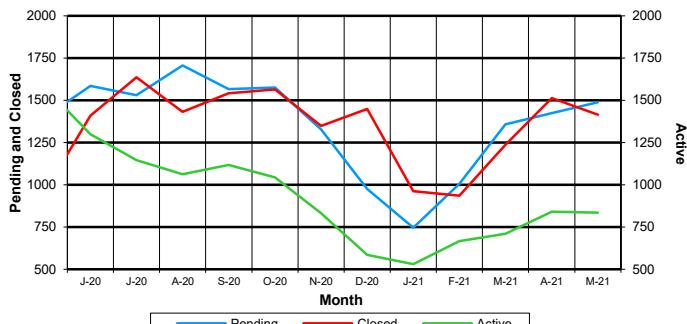
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	1,043	41	1,576	15	1,564	\$484,920
Nov-20	832	48	1,328	15	1,349	\$487,933
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

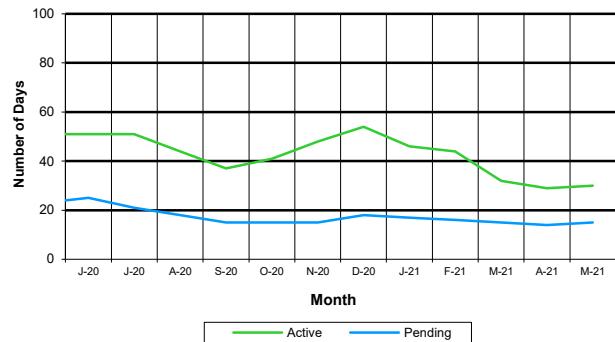
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



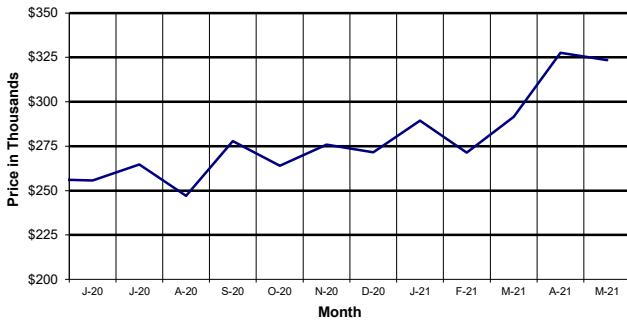
AVERAGE DAYS-ON-MARKET



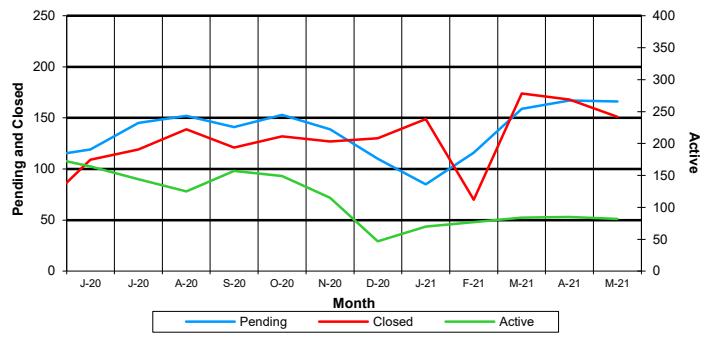
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	149	44	153	16	132	\$264,013
Nov-20	115	53	139	23	127	\$275,861
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

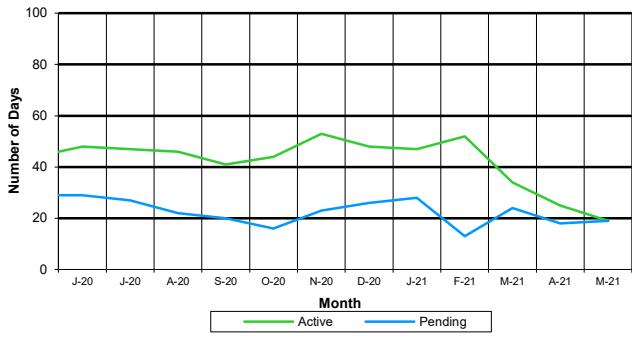
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





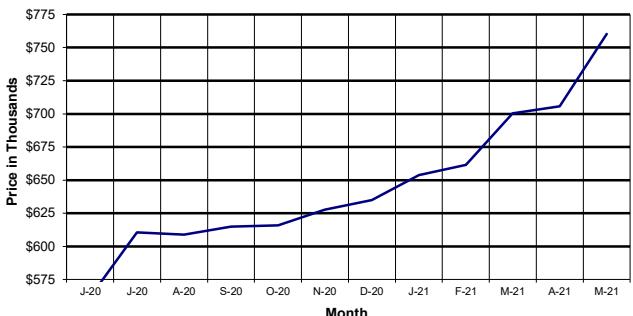
# The Ryness Company

Marketing Research Department

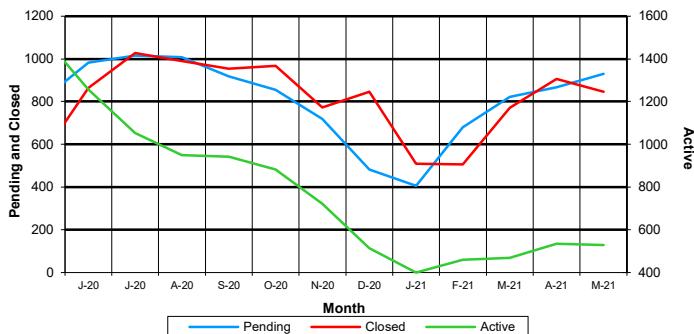
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	882	54	854	22	967	\$616,040
Nov-20	722	60	718	22	772	\$627,719
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

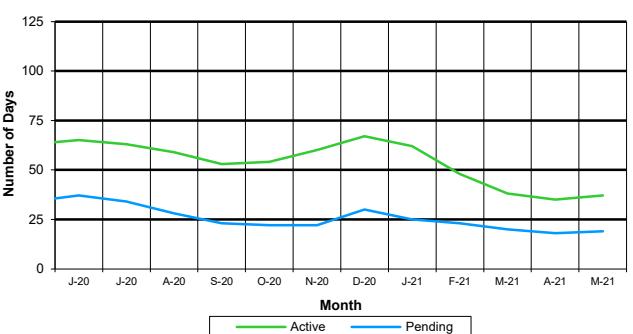
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



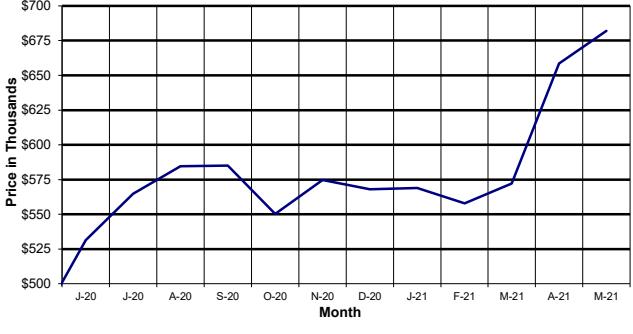
AVERAGE DAYS-ON-MARKET



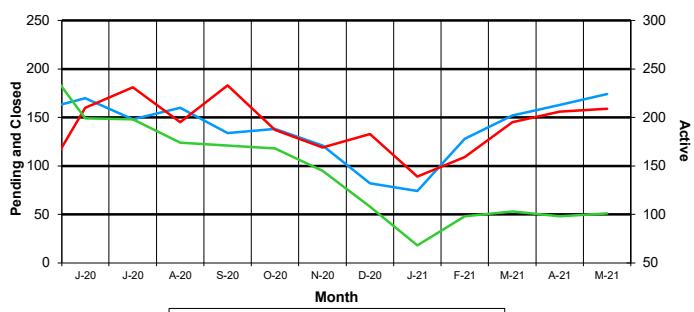
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-20	168	60	138	25	137	\$550,360
Nov-20	145	73	121	25	119	\$574,725
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

