

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
Bay Area						
2021 Averages	116	13.6	1.00	0.07	0.93	14 : 1
4th Quarter	115	11.0	0.85	0.06	0.79	13 : 1
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
Alameda County						
2021 Averages	28	16.8	1.00	0.05	0.95	17 : 1
4th Quarter	28	14.3	1.08	0.06	1.01	13 : 1
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
Contra Costa County						
2021 Averages	29	14.7	1.09	0.10	1.00	13 : 1
4th Quarter	27	11.1	0.75	0.09	0.66	15 : 1
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
Sonoma, Napa Counties						
2021 Averages	9	7.9	0.73	0.07	0.66	11 : 1
4th Quarter	10	5.8	0.44	0.03	0.41	13 : 1
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
Marin County, San Francisco County						
2021 Averages	3	7.7	0.51	0.03	0.48	15 : 1
4th Quarter	4	6.0	0.41	0.02	0.39	14 : 1
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
San Mateo County						
2021 Averages	5	7.8	0.67	0.04	0.64	12 : 1
4th Quarter	4	8.9	0.83	0.02	0.80	11 : 1
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
Solano County						
2021 Averages	16	12.4	0.99	0.09	0.89	13 : 1
4th Quarter	15	7.0	0.69	0.09	0.60	10 : 1
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
Santa Clara County						
2021 Averages	20	13.4	1.16	0.03	1.12	12 : 1
4th Quarter	19	14.7	1.07	0.02	1.04	14 : 1
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
Monterey, Santa Cruz & San Benito						
2021 Averages	8	12.7	0.95	0.08	0.88	13 : 1
4th Quarter	9	8.6	0.91	0.04	0.87	9 : 1
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
Central Valley						
2021 Averages	105	14.6	1.21	0.12	1.09	12 : 1
4th Quarter	104	12.2	1.05	0.14	0.91	12 : 1
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
San Joaquin County						
2021 Averages	33	18.5	1.24	0.01	1.13	15 : 1
4th Quarter	35	16.5	1.09	0.12	0.97	15 : 1
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
Tracy/Mountain House						
2021 Averages	19	27.1	1.10	0.07	1.03	25 : 1
4th Quarter	17	22.7	1.14	0.15	0.99	20 : 1
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
Stanislaus County						
2021 Averages	4	7.1	1.22	0.16	1.06	6 : 1
4th Quarter	4	5.6	0.96	0.17	0.79	6 : 1
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
Merced County						
2021 Averages	19	10.7	1.42	0.20	1.22	8 : 1
4th Quarter	17	7.7	1.10	0.16	0.94	7 : 1
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
Fresno County						
2021 Averages	23	5.4	1.09	0.12	0.97	5 : 1
4th Quarter	25	4.5	0.88	0.14	0.74	5 : 1
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
Madera County						
2021 Averages	7	5.5	121.00	0.13	1.09	5 : 1
4th Quarter	5	4.5	1.25	0.14	1.11	4 : 1
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
Sacramento Valley						
2021 Averages	162	16.6	0.95	0.10	0.85	18 : 1
4th Quarter	164	13.6	0.89	0.12	0.77	15 : 1
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
South Sacramento						
2021 Averages	21	16.8	0.89	0.08	0.81	19 : 1
4th Quarter	18	15.4	1.04	0.08	0.97	15 : 1
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
Central/North Sacramento						
2021 Averages	40	18.1	0.95	0.08	0.87	19 : 1
4th Quarter	39	12.8	0.92	0.09	0.83	14 : 1
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
Folsom						
2021 Averages	16	22.1	1.00	0.11	0.89	22 : 1
4th Quarter	17	17.3	0.83	0.14	0.69	21 : 1
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
El Dorado County						
2021 Averages	9	13.4	0.78	0.07	0.71	17 : 1
4th Quarter	10	9.3	0.72	0.08	0.64	13 : 1
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
Placer/Nevada County						
2021 Averages	59	16.6	0.99	0.11	0.88	17 : 1
4th Quarter	66	14.1	0.88	0.12	0.75	16 : 1
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
<i>Yolo County</i>						
2021 Averages	7	5.9	0.84	0.07	0.77	7 : 1
4th Quarter	4	7.1	0.89	0.13	0.76	8 : 1
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
<i>North Counties (Sutter and Yuba Counties)</i>						
2021 Averages	9	11.9	0.93	0.20	0.73	13 : 1
4th Quarter	10	9.5	0.85	0.25	0.60	11 : 1
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 RYNESS REPORT

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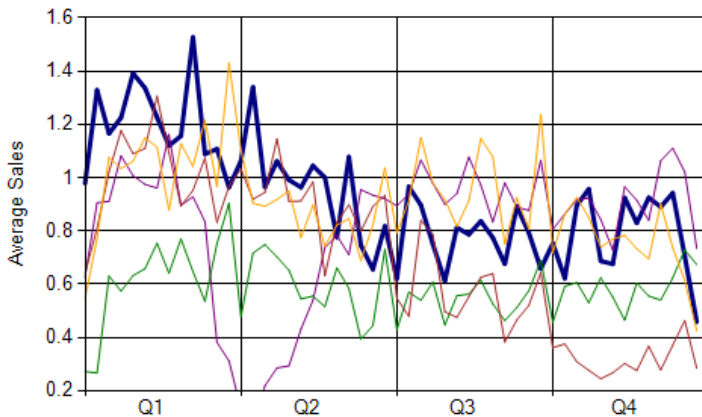
Bay Area

Week 1

Ending: Sunday, January 9, 2022

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.	
Alameda			25	339	17	1	16	0.64	0.64	0%	1.01	-37%	
Contra Costa			25	270	14	1	13	0.52	0.52	0%	0.66	-21%	
Sonoma, Napa			13	79	8	2	6	0.46	0.46	0%	0.41	13%	
San Francisco, Marin			4	62	2	0	2	0.50	0.50	0%	0.39	28%	
San Mateo			5	50	1	1	0	0.00	0.00	0.00	0.80	-100%	
Santa Clara			15	298	13	0	13	0.87	0.87	0%	1.04	-17%	
Monterey, Santa Cruz, San Benito			8	85	4	0	4	0.50	0.50	0%	0.87	-43%	
Solano			15	147	8	1	7	0.47	0.47	0%	0.60	-22%	
Current Week Totals		Traffic : Sales	20 : 1	110	1330	67	6	61	0.55	0.55	0%	0.79	-30%
Per Project Average				12	0.61	0.05	0.55						
Year Ago - 01/10/2021		Traffic : Sales	14 : 1	137	1987	146	12	134	0.98	0.98	0%	0.88	11%
% Change				-20%	-33%	-54%	-50%	-54%	-43%	-43%		-10%	

52 Weeks Comparison



Year to Date Averages Through Week 1

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	134	21	0.63	0.09	0.54	0.90
■	2018	139	33	0.73	0.09	0.64	0.70
■	2019	140	12	0.33	0.06	0.27	0.58
■	2020	158	15	0.68	0.05	0.63	0.80
■	2021	137	15	1.07	0.09	0.98	0.93
■	2022	110	12	0.61	0.05	0.55	0.55
% Change:		-20%	-17%	-43%	-38%	-43%	-41%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>After two years of scorching growth in the U.S. housing market, will there be a cool-down and possibly a fall in sales and prices in 2022, along with a return to some normalcy? Not exactly, several housing experts tell USA Today. "Home sales are likely to be slightly lower in 2022 from the anticipated rise in mortgage rates. Home prices, meanwhile, will continue to rise due to the ongoing housing shortage even as demand is clipped a bit," said Lawrence Yun, chief economist with the NAR. "After seeing such hyper-growth," said Andreis Bergeron, head of brokerage operations at Awning.com, a real estate tech company, "I don't think we will see a correction, maybe a slowdown." The frenzied buying has also been propelled by historically low mortgage rates and millennials trying to purchase their first house. Yun also believes there are still between 5.5 to 6.8 million housing units that would need to be built to meet the market demand for homes. Regions like the South will continue to be a hotbed for homeownership due to more supply, said Robert Dietz, a chief economist with the NAHB. Dietz added that first-time and prospective buyers will need to be patient and develop a strategy. "It's going to be a frustrating market for them in 2022," Dietz said. "My best recommendation is to be strategic and maybe expand your geographic area due to such a limited housing inventory." Source: Terry Collins USA Today</p>
FHA	3.19%	3.31%	
	2.63%	2.99%	
10 Yr Yield	1.80%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 24									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	3	13	1	0	72	1	0.68	1.00
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	1	13	0	0	51	0	0.48	0.00
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	13	0	0	39	0	0.34	0.00
Apricot Grove	DR Horton	HY		DTMJ	38	0	2	34	2	0	18	2	1.77	2.00
Hideaway, The	DR Horton	HY		ATMJ	59	0	6	23	0	0	37	0	1.12	0.00
Pomegranate	DR Horton	NK		DTMJ	21	0	3	25	0	0	13	0	1.06	0.00
Aspect at Innovation	Lennar	FR		ATMJ	167	0	3	2	1	0	20	1	1.77	1.00
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	1	13	2	0	61	2	0.91	2.00
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	1	13	1	0	67	1	1.00	1.00
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	4	13	0	0	58	0	1.26	0.00
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	3	2	1	0	7	1	0.98	1.00
Matrix at Innovation	Lennar	FR		ATMJ	422	0	2	2	2	0	20	2	1.40	2.00
Terraces at Bridgeway	Lennar	NK		ATMJ	31	0	1	13	0	0	30	0	1.41	0.00
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	2	13	2	0	57	2	0.97	2.00
Villas at Bridgeway	Lennar	NK		DTMJ	136	3	1	13	2	0	76	2	1.13	2.00
Aventura	Nuvera Homes TSO	FR		ATMJ	16	0	TSO	15	0	0	11	0	1.40	0.00
Breeze at Bay37	Pulte	AL		DTMJ	30	3	2	8	2	0	21	2	0.41	2.00
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	7	0	0	35	0	0.68	0.00
Landing at Bay37	Pulte	AL		ATMJ	96	0	2	7	0	0	31	0	0.61	0.00
Lookout at Bay37	Pulte	AL		ATMJ	138	0	2	7	0	0	27	0	0.53	0.00
Line at SoHay	Taylor Morrison	HY		ATST	198	0	3	NA	0	0	126	0	0.88	0.00
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	NA	0	0	91	0	0.64	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	12	1	1	37	0	0.44	0.00
Compass Bay- Newport	Trumark	NK		ATMJ	85	3	6	5	0	0	75	0	1.05	0.00
TOTALS: No. Reporting: 22		Avg. Sales: 0.73		Traffic to Sales: 16 : 1				58	266	17	1	1080	16	Net: 16
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	1	16	0	0	72	0	1.38	0.00	
Hyde Park at Boulevard	Brookfield TSO	DB	ATMJ	102	0	TSO	17	0	0	84	0	0.88	0.00	
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	4	40	0	0	88	0	0.77	0.00	
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: NA			5	73	0	0	244	0	Net: 0	
City Codes: DB = Dublin														

Diablo Valley					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Woodbury Highlands	Davidon	LF	ATMJ	99	8	22	6	1	0	13	1	0.19	1.00	
The Brant	Lennar	LF	ATMJ	66	3	2	5	2	0	4	2	0.55	2.00	
Reserve at Pleasant Hill	Ponderosa TSO	PH	DTMJ	17	0	TSO	13	0	0	12	0	0.18	0.00	
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 8 : 1			24	24	3	0	29	3	Net: 3	
City Codes: LF = Lafayette, PH = Pleasant Hill														

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Highlands at The Preserve	Lennar	SR		DTMJ	122	0	1	1	0	0	121	0	0.65	0.00
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	4	1	0	0	84	0	1.06	0.00
Ridgeview at the Preserve	Lennar TSO	SR		ATMJ	77	0	TSO	1	0	0	72	0	0.92	0.00
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: N/A			5	3	0	0	277	0	Net: 0	
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1								
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week
Village 29	Lafferty	EC	ATMJ	29	0	6	5	0	0	23	0	0.17	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			6	5	0	0	23	0	Net: 0
City Codes: EC = El Cerrito													

Antioch/Pittsburg				Projects Participating: 11										
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Cielo at Sand Creek- Horizon	Century	AN	DTMJ	175	3	3	27	2	0	120	2	1.66	2.00	
Cielo at Sand Creek- Vista	Century	AN	DTMJ	96	0	2	0	0	0	94	0	1.30	0.00	
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	4	22	0	0	216	0	0.96	0.00	
Hills at Park Ridge	Davidon	AN	DTMJ	225	9	12	19	0	0	65	0	1.03	0.00	
Luca at Aviano	DeNova TSO	AN	DTMJ	194	0	TSO	48	0	0	42	0	1.92	0.00	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	1	4	0	0	99	0	0.72	0.00	
Luna at Aviano	Lennar	AN	DTMJ	102	0	4	1	0	0	11	0	1.75	0.00	
Oriana at Aviano	Lennar	AN	DTMJ	115	0	4	1	0	1	10	-1	1.59	-1.00	
Haven at Vista Del Mar	Taylor Morrison	PT	DTST	60	0	1	NA	0	0	35	0	0.66	0.00	
Retreat at Vista Del Mar	Taylor Morrison TSO	PT	DTMJ	142	0	TSO	NA	0	0	53	0	0.85	0.00	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	1	NA	0	0	10	0	0.40	0.00	
TOTALS: No. Reporting: 8		Avg. Sales: 0.13		Traffic to Sales: 61 : 1			32	122	2	1	755	1	Net: 1	
City Codes: AN = Antioch, PT = Pittsburg														

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain TSO	BI		DTMJ	81	0	TSO	14	0	0	69	0	0.56	0.00
Chandler	Brookfield	BT		DTMJ	160	0	7	38	1	0	32	1	1.58	1.00
Easton at Delaney Park	Brookfield S/O	OY		DTST	80	0	S/O	8	1	0	80	1	0.71	1.00
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	7	17	0	0	97	0	0.86	0.00
Ashbury	KB Home	OY		ATST	69	0	1	0	0	0	68	0	0.94	0.00
Alicante	Meritage	OY		DTMJ	133	4	3	17	4	0	93	4	1.63	4.00
Vines, The	Meritage	OY		DTST	63	5	4	5	2	0	59	2	1.13	2.00
Terrene	Pulte	BT		DTMJ	326	0	1	1	1	0	325	1	2.15	1.00
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	1	3	0	0	95	0	0.97	0.00
Orchard Trails	Shea	BT		DTMJ	78	0	1	13	0	0	10	0	1.01	0.00
TOTALS: No. Reporting: 10		Avg. Sales: 0.90		Traffic to Sales: 13 : 1				25	116	9	0	928	9	Net: 9
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

Sonoma, Napa Counties					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village Station	Blue Mountain	SR	Rsv's	ATMJ	110	0	2	8	1	0	98	1	0.47	1.00
Live Oak at University	KB Home	RP		DTMJ	104	0	1	0	0	0	103	0	0.79	0.00
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	0	0	0	17	0	0.78	0.00
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.12	0.00
Juniper at University	Richmond American	RP		DTMJ	150	0	3	0	0	0	147	0	0.77	0.00
Preserve at Kessing Ranch	Richmond American	IC		DTMJ	47	0	3	1	1	0	44	1	0.44	1.00
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	25	0	0	24	0	0.79	0.00
Pear Tree	Taylor Morrison	NP		ATST	71	0	1	N/A	0	0	70	0	0.64	0.00
Riverfront	TRI Pointe	PET		DTMJ	134	3	2	14	3	0	61	3	1.00	3.00
Arden	W Marketing	HB		DTMJ	29	0	5	11	1	0	14	1	0.26	1.00
City 44	W Marketing	SR		ATMJ	44	0	5	5	0	1	6	-1	0.33	-1.00
Paseo Vista	W Marketing	SR		DTST	128	0	3	0	0	0	57	0	0.26	0.00
RiverHouse	W Marketing S/O	HB		DTST	8	0	S/O	0	1	0	8	1	0.30	1.00
The Gardens	W Marketing	SR		DTST	87	0	3	15	1	1	81	0	1.02	0.00
TOTALS: No. Reporting: 13		Avg. Sales: 0.46		Traffic to Sales: 10 : 1				31	79	8	2	746	6	Net: 6
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa, HB = Healdsburg														

Marin County					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Atherton Place	KB Home	NV		ATMJ	50	0	4	5	1	0	42	1	0.62	1.00
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	1	17	0	0	8	0	0.40	0.00
The Strand	Trumark	SN		DTMJ	37	0	3	7	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 29 : 1				8	29	1	0	50	1	Net: 1
City Codes: NV = Novato, SN = San Rafael														

Development Name	Developer	City Code	Notes	Type										
San Francisco County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lofton at Portola	TRI Pointe	SF	Rsv's	ATMJ	54	2	2	33	1	0	14	1	0.32	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 33 : 1			2	33	1	0	14	1	Net: 1	
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Foster Square	Lennar	FC	AAAT	200	0	1	0	0	0	199	0	0.69	0.00	
One 90 - Borelle	Pulte TSO	SM	DTMJ	29	0	TSO	13	0	0	21	0	0.41	0.00	
One 90 - Cobalt	Pulte	SM	New ATMJ	54	3	2	12	1	0	1	1	3.50	1.00	
One 90 - Indigo	Pulte	SM	ATMJ	54	0	2	13	0	0	5	0	0.69	0.00	
One 90 - Slate	Pulte	SM	ATMJ	57	0	5	12	0	1	29	-1	0.57	-1.00	
TOTALS: No. Reporting: 5		Avg. Sales: 0.00		Traffic to Sales: 50 : 1			10	50	1	1	255	0	Net: 0	
City Codes: FC = Foster City, SM= San Mateo														

Santa Clara County				Projects Participating: 17									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Classics at MonteVista	Classics	MV	ATMJ	15	0	2	7	0	0	13	0	0.47	0.00
Asana	DeNova S/O	SJ	DTMJ	250	0	S/O	5	1	0	250	1	1.50	1.00
Cantera	Dividend S/O	MV	ATMJ	15	0	S/O	10	2	0	15	2	0.59	2.00
Maravilla	Dividend	MV	ATMJ	55	0	5	55	0	0	36	0	1.27	0.00
Alina at Glen Loma Ranch	KB Home	GL	DTMJ	46	3	3	9	3	0	20	3	1.77	3.00
Ascent at Glen Loma Ranch	KB Home	GL	ATMJ	124	0	1	7	0	0	21	0	2.53	0.00
Asher at Glen Loma Ranch	KB Home	GL	DTMJ	35	0	1	6	0	0	19	0	1.68	0.00
Latitude at Communications Hill	KB Home	SJ	ATMJ	160	4	4	16	2	0	148	2	2.02	2.00
Naya	KB Home	SC	ATMJ	58	0	3	28	0	0	39	0	0.91	0.00
Lavender	Landsea	SC	ATMJ	128	0	3	31	1	0	11	1	0.90	1.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	ATMJ	76	0	7	18	1	0	18	1	0.81	1.00
Bellaterra - Flats	SummerHill	LG	ATMJ	80	0	8	28	2	0	27	2	0.79	2.00
Bellaterra - Towns	SummerHill	LG	ATMJ	97	0	5	21	1	0	20	1	0.59	1.00
Montalvo Oaks (Detached)	SummerHill	MS	DTMJ	21	0	2	8	0	0	19	0	0.56	0.00
Nuevo - Terraces	SummerHill	SC	ATST	176	0	5	49	0	0	151	0	0.97	0.00
Elev8tion- Towns	Taylor Morrison	SV	ATMJ	96	0	3	N/A	0	0	91	0	0.83	0.00
Ov8tion	Taylor Morrison	SV	ATMJ	107	0	1	N/A	0	0	38	0	1.18	0.00
TOTALS: No. Reporting: 15	Avg. Sales: 0.87		Traffic to Sales: 23 : 1			53	298	13	0	936	13	Net: 13	
City Codes: MV = Mountain View , SJ = San Jose, GL = Gilroy, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale													

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	0	3	19	0	0	94	0	1.99	0.00
Serenity at Santana Ranch II	Legacy	HO	Rsv's	DTMJ	31	0	1	21	0	0	20	0	0.77	0.00
Polo Ranch	Lennar	SV		DTMJ	40	0	1	1	2	0	15	2	1.33	2.00
Montclair	Meritage	HO		DTMJ	99	0	1	14	0	0	28	0	0.87	0.00
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	4	6	0	0	30	0	1.30	0.00
Enclave, The	Shea	SS		DTMJ	26	3	3	9	1	0	16	1	0.50	1.00
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	4	10	1	0	26	1	1.12	1.00
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	2	5	0	0	9	0	0.39	0.00
TOTALS: No. Reporting: 8		Avg. Sales: 0.50		Traffic to Sales: 21 : 1				19	85	4	0	238	4	Net: 4
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

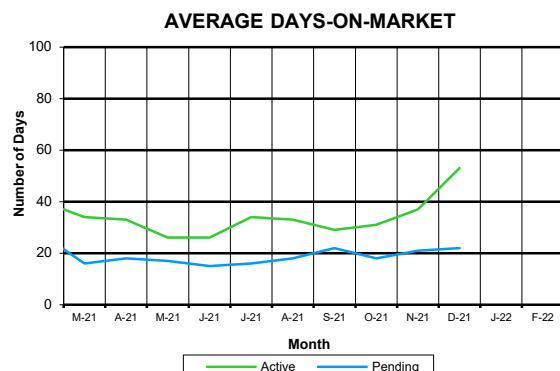
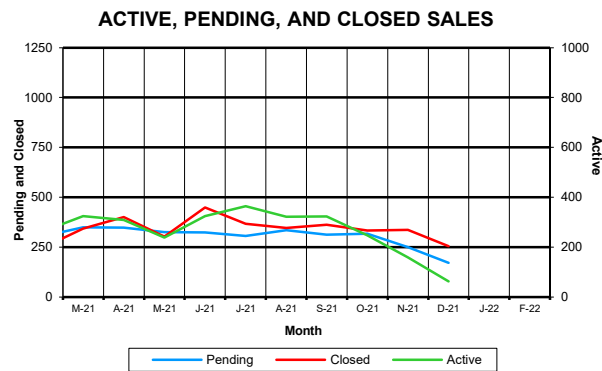
Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 17									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Luminescence at Liberty	DeNova	RV	AASF	164	0	1	15	1	1	10	0	0.38	0.00
Luminescence at Liberty-Duets	DeNova	RV	AAAT	148	0	7	3	0	0	11	0	0.42	0.00
Copperleaf at Homestead	KB Home	DX	DTST	71	0	3	0	0	0	67	0	1.10	0.00
Wildhaw k at Roberts Ranch	KB Home	VC	DTMJ	88	0	4	2	0	0	5	0	0.51	0.00
Oreston at One Lake	Lennar	FF	DTMJ	95	0	1	17	0	0	72	0	1.09	0.00
Reserve at Browns Valley II	Lennar	VC	DTMJ	29	0	3	2	0	0	10	0	0.89	0.00
Homestead	Meritage	DX	DTMJ	99	4	2	20	2	0	51	2	1.16	2.00
Midway Grove at Homestead	Richmond American	DX	DTMJ	88	4	4	6	2	0	78	2	1.04	2.00
Orchards at Valley Glenn III	Richmond American	DX	DTMJ	80	0	3	6	1	0	8	1	0.49	1.00
Sutton at Parklane	Richmond American	DX	DTMJ	121	4	3	10	1	0	38	1	0.91	1.00
Farmstead Square	Taylor Morrison	VC	DTMJ	130	0	4	N/A	0	0	57	0	0.98	0.00
Meadow Wood at Homestead	Taylor Morrison TSO	DX	DTMJ	60	0	TSO	N/A	0	0	5	0	2.69	0.00
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	74	0	1	2	0	0	73	0	0.48	0.00
Sheffield at Brighton Landing	The New Home Co	VC	DTMJ	120	0	2	14	0	0	111	0	0.80	0.00
Marigold at The Villages	TRI Pointe	FF	DTMJ	119	0	3	30	1	0	69	1	1.11	1.00
Shimmer at One Lake	TRI Pointe	FF	DTMJ	48	0	1	11	0	0	47	0	0.76	0.00
Splash at One Lake	TRI Pointe	FF	DTMJ	72	0	4	9	0	0	36	0	0.78	0.00
TOTALS: No. Reporting: 15		Avg. Sales: 0.47		Traffic to Sales: 18 : 1			46	147	8	1	748	7	Net: 7
Qty Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield													

Bay Area			Projects Participating: 120						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 110	Avg. Sales: 0.55	Traffic to Sales: 20 : 1	324	1330	67	6	6323	61	Net: 61
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

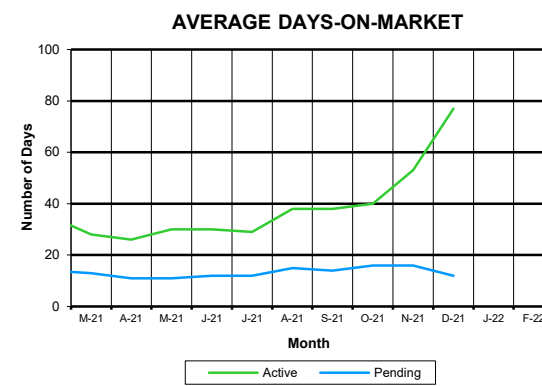
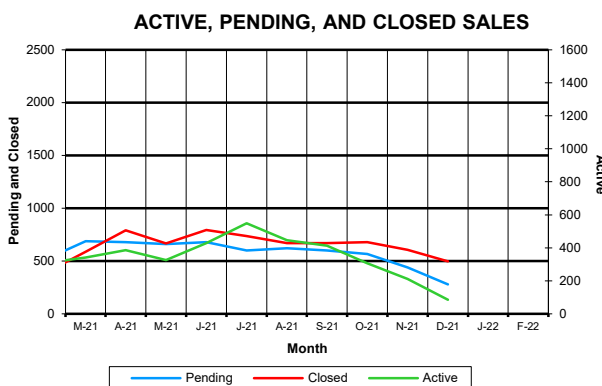
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946
Jul-21	364	34	306	16	367	\$883,790
Aug-21	322	33	335	18	346	\$863,487
Sep-21	323	29	313	22	362	\$893,271
Oct-21	247	31	318	18	333	\$923,235
Nov-21	159	37	250	21	337	\$912,541
Dec-21	62	53	171	22	255	\$961,501



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

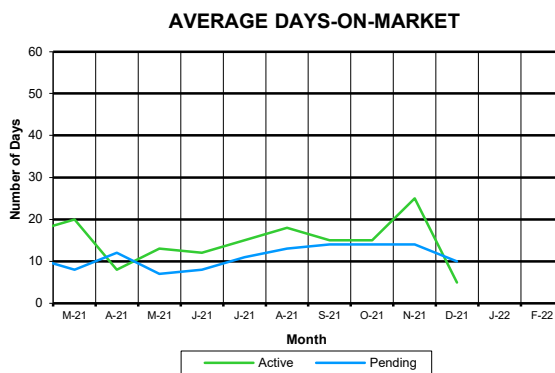
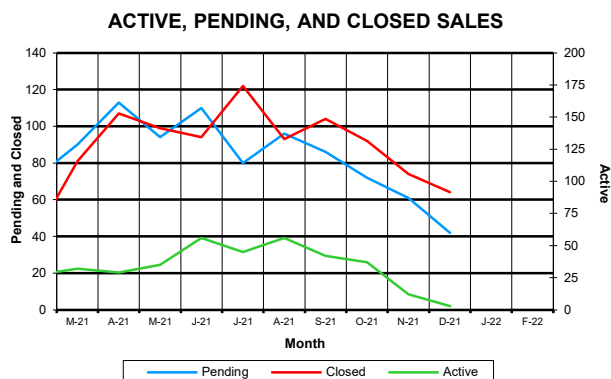
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	326	30	659	11	665	1,621,132
Jun-21	429	30	680	12	793	1,690,350
Jul-21	548	29	600	12	737	1,619,904
Aug-21	445	38	621	15	669	1,623,724
Sep-21	412	38	601	14	671	1,593,222
Oct-21	306	40	566	16	678	1,606,899
Nov-21	212	53	438	16	607	1,682,047
Dec-21	85	77	279	12	497	1,700,281



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

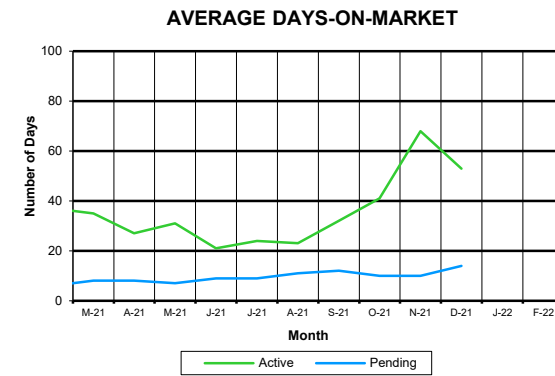
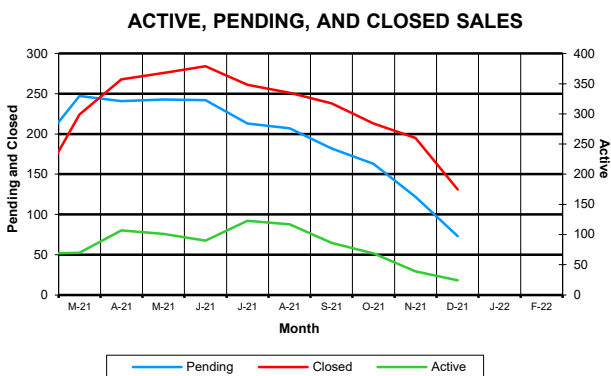
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465
Aug-21	56	18	96	13	93	\$855,670
Sep-21	42	15	86	14	104	\$821,059
Oct-21	37	15	72	14	92	\$845,875
Nov-21	12	25	61	14	74	\$904,216
Dec-21	3	5	42	10	64	\$867,477



Amador Valley SFD Monthly MLS Survey

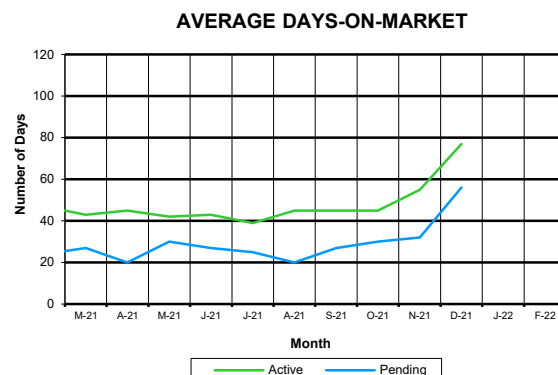
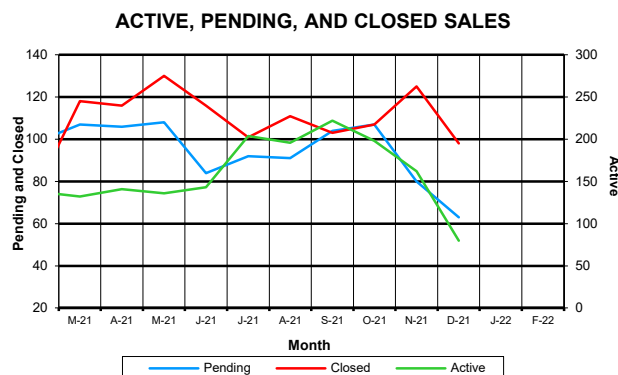
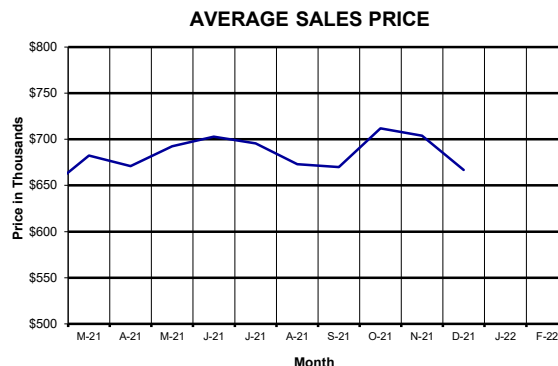
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	69	41	163	10	213	\$1,479,419
Nov-21	39	68	122	10	195	\$1,531,337
Dec-21	24	53	73	14	131	\$1,533,107



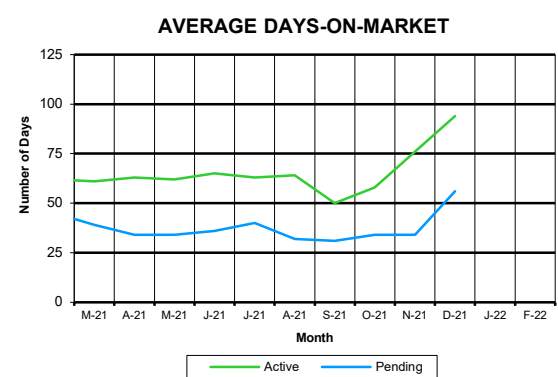
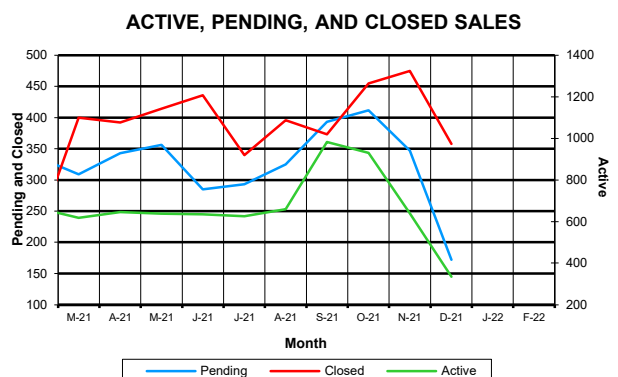
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	198	45	107	30	107	711,796
Nov-21	162	55	80	32	125	703,983
Dec-21	80	77	63	56	98	666,852



San Francisco Attd. Monthly MLS Survey

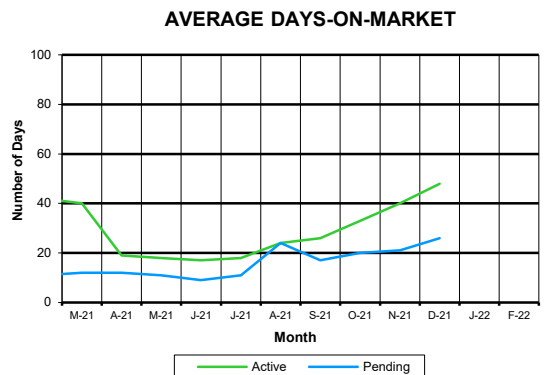
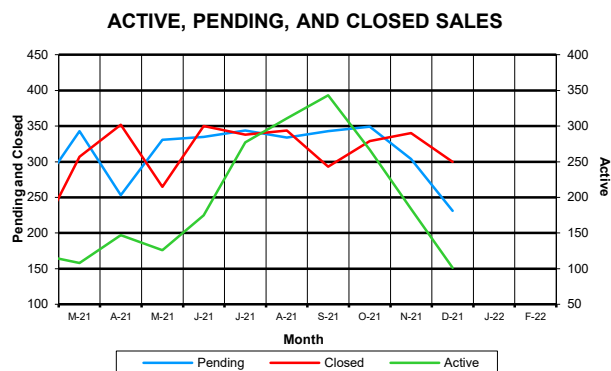
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	637	62	356	34	414	1,388,205
Jun-21	634	65	285	36	436	1,392,140
Jul-21	625	63	293	40	340	1,382,088
Aug-21	660	64	325	32	396	1,882,962
Sep-21	983	50	393	31	373	1,510,985
Oct-21	930	58	412	34	455	1,589,937
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407



E. Contra Costa SFD Monthly MLS Survey

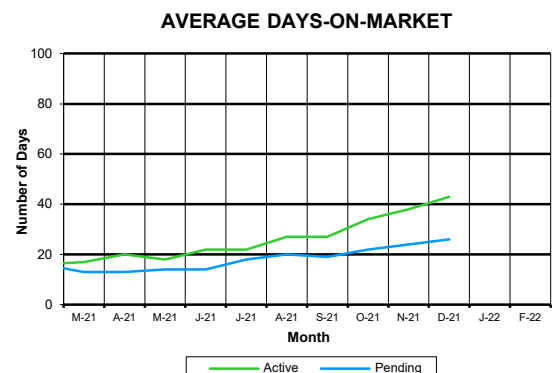
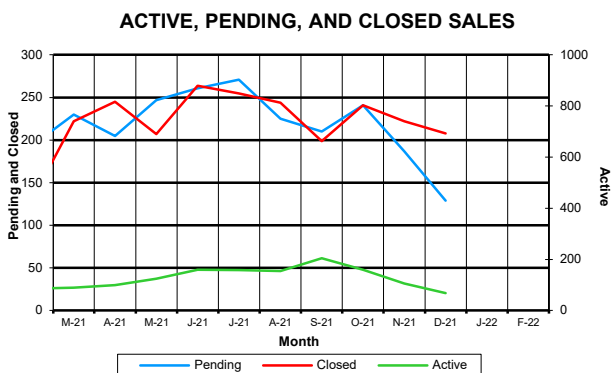
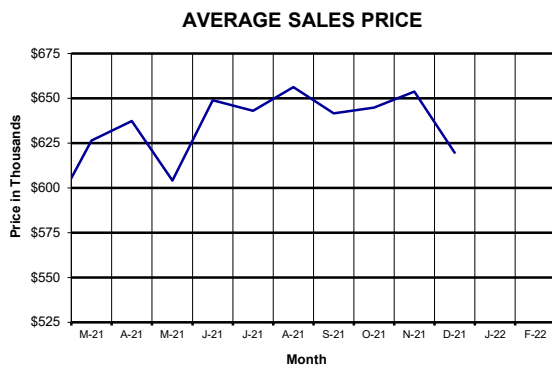
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	126	18	331	11	265	\$719,453
Jun-21	175	17	335	9	350	\$712,251
Jul-21	277	18	344	11	338	\$690,100
Aug-21	311	24	334	24	344	\$703,090
Sep-21	343	26	343	17	293	\$725,260
Oct-21	267	33	349	20	329	\$715,975
Nov-21	184	40	304	21	340	\$714,891
Dec-21	101	48	231	26	300	\$735,336



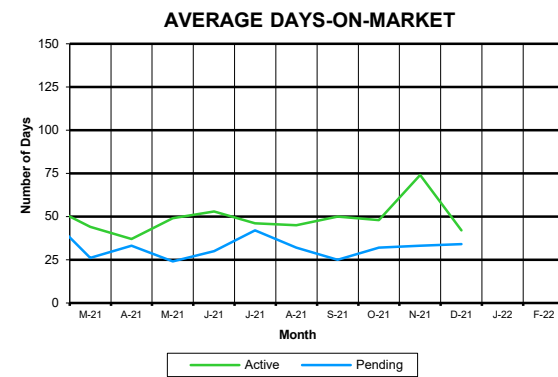
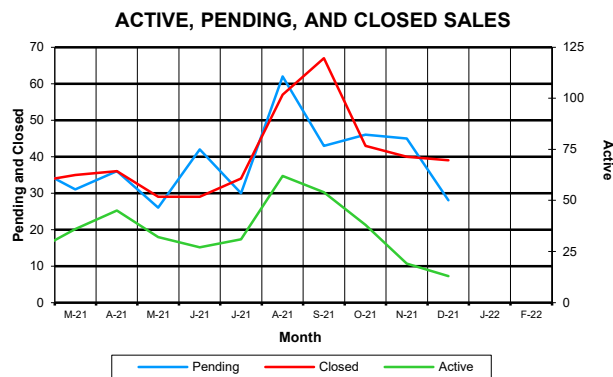
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	125	18	247	14	207	\$604,239
Jun-21	160	22	261	14	264	\$648,973
Jul-21	158	22	271	18	255	\$643,117
Aug-21	155	27	225	20	244	\$656,348
Sep-21	204	27	210	19	199	\$641,608
Oct-21	160	34	241	22	241	\$644,817
Nov-21	105	38	187	24	222	\$653,746
Dec-21	67	43	129	26	208	\$619,626



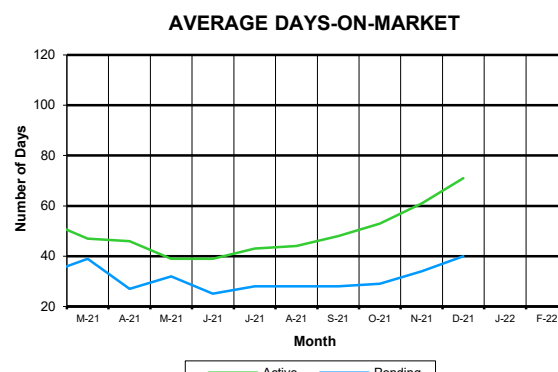
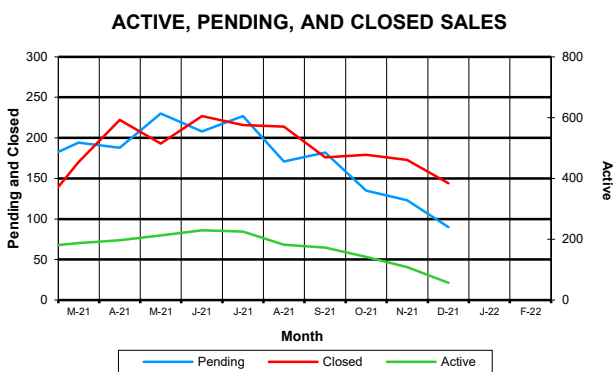
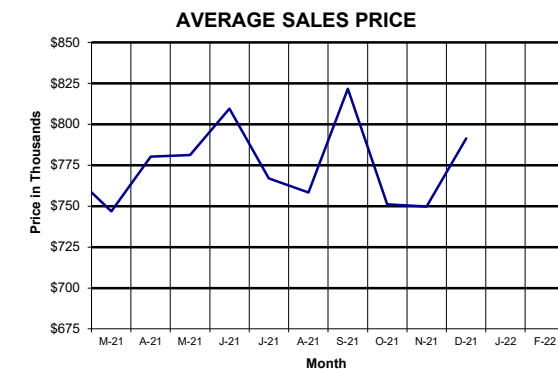
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	32	49	26	24	29	\$419,958
Jun-21	27	53	42	30	29	\$470,551
Jul-21	31	46	30	42	34	\$423,838
Aug-21	62	45	62	32	57	\$538,690
Sep-21	54	50	43	25	67	\$477,925
Oct-21	38	48	46	32	43	\$559,334
Nov-21	19	74	45	33	40	\$635,579
Dec-21	13	42	28	34	39	\$511,893



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	213	39	230	32	193	781,311
Jun-21	230	39	208	25	227	809,641
Jul-21	225	43	227	28	216	766,970
Aug-21	182	44	171	28	214	758,336
Sep-21	173	48	182	28	176	821,798
Oct-21	142	53	135	29	179	751,115
Nov-21	109	61	123	34	173	749,803
Dec-21	57	71	90	40	144	791,474



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

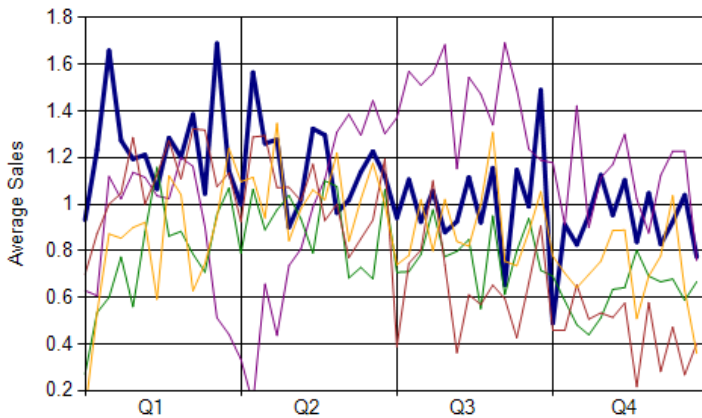
Central Valley

Ending: Sunday, January 9, 2022

Week 1

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House	17	493	15	1	14	0.82	0.82	0%	0.99	-17%
San Joaquin County	34	808	46	5	41	1.21	1.21	0%	0.97	25%
Stanislaus County	4	23	6	2	4	1.00	1.00	0%	0.79	27%
Merced County	17	157	21	5	16	0.94	0.94	0%	0.94	0%
Madera County	5	22	13	0	13	2.60	2.60	0%	1.11	135%
Fresno County	22	129	23	3	20	0.91	0.91	0%	0.74	23%
Current Week Totals	99	1632	124	16	108	1.09	1.09	0%	0.91	20%
Per Project Average		16	1.25	0.16	1.09					
Year Ago - 01/10/2021	89	2004	96	13	83	0.93	0.93	0%	1.07	-13%
% Change	11%	-19%	29%	23%	30%	17%	17%		-15%	

52 Weeks Comparison



Year to Date Averages Through Week 1

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	47	23	0.17	0.06	0.11	0.87
■	2018	63	20	0.83	0.13	0.70	0.80
■	2019	74	14	0.42	0.15	0.27	0.77
■	2020	81	23	0.74	0.11	0.63	1.11
■	2021	89	23	1.08	0.15	0.93	1.09
■	2022	99	16	1.25	0.16	1.09	1.09
% Change:		11%	-27%	16%	11%	17%	0%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>After two years of scorching growth in the U.S. housing market, will there be a cool-down and possibly a fall in sales and prices in 2022, along with a return to some normalcy? Not exactly, several housing experts tell USA Today. "Home sales are likely to be slightly lower in 2022 from the anticipated rise in mortgage rates. Home prices, meanwhile, will continue to rise due to the ongoing housing shortage even as demand is clipped a bit," said Lawrence Yun, chief economist with the NAR. "After seeing such hyper-growth," said Andreis Bergeron, head of brokerage operations at Awning.com, a real estate tech company, "I don't think we will see a correction, maybe a slowdown." The frenzied buying has also been propelled by historically low mortgage rates and millennials trying to purchase their first house. Yun also believes there are still between 5.5 to 6.8 million housing units that would need to be built to meet the market demand for homes. Regions like the South will continue to be a hotbed for homeownership due to more supply, said Robert Dietz, a chief economist with the NAHB. Dietz added that first-time and prospective buyers will need to be patient and develop a strategy. "It's going to be a frustrating market for them in 2022," Dietz said. "My best recommendation is to be strategic and maybe expand your geographic area due to such a limited housing inventory." Source: Terry Collins USA Today</p>
	3.19%	3.31%	
FHA	2.63%	2.99%	
10 Yr Yield	1.80%		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia Park	Bright TSO	TR		DTMJ	42	0	TSO	3	0	0	41	0	0.58	0.00
Legacy at College Park	Century	MH		DTMJ	133	0	2	43	3	1	90	2	1.47	2.00
Portfolio at College Park	Century	MH		DTST	112	4	2	33	2	0	96	2	1.57	2.00
Hartwell at Ellis	Landsea TSO	TR		DTMJ	121	0	TSO	0	0	0	52	0	2.07	0.00
Kinbridge at Ellis	Landsea TSO	TR		DTMJ	83	0	TSO	0	0	0	21	0	0.84	0.00
Townsend at Ellis	Landsea TSO	TR	Rsv's	DTMJ	104	0	TSO	1	1	0	41	1	2.87	1.00
Amber at Tracy Hills	Lennar	TH		DTMJ	160	2	1	55	1	0	148	1	1.04	1.00
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	4	55	1	0	118	1	0.83	1.00
Pearl at Tracy Hills	Lennar TSO	TH		DTMJ	200	0	TSO	36	2	0	134	2	0.93	2.00
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	37	1	0	103	1	0.87	1.00
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	3	5	3	0	179	3	1.20	3.00
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	7	0	0	44	0	0.32	0.00
Bergamo at Mountain House	Shea	MH		DTMJ	137	4	4	69	1	0	72	1	1.64	1.00
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	1	7	0	0	167	0	1.63	0.00
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	1	0	0	0	69	0	1.29	0.00
Langston at Mountain House	Shea	MH		ATMJ	171	0	3	65	0	0	142	0	1.39	0.00
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	4	77	0	0	89	0	1.10	0.00
TOTALS: No. Reporting: 17		Avg. Sales: 0.82		Traffic to Sales: 33 : 1				25	493	15	1	1606	14	Net: 14
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Palomino at Westlake	DR Horton	SK	DTMJ	116	4	4	46	1	0	75	1	1.71	1.00
Solari Ranch II	DR Horton	SK	DTST	65	4	2	37	3	0	13	3	0.80	3.00
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	4	2	12	3	0	54	3	1.38	3.00
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	1	7	0	0	106	0	1.04	0.00
Montevello II	KB Home	SK	DTST	154	0	2	40	1	0	80	1	1.30	1.00
Santorini	KB Home	SK	DTMJ	86	0	1	11	2	0	33	2	1.44	2.00
Verona at Destinations	KB Home	SK	ATMJ	106	0	2	11	1	0	38	1	1.00	1.00
Keys at Westlake	Lennar	SK	DTMJ	101	0	3	16	0	0	62	0	0.78	0.00
TOTALS: No. Reporting: 8	Avg. Sales: 1.38		Traffic to Sales: 16 : 1				17	180	11	0	461	11	Net: 11
City Codes: SK = Stockton, LD = Lodi													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 28									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Haven at River Islands	Anthem United	LP		DTMJ	128	0	2	14	0	0	126	0	0.90	0.00
Turnleaf at the Collective	Anthem United	MN		AASF	84	4	8	18	0	0	64	0	0.52	0.00
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	4	5	46	2	0	68	2	2.59	2.00
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	3	4	18	4	2	34	2	2.22	2.00
Haven Villas at Sundance	KB Home	MN		DTMJ	235	0	2	5	1	0	203	1	1.54	1.00
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	2	9	0	0	72	0	1.44	0.00
Balboa at River Islands	Kiper	LP		DTMJ	77	0	2	63	0	0	37	0	1.31	0.00
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	1	57	1	1	48	0	1.09	0.00
Skye at River Islands	Kiper	LP		DTMJ	155	0	0	21	0	0	0	0	0.00	0.00
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	2	0	0	0	105	0	0.35	0.00
Horizon at River Islands	Lennar	LP		DTMJ	143	3	3	27	1	0	53	1	1.15	1.00
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	4	5	0	64	5	1.39	5.00
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	6	3	43	6	0	21	6	1.37	6.00
Arbor Bend- Linden	Meritage	MN		DTMJ	268	5	2	15	5	0	61	5	1.32	5.00
Laguna at River Islands	Pulte	LP		DTMJ	110	0	2	8	1	0	12	1	1.45	1.00
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	2	15	1	0	12	1	1.45	1.00
Sunset at River Islands	Pulte	LP		DTMJ	122	0	4	21	2	2	84	0	1.64	0.00
Passport at Griffin Park	Raymus	MN		DTMJ	100	0	1	30	3	0	31	3	2.52	3.00
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	1	2	0	0	49	0	1.04	0.00
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	29	0	0	41	0	1.59	0.00
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	4	0	0	0	85	0	1.60	0.00
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	1	N/A	0	0	7	0	1.32	0.00
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	2	N/A	0	0	91	0	0.75	0.00
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	1	51	0	0	16	0	1.05	0.00
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	22	0	0	102	0	1.24	0.00
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	3	0	0	57	0	0.48	0.00
Hdeaway at River Islands	Van Daele	LP		DTMJ	120	4	4	34	3	0	103	3	1.34	3.00
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	73	0	0	63	0	1.34	0.00
TOTALS: No. Reporting: 26		Avg. Sales: 1.15		Traffic to Sales: 18 : 1				62	628	35	5	1709	30	Net: 30
City Codes: LP= Lathrop, MN= Manteca														

Stanislaus County				Projects Participating: 4										
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Edgewater	DR Horton	WF	DTST	75	12	11	5	4	2	45	2	1.35	2.00	
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	3	3	4	1	0	53	1	1.87	1.00	
Fieldstone	KB Home	HG	DTST	69	0	3	9	1	0	57	1	1.11	1.00	
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	0	4	5	0	0	116	0	1.30	0.00	
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 4 : 1				21	23	6	2	271	4	Net: 4
City Codes: WF = Waterford, FR = Patterson, HG = Hughson														

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Summer Creek	Bright	MD		DTMJ	120	0	1	7	0	0	116	0	0.83	0.00
Bell Crossing	DR Horton TSO	AT		DTST	161	0	TSO	14	0	0	160	0	1.52	0.00
Monterra	DR Horton S/O	MD		DTST	165	5	S/O	3	5	0	165	5	1.56	5.00
Pacheco Pointe	DR Horton	LB		DTST	118	4	1	15	6	0	75	6	1.53	6.00
Panorama	DR Horton	MD		DTST	192	2	4	23	2	2	171	0	1.26	0.00
Stoneridge South	DR Horton	MD		DTST	96	3	3	2	1	0	82	1	1.74	1.00
Villas, The	DR Horton	LB		DTST	83	0	6	1	1	2	77	-1	1.57	-1.00
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	1	6	0	0	174	0	1.08	0.00
Manzanita	Legacy	LT		DTMJ	172	0	3	8	1	0	169	1	0.94	1.00
Sunflower	Legacy	MD		DTST	143	0	2	6	0	0	138	0	0.88	0.00
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	4	18	1	1	11	0	0.57	0.00
Moraga - Summer II	Lennar	MD		DTMJ	115	0	1	3	0	0	114	0	1.42	0.00
Sunrise Ranch	Meritage	LB		DTMJ	87	0	1	14	1	0	7	1	0.84	1.00
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	2	8	0	0	17	0	1.38	0.00
Cypress Terrace	Stonefield Home	MD		DTST	125	5	5	7	0	0	91	0	0.74	0.00
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	2	11	0	0	5	0	0.23	0.00
Villas II, The	Stonefield Home	LB		DTST	191	4	2	11	3	0	60	3	1.20	3.00
TOTALS: No. Reporting: 17		Avg. Sales: 0.94		Traffic to Sales: 7 : 1				38	157	21	5	1632	16	Net: 16
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston														

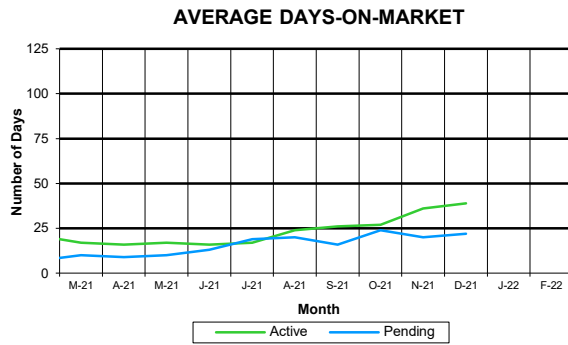
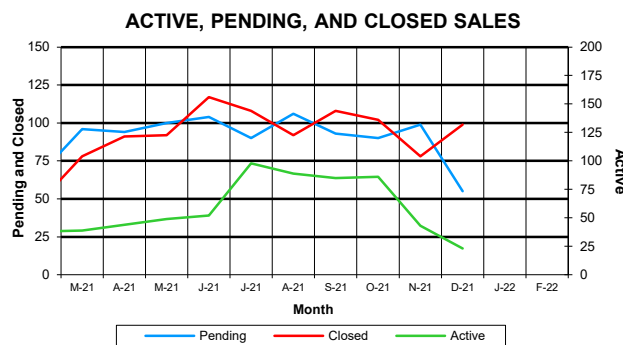
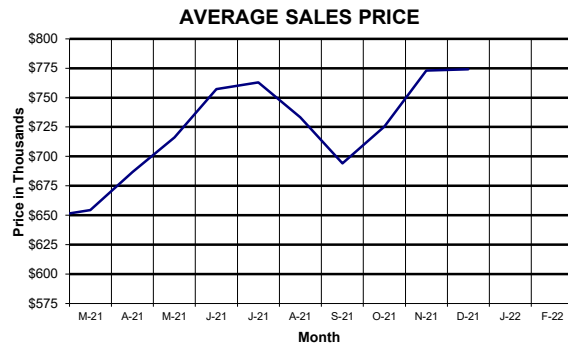
Madera County				Projects Participating: 5									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Pheasant Run	Century	CW	DTMJ	70	0	9	7	0	0	11	0	1.08	0.00
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	4	2	6	3	0	155	3	1.09	3.00
Fielding Cottages	KB Home	MDA	DTST	95	0	2	2	0	0	91	0	1.54	0.00
Fielding Villas	KB Home	MDA	DTST	87	4	4	3	3	0	71	3	1.20	3.00
Riverstone - Clementine I	Lennar	MDA	DTST	108	7	1	4	7	0	60	7	1.20	7.00
TOTALS: No. Reporting: 5		Avg. Sales: 2.60		Traffic to Sales: 2 : 1			18	22	13	0	388	13	Net: 13
City Codes: CW = Chow chilla, MDA = Madera													

Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 22									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	10	8	0	0	7	0	0.57	0.00
Meadowood II	Century	FR		ATMJ	127	0	4	11	0	0	38	0	1.63	0.00
Monarch	Century	KB		DTMJ	64	0	8	3	0	0	2	0	0.09	0.00
Olivewood	Century	FR		DTMJ	169	0	4	11	0	0	42	0	1.39	0.00
River Pointe	DR Horton	REE		DTMJ	84	0	4	11	0	0	41	0	1.03	0.00
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	6	1	1	126	0	0.86	0.00
Marshall Estates	KB Home	FO		DTST	76	0	5	6	2	0	40	2	1.58	2.00
Seville	KB Home	FR		DTST	129	0	2	5	0	0	127	0	1.35	0.00
Anatole- Clementine	Lennar	FR		DTMJ	111	0	1	3	2	0	46	2	1.10	2.00
Anatole- Coronet	Lennar	FR		DTMJ	56	0	2	3	0	0	54	0	1.29	0.00
Arboralla - Clementine	Lennar	CV		DTST	137	4	4	2	3	1	53	2	1.36	2.00
Bella Vista Skye	Lennar	FT		DTST	54	0	2	1	0	0	45	0	0.90	0.00
Brambles- Starling	Lennar	FR		ATST	150	0	4	13	0	0	51	0	1.22	0.00
Brambles- Wilde	Lennar	FR		DTST	89	4	3	2	4	0	52	4	1.24	4.00
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	1	6	0	0	56	0	1.01	0.00
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	4	4	6	4	0	17	4	1.29	4.00
Fancher Creek California II	Lennar	FR		DTMJ	106	4	5	6	1	0	28	1	1.48	1.00
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	2	2	2	0	67	2	1.21	2.00
Heritage Grove - Clementine	Lennar S/O	CV		DTST	21	0	S/O	5	1	0	21	1	0.30	1.00
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	5	0	0	54	0	0.77	0.00
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	4	5	1	0	40	1	0.57	1.00
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	4	6	9	2	1	30	1	0.79	1.00
TOTALS: No. Reporting: 22		Avg. Sales: 0.91		Traffic to Sales: 6 : 1			82	129	23	3	1037	20	Net: 20	
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 101						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 99	Avg. Sales: 1.09	Traffic to Sales: 13 : 1	263	1632	124	16	7104	108	Net: 108
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = 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									

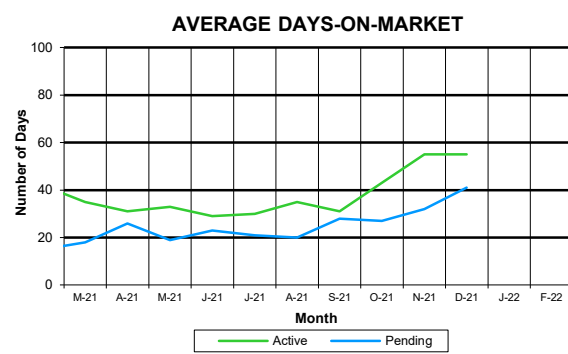
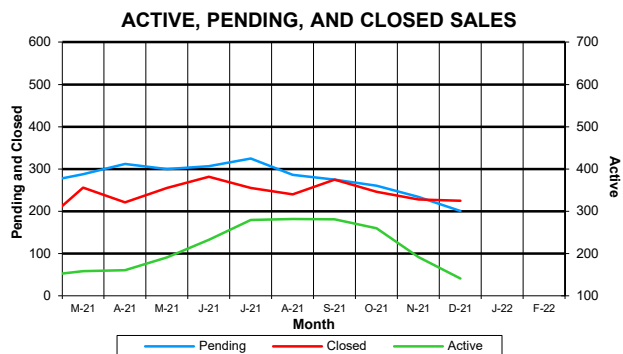
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	86	27	90	24	102	725,387
Nov-21	43	36	99	20	78	772,891
Dec-21	23	39	55	22	99	774,259



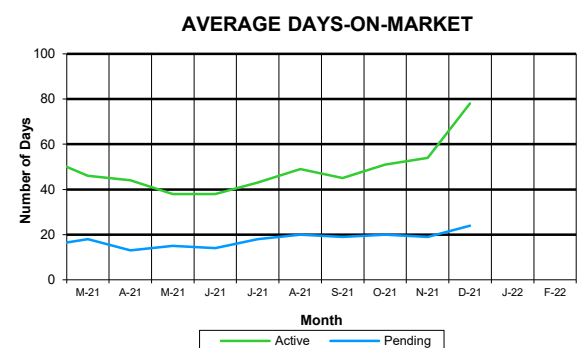
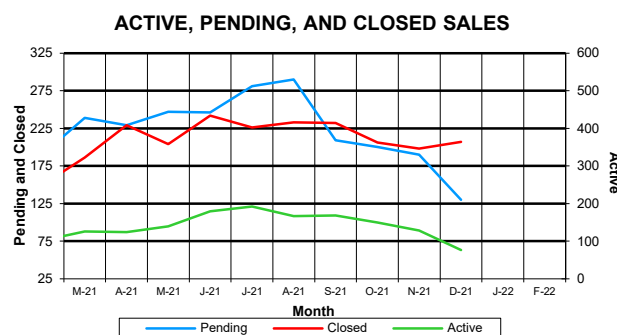
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	260	43	261	27	246	\$435,363
Nov-21	192	55	234	32	228	\$447,367
Dec-21	141	55	201	41	225	\$437,410



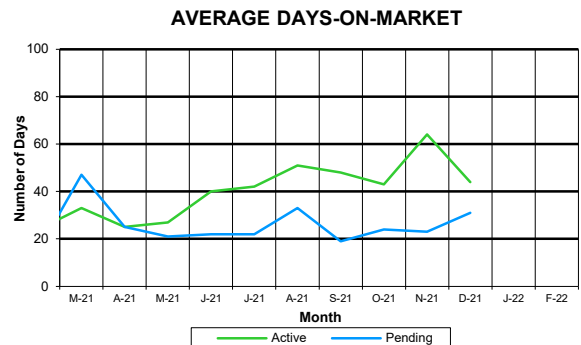
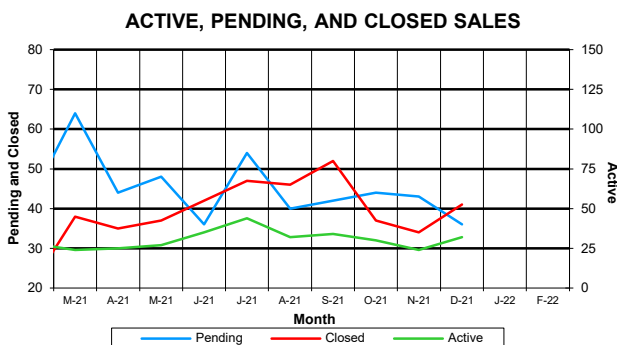
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	139	38	247	15	204	\$484,232
Jun-21	179	38	246	14	242	\$470,636
Jul-21	192	43	281	18	226	\$449,793
Aug-21	167	49	290	20	233	\$462,091
Sep-21	168	45	209	19	232	\$460,727
Oct-21	150	51	200	20	206	\$471,994
Nov-21	128	54	190	19	198	\$474,799
Dec-21	77	78	130	24	207	\$473,305



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-21	27	27	48	21	37	\$323,280
Jun-21	35	40	36	22	42	\$384,074
Jul-21	44	42	54	22	47	\$370,252
Aug-21	32	51	40	33	46	\$374,402
Sep-21	34	48	42	19	52	\$374,429
Oct-21	30	43	44	24	37	\$381,895
Nov-21	24	64	43	23	34	\$400,070
Dec-21	32	44	36	31	41	\$387,268



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

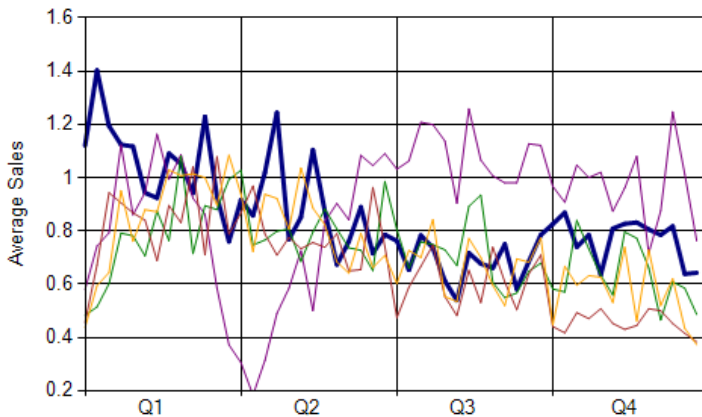
Sacramento

Ending: Sunday, January 9, 2022

Week 1

Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.
South Sacramento		18	337	19	2	17	0.94	0.94	0%	0.97	-2%
Central & North Sacramento		38	614	29	2	27	0.71	0.71	0%	0.83	-15%
Folsom		18	510	11	2	9	0.50	0.50	0%	0.69	-27%
El Dorado		10	150	6	0	6	0.60	0.60	0%	0.64	-6%
Placer & Nevada		68	1375	62	12	50	0.74	0.74	0%	0.75	-2%
Yolo		3	28	0	0	0	0.00	0.00	0.00	0.76	-100%
Amador County		1	8	1	0	1	1.00	1.00	0%	0.31	225%
Northern Counties		10	199	7	2	5	0.50	0.50	0%	0.60	-17%
Current Week Totals	Traffic : Sales 24 : 1	166	3221	135	20	115	0.69	0.69	0%	0.77	-10%
Per Project Average		19 0.81 0.12 0.69									
Year Ago - 01/10/2021	Traffic : Sales 16 : 1	150	2889	179	11	168	1.12	1.12	0%	0.95	18%
% Change		11%	11%	-25%	82%	-32%	-38%	-38%	-19%		

52 Weeks Comparison



Year to Date Averages Through Week 1

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	142	21	0.52	0.08	0.44	0.73
■	2018	125	22	0.59	0.14	0.46	0.66
■	2019	137	18	0.53	0.05	0.48	0.73
■	2020	126	22	0.63	0.05	0.58	0.89
■	2021	150	19	1.19	0.07	1.12	0.85
■	2022	166	19	0.81	0.12	0.69	0.69
% Change:		11%	1%	-32%	64%	-38%	-18%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>After two years of scorching growth in the U.S. housing market, will there be a cool-down and possibly a fall in sales and prices in 2022, along with a return to some normalcy? Not exactly, several housing experts tell USA Today. "Home sales are likely to be slightly lower in 2022 from the anticipated rise in mortgage rates. Home prices, meanwhile, will continue to rise due to the ongoing housing shortage even as demand is clipped a bit," said Lawrence Yun, chief economist with the NAR. "After seeing such hyper-growth," said Andreis Bergeron, head of brokerage operations at Awning.com, a real estate tech company, "I don't think we will see a correction, maybe a slowdown." The frenzied buying has also been propelled by historically low mortgage rates and millennials trying to purchase their first house. Yun also believes there are still between 5.5 to 6.8 million housing units that would need to be built to meet the market demand for homes. Regions like the South will continue to be a hotbed for homeownership due to more supply, said Robert Dietz, a chief economist with the NAHB. Dietz added that first-time and prospective buyers will need to be patient and develop a strategy. "It's going to be a frustrating market for them in 2022," Dietz said. "My best recommendation is to be strategic and maybe expand your geographic area due to such a limited housing inventory." Source: Terry Collins USA Today</p>
FHA	3.19%	3.31%	
	2.63%	2.99%	
10 Yr Yield	1.80%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 18									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	5	3	5	3	0	53	3	0.78	3.00
Fleridae	KB Home	GT		DTST	69	0	4	4	0	0	50	0	1.19	0.00
Travisso	KB Home	LN	New	DTMJ	422	3	2	13	1	0	1	1	3.50	1.00
Vintage Park	KB Home	SO		DTST	81	4	5	10	3	1	62	2	1.93	2.00
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	2	0	0	0	64	0	0.98	0.00
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	15	1	1	124	0	0.94	0.00
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	1	35	3	0	203	3	1.17	3.00
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	3	22	0	0	68	0	1.08	0.00
Oceano at Fieldstone	Lennar	VN		DTMJ	120	3	3	15	1	0	113	1	0.80	1.00
Redwood at Parkside	Lennar	VN		DTMJ	344	0	2	4	2	0	312	2	0.90	2.00
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	0	0	0	78	0	0.62	0.00
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	1	23	0	0	40	0	1.44	0.00
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	4	0	0	0	85	0	0.98	0.00
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	2	2	46	1	0	97	1	0.84	1.00
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	1	11	45	0	0	82	0	0.72	0.00
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	9	47	0	0	96	0	0.83	0.00
Cedar Creek	TimLewis	GT		DTMJ	112	0	3	29	1	0	16	1	0.75	1.00
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	4	2	24	3	0	31	3	0.97	3.00
TOTALS: No. Reporting: 18		Avg. Sales: 0.94		Traffic to Sales: 18 : 1				61	337	19	2	1575	17	Net: 17
City Codes: GT = Galt, LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard														

Central Sacramento					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH	DTMJ	46	0	1	6	0	0	32	0	0.50	0.00	
Crocker Village- Alley Row	Black Pine	SO	DTMJ	67	0	3	7	0	0	48	0	0.60	0.00	
Crocker Village- Main Street	Black Pine	SO	DTMJ	52	0	2	7	0	0	40	0	0.50	0.00	
Brighton Station at Cresleigh Ranch	Cresleigh	RO	DTMJ	98	0	2	44	0	0	93	0	0.76	0.00	
Mills Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	116	4	3	64	3	0	96	3	0.79	3.00
Heritage at Gum Ranch	Elliott	FO	DTMJ	113	0	2	31	0	0	111	0	0.81	0.00	
Canyon at Mitchell Village	KB Home	CH	DTST	109	3	5	7	2	0	66	2	1.40	2.00	
Heritage at Mitchell Village	KB Home	CH	DTMJ	72	0	4	7	0	0	50	0	0.86	0.00	
Oaks at Mitchell Village	KB Home	CH	DTST	74	0	3	8	0	0	51	0	1.38	0.00	
Ventana	Lennar	RO	DTMJ	160	0	3	6	1	0	103	1	0.80	1.00	
Verdant	Lennar	RO	DTST	157	0	4	0	0	0	94	0	1.03	0.00	
Viridian	Lennar	RO	DTST	185	0	2	7	0	0	126	0	0.95	0.00	
Montelena	Premier Homes	RO	DTST	169	0	4	39	0	0	163	0	1.40	0.00	
Classics at Sutter Park	TimLewis TSO	SO	DTMJ	25	0	TSO	0	0	0	24	0	0.22	0.00	
Traditionals at Sutter Park	TimLewis	SO	DTMJ	34	0	1	0	0	0	33	0	0.30	0.00	
Acacia at Cypress	Woodside	RO	DTMJ	99	3	3	24	1	0	28	1	0.55	1.00	
Magnolia at Cypress	Woodside	RO	DTMJ	178	0	2	36	2	1	115	1	0.93	1.00	
TOTALS: No. Reporting: 17		Avg. Sales: 0.47		Traffic to Sales: 33 : 1			44	293	9	1	1273	8	Net: 8	
City Codes: CH= Citrus Heights, SO= Sacramento, RO= Rancho Cordova, FO= Fair Oaks														

The Ryness Report

Week Ending
Sunday, January 9, 2022

Sacramento

Page
2 of 6

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 21									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	16	10	3	0	0	94	0	0.80	0.00
Edgeview - The Cove	Beazer	SO		ATST	156	9	12	21	0	0	90	0	1.11	0.00
Westward - The Cove	Beazer	SO		DTST	122	16	11	8	3	0	55	3	0.59	3.00
Windrow - The Cove	Beazer	SO		DTST	167	11	8	9	1	0	108	2	0.95	2.00
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	1	6	2	0	103	2	0.92	2.00
Mbraga	DR Horton	AO		DTMJ	162	0	2	10	0	0	116	0	1.52	0.00
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	2	13	0	0	14	0	0.72	0.00
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	3	51	0	0	61	0	0.91	0.00
Lapis at Barrett Ranch	Lennar TSO	AO		DTMJ	149	0	TSO	0	0	0	66	0	0.98	0.00
Northlake - Atla	Lennar TSO	SO		DTMJ	116	3	TSO	15	5	0	55	5	1.08	5.00
Northlake - Bleau	Lennar	SO		DTMJ	236	0	2	15	0	1	52	-1	1.02	-1.00
Northlake - Crestvue	Lennar TSO	SO		DTMJ	97	2	TSO	15	3	0	49	3	0.96	3.00
Northlake - Drifton	Lennar	SO		DTMJ	134	0	1	15	0	0	40	0	0.93	0.00
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	5	15	0	0	49	0	0.96	0.00
Northlake - Shor	Lennar	SO		DTMJ	140	0	2	15	1	0	54	1	1.06	1.00
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	3	15	2	0	55	2	1.08	2.00
Northlake - Wavmor	Lennar TSO	SO		DTMJ	153	0	TSO	15	3	0	53	3	1.04	3.00
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	24	0	0	14	0	0.65	0.00
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	4	17	0	0	124	0	1.35	0.00
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	2	32	0	0	67	0	1.64	0.00
Portisol at Artisan Square	Williams	SO		ATST	95	0	2	7	0	0	29	0	0.45	0.00
TOTALS: No. Reporting: 21		Avg. Sales: 0.90		Traffic to Sales: 16 : 1				72	321	20	1	1348	20	Net: 19
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														

Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 18									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	5	22	0	1	91	-1	0.95	-1.00
Sycamore Creek	JMC	FM		DTMJ	86	3	3	61	1	0	35	1	0.62	1.00
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	3	0	0	75	0	1.27	0.00
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	3	9	1	0	54	1	1.38	1.00
Aster at White Rock Springs	Lennar	FM		DTMJ	90	3	3	1	1	0	27	1	0.95	1.00
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	3	2	0	0	27	0	0.95	0.00
Rockcross at Folsom Ranch	Lennar	FM		DTMJ	118	0	4	2	0	0	54	0	1.12	0.00
Steel Canyon at Russell Ranch	Meritage S/O	FM		DTMJ	114	5	S/O	38	7	0	114	7	1.13	7.00
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	2	0	0	1	54	-1	0.63	-1.00
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	1	0	0	0	63	0	0.79	0.00
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	2	17	0	0	25	0	0.68	0.00
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	1	13	0	0	5	0	0.81	0.00
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	2	5	21	0	0	101	0	0.90	0.00
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	2	20	0	0	103	0	0.94	0.00
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	61	0	0	61	0	0.95	0.00
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	3	34	1	0	82	1	0.84	1.00
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	3	103	0	0	118	0	1.06	0.00
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	2	103	0	0	51	0	1.08	0.00
TOTALS: No. Reporting: 18		Avg. Sales: 0.50		Traffic to Sales: 46 : 1				47	510	11	2	1140	9	Net: 9
City Codes: FM= Folsom														

El Dorado County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE	Rsv's	DTMJ	51	3	3	4	1	0	30	1	0.83	1.00
Alder at Saratoga Estates	Elliott TSO	EH		DTMJ	115	0	TSO	27	0	0	67	0	0.87	0.00
Manzanita at Saratoga	Elliott TSO	EH		DTMJ	202	0	TSO	25	0	0	40	0	0.55	0.00
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	3	17	0	0	28	0	0.47	0.00
Hawk View at Bass Lake Hills	Lennar	EH		DTMJ	114	3	2	2	2	0	85	2	0.78	2.00
Heritage El Dorado Hills-Estates	Lennar	EH		DTMJ	92	0	1	7	1	0	91	1	0.53	1.00
Heritage El Dorado Hills-Legends	Lennar	EH		DTMJ	165	0	1	11	2	0	159	2	0.92	2.00
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	0	1	12	0	0	166	0	0.96	0.00
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH		DTMJ	23	0	3	9	0	0	15	0	0.54	0.00
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	0	2	36	0	0	5	0	0.44	0.00
TOTALS: No. Reporting: 10		Avg. Sales: 0.60		Traffic to Sales: 25 : 1			16	150	6	0	686	6	Net: 6	
City Codes: RE = Rescue, EH = El Dorado Hills														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 67									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	2	1	5	0	0	33	0	0.90	0.00
Verrado at Solaire	Beazer	RV		DTMJ	76	14	8	8	1	0	32	2	1.09	2.00
Milestone at Sierra Fine	Black Pine TSO	RK		DTST	61	0	TSO	13	0	0	36	0	0.63	0.00
Camelian	Blue Mountain	GB		ATMJ	28	0	3	2	0	0	20	0	0.43	0.00
Cresleigh Havenwood	Cresleigh	LL	Rsv's	DTMJ	83	0	2	12	0	1	6	-1	0.30	-1.00
Balboa	DR Horton	RV		DTST	127	5	2	28	5	1	65	4	1.66	4.00
Cerrada	DR Horton	LL		DTST	166	0	2	20	1	0	131	1	1.35	1.00
Heartland at Independence	DR Horton	LL		DTMJ	98	4	4	4	2	0	27	2	1.40	2.00
Traditions at Independence	DR Horton	LL		DTST	97	0	3	4	2	1	27	1	1.13	1.00
Winding Creek- The Wilds	DR Horton	RV		DTST	120	0	2	24	1	0	69	1	1.61	1.00
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	3	48	0	0	22	0	0.78	0.00
Broadlands	JMC S/O	LL		DTST	80	0	S/O	17	2	1	80	1	1.01	1.00
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	3	1	111	3	0	39	3	1.02	3.00
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	3	3	118	1	0	39	1	1.01	1.00
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	6	36	0	0	179	0	1.32	0.00
Palisade Village	JMC	RV		DTST	232	0	3	32	0	0	182	0	1.53	0.00
Pinnacle Village	JMC	RV		DTMJ	127	0	2	21	0	0	121	0	0.89	0.00
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	4	89	0	1	62	-1	0.91	-1.00
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	3	4	116	2	0	37	2	0.97	2.00
Sentinel	JMC	RV		DTST	132	0	2	41	0	0	126	0	1.31	0.00
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	1	10	3	1	105	2	1.16	2.00
Aspire at Solaire II	K Hovnanian	RV		DTST	33	3	3	19	2	0	8	2	0.72	2.00
Creeside Preserve	K Hovnanian	LL		DTMJ	71	0	3	10	0	0	46	0	0.45	0.00
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	3	3	21	2	1	123	1	0.86	1.00
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	1	15	2	0	40	2	0.95	2.00
Copper Ridge	KB Home	LL		DTMJ	79	3	3	5	1	0	8	1	1.51	1.00
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	4	4	7	2	0	166	2	1.21	2.00
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	4	10	1	0	54	1	0.82	1.00
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	2	15	1	0	63	1	1.01	1.00
Breckenridge at Sierra West	Lennar	RV		DTMJ	181	0	3	10	0	0	4	0	0.30	0.00
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	3	6	0	0	17	0	1.11	0.00
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	2	6	1	0	45	1	0.82	1.00
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	117	3	3	6	2	0	7	2	0.32	2.00
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	1	0	0	0	154	0	0.81	0.00
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	3	4	0	0	150	0	0.78	0.00
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	4	6	1	0	172	1	0.88	1.00
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	142	0	1	3	0	0	2	0	0.08	0.00
Lumiere at Sierra West	Lennar	RV		DTMJ	129	0	2	10	0	0	56	0	0.83	0.00
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	1	10	1	0	59	1	0.84	1.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	30	0	1	6	2	0	9	2	0.45	2.00
Novara at Fiddymment	Lennar	RV		DTST	105	3	3	15	1	0	73	1	0.92	1.00
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	1	17	2	0	71	2	0.89	2.00
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	4	16	1	1	81	0	0.95	0.00
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	3	10	0	1	56	-1	0.82	-1.00
Windham at Sierra West	Lennar	RV		DTMJ	153	0	4	10	1	0	6	1	1.45	1.00

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 67									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Meadowlands 60s	Meritage	LL		DTMJ	92	3	4	24	3	1	38	2	1.14	2.00
Meadowlands 70s	Meritage	LL		DTMJ	15	0	3	3	0	0	12	0	0.64	0.00
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	1	32	2	0	9	2	0.97	2.00
Winding Creek - Trek	Meritage	RV		DTMJ	74	3	2	7	1	0	61	1	1.32	1.00
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	3	8	0	0	72	0	0.89	0.00
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	17	0	0	66	0	1.27	0.00
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	4	6	0	0	62	0	0.98	0.00
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	3	3	5	1	0	10	1	0.97	1.00
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	12	14	0	0	50	0	1.04	0.00
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	3	32	6	2	0	94	2	1.12	2.00
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	4	28	2	0	58	2	0.69	2.00
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	5	8	1	0	39	1	0.81	1.00
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	29	10	0	0	41	0	1.13	0.00
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	5	15	18	1	0	36	1	0.99	1.00
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	29	10	1	1	36	0	0.99	0.00
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	5	16	11	0	0	43	0	0.51	0.00
Eureka Grove	The New Home Co	GB		DTMJ	72	0	2	28	0	0	16	0	1.05	0.00
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	1	40	0	0	67	0	0.54	0.00
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	2	36	0	0	47	0	1.12	0.00
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	1	36	0	0	41	0	0.98	0.00
Timbercove at Sierra Fine	TRI Pointe TSO	RK		DTST	71	0	TSO	4	0	0	70	0	1.14	0.00
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	2	21	2	0	92	2	0.93	2.00
TOTALS: No. Reporting: 67		Avg. Sales: 0.76		Traffic to Sales: 22 : 1				292	1368	62	11	3968	52	Net: 51
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	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates	Hilbers	GV	DTST	45	0	4	7	0	1	19	-1	0.12	-1.00	
TOTALS: No. Reporting: 1		Avg. Sales: -1.00		Traffic to Sales: NA			4	7	0	1	19	-1	Net: -1	
City Codes: GV = Grass Valley														

Yolo County					Projects Participating: 3								
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week
Riverchase	Anthem United	WS	DTST	222	3	3	13	0	0	209	0	0.97	0.00
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	1	9	0	0	34	0	0.88	0.00
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	2	6	0	0	101	0	0.45	0.00
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: NA			6	28	0	0	344	0	Net: 0
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis													

Development Name	Developer	City Code	Notes	Type										
Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Zinfandel Ridge II	TimLewis	FLY	DTMJ		40	0	1	8	1	0	10	1	0.52	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 8 : 1			1	8	1	0	10	1	Net: 1	
City Codes: FLY = Plymouth														

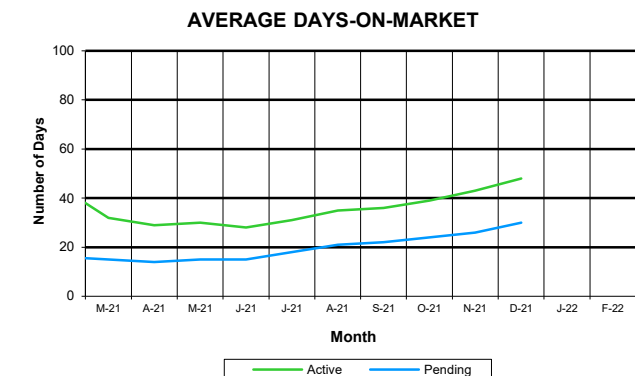
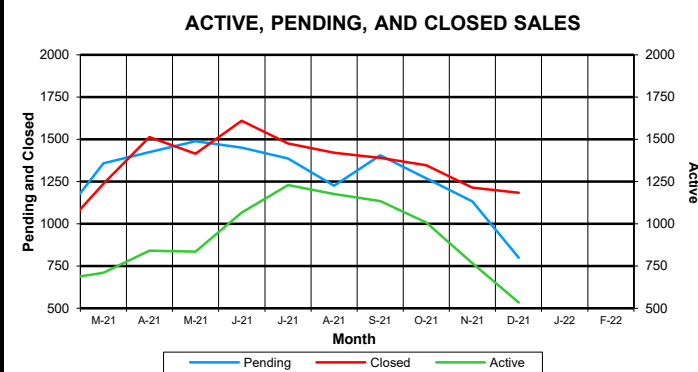
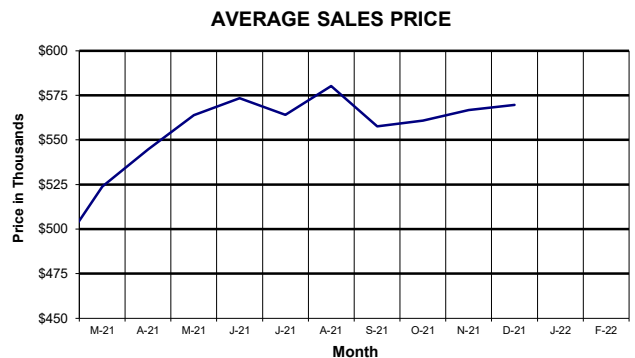
Sutter County				Projects Participating: 1											
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	4	3	5	2	0	112	2	1.19	2.00
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 3 : 1				3	5	2	0	112	2	Net: 2	
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	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Meadows at Fumas Ranch	Cresleigh	FLK	DTMJ	111	0	1	41	1	0	63	1	0.64	1.00	
Cresleigh Riverside at Fumas Ranch	Cresleigh	FLK	DTMJ	52	0	2	1	0	0	45	0	0.45	0.00	
Diamante at Fumas Lake	DR Horton	FLK	DTST	94	0	1	60	1	0	24	1	1.19	1.00	
Sunnyside at The Orchards	JMC	MS	DTST	96	0	1	8	0	0	87	0	1.01	0.00	
Sonoma Ranch	Lennar	FLK	DTST	208	0	3	22	1	0	199	1	1.00	1.00	
Windsor Crossing at River Oaks	Lennar	FLK	DTST	168	0	2	18	0	0	44	0	0.66	0.00	
Crosswinds at River Oaks	Meritage	FLK	DTMJ	72	0	3	25	2	1	36	1	1.08	1.00	
Seasons at River Oaks	Richmond American	OL	DTST	83	0	1	12	0	0	53	0	1.02	0.00	
Seasons at Thoroughbred Acres	Richmond American	OL	DTMJ	139	0	5	7	0	1	72	-1	1.00	-1.00	
TOTALS: No. Reporting: 9		Avg. Sales: 0.33		Traffic to Sales: 39 : 1				19	194	5	2	623	3	Net: 3
City Codes: FLK = Fumas 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
GRAND TOTALS: No. Reporting: 166	Avg. Sales: 0.69	Traffic to Sales: 24 : 1	565	3221	135	20	11098	117	Net: 115	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										

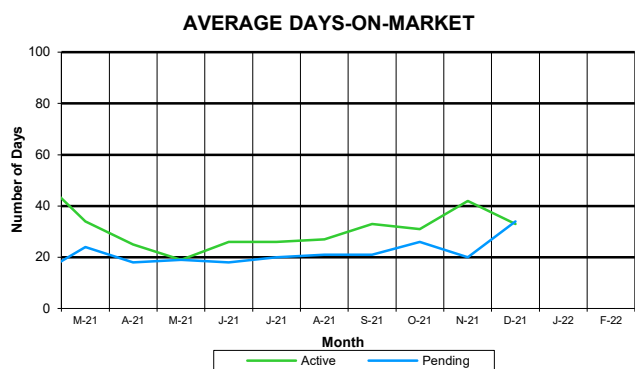
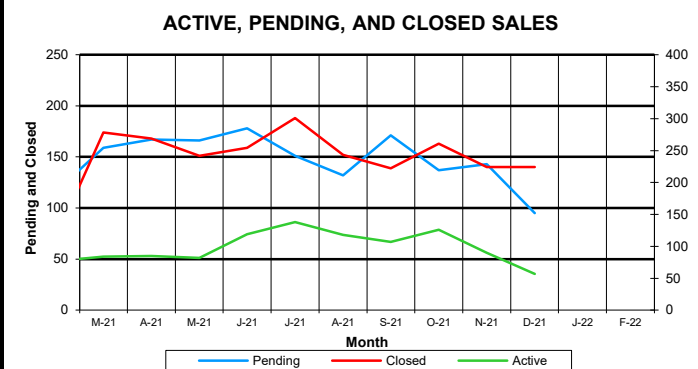
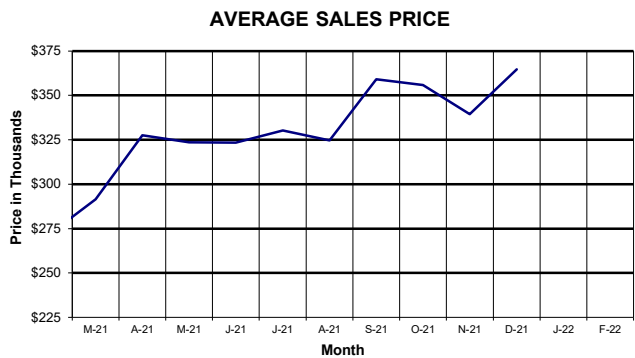
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	1,007	39	1,269	24	1,347	\$560,893
Nov-21	767	43	1,132	26	1,214	\$566,756
Dec-21	535	48	799	30	1,183	\$569,728



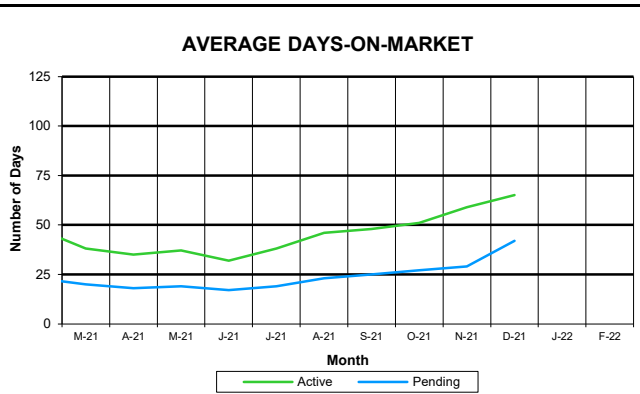
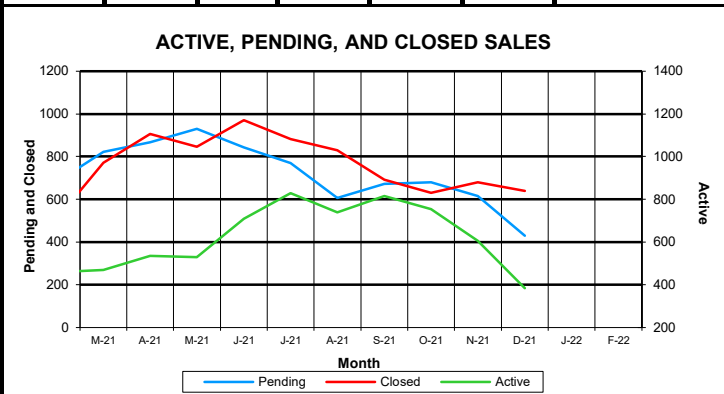
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	126	31	137	26	163	355,793
Nov-21	90	42	143	20	140	339,384
Dec-21	57	33	95	34	140	364,570



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	753	51	680	27	630	713,658
Nov-21	605	59	615	29	680	734,692
Dec-21	385	65	429	42	639	726,154



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	105	50	123	33	137	653,454
Nov-21	77	52	107	38	128	608,995
Dec-21	79	54	57	50	115	616,097

