



**Happy Holidays
from the
Ryness Company**

**Thank you for your participation
in the Ryness Report.
We wish you and your family a joyous
and safe holiday season.**

**Season Greetings!
The Ryness Company**

THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 50, Ending **December 16, 2018**

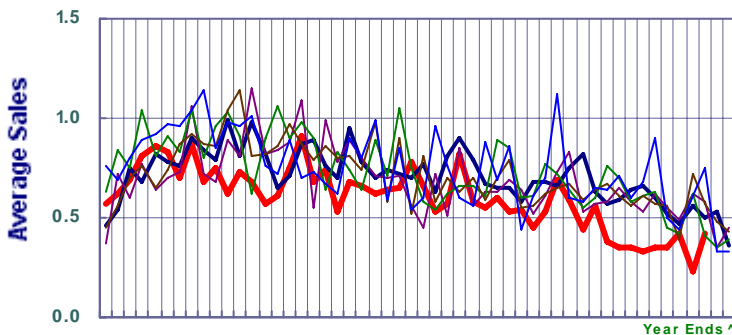
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central-North Orange		76	1,716	36	8	28	0.37	0.64	-43%	0.49	-24%
Coastal-South Orange		39	524	20	5	15	0.38	0.48	-20%	0.25	55%
Los Angeles		50	724	24	7	17	0.34	0.60	-43%	0.37	-9%
Santa Clarita / Antelope		17	298	8	1	7	0.41	0.61	-33%	0.56	-26%
Ventura		10	225	5	2	3	0.30	0.50	-40%	0.47	-36%
Santa Barbara-San Luis Obispo		11	83	5	2	3	0.27	0.45	-39%	0.38	-28%
Kern-Tulare-Kings		25	295	24	1	23	0.92	0.72	29%	0.58	58%
Current Week Totals	Traffic : Sales 32 : 1	228	3,865	122	26	96	0.42	0.59	-29%	0.43	-2%
Per Project Average			17	0.54	0.11	0.42					
Year Ago - 12/17/2017	Traffic : Sales 33 : 1	181	3,511	107	16	91	0.50	0.71	-29%	0.63	-20%
% Change		26%	10%	14%	63%	5%	-16%	-17%		-32%	

2018 LA-Orange-North Survey

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
■	2013	105	53	0.87	0.12	0.74	0.74
■	2014	143	54	0.83	0.12	0.71	0.71
■	2015	138	51	0.88	0.14	0.74	0.73
■	2016	168	42	0.82	0.13	0.69	0.68
■	2017	167	34	0.84	0.12	0.72	0.71
■	2018	199	29	0.70	0.10	0.59	0.59
% Change :		19%	-14%	-17%	-13%	-18%	-16%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.57%	4.57%
FHA	4.37%	4.37%
10 Yr Yield	2.86%	



Market Commentary

We expect November housing starts to come in below consensus, following last month's 1.5% rise to a 1.228 million unit pace. All of last month's increase came from the volatile multifamily sector, which has seen some renewed strength in recent months as apartment demand has proved to be much more resilient than had been expected this year. Single-family starts fell 1.8% in October, following a 1.0% drop the prior month. Unfortunately, we expect to see more soft data on single-family starts. Sales have slowed in recent months and the November NAHB Wells Fargo Homebuilders Index plummeted eight points during the month, with expectations for future sales plunging 10 points. New home inventories have also risen, which we believe will cause builders to hold off on speculative projects. Apartment starts were also likely negatively impacted by fires out West and heavy rain across much of the South. Existing home sales are also expected to come in well below the current consensus. We are projecting a 2.1% drop, following October's 1.4% gain. That increase followed six consecutive monthly drops. Our below consensus call in November is based off the incredibly weak pending home sales data for October, which plunged 2.6% that month. October pending sales are a measure of purchase contracts signed that month which would likely close in November and December and then be counted as an existing home sale. Data from local real estate associations strongly suggest sales weakened further in November, particularly in the West where pending home sales plunged 8.9% in October. Most of the weakness has been along the West Coast and formerly high flying parts of the Rocky Mountain States. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects		Participating : 63					In Area : 63		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Beverly at Eastwood Village	Brookfield	Ir	DTMU		80	0	8	21	0	0	31	26	0.43	0.52
Delano at Eastwood Village	Brookfield	Ir	ATMU		129	0	13	54	3	1	116	55	1.22	1.10
Legado at Portola Springs	Brookfield	Ir	DTMU		190	0	27	23	0	0	133	26	0.91	0.52
Auburn Heights	DR Horton	AH	ATMU		60	2	2	8	2	0	56	52	1.05	1.04
C2E Irvine	Intracorp	Ir	ATMU		71	6	10	13	2	0	32	32	0.78	0.78
Barcelona at Los Olivos Village	Irvine Pacific	Ir	DTMU		169	0	3	23	0	0	20	20	0.76	0.76
Como at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		85	0	1	25	1	0	50	35	0.82	0.70
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		123	0	4	18	0	0	39	24	0.64	0.48
Marin at Eastwood Village	Irvine Pacific	Ir	DTMU		325	0	3	20	0	0	284	84	1.92	1.68
Piedmont at Eastwood Village	Irvine Pacific	Ir	DTMU		209	0	1	10	1	0	207	47	1.44	0.94
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		135	0	2	21	0	0	41	26	0.67	0.52
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		95	0	3	41	0	0	27	24	0.44	0.48
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		149	0	2	23	1	0	56	31	0.92	0.62
Deco at Cadence Park	K Hovnanian	Ir	SFD		93	0	4	9	1	1	29	29	0.82	0.82
Elderberry at Portola Springs	KB Home	Ir	DTMU		68	0	3	18	0	0	43	28	0.62	0.56
Prado at Cadence Park	KB Home	Ir	ATT		87	0	2	24	0	0	10	10	0.65	0.65
Adagio at Cadence park	Lennar	Ir	DTMU		53	0	1	59	0	0	41	41	1.07	1.07
Aldea at Travata	Lennar	Ir	AASF		105	0	2	10	0	0	10	10	0.27	0.27
Aurora at Altair Irvine	Lennar	Ir	DTMU		82	0	3	15	0	0	50	29	0.68	0.58
Cantata at Cadence Park	Lennar	Ir	DTMU		67	0	4	59	0	0	20	20	0.52	0.52
Capella at Cadence Park	Lennar	Ir	DTMU		62	0	5	59	0	0	10	10	0.26	0.26
Castillo at Travata	Lennar	Ir	DTMU		77	0	4	25	0	0	47	44	0.90	0.88
Celestial at Altair Irvine	Lennar	Ir	DTMU		86	0	3	11	0	0	37	17	0.50	0.34
Chorus at Cadence Park	Lennar	Ir	ATMU		56	0	3	59	0	0	34	34	1.20	1.20
Crescendo at Cadence Park	Lennar	Ir	DTMU		63	0	3	59	1	0	6	6	0.16	0.16
Eclipse at Altair Irvine	Lennar	Ir	DTMU		79	0	2	11	1	0	53	25	0.72	0.50
Encore at Cadence Park	Lennar	Ir	DTMU		106	0	3	59	0	0	24	24	0.62	0.62
Hudson at Central Park West	Lennar	Ir	ATMU		176	0	3	33	1	1	105	105	2.21	2.21
Lumiere	Lennar	Ir	DTMU		79	0	5	27	0	0	34	34	0.57	0.68
Marcato at Cadence Park	Lennar	Ir	DTMU		48	3	4	59	1	0	30	30	0.78	0.78
Obsidian at Parasol Park	Lennar	Ir	ATMU		77	0	4	14	0	0	69	23	0.66	0.46
Palencia at Travata	Lennar	Ir	DTMU		61	0	1	29	0	0	24	22	0.43	0.44
Serenade at Cadence Park	Lennar	Ir	DTMU		46	3	4	59	1	0	23	23	0.60	0.60
Solstice at Altair Irvine	Lennar	Ir	DTMU		65	0	3	15	0	0	47	28	0.64	0.56
Starlight at Altair Irvine	Lennar	Ir	DTMU		91	0	6	28	0	1	39	19	0.53	0.38
Tribeca at Central Park West	Lennar	Ir	ATMU		120	0	6	33	0	0	64	44	0.79	0.88
Windchime at Parasol Park	Lennar	Ir	ATMU		118	0	3	0	0	0	112	44	1.28	0.88
Irving House	MBK	Or	DTMU		25	0	1	7	0	0	24	14	0.35	0.28
Tapestry Walk	Olson	An	ATMU		120	0	4	10	1	0	108	56	1.38	1.12
Ventana Walk	Olson	SA	ATMU		62	0	S/O	1	0	0	62	20	0.87	0.40
Greenleaf	Pinnacle	GG	ATT		17	0	4	10	0	0	5	5	0.23	0.23
Duet at Cadence Park	Pulte	Ir	SFD		96	0	3	5	0	0	24	24	1.37	1.37
Avila at Eastwood Village	Richmond American	Ir	DTMU		83	0	3	16	0	0	58	35	0.83	0.70
Cabaletta at Cadence Park	Richmond American	Ir	ATT		70	0	8	17	1	0	6	6	0.21	0.21
Juniper at Portola Springs	Richmond American	Ir	DTMU		109	0	5	11	0	0	62	27	0.68	0.54
Artisan at South Coast	Shea	SA	DTMU		42	0	7	11	0	0	7	7	0.29	0.29
Padova at Orchid Hills	Shea	Ir	DTMU		70	0	1	28	1	1	64	36	0.73	0.72
Avery at The Grove	Taylor Morrison	SA	DTMU		22	0	7	12	0	0	0	0	0.00	0.00
Muse at Cadence Park	Taylor Morrison	Ir	ATMU		70	0	15	6	0	0	21	21	0.74	0.74

Development Name	Developer	City Code	Notes	Type										
Central Orange Continued ...					Projects Participating : 63						In Area : 63			
					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
Vintage at Old town	Taylor Morrison	Ts		ATMU	140	0	2	22	1	0	4	4	1.65	1.65
Lucca at Orchard Hills	The New Home Co	Ir		DTMU	40	0	1	13	1	0	39	28	0.51	0.56
Marywood Hills	The New Home Co	Or		DTMU	40	2	6	16	0	0	3	3	0.09	0.09
Morro at Eastwood Village	The New Home Co	Ir		DTMU	81	0	7	19	0	0	30	20	0.43	0.40
Alston	TRI Pointe	An		DTMU	75	0	1	4	1	0	74	51	0.90	1.02
Lyric at Cadence Park	TRI Pointe	Ir		DTMU	70	0	15	15	0	0	15	15	0.39	0.39
Sterling at Parasol Park	TRI Pointe	Ir		ATMU	96	0	1	2	0	0	95	20	1.07	0.40
StrataPointe	TRI Pointe	BP		ATMU	149	0	13	6	0	0	136	58	1.50	1.16
Varenna	TRI Pointe	Ir	Update	DTMU	135	0	9	16	0	0	80	27	0.64	0.54
Lewis + Mason	Trumark	An		ATT	153	0	17	17	1	0	37	37	2.98	2.98
Magnolia Park I and II	Van Daele	An		SFD	53	0	13	27	1	0	29	29	1.02	1.02
Calistoga at Eastwood	William Lyon	Ir		DTMU	60	0	3	10	0	0	57	1	0.44	0.02
Calistoga II at Eastwood	William Lyon	Ir		DTMU	24	0	2	10	1	1	20	20	0.42	0.42
Flora Park	William Lyon	Cy		AASF	244	3	2	54	5	0	120	120	3.39	3.39
TOTALS: No. Reporting:		63	Avg. Sales: 0.38		Traffic to Sales: 48 : 1		310	1439	30	6	3233	1865	Net:	24

City Codes: AH = Anaheim Hills, An = Anaheim, BP = Buena Park, Cy = Cypress, GG = Garden Grove, Ir = Irvine, Or = Orange, SA = Santa Ana, Ts = Tustin

North Orange					Projects Participating : 6						In Area : 6				
					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	
Newbury	Brandywine	YL	DTMU	15	0	4	13	0	0	11	11	0.24	0.24		
Portarosa	Lennar	Br	ATMU	103	3	4	15	1	0	91	33	1.21	0.66		
Portola Walk	Olson	LH	ATT	50	0	6	24	2	0	8	8	0.77	0.77		
Skylark	Shea	LH	ATMU	32	0	3	9	0	0	3	3	0.13	0.13		
Wedgewood	Shea	YL	DTMU	22	0		27	0	0	0	0	0.00	0.00		
Agave at La Floresta	The New Home Co	Br	AAAT	80	0	8	11	0	0	27	25	0.44	0.50		
TOTALS: No. Reporting: 6					Avg. Sales: 0.50		Traffic to Sales: 33 : 1		25	99	3	0	140	80	Net: 3

City Codes: Br = Brea, LH = La Habra, YL = Yorba Linda

North Coastal Orange					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		
Aura	DeNova	CM	DTMU	33	0	7	6	1	0	26	17	0.36	0.34			
Elara	DeNova	CM	UpdateDTMU	56	0	9	23	0	0	21	21	0.58	0.58			
Place, The	Intracorp	CM	DTMU	42	3	7	10	0	0	14	14	0.36	0.36			
Ebb Tide	MBK	NB	DTMU	81	0	7	10	0	1	74	34	0.93	0.68			
17 West Live/Work	Meritage	CM	UpdateATMU	89	0	10	5	0	0	43	35	0.59	0.70			
17 West Lofts	Meritage	CM	ATMU	46	0	18	5	0	1	25	14	0.35	0.28			
Parkside Estates	Shea	HB	DTMU	111	0	2	119	2	0	16	16	0.71	0.71			
TOTALS: No. Reporting: 7					Avg. Sales: 0.14		Traffic to Sales: 59 : 1		60	178	3	2	219	151	Net: 1	

City Codes: CM = Costa Mesa, HB = Huntington Beach, NB = Newport Beach

South Coastal Orange					Projects		Participating : 6				In Area : 6			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aqua Sea Summit	Taylor Morrison	SCI		DTMU	127	0	4	5	0	0	123	42	0.69	0.84
Azure Sea Summit	Taylor Morrison	SCI		DTMU	81	0	4	4	0	0	60	19	0.37	0.38
Indigo Sea Summit	Taylor Morrison	SCI		DTMU	24	0	2	2	0	0	18	7	0.15	0.14
Sapphire Sea Summit	Taylor Morrison	SCI		DTMU	77	0	3	8	0	0	66	18	0.41	0.36
Grand Monarch	William Lyon	DA		ATMU	37	0	3	5	0	0	18	3	0.09	0.06

(South Coastal Orange) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Coastal Orange					Projects				Participating : 6				In Area : 6	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
South Cove	Zephyr	DA	ATMU		168	0	2	25	1	0	49	43	0.94	0.86
TOTALS: No. Reporting:		6	Avg. Sales: 0.17		Traffic to Sales: 49 : 1			18	49	1	0	334	132	Net: 1

City Codes: DA = Dana Point, SCL = San Clemente

South Inland Orange					Projects				Participating : 33				In Area : 33	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Oaks, The	Baldwin and Sons	Lfo	DTMU		304	0	29	54	0	0	61	19	0.34	0.38
Christopher Homes at Ladera Ranch	Christopher	LR	DTMU		36	0	1	7	0	0	35	28	0.48	0.56
Highmark at Ironridge	KB Home	Lfo	DTMU		83	0	1	30	0	0	28	25	0.54	0.50
Brookhaven	Landsea	Lfo	DTMU		80	0	15	25	0	2	20	17	0.35	0.34
Copperleaf/Silveroak at IronRidge	Landsea	Lfo	New ATMU		251	0	TSO	47	7	0	7	7	16.33	16.33
Sagebluff	Landsea	Lfo	DTMU		64	0	6	22	0	0	39	29	0.61	0.58
Windstone	Landsea	Lfo	DTMU		85	0	15	26	0	0	29	22	0.46	0.44
Avant at Esencia	Lennar	RMV	SFD		105	3	3	20	2	0	31	31	0.53	0.62
Avocet at Esencia	Lennar	RMV	DTMU		95	0	3	2	0	0	86	19	0.51	0.38
Citron at Esencia	Lennar	RMV	DTMU		120	0	3	0	0	0	114	26	0.73	0.52
Heirloom at Esencia	Lennar	RMV	DTMU		86	0	1	0	1	0	84	15	0.46	0.30
Iris at Esencia	Lennar	RMV	DTMU		94	0	3	13	1	0	65	27	0.60	0.54
Skyridge	Lennar	MJ	DTMU		84	0	1	0	0	0	83	13	0.68	0.26
Vivaz at Esencia	Lennar	RMV	DTMU		79	0	2	11	0	0	42	36	0.75	0.72
Veranda	MBK	RMV	ATMU		86	0	18	13	0	0	68	29	0.59	0.58
Modena at Esencia	Meritage	RMV	ATT		118	0	4	20	2	2	38	25	0.55	0.50
Sage at Esencia	Meritage	RMV	ATMU		125	0	2	0	0	0	123	29	1.05	0.58
Alondra	Shea	RMV	DTMU		121	0	2	11	0	0	102	35	0.58	0.70
Bristol at Baker Ranch	Shea	Lfo	DTMU		85	0	3	35	0	0	52	52	1.10	1.10
Cortesa	Shea	RMV	DTMU		135	0	3	12	0	0	96	17	0.55	0.34
Rowe	Shea	Lfo	ATMU		228	0	2	1	0	0	217	38	1.22	0.76
Cove at Pacifica San Juan	Taylor Morrison	SJC	ATMU		70	0	3	8	0	0	37	37	0.78	0.78
Azure at Esencia	The New Home Co	RMV	ATMU		80	0	9	15	2	1	64	58	1.12	1.16
Cobalt at Esencia	The New Home Co	RMV	ATMU		72	0	7	15	0	0	21	17	0.37	0.34
Sky Ranch at Covenant Hills	The New Home Co	LR	DTMU		28	0	3	53	1	0	14	14	0.69	0.69
Topaz at Esencia	The New Home Co	RMV	DTMU		56	0	6	12	0	0	9	9	0.24	0.24
Aria at Esencia	TRI Pointe	RMV	DTMU		151	0	5	2	0	0	146	31	0.86	0.62
Viridian	TRI Pointe	RMV	DTMU		72	0	11	6	0	0	30	30	0.95	0.95
Canopy at Esencia	Warmington	RMV	DTMU		97	0	1	1	0	0	96	27	0.82	0.54
Artisan	William Lyon	LR	DTMU		14	0	3	0	0	0	10	1	0.05	0.02
Artisan II	William Lyon	LR	DTMU		15	0		0	0	0	0	0	0.00	0.00
Briosa	William Lyon	RMV	DTMU		50	0	1	6	2	0	39	21	0.33	0.42
Reverie at Esencia	William Lyon	RMV	DTMU		118	3	4	8	1	0	35	35	0.79	0.79
TOTALS: No. Reporting:		33	Avg. Sales: 0.42		Traffic to Sales: 25 : 1			170	475	19	5	1921	819	Net: 14

City Codes: Lfo = Lake Forest, LR = Ladera Ranch, MJ = Mission Viejo, RMV = Rancho Mission Viejo, SJC = San Juan Capistrano

San Gabriel Valley					Projects				Participating : 1				In Area : 1	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Pacific Villas	Williams	BP	SFD		47	0	12	18	0	0	30	30	0.93	0.93
TOTALS: No. Reporting:		1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1			12	18	0	0	30	30	Net: 0

City Codes: BP = Baldwin Park

Continued ...

Development Name	Developer	City Code	Notes	Type										
Northeast Los Angeles					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
E.R.B.	Warmington	LA	DTMU		45	0	2	13	0	0	31	21	0.55	0.42
Coolidge Place	Watt	LA	SFD		30	0		2	0	0	0	0	0.00	0.00
Bridewell	Williams	HP	DTMU		9	0	6	6	1	0	3	3	0.11	0.11
Echo Two Four	Williams	HP	ATMU		24	0	15	9	1	0	9	9	0.23	0.23
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 15 : 1		23	30	2	0	43	33	Net: 2		

City Codes: HP = Highland Park, LA = Los Angeles

West Los Angeles				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
Collection at Playa Vista	Brookfield	PVst	ATMU	66	0	17	11	0	0	33	23	0.42	0.46
Jewel at Playa Vista	Brookfield	PVst	DTMU	14	0	3	8	0	0	11	4	0.11	0.08
Ashton on Lanark	Meritage	Wa	SFD	7	0		1	0	0	0	0	0.00	0.00
Seabluff	The New Home Co	PVst	ATT	75	0	11	24	2	0	33	33	0.78	0.78
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 22 : 1		31	44	2	0	77	60	Net:	2

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles				Projects Participating : 8							In Area : 8		
				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
Riverdale	Brandywine	LB	SFD	131	0	2	18	0	0	129	81	1.95	1.62
Pacific Landing	DR Horton	EIS	DTMU	24	0	3	2	0	0	6	6	0.26	0.26
Waypointe	DR Horton	EIS	ATT	34	0	5	4	0	0	4	4	0.32	0.32
Crescent Square	Far West Industries	SH	DTMU	25	0	4	22	0	1	21	21	0.27	0.42
Edgemont	KB Home	Com	SFD	62	0	3	24	2	1	12	12	1.15	1.15
Magnolia Walk	Olson	WBK	SFD	94	0	TSO	34	0	0	54	54	1.97	1.97
Pacific Bougainvillea	Pacific	Tor	SFD	63	0	5	22	0	0	18	13	0.29	0.26
Asher Pointe	Watt	GRD	DTMU	21	0	2	12	0	1	9	9	0.24	0.24
TOTALS: No. Reporting: 8		Avg. Sales: -0.13		Traffic to Sales: 69 : 1		24	138	2	3	253	200	Net:	-1

City Codes: Com = Compton, EIS = El Segundo, GRD = Gardena, LB = Long Beach, SH = Signal Hill, Tor = Torrance, WBK = Willowbrook

San Fernando Valley					Projects Participating : 13							In Area : 13		
					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
Bristol at Northpointe	DR Horton	WH	DTMU	47	0	3	2	0	0	39	39	0.74	0.78	
Hampton at Northpointe	DR Horton	WH	DTMU	32	0	4	3	0	0	21	21	0.69	0.69	
Kingston at Northpointe	DR Horton	WH	DTMU	11	0	1	2	0	0	7	7	0.23	0.23	
Monroe at Hazeltine	Etco Homes	VN	DTMU	24	0	2	2	0	0	6	6	0.16	0.16	
Brighton	KB Home	VN	SFD	58	0	4	16	0	1	20	20	0.99	0.99	
Sagecrest	KB Home	LVT	New DTMU	65	0		40	0	0	0	0	0.00	0.00	
Vesper Village	Richmond American	PC	DTMU	25	0	5	3	0	0	0	0	0.00	0.00	
District at Northridge	Shea	Nor	ATMU	153	0	3	28	0	0	126	65	0.94	1.30	
Avanti	The New Home Co	CS	ATMU	72	0	6	9	2	0	66	21	0.45	0.42	
Glen, The	Warmington	VG	ATMU	63	3	4	18	1	0	49	19	0.75	0.38	
Entrada at Sylmar	Watt	Syl	SFD	20	0	1	5	0	0	2	2	0.06	0.06	
Palmilla	Williams	Syl	SFD	12	0	6	1	0	0	6	6	0.22	0.22	
Tovara West	Williams	Syl	ATMU	125	0	14	10	1	0	27	27	1.15	1.15	
TOTALS: No. Reporting:		13	Avg. Sales: 0.23		Traffic to Sales: 35 : 1		53	139	4	1	369	233	Net:	3

City Codes: CS = Calabasas, LVT = Lake View Terrace, Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

Continued ...

Development Name	Developer	City Code	Notes	Type										
East San Gabriel					Projects				Participating : 15				In Area : 15	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Bradbury	Brandywine	LAP	SFD		45	0	TSO	28	1	0	16	16	0.58	0.58
Citrus + Palm at Rosedale	Brookfield	Az	ATMU		112	0	7	69	1	0	105	105	2.26	2.26
Barcelona	Crestwood	Po	SFD		36	0	7	22	2	0	22	22	0.63	0.63
Motif at Glendora Place	DR Horton	GLD	ATMU		106	0	2	2	1	0	98	56	1.11	1.12
Avendale at Phillips Ranch	Lennar	Po	DTMU		56	0	3	25	0	0	21	21	0.56	0.56
Crossings at Phillips Ranch	Lennar	Po	DTMU		68	0	4	25	0	0	20	20	0.53	0.53
South Pointe	Lennar	DB	DTMU		99	0	1	38	1	0	77	34	0.86	0.68
Citrus Promenade	Meritage	COV	ATMU		117	3	4	38	3	1	8	8	0.77	0.77
Manzanita Walk	Olson	HAH	ATT		21	0	13	21	0	0	5	5	0.53	0.53
Metro Walk	Olson	Az	ATMU		30	0	1	12	0	0	29	29	0.65	0.65
Grove, The	Richmond American	Po	SFD		123	0	1	2	1	0	116	61	1.24	1.22
Moreton Place	Watt	GLD	DTST		40	0	3	9	0	0	4	4	0.16	0.16
La Colina Estates	William Lyon	GLD	DTMU		121	0	3	7	0	0	40	8	0.21	0.16
Meadow Park	William Lyon	CL	ATMU		95	3	4	4	1	0	35	20	0.36	0.40
Senna	Williams	Az	ATT		70	0	2	7	0	0	68	34	0.71	0.68
TOTALS: No. Reporting: 15					Avg. Sales: 0.67				Traffic to Sales: 28 : 1				55 309 11 1 664 443 Net: 10	

City Codes: Az = Azusa, CL = Claremont, COV = Covina, DB = Diamond Bar, GLD = Glendora, HAH = Hacienda Heights, LAP = La Puente, Po = Pomona

West San Gabriel					Projects				Participating : 2				In Area : 2	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Union Walk	Olson	ELM	ATMU		62	0	6	18	0	0	56	34	0.87	0.68
VuePointe	TRI Pointe	ELM	ATMU		102	0	7	8	1	1	95	42	1.31	0.84
TOTALS: No. Reporting: 2					Avg. Sales: 0.00				Traffic to Sales: 26 : 1				13 26 1 1 151 76 Net: 0	

City Codes: ELM = El Monte

Southeast Los Angeles					Projects				Participating : 2				In Area : 2	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Corte Bella	Ventana	BLF	ATMU		30	0	5	10	1	1	10	10	0.23	0.23
Garden House	Ventana	BLF	ATMU		24	0	4	10	0	0	13	13	0.29	0.29
TOTALS: No. Reporting: 2					Avg. Sales: 0.00				Traffic to Sales: 20 : 1				9 20 1 1 23 23 Net: 0	

City Codes: BLF = Bellflower

East Los Angeles					Projects				Participating : 1				In Area : 1	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Olive Walk	Olson	LM	ATT		33	0	S/O	0	1	0	33	23	0.60	0.46
TOTALS: No. Reporting: 1					Avg. Sales: 1.00				Traffic to Sales: 0 : 1				0 0 1 0 33 23 Net: 1	

City Codes: LM = La Mirada

Santa Clarita Valley					Projects				Participating : 14				In Area : 14	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Brighton at Five Knolls	Brookfield	SC	DTMU		82	0	1	7	0	0	81	12	0.48	0.24
Highglen at Five Knolls	Brookfield	SC	DTMU		60	0	5	6	0	0	55	23	0.33	0.46
Eagle Crest	Frontier	La	DTMU		43	0	10	16	1	1	24	24	0.50	0.50
Galloway at Five Knolls	Lennar	SC	AASF		140	0	3	18	0	0	16	16	0.46	0.46
Arista of Aliento	Pardee	SC	DTMU		112	0	13	18	0	0	70	31	0.73	0.62
Cresta at Aliento	Pardee	SC	DTMU		67	0	15	23	1	0	22	22	0.57	0.57

(Santa Clarita Valley) Continued ...

Development Name	Developer	City Code	Notes	Type											
Santa Clarita Valley Continued ...					Projects				Participating : 14				In Area : 14		
					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	
Lyra at Skyline Ranch	Pardee	SC	DTMU		84	0	11	45	0	0	9	9	1.40	1.40	
Sola at Skyline Ranch	Pardee	SC	DTMU		73	0	13	49	1	0	15	15	2.33	2.33	
Verano	Pardee	SC	AASF		95	0	15	6	0	0	43	26	0.54	0.52	
Celestia at Skyline	TRI Pointe	SC	DTMU		72	0	10	29	0	0	10	10	1.56	1.56	
Lucera at Aliento	TRI Pointe	SC	DTMU		67	0	4	0	1	0	63	34	0.65	0.68	
Mystral at Skyline	TRI Pointe	SC	DTMU		78	6	13	19	1	0	6	6	0.93	0.93	
Paloma at West Creek	TRI Pointe	SC	ATMU		155	0	14	11	2	0	60	60	1.38	1.38	
Tierno at Aliento	TRI Pointe	SC	DTMU		121	0	9	14	0	0	64	28	0.66	0.56	
TOTALS: No. Reporting:		14	Avg. Sales: 0.43		Traffic to Sales: 37 : 1		136	261	7	1	538	316	Net:	6	

City Codes: La = Lancaster, SC = Santa Clarita

Antelope Valley				Projects Participating : 3							In Area : 3		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Sunset Landing	Beazer	La	SFD	143	0	15	11	0	0	60	32	0.64	0.64
Dorado Skies II	KB Home	La	SFD	79	0	4	13	0	0	47	47	1.13	1.13
Pacific Magnolia	Pacific	Plmd	SFD	40	3	4	13	1	0	11	11	0.48	0.48
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 37 : 1		23	37	1	0	118	90	Net: 1

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura				Projects Participating : 4							In Area : 6		
				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
Pinnacle at Wood Ranch	Century	SV	ATMU	37	0	1	22	1	0	15	15	0.43	0.43
Walnut Glen	DR Horton	SV	DTMU	18	0	1	1	0	0	17	14	0.32	0.28
Arroyo Vista at the Woodlands	KB Home	SV	DTMU	108	0	3	9	0	1	64	37	0.41	0.74
Westerly	Landsea	SV	ATMU	211	0	17	34	1	0	43	43	1.46	1.46
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 33 : 1		22	66	2	1	139	109	Net: 1

City Codes: SV = Simi Valley

West Ventura				Projects Participating : 6							In Area : 8			
				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	
Mariposa at Springville	KB Home	Cm	ATMU	130	4	4	16	1	0	59	53	1.05	1.06	
Barcelo at Solana Heights	Lennar	Ve	DTMU	59	0	3	11	0	0	45	20	0.57	0.40	
Anacapa at The Farm	Williams	Ve	ATT	32	0	5	33	0	0	27	14	0.37	0.28	
Olivas at The Farm	Williams	Ve	SFD	70	0	8	33	0	0	45	28	0.62	0.56	
Sespe at The Farm	Williams	Ve	SFD	25	0	4	33	2	1	19	15	0.26	0.30	
Topa Topa at The Farm	Williams	Ve	SFD	36	0	3	33	0	0	33	14	0.46	0.28	
TOTALS: No. Reporting: 6				Avg. Sales: 0.33		Traffic to Sales: 53 : 1		27	159	3	1	228	144	Net: 2

City Codes: Cm = Camarillo, Ve = Ventura

San Luis Obispo					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
Arroyos at Righetti Ranch		Williams	SLO	DTMU	52	0	21	10	1	0	8	8	0.52	0.52
Paseos at Righetti Ranch		Williams	SLO	DTMU	33	0	8	10	0	0	4	4	0.26	0.26
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 20 : 1		29	20	1	0	12	12	Net:	1

City Codes: SLO = San Luis Obispo

Continued ...

Development Name	Developer	City Code	Notes	Type										
Santa Barbara					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
Winslowe	City Ventures	Ga	ATMU		175	0	2	7	0	0	35	35	1.00	1.00
Los Carneros	Comstock Homes	Ga	DTMU		233	0	4	12	2	2	215	45	1.45	0.90
Amarena at Tree Farm	Lennar	Ga	DTMU		15	2	2	4	1	0	5	5	0.15	0.15
Limone at Tree Farm	Lennar	Ga	DTMU		18	0	2	5	0	0	9	9	0.28	0.28
Mela at Tree Farm	Lennar	Ga	ATMU		30	0	2	7	0	0	16	6	0.21	0.12
Oliva at Tree Farm	Lennar	Ga	ATT		24	1	1	5	1	0	19	19	0.48	0.48
Pera at Tree Farm	Lennar	Ga	DTMU		43	0	14	9	0	0	19	3	0.25	0.06
Shea Homes at Rice Ranch	Shea	Orct	ATMU		114	0	3	10	0	0	39	19	0.45	0.38
Gardens	Williams	SMRA	DTMU		126	0	20	4	0	0	92	48	1.08	0.96
TOTALS: No. Reporting:		9	Avg. Sales: 0.22		Traffic to Sales: 16 : 1			50	63	4	2	449	189	Net: 2

City Codes: Ga = Santa Barbara, Ga = Goleta, Orct = Orcutt, SMRA = Santa Maria

Desert					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		
Asher Ranch II					73	0	2	12	0	0	35	35	0.73	0.73		
TOTALS: No. Reporting: 1					Avg. Sales: 0.00		Traffic to Sales: 0 : 1		2	12	0	0	35	35	Net: 0	

City Codes: RD = Rosamond

Kern					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
Sera Vista	DR Horton	BAK	SFD	79	4	4	17	3	0	45	45	1.14	1.14
Aspire at Union Village	K Hovnanian	BAK	SFD	153	0	3	7	1	0	36	36	1.27	1.27
Westwind	Legacy	BAK	DTMU	159	0	3	20	0	0	87	19	0.37	0.38
California at Ashe Meadows	Lennar	BAK	SFD	46	0	3	1	1	0	6	6	0.42	0.42
Chateau at Ashe Meadows	Lennar	BAK	SFD	40	0	3	10	0	0	6	6	0.64	0.64
Gossamer Grove Savannah	Lennar	SHA	SFD	78	3	3	6	2	0	39	39	1.10	1.10
Gossamer Grove Skye	Lennar	SHA	SFD	100	0	2	5	0	0	62	62	1.23	1.24
Gossamer Grove Tract 6773	Lennar	BAK	SFD	76	0	3	0	0	0	63	42	0.72	0.84
Skye at Ashe Meadows	Lennar	BAK	SFD	157	0	2	3	0	0	10	10	0.65	0.65
Northampton	Woodside	BAK	SFD	150	0	2	8	0	0	103	23	0.62	0.46
TOTALS: No. Reporting:		10	Avg. Sales: 0.70		Traffic to Sales: 11 : 1		28	77	7	0	457	288	Net: 7

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings					Projects				Participating : 14				In Area : 14	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Arbor Trail	DR Horton	Vi	SFD		77	0	2	30	2	1	25	25	0.76	0.76
Laurel Heights	DR Horton	Vi	DTMU		54	0		9	0	0	0	0	0.00	0.00
Montecito	DR Horton	TU	SFD		189	3	4	4	1	0	43	23	0.62	0.46
Orchard Walk	DR Horton	Vi	DTMU		52	3	2	49	3	0	4	4	1.65	1.65
Quail Creek	DR Horton	TU	SFD		77	0	2	7	1	0	64	39	0.77	0.78
River Run	DR Horton	Vi	SFD		55	0	4	15	0	0	11	11	0.58	0.58
Wood Ranch	DR Horton	Vi	SFD		80	3	4	30	2	0	73	28	0.76	0.56
Cambridge at Legacy	Lennar	Hf	DTMU		79	0	4	6	0	0	73	6	0.64	0.12
Cambridge at Silver Oaks	Lennar	Vi	DTMU		85	0	TSO	7	0	0	81	0	0.59	0.00
Cambridge at Silver Oaks II	Lennar	Vi	DTMU		90	3	4	7	2	0	70	66	1.16	1.32
Chateau at The Vistas VI	Lennar	Vi	DTMU		94	3	5	11	2	0	50	50	1.13	1.13
Legacy 2 Cambridge	Lennar	Hf	SFD		62	3	4	6	2	0	39	39	0.92	0.92

(Tulare/Kings) Continued ...

THE RYNESS REPORT

Week Ending
Sunday, December 16, 2018

LA-Orange-North Page 8 of: 8

Development Name	Developer	City Code	Notes	Type										
Tulare/Kings Continued ...					Projects Participating : 14						In Area : 14			
					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
Windmills Cambridge Collection	Lennar	TU	SFD		42	0	2	7	2	0	22	22	0.70	0.70
Ridge Creek	Woodside	DI	SFD		170	0	2	18	0	0	27	27	0.65	0.65
TOTALS: No. Reporting:		14	Avg. Sales: 1.14		Traffic to Sales: 12 : 1			39	206	17	1	582	340	Net: 16

City Codes: DI = Dinuba, Hf = Hanford, TU = Tulare, Vi = Visalia

LA-Orange-North				Projects Participating : 228					In Area : 232			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 228		Avg. Sales: 0.42		Traffic to Sales: 32 : 1		1,159	3865	122	26	10,048	5,691	Net: 96

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 REPORT

The Ryness Company Marketing Research Department

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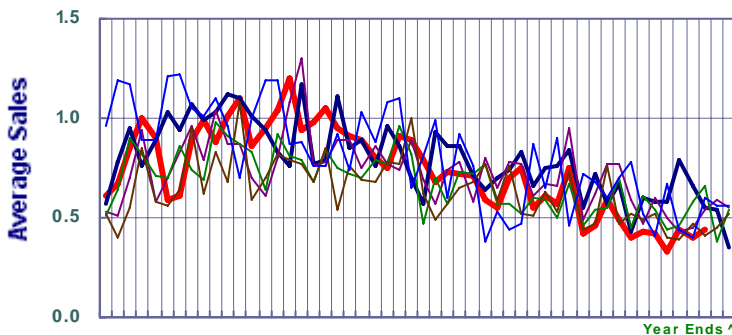
For Week 50, Ending **December 16, 2018**

Inland Empire

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
Central-North Central Riverside		29	767	25	5	20	0.69	0.95	-27%	0.69	0%
Desert Riverside		4	42	1	0	1	0.25	0.69	-64%	0.50	-50%
Murrieta - Temecula		24	347	15	4	11	0.46	0.64	-28%	0.39	17%
Northwest Riverside		35	1,368	19	7	12	0.34	0.68	-49%	0.53	-35%
South Riverside		47	611	23	5	18	0.38	0.58	-34%	0.37	3%
Central-East San Bernardino		15	362	4	1	3	0.20	0.66	-70%	0.39	-49%
Desert San Bernardino		6	88	5	0	5	0.83	0.69	20%	0.46	81%
NW-SW San Bernardino		43	1,383	24	4	20	0.47	0.77	-39%	0.51	-8%
Current Week Totals	Traffic : Sales 43 : 1	203	4,968	116	26	90	0.44	0.70	-37%	0.48	-8%
Per Project Average			24	0.57	0.13	0.44					
Year Ago - 12/17/2017	Traffic : Sales 35 : 1	129	2,914	84	13	71	0.55	0.80	-31%	0.66	-16%
% Change		57%	70%	38%	100%	27%	-19%	-12%		-26%	

2018 Inland Empire Survey

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
■	2013	68	36	1.01	0.19	0.82	0.81
■	2014	75	35	0.85	0.21	0.64	0.63
■	2015	115	36	0.84	0.17	0.67	0.67
■	2016	138	33	0.89	0.17	0.73	0.72
■	2017	134	33	0.97	0.16	0.81	0.79
■	2018	157	34	0.88	0.17	0.70	0.70
% Change :		17%	3%	-10%	5%	-13%	-11%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.57%	4.57%
FHA	4.37%	4.37%
10 Yr Yield	2.86%	



Market Commentary

We expect November housing starts to come in below consensus, following last month's 1.5% rise to a 1.228 million unit pace. All of last month's increase came from the volatile multifamily sector, which has seen some renewed strength in recent months as apartment demand has proved to be much more resilient than had been expected this year. Single-family starts fell 1.8% in October, following a 1.0% drop the prior month. Unfortunately, we expect to see more soft data on single-family starts. Sales have slowed in recent months and the November NAHB Wells Fargo Homebuilders Index plummeted eight points during the month, with expectations for future sales plunging 10 points. New home inventories have also risen, which we believe will cause builders to hold off on speculative projects. Apartment starts were also likely negatively impacted by fires out West and heavy rain across much of the South. Existing home sales are also expected to come in well below the current consensus. We are projecting a 2.1% drop, following October's 1.4% gain. That increase followed six consecutive monthly drops. Our below consensus call in November is based off the incredibly weak pending home sales data for October, which plunged 2.6% that month. October pending sales are a measure of purchase contracts signed that month which would likely close in November and December and then be counted as an existing home sale. Data from local real estate associations strongly suggest sales weakened further in November, particularly in the West where pending home sales plunged 8.9% in October. Most of the weakness has been along the West Coast and formerly high flying parts of the Rocky Mountain States. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
Central Riverside					Projects				Participating : 6			In Area : 6		
					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
Stonecreek at Green Valley Ranch	KB Home	Prs	DTMU		145	0	2	38	1	0	7	7	1.29	1.29
Stonecrest at The Cove	KB Home	SJ	SFD		200	0	8	37	1	0	146	46	1.10	0.92
Arterra	Lennar	SJ	SFD		87	3	3	17	2	0	55	55	1.17	1.17
Collection at Hideaway	William Lyon	He	SFD		96	0	14	18	1	0	12	12	0.52	0.52
Court at Hideaway	William Lyon	He	SFD		97	0	8	18	1	0	14	14	0.60	0.60
Parkside	William Lyon	SJ	SFD		92	0	2	8	0	0	46	46	1.06	1.06
TOTALS: No. Reporting: 6		Avg. Sales: 1.00		Traffic to Sales: 23 : 1		37	136	6	0	280	180	Net:	6	

City Codes: He = Hemet, Prs = Perris, SJ = San Jacinto

North Central Riverside					Projects			Participating : 23				In Area : 25		
					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
Hyde Park	Beazer	MV	SFD	274	0	13	15	1	0	28	28	0.77	0.77	
Viridian at the Fairways	DR Horton	Be	DTMU	66	0	1	2	0	0	65	42	0.81	0.84	
Windsor at the Fairways	DR Horton	Be	DTMU	64	0	1	2	0	0	60	43	0.75	0.86	
Four Seasons Beaumont	K Hovnanian	Be	DTMU	914	0	4	17	1	1	814	120	2.11	2.40	
Bella Cortina	KB Home	MV	DTMU	159	0	26	55	2	0	60	40	0.98	0.80	
Daybreak	KB Home	MV	DTMU	114	0	19	33	3	0	39	37	0.75	0.74	
Meadow Creek	Lennar	MV	SFD	161	0	8	32	1	0	101	61	1.36	1.22	
Abrio at Sundance	Pardee	Be	DTMU	82	0	11	16	1	1	36	36	0.94	0.94	
Avid	Pardee	Be	Update	SFD	103	0	14	43	1	0	8	8	0.64	0.64
Beacon at Sundance	Pardee	Be	DTMU	114	0	7	33	0	0	40	40	1.20	1.20	
Cascade at Sundance	Pardee	Be	SFD	151	0	6	20	0	0	116	87	1.54	1.74	
Daybreak at Sundance	Pardee	Be	SFD	139	0	8	14	0	0	77	41	1.02	0.82	
Elan	Pardee	Be	SFD	81	0	8	43	1	0	5	5	0.40	0.40	
Elara at Sundance	Pardee	Be	SFD	248	10	14	13	3	2	210	79	1.69	1.58	
Mira	Pardee	Be	SFD	92	0	12	43	1	0	6	6	0.48	0.48	
Vita	Pardee	Be	SFD	152	0	12	43	1	0	11	11	0.89	0.89	
Athens	William Lyon	MV	SFD	86	0	6	28	0	0	62	32	0.58	0.64	
Augusta	William Lyon	MV	SFD	140	0	2	16	2	0	119	70	1.52	1.40	
Avia at Olivewood	William Lyon	Be	SFD	160	0	2	37	0	1	20	20	0.77	0.77	
Capella at Olivewood	William Lyon	Be	SFD	308	0	2	37	0	0	19	19	0.73	0.73	
Lugano at Olivewood	William Lyon	Be	SFD	240	0	3	37	0	0	20	20	0.77	0.77	
Provence at Olivewood	William Lyon	Be	SFD	67	0	3	37	0	0	14	14	0.54	0.54	
Oak Ridge at The Fairways	Woodside	Be	DTMU	148	0	1	15	1	0	102	46	0.73	0.92	
TOTALS: No. Reporting:		23	Avg. Sales: 0.61		Traffic to Sales: 33 : 1		183	631	19	5	2032	905	Net:	14

City Codes: Be = Beaumont, MV = Moreno Valley

Desert Riverside					Projects Participating : 4						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
Vermillion at Escena	Beazer	PS	DTMU	72	0	5	4	0	0	65	16	0.30	0.32	
Hacienda Pointe	DR Horton	In	DTMU	137	0	1	1	0	0	106	42	0.84	0.84	
ICON	Far West Industries	PS	DTMU	46	0	22	13	0	0	13	13	0.46	0.46	
Four Seasons at Terra Lago	K Hovnanian	In	UpdateDTMU	716	0	6	24	1	0	322	80	1.34	1.60	
TOTALS: No. Reporting: 4				Avg. Sales: 0.25		Traffic to Sales: 42 : 1		34	42	1	0	506	151	Net: 1

City Codes: In = Indio, PS = Palm Springs

Development Name	Developer	City Code	Notes	Type										
Murrieta - Temecula					Projects		Participating : 24				In Area : 24			
					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
Agave at Spencer's Crossing	Brookfield	Mu		DTMU	119	0	14	17	1	0	6	6	0.20	0.20
Juniper at Spencer's Crossing	Brookfield	Mu		DTMU	114	0	12	15	1	0	94	43	0.72	0.86
Bellevue at The Promontory	Cornerstone	Mu		SFD	94	0	3	27	0	0	18	11	0.24	0.22
Brighton at The Promontory	Cornerstone	Mu		SFD	110	0	2	15	0	0	1	1	0.07	0.07
Calistoga at The Promontory	Cornerstone	Mu		SFD	64	0	4	19	0	0	37	17	0.36	0.34
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu		SFD	65	0	4	2	0	0	5	5	0.37	0.37
Emerson at Alderwood	DR Horton	Mu		DTMU	60	0	2	1	0	1	55	48	0.88	0.96
Hunters Pointe at Alderwood	DR Horton	Mu	Update	DTMU	66	0	3	5	0	0	63	55	1.01	1.10
Indigo Place	DR Horton	Te		DTMU	54	0	3	2	0	0	30	30	0.78	0.78
Oaks, The at Santa Rosa Highlands	DR Horton	Mu		SFD	77	0	3	4	1	0	6	6	0.45	0.45
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu		ATT	68	0	2	3	1	0	7	7	0.52	0.52
Sequoia at Santa Rosa Highlands	DR Horton	Mu		SFD	51	0	2	3	0	0	4	4	0.30	0.30
Santolina at Spencer's Crossing	KB Home	Mu		SFD	108	5	12	13	0	0	18	18	0.61	0.61
Westpark	KB Home	Mu	New	DTMU	64	0	1	35	0	1	5	5	0.23	0.23
Marbella at Terracina	Lennar	Te		SFD	200	0	2	34	0	1	145	75	1.66	1.50
Nicolas Heights	Lennar	Te		SFD	83	0	9	22	0	0	35	32	0.67	0.64
Vista Bella	Melia	Mu		ATMU	80	16	11	20	6	0	21	21	0.87	0.87
Braeburn at Spencer's Crossing	Pardee	Mu		SFD	82	0	7	9	1	1	10	10	0.32	0.32
Tamarack at Spencer's Crossing	Pardee	Mu		DTMU	84	0	13	7	0	0	60	43	1.01	0.86
Sycamore at Spencer's Crossing	Richmond American	Mu		SFD	55	0	4	17	0	0	51	-1	0.39	-0.02
Sycamore North at Spencers Crossing	Richmond American	Mu		DTMU	46	0	5	17	0	0	35	29	0.57	0.58
Preserve	William Lyon	Mu		SFD	207	4	3	37	2	0	58	58	1.20	1.20
Laurel at Spencer's Crossing	Woodside	Mu		DTMU	92	0	3	15	1	0	89	48	0.72	0.96
Ventana at Creekside Village	Woodside	Mu		DTMU	83	0	2	8	1	0	81	37	0.82	0.74
TOTALS: No. Reporting:		24	Avg. Sales: 0.46		Traffic to Sales: 23 : 1		126	347	15	4	934	608	Net:	11

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside					Projects		Participating : 35				In Area : 35			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Paseo at Sendero	Century	Ev		DTMU	82	0		29	0	0	0	0	0.00	0.00
Tramonte at Citrus Heights	City Ventures	Rs		SFD	165	0	3	40	0	0	30	30	1.25	1.25
Canyon Pointe at The Heights	DR Horton	Rs		DTMU	29	0	1	3	0	0	28	28	0.66	0.66
Sunset Ridge at The Heights	DR Horton	Rs		DTMU	40	0	1	2	1	0	39	39	0.92	0.92
Granite Ridge	Far West Industries	JU		DTMU	192	9	29	45	3	2	93	93	2.42	2.42
Barrington Place North	Frontier	JU		DTMU	101	0	7	16	1	1	18	18	0.55	0.55
Barrington Place South	Frontier	JU		DTMU	75	0	10	12	1	0	12	12	0.37	0.37
Hillcrest	Frontier	Rs		DTMU	26	0	5	5	0	0	8	8	0.25	0.25
Bella Vista Estates	Griffin	Rs		DTMU	33	0	TSO	26	0	0	30	1	0.22	0.02
Bella Vista III	Griffin	Rs		DTMU	15	0	13	26	0	0	2	2	0.06	0.06
Capistrano at Spring Mountain Ranch	KB Home	Rs		DTMU	159	4	4	37	2	0	115	85	1.89	1.70
Monterey at Spring Mountain Ranch	KB Home	Rs		SFD	156	0	2	19	0	0	110	71	1.40	1.42
Trails at Mockingbird Canyon	KB Home	Rs		DTMU	59	0	3	39	0	0	4	2	0.08	0.04
Adagio at Sierra Bella	Lennar	Co		DTMU	118	0		307	0	0	0	0	0.00	0.00
Autumn Grove	Lennar	Rs		SFD	85	0	2	18	1	0	49	43	0.87	0.86
Floral Ridge at Citrus Heights	Lennar	Rs		SFD	81	0	9	30	1	0	23	8	0.20	0.16
Hideaway at Sycamore Creek	Lennar	Co		SFD	88	0	4	27	0	0	11	11	0.68	0.68
Oakwood at Sycamore Creek	Lennar	Co		SFD	104	0	3	26	0	0	9	9	0.56	0.56
Orchard at Citrus Heights	Lennar	Rs		SFD	105	3	3	29	1	0	99	39	0.88	0.78

(Northwest Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
Northwest Riverside Continued ...					Projects			Participating : 35				In Area : 35		
					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
Solana at Sendero	Lennar	Ev	SFD		136	0	3	25	3	3	29	29	2.01	2.01
Sonata at Sierra Bella	Lennar	Co	DTMU		119	0	2	307	0	0	1	1	0.47	0.47
Sonoma at Sendoro	Lennar	Ev	SFD		94	3	12	51	0	0	9	9	0.62	0.62
Sterling at Terramor	Lennar	Co	Update	DTMU	105	0	8	24	0	0	24	24	0.48	0.48
Tranquility at Riverbend	Lennar	JU	DTMU		217	0	14	29	0	0	146	42	1.00	0.84
Harris Farm	RC Hobbs	Rs	ATT		36	0	10	8	0	0	16	16	0.78	0.78
Bedford at Whitney	The New Home Co	Co	SFD		40	0	4	32	0	0	4	4	0.32	0.32
Citron at Bedford	TRI Pointe	Co	ATT		101	0	13	10	0	0	10	10	0.80	0.80
Terrassa Villas	TRI Pointe	Co	DTMU		52	0	5	3	0	1	47	24	0.31	0.48
Seville	Van Daele	Co	DTMU		52	2	12	39	1	0	26	26	0.56	0.56
Valencia	Van Daele	Co	DTMU		40	0	5	39	2	0	35	35	0.75	0.75
Boardwalk Townhomes	West Coast Home Buil	Co	ATT		148	0	4	9	0	0	48	38	0.81	0.76
Cameos at Turnleaf	William Lyon	JU	DTMU		216	0	2	14	1	0	106	76	1.55	1.52
Rivera	William Lyon	Rs	SFD		71	0	1	19	1	0	16	16	0.82	0.82
Sky Ridge	William Lyon	Rs	DTMU		90	0	1	0	0	0	86	16	0.36	0.32
Nova	Woodside	Co	SFD		96	0	1	23	0	0	2	2	0.16	0.16
TOTALS: No. Reporting:		35	Avg. Sales: 0.34		Traffic to Sales: 72 : 1		196	1368	19	7	1285	867	Net:	12

City Codes: Co = Corona, Ev = Eastvale, JU = Jurupa, Rs = Riverside

South Riverside					Projects				Participating : 47				In Area : 48	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Legacy II	Beazer	Wn		SFD	98	0	2	0	0	0	96	7	0.58	0.14
Provence at Heritage Ranch	Beazer	Wn		DTMU	122	0	12	10	0	0	6	6	0.19	0.19
Province at Audie Murphy Ranch	Brookfield	Me		DTMU	93	0	7	11	0	0	83	24	0.60	0.48
Savannah at Audie Murphy Ranch	Brookfield	Me		DTMU	129	0	8	11	0	0	11	11	0.32	0.32
Oak Hills II	Delsa	Me		SFD	21	0	1	8	0	0	15	14	0.27	0.28
Crescent Pointe at Sierra Ridge	DR Horton	Me		SFD	87	3	5	5	1	0	10	10	0.69	0.69
Linden Pointe at Summerly	DR Horton	LE		DTMU	95	0	7	1	0	0	88	59	1.25	1.18
McKenna Pointe	DR Horton	LE		DTMU	81	0	2	11	1	0	79	66	1.33	1.32
Paloma at Sierra Ridge	DR Horton	Me		SFD	63	0	3	6	2	0	6	6	0.42	0.42
Retreat at Holiday	DR Horton	Me		AASF	108	0	3	5	0	0	87	48	0.96	0.96
Tribute at Audrey Murphy Ranch	DR Horton	Me	Update	DTMU	88	0	13	4	0	1	20	20	0.55	0.55
Alure	KB Home	FRV		DTMU	51	0	2	20	0	0	40	40	0.76	0.80
Autumn Winds	KB Home	Wn		DTMU	141	0	8	55	0	0	0	0	0.00	0.00
Camberly Place	KB Home	FRV	Update	DTMU	132	17	19	25	0	0	29	29	0.70	0.70
Cypress at Hidden Hills	KB Home	Me		SFD	114	0	20	22	3	0	89	52	1.13	1.04
Peppertree at Hidden Hills	KB Home	Me		DTMU	86	0	17	21	1	0	19	19	0.53	0.53
Heritage Heights	Lennar	Me		DTMU	122	0	12	12	0	0	88	43	1.20	0.86
Horizon II at Morningstar Ranch	Lennar	Wn	Update	DTMU	94	1	2	5	0	0	92	45	0.87	0.90
Lakeview at Heritage Lake	Lennar	Me		DTMU	97	0	1	1	0	0	96	11	0.37	0.22
Mariposa at The Lakes	Lennar	Me		SFD	110	0	9	21	1	0	89	39	0.93	0.78
Mountain Sky at Conestoga	Lennar	Wn		SFD	113	0	9	17	1	0	22	22	1.15	1.15
Newport at Heritage Lake	Lennar	Me		DTMU	117	0	10	16	0	0	55	36	0.68	0.72
Parkview at Heritage Lake	Lennar	Me		DTMU	69	0	2	20	1	0	49	31	0.71	0.62
Salt Creek at Conestoga	Lennar	Wn		SFD	111	0	12	16	0	0	12	12	0.63	0.63
Sunrise II at Morningstar Ranch	Lennar	Wn		DTMU	95	4	2	23	3	0	76	31	0.72	0.62
Village at Menifee Town Center	Lennar	Me		SFD	125	0	10	24	1	0	32	32	1.33	1.33
Bella Sol	Meritage	Wn		SFD	97	0	1	7	1	1	90	31	0.74	0.62

(South Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Riverside Continued ...				Projects				Participating : 47				In Area : 48		
				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	
Kingston at Audie Murphy Ranch	Meritage	Me	DTMU	102	0	13	12	1	0	20	20	0.64	0.64	
Cottonwood at Pacific Mayfield	Pacific	Me	DTMU	190	0	3	8	0	0	175	15	0.30	0.30	
Aura at Westridge	Pardee	LE	DTMU	100	0	1	7	0	0	98	45	0.90	0.90	
Avena	Pardee	Wn	DTMU	84	0	11	11	0	1	29	28	0.56	0.56	
Canvas at Centennial	Pardee	Me	SFD	89	0	10	12	0	0	9	9	0.33	0.33	
Easton at Centennial	Pardee	Me	DTMU	92	0	11	15	1	0	7	7	0.26	0.26	
Kadence at Centennial	Pardee	Me	SFD	85	0	11	12	0	0	8	8	0.29	0.29	
Newpark at Centennial	Pardee	Me	DTMU	93	0	14	15	0	1	12	12	0.45	0.45	
Starling at Canyon Hills	Pardee	LE	DTMU	107	0	9	7	0	0	46	22	0.53	0.44	
Vantage at Westridge	Pardee	LE	SFD	101	0	1	7	0	0	97	35	0.78	0.70	
Brixton	Pulte	Me	SFD	64	0	10	16	1	0	2	2	0.22	0.22	
Reflections	Pulte	Me	DTMU	54	0	20	8	0	0	28	28	0.59	0.59	
Windsor	Pulte	Me	SFD	63	0	10	29	1	0	4	4	0.30	0.30	
Creekside Rancho Fortunado I	Richmond American	Wd	SFD	94	0	1	5	1	0	93	28	0.67	0.56	
Marisol at Summerly Homes	Richmond American	LE	DTMU	51	1	11	14	0	0	25	25	0.54	0.54	
Sendero at Summerly	Richmond American	LE	SFD	65	0	6	9	0	0	2	2	0.24	0.24	
The Ridge at Audie Murphy	Richmond American	Me	DTMU	86	0	8	12	2	1	76	42	0.81	0.84	
Alder at Summerly	William Lyon	LE	SFD	65	0	17	7	0	0	37	37	1.07	1.07	
Willow Tree at Audie Murphy Ranch	William Lyon	Me	SFD	102	0	16	17	0	0	80	45	1.04	0.90	
Dakota at Audie Murphy Ranch	Woodside	Me	DTMU	112	5	14	11	0	0	71	30	0.64	0.60	
TOTALS: No. Reporting:		47	Avg. Sales: 0.38		Traffic to Sales: 27 : 1		396	611	23	5	2298	1188	Net:	18

City Codes: FRV = French Valley, LE = Lake Elsinore, Me = Menifee, Wd = Wildomar, Wn = Winchester

Central San Bernardino				Projects 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
Adams Grove	Crestwood	Ri	SFD	75	0	3	22	1	0	15	15	0.38	0.38
Wildrose	Frontier	Col	DTMU	110	0	2	11	0	0	30	30	0.77	0.77
Etiwanda Ridge	Lennar	Fn	SFD	102	0	11	54	1	0	31	31	1.40	1.40
Jasmine at Arboretum	Lennar	Fn	DTMU	134	0	7	26	0	0	9	9	1.21	1.21
Lavender at Arboretum	Lennar	Fn	DTMU	130	0	11	27	0	0	6	6	0.81	0.81
Lilac at Arboretum	Lennar	Fn	DTMU	167	0	10	23	1	0	3	3	0.40	0.40
Magnolia at Arboretum	Lennar	Fn	DTMU	100	0	10	20	0	0	3	3	0.40	0.40
Shady Trails at Laurel Oak	Lennar	Fn	SFD	99	0	7	53	0	0	28	28	1.27	1.27
Stonehaven	Lennar	Fn	DTMU	96	0	3	31	1	0	64	28	0.77	0.56
Serrano Village	RC Hobbs	Ri	DTMU	33	0	13	10	0	0	20	20	0.49	0.49
Summit Place	William Lyon	Fn	SFD	94	0	2	28	0	0	8	8	0.60	0.60
TOTALS: No. Reporting:		11	Avg. Sales: 0.36		Traffic to Sales: 76 : 1		79	305	4	0	217	181	Net: 4

City Codes: Col = Colton, Fn = Fontana, Ri = Rialto

East San Bernardino				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
Veranda Heights	Beazer	SB	SFD	38	0	5	10	0	0	1	1	0.10	0.10
Crimson at Sky Ridge	DR Horton	SB	SFD	67	0	1	0	0	1	66	17	0.69	0.34
Serrano at Glenrose Ranch	Richmond American	Hi	DTMU	118	0	1	10	0	0	106	31	0.74	0.62
Citrus Lane	Sea Country	LL	DTMU	35	0	14	37	0	0	21	14	0.22	0.28
TOTALS: No. Reporting:		4	Avg. Sales: -0.25		Traffic to Sales: 0 : 1		21	57	0	1	194	63	Net: -1

City Codes: Hi = Highland, LL = Loma Linda, SB = San Bernardino

Continued ...

Development Name	Developer	City Code	Notes	Type										
Desert San Bernardino					Projects		Participating : 6					In Area : 6		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Agave Pointe at Silverstone	DR Horton	Vic	DTMU		41	0	3	14	0	0	33	33	0.78	0.78
Juniper at Silverstone	DR Horton	Vic	DTMU		64	3	4	17	2	0	40	40	0.94	0.94
Diamond Ridge	Frontier	Vic	SFD		122	0	11	26	0	0	27	21	0.50	0.42
Stone Briar II	Frontier	Ad	DTST		116	0	4	4	1	0	3	3	0.55	0.55
Falcon Ridge	KB Home	Vic	SFD		59	0	1	14	0	0	40	33	0.50	0.66
Wildflower	KB Home	Vic	DTMU		194	0	2	13	2	0	182	48	0.93	0.96
TOTALS: No. Reporting:		6	Avg. Sales: 0.83		Traffic to Sales: 18 : 1		25	88	5	0	325	178	Net:	5

City Codes: Ad = Adelanto, Vic = Victorville

West San Bernardino					Projects		Participating : 1					In Area : 1		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Founders	Trumark	CH	ATMU		76	0	2	28	1	0	74	74	1.57	1.57
TOTALS: No. Reporting:		1	Avg. Sales: 1.00		Traffic to Sales: 28 : 1		2	28	1	0	74	74	Net:	1

City Codes: CH = Chino Hills

Northwest San Bernardino					Projects		Participating : 9					In Area : 9		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Madera Estates at Day Creek	DR Horton	RC	Update	DTMU	51	5	4	247	2	0	7	7	1.58	1.58
Palazzo at Day Creek Square	DR Horton	RC		ATMU	66	0	3	10	1	0	3	3	1.24	1.24
Solstice at Day Creek	DR Horton	RC		ATMU	127	3	4	12	3	0	8	8	1.47	1.47
Veranda at Day Creek Square	DR Horton	RC		ATMU	100	3	3	9	1	0	3	3	2.10	2.10
Springtime at Harvest	KB Home	Up		DTMU	125	0	10	28	0	1	103	48	1.08	0.96
Upland Central	MBK	Up	Update	ATMU	78	0	2	6	1	0	76	23	0.46	0.46
Westridge at Sycamore Hills	Taylor Morrison	Up		DTMU	145	0	23	10	0	0	27	27	0.96	0.96
Bungalows at Terra Vista	Van Daele	RC		SFD	81	2	6	87	3	0	10	10	1.06	1.06
Row at Terra Vista	Van Daele	RC		ATT	133	1	14	87	1	0	4	4	0.42	0.42
TOTALS: No. Reporting:		9	Avg. Sales: 1.22		Traffic to Sales: 41 : 1		69	496	12	1	241	133	Net:	11

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects		Participating : 33					In Area : 33		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Arboel at New Haven	Brookfield	On		DTMU	91	0	S/O	5	0	0	91	30	0.83	0.60
Marigold at New Haven	Brookfield	On		DTMU	84	0	10	52	0	0	51	51	1.05	1.05
Solstice at New Haven	Brookfield	On		ATT	93	0	10	100	0	0	78	78	1.61	1.61
Waverly	Brookfield	On		DTST	196	6	14	46	0	0	154	40	0.91	0.80
Bungalows at Stonebrook	Century	Ch		DTMU	76	0	5	32	0	0	14	14	0.80	0.80
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	32	0	0	6	6	0.34	0.34
Coventry at Park Place	Christopher	On		DTMU	102	0	6	14	1	0	29	29	0.82	0.82
Cara Pointe at Avenida	DR Horton	On		SFD	97	0	2	4	2	0	13	13	0.75	0.75
Persimmon Place at Avenida	DR Horton	On		SFD	80	3	4	5	2	0	23	23	1.32	1.32
Willowleaf at Avenida	DR Horton	On		SFD	52	0	4	4	0	1	8	8	0.46	0.46
Lago Los Serranos	JTECC Investment	CH		ATMU	95	0	12	35	0	0	37	37	0.97	0.97
Cottages on 4th	KB Home	On		SFD	55	0	6	18	2	1	36	36	1.95	1.95
Northpark	KB Home	On		SFD	190	0	16	41	2	0	25	25	1.43	1.43
Turnleaf	KB Home	Ch		SFD	185	0	24	18	0	0	52	52	1.39	1.39
Willowmore at Park Place	KB Home	On		SFD	60	0	4	27	0	0	8	8	0.85	0.85
Amelia at The Preserve	Lennar	Ch		DTMU	110	0	13	28	0	0	70	39	0.99	0.78

Development Name	Developer	City Code	Notes	Type										
Southwest San Bernardino					Projects		Participating : 33					In Area : 33		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Autumn Field at The Preserve	Lennar	Ch	SFD		82	0	8	13	1	0	74	44	1.19	0.88
Camden II at Park Place	Lennar	On	DTMU		88	0	2	53	0	0	67	64	1.30	1.28
Eagle Rock at Grand Park	Lennar	On	SFD		134	0	6	15	0	0	66	51	1.05	1.02
Montarra	Lennar	CH	DTMU		102	0	1	29	0	0	96	8	0.52	0.16
Montarra II at Vila Borba	Lennar	CH	DTMU		100	0	1	29	0	0	73	31	0.83	0.62
Olive Grove at The Preserve	Lennar	Ch	SFD		57	0	2	15	0	0	52	37	0.85	0.74
Pacific Crest at Grand Park	Lennar	On	SFD		90	0	3	19	1	0	87	67	1.38	1.34
Sierra Peak at Grand Park	Lennar	On	SFD		104	0	11	21	0	0	77	57	1.35	1.14
Heirloom at The Preserve	Richmond American	Ch	SFD		104	0	11	23	0	0	85	45	1.16	0.90
Meadowood at Park Place	Taylor Morrison	On	DTMU		102	0	18	15	0	1	40	40	1.17	1.17
Seville at Park Place	The New Home Co	On	DTMU		75	0	11	19	0	0	25	25	0.69	0.69
St. James @ Park Place	TRI Pointe	On	DTMU		207	0	11	13	0	0	159	41	0.74	0.82
Bristol Manors	Trumark	CH	DTMU		39	0	2	31	0	0	37	18	0.40	0.36
Centerhouse	Trumark	On	ATT		114	0	11	27	0	0	61	61	1.77	1.77
Laurel Lane	William Lyon	Ch	DTMU		70	0	4	0	0	0	66	30	0.85	0.60
Stonewater at Park Place	Woodside	On	DTMU		79	0	6	53	0	0	33	33	0.96	0.96
Sunrise at the Harvest	Woodside	Ch	DTMU		56	0	2	23	0	0	32	28	0.62	0.56
TOTALS: No. Reporting:		33	Avg. Sales: 0.24		Traffic to Sales: 78 : 1		248	859	11	3	1825	1169	Net:	8

City Codes: CH = Chino Hills, Ch = Chino, On = Ontario

Inland Empire					Projects		Participating : 203					In Area : 207		
						<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Net Sales</i>		
GRAND TOTALS: No. Reporting:		203	Avg. Sales: 0.44		Traffic to Sales: 43 : 1		1,416	4968	116	26	10,211	5,697	Net:	90

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 REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 50, Ending **December 16, 2018**

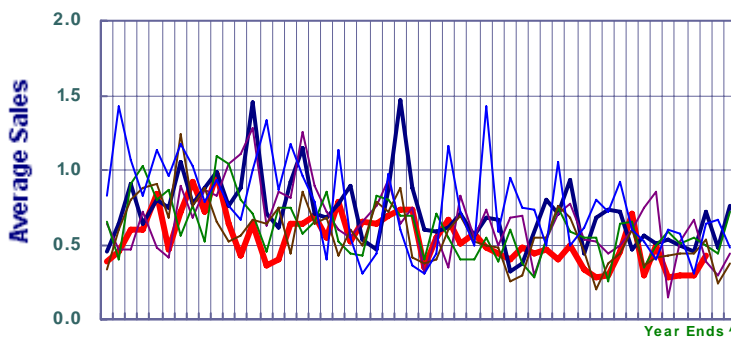
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central San Diego		2	16	3	0	3	1.50	0.30	400%	0.04	3800%
East San Diego		7	140	5	0	5	0.71	0.74	-4%	0.42	71%
No. Coastal San Diego		27	470	17	4	13	0.48	0.44	10%	0.44	9%
No. Inland San Diego		35	482	16	3	13	0.37	0.57	-35%	0.39	-4%
South Bay San Diego		31	550	13	4	9	0.29	0.51	-43%	0.38	-23%
Current Week Totals	Traffic : Sales 31 : 1	102	1,658	54	11	43	0.42	0.53	-20%	0.39	7%
Per Project Average			16	0.53	0.11	0.42					
Year Ago - 12/17/2017	Traffic : Sales 69 : 1	71	4,058	59	8	51	0.72	0.71	2%	0.62	16%
% Change		44%	-59%	-8%	38%	-16%	-41%	-26%		-36%	

2018 San Diego-Imperial Survey

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
■	2013	33	44	0.90	0.13	0.77	0.76
■	2014	37	37	0.70	0.12	0.58	0.57
■	2015	38	56	0.71	0.10	0.61	0.60
■	2016	47	49	0.77	0.10	0.67	0.65
■	2017	60	49	0.84	0.12	0.72	0.71
■	2018	86	28	0.64	0.11	0.53	0.53
% Change :		44%	-43%	-24%	-11%	-27%	-26%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.57%	4.57%
FHA	4.37%	4.37%
10 Yr Yield	2.86%	



Market Commentary

We expect November housing starts to come in below consensus, following last month's 1.5% rise to a 1.228 million unit pace. All of last month's increase came from the volatile multifamily sector, which has seen some renewed strength in recent months as apartment demand has proved to be much more resilient than had been expected this year. Single-family starts fell 1.8% in October, following a 1.0% drop the prior month. Unfortunately, we expect to see more soft data on single-family starts. Sales have slowed in recent months and the November NAHB Wells Fargo Homebuilders Index plummeted eight points during the month, with expectations for future sales plunging 10 points. New home inventories have also risen, which we believe will cause builders to hold off on speculative projects. Apartment starts were also likely negatively impacted by fires out West and heavy rain across much of the South. Existing home sales are also expected to come in well below the current consensus. We are projecting a 2.1% drop, following October's 1.4% gain. That increase followed six consecutive monthly drops. Our below consensus call in November is based off the incredibly weak pending home sales data for October, which plunged 2.6% that month. October pending sales are a measure of purchase contracts signed that month which would likely close in November and December and then be counted as an existing home sale. Data from local real estate associations strongly suggest sales weakened further in November, particularly in the West where pending home sales plunged 8.9% in October. Most of the weakness has been along the West Coast and formerly high flying parts of the Rocky Mountain States. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name		Developer	City Code	Notes	Type									
Central San Diego					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
Elevate		Colrich	SDD	ATMU	62	0	7	9	2	0	17	17	0.39	0.39
Park at Bankers Hill		Zephyr	SDD	ATMU	60	3	4	7	1	0	35	15	0.40	0.30
TOTALS: No. Reporting:		2	Avg. Sales: 1.50		Traffic to Sales: 5 : 1		11	16	3	0	52	32	Net: 3	

City Codes: SDD = San Diego

East San Diego					Projects				Participating : 7				In Area : 7	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Main Ranch	California West Comm EC	SFD	DTMU		139	0	8	71	0	0	34	34	1.04	1.04
Lakeshore	KB Home	SDE	DTMU		49	0	2	6	1	0	38	38	0.81	0.81
River Village	KB Home	Ste	DTMU		82	0	S/O	1	1	0	82	32	0.85	0.64
Lake Ridge at Weston	Pardee	Ste	DTMU		129	0	7	18	0	0	49	37	0.92	0.74
Sandstone at Weston	Pardee	Ste	DTMU		81	0	4	14	1	0	54	48	1.01	0.96
Prism at Weston	TRI Pointe	Ste	DTMU		142	6	16	21	1	0	39	34	0.73	0.68
Talus at Weston	TRI Pointe	Ste	DTMU		63	0	16	9	1	0	38	33	0.71	0.66
TOTALS: No. Reporting:		7	Avg. Sales: 0.71		Traffic to Sales:		28 : 1	53	140	5	0	334	256	Net: 5

City Codes: EC = El Cajon, SDE = San Diego, Ste = Santee

No. Coastal San Diego					Projects				Participating : 27				In Area : 27	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Francia at Mission Lane	Beazer	Oc	DTMU		59	0	15	3	0	0	39	30	0.54	0.60
Palomar at Mission Lane	Beazer	Oc	ATT		86	0	15	9	0	1	4	4	0.38	0.38
Pepper Tree at Mission Lane	Beazer	Oc	DTMU		83	0	13	8	0	0	45	36	0.62	0.72
Rancho at Mission Lane	Beazer	Oc	ATMU		50	0	3	2	1	0	47	44	0.93	0.88
Vela at Mission Lane	Beazer	Oc	ATT		63	0	11	9	2	1	5	5	0.48	0.48
Encinitas Enclave	California West Comm En		DTMU		19	0	5	11	0	0	14	13	0.24	0.26
Tides	City Ventures	Oc	ATT		58	0	13	7	1	1	3	3	0.15	0.15
Acacia at The Preserve	Cornerstone	Cb	ATMU		48	0	7	25	0	0	6	6	0.19	0.19
Agave at The Preserve	Cornerstone	Cb	ATMU		88	0	15	30	0	0	63	19	0.41	0.38
Altura at Pacific Ridge	Cornerstone	Oc	DTMU		72	0	10	31	0	0	7	7	0.26	0.26
Blue Sage at The Preserve	Cornerstone	Cb	ATMU		102	0	13	25	0	0	13	13	0.40	0.40
Brisas at Pacific Ridge	Cornerstone	Oc	ATMU		117	0	6	23	0	0	39	24	0.40	0.48
Cypress at The Preserve	Cornerstone	Cb	DTMU		56	0	14	29	0	0	5	5	0.15	0.15
Lucero at Pacific Ridge	Cornerstone	Oc	ATMU		130	0	7	13	1	0	28	21	0.33	0.42
Artesian Estates at Del Sur	Lennar	SDC	DTMU		39	0	1	17	0	0	38	17	0.54	0.34
Castello at Heritage Bluffs	Lennar	SDC	DTMU		37	0	2	7	0	0	35	4	0.21	0.08
Corzano at Heritage Bluffs	Lennar	SDC	DTMU		26	0	2	5	0	0	24	2	0.15	0.04
Toscana at Heritage Bluffs	Lennar	SDC	DTMU		27	0	3	14	0	1	24	1	0.15	0.02
Carmel at Pacific Highlands Ranch	Pardee	SDC	DTMU		105	0	2	44	0	0	14	14	1.88	1.88
Sendero at Pacific Highland Ranch	Pardee	SDC	DTMU		112	0	TSO	26	0	0	24	24	3.23	3.23
Terraza at Pacific Highland Ranch	Pardee	SDC	DTMU		81	0	6	15	2	0	19	19	2.56	2.56
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC	DTMU		79	0	4	21	0	0	10	10	1.35	1.35
Alcove	Shea	En	DTMU		13	0	4	17	0	0	1	1	0.13	0.13
Kensington at The Square	Shea	Cb	ATT	Update	125	0	10	36	9	0	26	26	1.49	1.49
One Oak	Shea	En	DTMU		28	0	16	12	0	0	3	3	0.05	0.06
Vista Del Mar	Van Daele	Oc	ATMU		38	0	6	27	0	0	32	30	0.61	0.60
Hideaway at St. Cloud	William Lyon	Oc	ATMU		122	0	19	4	1	0	17	17	0.76	0.76

Development Name	Developer	City Code	Notes	Type										
No. Coastal San Diego					Projects			Participating : 27				In Area : 27		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
TOTALS: No. Reporting:		27	Avg. Sales: 0.48		Traffic to Sales: 28 : 1		222	470	17	4	585	398	Net:	13

City Codes: Cb = Carlsbad, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego					Projects			Participating : 35				In Area : 35		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Estancia Bernardo	Ambient	Es		DTMU	13	0	2	3	0	0	11	11	0.22	0.22
Rancho Palomar	Ambient	Es		DTMU	22	0	8	8	0	0	4	4	0.13	0.13
Aurora Heights	Beazer	Fb	New	DTMU	124	0		3	0	0	0	0	0.00	0.00
Candela at Rancho Tesoro	Brookfield	SM		DTMU	56	0	11	7	0	0	42	27	0.52	0.54
Terracina at Rancho Tesoro	Brookfield	SM		DTMU	117	0	10	11	0	0	62	30	0.77	0.60
Vientos at Rancho Tesoro	Brookfield	SM		DTMU	102	0	9	10	0	0	49	35	0.61	0.70
SL Rey	California West Comm Bo			DTMU	93	0	6	10	0	0	22	22	0.55	0.55
Westerly at Rancho Tesoro	California West Comm SM			DTMU	71	0	9	4	1	0	62	40	0.78	0.80
Anden	Colrich	SM		ATMU	118	0	18	40	0	0	1	1	0.04	0.04
The Estates at San Elijo Hills	Davidson	SM		DTMU	58	0	5	33	0	0	50	21	0.43	0.42
Bridlegate at Horse Creek Ridge	DR Horton	Fb	Update	DTMU	64	0	12	2	1	0	30	24	0.47	0.48
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb		SFD	124	0	1	5	2	1	78	57	1.21	1.14
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb		SFD	106	0	6	6	2	0	85	58	1.32	1.16
Oakmont at Horse Creek Ridge	DR Horton	Fb		SFD	136	0	11	6	1	0	67	46	1.04	0.92
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb		DTMU	51	0	15	7	1	0	15	15	0.39	0.39
Solara at Skyline	DR Horton	Vi		ATMU	80	0	16	9	0	0	1	1	0.23	0.23
Verano at Skyline	DR Horton	Vi		ATMU	109	0	11	14	1	0	6	6	1.11	1.11
Westbury at Horse Creek Ridge	DR Horton	Fb		DTMU	75	0	17	4	1	0	54	41	0.84	0.82
Thornbush	HQT	SM		SFD	14	0	13	9	0	0	1	1	0.10	0.10
Lexington	KB Home	Es		DTMU	43	0	18	13	1	0	24	13	0.19	0.26
Sierra	KB Home	Vi		ATMU	60	9	9	24	0	0	0	0	0.00	0.00
Andalucia at Harmony Grove	Lennar	Es		DTMU	129	0	20	15	1	0	80	22	0.43	0.44
Avante	Lennar	SDN		ATMU	119	2	21	28	0	1	16	16	0.64	0.64
Avila	Lennar	Vi		ATT	47	0	9	19	0	0	5	5	0.48	0.48
Cavalli at Harmony Grove Village	Lennar	Es		DTMU	64	0	10	23	0	0	12	12	0.59	0.59
Del Sur Skye	Lennar	SDN		ATMU	94	7	15	33	0	0	27	27	1.32	1.32
Seabreeze at Harmony Grove	Lennar	Es		DTMU	109	0	8	10	1	0	101	18	0.55	0.36
Sterling Heights at The Lakes	Lennar	SDN		DTMU	110	0	12	5	0	0	6	6	1.35	1.35
Sur 33 at Del Sur	Lennar	SDN		DTMU	96	0	15	22	2	0	78	28	0.85	0.56
Whittingham at Harmony Grove Village	Lennar	Es		DTMU	120	0	9	21	0	0	42	37	0.80	0.74
Promontory at Horse Creek Ridge	Richmond American	Fb		DTMU	116	0	7	3	0	0	18	18	0.47	0.47
Estates at Canyon Grove	Shea	Es		DTMU	82	6	10	25	1	1	67	29	0.61	0.58
Heritage Collection at Canyon Grove	Shea	Es		DTMU	97	0	9	25	0	0	82	21	0.74	0.42
Promontory at Civita	The New Home Co	SDN		ATMU	133	0	12	22	0	0	42	31	0.74	0.62
Citron Stella Park	William Lyon	Es		ATT	63	0	4	3	0	0	32	32	1.37	1.37
TOTALS: No. Reporting:		35	Avg. Sales: 0.37		Traffic to Sales: 30 : 1		368	482	16	3	1272	755	Net:	13

City Codes: Bo = Bonsall, Es = Escondido, Fb = Fallbrook, SDN = San Diego, SM = San Marcos, Vi = Vista

South San Diego					Projects			Participating : 3				In Area : 3		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Esperanza at Vista del Sur	Cornerstone	SDS		ATMU	100	0	6	13	0	0	69	14	0.35	0.28
Tesoro Vista del Sur	Cornerstone	SDS		ATMU	134	0	7	6	0	0	40	24	0.63	0.48
Signature	Heritage	CHV		SFD	79	0	7	25	1	0	38	17	0.49	0.34

(South San Diego) Continued ...

Development Name	Developer	City Code	Notes	Type										
South San Diego					Projects			Participating : 3				In Area : 3		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 44 : 1		20	44	1	0	147	55	Net: 1	

City Codes: CHV = Chula Vista, SDS = San Diego

South Bay San Diego					Projects			Participating : 28				In Area : 28		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Hampshire at Bayside Landing	Beazer	IB	ATMU		75	0	4	4	0	0	69	26	0.77	0.52
Norfolk at Bayside Landing	Beazer	IB	ATMU		119	0	1	2	1	0	109	43	1.22	0.86
Flora at Escaya	Brookfield	CHV	ATST		107	0	10	12	1	0	47	38	0.59	0.76
Haciendas at Escaya	Brookfield	CHV	DTMU		76	0	11	10	0	1	38	15	0.48	0.30
Prado at Escaya	Brookfield	CHV	SFD		130	0	7	16	1	0	50	22	0.63	0.44
Aventine at Otay Ranch	Cornerstone	CHV	SFD		100	0	5	19	0	0	23	17	0.35	0.34
Cambria at Otay Ranch	Cornerstone	CHV	DTMU		60	0	4	15	0	0	9	9	0.39	0.39
Monterra at Otay Ranch	Cornerstone	CHV	ATMU		36	0	6	19	0	0	0	0	0.00	0.00
Lovina	Heritage	CHV	SFD		78	0	12	38	0	0	66	28	0.73	0.56
Suwerte	Heritage	CHV	ATT		212	0	6	59	0	0	6	6	0.46	0.46
Skylar at Millenia	KB Home	CHV	DTMU		79	0	2	27	0	0	39	36	0.75	0.72
Castellena at Escaya	Lennar	CHV	DTMU		77	3	12	8	1	0	49	37	0.62	0.74
Indigo at Escaya	Lennar	CHV	DTMU		111	0	11	14	0	0	54	26	0.68	0.52
Millenia Boulevard	Lennar	CHV	ATMU		78	0	9	20	1	0	38	38	1.77	1.77
Valencia at Escaya	Lennar	CHV	DTMU		118	0	14	17	1	0	50	22	0.63	0.44
Meridian Communities EVO/TRIO/METR	Meridian Group	CHV	Update	ATMU	217	0	8	43	0	1	159	59	1.30	1.18
Cantamar	Pacific Coast	CHV	DTMU		111	0	9	29	2	0	30	25	0.55	0.50
Monte Villa	Pacific Coast	CHV	DTMU		72	0	12	15	0	0	38	15	0.51	0.30
Parc Place	Pacific Coast	CHV	ATT		162	0	10	20	2	0	71	39	0.79	0.78
Tosara II	Pacific Coast	CHV	ATMU		79	0	16	11	2	0	31	16	0.29	0.32
Moderna at Playa Del Sol	Pardee	SDS	ATMU		44	0	12	6	0	0	10	10	0.38	0.38
Veraz at Playa Del Sol	Pardee	SDS	ATMU		111	0	10	9	0	0	10	10	0.38	0.38
Element at Millenia	Shea	CHV	SFD		70	0	4	13	0	0	66	17	0.62	0.34
Seville at Escaya	Shea	CHV	DTMU		135	0	8	8	0	0	52	27	0.66	0.54
Sierra at Escaya	Shea	CHV	SFD		122	0	6	20	0	0	57	32	0.73	0.64
Strata at Escaya	Shea	CHV	ATMU		72	0	11	10	0	1	49	49	1.02	1.02
Vista Del Cielo	Shea	CHV	DTMU		52	0	4	29	0	1	31	19	0.40	0.38
Z at Millenia	Shea	CHV	ATMU		106	0	4	13	0	0	64	29	0.60	0.58
TOTALS: No. Reporting:		28	Avg. Sales: 0.29		Traffic to Sales: 42 : 1		228	506	12	4	1315	710	Net: 8	

City Codes: CHV = Chula Vista, IB = Imperial Beach, SDS = San Diego

San Diego-Imperial					Projects			Participating : 102				In Area : 102		
						<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Net Sales</i>		
GRAND TOTALS: No. Reporting:		102	Avg. Sales: 0.42		Traffic to Sales: 31 : 1		902	1658	54	11	3,705	2,206	Net: 43	

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