

# THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 16, Ending April 21, 2019

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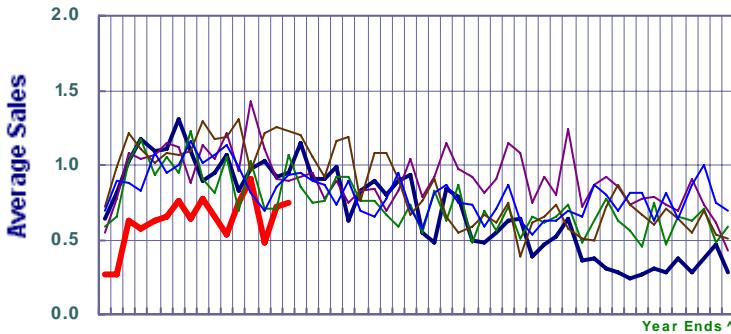
## Bay Area

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg.	Diff.	Avg.	Diff.	
Alameda	48	778	48	8	40	0.83	0.58	43%	0.61	36%	
Contra Costa	27	252	22	1	21	0.78	0.48	63%	0.49	57%	
Sonoma, Napa	9	90	7	1	6	0.67	0.50	34%	0.54	24%	
San Francisco, Marin	1	9	1	0	1	1.00	0.75	33%	0.67	50%	
San Mateo	1	0	1	0	1	1.00	0.66	53%	0.75	33%	
Santa Clara	40	644	27	4	23	0.58	0.74	-22%	0.81	-29%	
Monterey, Santa Cruz, San Benito	9	224	13	0	13	1.44	0.99	46%	1.02	41%	
Solano	20	260	12	1	11	0.55	0.67	-17%	0.71	-22%	
<b>Current Week Totals</b>	Traffic : Sales 17 : 1	<b>155</b>	<b>2,257</b>	<b>131</b>	<b>15</b>	<b>116</b>	<b>0.75</b>	<b>0.63</b>	<b>20%</b>	<b>0.67</b>	<b>12%</b>
Per Project Average			15	0.85	0.10	0.75					
<b>Year Ago - 04/22/2018</b>	Traffic : Sales 31 : 1	<b>126</b>	<b>3,936</b>	<b>128</b>	<b>9</b>	<b>119</b>	<b>0.94</b>	<b>0.96</b>	<b>-1%</b>	<b>1.04</b>	<b>-9%</b>
% Change		23%	-43%	2%	67%	-3%	-21%	-34%			-36%

### 2019 Bay Area Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 16 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	116	30	1.02	0.09	0.92	0.81
■	2015	105	38	1.17	0.09	1.07	0.85
■	2016	120	31	0.99	0.11	0.88	0.73
■	2017	143	31	1.12	0.10	1.02	0.90
■	2018	130	34	1.07	0.08	0.99	0.70
■	2019	148	19	0.72	0.09	0.63	0.63
% Change :		14%	-46%	-33%	19%	-37%	-10%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.12%	4.25%
FHA	3.79%	3.85%
10 Yr Yield	2.58%	



As the housing industry celebrates New Homes Month in April, recent data from the American Housing Survey confirms nearly two-thirds of first-time homebuyers say a better home is the top reason for moving, followed by household formation (61%) and a better neighborhood (49%). First-time homebuyers make up 37% of all households who purchased homes in the two years preceding the release of the 2017 AHS, down from 39% in the 2015 AHS. The median price of homes purchased by recent homebuyers, including first-time buyers and previous homeowners, known as trade-up buyers, increased by 10% from the 2015 AHS. "First-time homebuyers are eager to move to better homes and neighborhoods, yet home prices remain a challenge," said NAHB Chairman Greg Ugalde, a builder and developer. "Public policies and incentives that support home affordability can help buyers find a home that fits their lifestyle and family." Home builders recognize the complexity of factors that contribute to higher home prices and the cost of housing. In today's market, issues such as the supply of land; federal, state and local regulatory requirements; and a shortage of skilled labor makes it difficult to increase the supply of affordable housing. The demographics of first-time and trade-up homebuyers remained largely unchanged from the 2015 AHS: the typical homebuyer was 40 years old; first-time buyers had a median age of 32, compared to a median age of 47 for trade-up buyers. 27% of recent homebuyers were racial or ethnic minorities, about the same as in the 2015 AHS. In a positive sign for the spring home buying season, the Federal Reserve last week signaled that it envisions no rate increases in 2019 and only a single rate hike in 2020. Source: Stephanie Pagan of NAHB

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Development Name	Developer	City Code	Notes	Type	Projects	Participating : 29				In Area : 29				
Alameda County					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
Camellia at Sanctuary Village	DR Horton	Nk		DTMU	116	0	TSO	20	0	0	15	15	1.84	1.84
Monarch at Soares Ranch	DR Horton	UC		ATMU	63	0	12	23	0	0	24	14	0.72	0.88
Reserve, The	DR Horton	Hy		DTMU	179	0	12	16	0	0	135	14	1.23	0.88
Element	KB Home	Hy		ATMU	49	0	2	23	2	0	36	20	1.09	1.25
Primrose at Sanctuary Village	KB Home	Nk		DTMU	97	0	1	24	5	1	45	37	2.48	2.31
Rosebriar at Sanctuary Village	KB Home	Nk		DTMU	96	0	2	29	3	0	34	34	2.16	2.16
Reverie	Lafferty	CV		DTMU	17	0		3	0	0	0	0	0.00	0.00
Element	Lennar	Ok		ATMU	44	0	2	1	2	0	22	7	0.30	0.44
Icona at Innovation	Lennar	Fr		ATMU	289	4	4	5	0	0	20	10	0.40	0.63
Lighthouse	Lennar	Nk		ATMU	88	0	4	3	0	0	70	9	0.73	0.56
Revo at Innovation	Lennar	Fr		ATMU	251	0	1	5	0	0	23	10	0.46	0.63
Bishops Ridge	Meritage	LS		ATMU	70	0	1	14	2	0	3	3	1.05	1.05
Mission Crossing	Meritage	Hy		ATST	140	0	4	9	0	0	8	4	0.27	0.25
Boulevard Heights	Pulte	Fr		ATMU	67	0	2	11	3	0	23	8	0.67	0.50
Montecito	Pulte	Fr		ATMU	54	0	3	30	1	1	31	10	0.91	0.63
Parkside Heights	Pulte	Hy		DTMU	97	0	5	6	1	0	7	7	0.63	0.63
Spindrift at Eden Shores	Pulte	Hy		DTMU	52	4	3	4	5	1	21	21	2.94	2.94
Promontory at Stonebrae	Richmond American	Hy		DTMU	96	0	5	19	1	0	26	11	0.65	0.69
Theory at Innovation	Shea	Fr		ATMU	132	0	11	14	1	1	40	-6	0.60	-0.38
Locale @ State Street - Rowhomes	SummerHill	Fr		ATMU	76	0	5	15	0	0	41	5	0.79	0.31
Locale @ State Street Condos	SummerHill	Fr		ATMU	81	0	28	1	1	0	25	6	0.71	0.38
Apex at Mission Stevenson	TRI Pointe	Fr		ATMU	77	0	2	14	0	0	49	8	0.79	0.50
Palm	TRI Pointe	Fr	Rsv's	DTMU	31	0	6	18	0	0	8	5	0.25	0.31
Saltcreek at Glass Bay	Trumark	Nk		DTMU	69	0	2	14	1	0	67	2	0.76	0.13
Seagrass at Glass Bay	Trumark	Nk		DTMU	79	0	10	14	1	0	69	1	0.78	0.06
Baker + Jamison	Van Daele	CV		ATMU	27	0	3	9	0	0	18	11	0.54	0.69
Front at SoHay	William Lyon	Hy	New	ATMU	76	0	1	21	5	0	5	5	11.67	11.67
Line at SoHay	William Lyon	Hy	New	ATMU	198	0		21	0	0	0	0	0.00	0.00
Prime at SoHay	William Lyon	Hy	New	ATMU	126	0	3	21	3	0	3	3	7.00	7.00
<b>TOTALS: No. Reporting:</b>	<b>29</b>	<b>Avg. Sales:</b>	<b>1.14</b>		<b>Traffic to Sales:</b>	<b>11 : 1</b>	<b>134</b>	<b>407</b>	<b>37</b>	<b>4</b>	<b>868</b>	<b>274</b>	<b>Net:</b>	<b>33</b>

City Codes: CV = Castro Valley, Fr = Fremont, Hy = Hayward, LS = San Leandro, Nk = Newark, Ok = Oakland, UC = Union City

Amador Valley					Projects	Participating : 22				In Area : 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
Fillmore at Boulevard	Brookfield	Db		ATMU	80	8	15	16	2	0	13	12	0.63	0.75
Huntington at Boulevard	Brookfield	Db		DTMU	69	7	9	50	0	0	50	2	0.59	0.13
Wilshire at Boulevard	Brookfield	Db		ATMU	75	0	25	20	2	0	35	10	0.71	0.63
Riverton at Wallis Ranch	KB Home	Db		ATMU	125	0	3	18	1	0	122	12	0.86	0.75
Lincoln at Boulevard	Lennar	Db		DTMU	45	0	2	20	1	0	24	13	0.74	0.81
Madison at Boulevard	Lennar	Db		ATMU	107	0	5	12	0	2	101	3	1.19	0.19
Newbury at Boulevard	Lennar	Db		DTMU	49	0	3	23	0	2	12	11	0.48	0.69
Sunset at Boulevard	Lennar	Db		DTMU	60	0	1	23	1	0	35	12	0.56	0.75
Union at Boulevard	Lennar	Db		ATMU	62	0	3	12	0	0	45	1	0.53	0.06
Haven at Wallis Ranch	Meritage	Db		DTMU	75	0	S/O	6	0	0	75	10	1.19	0.63
Homestead at Irby Ranch	Meritage	PI		DTMU	87	0	4	23	0	0	11	6	0.44	0.38
Rose Avenue Estates	Ponderosa	PI		DTMU	16	0	2	N/A	0	0	5	2	0.15	0.13
Sycamore	Ponderosa	PI		DTMU	37	0	TSO	N/A	0	0	5	5	0.70	0.70
Vines	Ponderosa	Lv		DTMU	49	0	2	N/A	0	0	45	6	0.36	0.38

( Amador Valley ) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 22			In Area : 22		
Amador Valley Continued ...					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			
Sage - Harmony	Shea	Lv		ATMU	105	0	1	32	1	0	49	1	0.43	0.06			
Sage - Synergy	Shea	Lv		ATMU	179	0	4	32	0	0	139	4	0.82	0.25			
Sage - Tranquility	Shea	Lv		ATMU	107	0	2	32	0	0	103	3	0.60	0.19			
Apex	Taylor Morrison	Db		ATMU	122	0	20	9	3	0	73	20	1.17	1.25			
Enclave	Tim Lewis	Db		DTMU	48	0	6	18	0	0	42	6	0.40	0.38			
Onyx at Jordan Ranch	TRI Pointe	Db		DTST	105	0	2	7	0	0	65	10	0.68	0.63			
Quartz at Jordan Ranch	TRI Pointe	Db		ATMU	45	0	6	7	0	0	34	6	0.52	0.38			
Fielding at Wallis Ranch	Trumark	Db		DTMU	139	0	4	11	0	0	135	6	0.91	0.38			
<b>TOTALS: No. Reporting:</b>	<b>19</b>	<b>Avg. Sales: 0.37</b>	<b>Traffic to Sales: 34 : 1</b>		119	371	11	4	1218	161	Net: 7						

City Codes: Db = Dublin, Lv = Livermore, Pl = Pleasanton

Diablo Valley					Projects							Participating : 7			In Area : 7		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Verna Way	Castle	Cl		DTMU	6	0	1	N/A	0	0	5	5	0.38	0.38			
Davidon At Wilder	Davidon	Or		DTMU	60	0	12	12	1	0	35	5	0.40	0.31			
Tananger Heights	DeNova	PH		DTMU	18	0	1	8	0	0	17	4	0.39	0.25			
Stoneyridge	Landsea	WC		ATMU	30	0	2	0	0	0	28	3	0.27	0.19			
Trellis	Pulte	WC		ATMU	53	0	S/O	1	1	0	53	3	0.52	0.19			
Wilder	Taylor Morrison	Or		DTMU	61	0	4	3	0	0	30	2	0.19	0.13			
Greyson Place	TRI Pointe	PH		DTMU	44	0	3	5	0	0	1	1	0.07	0.07			
<b>TOTALS: No. Reporting:</b>	<b>6</b>	<b>Avg. Sales: 0.33</b>	<b>Traffic to Sales: 15 : 1</b>		23	29	2	0	169	23	Net: 2						

City Codes: Cl = Clayton, Or = Orinda, PH = Pleasant Hill, WC = Walnut Creek

San Ramon Valley					Projects							Participating : 4			In Area : 4		
					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			
Foothills at The Preserve	Lennar	SR		DTMU	72	6	2	6	6	0	27	20	0.60	1.25			
Highlands at The Preserve	Lennar	SR		DTMU	121	0	6	1	0	0	19	11	0.42	0.69			
Meadows at The Preserve	Lennar	SR		DTMU	63	0	2	1	0	0	18	4	0.40	0.25			
Redhawk	Ponderosa	Dn		DTMU	20	0	3	N/A	0	0	11	0	0.12	0.00			
<b>TOTALS: No. Reporting:</b>	<b>3</b>	<b>Avg. Sales: 2.00</b>	<b>Traffic to Sales: 1 : 1</b>		13	8	6	0	75	35	Net: 6						

City Codes: Dn = Danville, SR = San Ramon

West Contra Costa					Projects							Participating : 5			In Area : 5		
					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			
Waterline Point Richmond	Shea	Rm		ATMU	60	0	1	19	1	0	22	9	0.35	0.56			
Muir Pointe - The Tides	Taylor Morrison	Hc		DTST	51	0	2	3	0	0	48	1	0.41	0.06			
Muir Pointe- The Cove	Taylor Morrison	Hc		DTST	93	0	7	4	0	0	71	7	0.61	0.44			
Places at NOMA	William Lyon	Rm		DTST	95	0	4	8	0	0	11	4	0.38	0.25			
Rows at NOMA	William Lyon	Rm		ATMU	98	4	4	8	1	0	6	6	0.38	0.38			
<b>TOTALS: No. Reporting:</b>	<b>5</b>	<b>Avg. Sales: 0.40</b>	<b>Traffic to Sales: 21 : 1</b>		18	42	2	0	158	27	Net: 2						

City Codes: Hc = Hercules, Rm = Richmond

Antioch/Pittsburg					Projects							Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Park Ridge	Davidon	An		DTMU	123	0	9	43	2	0	80	11	0.96	0.69			
Verona	Meritage	An		DTMU	117	0	5	13	1	0	13	8	0.68	0.50			

( Antioch/Pittsburg ) Continued ...

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Antioch/Pittsburg	<b>Projects</b>			Participating : 2			In Area : 2			
	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
Continued ...										
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales: 1.50</b>	<b>Traffic to Sales: 19 : 1</b>	<b>14</b>	<b>56</b>	<b>3</b>	<b>0</b>	<b>93</b>	<b>19</b>	<b>Net: 3</b>

City Codes: An = Antioch

East Contra Costa	<b>Projects</b>			Participating : 11			In Area : 11			
	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
Citrus at Emerson Ranch	Brookfield	Oy	DTMU	60	0	11	14	0	0	43
Laurel at Emerson Ranch	Brookfield	Oy	DTMU	117	0	13	18	0	0	91
Northpoint at Delaney Park	DR Horton	Oy	DTST	198	0	7	6	2	0	5
Mosaic at the Lakes	Kiper	DB	DTMU	175	0	3	21	3	1	168
Regatta at the Lakes	Kiper	DB	DTMU	124	0	7	16	0	0	67
Palermo	Meritage	Bt	DTMU	96	0	1	6	0	0	29
Harper Parc	Nuvera Homes	Bt	DTMU	84	0	6	15	1	0	25
Bella Verde	Pulte	Bt	DTMU	48	0	7	5	0	0	3
Terrene	Pulte	Bt	DTMU	101	0	2	4	1	0	8
Vista Dorado	Shea	Bt	DTMU	82	0	3	6	1	0	79
Wynstone at Barrington	TRI Pointe	Bt	DTMU	92	0	5	6	1	0	87
<b>TOTALS: No. Reporting:</b>	<b>11</b>	<b>Avg. Sales: 0.73</b>	<b>Traffic to Sales: 13 : 1</b>	<b>65</b>	<b>117</b>	<b>9</b>	<b>1</b>	<b>605</b>	<b>107</b>	<b>Net: 8</b>

City Codes: Bt = Brentwood, DB = Discovery Bay, Oy = Oakley

Sonoma, Napa Counties	<b>Projects</b>			Participating : 9			In Area : 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
Andersen Ranch	Davidon	Np	DTMU	35	0	6	6	0	0	29
DayBreak at Brody Ranch	DeNova	Pet	DTMU	61	0	5	18	2	0	39
Mill Creek at Brody Ranch	DeNova	Pet	ATST	138	0	5	3	0	0	26
Cypress at University	KB Home	RP	DTMU	179	4	4	27	4	0	143
Aspect	Lafferty	Pet	Rsv's	18	0		5	0	0	0
Blume	Lafferty	RS	DTMU	57	0	3	13	1	0	10
Juniper at University	Richmond American	RP	DTMU	99	0	6	3	0	0	30
Mulberry at University	Richmond American	RP	DTMU	164	0	8	10	0	1	134
Laurel Park Estates	Ryder	Np	DTMU	18	0	2	5	0	0	16
<b>TOTALS: No. Reporting:</b>	<b>9</b>	<b>Avg. Sales: 0.67</b>	<b>Traffic to Sales: 13 : 1</b>	<b>39</b>	<b>90</b>	<b>7</b>	<b>1</b>	<b>427</b>	<b>77</b>	<b>Net: 6</b>

City Codes: Np = Napa, Pet = Petaluma, RP = Rohnert Park, RS = Santa Rosa

Marin County	<b>Projects</b>			Participating : 1			In Area : 1			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Enclave	Ryder	Ct	ATMU	16	0	4	9	1	0	6
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 1.00</b>	<b>Traffic to Sales: 9 : 1</b>	<b>4</b>	<b>9</b>	<b>1</b>	<b>0</b>	<b>6</b>	<b>6</b>	<b>Net: 1</b>

City Codes: Ct = Corte Madera

San Mateo County	<b>Projects</b>			Participating : 1			In Area : 1			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Foster Square	Lennar	FC	ATMU	200	0	3	0	1	0	110
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 1.00</b>	<b>Traffic to Sales: 0 : 1</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>110</b>	<b>7</b>	<b>Net: 1</b>

City Codes: FC = Foster City

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 40			In Area : 40		
Santa Clara County					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			
Palmero	California & Peninsula	MV		ATMU	33	0	3	26	0	0	29	15	1.31	0.94			
Classics at Lawrence Station	Classics	Sv		ATMU	34	1	5	34	2	0	20	20	1.41	1.41			
Asana	DeNova	SJ		DTMU	250	0	2	25	0	0	30	17	1.24	1.06			
Valencia	Dividend	MH		DTMU	84	0	4	40	2	0	49	12	0.97	0.75			
Contempo at Centre Pointe	DR Horton	MI		ATMU	105	0	9	7	0	0	92	15	0.79	0.94			
Traditions at Centre Pointe	DR Horton	MI		ATMU	136	0	13	7	2	0	113	15	0.96	0.94			
Apex at Berryessa Crossing	KB Home	SJ		ATMU	162	0	1	14	1	0	161	16	1.77	1.00			
Circuit	KB Home	MI		ATMU	144	0	4	18	1	0	62	24	0.98	1.50			
Lucente	KB Home	MI		ATMU	98	0	2	40	1	1	66	24	1.24	1.50			
Metro II at Communications Hill	KB Home	SJ		ATMU	150	0	6	17	0	0	22	17	0.99	1.06			
Platinum II at Communications Hill	KB Home	SJ		DTMU	33	0	2	10	0	0	1	1	0.47	0.47			
Promenade II at Communications Hill	KB Home	SJ		DTMU	44	0	6	13	0	0	4	4	0.65	0.65			
Cottlestone	Lafferty	SJ		DTMU	17	0	1	18	0	0	4	3	0.07	0.19			
Echo at The Vale	Landsea	Sv	Rsv's	ATMU	171	0	2	24	1	0	124	7	1.42	0.44			
Nexus at The Vale	Landsea	Sv		ATMU	143	0	5	24	1	0	113	5	1.30	0.31			
Siena	Landsea	MI	Rsv's	ATMU	73	0	4	3	0	1	45	0	0.83	0.00			
Cambridge Place	Lennar	GI		DTMU	70	0	2	7	2	0	57	14	0.76	0.88			
Estancia - Towns	Lennar	MV		ATMU	61	0	4	2	0	0	41	9	0.85	0.56			
Lantana	Lennar	MH		DTMU	39	0	1	0	0	0	38	4	0.31	0.25			
Lexington at Avenue One	Lennar	SJ		ATMU	190	0	3	29	0	0	54	2	0.87	0.13			
Provence at Glen Loma	Lennar	GI		DTMU	43	0	1	4	1	0	3	2	0.14	0.13			
SoMont	Lennar	MI		ATMU	138	0	2	4	0	0	110	3	1.28	0.19			
Heartland Court	Meritage	GI		DTMU	9	0	S/O	1	1	0	9	9	0.02	0.56			
Capitol, The	Pulte	SJ		ATMU	188	4	4	17	3	1	5	5	0.61	0.61			
Radius- Townhomes	Pulte	MV		ATMU	124	0	7	8	0	0	112	22	1.09	1.38			
Towns and Rows at Metro	Pulte	MI		ATST	303	0	1	20	1	0	228	29	1.44	1.81			
Urban Oak	Pulte	SJ		DTMU	157	0	TSO	18	1	0	4	4	0.49	0.49			
Nuevo- E-Towns	SummerHill	SC		ATMU	114	0	6	20	0	0	14	14	0.99	0.99			
Nuevo- Terraces	SummerHill	SC		ATMU	176	0	4	19	1	0	18	18	1.27	1.27			
6Sixty	Taylor Morrison	MV		ATMU	37	0	1	10	0	0	18	16	0.35	1.00			
Nova at The Vale	Taylor Morrison	Sv		ATMU	136	0	12	9	1	0	111	21	1.91	1.31			
Prynt	Taylor Morrison	MI		ATMU	25	0	9	31	0	0	15	-3	0.22	-0.19			
Ellison Park	The New Home Co	MI		ATMU	114	0	1	20	1	0	87	3	1.03	0.19			
Madison Gate - SFD	TRI Pointe	MH		DTMU	15	0	5	15	0	0	9	1	0.14	0.06			
Madison Gate Towns	TRI Pointe	MH		ATMU	50	0	1	15	1	0	19	4	0.31	0.25			
SP78	Trumark	SJ		ATMU	78	0	9	17	1	0	32	10	0.71	0.63			
Gables, The	Van Daele	MH		ATMU	37	0	3	11	0	0	22	7	0.53	0.44			
Veneto	Van Daele	MH		DTMU	14	0	1	22	0	0	5	5	0.35	0.35			
Veneto TWH	Van Daele	MH		ATMU	60	4	4	22	1	0	8	8	0.57	0.57			
Towne38	William Lyon	Cm		ATMU	38	0	3	3	1	1	35	16	0.89	1.00			
<b>TOTALS: No. Reporting:</b>	<b>40</b>	<b>Avg. Sales:</b>	<b>0.58</b>		<b>Traffic to Sales:</b>	<b>24 : 1</b>		<b>153</b>	<b>644</b>	<b>27</b>	<b>4</b>	<b>1989</b>	<b>418</b>	<b>Net:</b>	<b>23</b>		

City Codes: Cm = Campbell, GI = Gilroy, MH = Morgan Hill, MI = Milpitas, MV = Mountain View, SC = Santa Clara, SJ = San Jose, Sv = Sunnyvale

Monterey, Santa Cruz, San Benito Counties	Projects							Participating : 9			In Area : 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			
Knolls at Allendale	DeNova	Ho	DTST	67	4	3	25	2	0	26	21	0.99	1.31
Lanes at Allendale	DeNova	Ho	DTST	101	4	3	21	2	0	66	33	1.83	2.06
Ladd Ranch II	K Hovnanian	Ho	DTMU	9	0	S/O	2	2	0	9	6	0.37	0.38

( Monterey, Santa Cruz, San Benito Counties ) Continued ...

# THE RYNES REPORT

Week Ending  
Sunday, April 21, 2019

Bay Area

Page  
5 of: 6

Development Name	Developer	City Code	Notes	Type	Projects							Participating : 9			In Area : 9		
Monterey, Santa Cruz, San Benito Counties Continued ...					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			
Monte Bella	KB Home	SI		DTST	71	4	4	48	2	0	7	7	0.86	0.86			
Sunnyside Estates	KB Home	Ho		DTST	107	0	1	19	1	0	2	2	0.93	0.93			
Serenity at Santana Ranch	Legacy	Ho		DTMU	173	0	3	16	0	0	75	5	0.88	0.31			
Rancho Vista	Meritage	SJB		DTMU	85	0	3	17	2	0	25	11	0.50	0.69			
Beach House at The Dunes	Shea	Ma		DTMU	106	0	8	38	1	0	98	12	0.64	0.75			
Boat House at The Dunes	Shea	Ma		DTMU	30	0	3	38	1	0	27	7	0.37	0.44			
<b>TOTALS: No. Reporting:</b>	<b>9</b>	<b>Avg. Sales: 1.44</b>		<b>Traffic to Sales: 17 : 1</b>			28	224	13	0	335	104	<b>Net:</b>	<b>13</b>			

City Codes: Ho = Hollister, Ma = Marina, SJB = San Juan Bautista, SI = Salinas

Benicia, Vallejo					Projects							Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Skyline	KB Home	VI		DTMU	71	4	3	20	3	0	48	21	0.98	1.31			
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 3.00</b>		<b>Traffic to Sales: 7 : 1</b>			3	20	3	0	48	21	<b>Net:</b>	<b>3</b>			

City Codes: VI = Vallejo

Fairfield, Vacaville, Suisun, Dixon					Projects							Participating : 20			In Area : 20		
					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			
Paradise 360	DeNova	Ff		DTST	68	0	3	17	1	0	52	21	0.87	1.31			
Ashton Park at Southtown	DR Horton	Vc		DTST	37	0	2	3	0	0	7	7	0.45	0.45			
Cheyenne I	DR Horton	Vc		DTMU	108	0	TSO	3	0	0	96	2	0.46	0.13			
Cheyenne II	DR Horton	Vc		DTMU	40	0	TSO	3	0	0	22	1	0.15	0.06			
Brookline	Meritage	Ff		DTMU	76	0	3	15	0	0	1	1	0.07	0.07			
Brookline Estates	Meritage	Ff		DTMU	14	0	2	4	0	0	1	1	0.07	0.07			
Enclave at Vanden Estates	Richmond American	Vc	New	DTMU	37	4	3	0	1	0	1	1	2.33	2.33			
Larkspur at The Villages	Richmond American	Ff		DTMU	93	0	4	10	1	0	53	15	0.96	0.94			
Montera at Vanden Estates	Richmond American	Vc		DTST	64	0		9	0	0	0	0	0.00	0.00			
Orchards at Valley Glen	Richmond American	Dx		DTMU	110	0	5	10	0	0	105	3	0.86	0.19			
Orchards at Valley Glenn II	Richmond American	Dx		DTMU	122	0	5	10	0	1	17	14	0.80	0.88			
Piedmont at Vanden Estates	Richmond American	Vc		DTMU	47	0		4	0	0	0	0	0.00	0.00			
Saratoga at Vanden Estates	Richmond American	Vc		DTMU	97	0		12	0	0	0	0	0.00	0.00			
Bristol at Brighton Landing	The New Home Co	Vc		DTMU	64	0	2	34	0	0	8	8	0.57	0.57			
Oxford at Brighton Landings	The New Home Co	Vc		DTMU	80	0	2	34	1	0	7	7	0.63	0.63			
Bloom at Green Valley	TRI Pointe	Ff		DTMU	91	0	5	25	1	0	58	17	0.76	1.06			
Harvest at Green Valley	TRI Pointe	Ff		DTMU	56	4	4	25	1	0	37	7	0.49	0.44			
Lantana at the Village	TRI Pointe	Ff		DTMU	133	0	2	N/A	0	0	28	17	1.03	1.06			
Addington at Brighton Landing	Woodside	Vc		DTST	190	4	2	22	3	0	132	24	1.09	1.50			
Tandridge at Brighton Landing	Woodside	Vc		DTMU	105	0	3	0	0	0	102	3	0.84	0.19			
<b>TOTALS: No. Reporting:</b>	<b>19</b>	<b>Avg. Sales: 0.42</b>		<b>Traffic to Sales: 27 : 1</b>			47	240	9	1	727	149	<b>Net:</b>	<b>8</b>			

City Codes: Dx = Dixon, Ff = Fairfield, Vc = Vacaville

Continued ...

# THE RYNES REPORT

Week Ending  
Sunday, April 21, 2019

Bay Area Page  
6 of: 6

Development Name	Developer	City Code	Notes	Type										
Bay Area					<b>Projects</b>		<b>Participating : 161</b>			<b>In Area : 161</b>				
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS:</b>	<b>No. Reporting:</b>	<b>155</b>	<b>Avg. Sales:</b>	<b>0.75</b>	<b>Traffic to Sales:</b>	<b>17 : 1</b>		663	2257	131	15	6,828	1,428	<b>Net: 116</b>

Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family Detached



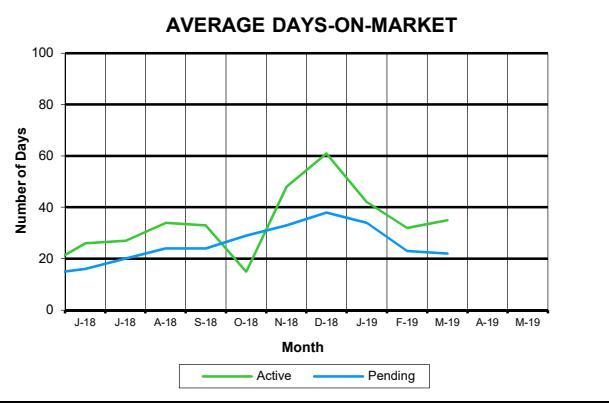
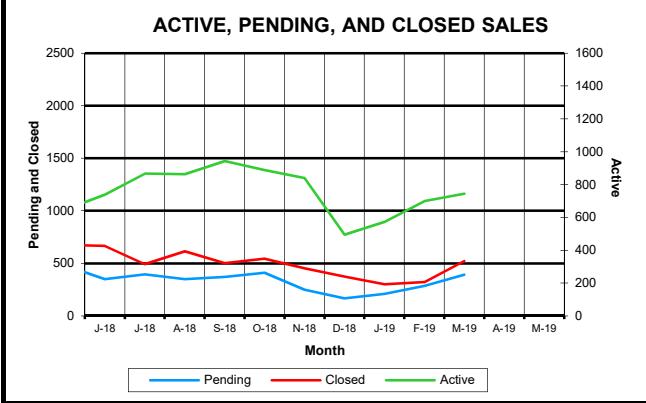
# The Ryness Company

Marketing Research Department

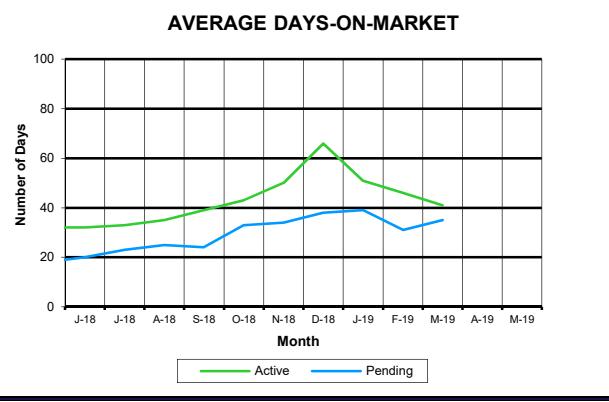
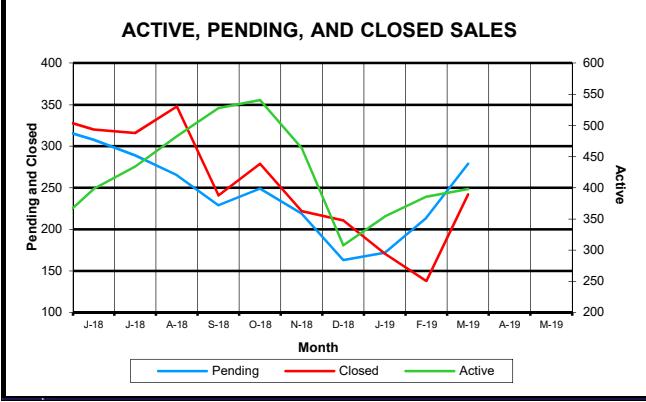
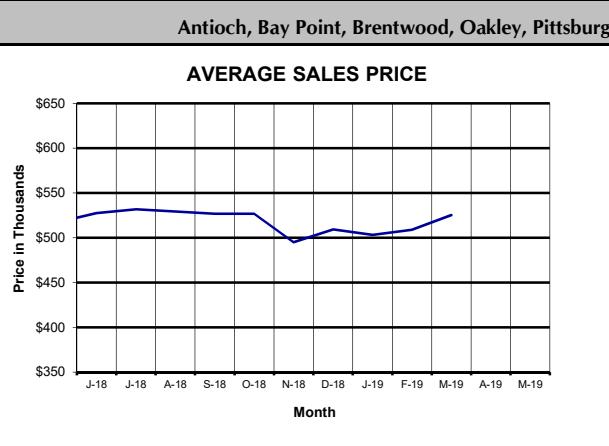
## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	862	34	351	\$1,308,612
Sep-18	942	33	370	\$1,305,240
Oct-18	889	15	412	\$1,271,013
Nov-18	840	48	249	\$1,251,099
Dec-18	495	61	167	\$1,185,120
Jan-19	573	42	211	\$1,140,945
Feb-19	699	32	287	\$1,190,725
Mar-19	743	35	393	\$1,281,429



Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	483	35	265	\$529,224
Sep-18	528	39	229	\$526,728
Oct-18	541	43	249	\$526,782
Nov-18	464	50	219	\$495,121
Dec-18	308	66	163	\$509,453
Jan-19	354	51	172	\$503,178
Feb-19	386	46	214	\$509,045
Mar-19	398	41	279	\$525,428



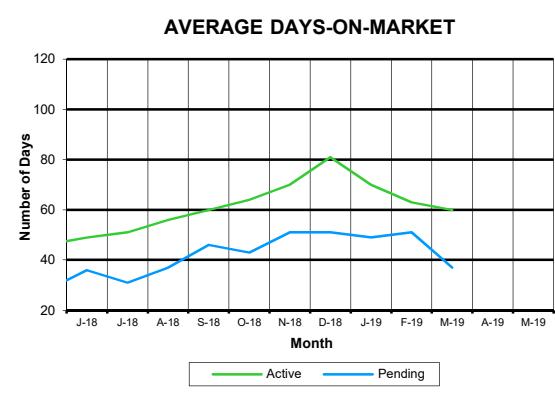
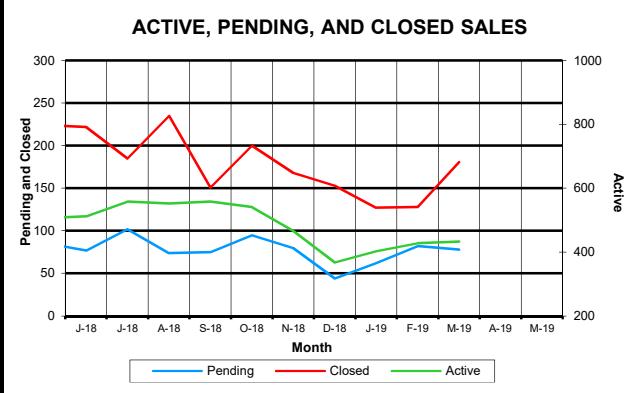


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## Fairfield-Vacaville SFD Monthly MLS Survey

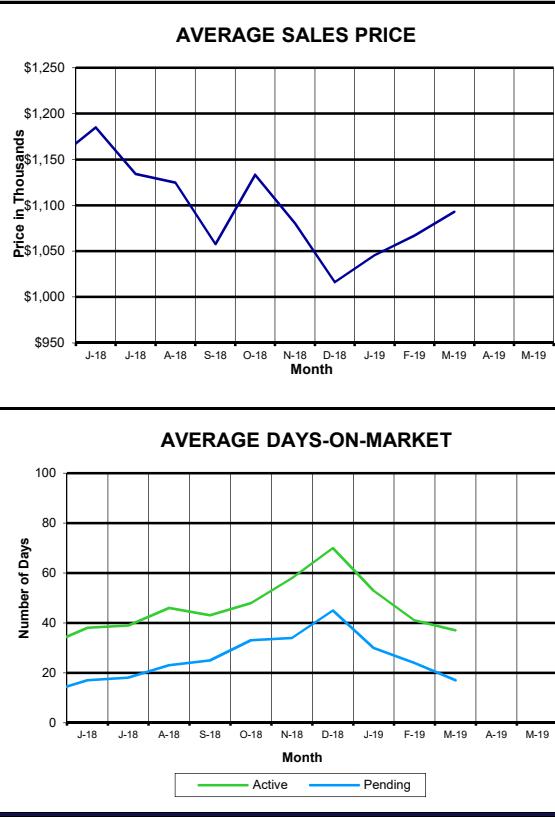
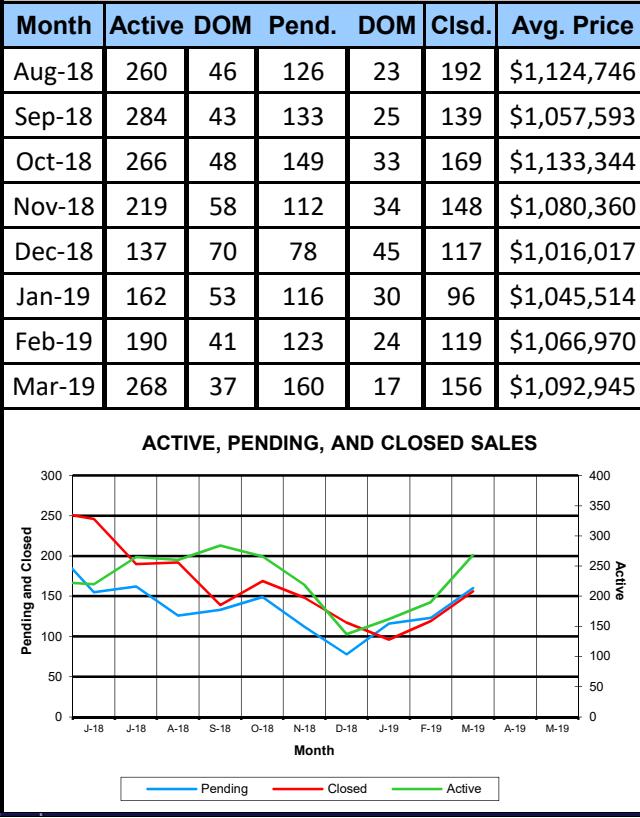
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	552	56	74	\$505,878
Sep-18	558	60	75	\$495,650
Oct-18	541	64	95	\$464,747
Nov-18	467	70	80	\$512,291
Dec-18	368	81	44	\$469,332
Jan-19	403	70	62	\$469,596
Feb-19	428	63	82	\$480,383
Mar-19	433	60	78	\$496,877



## Amador Valley SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	260	46	126	\$1,124,746
Sep-18	284	43	133	\$1,057,593
Oct-18	266	48	149	\$1,133,344
Nov-18	219	58	112	\$1,080,360
Dec-18	137	70	78	\$1,016,017
Jan-19	162	53	116	\$1,045,514
Feb-19	190	41	123	\$1,066,970
Mar-19	268	37	160	\$1,092,945

Dublin, Livermore & Pleasanton





# The Ryness Company

Marketing Research Department

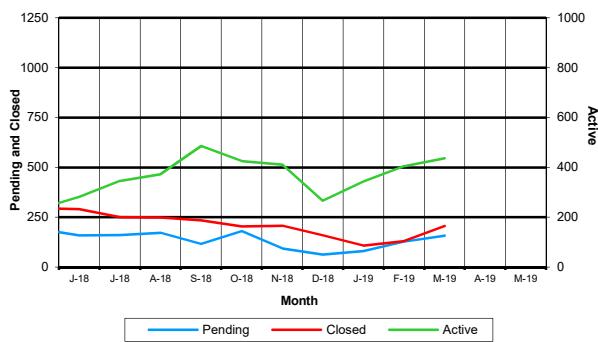
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

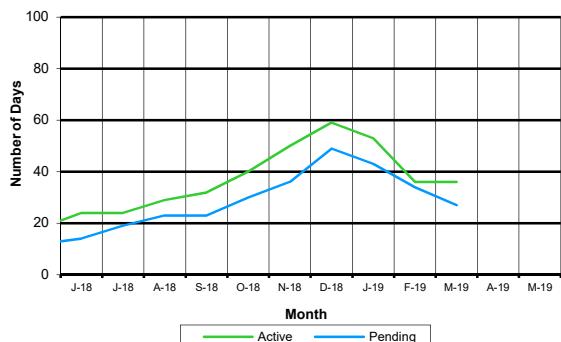
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	372	29	172	\$909,792
Sep-18	485	32	116	\$866,450
Oct-18	425	40	180	\$881,487
Nov-18	411	50	93	\$838,356
Dec-18	266	59	63	\$773,972
Jan-19	343	53	81	\$748,538
Feb-19	405	36	127	\$805,443
Mar-19	437	36	157	\$844,285



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

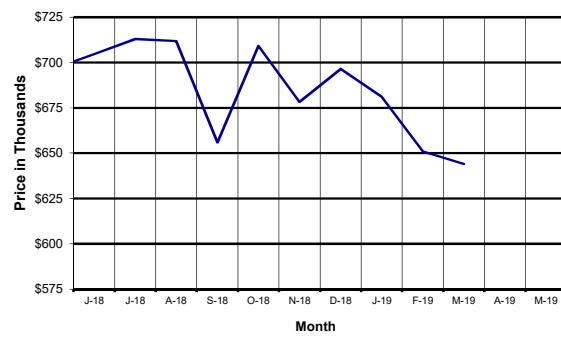


## Amador Valley Attd. Monthly MLS Survey

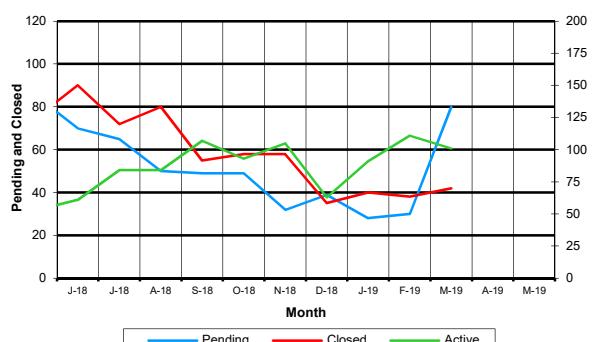
Dublin, Livermore & Pleasanton

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	84	33	50	\$711,914
Sep-18	107	35	49	\$656,002
Oct-18	93	29	49	\$709,201
Nov-18	105	41	32	\$678,385
Dec-18	63	56	39	\$696,518
Jan-19	91	43	28	\$681,126
Feb-19	111	37	30	\$651,034
Mar-19	101	33	80	\$644,107

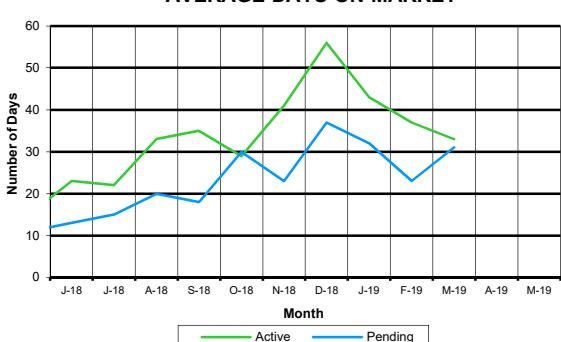
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

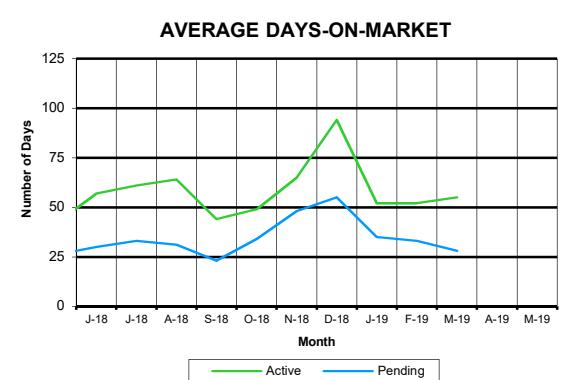
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	87	48	46	20	86	\$714,467
Sep-18	101	47	58	24	60	\$689,582
Oct-18	123	40	56	27	23	\$701,239
Nov-18	92	54	55	29	56	\$666,109
Dec-18	50	99	26	23	64	\$601,297
Jan-19	77	60	36	27	41	\$673,014
Feb-19	80	53	53	28	52	\$655,913
Mar-19	80	59	53	21	68	\$666,897



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	322	64	105	31	206	\$1,335,190
Sep-18	569	44	120	23	156	\$1,277,755
Oct-18	519	49	128	34	271	\$1,363,463
Nov-18	453	65	99	48	211	\$1,275,462
Dec-18	220	94	45	55	151	\$1,393,055
Jan-19	388	52	54	35	87	\$1,175,426
Feb-19	389	52	111	33	132	\$1,320,811
Mar-19	385	55	151	28	217	\$1,321,789



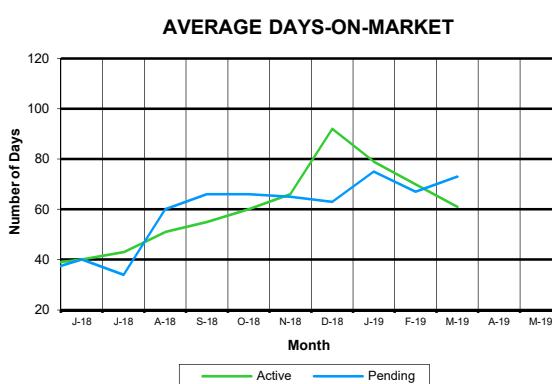
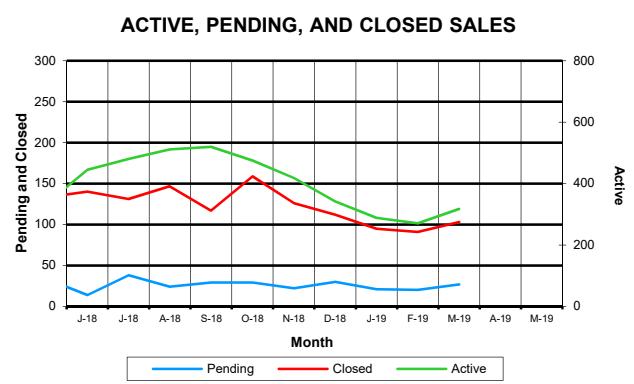


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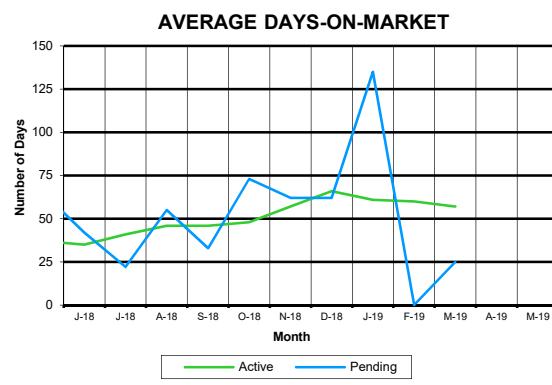
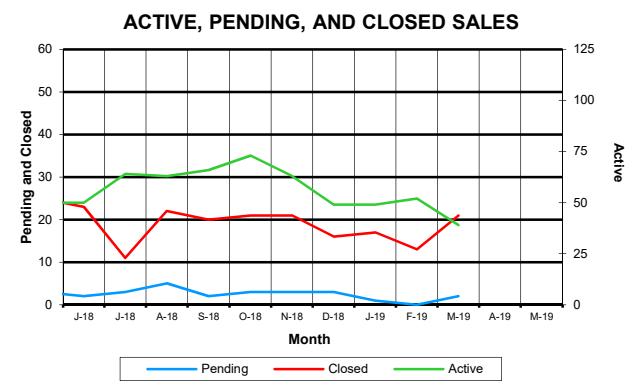
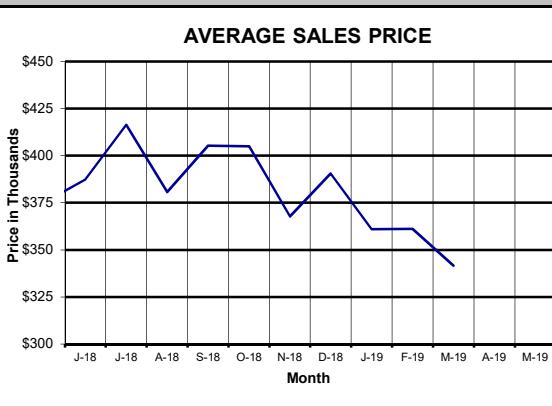
## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	511	51	24	\$658,895
Sep-18	520	55	29	\$669,878
Oct-18	475	60	29	\$653,655
Nov-18	419	66	22	\$628,100
Dec-18	343	92	30	\$653,866
Jan-19	288	79	21	\$679,255
Feb-19	271	70	20	\$595,355
Mar-19	318	61	27	\$654,327



## Santa Rosa ATT Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-18	63	46	5	\$380,616
Sep-18	66	46	2	\$405,353
Oct-18	73	48	3	\$405,014
Nov-18	63	57	3	\$367,738
Dec-18	49	66	3	\$390,563
Jan-19	49	61	1	\$360,882
Feb-19	52	60	0	\$361,154
Mar-19	39	57	2	\$341,644



# THE RYNES REPORT

The Ryness Company Marketing Research Department

Sponsored by:



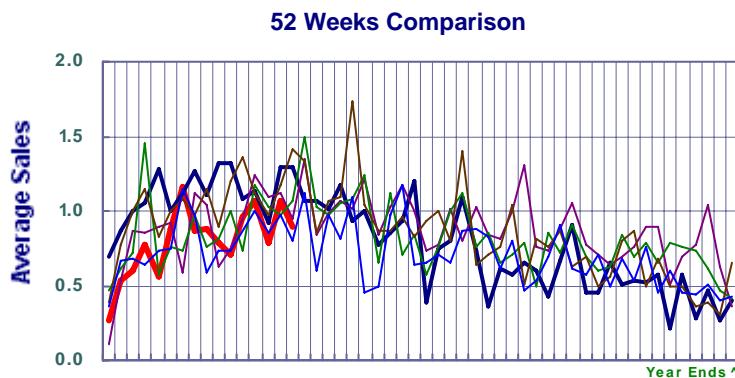
For Week 16, Ending April 21, 2019

## Central Valley

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg. Avg.	Diff.	Avg.	Diff.	
Tracy/Mountain House	21	274	22	2	20	0.95	0.72	32%	0.76	26%	
San Joaquin County	25	504	17	3	14	0.56	0.81	-31%	0.88	-36%	
Stanislaus County	3	39	5	0	5	1.67	0.85	97%	0.95	76%	
Merced County	18	165	19	3	16	0.89	0.78	14%	0.81	10%	
Madera County	3	28	3	0	3	1.00	0.69	44%	0.75	33%	
Fresno County	12	135	16	1	15	1.25	0.99	26%	1.04	20%	
<b>Current Week Totals</b>	Traffic : Sales 14 : 1	<b>82</b>	<b>1,145</b>	<b>82</b>	<b>9</b>	<b>73</b>	<b>0.89</b>	<b>0.81</b>	<b>10%</b>	<b>0.86</b>	<b>4%</b>
Per Project Average		14	1.00	0.11	0.89						
<b>Year Ago - 04/22/2018</b>	Traffic : Sales 19 : 1	<b>67</b>	<b>1,759</b>	<b>93</b>	<b>7</b>	<b>86</b>	<b>1.28</b>	<b>1.07</b>	<b>20%</b>	<b>1.15</b>	<b>12%</b>
% Change		22%	-35%	-12%	29%	-15%	-31%	-25%		-25%	

### 2019 Central Valley Survey



### Year To Date Averages Through Week 16 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	45	28	0.88	0.12	0.76	0.71
■	2015	47	33	1.14	0.16	0.99	0.88
■	2016	46	30	0.95	0.12	0.83	0.82
■	2017	50	32	0.97	0.11	0.86	0.87
■	2018	65	27	1.25	0.14	1.11	0.80
■	2019	75	20	0.94	0.14	0.80	0.80
% Change :		16%	-25%	-25%	2%	-28%	0%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.12%	4.25%
FHA	3.79%	3.85%
10 Yr Yield	2.58%	



As the housing industry celebrates New Homes Month in April, recent data from the American Housing Survey confirms nearly two-thirds of first-time homebuyers say a better home is the top reason for moving, followed by household formation (61%) and a better neighborhood (49%). First-time homebuyers make up 37% of all households who purchased homes in the two years preceding the release of the 2017 AHS, down from 39% in the 2015 AHS. The median price of homes purchased by recent homebuyers, including first-time buyers and previous homeowners, known as trade-up buyers, increased by 10% from the 2015 AHS. "First-time homebuyers are eager to move to better homes and neighborhoods, yet home prices remain a challenge," said NAHB Chairman Greg Ugalde, a builder and developer. "Public policies and incentives that support home affordability can help buyers find a home that fits their lifestyle and family." Home builders recognize the complexity of factors that contribute to higher home prices and the cost of housing. In today's market, issues such as the supply of land; federal, state and local regulatory requirements; and a shortage of skilled labor makes it difficult to increase the supply of affordable housing. The demographics of first-time and trade-up homebuyers remained largely unchanged from the 2015 AHS: the typical homebuyer was 40 years old; first-time buyers had a median age of 32, compared to a median age of 47 for trade-up buyers. 27% of recent homebuyers were racial or ethnic minorities, about the same as in the 2015 AHS. In a positive sign for the spring home buying season, the Federal Reserve last week signaled that it envisions no rate increases in 2019 and only a single rate hike in 2020. Source: Stephanie Pagan of NAHB

# THE RYNES REPORT

Week Ending  
Sunday, April 21, 2019

# Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 21			In Area : 21		
					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			
Valera	Bright	Tr		DTMU	71	0	5	8	0	0	55	3	0.55	0.19			
Meadowview at Mountain House	K Hovnanian	MH		DTMU	69	0	3	21	0	0	42	12	0.91	0.75			
Amber at Tracy Hills	Lennar	Tr	New	DTMU	160	4	1	3	3	0	3	3	10.50	10.50			
Larimar at Tracy Hills	Lennar	Tr	New	DTMU	133	4	4	1	0	0	0	0	0.00	0.00			
Legacy at Ellis	Lennar	Tr		DTMU	77	0	S/O	1	0	0	77	10	0.57	0.63			
Legend at Ellis	Lennar	Tr		DTMU	126	0	5	1	1	0	114	20	0.84	1.25			
Pearl at Tracy Hills	Lennar	Tr		DTMU	196	4	4	3	2	0	3	3	1.40	1.40			
Primrose II	Lennar	Tr		DTMU	61	0	4	2	0	1	29	21	0.88	1.31			
Caprano at College Park	Meritage	MH		DTMU	77	0	1	10	0	0	76	8	0.81	0.50			
Fontina at College Park	Meritage	MH		DTMU	56	4	4	10	1	0	36	20	0.83	1.25			
Madrona at College Park	Meritage	MH		DTMU	81	0	3	10	0	0	78	3	0.81	0.19			
Vantage at Tracy Hills	Meritage	Tr		DTST	182	0	5	26	1	0	7	7	0.98	0.98			
Inspirato at Mountain House	Richmond American	MH		DTMU	88	4	2	12	4	0	73	12	0.84	0.75			
Oliveto at Mountain House	Richmond American	MH		DTMU	88	0	2	27	2	0	33	10	0.63	0.63			
Wellington at Mountain House	Richmond American	MH		DTMU	66	0	7	16	0	0	44	6	0.70	0.38			
Ashford at Mountain House	Shea	MH		DTMU	117	0	3	23	1	0	93	9	0.79	0.56			
Prescott Mountain House	Shea	MH		DTMU	55	5	1	25	5	0	20	16	0.77	1.00			
Barcelona	Taylor Morrison	Tr		DTMU	51	0	5	9	2	1	45	0	0.62	0.00			
Zephyr Ranch	Taylor Morrison	MH		DTMU	98	0	1	31	0	0	36	26	1.33	1.63			
Sundance II	TRI Pointe	MH		DTMU	138	0	3	19	0	0	74	11	0.83	0.69			
Cascada at Cordes	Woodside	MH		DTMU	78	0	1	16	0	0	52	10	0.80	0.63			
<b>TOTALS: No. Reporting:</b>	<b>21</b>	<b>Avg. Sales: 0.95</b>	<b>Traffic to Sales: 12 : 1</b>		<b>64</b>			<b>274</b>	<b>22</b>	<b>2</b>	<b>990</b>	<b>210</b>	<b>Net: 20</b>				

City Codes: MH = Mountain House, Tr = Tracy

Calaveras County				Projects							Participating : 1			In Area : 1			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Gallery at Greenhorn Creek	DeNova	AS		DTST	55	0	7	9	0	0	35	2	0.40	0.13			
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 0.00</b>	<b>Traffic to Sales: 0 : 1</b>		<b>7</b>			<b>9</b>	<b>0</b>	<b>0</b>	<b>35</b>	<b>2</b>	<b>Net: 0</b>				

City Codes: AS = Angels Camp

Stockton/Lodi				Projects							Participating : 4			In Area : 4			
				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				
Belluno	KB Home	Sk		DTST	91	0	3	18	3	0	58	29	0.95	1.81			
Charlotte's Oaks	KB Home	Sk		DTST	61	0	2	0	0	0	59	9	0.95	0.56			
Montevello	KB Home	Sk		DTST	122	4	4	35	3	0	78	30	1.10	1.88			
Villa Point at Destinations	Richmond American	Sk		DTST	122	0	2	4	1	1	33	11	0.59	0.69			
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales: 1.50</b>	<b>Traffic to Sales: 8 : 1</b>		<b>11</b>			<b>57</b>	<b>7</b>	<b>1</b>	<b>228</b>	<b>79</b>	<b>Net: 6</b>				

City Codes: Sk = Stockton

San Joaquin County				Projects							Participating : 20			In Area : 20			
				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				
Reflections	Anthem United	Lp		DTMU	77	0	21	9	1	0	29	7	0.66	0.44			
Solera	Atherton	Mn		DTMU	354	0	2	68	1	0	190	17	1.22	1.06			
Sedona at Sundance	Caresco	Mn		DTMU	57	0	6	34	0	0	34	17	0.58	1.06			
Arlington	DR Horton	Mn		DTST	148	0	9	6	2	0	3	3	1.40	1.40			
Palermo Estates	KB Home	Mn		DTST	133	0	1	22	0	0	126	16	1.13	1.00			
360 Lakeside at River Island	Kiper	Lp		DTMU	145	0	1	0	0	0	144	7	0.95	0.44			

( San Joaquin County ) Continued ...

# THE RYNES REPORT

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 20			In Area : 20		
San Joaquin County Continued ...					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			
Beacon Bay	Kiper	Lp		DTST	112	0	5	32	0	0	75	10	0.81	0.63			
Lakeside	Kiper	Lp		DTMU	46	0	2	29	0	0	8	8	0.35	0.50			
Bella Vista Oakwood Shores II	Lafferty	Mn		DTMU	157	0	6	22	0	0	53	5	0.34	0.31			
Dolcinea	Raymus	Mn	Rsv's	DTST	41	0	2	24	0	0	32	23	1.11	1.44			
Fox Chase at Woodward	Richmond American	Mn		ATMU	130	0	6	27	2	0	27	22	0.81	1.38			
Sandpointe at River Islands	Richmond American	Lp		DTMU	73	0	5	6	0	1	66	9	0.57	0.56			
Watermark at River Islands	Richmond American	Lp		DTST	102	0	7	26	0	0	6	6	0.59	0.59			
Tidewater at River Islands	The New Home Co	Lp		DTMU	131	0	6	37	0	0	82	11	0.64	0.69			
Crystal Cove at River Island	Tim Lewis	Lp		DTMU	97	0	7	0	0	1	80	8	0.63	0.50			
Bridgeport	Van Daele	Lp		DTMU	91	0	4	29	1	0	21	9	0.63	0.56			
Castaway at River Islands	Van Daele	Lp		DTMU	114	0	4	27	3	0	58	21	1.26	1.31			
Latitude at River Islands	Van Daele	Lp		DTST	101	0	4	20	0	0	93	3	1.04	0.19			
Latitude at River Islands II	Van Daele	Lp		DTMU	74	0	3	20	0	0	17	17	0.80	1.06			
Woodward Estates	Woodside	Mn		DTMU	72	0	5	0	0	0	64	5	0.56	0.31			
<b>TOTALS: No. Reporting:</b>	<b>20</b>	<b>Avg. Sales:</b>	<b>0.40</b>		<b>Traffic to Sales:</b>	<b>44 : 1</b>		<b>106</b>	<b>438</b>	<b>10</b>	<b>2</b>	<b>1208</b>	<b>224</b>	<b>Net:</b>	<b>8</b>		

City Codes: Lp = Lathrop, Mn = Manteca

Modesto				Projects							Participating : 1			In Area : 1		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Orchard Terrace	KB Home	Ce		DTST	80	4	2	27	3	0	53	31	1.06	1.94		
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales:</b>	<b>3.00</b>		<b>Traffic to Sales:</b>	<b>9 : 1</b>		<b>2</b>	<b>27</b>	<b>3</b>	<b>0</b>	<b>53</b>	<b>31</b>	<b>Net:</b>	<b>3</b>	

City Codes: Ce = Ceres

Stanislaus County				Projects							Participating : 3			In Area : 3		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Marcona	Bright	Ky		DTMU	140	0	2	10	0	0	119	10	0.76	0.63		
Wilding Ranch	Bright	Pr	Update	DTST	49	0	S/O	2	2	0	49	10	0.37	0.63		
Monarch Country Living	Ramson	Nw		DTST	47	0	3	N/A	0	0	9	7	0.29	0.44		
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales:</b>	<b>1.00</b>		<b>Traffic to Sales:</b>	<b>6 : 1</b>		<b>5</b>	<b>12</b>	<b>2</b>	<b>0</b>	<b>177</b>	<b>27</b>	<b>Net:</b>	<b>2</b>	

City Codes: Ky = Keyes, Nw = Newman, Pr = Patterson

Merced County				Projects							Participating : 18			In Area : 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			
Summer Creek	Bright	Md	New	DTMU	44	4	3	5	1	0	1	1	3.50	3.50		
Aspire at Bellevue Ranch II	K Hovnanian	Md		DTST	175	0	1	15	3	0	23	22	1.20	1.38		
Aspire at Sierra Vista	K Hovnanian	Md		DTST	91	0	3	4	0	0	35	12	0.81	0.75		
Four Seasons Los Banos	K Hovnanian	LB		DTMU	97	4	4	14	2	1	61	17	0.74	1.06		
Manzanita	Legacy	Lt		DTMU	172	0	6	22	2	0	28	15	0.75	0.94		
Sunflower	Legacy	Md		DTST	143	0	3	4	0	0	11	11	0.78	0.78		
Moraga - Skye	Lennar	Md		DTST	69	0	3	15	1	1	28	11	0.75	0.69		
Moraga- Summer Series	Lennar	Md		DTST	50	0	5	15	0	0	6	6	0.59	0.59		
Moraga-Chateau Series	Lennar	Md		DTST	104	4	3	15	3	1	55	24	1.05	1.50		
Cypress Terrace	Malet Development	Md		ATST	33	0	1	5	1	0	20	4	0.35	0.25		
Bellevue Ranch	Stonefield Home	Md		DTST	69	0	3	0	0	0	1	1	0.35	0.35		
Brookshire	Stonefield Home	LB		DTMU	172	0	3	11	3	0	66	19	0.59	1.19		
Campus Vista	Stonefield Home	Md		DTST	60	0	3	5	0	0	52	3	0.40	0.19		
Harvest Grove	Stonefield Home	LB		DTMU	56	0	2	11	0	0	54	14	0.58	0.88		

( Merced County ) Continued ...

# THE RYNES REPORT

Week Ending  
Sunday, April 21, 2019

## Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 18			In Area : 18		
Merced County					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			
					Continued ...												
Mission Village South	Stonefield Home	LB		DTMU	67	0	3	11	1	0	34	6	0.36	0.38			
Sandstone	Stonefield Home	LB		DTMU	98	0	3	9	0	0	92	5	0.53	0.31			
Stone Ridge West	Stonefield Home	Md		DTST	86	0	3	2	1	0	31	11	0.67	0.69			
University Park	Stonefield Home	Md		DTST	52	0	2	2	1	0	50	14	0.59	0.88			
<b>TOTALS:</b> No. Reporting: 18	Avg. Sales: 0.89	Traffic to Sales: 9 : 1			54	165	19	3	648	196	Net: 16						

City Codes: LB = Los Banos, Lt = Livingston, Md = Merced

Madera County					Projects							Participating : 3			In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Aspire at River Bend	K Hovnanian	Mda	New	DTMU	171	0		5	0	0	0	0	0.00	0.00			
Riverstone- Chateau	Lennar	Mda		DTST	64	4	1	12	3	0	8	8	2.55	2.55			
Riverstone- Pinnacle	Lennar	Mda		DTMU	57	0		11	0	0	0	0	0.00	0.00			
<b>TOTALS:</b> No. Reporting: 3	Avg. Sales: 1.00	Traffic to Sales: 9 : 1			1	28	3	0	8	8	Net: 3						

City Codes: Mda = Madera

Fresno County					Projects							Participating : 12			In Area : 12		
					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 Sun Valley	K Hovnanian	Coa		DTST	44	0	4	16	3	1	16	14	0.93	0.88			
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	1	4	1	0	9	9	2.17	2.17			
Laurel Grove	KB Home	Fr		DTST	144	4	3	28	2	0	14	14	1.26	1.26			
Olive Lane IV	KB Home	Fr		DTST	114	4	3	21	4	0	101	15	0.99	0.94			
Carriage House V- Chateau	Lennar	Fr		DTST	92	0	1	3	1	0	24	14	1.19	0.88			
Chateau at Carriage House	Lennar	Fr		DTMU	84	0	5	0	0	0	79	1	1.07	0.06			
Chateau at Summer Grove	Lennar	Fr		DTST	102	0	2	11	1	0	88	20	1.33	1.25			
Copper River- Pinnacle	Lennar	Fr		DTMU	94	0	9	9	0	0	6	6	0.30	0.38			
Daffodil Hill	Lennar	Fr		DTST	101	0	2	11	1	0	99	21	1.22	1.31			
Ellingsworth - Savannah Series	Lennar	Cv		DTST	164	0	2	4	1	0	124	7	1.15	0.44			
Sterling Acres- Savannah	Lennar	Fr		DTST	102	0	7	14	0	0	57	30	1.09	1.88			
Sterling Acres- Skye	Lennar	Fr		DTST	79	0	3	14	2	0	52	24	1.00	1.50			
<b>TOTALS:</b> No. Reporting: 12	Avg. Sales: 1.25	Traffic to Sales: 8 : 1			42	135	16	1	669	175	Net: 15						

City Codes: Coa = Coalinga, Cv = Clovis, FO = Fowler, Fr = Fresno

Central Valley					Projects							Participating : 83			In Area : 83		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales					
<b>GRAND TOTALS:</b> No. Reporting: 82	Avg. Sales: 0.89	Traffic to Sales: 14 : 1			292	1145	82	9	4,016	952	Net: 73						

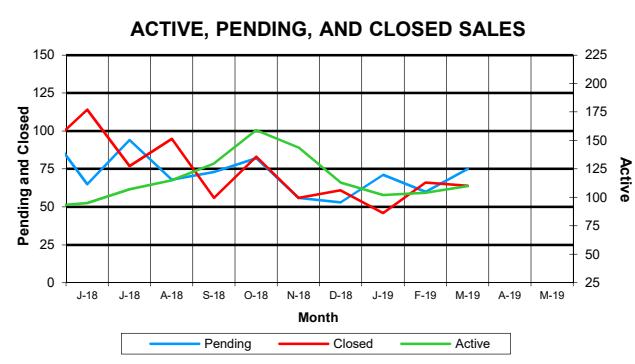
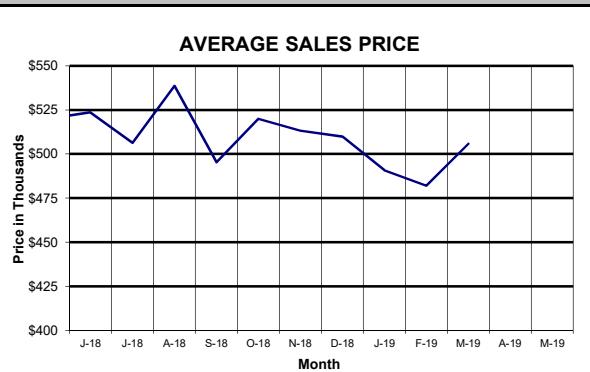
Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family Detached

# The Ryness Company

Marketing Research Department

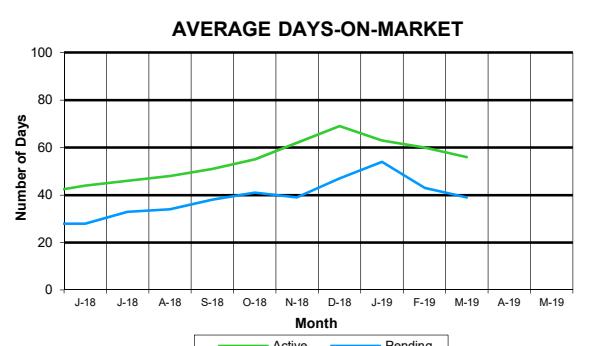
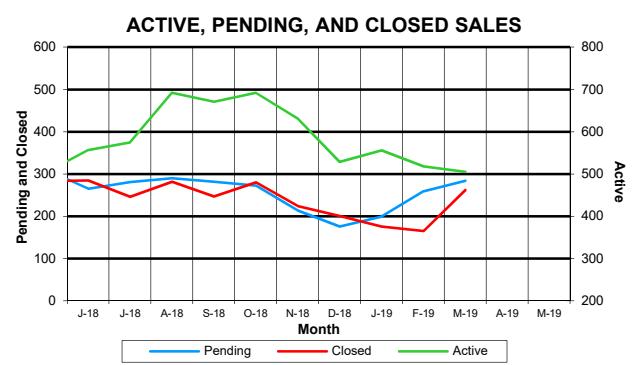
## Tracy SFD Monthly MLS Survey

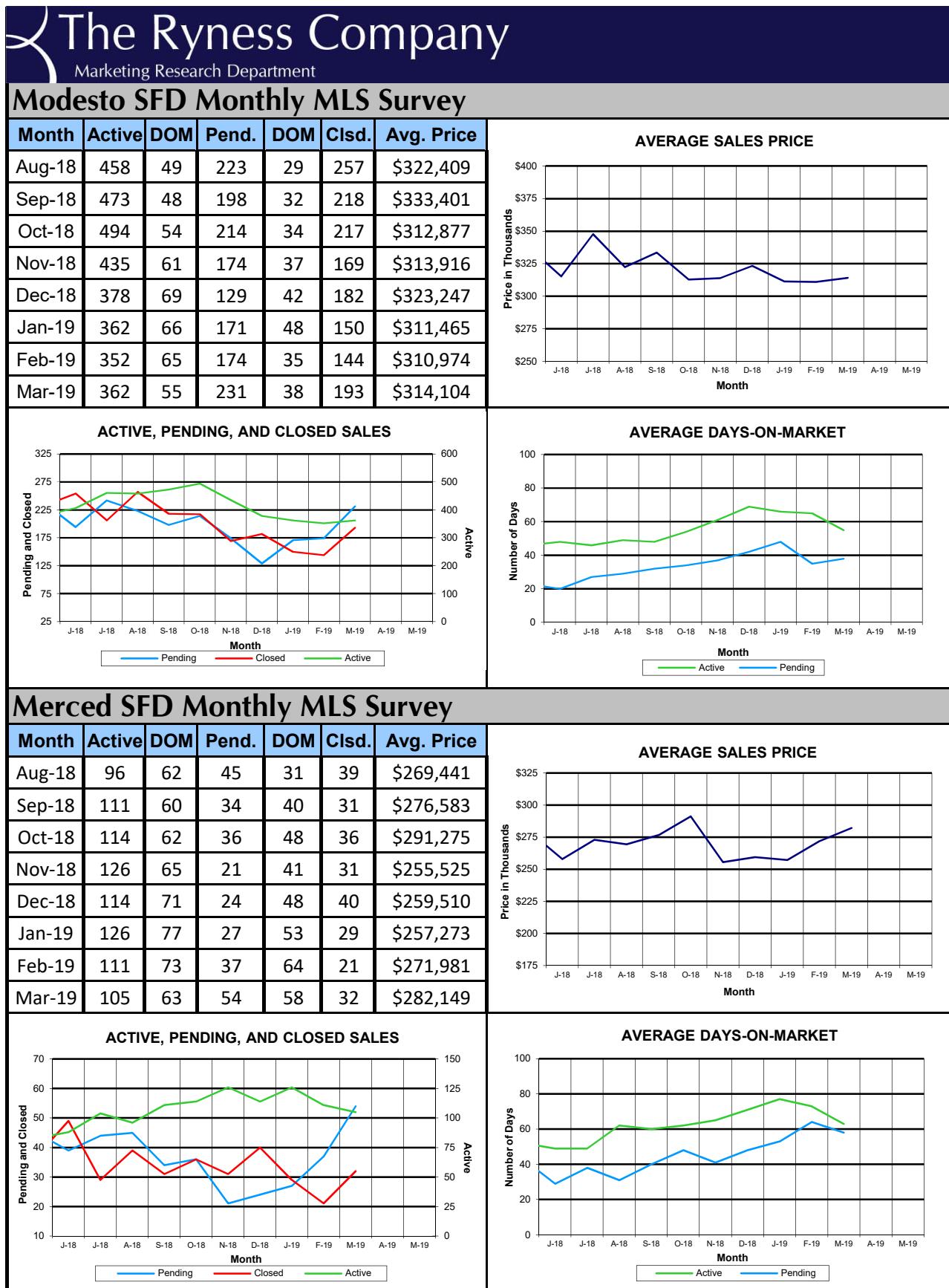
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	115	34	68	21	95	538,641
Sep-18	130	33	73	26	56	495,325
Oct-18	159	38	82	29	83	520,035
Nov-18	144	45	56	33	56	513,383
Dec-18	113	54	53	35	61	509,845
Jan-19	102	51	71	39	46	490,812
Feb-19	104	44	60	31	66	482,148
Mar-19	110	43	75	24	64	505,892



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	692	46	281	33	246	\$312,807
Sep-18	671	48	290	34	282	\$314,661
Oct-18	692	51	282	38	247	\$304,182
Nov-18	631	55	273	41	280	\$312,402
Dec-18	529	62	214	39	224	\$302,220
Jan-19	556	69	176	47	201	\$326,032
Feb-19	518	63	199	54	176	\$302,411
Mar-19	505	60	259	43	165	\$307,665





# THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 16, Ending April 21, 2019

Sponsored by:



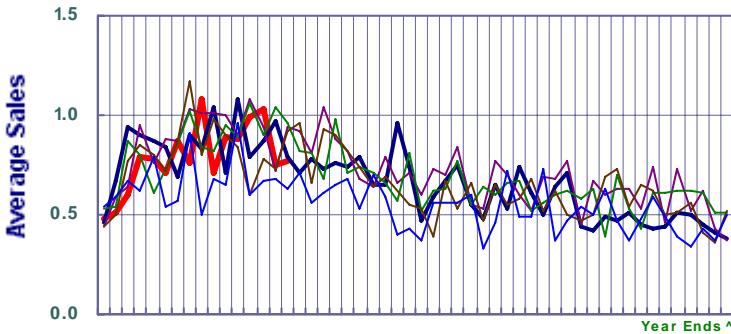
## Sacramento

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg.	Diff.	Avg.	Diff.	
South Sacramento	30	706	39	7	32	1.07	0.90	19%	0.97	10%	
Central & North Sacramento	34	558	18	2	16	0.47	0.84	-44%	0.89	-47%	
Folsom	7	146	7	0	7	1.00	0.85	17%	0.91	10%	
El Dorado	8	232	7	0	7	0.88	0.44	100%	0.44	100%	
Placer	47	809	31	6	25	0.53	0.73	-27%	0.78	-32%	
Yolo	10	154	11	0	11	1.10	0.59	86%	0.57	93%	
Northern Counties	9	75	13	0	13	1.44	1.16	25%	1.16	25%	
<b>Current Week Totals</b>	Traffic : Sales 21 : 1	<b>145</b>	<b>2,680</b>	<b>126</b>	<b>15</b>	<b>111</b>	<b>0.77</b>	<b>0.79</b>	<b>-3%</b>	<b>0.84</b>	<b>-8%</b>
Per Project Average			18	0.87	0.10	0.77					
<b>Year Ago - 04/22/2018</b>	Traffic : Sales 28 : 1	<b>127</b>	<b>3,279</b>	<b>117</b>	<b>17</b>	<b>100</b>	<b>0.79</b>	<b>0.81</b>	<b>-2%</b>	<b>0.88</b>	<b>-10%</b>
% Change		14%	-18%	8%	-12%	11%	-3%	-2%			-5%

### 2019 Sacramento Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 16 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	72	29	0.78	0.13	0.66	0.56
■	2015	95	30	0.89	0.13	0.77	0.66
■	2016	126	28	0.95	0.13	0.82	0.69
■	2017	142	28	1.01	0.15	0.86	0.73
■	2018	126	26	0.96	0.13	0.83	0.66
■	2019	140	23	0.90	0.11	0.79	0.79
% Change :		11%	-9%	-7%	-17%	-5%	19%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.12%	4.25%
FHA	3.79%	3.85%
10 Yr Yield	2.58%	



As the housing industry celebrates New Homes Month in April, recent data from the American Housing Survey confirms nearly two-thirds of first-time homebuyers say a better home is the top reason for moving, followed by household formation (61%) and a better neighborhood (49%). First-time homebuyers make up 37% of all households who purchased homes in the two years preceding the release of the 2017 AHS, down from 39% in the 2015 AHS. The median price of homes purchased by recent homebuyers, including first-time buyers and previous homeowners, known as trade-up buyers, increased by 10% from the 2015 AHS. "First-time homebuyers are eager to move to better homes and neighborhoods, yet home prices remain a challenge," said NAHB Chairman Greg Ugalde, a builder and developer. "Public policies and incentives that support home affordability can help buyers find a home that fits their lifestyle and family." Home builders recognize the complexity of factors that contribute to higher home prices and the cost of housing. In today's market, issues such as the supply of land; federal, state and local regulatory requirements; and a shortage of skilled labor makes it difficult to increase the supply of affordable housing. The demographics of first-time and trade-up homebuyers remained largely unchanged from the 2015 AHS: the typical homebuyer was 40 years old; first-time buyers had a median age of 32, compared to a median age of 47 for trade-up buyers. 27% of recent homebuyers were racial or ethnic minorities, about the same as in the 2015 AHS. In a positive sign for the spring home buying season, the Federal Reserve last week signaled that it envisions no rate increases in 2019 and only a single rate hike in 2020. Source: Stephanie Pagan of NAHB

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Development Name	Developer	City Code	Notes	Type	Projects								Participating : 30			In Area : 30		
South Sacramento					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				
					23	0	3	11	0	0	2	2	0.25	0.25				
Avalon Hills	Beazer	Vn		DTST	78	0	3	1	1	0	6	6	0.98	0.98				
Murieta Gardens	K Hovnanian	RM		DTST	60	4	3	15	2	0	52	17	1.08	1.06				
Parkview at Sterling Meadows	K Hovnanian	Ln		DTST	60	0	1	30	3	1	40	18	0.75	1.13				
Shasta Ridge	KB Home	So		DTST	175	4	3	20	4	0	33	33	1.55	2.06				
Sheldon Terrace	KB Home	Ln		DTST	106	4	4	35	1	0	71	34	1.77	2.13				
Willow Creek at Monterey Village	KB Home	Ln		DTST	150	4	3	17	2	0	84	16	0.82	1.00				
Bordeaux at Vineyard Creek	Lennar	So		DTST	130	0	2	26	3	0	128	20	0.99	1.25				
Cambria at Fieldstone	Lennar	Vn		DTMU	152	0	1	17	0	0	130	0	0.63	0.00				
Cascade at Parkside	Lennar	Vn		DTMU	159	0	2	51	1	0	40	33	1.28	2.06				
Elements at Sterling Meadows	Lennar	Ln		DTST	208	0	1	27	0	0	98	14	0.88	0.88				
Heritage Vineyard Creek	Lennar	So		DTMU	94	0	5	86	2	1	58	13	1.09	0.81				
Indigo at Sterling Meadows	Lennar	Ln		DTST	78	0	2	86	4	0	62	28	1.17	1.75				
Montair at Sterling Meadows	Lennar	Vn		DTST	244	0	5	17	1	1	188	16	0.92	1.00				
Redwood at Parkside	Lennar	Vn		DTMU	56	4	4	26	2	0	6	6	0.42	0.42				
Marbella	Meritage	Vn		DTST	35	0	1	25	2	0	28	12	0.51	0.75				
Calistoga	Next Generation Capit	So		DTMU	38	1	1	6	1	0	37	12	0.74	0.75				
Park One	Northwest Home Co	So		DTMU	77	0	7	10	0	0	70	14	0.96	0.88				
Greyhawk Point	Richmond American	So		DTMU	75	0		7	0	0	0	0	0.00	0.00				
Seasons at Sterling Meadows	Richmond American	Ln		DTMU	69	0	4	38	2	0	58	16	0.90	1.00				
Stonecrest at Sterling Meadows	Richmond American	Ln		DTMU	69	0	2	3	3	0	57	9	0.69	0.56				
Aveiro at Madeira East III	Taylor Morrison	Ln		DTST	76	0	8	0	0	0	68	3	0.47	0.19				
Caselman Ranch - Cavallo	Taylor Morrison	Vn		DTST	205	0	10	3	2	0	176	23	0.67	1.44				
Prado at Madeira East	Taylor Morrison	Ln		DTMU	206	0	14	4	1	0	192	17	0.73	1.06				
Viana at Madeira East	Taylor Morrison	Ln		DTMU	50	0	3	39	1	1	6	5	0.16	0.31				
Classics at Poppy Lane	Tim Lewis	Ln		DTMU	159	0	10	21	0	1	49	14	0.98	0.88				
Latitudes	Tim Lewis	Vn		DTST	57	0	2	28	0	1	16	11	0.51	0.69				
Legacy at Poppy Lane	Tim Lewis	Ln		DTMU	94	0	4	37	1	0	13	8	0.52	0.50				
Traditions at Poppy Lane	Tim Lewis	Ln		DTST	84	0	2	12	0	1	75	4	0.60	0.25				
Capital Reserve	Woodside	Ln		DTMU	103	0		8	0	0	0	0	0.00	0.00				
<b>TOTALS: No. Reporting:</b>	<b>30</b>	<b>Avg. Sales: 1.07</b>			<b>Traffic to Sales: 18 : 1</b>	<b>110</b>	<b>706</b>	<b>39</b>	<b>7</b>	<b>1843</b>	<b>404</b>	<b>Net: 32</b>						

City Codes: Ln = Elk Grove Laguna, RM = Rancho Murieta, So = Sacramento, Vn = Elk Grove Vineyard

Central Sacramento					Projects								Participating : 16			In Area : 16		
					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				
Creamery at Alkali Flat	Black Pine	So		DTMU	122	0	3	15	0	0	107	7	0.62	0.44				
Estates at Curtis Park	Black Pine	So		DTMU	29	0	4	14	1	0	25	9	0.48	0.56				
Anthology at Anatolia	DR Horton	RO		DTST	102	0	20	3	0	0	2	2	0.33	0.33				
Veranda at Stone Creek	Elliott	RO		DTST	163	0	7	39	2	0	22	16	0.43	1.00				
Ciara at Anatolia	Lennar	RO		DTMU	139	0	5	15	1	1	54	24	0.95	1.50				
Highland Grove at Somerset Ranch	Lennar	RO		DTMU	211	0	2	42	0	0	183	9	0.92	0.56				
Kensington Estates at Somerset Ranch	Lennar	RO		DTMU	219	4	2	42	3	0	201	20	1.01	1.25				
Pointe at Somerset Ranch	Lennar	RO		DTST	62	0	5	42	1	0	17	16	0.98	1.00				
McKinley Village - Birch	The New Home Co	So		DTMU	90	0	5	16	0	0	56	6	0.41	0.38				
McKinley Village - Cottonwood	The New Home Co	So		DTMU	56	0	1	21	0	0	35	4	0.26	0.25				
McKinley Village - Magnolia	The New Home Co	So		DTMU	84	0	1	12	0	0	79	10	0.58	0.63				
McKinley Village - Mulberry	The New Home Co	So		DTST	82	0	1	2	0	0	81	2	0.60	0.13				
McKinley Village- Cedar	The New Home Co	So		ATMU	40	0	1	21	0	0	4	4	0.65	0.65				

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Central Sacramento					Projects			Participating : 16			In Area : 16				
					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	
Hidden Ridge	Watt	FO		DTMU	22	0	4	17	0	0	10	7	0.30	0.44	
Mariposa Creek	Watt	CH		DTMU	15	0	10	3	0	0	5	5	0.41	0.41	
Camden at Somerset Ranch	Woodside	RO		DTMU	165	0	2	12	0	0	119	16	0.59	1.00	
<b>TOTALS: No. Reporting:</b>	<b>16</b>	<b>Avg. Sales:</b>	<b>0.44</b>		<b>Traffic to Sales:</b>	<b>40 : 1</b>		<b>73</b>	<b>316</b>	<b>8</b>	<b>1</b>	<b>1000</b>	<b>157</b>	<b>Net:</b>	<b>7</b>

City Codes: CH = Citrus Heights, FO = Fair Oaks, RO = Rancho Cordova, So = Sacramento

North Sacramento					Projects			Participating : 18			In Area : 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	
Willow	Anthem United	So		DTMU	95	0	11	14	1	0	70	13	0.69	0.81	
Brownstones at Natomas Field	Beazer	So		DTST	213	0	12	11	0	0	155	12	0.86	0.75	
Bungalows at Natomas Field	Beazer	So		DTST	95	0	4	6	1	0	65	6	0.67	0.38	
Cottages at Natomas Field	Beazer	So		DTST	179	0	13	10	0	0	109	8	0.72	0.50	
Villas at Natomas Field	Beazer	So		ATST	216	0	6	3	0	0	166	16	0.92	1.00	
Clementine at Westlake Village Greens	DR Horton	So		DTST	49	0	4	2	1	0	37	22	1.02	1.38	
Juniper at Westlake	DR Horton	So		DTMU	66	0	3	2	0	0	44	22	1.29	1.38	
Terraza at Parkebridge	DR Horton	So		DTMU	98	0	4	0	0	0	1	1	0.47	0.47	
Verano at Parkebridge	DR Horton	So		DTMU	136	0	4	0	0	0	2	2	0.93	0.93	
Four Seasons Winter at Westshore	K Hovnanian	So		DTMU	187	0	2	2	1	0	185	11	1.26	0.69	
Parkside at Westshore	K Hovnanian	So		DTST	131	0	2	37	0	0	111	19	1.22	1.19	
Retreat at Westshore II	K Hovnanian	So		DTST	211	0	5	11	2	1	183	22	1.27	1.38	
Montauk at the Hamptons	KB Home	So		DTMU	342	4	4	12	0	0	222	23	1.23	1.44	
Trevato	KB Home	So		DTMU	100	0	6	10	0	0	71	22	1.11	1.38	
Amberwood at Natomas Meadows	Lennar	So		DTST	75	0	1	35	0	0	3	3	0.37	0.37	
Catalina at Westshore	Lennar	So		DTST	101	0	4	20	1	0	72	21	1.18	1.31	
Heritage Westshore-Coronado	Lennar	So		DTST	134	0	3	17	1	0	121	7	0.87	0.44	
Elvera Park	Silverado	Ao Rsv's		DTST	225	0	15	50	2	0	148	23	1.08	1.44	
<b>TOTALS: No. Reporting:</b>	<b>18</b>	<b>Avg. Sales:</b>	<b>0.50</b>		<b>Traffic to Sales:</b>	<b>24 : 1</b>		<b>103</b>	<b>242</b>	<b>10</b>	<b>1</b>	<b>1765</b>	<b>253</b>	<b>Net:</b>	<b>9</b>

City Codes: Ao = Antelope, So = Sacramento

Folsom Area					Projects			Participating : 7			In Area : 7				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Farmhouse at Willow Creek	Black Pine	Fm		DTMU	126	0	5	46	0	0	51	13	0.89	0.81	
Braeburn at Harvest	Lennar	Fm		DTMU	54	0	4	23	3	0	42	26	0.76	1.63	
Copperwood at Folsom Ranch	Lennar	Fm		DTMU	100	4	4	24	1	0	35	12	0.85	0.75	
Gala at Harvest	Lennar	Fm		DTMU	62	0	1	23	1	0	39	12	0.71	0.75	
Oakleaf at Folsom Ranch	Lennar	Fm		DTMU	81	0	1	24	1	0	34	13	0.85	0.81	
Folsom Ranch-Azure	Taylor Morrison	Fm		DTMU	108	0	8	4	1	0	54	14	1.14	0.88	
Folsom Ranch-Dakota	Taylor Morrison	Fm		DTMU	98	0	17	2	0	0	49	13	1.14	0.81	
<b>TOTALS: No. Reporting:</b>	<b>7</b>	<b>Avg. Sales:</b>	<b>1.00</b>		<b>Traffic to Sales:</b>	<b>21 : 1</b>		<b>40</b>	<b>146</b>	<b>7</b>	<b>0</b>	<b>304</b>	<b>103</b>	<b>Net:</b>	<b>7</b>

City Codes: Fm = Folsom

El Dorado County					Projects			Participating : 9			In Area : 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
Cypress at Serrano	Lennar	EH		DTMU	65	0	5	32	1	0	26	9	0.50	0.56
Heritage El Dorado Hills-Estates	Lennar	EH		DTST	97	0	5	58	2	0	27	18	0.87	1.13
Heritage El Dorado Hills-Legends	Lennar	EH		DTST	164	0	2	58	1	0	29	16	0.93	1.00
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTST	369	0	1	58	2	0	24	13	0.77	0.81

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El Dorado County  Continued ...					Projects			Participating : 9			In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Reflections at Heritage El Dorado Hills	Lennar	EH		DTST	140	0	8	12	0	0	69	2	0.88
Sienna Ridge Estates	Lennar	EH		DTMU	76	0	2	14	1	0	2	2	0.48
Oaks at The Promontory	Renasci Homes	EH		DTMU	15	0	2	N/A	0	0	13	2	0.08
Fiori at Serrano	Taylor Morrison	EH		DTMU	50	0	1	0	0	0	49	2	0.24
Vintage 38	Taylor Morrison	EH		DTMU	38	0	2	0	0	0	36	2	0.22
<b>TOTALS: No. Reporting:</b>	<b>8</b>	<b>Avg. Sales: 0.88</b>	<b>Traffic to Sales: 33 : 1</b>		<b>28</b>	<b>232</b>		<b>7</b>	<b>0</b>	<b>275</b>	<b>66</b>	<b>Net: 7</b>	
City Codes: EH = El Dorado Hills													
Placer County					Projects			Participating : 47			In Area : 47		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Rocklin Trails	Cresleigh	Rk		DTST	80	0	6	20	0	0	69	10	0.58
Manchester II	DR Horton	Rv		DTST	74	0	16	16	2	0	36	27	1.00
Innovations at Twelve Bridges	Elliott	LI		DTMU	193	0	3	29	1	0	180	13	0.68
Terra Vista at Stoneridge	Elliott	Rv		DTMU	100	0	1	19	0	0	99	7	0.60
Veranda at Stoneridge	Elliott	Rv		DTST	149	0	5	32	0	0	92	41	1.39
Timberwood Estates	Hilbers	GV		DTST	45	0	7	15	0	0	0	0	0.00
Avenue, The	JMC	LI		DTMU	50	0	4	18	2	0	17	12	0.53
Bluffs at Whitney Ranch	JMC	Rk		DTMU	75	0	2	11	0	0	72	10	0.61
Executive Series at Lakeside	JMC	LI		DTMU	291	0	4	1	0	0	276	1	0.45
Northwood at Fiddymont Farms	JMC	Rv		DTST	90	4	4	9	1	0	70	20	0.71
Panorama at Whitney Ranch	JMC	Rk		DTMU	8	0	2	5	0	0	6	3	0.15
Park, The	JMC	Rk		DTMU	76	0	3	13	2	2	65	18	0.65
Reserve at Fiddymont Farm	JMC	Rv		DTMU	146	4	4	4	1	0	111	4	0.44
Ridge at Whitney Ranch	JMC	Rk		DTST	90	0	7	35	0	1	78	11	0.93
Summerwood at Fiddymont Farm	JMC	Rv		DTST	124	4	2	25	4	0	93	13	0.56
Valleybrook at Fiddymont Farm	JMC	Rv		DTMU	78	4	4	40	4	0	29	15	0.93
Walk, The	JMC	Rk		DTST	70	0	3	10	1	0	59	14	0.68
Westview at Whitney Ranch	JMC	Rk		DTMU	97	0	10	11	0	0	5	5	1.17
Wild Oak at Whitney Ranch	JMC	Rk		DTMU	91	0	4	6	0	0	87	4	0.53
Wildwood	JMC	Rv		DTMU	86	0	8	31	0	1	71	12	0.60
Aspire at Village Center	K Hovnanian	Rv		DTMU	56	0	7	8	2	1	41	27	1.77
Dorado at Twelve Bridges	K Hovnanian	LI		DTMU	133	4	3	2	1	0	1	1	0.88
Cadence at WestPark	KB Home	Rv		DTST	88	0		47	0	0	0	0	0.00
Legato at Westpark II	KB Home	Rv		DTMU	87	0	2	7	0	0	85	4	0.64
Corvara at Fiddymont Farm	Lennar	Rv		DTMU	138	0	5	35	0	0	9	9	0.64
Heritage Solaire-Eclipse	Lennar	Rv		DTMU	155	0	5	42	0	0	45	20	0.92
Heritage Solaire-Larissa	Lennar	Rv		DTST	162	0	5	42	1	0	48	19	0.96
Heritage Solaire-Meridian	Lennar	Rv		DTST	176	0	2	42	2	0	55	24	1.03
Ironwood	Lennar	Rk		DTMU	111	0	2	12	1	0	109	11	0.99
Montecito Walk at Westpark	Lennar	Rv		DTMU	122	0	1	12	0	0	121	25	0.98
Monterosa at Fiddymont Farm	Lennar	Rv		DTMU	67	0	1	35	1	0	8	8	0.61
Durango	Meritage	Rk		DTST	122	0	3	16	1	0	55	15	0.90
Summit, The	Meritage	Rv		DTMU	56	0	3	15	0	0	47	7	0.67
Blume at Solaire	Taylor Morrison	Rv		DTMU	73	0	8	0	1	0	45	8	0.71
Preserve at Secret Ravine	Taylor Morrison	Rk		DTMU	169	0	S/O	0	0	0	169	6	0.77
Treo at Solaire	Taylor Morrison	Rv		DTMU	72	0	9	2	1	1	54	15	0.83
Canyon View Whitney Ranch	The New Home Co	Rk		DTMU	92	0	2	38	0	0	31	10	0.54
Park View at Whitney Ranch	The New Home Co	Rk		DTST	60	0	1	39	0	0	5	5	1.21

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Placer County				Projects				Participating : 47			In Area : 47		
				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
Crowne Point	Tim Lewis	Rk	DTMU	156	0	6	21	0	0	125	8	0.45	0.50
Bromley at Solaire	Woodside	Rv	DTMU	86	0	5	2	0	0	73	1	0.43	0.06
Cottages at Spring Valley	Woodside	Rk	DTMU	210	4	3	12	2	0	144	8	0.90	0.50
Hillingdon at Solaire	Woodside	Rv	DTMU	71	0	8	3	0	0	63	1	0.37	0.06
Hills at Paradiso	Woodside	Rv	DTST	58	0	5	3	0	0	6	6	0.98	0.98
Piamonte at Twelve Bridges	Woodside	LI	DTMU	95	0	2	12	0	0	5	5	0.70	0.70
Ridge at Paradiso	Woodside	Rv	DTST	42	0		4	0	0	0	0	0.00	0.00
Tramonte at Twelve Bridges	Woodside	LI	DTMU	100	0	3	3	0	0	1	1	0.16	0.16
Villas at Spring Valley	Woodside	Rk	DTST	160	0	3	5	0	0	125	14	0.78	0.88
<b>TOTALS: No. Reporting:</b>	<b>47</b>	<b>Avg. Sales: 0.53</b>		<b>Traffic to Sales: 26 : 1</b>	<b>193</b>	<b>809</b>	<b>31</b>	<b>6</b>	<b>2985</b>	<b>498</b>	<b>Net: 25</b>		

City Codes: GV = Grass Valley, LI = Lincoln, Rk = Rocklin, Rv = Roseville

Yolo County				Projects				Participating : 10			In Area : 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
Riverchase	Anthem United	WS	DTMU	222	0	9	20	0	0	57	14	0.78	0.88
Adeline	DR Horton	WI	DTST	77	0	19	13	4	0	23	17	0.95	1.06
Bradford at Spring Lake	KB Home	WI	DTST	112	0		43	0	0	0	0	0.00	0.00
Grove at Spring Lake	Lennar	WI	DTST	144	0	3	17	0	0	106	12	0.97	0.75
Orchard at Spring Lake	Lennar	WI	DTST	103	0	3	26	3	0	70	14	0.98	0.88
Cannery - Tilton	Shea	Dv	DTMU	76	0	5	8	1	0	65	7	0.34	0.44
Spring Lake - Ivy	Taylor Morrison	WI	DTMU	44	0	9	1	0	0	10	5	0.22	0.31
Spring Lake - Laurel	Taylor Morrison	WI	DTMU	100	0	14	6	1	0	9	6	0.20	0.38
Spring Lake - Olive	Taylor Morrison	WI	DTMU	70	0	11	4	0	0	6	3	0.14	0.19
Cannery - Gala	The New Home Co	Dv	ATMU	120	0	2	16	2	0	41	9	0.51	0.56
<b>TOTALS: No. Reporting:</b>	<b>10</b>	<b>Avg. Sales: 1.10</b>		<b>Traffic to Sales: 14 : 1</b>	<b>75</b>	<b>154</b>	<b>11</b>	<b>0</b>	<b>387</b>	<b>87</b>	<b>Net: 11</b>		

City Codes: Dv = Davis, WI = Woodland, WS = West Sacramento

Butte County				Projects				Participating : 1			In Area : 1		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Olive Grove	DR Horton	OR	DTST	56	0	6	0	0	0	19	19	1.71	1.71
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 0 : 1</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>19</b>	<b>Net: 0</b>	

City Codes: OR = Oroville

Sutter County				Projects				Participating : 1			In Area : 1		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Pennington Ranch	KB Home	LO	DTST	97	4	3	8	2	0	73	32	2.02	2.00
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 2.00</b>		<b>Traffic to Sales: 4 : 1</b>	<b>3</b>	<b>8</b>	<b>2</b>	<b>0</b>	<b>73</b>	<b>32</b>	<b>Net: 2</b>		

City Codes: LO = Live Oak

Yuba County				Projects				Participating : 7			In Area : 7		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Orchard Glen II	Beazer	PLk	DTST	46	0	TSO	1	0	0	42	4	0.47	0.25
Brookside	Hilbers	Ms	DTST	40	0	1	10	0	0	39	12	0.61	0.75
Premier Series at Orchard	JMC	Lda	DTST	300	0	5	0	0	0	233	5	0.38	0.31
Sunhaven at The Orchard	JMC	Ms	DTST	71	0	1	4	2	0	7	7	1.63	1.63
Aspire at Wheeler Ranch	K Hovnanian	Ol	DTST	209	0	1	9	3	0	160	36	1.70	2.25
Rio Del Oro	K Hovnanian	PLk	DTST	68	4	2	30	4	0	8	8	1.30	1.30

( Yuba County ) Continued ...

# THE RYNES REPORT

Week Ending  
Sunday, April 21, 2019

Sacramento Page  
5 of: 5

Development Name	Developer	City Code	Notes	Type									
Yuba County					Projects		Participating : 7				In Area : 7		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Sonoma Ranch	Lennar	PLk	DTST		137	0	2	13	2	0	52	17	0.91
<b>TOTALS:</b> No. Reporting: 7		Avg. Sales: 1.57		Traffic to Sales: 6 : 1		12		67	11	0	541	89	Net: 11

City Codes: Lda = Linda, Ms = Marysville, Ol = Olivehurst, PLk = Plumas Lake

Sacramento			Projects		Participating : 146				In Area : 146			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS:</b> No. Reporting: 145		Avg. Sales: 0.77		Traffic to Sales: 21 : 1		643	2680	126	15	9,192	1,708	Net: 111

Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family Detached

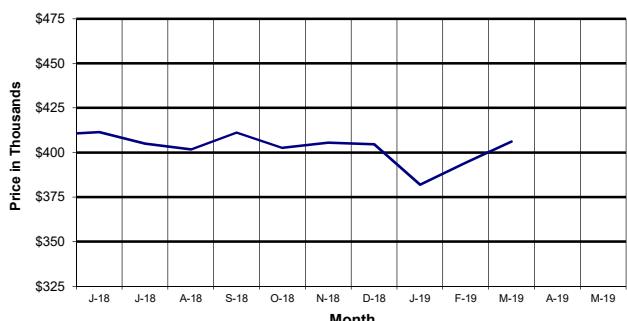
# The Ryness Company

Marketing Research Department

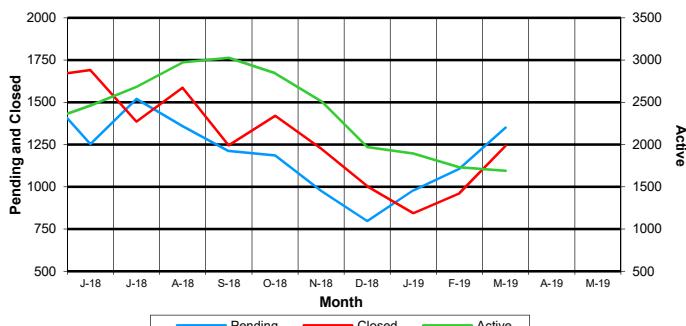
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	2,972	43	1,360	27	1,587	\$401,832
Sep-18	3,026	48	1,212	30	1,247	\$411,319
Oct-18	2,844	52	1,186	38	1,421	\$402,586
Nov-18	2,514	58	975	36	1,225	\$405,453
Dec-18	1,971	66	797	40	1,004	\$404,545
Jan-19	1,894	61	979	44	845	\$382,044
Feb-19	1,733	57	1,109	37	962	\$394,371
Mar-19	1,688	50	1,350	30	1,243	\$406,305

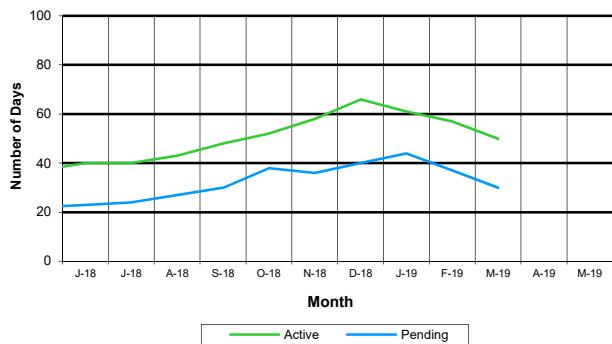
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



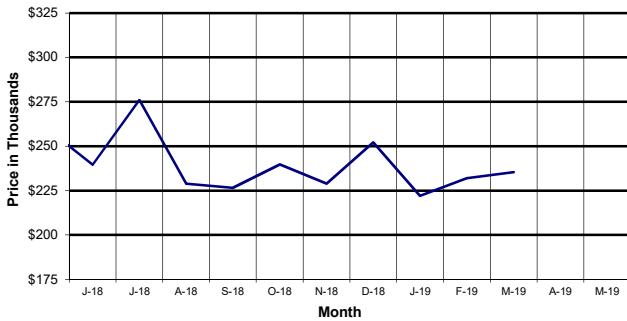
AVERAGE DAYS-ON-MARKET



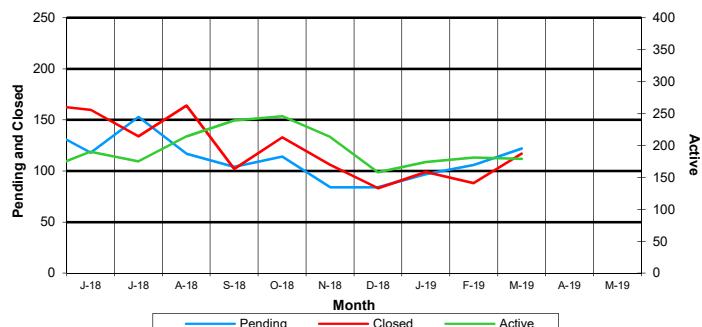
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	214	39	117	21	164	\$228,965
Sep-18	239	42	104	25	102	\$226,529
Oct-18	246	53	114	31	133	\$239,690
Nov-18	213	59	84	38	106	\$228,936
Dec-18	158	58	84	45	83	\$252,052
Jan-19	174	49	97	38	99	\$222,074
Feb-19	181	48	106	27	88	\$231,909
Mar-19	179	47	122	23	117	\$235,345

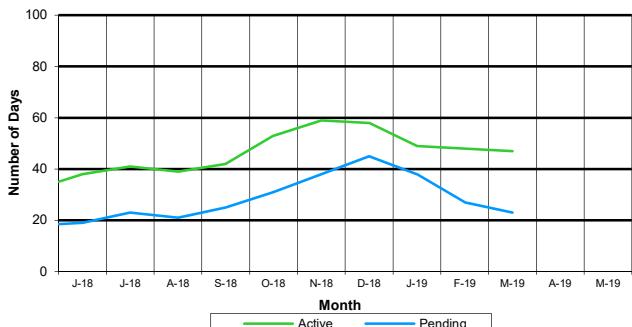
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



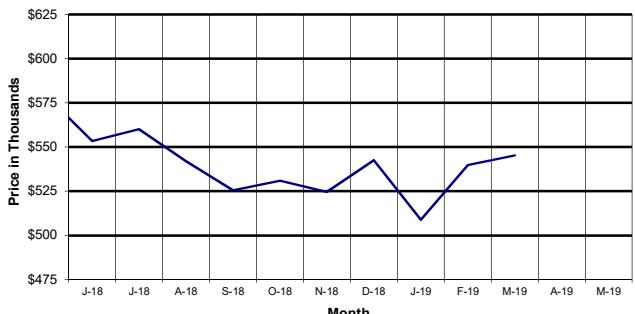
# The Ryness Company

Marketing Research Department

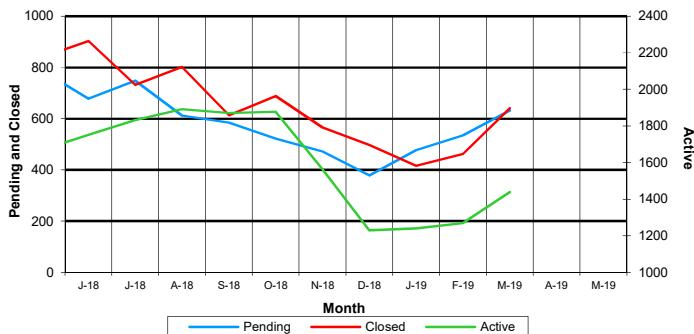
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	1,892	63	612	36	802	\$541,897
Sep-18	1,871	66	585	44	614	\$525,361
Oct-18	1,878	70	522	44	689	\$530,925
Nov-18	1,565	82	472	46	566	\$524,533
Dec-18	1,230	93	379	57	497	\$542,526
Jan-19	1,240	83	477	53	416	\$508,713
Feb-19	1,271	76	535	43	462	\$539,792
Mar-19	1,440	66	632	37	641	\$545,225

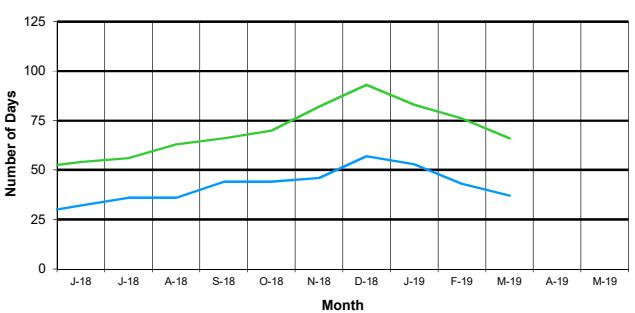
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



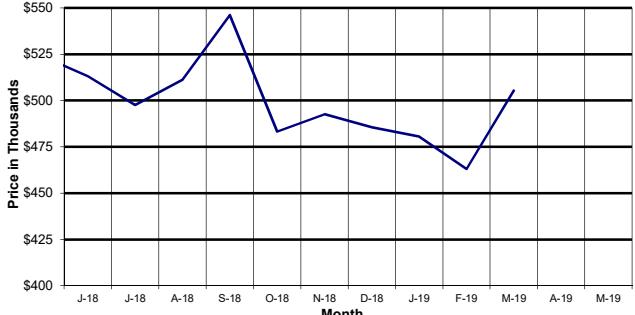
AVERAGE DAYS-ON-MARKET



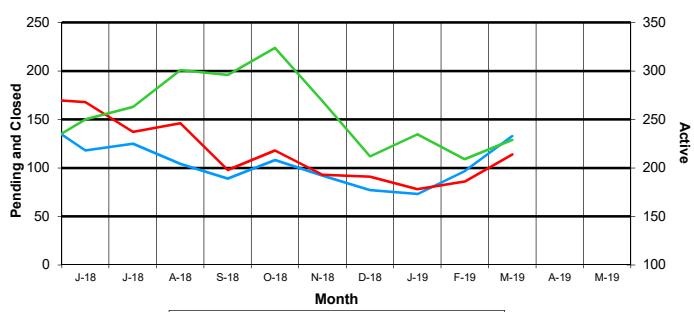
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-18	301	57	104	30	146	\$511,372
Sep-18	296	59	89	39	98	\$546,185
Oct-18	324	61	108	40	118	\$483,302
Nov-18	269	68	92	50	93	\$492,558
Dec-18	212	77	77	47	91	\$485,465
Jan-19	235	70	73	41	78	\$480,591
Feb-19	209	76	97	42	86	\$463,088
Mar-19	229	63	133	41	114	\$505,347

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

