

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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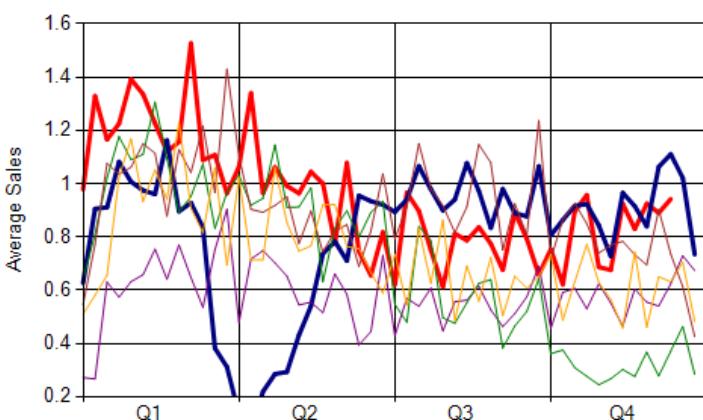
NATIONAL BUILDER DIVISION

**Ending: Sunday, December 19, 2021**

## Bay Area Week 50

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda	27	233	42	0	42	1.56	0.96	62%	1.00	56%
Contra Costa	29	272	28	4	24	0.83	1.02	-19%	0.73	13%
Sonoma, Napa	14	73	2	0	2	0.14	0.69	-79%	0.55	-74%
San Francisco, Marin	4	6	2	0	2	0.50	0.45	10%	0.23	115%
San Mateo	4	26	2	0	2	0.50	0.63	-20%	0.93	-46%
Santa Clara	18	224	27	0	27	1.50	1.14	32%	0.99	51%
Monterey, Santa Cruz, San Benito	8	66	9	0	9	1.13	0.88	28%	0.82	37%
Solano	16	131	6	1	5	0.31	0.90	-65%	0.62	-50%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>9 : 1</b>	<b>120</b>	<b>1031</b>	<b>118</b>	<b>5</b>	<b>113</b>	<b>0.94</b>	<b>0.95</b>	<b>-1%</b>
Per Project Average			9	0.98	0.04	0.94				
<b>Year Ago - 12/20/2020</b>	<b>Traffic : Sales</b>	<b>11 : 1</b>	<b>138</b>	<b>1693</b>	<b>149</b>	<b>8</b>	<b>141</b>	<b>1.02</b>	<b>0.81</b>	<b>26%</b>
% Change			-13%	-39%	-21%	-38%	-20%	-8%	17%	-12%

### 52 Weeks Comparison



### Year to Date Averages Through Week 50

### 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	133	28	0.85	0.11	0.74	0.73
■	2017	142	32	1.02	0.10	0.92	0.90
■	2018	127	24	0.81	0.10	0.71	0.70
■	2019	161	17	0.68	0.10	0.58	0.58
■	2020	149	12	0.91	0.10	0.81	0.80
■	2021	116	14	1.02	0.07	0.95	0.95
% Change:		-22%	16%	12%	-35%	18%	18%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary			
CONV	RATE <b>2.90%</b>	APR <b>3.14%</b>				
FHA	RATE <b>2.25%</b>	APR <b>2.91%</b>				
10 Yr Yield	1.39%					
			Supply issues exist in every corner of the economy, and problems are also constraining the delivery of homes. The availability of key materials used in home construction has been wide-ranging and varies from month to month and by region of the country. Labor is a critical input in housing development, and to no surprise the lack of available workers is a sizable constraint on new home construction today. Supply problems continue to extend project timelines. This is most evident by the run-up in the number of single-family homes currently under construction, which rose 2.9% in November to the most since March 2007 (757K units). If we also consider the rising backlog of homes authorized by permits but not yet started, we add another 152K homes to builders' list of projects. This large backlog and the fact that home builders are quickly able to sell everything they build, continue to boost builders' confidence. High confidence and strong starts, which jumped 11.8% last month to a 1.68 million-unit pace amid unseasonably favorable weather, mean home building is ending the year on a strong note. Looking ahead, we remain optimistic about housing in 2022. Rapid demand should be little affected by the modest increase in mortgage rates, resulting from the Fed's quicker pace of withdrawing the stimulus instated in the pandemic. In short, builders are confident and have a large backlog to work through. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary			

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25										
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	4	4	21	5	0	67	45	0.65	0.90	
Enclave - Cascade Collection	Century	FR		ATMJ	81	4	4	20	1	0	48	23	0.47	0.46	
Enclave - Sierra Collection	Century	FR		ATMJ	70	4	6	20	1	0	38	24	0.34	0.48	
Apricot Grove	DR Horton	HY		DTMJ	38	0	4	19	0	0	16	16	2.24	2.24	
Hdeaway, The	DR Horton	HY		ATMJ	59	4	6	19	2	0	37	37	1.23	1.23	
Pomegranate	DR Horton	NK		DTMJ	21	4	3	1	1	0	13	13	1.40	1.40	
Aspect at Innovation	Lennar	FR		ATMJ	167	7	4	6	7	0	19	19	2.29	2.29	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	4	4	8	3	0	58	50	0.90	1.00	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	2	0	1	0	66	51	1.03	1.02	
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	4	0	0	0	58	58	1.34	1.34	
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	4	0	0	0	6	6	1.45	1.45	
Matrix at Innovation	Lennar	FR		ATMJ	422	0	3	2	1	0	15	15	1.33	1.33	
Terraces at Bridgeway	Lennar	NK		ATMJ	31	0	1	0	0	0	30	30	1.64	1.64	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	1	3	2	0	54	51	0.96	1.02	
Villas at Bridgeway	Lennar	NK		DTMJ	136	4	1	6	5	0	73	60	1.14	1.20	
Aventura	Nuvera Homes	FR		ATMJ	16	0	4	17	0	0	7	7	1.44	1.44	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	5	1	0	18	18	0.37	0.37	
Compass at Bay37	Pulte	AL		ATMJ	93	4	3	5	1	0	35	35	0.73	0.73	
Landing at Bay37	Pulte	AL		ATMJ	96	0	2	5	1	0	31	31	0.64	0.64	
Lookout at Bay37	Pulte	AL		ATMJ	138	0	2	5	0	0	27	27	0.56	0.56	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	4	5	0	0	125	46	0.90	0.92	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	5	0	0	91	19	0.65	0.38	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	4	NA	0	0	35	24	0.43	0.48	
Compass Bay- New port	Trumark TSO	NK		ATMJ	85	5	TSO	3	5	0	78	66	1.14	1.32	
Crest at Alameda Point	Trumark	AL		ATMJ	60	0	4	1	1	0	56	52	1.00	1.04	
<b>TOTALS: No. Reporting: 24</b>		<b>Avg. Sales: 1.58</b>			<b>Traffic to Sales: 5 : 1</b>				<b>76</b>	<b>176</b>	<b>38</b>	<b>0</b>	<b>1101</b>	<b>823</b>	<b>Net: 38</b>

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

Amador Valley					Projects Participating: 3										
					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	3	7	30	1	0	66	66	1.34	1.32	
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	1	2	1	0	83	38	0.89	0.76	
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	2	25	2	0	86	41	0.77	0.82	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 1.33</b>			<b>Traffic to Sales: 14 : 1</b>				<b>10</b>	<b>57</b>	<b>4</b>	<b>0</b>	<b>235</b>	<b>145</b>	<b>Net: 4</b>

City Codes: DB = Dublin

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 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	15	6	0	0	12	10	0.18	0.20
The Brant	Lennar	LF		ATMU	66	0	1	1	0	0	2	2	0.47	0.47
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMU	17	0	TSO	3	0	0	12	11	0.19	0.22
Avant	Warmington	WC		ATMU	19	0	4	15	2	0	15	15	1.48	1.48
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 13 : 1</b>				<b>20</b>	<b>25</b>	<b>2</b>	<b>0</b>	<b>41</b>	<b>38</b>
Qty Codes: LF = Lafayette, PH = Pleasant Hill, WC = Walnut Creek														

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	Avg. Sls /Week	Avg. Sls /YTD
Highlands at The Preserve	Lennar	SR		DTMU	122	0	1	3	0	0	121	30	0.66	0.60
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	2	4	0	0	82	59	1.08	1.18
Ridgeview at the Preserve	Lennar	SR		ATMU	77	0	2	1	1	0	70	51	0.93	1.02
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 8 : 1</b>				<b>5</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>273</b>	<b>140</b>
Qty Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Village 29	Lafferty	EC		ATMU	29	0	6	5	0	0	23	12	0.18	0.24
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>6</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>12</b>
Qty Codes: EC = El Cerrito														

Antioch/Pittsburg					Projects Participating: 11									
					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
Celo at Sand Creek- Horizon	Century	AN		DTMU	175	0	3	49	3	0	113	85	1.63	1.70
Celo at Sand Creek- Vista	Century	AN		DTMU	96	0	2	5	1	1	94	72	1.36	1.44
Orest at Park Ridge	Davidon	AN		DTMU	300	0	4	8	2	0	216	45	0.97	0.90
Hills at Park Ridge	Davidon	AN		DTMU	225	4	4	13	1	0	64	54	1.06	1.08
Luca at Aviano	DeNova	AN		DTMU	194	6	2	41	4	0	40	40	2.12	2.12
Riverview at Montterra	K Hovnanian	AN		DTMU	100	0	2	3	1	1	98	26	0.73	0.52
Luna at Aviano	Lennar	AN		DTMU	102	4	5	6	3	0	10	10	3.04	3.04
Oriana at Aviano	Lennar	AN		DTMU	115	4	2	5	4	0	9	9	2.74	2.74
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	1	4	2	0	35	35	0.70	0.70
Retreat at Vista Del Mar	Taylor Morrison TSO	PT		DTMU	142	0	TSO	3	1	0	53	36	0.90	0.72
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	0	1	4	0	1	10	10	0.45	0.45
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 1.73</b>		<b>Traffic to Sales: 6 : 1</b>				<b>26</b>	<b>141</b>	<b>22</b>	<b>3</b>	<b>742</b>	<b>422</b>
Qty Codes: AN = Antioch, PT = Pittsburg														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
East Contra Costa					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
Delta Coves	Blue Mountain	BI		DTMJ	81	0	4	8	0	0	69	41	0.58	0.82
Chandler	Brookfield	BT		DTMJ	160	0	11	42	1	0	28	28	1.62	1.62
Easton at Delaney Park	Brookfield	OY		DTST	80	0	2	7	0	0	78	25	0.71	0.50
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	8	7	0	1	96	46	0.88	0.92
Ashbury	KB Home	OY		ATST	69	0	1	1	1	0	68	49	0.98	0.98
Alicante	Meritage	OY		DTMJ	133	0	3	8	1	0	89	84	1.64	1.68
Vines, The	Meritage	OY		DTST	63	0	1	6	0	0	57	57	1.16	1.14
Terrene	Pulte	BT		DTMJ	326	0	2	0	0	0	324	114	2.19	2.28
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	1	2	0	0	95	50	1.00	1.00
Orchard Trails	Shea	BT		DTMJ	78	0	1	12	0	0	10	10	1.46	1.46
<b>TOTALS: No. Reporting: 10</b>					<b>Traffic to Sales: 31 : 1</b>	<b>34</b>	<b>93</b>	<b>3</b>	<b>1</b>	<b>914</b>	<b>504</b>		<b>Net: 2</b>	

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

Sonoma, Napa Counties					Projects Participating: 14									
					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 Station	Blue Mountain	SR	Rsv's	ATMJ	110	0	1	8	1	0	95	28	0.47	0.56
Live Oak at University	KB Home	RP		DTMJ	104	0	1	0	0	0	103	59	0.81	1.18
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	3	0	0	0	16	16	0.85	0.85
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	8	0.12	0.16
Juniper at University	Richmond American	RP		DTMJ	150	0	3	1	0	0	147	33	0.78	0.66
Preserve at Kessing Ranch	Richmond American	IC		DTMJ	47	0	3	3	0	0	40	20	0.42	0.40
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	20	0	0	24	24	0.88	0.88
Pear Tree	Taylor Morrison	NP		ATST	71	0	1	1	0	0	70	39	0.66	0.78
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	9	0	0	58	46	1.00	0.92
Arden	W Marketing	HB	New	DTMJ	29	0	7	5	0	0	12	12	0.24	0.24
City 44	W Marketing	SR	New	ATMJ	44	0	4	7	0	0	7	7	0.45	0.45
Paseo Vista	W Marketing	SR	New	DTST	128	0	3	0	0	0	57	57	0.26	1.14
Riverhouse	W Marketing	HB	New	DTST	8	0	1	0	0	0	7	7	0.29	0.29
The Gardens	W Marketing	SR	New	DTST	87	0	3	19	1	0	81	81	1.06	1.62
<b>TOTALS: No. Reporting: 14</b>					<b>Traffic to Sales: 37 : 1</b>	<b>33</b>	<b>73</b>	<b>2</b>	<b>0</b>	<b>733</b>	<b>437</b>		<b>Net: 2</b>	

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

Marin County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Atherton Place	KB Home	NV		ATMJ	50	0	1	0	0	0	41	37	0.63	0.74
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	2	0	1	0	2	2	0.12	0.12
The Strand	Trumark	SN		DTMJ	37	0	3	3	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 3</b>					<b>Traffic to Sales: 3 : 1</b>	<b>6</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>43</b>	<b>39</b>		<b>Net: 1</b>	

City Codes: NV = Novato, SN = San Rafael

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Francisco 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	
Lofton at Portola	TRI Pointe	SF		ATMU	54	0	2	3	1	0	12	12	0.29	0.29	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 3 : 1</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>12</b>	<b>12</b>	<b>Net: 1</b>
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Foster Square	Lennar	FC		AAAT	200	0	2	0	1	0	198	36	0.69	0.72	
One 90 - Borelle	Pulte	SM		DTMU	29	0	1	9	1	0	20	20	0.42	0.42	
One 90 - Indigo	Pulte	SM		ATMU	54	0	1	9	0	0	2	2	0.47	0.47	
One 90 - Slate	Pulte	SM		ATMU	57	0	2	8	0	0	28	28	0.58	0.58	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 13 : 1</b>	<b>6</b>	<b>26</b>	<b>2</b>	<b>0</b>	<b>248</b>	<b>86</b>	<b>Net: 2</b>
City Codes: FC = Foster City, SM = San Mateo															

Santa Clara County					Projects Participating: 18										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Classics at MonteVista	Classics	MV		ATMU	15	0	2	5	0	0	13	13	0.53	0.53	
Asana	DeNova	SJ		DTMU	250	0	1	8	2	0	249	78	1.53	1.56	
Cantera	Dividend	MV	Rsv's	ATMU	15	0	2	14	2	0	13	13	0.58	0.58	
Maravilla	Dividend	MV		ATMU	55	0	6	22	2	0	35	35	1.38	1.38	
Amalfi	DR Horton	MV		ATMU	58	0	1	10	1	0	57	54	0.98	1.08	
Alina at Glen Loma Ranch	KB Home TSO	GL		DTMU	46	0	TSO	8	1	0	16	16	1.93	1.93	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	4	3	10	3	0	19	19	3.59	3.59	
Asher at Glen Loma Ranch	KB Home TSO	GL		DTMU	35	0	TSO	10	1	0	16	16	1.93	1.93	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	5	1	20	5	0	143	121	2.04	2.42	
Naya	KB Home	SC		ATMU	58	4	4	15	1	0	38	38	0.95	0.95	
Lavender	Landsea	SC	Rsv's	ATMU	128	4	6	15	2	0	8	8	0.86	0.86	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	11	12	1	0	14	14	0.73	0.73	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	11	14	2	0	24	24	0.77	0.77	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	8	11	0	0	17	17	0.55	0.55	
Montalvo Oaks (Detached)	SummerHill	MS		DTMU	21	0	3	4	1	0	18	18	0.58	0.58	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	8	26	2	0	148	65	0.97	1.30	
Elevation- Towns	Taylor Morrison	SV		ATMU	96	0	3	8	0	0	91	44	0.85	0.88	
Ovation	Taylor Morrison	SV		ATMU	107	0	1	12	1	0	38	38	1.30	1.30	
<b>TOTALS: No. Reporting: 18</b>			<b>Avg. Sales: 1.50</b>					<b>Traffic to Sales: 8 : 1</b>	<b>71</b>	<b>224</b>	<b>27</b>	<b>0</b>	<b>957</b>	<b>631</b>	<b>Net: 27</b>
City Codes: MV = Mountain View, SJ = San Jose, GL = Gilroy, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	0	1	20	1	0	92	92	2.08	2.08
Serenity at Santana Ranch II	Legacy	HO	Rsv's	DTMJ	31	6	4	13	2	0	17	17	0.73	0.73
Polo Ranch	Lennar	SV		DTMJ	40	4	3	3	3	0	13	13	1.57	1.57
Montclair	Meritage	HO		DTMJ	99	0	3	7	0	0	26	26	0.89	0.89
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	2	9	1	0	28	28	1.39	1.39
Enclave, The	Shea	SS		DTMJ	26	0	2	8	1	0	14	14	0.48	0.48
Sea House II at The Dunes	Shea	MA		ATMJ	79	4	4	5	1	0	22	22	1.09	1.09
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	3	1	0	0	8	8	0.40	0.40
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 1.13</b>		<b>Traffic to Sales: 7 : 1</b>				<b>22</b>	<b>66</b>	<b>9</b>	<b>0</b>	<b>220</b>	<b>220</b>
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16									
					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
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	164	0	2	4	0	0	9	9	0.39	0.39
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	7	3	0	0	11	11	0.47	0.47
Copperleaf at Homestead	KB Home	TSO		DTST	71	0	TSO	0	0	0	66	54	1.14	1.08
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	1	0	0	0	4	4	0.58	0.58
Oreston at One Lake	Lennar	FF		DTMJ	95	0	2	8	0	0	71	49	1.12	0.98
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	2	2	0	0	7	7	0.84	0.84
Homestead	Meritage	DX		DTMJ	99	0	2	13	0	0	47	47	1.14	1.14
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	5	3	7	3	0	75	42	1.04	0.84
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	1	2	1	0	6	6	0.45	0.45
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	3	7	0	0	34	34	0.88	0.88
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	4	15	0	0	57	47	1.03	0.94
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	0	1	3	0	0	73	30	0.49	0.60
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	2	13	0	0	111	56	0.82	1.12
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	3	4	10	2	1	68	58	1.15	1.16
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	0	1	25	0	0	45	33	0.77	0.66
Splash at One Lake	TRI Pointe	FF	Rsv's	DTMJ	72	0	1	19	0	0	35	35	0.81	0.81
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 0.31</b>		<b>Traffic to Sales: 22 : 1</b>				<b>36</b>	<b>131</b>	<b>6</b>	<b>1</b>	<b>719</b>	<b>522</b>
City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield														

Bay Area			Projects Participating: 121						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 120</b>	<b>Avg. Sales: 0.94</b>	<b>Traffic to Sales: 9 : 1</b>	<b>353</b>	<b>1031</b>	<b>118</b>	<b>5</b>	<b>6261</b>	<b>4031</b>	<b>Net: 113</b>
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									

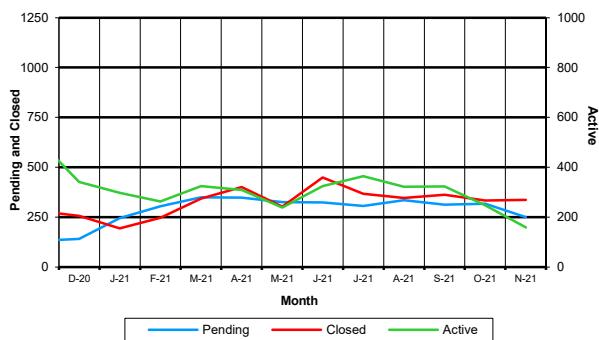
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

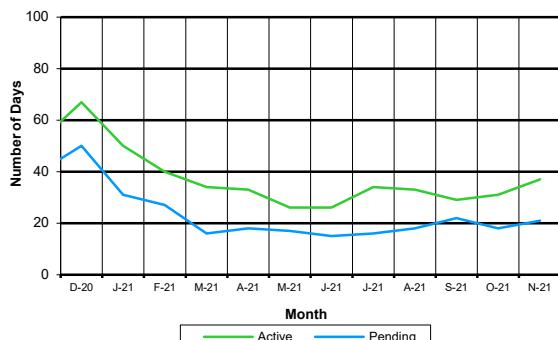
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Apr-21	309	33	347	18	400	\$861,580
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946
Jul-21	364	34	306	16	367	\$883,790
Aug-21	322	33	335	18	346	\$863,487
Sep-21	323	29	313	22	362	\$893,271
Oct-21	247	31	318	18	333	\$923,235
Nov-21	159	37	250	21	337	\$912,541



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

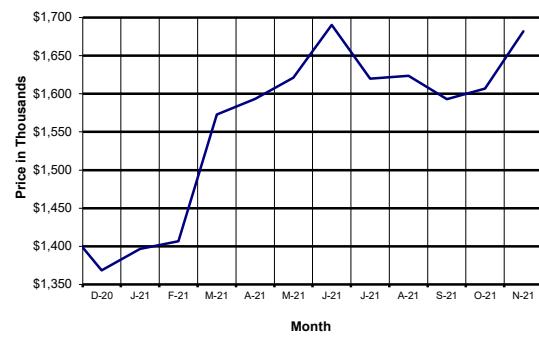


## San Jose Metro SFD Monthly MLS Survey

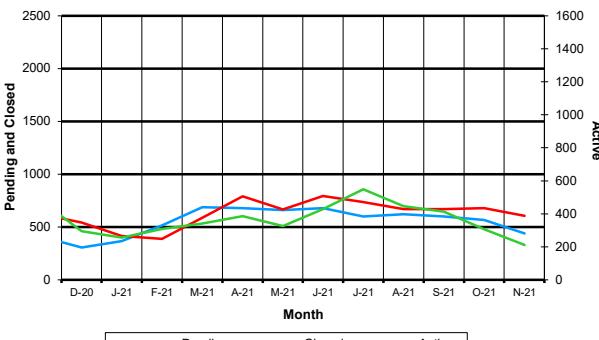
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Apr-21	386	26	678	11	791	\$1,593,508
May-21	326	30	659	11	665	\$1,621,132
Jun-21	429	30	680	12	793	\$1,690,350
Jul-21	548	29	600	12	737	\$1,619,904
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

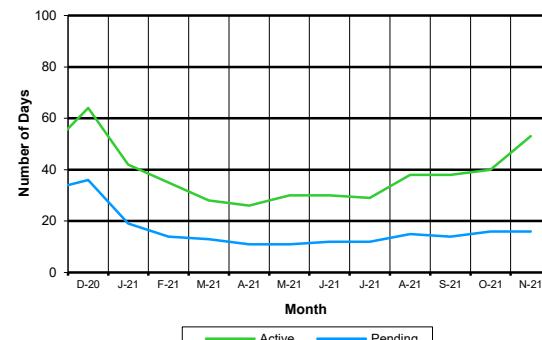
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

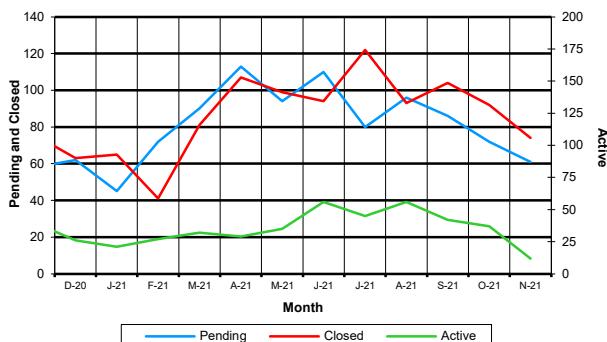
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

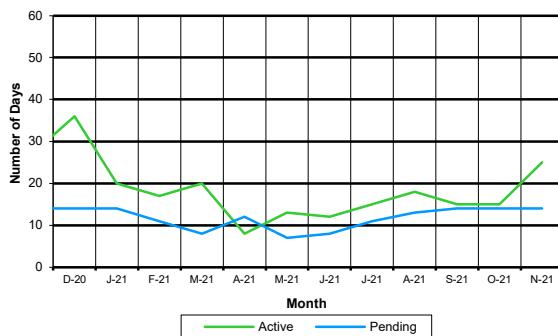
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465
Aug-21	56	18	96	13	93	\$855,670
Sep-21	42	15	86	14	104	\$821,059
Oct-21	37	15	72	14	92	\$845,875
Nov-21	12	25	61	14	74	\$904,216



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## Amador Valley SFD Monthly MLS Survey

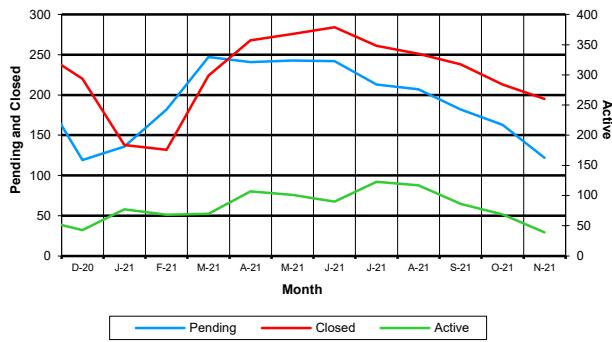
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178
Aug-21	117	23	207	11	251	\$1,645,099
Sep-21	86	32	182	12	238	\$1,525,102
Oct-21	69	41	163	10	213	\$1,479,419
Nov-21	39	68	122	10	195	\$1,531,337

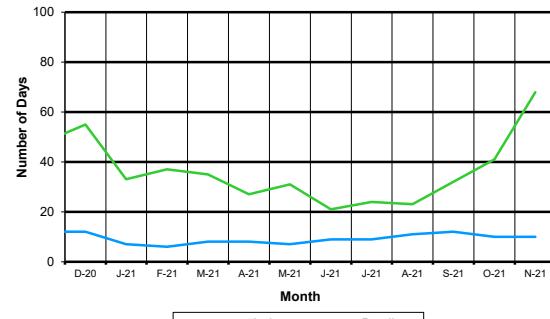
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



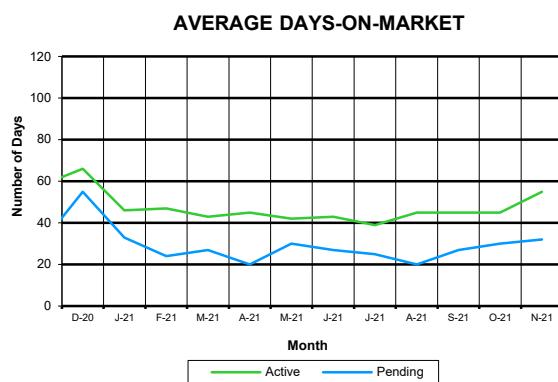
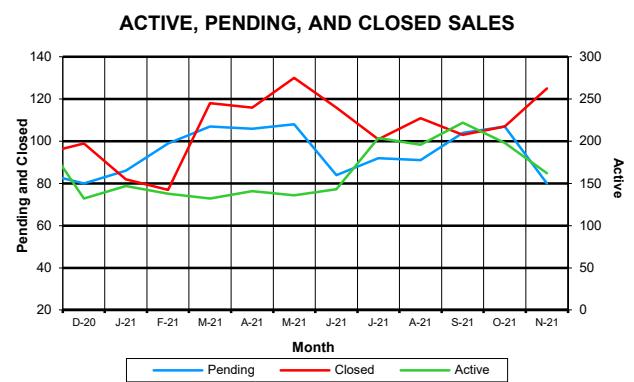


# The Ryness Company

Marketing Research Department

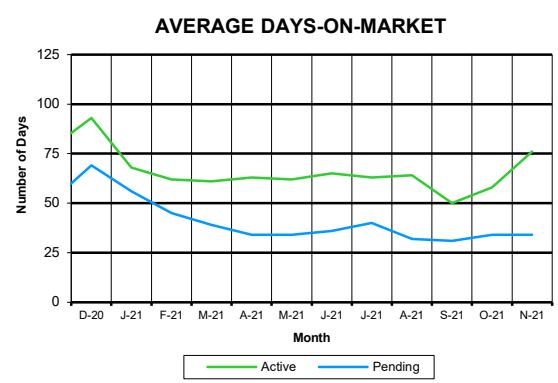
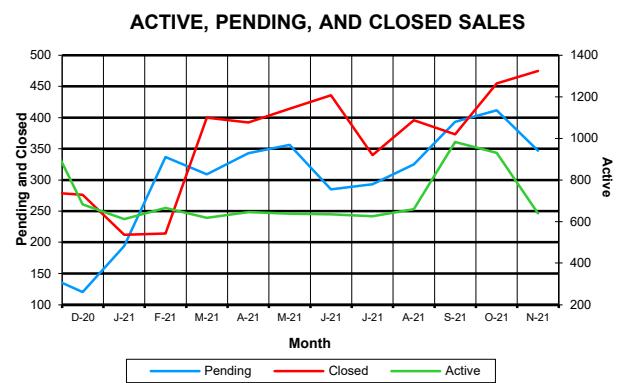
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022
Jul-21	204	39	92	25	101	\$695,719
Aug-21	196	45	91	20	111	\$673,099
Sep-21	222	45	104	27	103	\$670,000
Oct-21	198	45	107	30	107	\$711,796
Nov-21	162	55	80	32	125	\$703,983



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140
Jul-21	625	63	293	40	340	\$1,382,088
Aug-21	660	64	325	32	396	\$1,882,962
Sep-21	983	50	393	31	373	\$1,510,985
Oct-21	930	58	412	34	455	\$1,589,937
Nov-21	640	76	347	34	475	\$1,636,971



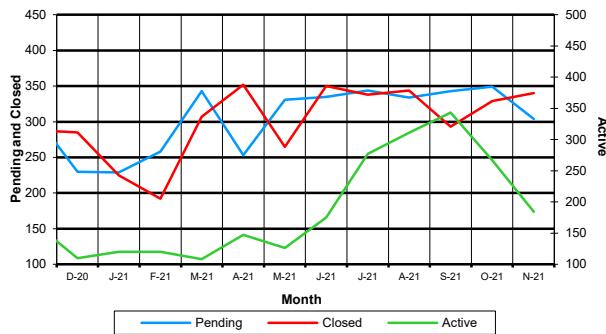
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

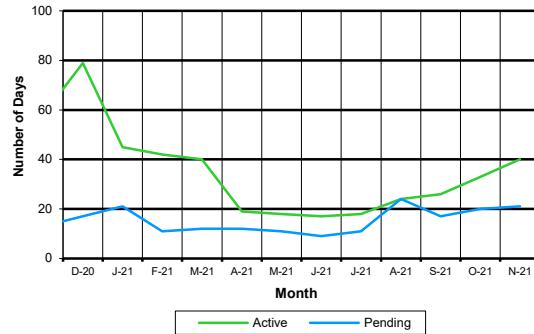
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Apr-21	147	19	253	\$695,542
May-21	126	18	331	\$719,453
Jun-21	175	17	335	\$712,251
Jul-21	277	18	344	\$690,100
Aug-21	311	24	334	\$703,090
Sep-21	343	26	343	\$725,260
Oct-21	267	33	349	\$715,975
Nov-21	184	40	304	\$714,891



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



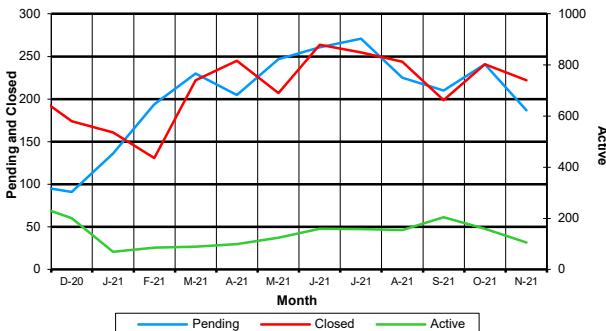
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Apr-21	99	20	205	\$637,379
May-21	125	18	247	\$604,239
Jun-21	160	22	261	\$648,973
Jul-21	158	22	271	\$643,117
Aug-21	155	27	225	\$656,348
Sep-21	204	27	210	\$641,608
Oct-21	160	34	241	\$644,817
Nov-21	105	38	187	\$653,746

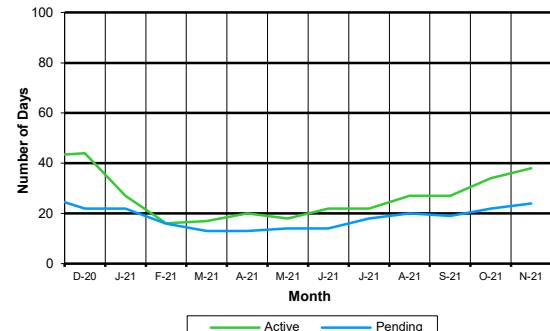
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



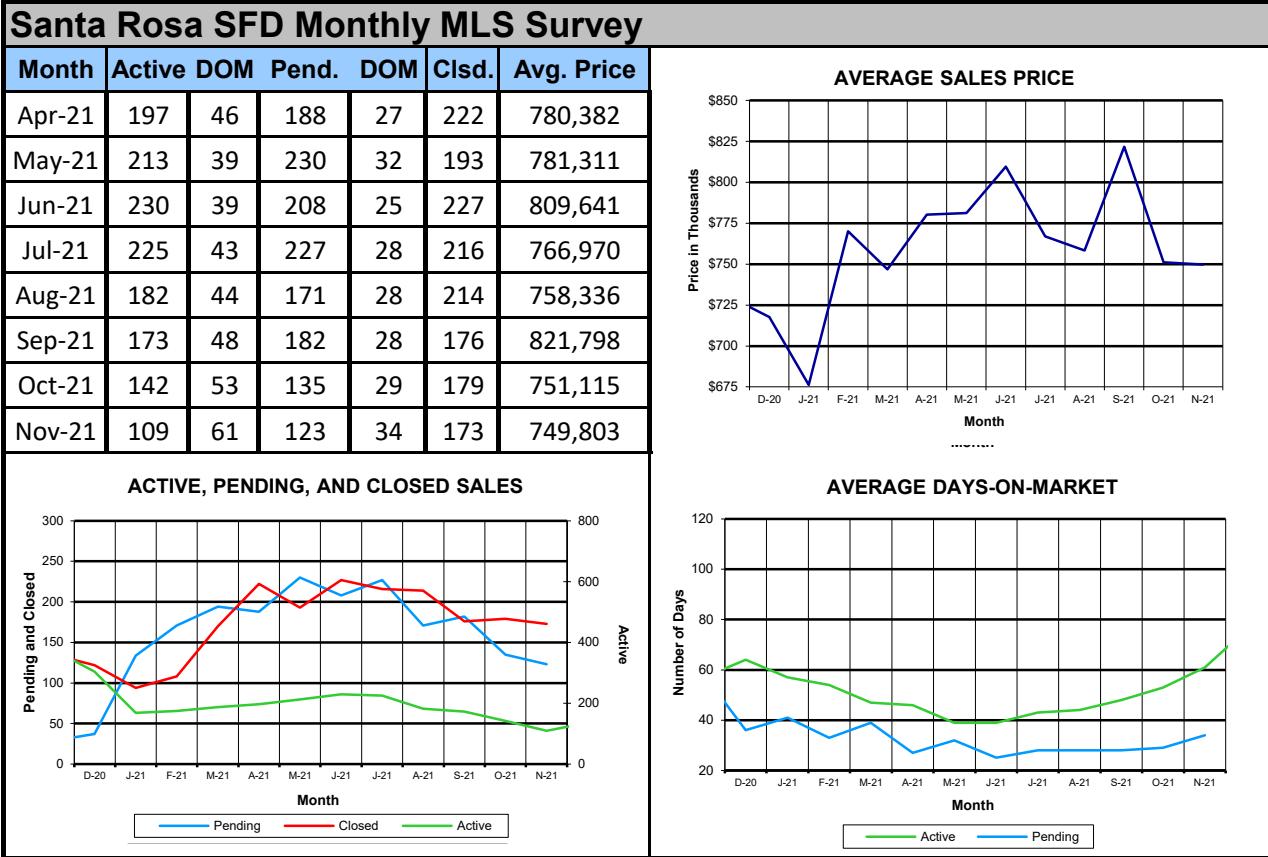
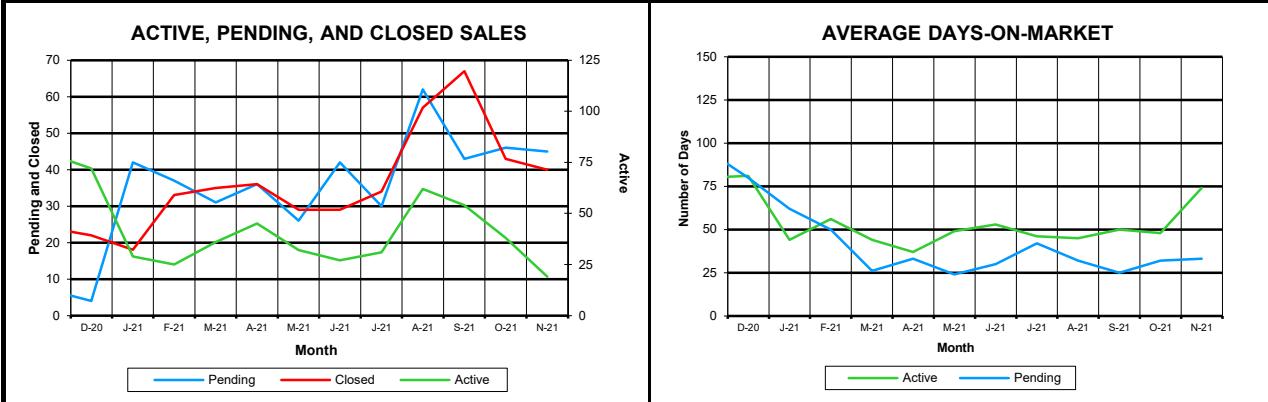


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Apr-21	45	37	36	\$414,122
May-21	32	49	26	\$419,958
Jun-21	27	53	42	\$470,551
Jul-21	31	46	30	\$423,838
Aug-21	62	45	62	\$538,690
Sep-21	54	50	43	\$477,925
Oct-21	38	48	46	\$559,334
Nov-21	19	74	45	\$635,579



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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HOME LOANS**

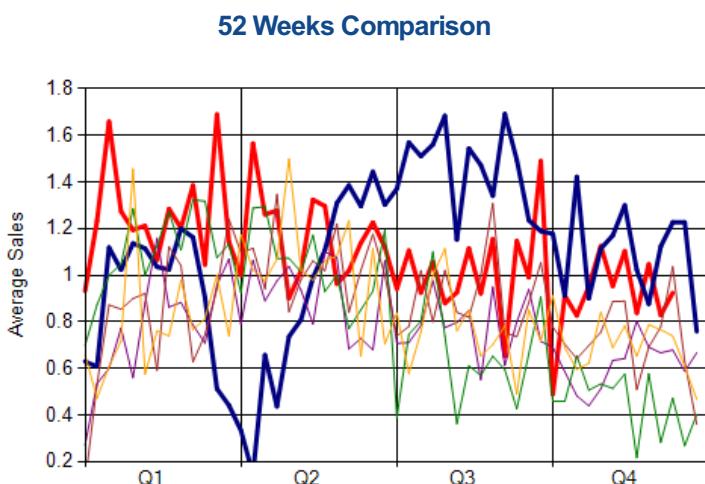
#### NATIONAL BUILDER DIVISION

# Central Valley

Week 50

***Ending: Sunday, December 19, 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			17	314	15	1	14	0.82	1.03	-20%	1.00	-17%
San Joaquin County			37	465	49	4	45	1.22	1.14	7%	0.99	23%
Stanislaus County			4	8	4	0	4	1.00	1.07	-7%	0.88	13%
Merced County			18	127	15	4	11	0.61	1.24	-51%	1.10	-44%
Madera County			5	25	4	1	3	0.60	1.11	-46%	1.42	-58%
Fresno County			25	97	23	2	21	0.84	0.98	-14%	0.80	5%
Current Week Totals	Traffic : Sales	9 : 1	106	1036	110	12	98	0.92	1.10	-16%	0.98	-6%
Per Project Average				10	1.04	0.11	0.92					
Year Ago - 12/20/2020	Traffic : Sales	11 : 1	88	1356	120	12	108	1.23	1.13	9%	1.13	9%
% Change			20%	-24%	-8%	0%	-9%	-25%	-3%			-13%



## Year to Date Averages Through Week 50

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	0.96	0.12	0.83	0.81
■	2017	51	28	1.01	0.12	0.89	0.87
■	2018	70	21	0.99	0.17	0.82	0.80
■	2019	79	22	0.92	0.15	0.78	0.77
■	2020	86	21	1.31	0.18	1.12	1.11
■	2021	105	15	1.22	0.12	1.10	1.10
% Change:		21%	-28%	-7%	-33%	-2%	-2%

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



## NATIONAL BUILDER DIVISION

# WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	
CONV	2.90%	3.14%	
FHA	2.25%	2.91%	
10 Yr Yield	1.39%		Supply issues exist in every corner of the economy, and problems are also constraining the delivery of homes. The availability of key materials used in home construction has been wide-ranging and varies from month to month and by region of the country. Labor is a critical input in housing development, and to no surprise the lack of available workers is a sizable constraint on new home construction today. Supply problems continue to extend project timelines. This is most evident by the run-up in the number of single-family homes currently under construction, which rose 2.9% in November to the most since March 2007 (757K units). If we also consider the rising backlog of homes authorized by permits but not yet started, we add another 152K homes to builders' list of projects. This large backlog and the fact that home builders are quickly able to sell everything they build, continue to boost builders' confidence. High confidence and strong starts, which jumped 11.8% last month to a 1.68 million-unit pace amid unseasonably favorable weather, mean home building is ending the year on a strong note. Looking ahead, we remain optimistic about housing in 2022. Rapid demand should be little affected by the modest increase in mortgage rates, resulting from the Fed's quicker pace of withdrawing the stimulus instated in the pandemic. In short, builders are confident and have a large backlog to work through. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

# The Ryness Report

Week Ending  
Sunday, December 19, 2021

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17									
Tracy/Mountain House					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
Magnolia Park	Bright TSO	TR		DTMJ	42	0	TSO	7	0	0	40	17	0.59	0.34
Legacy at College Park	Century	MH		DTMJ	133	4	4	54	3	0	84	74	1.44	1.48
Portfolio at College Park	Century	MH		DTST	112	0	1	39	3	0	89	77	1.53	1.54
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	0	1	1	1	0	39	39	1.76	1.76
Kinbridge at Ellis	Landsea TSO	TR		DTMJ	83	0	TSO	0	0	0	18	18	0.81	0.81
Townsend at Ellis	Landsea	TR	Rsv's	DTMJ	104	3	2	2	2	1	34	34	3.01	3.01
Amber at Tracy Hills	Lennar	TH		DTMJ	160	3	4	17	2	0	143	53	1.03	1.06
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	4	4	17	0	0	118	42	0.85	0.84
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	3	23	2	0	131	63	0.93	1.26
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	1	1	31	0	0	102	51	0.89	1.02
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	6	15	0	0	176	59	1.20	1.18
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	3	0	0	44	18	0.33	0.36
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	44	0	0	65	65	1.59	1.59
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	1	5	0	0	167	78	1.68	1.56
Ean at Tracy Hills	Shea	TH		DTMJ	70	0	1	2	0	0	69	69	1.37	1.38
Langston at Mountain House	Shea	MH		ATMJ	171	4	3	33	2	0	142	40	1.43	0.80
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	1	21	0	0	88	52	1.13	1.04
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.82</b>			<b>Traffic to Sales: 21 : 1</b>			<b>35</b>	<b>314</b>	<b>15</b>	<b>1</b>	<b>1549</b>	<b>849</b>	<b>Net: 14</b>
Qty Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi					Projects Participating: 8									
					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
Palomino at Westlake	DR Horton	SK		DTMJ	116	4	3	13	4	0	68	68	1.66	1.66
Solari Ranch II	DR Horton	SK		DTST	65	0	1	2	0	0	10	10	0.75	0.75
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	4	3	10	2	0	49	49	1.36	1.36
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	5	2	5	4	0	105	63	1.06	1.26
Montevello II	KB Home	SK		DTST	154	4	5	1	2	0	77	64	1.31	1.28
Santorini	KB Home	SK		DTMJ	86	3	3	1	1	0	31	31	1.56	1.56
Verona at Destinations	KB Home	SK		ATMJ	106	4	3	1	1	0	33	33	0.95	0.95
Keys at Westlake	Lennar	SK		DTMJ	101	0	1	5	1	0	60	41	0.79	0.82
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 1.88</b>			<b>Traffic to Sales: 3 : 1</b>			<b>21</b>	<b>38</b>	<b>15</b>	<b>0</b>	<b>433</b>	<b>359</b>	<b>Net: 15</b>
Qty Codes: SK = Stockton, LD = Lodi														

# The Ryness Report

Week Ending  
Sunday, December 19, 2021

Central Valley

Page  
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 29												
San Joaquin 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			
Haven at River Islands	Anthem United	LP		DTMJ	128	0	2	16	1	0	126	32	0.92	0.64			
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	5	0	0	64	47	0.53	0.94			
Griffin Park	Atherton	MN		DTMJ	156	7	2	43	7	0	63	63	2.71	2.71			
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	1	5	2	1	31	31	2.52	2.52			
Haven Villas at Sundance	KB Home	MN		DTMJ	235	4	6	20	2	1	199	74	1.54	1.48			
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	4	3	1	2	0	71	71	1.51	1.51			
Balboa at River Islands	Kiper	LP		DTMJ	77	4	3	53	3	1	36	36	1.42	1.42			
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	1	15	1	0	44	44	1.07	1.07			
Skye at River Islands	Kiper	LP		DTMJ	155	0	0	12	0	0	0	0	0.00	0.00			
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	2	3	0	0	105	14	0.35	0.28			
Horizon at River Islands	Lennar TSO	LP		DTMJ	143	0	TSO	19	3	0	49	49	1.14	1.14			
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	12	0	0	57	57	1.32	1.32			
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	3	26	0	0	15	15	1.22	1.22			
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	2	13	0	0	56	56	1.30	1.30			
Laguna at River Islands	Pulte	LP		DTMJ	110	0	1	5	1	0	5	5	0.95	0.95			
Sanctuary at River Islands	Pulte	LP		DTMJ	91	4	3	8	3	0	7	7	1.32	1.32			
Sunset at River Islands	Pulte	LP		DTMJ	122	0	2	11	1	1	78	78	1.62	1.62			
Passport at Griffin Park	Raymus	MN		DTMJ	100	0	1	20	1	0	23	23	2.48	2.48			
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	2	7	0	0	48	48	1.09	1.09			
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	6	5	8	4	0	38	38	1.66	1.66			
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	1	1	0	0	90	41	1.03	0.82			
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	3	2	0	0	86	85	1.71	1.70			
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	3	16	0	0	5	5	2.19	2.19			
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	2	7	0	0	91	61	0.77	1.22			
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	2	21	1	0	15	15	1.22	1.22			
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	11	0	0	102	52	1.29	1.04			
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	3	0	0	57	38	0.49	0.76			
Hdeaway at River Islands	Van Daele	LP		DTMJ	120	4	4	27	2	0	99	47	1.34	0.94			
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	37	0	0	63	63	1.43	1.43			
<b>TOTALS: No. Reporting: 29</b>					<b>Avg. Sales: 1.03</b>			<b>Traffic to Sales: 13 : 1</b>			63	427	34	4	1723	1195	<b>Net: 30</b>

City Codes: LP = Lathrop, MN = Manteca

Stanislaus County					Projects Participating: 4												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Edgewater	DR Horton	WF		DTST	75	0	2	4	1	0	38	38	1.25	1.25			
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	2	2	0	0	51	51	2.02	2.02			
Fieldstone	KB Home	HG		DTST	69	4	4	1	2	0	56	56	1.16	1.16			
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	4	4	1	1	0	116	53	1.35	1.06			
<b>TOTALS: No. Reporting: 4</b>					<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 2 : 1</b>			12	8	4	0	261	198	<b>Net: 4</b>

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

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18									
Merced County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Summer Creek	Bright	MD		DTMJ	120	0	1	10	0	0	116	52	0.85	1.04
Solera II	Century	MD		DTMJ	113	3	1	1	0	0	112	101	1.90	2.02
Bell Crossing	DR Horton TSO	AT		DTST	161	0	TSO	2	1	0	160	90	1.56	1.80
Monterra	DR Horton TSO	MD		DTST	165	0	TSO	8	0	0	160	84	1.56	1.68
Pacheco Pointe	DR Horton	LB		DTST	118	4	2	11	2	0	66	66	1.43	1.43
Panorama	DR Horton	MD		DTST	192	0	4	0	0	0	163	80	1.22	1.60
Stoneridge South	DR Horton	MD		DTST	96	4	2	14	5	0	76	76	1.72	1.72
Villas, The	DR Horton	LB		DTST	83	0	5	0	0	1	78	78	1.69	1.69
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	1	4	1	1	174	74	1.10	1.48
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	6	0	0	169	49	0.96	0.98
Sunflower	Legacy	MD		DTST	143	0	2	2	0	0	138	47	0.90	0.94
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	5	11	0	1	10	10	0.61	0.61
Mbraga - Summer II	Lennar	MD		DTMJ	115	3	4	5	2	0	111	88	1.44	1.76
Sunrise Ranch	Meritage	LB		DTMJ	87	0	4	10	0	0	4	4	0.76	0.76
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	2	32	1	1	17	17	1.83	1.83
Cypress Terrace	Stonefield Home S/O	MD		DTST	91	0	S/O	4	2	0	91	24	0.76	0.48
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	2	0	0	0	5	5	0.27	0.27
Villas II, The	Stonefield Home	LB		DTST	191	0	2	7	1	0	56	56	1.19	1.19
<b>TOTALS: No. Reporting: 18</b>	<b>Avg. Sales: 0.61</b>				<b>Traffic to Sales: 8 : 1</b>				<b>37</b>	<b>127</b>	<b>15</b>	<b>4</b>	<b>1706</b>	<b>1001</b>
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston														

Madera County					Projects Participating: 5									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Pheasant Run	Century	CW		DTMJ	70	3	10	4	2	0	10	10	1.40	1.40
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	2	7	0	1	151	58	1.08	1.16
Fielding Cottages	KB Home	MDA		DTST	95	4	3	4	2	0	90	76	1.61	1.52
Fielding Villas	KB Home TSO	MDA		DTST	87	0	TSO	8	0	0	67	63	1.20	1.26
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	2	0	0	52	52	1.10	1.10
<b>TOTALS: No. Reporting: 5</b>	<b>Avg. Sales: 0.60</b>				<b>Traffic to Sales: 6 : 1</b>				<b>17</b>	<b>25</b>	<b>4</b>	<b>1</b>	<b>370</b>	<b>259</b>
City Codes: CW = Chowchilla, MDA = Madera														

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	9	10	1	1	0	7	7	0.75	0.75
Market Place	Century	FR		DTMJ	215	2	1	2	0	0	214	93	1.78	1.86
Meadowood II	Century	FR		ATMJ	127	6	10	12	5	0	32	32	1.58	1.58
Monarch	Century	KB		DTMJ	64	0	8	2	0	0	2	2	0.10	0.10
Olivewood	Century	FR		DTMJ	169	0	8	0	1	0	34	34	1.25	1.25
River Pointe	DR Horton TSO	REE		DTMJ	84	0	TSO	0	0	0	41	41	1.11	1.11
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	2	0	0	126	32	0.88	0.64
Marshall Estates	KB Home	FO		DTST	76	4	8	22	2	1	37	37	1.66	1.66
Seville	KB Home	FR		DTST	129	0	2	15	0	0	127	76	1.39	1.52
Anatole- Clementine	Lennar	FR		DTMJ	111	0	4	2	1	0	43	43	1.11	1.11
Anatole- Coronet	Lennar	FR		DTMJ	56	4	8	2	0	0	48	48	1.24	1.24
Arboralla - Clementine	Lennar	CV		DTST	137	0	4	1	0	0	49	49	1.37	1.37
Bella Vista Skye	Lennar	FT		DTST	54	0	2	1	3	1	41	41	0.87	0.87
Brambles- Starling	Lennar	FR		ATST	150	3	5	2	1	0	46	46	1.18	1.18
Brambles- Wilde	Lennar	FR		DTST	89	4	4	1	2	0	43	43	1.11	1.11
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	1	1	0	0	56	56	1.07	1.12
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	0	4	1	0	0	13	13	1.28	1.28
Fancher Creek California II	Lennar	FR		DTMJ	106	0	3	1	0	0	26	26	1.64	1.64
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	1	0	0	117	5	0.86	0.10
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	2	1	1	0	63	61	1.20	1.22
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	1	6	1	0	20	11	0.30	0.22
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	6	0	0	54	36	0.80	0.72
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	2	5	6	2	0	39	27	0.58	0.54
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	5	6	6	1	0	41	39	0.61	0.78
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	4	5	3	2	0	27	27	0.77	0.77
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 0.84</b>			<b>Traffic to Sales: 4 : 1</b>			<b>113</b>	<b>97</b>	<b>23</b>	<b>2</b>	<b>1346</b>	<b>925</b>	<b>Net: 21</b>

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

Central Valley			Projects Participating: 106								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 106</b>		<b>Avg. Sales: 0.92</b>	<b>Traffic to Sales: 9 : 1</b>		<b>298</b>	<b>1036</b>	<b>110</b>	<b>12</b>	<b>7388</b>	<b>4786</b>	<b>Net: 98</b>
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											

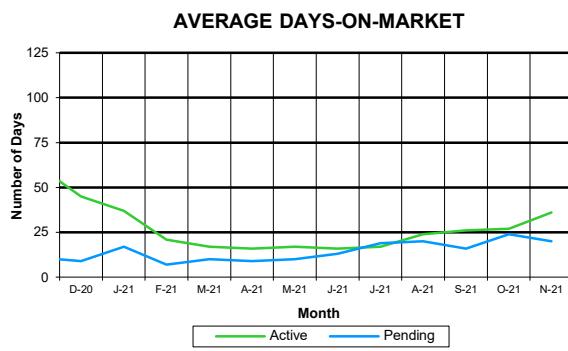
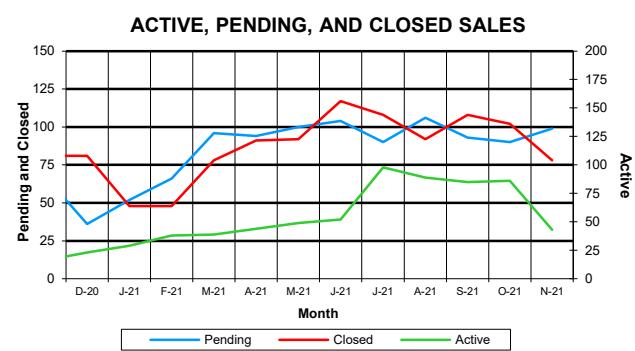


# The Ryness Company

Marketing Research Department

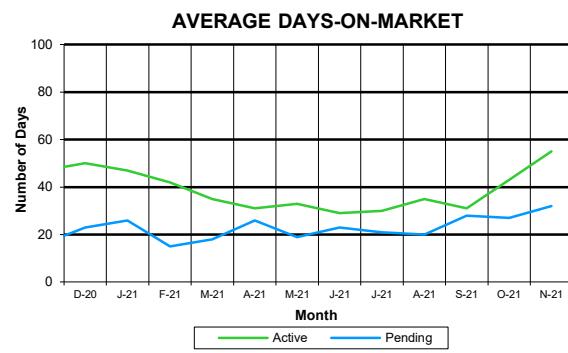
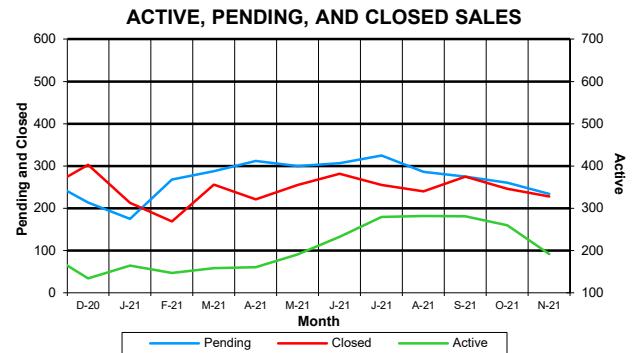
## Tracy SFD Monthly MLS Survey

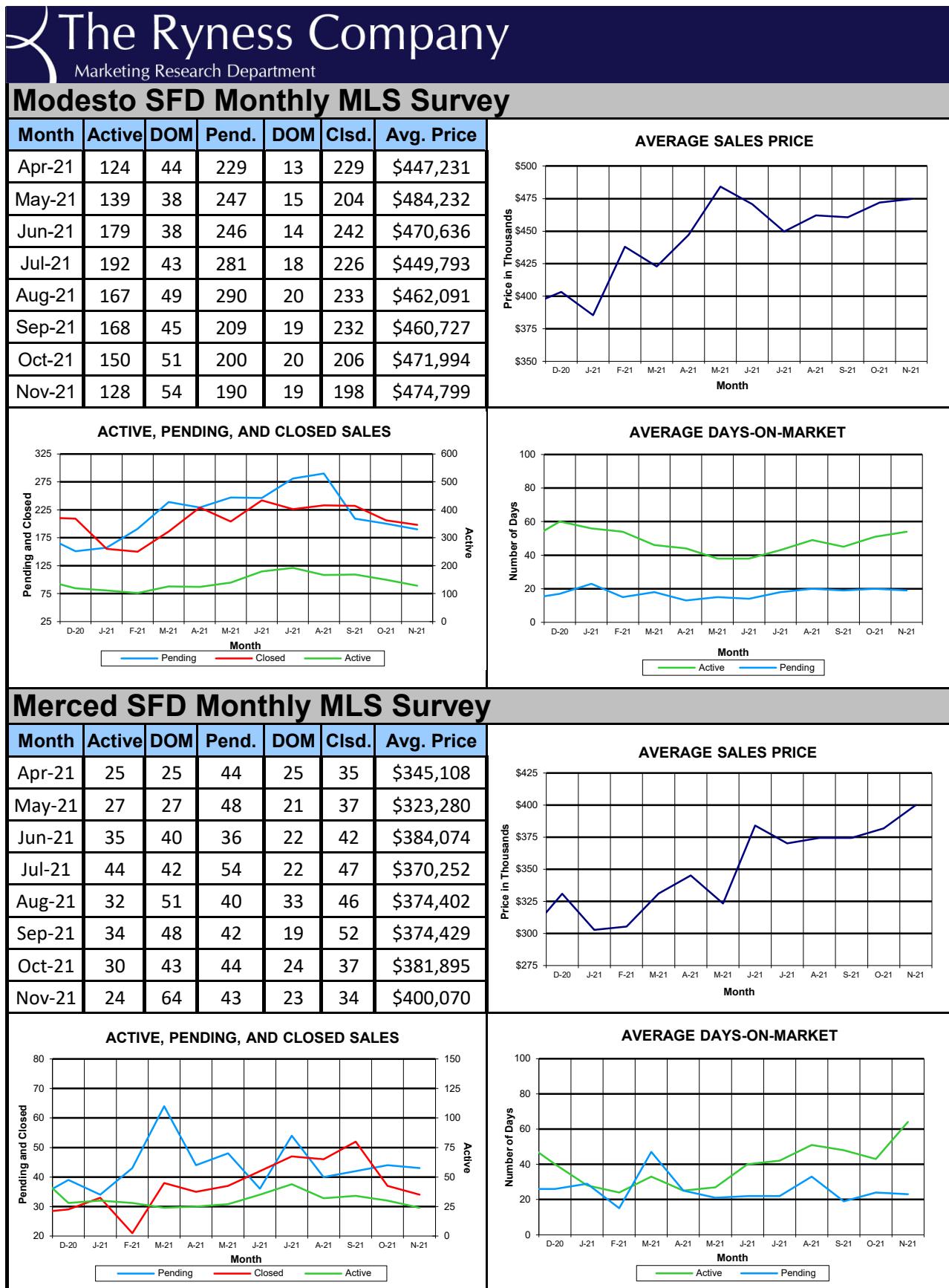
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410
Sep-21	85	26	93	16	108	693,990
Oct-21	86	27	90	24	102	725,387
Nov-21	43	36	99	20	78	772,891



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210
Aug-21	282	35	286	20	240	\$464,896
Sep-21	281	31	275	28	275	\$459,173
Oct-21	260	43	261	27	246	\$435,363
Nov-21	192	55	234	32	228	\$447,367





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

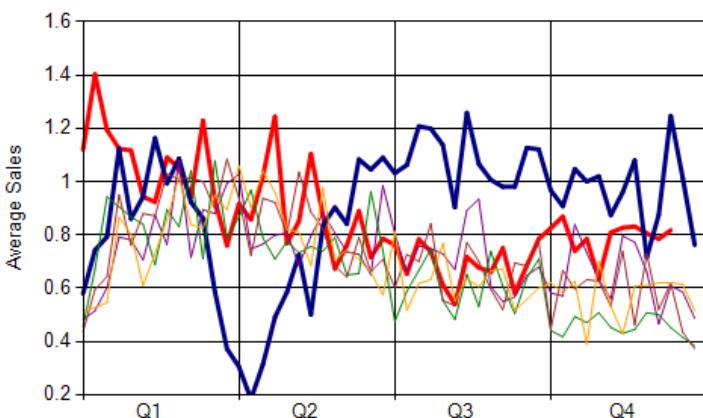
## Sacramento

### Week 50

Ending: Sunday, December 19, 2021

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
South Sacramento	17	211	19	2	17	1.00	0.81	23%	0.94	7%
Central & North Sacramento	38	421	35	3	32	0.84	0.88	-4%	0.82	3%
Folsom	18	318	14	2	12	0.67	0.91	-26%	0.78	-15%
El Dorado	9	107	7	1	6	0.67	0.71	-7%	0.61	10%
Placer & Nevada	68	821	64	10	54	0.79	0.89	-11%	0.75	5%
Yolo	3	13	1	0	1	0.33	0.76	-56%	0.60	-45%
Amador County	1	2	1	0	1	1.00	0.53	89%	0.23	333%
Northern Counties	10	92	13	2	11	1.10	0.72	53%	0.56	96%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>13 : 1</b>	<b>164</b>	<b>1985</b>	<b>154</b>	<b>20</b>	<b>134</b>	<b>0.82</b>	<b>0.85</b>	<b>-4%</b>
Per Project Average				12	0.94	0.12	0.82			
<b>Year Ago - 12/20/2020</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>151</b>	<b>2019</b>	<b>166</b>	<b>13</b>	<b>153</b>	<b>1.01</b>	<b>0.90</b>	<b>13%</b>
% Change			9%	-2%	-7%	54%	-12%	-19%	-5%	-23%

### 52 Weeks Comparison



### Year to Date Averages Through Week 50

### 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	133	27	0.84	0.14	0.70	0.69
■	2017	136	25	0.90	0.15	0.74	0.73
■	2018	131	24	0.81	0.14	0.67	0.66
■	2019	141	21	0.87	0.13	0.74	0.73
■	2020	150	16	1.04	0.14	0.90	0.89
■	2021	162	17	0.96	0.10	0.85	0.85
% Change:		8%	4%	-8%	-28%	-5%	-4%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary			
CONV	RATE <b>2.90%</b>	APR <b>3.14%</b>				
FHA	RATE <b>2.25%</b>	APR <b>2.91%</b>				
10 Yr Yield		<b>1.39%</b>				
			Supply issues exist in every corner of the economy, and problems are also constraining the delivery of homes. The availability of key materials used in home construction has been wide-ranging and varies from month to month and by region of the country. Labor is a critical input in housing development, and to no surprise the lack of available workers is a sizable constraint on new home construction today. Supply problems continue to extend project timelines. This is most evident by the run-up in the number of single-family homes currently under construction, which rose 2.9% in November to the most since March 2007 (757K units). If we also consider the rising backlog of homes authorized by permits but not yet started, we add another 152K homes to builders' list of projects. This large backlog and the fact that home builders are quickly able to sell everything they build, continue to boost builders' confidence. High confidence and strong starts, which jumped 11.8% last month to a 1.68 million-unit pace amid unseasonably favorable weather, mean home building is ending the year on a strong note. Looking ahead, we remain optimistic about housing in 2022. Rapid demand should be little affected by the modest increase in mortgage rates, resulting from the Fed's quicker pace of withdrawing the stimulus instated in the pandemic. In short, builders are confident and have a large backlog to work through. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary			

# The Ryness Report

Week Ending  
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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17									
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	0	2	4	1	0	49	43	0.75	0.86
Reridae	KB Home	GT		DTST	69	0	3	5	0	1	51	51	1.31	1.31
Vintage Park	KB Home	SO		DTST	81	4	3	14	3	0	56	56	1.92	1.92
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	3	0	0	1	63	47	1.01	0.94
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	3	10	0	0	119	46	0.92	0.92
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	3	3	26	1	0	197	51	1.16	1.02
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	3	7	0	0	64	48	1.06	0.96
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	2	10	0	0	111	31	0.80	0.62
Redwood at Parkside	Lennar	VN		DTMJ	344	6	6	8	4	0	308	51	0.89	1.02
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	0	0	0	78	16	0.64	0.32
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	4	2	19	2	0	39	39	1.57	1.57
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	4	0	0	0	85	32	1.01	0.64
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	1	21	0	0	96	35	0.86	0.70
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	11	22	2	0	81	34	0.73	0.68
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	11	22	4	0	94	48	0.84	0.96
Cedar Creek	Tim Lewis	GT		DTMJ	112	4	6	10	2	0	13	13	0.71	0.71
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	33	0	0	27	27	0.94	0.94
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 11 : 1</b>			<b>67</b>	<b>211</b>	<b>19</b>	<b>2</b>	<b>1531</b>	<b>668</b>	<b>Net: 17</b>
City Codes: GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard, LN = Elk Grove Laguna														

Central Sacramento					Projects Participating: 17									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	2	5	0	0	31	21	0.51	0.42
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	3	4	0	0	48	28	0.62	0.56
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	2	4	0	0	40	21	0.52	0.42
Brighton Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	98	0	2	25	1	0	93	30	0.78	0.60
Mills Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	116	4	4	24	2	0	91	25	0.76	0.50
Heritage at Gum Ranch	Elliott	FO		DTMJ	113	1	3	16	0	0	110	57	0.82	1.14
Canyon at Mitchell Village	KB Home TSO	CH		DTST	109	0	TSO	12	2	0	64	64	1.45	1.45
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	12	1	0	48	42	0.87	0.84
Oaks at Mitchell Village	KB Home	CH		DTST	74	4	3	11	1	0	51	51	1.51	1.51
Ventana	Lennar	RO		DTMJ	160	0	3	6	0	0	99	30	0.78	0.60
Verdant	Lennar	RO		DTST	157	4	2	5	3	0	92	48	1.04	0.96
Viridian	Lennar	RO		DTST	185	3	3	6	1	0	125	58	0.97	1.16
Montelena	Premier Homes	RO		DTST	169	0	1	20	0	0	162	51	1.43	1.02
Classics at Sutter Park	Tim Lewis TSO	SO		DTMJ	25	0	TSO	0	0	0	24	9	0.22	0.18
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	3	3	1	1	31	15	0.29	0.30
Acacia at Cypress	Woodside	RO		DTMJ	99	3	2	9	1	0	26	26	0.54	0.54
Magnolia at Cypress	Woodside	RO		DTMJ	178	3	5	15	2	0	112	54	0.93	1.08
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.82</b>			<b>Traffic to Sales: 12 : 1</b>			<b>40</b>	<b>177</b>	<b>15</b>	<b>1</b>	<b>1247</b>	<b>630</b>	<b>Net: 14</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													
North Sacramento					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				
Artisan - The Cove	Beazer	SO		DTST	145	0	1	3	3	0	87	51	0.76	1.02				
Edgeview - The Cove	Beazer	SO		ATST	156	0	16	6	0	0	77	49	0.99	0.98				
Westward - The Cove	Beazer	SO		DTST	122	0	4	5	0	0	46	14	0.51	0.28				
Windrow - The Cove	Beazer	SO		DTST	167	4	2	9	2	0	103	33	0.94	0.66				
Provence	Blue Mountain	SO		ATST	185	0	2	15	0	0	99	51	0.91	1.02				
Mbraga	DR Horton	AO		DTMJ	162	6	3	27	6	0	115	80	1.57	1.60				
Citrine at Barrett Ranch	Lennar	AO		DTST	53	4	4	9	2	0	12	12	0.72	0.72				
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	5	25	0	0	59	47	0.92	0.94				
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	1	23	0	0	65	58	1.01	1.16				
Northlake - Atla	Lennar TSO	SO		DTMJ	116	0	TSO	10	1	1	48	48	1.00	1.00				
Northlake - Bleau	Lennar	SO		DTMJ	236	0	4	10	0	0	50	50	1.04	1.04				
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	3	10	0	0	44	44	0.91	0.91				
Northlake - Drifton	Lennar TSO	SO		DTMJ	134	0	TSO	12	2	0	37	37	0.93	0.93				
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	1	10	1	0	49	49	1.02	1.02				
Northlake - Shor	Lennar TSO	SO		DTMJ	140	0	TSO	10	0	0	48	48	1.00	1.00				
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	4	10	0	0	50	50	1.04	1.04				
Northlake - Wavmrr	Lennar	SO		DTMJ	153	0	2	10	2	0	51	51	1.06	1.06				
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	9	0	0	10	10	0.54	0.54				
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	2	28	0	0	122	88	1.37	1.76				
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	2	1	1	1	67	67	1.77	1.77				
Portisol at Artisan Square	Williams	SO		ATST	95	0	2	2	0	0	29	22	0.47	0.44				
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.86</b>			<b>Traffic to Sales: 12 : 1</b>				<b>60</b>	<b>244</b>	<b>20</b>	<b>2</b>	<b>1268</b>	<b>959</b>				
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas																		
<b>Net: 18</b>																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
Folsom Area					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	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	1	15	0	0	91	40	0.98	0.80	
Sycamore Creek	JMC	FM		DTMJ	86	0	1	30	2	1	34	32	0.64	0.64	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	4	20	2	1	73	63	1.30	1.26	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	1	13	0	0	52	52	1.44	1.44	
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	1	2	2	0	26	26	1.02	1.02	
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	2	0	0	25	25	0.98	0.98	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	4	2	0	0	50	50	1.11	1.11	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	3	12	0	0	106	53	1.08	1.06	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	0	0	0	55	33	0.67	0.66	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	1	3	0	0	63	39	0.82	0.78	
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	2	12	3	0	25	25	0.74	0.74	
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	3	3	9	1	0	3	3	0.95	0.95	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	3	17	1	0	101	40	0.93	0.80	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	3	16	0	0	102	28	0.96	0.56	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	35	0	0	61	43	1.00	0.86	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	4	4	32	1	0	81	44	0.85	0.88	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	3	49	1	0	118	46	1.09	0.92	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	4	3	49	1	0	50	50	1.13	1.13	
<b>TOTALS: No. Reporting: 18</b>					<b>Avg. Sales: 0.67</b>				<b>Traffic to Sales: 23 : 1</b>		<b>42</b>	<b>318</b>	<b>14</b>	<b>2</b>	
City Codes: FM = Folsom					<b>1116</b>	<b>692</b>			<b>Net: 12</b>						

El Dorado County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Revere	Blue Mountain	RE		DTMJ	51	0	2	18	1	0	28	28	0.84	0.84	
Alder at Saratoga Estates	Elliott TSO	BH		DTMJ	115	0	TSO	24	1	0	67	38	0.90	0.76	
Manzanita at Saratoga	Elliott TSO	BH		DTMJ	202	0	TSO	25	0	0	40	25	0.58	0.50	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	12	1	0	28	23	0.50	0.46	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	3	2	1	1	81	28	0.76	0.56	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	92	0	1	5	0	0	91	29	0.53	0.58	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	165	0	2	7	1	0	154	41	0.91	0.82	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	1	5	2	0	166	62	0.98	1.24	
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	3	9	0	0	11	11	0.45	0.45	
<b>TOTALS: No. Reporting: 9</b>					<b>Avg. Sales: 0.67</b>				<b>Traffic to Sales: 15 : 1</b>		<b>15</b>	<b>107</b>	<b>7</b>	<b>1</b>	
City Codes: RE = Rescue, BH = El Dorado Hills					<b>666</b>	<b>285</b>			<b>Net: 6</b>						

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Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	8	5	2	0	24	24	0.71	0.71
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	10	7	2	0	16	16	0.61	0.61
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	0	2	13	0	0	34	30	0.62	0.60
Carnelian	Blue Mountain	GB		ATMJ	28	0	1	11	0	0	19	19	0.44	0.44
Cresleigh Havenwood	Cresleigh	LL	Rsv's	DTMJ	83	0	4	14	0	0	4	4	0.23	0.23
Balboa	DR Horton	R/V		DTST	127	4	3	20	4	0	55	55	1.52	1.52
Cerrada	DR Horton	LL		DTST	166	4	3	18	4	1	130	85	1.38	1.70
Heartland at Independence	DR Horton	LL		DTMJ	98	0	2	11	0	0	25	25	1.54	1.54
Traditions at Independence	DR Horton	LL		DTST	97	4	4	11	2	0	26	26	1.25	1.25
Winding Creek- The Wilds	DR Horton	R/V		DTST	120	4	4	7	1	0	67	67	1.68	1.68
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	4	41	1	0	21	21	0.83	0.83
Broadlands	JMC	LL		DTST	80	0	1	16	0	1	79	49	1.04	0.98
Fairbrook at Fiddymint Farms	JMC	R/V		DTMJ	115	0	3	4	0	0	34	34	0.96	0.96
Meadow brook at Fiddymint Farms	JMC	R/V		DTMJ	80	0	2	49	0	0	37	37	1.04	1.04
Monument Village at Sierra Vista	JMC	R/V		DTST	187	4	7	22	0	1	178	68	1.35	1.36
Palisade Village	JMC	R/V		DTST	232	4	4	22	2	0	181	82	1.56	1.64
Pinnacle Village	JMC	R/V		DTMJ	127	0	2	17	0	0	121	30	0.91	0.60
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	3	42	0	0	63	47	0.97	0.94
Sagebrook at Fiddymint Farms	JMC TSO	R/V		DTMJ	122	0	TSO	48	2	0	34	34	0.96	0.96
Sentinel	JMC	R/V		DTST	132	0	2	14	0	0	126	50	1.35	1.00
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	3	6	1	1	103	46	1.18	0.92
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	0	3	9	1	0	5	5	0.61	0.61
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	6	1	0	46	26	0.46	0.52
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	3	1	0	121	48	0.86	0.96
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	2	9	2	0	35	35	0.89	0.89
Copper Ridge	KB Home	LL		DTMJ	79	4	2	6	2	0	6	6	2.63	2.63
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	4	5	13	2	1	161	57	1.20	1.14
Andorra at Sierra West	Lennar	R/V		DTMJ	101	0	2	11	0	0	52	44	0.82	0.88
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	0	1	6	0	0	60	52	1.01	1.04
Breckenridge at Sierra West	Lennar	R/V		DTMJ	181	0	4	11	0	0	3	3	0.29	0.29
Chantilly at Campus Oaks	Lennar	R/V		DTMJ	86	0	1	6	0	0	15	15	1.22	1.22
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	4	7	1	0	43	40	0.83	0.80
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	117	0	2	1	1	0	5	5	0.27	0.27
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	1	0	0	0	154	31	0.82	0.62
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	3	3	0	0	150	40	0.79	0.80
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	3	5	2	0	0	171	36	0.89	0.72
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	142	0	1	2	1	0	2	2	0.09	0.09
Lumiere at Sierra West	Lennar	R/V		DTMJ	129	4	4	12	4	0	54	45	0.84	0.90
Meribel at Sierra West	Lennar	R/V		DTMJ	98	5	4	12	3	1	56	38	0.83	0.76
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	30	0	1	2	0	0	5	5	0.29	0.29
Nvara at Fiddymint	Lennar	R/V		DTST	105	0	2	6	0	0	71	38	0.93	0.76
Pavia at Fiddymint Farm	Lennar	R/V		DTST	94	4	4	7	1	0	68	39	0.88	0.78
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	3	4	9	1	0	81	48	0.99	0.96
St. Moritz at Sierra	Lennar	R/V		DTMJ	143	0	2	10	1	0	53	47	0.81	0.94
Windham at Sierra West	Lennar	R/V		DTMJ	153	0	9	12	0	0	1	1	0.88	0.88

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 67									
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
Meadowlands 60s	Meritage	LL		DTMJ	92	0	3	19	1	0	36	36	1.19	1.19
Meadowlands 70s	Meritage	LL		DTMJ	15	0	3	4	1	0	12	12	0.76	0.76
Roam at Winding Creek	Meritage	RV		DTMJ	95	4	3	22	4	0	7	7	1.11	1.11
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	2	8	0	0	58	58	1.34	1.34
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	3	1	1	0	72	46	0.92	0.92
Revere at Independence	Richmond American	LL		DTMJ	122	0	3	10	1	2	63	63	1.28	1.26
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	0	4	3	0	0	62	50	1.03	1.00
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	2	6	2	1	8	8	1.10	1.10
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	12	6	0	0	50	50	1.11	1.11
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	31	7	2	1	92	52	1.13	1.04
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	8	5	0	0	54	32	0.67	0.64
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	7	4	0	0	37	37	0.82	0.82
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	29	7	0	0	41	41	1.23	1.23
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	11	7	0	0	35	35	1.05	1.05
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	32	7	1	0	33	33	0.99	0.99
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	12	3	1	0	42	14	0.52	0.28
Eureka Grove	The New Home Co	GB		DTMJ	72	0	2	28	0	0	16	16	1.30	1.30
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	3	20	1	0	65	26	0.54	0.52
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	3	36	0	0	46	46	1.18	1.18
Radiance at Solaire	TRI Pointe <b>TSO</b>	RV		DTMJ	106	0	TSO	36	3	0	38	38	0.98	0.98
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	71	4	3	8	2	0	67	54	1.15	1.08
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	4	7	1	0	90	44	0.94	0.88
<b>TOTALS: No. Reporting: 67</b>	<b>Avg. Sales: 0.81</b>				<b>Traffic to Sales: 13 : 1</b>			<b>323</b>	<b>817</b>	<b>64</b>	<b>10</b>	<b>3819</b>	<b>2353</b>	<b>Net: 54</b>

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

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers	GV		DTST	45	0	2	4	0	0	21	11	0.13	0.22
<b>TOTALS: No. Reporting: 1</b>	<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: N/A</b>			<b>2</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>11</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Riverchase	Anthem United	WS		DTST	222	0	4	7	0	0	205	36	0.97	0.72
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	1	2	0	0	30	30	0.84	0.84
Cannery - Gala	The New Home Co	DV		ATMJ	120	4	4	4	1	0	99	26	0.45	0.52
<b>TOTALS: No. Reporting: 3</b>	<b>Avg. Sales: 0.33</b>				<b>Traffic to Sales: 13 : 1</b>			<b>9</b>	<b>13</b>	<b>1</b>	<b>0</b>	<b>334</b>	<b>92</b>	<b>Net: 1</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	2	2	1	0	9	9	0.55	0.55	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 2 : 1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>9</b>	<b>9</b>	<b>Net: 1</b>
City Codes: PLY = Plymouth															

Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	1	2	0	0	106	35	1.16	0.70	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>106</b>	<b>35</b>	<b>Net: 0</b>
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	2	23	1	0	62	24	0.64	0.48	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	2	2	0	0	45	12	0.47	0.24	
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	4	4	25	3	1	21	21	1.23	1.23	
Sumerset at The Orchards	JMC	MS		DTST	96	0	2	5	0	0	86	37	1.03	0.74	
Sonoma Ranch	Lennar	PLK		DTST	208	0	2	9	2	1	196	37	1.00	0.74	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	4	7	0	0	42	32	0.65	0.64	
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	4	4	10	3	0	31	31	1.02	1.02	
Seasons at River Oaks	Richmond American	OL		DTST	83	5	3	2	3	0	51	51	1.04	1.02	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	2	7	1	0	71	49	1.03	0.98	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 1.22</b>						<b>Traffic to Sales: 7 : 1</b>	<b>25</b>	<b>90</b>	<b>13</b>	<b>2</b>	<b>605</b>	<b>294</b>	<b>Net: 11</b>
City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst															

Sacramento			Projects Participating: 164								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 164</b>		<b>Avg. Sales: 0.82</b>		<b>Traffic to Sales: 13 : 1</b>	<b>586</b>	<b>1985</b>	<b>154</b>	<b>20</b>	<b>10722</b>	<b>6028</b>	<b>Net: 134</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

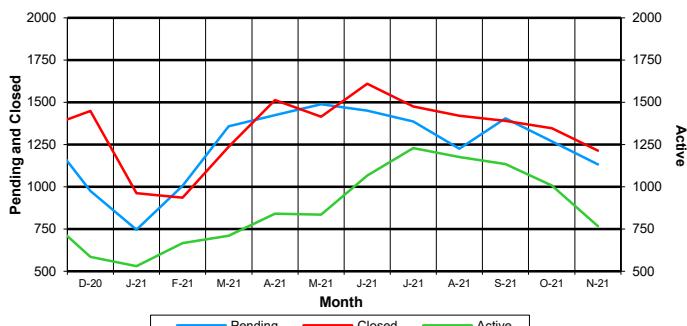
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023
Aug-21	1,176	35	1,225	21	1,420	\$580,299
Sep-21	1,135	36	1,405	22	1,391	\$557,624
Oct-21	1,007	39	1,269	24	1,347	\$560,893
Nov-21	767	43	1,132	26	1,214	\$566,756

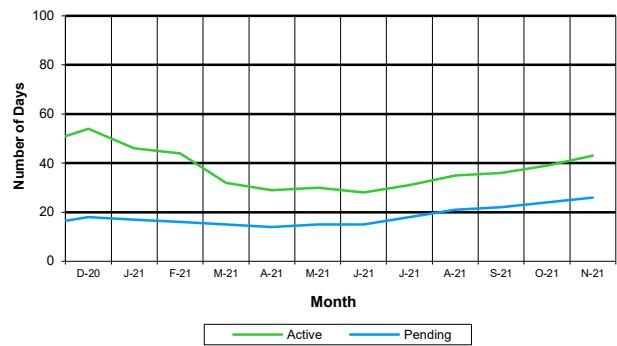
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



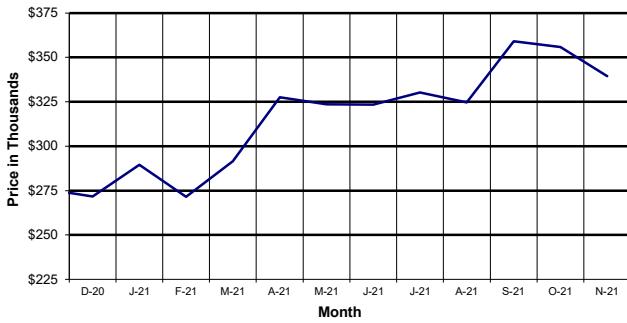
### AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	85	25	167	18	168	327,501
May-21	82	19	166	19	151	323,499
Jun-21	119	26	178	18	159	323,324
Jul-21	138	26	151	20	188	330,251
Aug-21	118	27	132	21	152	324,630
Sep-21	107	33	171	21	139	359,107
Oct-21	126	31	137	26	163	355,793
Nov-21	90	42	143	20	140	339,384

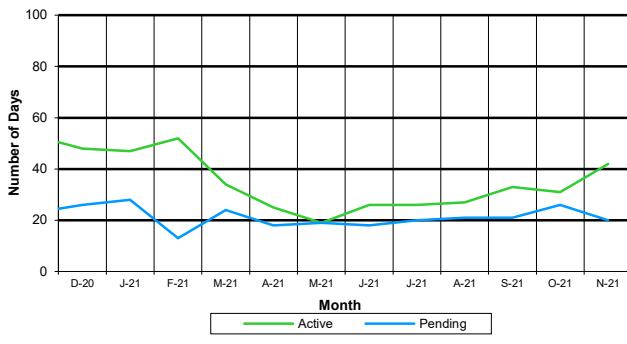
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



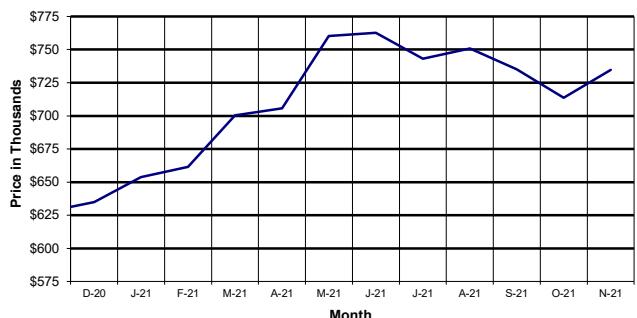
# The Ryness Company

Marketing Research Department

## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	535	35	867	18	906	705,767
May-21	529	37	929	19	846	760,290
Jun-21	708	32	842	17	970	762,605
Jul-21	829	38	769	19	882	743,192
Aug-21	739	46	606	23	829	750,729
Sep-21	815	48	672	25	692	735,158
Oct-21	753	51	680	27	630	713,658
Nov-21	605	59	615	29	680	734,692

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



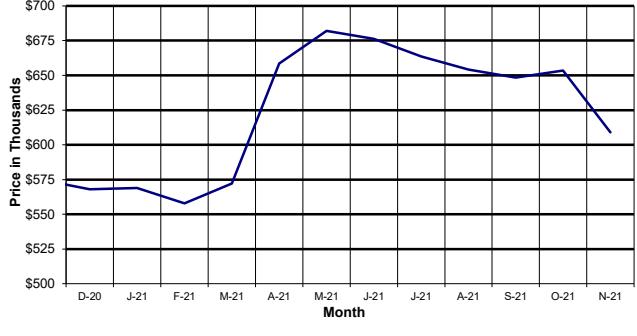
AVERAGE DAYS-ON-MARKET



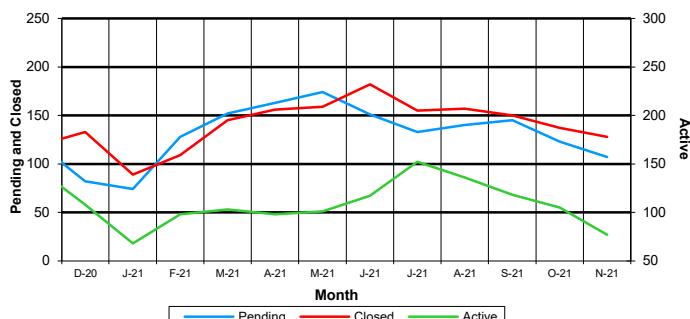
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-21	98	47	163	21	156	658,498
May-21	101	47	174	23	159	682,003
Jun-21	117	44	151	20	182	676,184
Jul-21	152	41	133	24	155	663,476
Aug-21	136	48	140	22	157	654,226
Sep-21	118	44	145	28	150	648,462
Oct-21	105	50	123	33	137	653,454
Nov-21	77	52	107	38	128	608,995

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

