

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

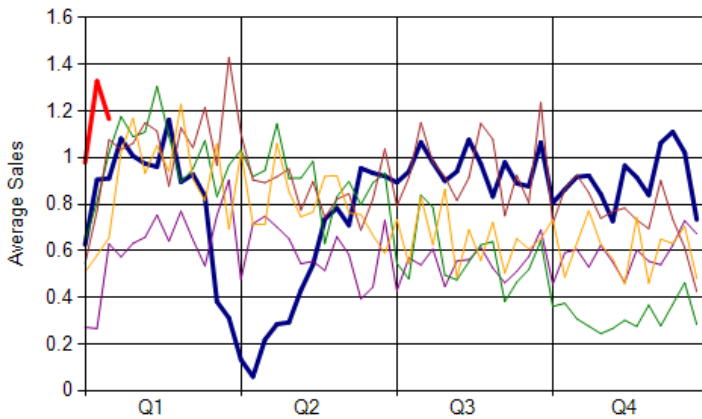
## Bay Area

Week 3

Ending: Sunday, January 24, 2021

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
Alameda			32	624	37	1	36	1.13	1.14	-1%	0.81	38%
Contra Costa			32	607	42	5	37	1.16	1.33	-13%	1.14	1%
Sonoma, Napa			8	68	4	0	4	0.50	0.63	-20%	0.50	0%
San Francisco, Marin			3	18	2	0	2	0.67	0.78	-14%	0.57	17%
San Mateo			8	56	2	0	2	0.25	0.30	-17%	0.55	-55%
Santa Clara			24	386	45	1	44	1.83	1.52	21%	0.90	103%
Monterey, Santa Cruz, San Benito			10	148	13	1	12	1.20	0.84	42%	0.99	21%
Solano			16	385	20	2	18	1.13	1.20	-6%	1.13	-1%
Current Week Totals		Traffic : Sales 14 : 1	133	2292	165	10	155	1.17	1.16	1%	0.92	26%
Per Project Average				17	1.24	0.08	1.17					
Year Ago - 01/26/2020		Traffic : Sales 18 : 1	159	3356	182	10	172	1.08	0.88	23%	0.64	69%
% Change			-16%	-32%	-9%	0%	-10%	8%	31%	44%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 3

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	151	27	0.66	0.08	0.58	0.73
■	2017	139	24	0.91	0.11	0.80	0.90
■	2018	140	38	0.91	0.09	0.82	0.70
■	2019	142	16	0.47	0.08	0.39	0.58
■	2020	158	18	0.88	0.06	0.81	0.80
■	2021	135	16	1.24	0.08	1.16	1.16
% Change:		-15%	-12%	41%	25%	42%	44%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The housing market was the primary focus of attention this week. Over the course of 2020, housing emerged as one of just a few bright spots in an otherwise horrible year. Driven by record-low mortgage rates and shifting preferences for more livable space to accommodate virtual activities, home sales, housing starts and builder confidence quickly recovered from the deep losses experienced during the lockdown months last spring. Housing starts jumped 5.8% during December. Single-family starts soared 12%, while multifamily starts dropped 13.6%. Total starts are running at a 1.67 million-unit pace, the strongest pace since 2006. Existing home sales rose 0.7% to a 6.76 million-unit pace in December. Mortgage applications for purchase are up 14.7% over the year as of January 15th. The NAHB Housing Market Index fell to 83 in January. Builder confidence remains exceptionally high, but the index has slipped in recent months alongside rising material prices and the latest COVID surge. Source: Wells Fargo Bank. Weekly Economic &amp; Financial Commentary</p>
FHA	2.63%	2.92%	
	2.25%	2.91%	
10 Yr Yield	1.05%		

Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 20							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bungalows at Bridgeway	Lennar	NK		DTMJ	38	0	7	21	1	0	9	1	0.53	0.33
Cottages at Bridgeway	Lennar	NK		DTMJ	56	0	8	21	0	0	16	1	0.93	0.33
Fuse at Innovation	Lennar	FR		ATMJ	289	0	7	41	0	0	98	3	0.69	1.00
Revo at Innovation	Lennar	FR		ATMJ	251	0	5	41	1	0	98	4	0.69	1.33
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	8	21	1	0	7	4	0.78	1.33
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	9	21	0	0	15	2	0.88	0.67
Mission Crossing	Meritage	HY		ATMJ	140	0	7	44	0	0	96	0	0.79	0.00
Centerville Station	Nuvera Homes	TSO		ATST	52	0	TSO	16	0	0	50	0	0.55	0.00
Landing at Bay 37	Pulte	AL	New	ATMJ	96	0	3	1	0	0	0	0	0.00	0.00
Parkside Heights	Pulte	HY		DTST	97	0	1	0	2	0	96	3	0.93	1.00
Theory at Innovation	Shea	FR		ATMJ	132	0	6	14	2	0	73	9	0.46	3.00
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	3	3	3	0	78	3	0.61	1.00
Front at SoHay	Taylor Morrison	TSO		ATST	76	0	TSO	0	0	0	75	0	0.81	0.00
Line at SoHay	Taylor Morrison	HY		ATST	198	0	11	23	4	0	92	13	1.00	4.33
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	4	7	3	0	75	3	0.81	1.00
Ellis at Central Station	TRI Pointe	OK	Rsv's	ATMJ	128	0	6	11	0	0	12	1	0.34	0.33
Compass Bay- Dover	Trumark	NK		DTMJ	138	4	6	42	2	0	25	8	1.18	2.67
Compass Bay- Newport	Trumark	NK		ATMJ	86	0	9	42	0	0	14	2	0.66	0.67
Crest at Alameda	Trumark	AL		ATMJ	60	6	10	15	3	0	8	4	0.89	1.33
Leeward at Alameda Point	Trumark	AL		ATMJ	64	12	12	15	3	0	49	9	1.04	3.00
TOTALS: No. Reporting: 20		Avg. Sales: 1.25		Traffic to Sales: 16 : 1			122	399	25	0	986	70	Net: 25	
City Codes: NK = Newark, FR = Fremont, HY = Hayward, AL = Alameda, OK = Oakland														

Amador Valley				Projects Participating: 12								In Area : 12		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Broadway at Boulevard	Brookfield	DB	DTMJ	94	8	15	65	3	0	3	3	1.40	1.00	
Huntington at Boulevard	Brookfield	DB	DTMJ	106	3	3	30	1	0	103	8	0.58	2.67	
Hyde Park at Boulevard	Brookfield	DB	ATMJ	102	0	1	23	0	0	47	2	1.02	0.67	
Mulholland at Boulevard	Brookfield	DB	DTMJ	80	4	4	35	0	0	51	1	0.60	0.33	
Wilshire at Boulevard	Brookfield	DB	ATMJ	75	0	6	33	1	0	69	2	0.49	0.67	
Auburn Grove	Lennar	LV	ATST	100	0	6	12	0	0	76	3	0.85	1.00	
Downing at Boulevard	Lennar	DB	ATST	96	0	2	1	1	0	47	2	0.60	0.67	
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	1	3	1	0	48	3	0.75	1.00	
Union at Boulevard	Lennar	DB	ATMJ	62	0	1	6	0	0	61	0	0.34	0.00	
Sycamore	Ponderosa TSO	PL	DTMJ	36	0	TSO	0	0	0	28	0	0.28	0.00	
Sage - Harmony	Shea	LV	ATMJ	105	0	2	2	3	0	103	12	0.50	4.00	
Uptown	Taylor Morrison	LV	ATMJ	44	0	9	15	2	1	9	3	0.97	1.00	
TOTALS: No. Reporting: 12		Avg. Sales: 0.92		Traffic to Sales: 19 : 1			50	225	12	1	645	39	Net: 11	
City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton														

Development Name	Developer	City Code	Notes	Type										
Diablo Valley					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				
Woodbury Highlands	Davidon	LF		ATMJ	99	0	19	5	0	0	2	0	0.11	0.00
Mbraga Town Center	KB Home	MG		ATMJ	36	0	4	18	1	0	22	4	0.30	1.33
Relevae at Wilder	Landsea	OR	Rsv's	DTMJ	34	0	4	5	0	0	13	0	0.99	0.00
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	2	7	0	0	1	0	0.07	0.00
Wilder	Taylor Morrison	OR		DTMJ	61	0	1	9	1	0	52	2	0.21	0.67
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 22 : 1				30	44	2	0	90	6	Net: 2
City Codes: LF = Lafayette, MG = Mbraga, OR = Orinda, PH = Pleasant Hill														

San Ramon Valley					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Highlands at The Preserve	Lennar	SR	DTMJ	121	0	8	43	0	0	94	3	0.69	1.00	
Hillcrest at the Preserve	Lennar	SR	ATMJ	104	0	7	43	0	0	28	5	0.96	1.67	
Ridgeview at the Preserve	Lennar	SR	ATMJ	52	0	4	43	1	0	23	4	0.82	1.33	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 129 : 1			19	129	1	0	145	12	Net: 1	
City Codes: SR = San Ramon														

West Contra Costa					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
Village 29	Lafferty	EC	Rsv's	ATMJ	29	0	9	3	1	0	13	2	0.15	0.67
Waterline Point Richmond	Shea	RM		ATMJ	60	0	9	15	0	0	46	-1	0.30	-0.33
Places at NOMA	Taylor Morrison	RM		DTST	95	1	1	8	1	0	85	5	0.70	1.67
Rows at NOMA	Taylor Morrison	RM		ATMJ	98	0	1	8	1	0	91	4	0.84	1.33
TOTALS: No. Reporting: 4		Avg. Sales: 0.75		Traffic to Sales: 11 : 1				20	34	3	0	235	10	Net: 3
City Codes: EC = El Cerrito, RM = Richmond														

Antioch/Pittsburg				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	
Celo at Sand Creek- Horizon	Century	AN	DTMJ	175	4	7	42	3	0	36	8	1.63	2.67	
Celo at Sand Creek- Vista	Century	AN	DTMJ	96	4	4	42	3	0	29	7	1.31	2.33	
Crest at Park Ridge	Davidon TSO	AN	DTMJ	300	0	TSO	14	1	1	171	0	0.98	0.00	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	5	13	0	1	15	5	1.14	1.67	
Landing at Wildflower Station	DeNova	AN	ATST	98	0	9	5	3	0	26	8	2.33	2.67	
Stella at Aviano	DeNova	AN	DTST	127	0	4	28	2	0	41	6	2.71	2.00	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	4	14	1	1	78	6	0.90	2.00	
Verona	Meritage	AN	DTMJ	117	0	3	5	0	0	114	0	1.03	0.00	
Haven at Vista Del Mar	Taylor Morrison TSO	PT	DTST	60	0	TSO	17	1	0	8	8	2.43	2.67	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	5	8	2	1	20	3	1.65	1.00	
TOTALS: No. Reporting: 10		Avg. Sales: 1.20		Traffic to Sales: 12 : 1			41	188	16	4	538	51	Net: 12	
City Codes: AN= Antioch, PT = Pittsburg														

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 10							In Area : 10		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Easton at Delaney Park	Brookfield	OY		DTST	80	0	4	38	2	0	56	4	0.90	1.33
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	12	38	2	0	53	3	0.85	1.00
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	8	29	3	0	134	10	1.37	3.33
2700 Empire	K Hovnanian S/O	BT		DTMJ	48	0	S/O	6	1	0	48	2	0.52	0.67
Ashbury	KB Home	OY		ATST	69	0	6	12	1	1	22	3	0.99	1.00
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	8	16	0	0	80	3	1.17	1.00
Alicante	Meritage	OY		DTMJ	133	4	9	19	4	0	12	7	1.68	2.33
Vines, The	Meritage	OY		DTST	63	7	5	23	4	0	5	5	2.33	1.67
Terrene	Pulte	BT		DTMJ	326	4	7	25	2	0	215	5	2.13	1.67
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	4	6	1	0	50	5	1.05	1.67
TOTALS: No. Reporting: 10		Avg. Sales: 1.90		Traffic to Sales: 11 : 1				63	212	20	1	675	47	Net: 19
City Codes: OY = Oakley, BT = Brentwood														

Sonoma, Napa Counties				Projects Participating: 8							In Area : 8		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Mockingbird Lane	DeNova	SX	DTST	16	0	4	2	0	0	12	3	0.43	1.00
Live Oak at University	KB Home	RP	DTMJ	104	0	4	15	0	0	47	3	0.59	1.00
Aspect	Lafferty	PET	DTMJ	18	0	2	4	0	0	8	0	0.10	0.00
Blume	Lafferty	RS	DTMJ	67	0	2	5	1	0	53	3	0.41	1.00
Juniper at University	Richmond American	RP	DTMJ	150	0	8	16	1	0	113	-1	0.79	-0.33
Preserve at Kessing Ranch	Richmond American	IC	DTMJ	47	0	6	7	1	0	20	0	0.41	0.00
Pear Tree	Taylor Morrison	NP	ATST	71	0	10	3	1	0	37	6	0.63	2.00
Riverfront	TRI Pointe	PET	DTMJ	134	0	2	16	0	0	13	1	1.17	0.33
TOTALS: No. Reporting: 8		Avg. Sales: 0.50		Traffic to Sales: 17 : 1			38	68	4	0	303	15	Net: 4
City Codes: SX = Sonoma, RP = Rohnert Park, PET = Petaluma, RS = Santa Rosa, IC = Cotati, NP = Napa													

Marin County					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Atherton Place	KB Home	NV		ATMJ	50	0	6	12	2	0	9	5	0.50	1.67
Bahia Heights	Ryder	NV	Rsv's	DTMJ	9	0	1	3	0	0	4	0	0.36	0.00
Hamilton Cottages	Ryder	NV		AASF	16	0	1	3	0	0	15	2	0.32	0.67
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 9 : 1				8	18	2	0	28	7	Net: 2
City Codes: NV = Novato														

Development Name	Developer	City Code	Notes	Type										
San Mateo County					Projects Participating: 8							In Area : 8		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Residences at Anson	DR Horton	BU		ATMJ	22	0	7	3	1	0	15	1	0.40	0.33
Skyline Ridge	DR Horton	SB		DTMJ	40	0	6	16	0	0	16	1	0.48	0.33
Link 33	KB Home	RC		ATMJ	33	0	7	13	0	0	8	1	0.21	0.33
Residences at Wheeler Plaza	KB Home	CS		ATMJ	109	0	6	13	0	0	87	1	1.07	0.33
Foster Square	Lennar	FC		AAAT	200	0	6	2	1	0	163	1	0.68	0.33
One90 - Borelle	Pulte	SM	New	ATMJ	57	0	3	1	0	0	0	0	0.00	0.00
One90 - Slate	Pulte	SM	New	DTMJ	29	0	3	1	0	0	0	0	0.00	0.00
Bayview 22	Warrington	SS		ATMJ	22	0	1	7	0	0	21	1	1.16	0.33
TOTALS: No. Reporting: 8		Avg. Sales: 0.25		Traffic to Sales: 28 : 1			39	56	2	0	310	6	Net: 2	
City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City, SM= San Mateo, SS = So. San Francisco														

Santa Clara County					Projects Participating: 24							In Area : 24		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Asana	DeNova	SJ		DTMJ	250	0	7	23	1	0	181	10	1.56	3.33
Prism	Dividend	SV	Rsv's	ATMJ	62	7	8	24	5	0	47	9	1.30	3.00
Amalfi	DR Horton	MV		ATMJ	58	0	6	19	0	0	6	3	0.54	1.00
Catalyst at Communications Hill	KB Home	SJ		ATMJ	98	0	5	17	2	0	88	6	1.01	2.00
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	4	4	45	7	0	29	7	1.25	2.33
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	6	30	2	0	105	4	0.92	1.33
Promenade at Communications Hill II	KB Home	SJ		DTMJ	44	4	2	22	3	0	8	8	2.43	2.67
Catalina	Landsea	SC	Rsv's	ATMJ	93	0	8	23	0	0	57	4	0.73	1.33
Estancia	Lennar	MV		ATMJ	75	0	6	1	1	0	61	2	0.44	0.67
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	5	18	3	0	150	12	0.97	4.00
Margaux at Glen Loma	Lennar	GL		DTMJ	84	0	4	16	0	0	77	0	0.86	0.00
Capitol - Retreat	Pulte	SJ		ATST	95	0	5	10	2	0	76	3	0.76	1.00
UrbanOak Rows	Pulte	SJ		ATMJ	97	4	7	10	4	1	76	3	0.76	1.00
UrbanOak Towns	Pulte	SJ		ATMJ	72	3	3	9	3	0	69	4	1.28	1.33
UrbanOak Vistas	Pulte	SJ		ATMJ	66	6	9	9	3	0	41	8	1.28	2.67
Montecito Place	SummerHill	MV		ATMJ	83	0	18	28	3	0	53	10	1.08	3.33
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	14	17	2	0	79	2	0.74	0.67
Nuevo - Terraces	SummerHill	SC		ATST	176	0	27	15	1	0	88	5	0.83	1.67
Nuevo E-States	SummerHill	SC		DTMJ	41	0	4	2	0	0	26	2	0.37	0.67
Portico	SummerHill	MV		ATMJ	16	0	12	5	1	0	4	4	1.87	1.33
Elevation- Towns	Taylor Morrison	SV		ATMJ	96	0	20	8	0	0	49	2	0.81	0.67
Glen Loma Ranch - Nbir	TRI Pointe	GL		DTMJ	67	0	1	6	0	0	66	1	0.77	0.33
Harmony	TruMark	SV		DTMJ	58	5	11	16	1	0	18	4	0.75	1.33
Waverly Detached	Warrington	MV		DTMJ	4	0	1	13	1	0	3	1	0.06	0.33
TOTALS: No. Reporting: 24		Avg. Sales: 1.83		Traffic to Sales: 9 : 1			193	386	45	1	1457	114	Net: 44	
City Codes: SJ = San Jose, SV = Sunnyvale, MV = Mountain View, SC= Santa Clara, GL = Gilroy														

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					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
Cerrato	Century	HO		DTMJ	215	0	1	0	0	0	214	0	1.29	0.00
Meadows at Allendale	DeNova	HO		DTST	111	0	3	1	1	0	108	2	1.58	0.67
Bennett Ranch	K Hovnanian	HO		DTMJ	84	0	4	2	0	0	80	0	0.94	0.00
Monte Bella II	KB Home	SL		DTST	78	0	7	13	2	0	71	5	1.67	1.67
Sunnyside Estates	KB Home S/O	HO		DTMJ	107	0	S/O	28	2	0	107	5	1.14	1.67
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	4	2	0	0	87	0	0.95	0.00
Carousel at Westfield	Kiper	HO	Rsv's	DTST	92	7	8	45	5	0	63	5	1.34	1.67
Mayfair at Westfield	Kiper	HO	Rsv's	DTMJ	50	5	8	45	2	0	26	4	0.90	1.33
Solorio	Meritage	HO		DTMJ	65	0	7	12	1	1	58	5	1.09	1.67
Solorio - 27's	Meritage	HO		ATST	36	0	2	0	0	0	34	0	0.64	0.00
TOTALS: No. Reporting: 10		Avg. Sales: 1.20		Traffic to Sales: 11 : 1				44	148	13	1	848	26	Net: 12
City Codes: HO = Hollister, SL = Salinas														

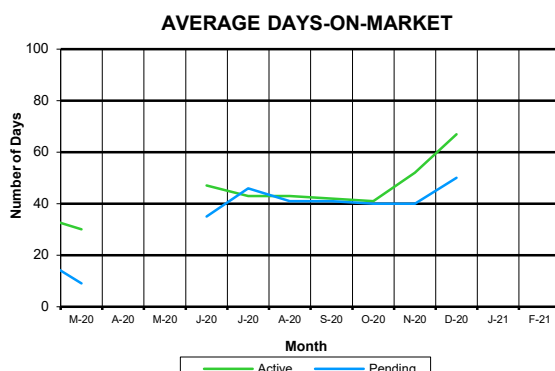
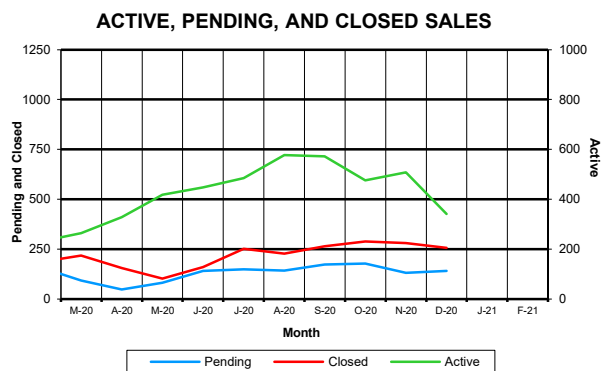
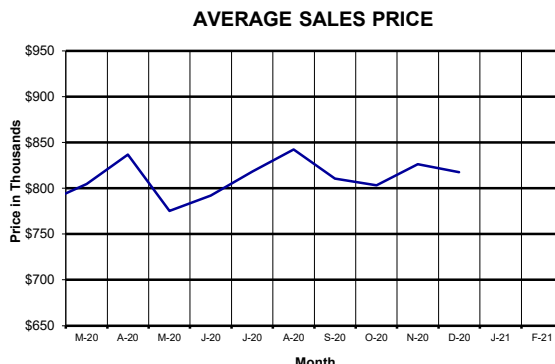
Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 16							In Area : 16		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Ava at Villages	DR Horton	FF	DTST	87	4	8	55	3	0	54	10	2.98	3.33
Savannah at Homestead	DR Horton	DX	DTST	85	0	7	32	0	0	19	4	1.25	1.33
Copperleaf at Homestead	KB Home	DX	DTST	71	0	5	3	1	0	16	4	1.44	1.33
Greston at One Lake	Lennar	FF	DTMJ	70	0	3	8	1	0	26	4	1.61	1.33
Cambridge at Brighton Landing	Meritage	VC	DTMJ	67	0	8	18	0	0	59	3	1.11	1.00
Cerrito at Vanden Estates	Richmond American	VC	DTMJ	50	0	5	26	2	0	33	2	0.82	0.67
Midway Grove at Homestead	Richmond American	DX	DTMJ	88	4	7	4	4	0	40	7	1.59	2.33
Orchards at Valley Glen II	Richmond American	DX	DTMJ	122	0	6	2	1	0	116	1	1.02	0.33
Saratoga at Vanden Estates	Richmond American	VC	DTMJ	97	0	8	8	1	1	82	4	0.87	1.33
Farmstead Square	Taylor Morrison	VC	DTMJ	130	0	4	21	0	0	16	6	1.96	2.00
Bristol at Brighton Landing	The New Home Co	VC	DTMJ	64	3	7	47	2	0	57	3	0.54	1.00
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	80	0	6	47	1	1	41	2	0.40	0.67
Preston at Brighton Landing	The New Home Co	VC	DTMJ	87	0	6	44	1	0	74	5	0.84	1.67
Sheffield at Brighton Landing	The New Home Co	VC	DTMJ	120	6	11	44	3	0	54	3	0.61	1.00
Lantana at The Villages	TRI Pointe	FF	DTST	133	0	2	5	0	0	131	0	1.10	0.00
Shimmer at One Lake	TRI Pointe	FF	DTMJ	45	0	7	21	0	0	13	1	1.12	0.33
TOTALS: No. Reporting: 16		Avg. Sales: 1.13		Traffic to Sales: 19 : 1			100	385	20	2	831	59	Net: 18
City Codes: FF = Fairfield, DX = Dixon, VC= Vacaville													

Bay Area			Projects Participating: 133					In Area : 133	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 133	Avg. Sales: 1.17	Traffic to Sales: 14 : 1	767	2292	165	10	7091	462	Net: 155
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

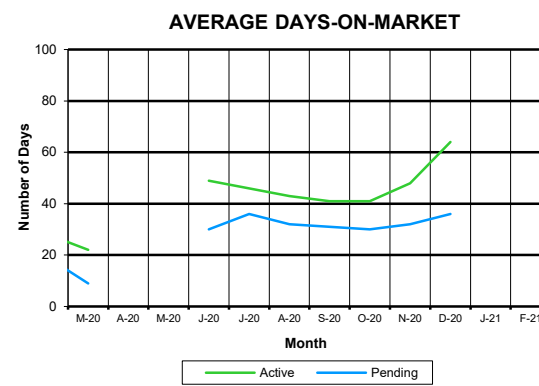
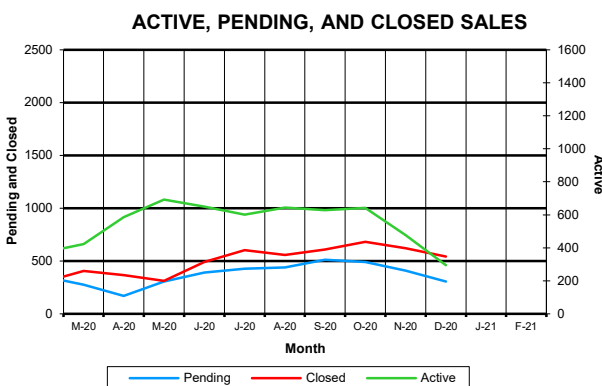
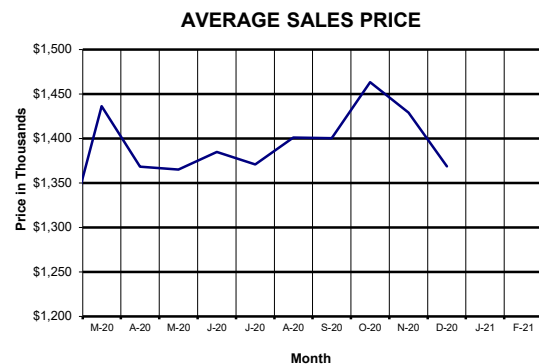
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	418	N/A	81	N/A	102	\$775,188
Jun-20	448	47	140	35	160	\$791,847
Jul-20	485	43	149	46	251	\$818,151
Aug-20	577	43	142	41	228	\$842,417
Sep-20	572	42	172	41	265	\$810,503
Oct-20	476	41	178	40	288	\$803,096
Nov-20	508	52	131	40	280	\$826,397
Dec-20	341	67	140	50	257	\$817,347



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

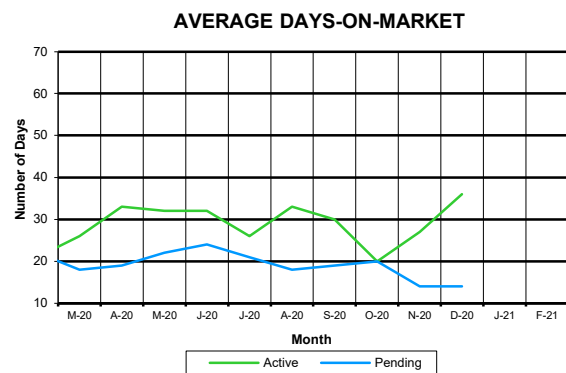
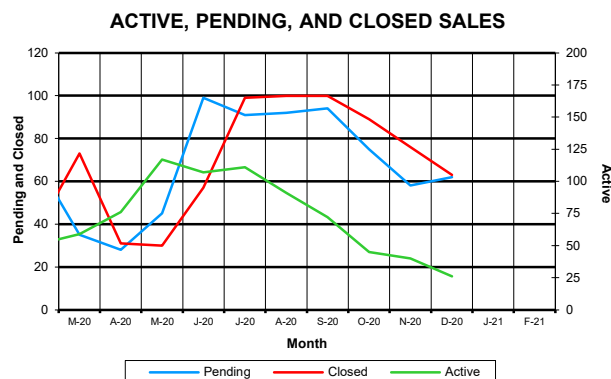
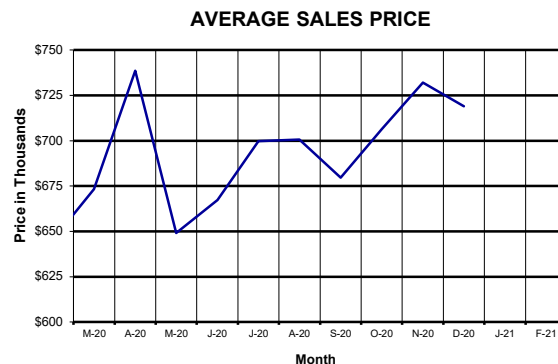
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	692	N/A	307	N/A	313	\$1,365,204
Jun-20	649	49	390	30	490	\$1,384,959
Jul-20	601	46	426	36	604	\$1,370,879
Aug-20	644	43	439	32	557	\$1,400,977
Sep-20	628	41	511	31	608	\$1,400,491
Oct-20	641	41	492	30	683	\$1,463,270
Nov-20	476	48	409	32	620	\$1,429,055
Dec-20	294	64	307	36	541	\$1,368,594



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

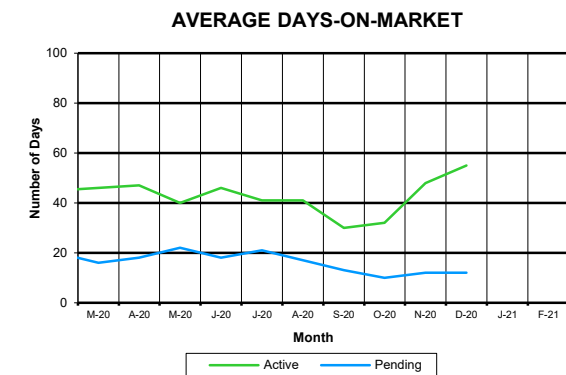
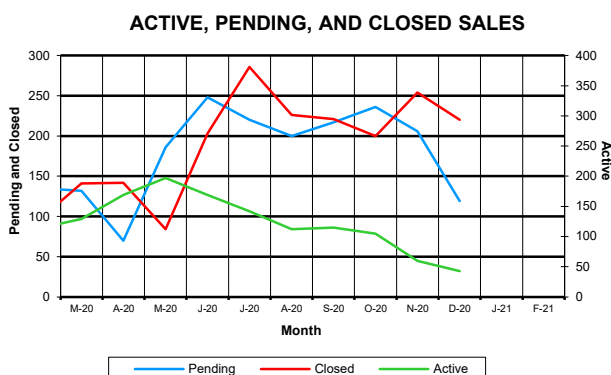
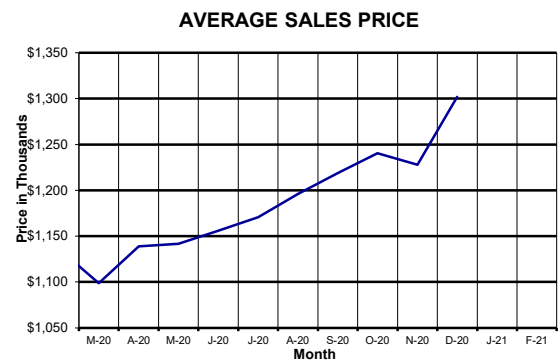
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	117	32	45	22	30	\$649,119
Jun-20	107	32	99	24	57	\$667,268
Jul-20	111	26	91	21	99	\$699,711
Aug-20	91	33	92	18	100	\$700,734
Sep-20	72	30	94	19	100	\$679,710
Oct-20	45	20	75	20	89	\$706,312
Nov-20	40	27	58	14	76	\$732,178
Dec-20	26	36	62	14	63	\$719,101



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

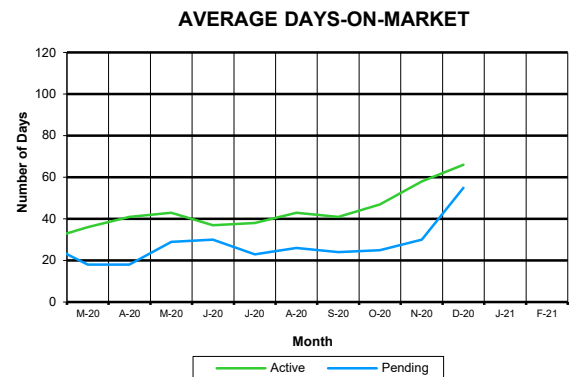
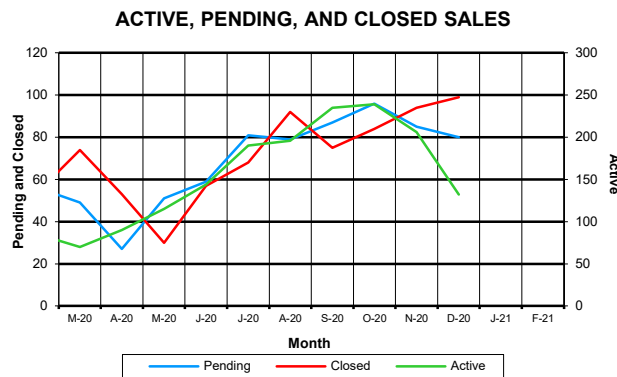
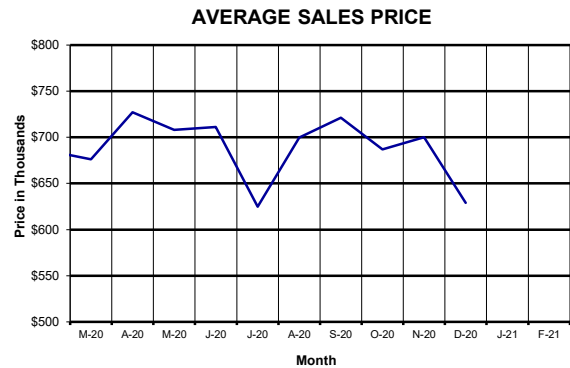
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	197	40	186	22	84	\$1,141,749
Jun-20	169	46	248	18	203	\$1,155,864
Jul-20	142	41	220	21	286	\$1,170,460
Aug-20	112	41	200	17	226	\$1,196,117
Sep-20	115	30	217	13	221	\$1,218,814
Oct-20	105	32	236	10	200	\$1,240,574
Nov-20	60	48	206	12	254	\$1,227,878
Dec-20	43	55	119	12	220	\$1,302,049





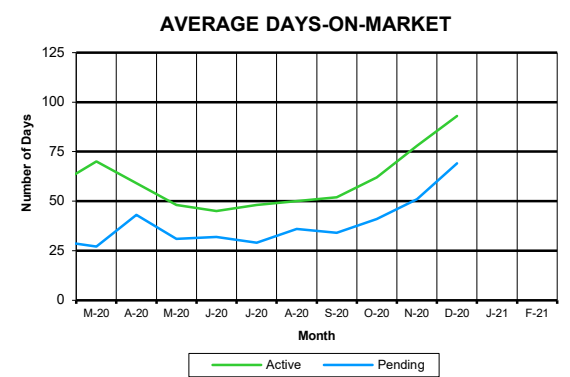
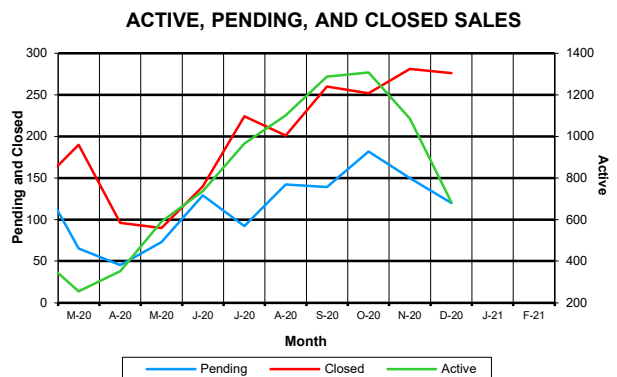
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	115	43	51	29	30	\$708,036
Jun-20	144	37	59	30	57	\$711,299
Jul-20	190	38	81	23	68	\$624,923
Aug-20	196	43	79	26	92	\$699,919
Sep-20	235	41	87	24	75	\$721,312
Oct-20	239	47	96	25	84	\$687,018
Nov-20	206	58	85	30	94	\$700,186
Dec-20	132	66	80	55	99	\$629,000



## San Francisco Attd. Monthly MLS Survey

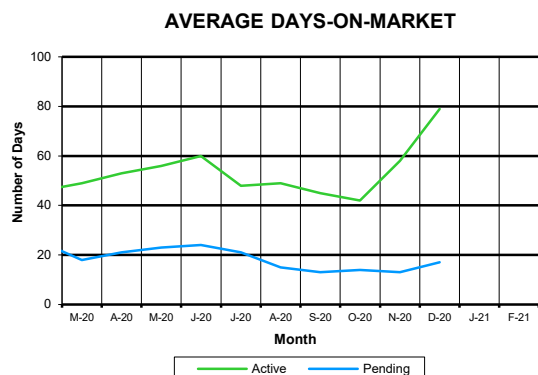
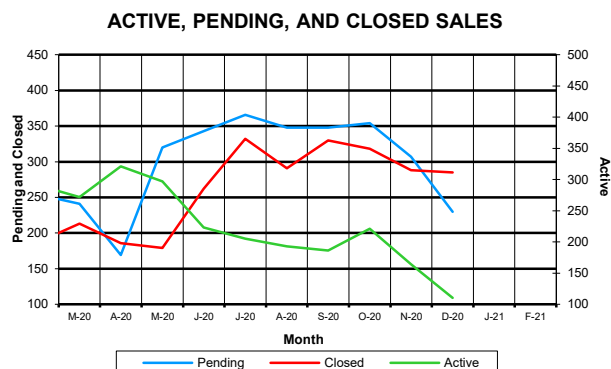
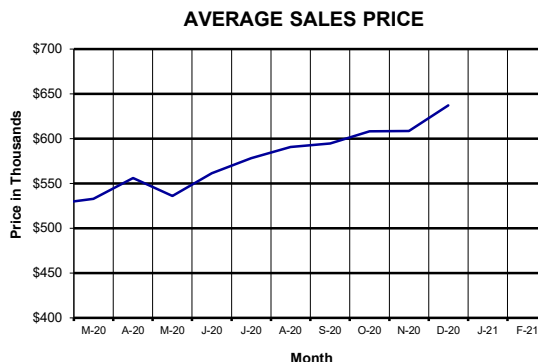
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	590	48	73	31	90	\$1,230,256
Jun-20	736	45	129	32	140	\$1,374,713
Jul-20	966	48	92	29	224	\$1,421,866
Aug-20	1,101	50	142	36	201	\$1,382,844
Sep-20	1,288	52	139	34	260	\$1,317,878
Oct-20	1,308	62	182	41	252	\$1,281,601
Nov-20	1,086	78	150	51	281	\$1,315,277
Dec-20	682	93	120	69	276	\$1,204,487



## E. Contra Costa SFD Monthly MLS Survey

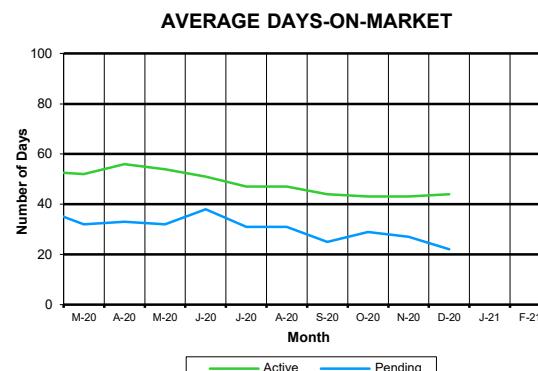
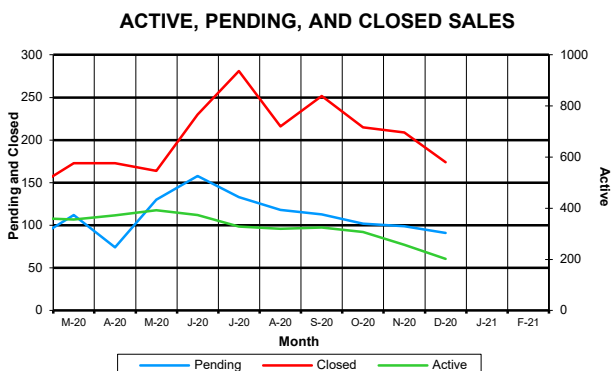
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	297	56	320	23	179	\$536,187
Jun-20	223	60	343	24	262	\$561,397
Jul-20	205	48	366	21	332	\$578,252
Aug-20	193	49	348	15	291	\$590,593
Sep-20	186	45	348	13	330	\$594,715
Oct-20	221	42	354	14	318	\$608,156
Nov-20	164	58	307	13	288	\$608,552
Dec-20	110	79	230	17	285	\$637,312



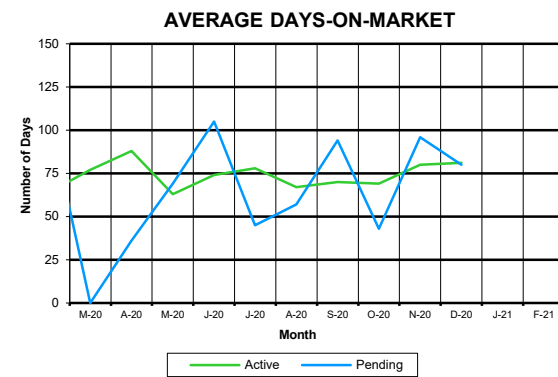
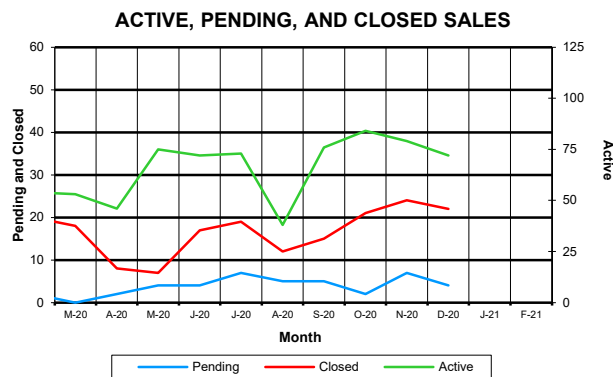
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	392	54	130	32	164	\$510,767
Jun-20	374	51	158	38	230	\$556,773
Jul-20	328	47	133	31	281	\$547,595
Aug-20	320	47	118	31	216	\$566,562
Sep-20	325	44	113	25	252	\$550,392
Oct-20	307	43	102	29	215	\$540,991
Nov-20	257	43	99	27	209	\$548,873
Dec-20	201	44	91	22	174	\$561,831



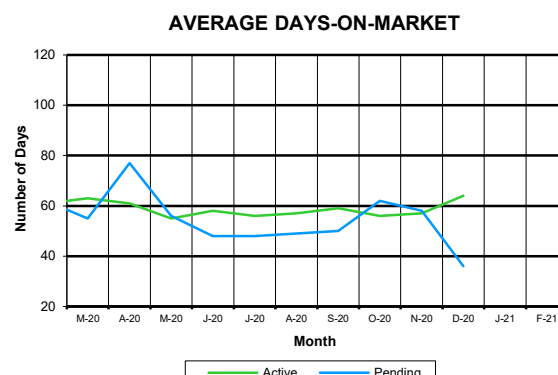
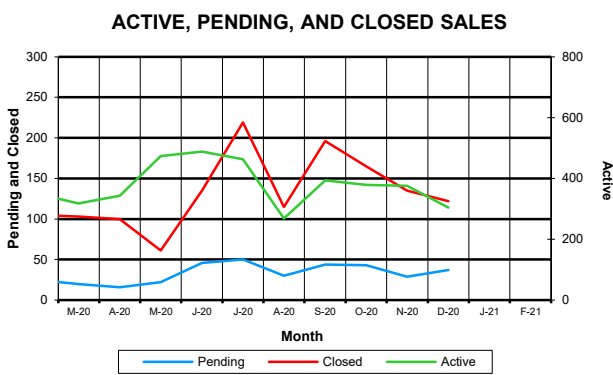
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	75	63	4	69	7	\$319,500
Jun-20	72	74	4	105	17	\$365,807
Jul-20	73	78	7	45	19	\$385,526
Aug-20	38	67	5	57	12	\$409,792
Sep-20	76	70	5	94	15	\$392,200
Oct-20	84	69	2	43	21	\$370,643
Nov-20	79	80	7	96	24	\$393,667
Dec-20	72	81	4	80	22	\$392,432



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	474	55	22	56	61	\$716,142
Jun-20	488	58	46	48	135	\$682,648
Jul-20	463	56	50	48	219	\$730,439
Aug-20	269	57	30	49	115	\$732,236
Sep-20	394	59	44	50	196	\$715,512
Oct-20	379	56	43	62	165	\$740,726
Nov-20	376	57	29	58	135	\$730,103
Dec-20	304	64	37	36	122	\$717,698



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

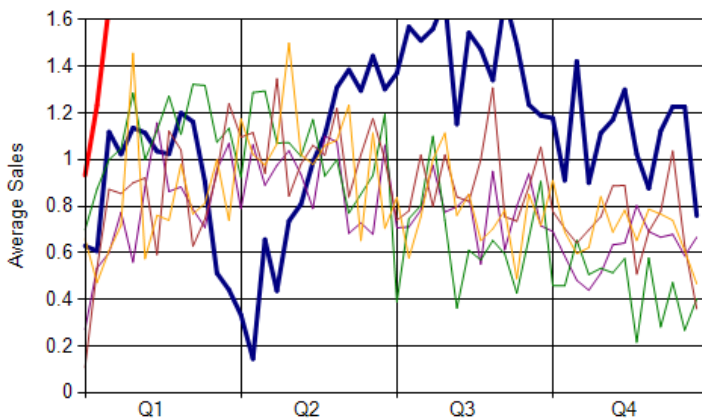
## Central Valley

Ending: Sunday, January 24, 2021

Week 3

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			21	573	35	3	32	1.52	1.17	30%	1.11	37%
San Joaquin County			28	784	46	4	42	1.50	1.36	10%	1.09	38%
Stanislaus County			3	61	7	0	7	2.33	0.86	172%	1.08	117%
Merced County			17	279	38	2	36	2.12	1.59	33%	1.24	71%
Madera County			8	65	11	0	11	1.38	1.25	10%	0.74	85%
Fresno County			14	121	25	2	23	1.64	0.98	68%	0.82	101%
Current Week Totals		Traffic : Sales 12 : 1	91	1883	162	11	151	1.66	1.28	30%	1.06	57%
Per Project Average			21		1.78	0.12	1.66					
Year Ago - 01/26/2020		Traffic : Sales 32 : 1	88	3377	107	17	90	1.02	0.85	21%	0.67	53%
% Change			3%	-44%	51%	-35%	68%	62%	51%	58%		

52 Weeks Comparison



Year to Date Averages Through Week 3

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	60	26	0.64	0.08	0.55	0.81
■	2017	47	25	0.58	0.08	0.50	0.87
■	2018	62	25	0.98	0.13	0.85	0.80
■	2019	74	16	0.58	0.11	0.47	0.77
■	2020	83	22	0.92	0.13	0.79	1.11
■	2021	90	22	1.40	0.12	1.28	1.28
% Change:		8%	-1%	52%	-8%	62%	15%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The housing market was the primary focus of attention this week. Over the course of 2020, housing emerged as one of just a few bright spots in an otherwise horrible year. Driven by record-low mortgage rates and shifting preferences for more livable space to accommodate virtual activities, home sales, housing starts and builder confidence quickly recovered from the deep losses experienced during the lockdown months last spring. Housing starts jumped 5.8% during December. Single-family starts soared 12%, while multifamily starts dropped 13.6%. Total starts are running at a 1.67 million-unit pace, the strongest pace since 2006. Existing home sales rose 0.7% to a 6.76 million-unit pace in December. Mortgage applications for purchase are up 14.7% over the year as of January 15th. The NAHB Housing Market Index fell to 83 in January. Builder confidence remains exceptionally high, but the index has slipped in recent months alongside rising material prices and the latest COVID surge. Source: Wells Fargo Bank. Weekly Economic &amp; Financial Commentary</p>
FHA	2.63%	2.92%	
	2.25%	2.91%	
10 Yr Yield	1.05%		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 21							In Area : 21		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia Park	Bright	TR		DTMJ	42	0	3	14	0	1	25	2	1.20	0.67
Expression at College Park	Century	MH		DTMJ	72	3	5	15	3	0	67	3	0.91	1.00
Heritage at College Park	Century	MH		DTMJ	96	4	5	16	2	0	67	4	0.90	1.33
Legacy at College Park	Century	MH		DTMJ	133	0	3	43	3	0	16	6	1.44	2.00
Portfolio at College Park	Century	MH		DTMJ	112	0	8	1	3	1	15	3	1.35	1.00
Provenance at College Park	Century	MH		DTMJ	68	0	6	33	1	0	52	3	0.98	1.00
Reflection at College Park	Century	MH		DTMJ	87	4	6	32	1	0	62	3	1.17	1.00
Santosha	DeNova	TR		DTMJ	71	0	3	3	1	0	68	5	2.43	1.67
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	2	38	0	0	92	3	1.00	1.00
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	1	38	2	0	78	2	0.85	0.67
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	1	38	0	0	81	3	0.88	1.00
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	1	38	1	0	74	6	0.79	2.00
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	2	46	2	0	56	5	0.82	1.67
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	1	12	4	0	124	7	1.25	2.33
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	17	0	0	26	0	0.29	0.00
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	7	49	0	0	89	0	1.71	0.00
Eban at Tracy Hills	Shea	TR		DTMJ	70	17	7	60	10	0	10	10	3.04	3.33
Langston at Mountain House	Shea	MH		ATMJ	131	0	9	37	0	0	106	4	2.03	1.33
Sungold	Taylor Morrison	TR		DTMJ	62	0	2	12	1	0	51	5	1.54	1.67
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	6	10	1	1	36	0	1.16	0.00
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	7	21	0	0	36	0	1.16	0.00
TOTALS: No. Reporting: 21		Avg. Sales: 1.52		Traffic to Sales: 16 : 1				85	573	35	3	1231	74	Net: 32
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi				Projects Participating: 8							In Area : 8		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
The Cove at Westlake	Caresco TSO	SK	DTMJ	46	0	TSO	38	0	0	19	0	0.82	0.00
Aspire at River Terrace	K Hovnanian	SK	DTST	83	0	2	12	0	0	81	0	1.92	0.00
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	6	10	1	0	48	6	0.92	2.00
Lavaux at Vineyard Terrace	K Hovnanian	LD	DTMJ	127	0	5	21	0	0	119	6	2.28	2.00
Montevello II	KB Home	SK	DTST	154	6	8	31	4	0	22	9	1.90	3.00
Keys at Westlake	Lennar	SK	DTMJ	101	0	6	45	1	0	25	6	0.86	2.00
Seasons at Westlake Village	Richmond American	SK	DTMJ	41	3	8	15	3	0	33	6	1.56	2.00
Villa Point at Destinations	Richmond American	SK	DTMJ	122	0	7	4	0	1	115	2	0.78	0.67
TOTALS: No. Reporting: 8		Avg. Sales: 1.00		Traffic to Sales: 20 : 1			42	176	9	1	462	35	Net: 8
City Codes: SK = Stockton, LD = Lodi													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 20							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Haven at River Island	Anthem United	LP		DTMJ	128	0	5	33	0	0	100	6	1.11	2.00
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	7	19	1	0	18	1	0.24	0.33
Arlington	DR Horton	MN		DTMJ	148	4	8	33	3	0	132	3	1.40	1.00
Bella Vita	DR Horton	LP		DTMJ	76	0	7	41	1	1	47	6	1.68	2.00
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	0	5	34	1	0	31	0	0.61	0.00
Haven Villas at Sundance	KB Home	MN		DTMJ	152	0	5	34	1	0	129	4	1.57	1.33
Catalina at River Island	Kiper TSO	LP		DTMJ	72	0	TSO	72	3	0	63	3	1.70	1.00
New port at River Islands	Kiper	LP		DTMJ	131	6	7	79	6	0	96	6	1.29	2.00
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	6	43	1	0	92	1	0.37	0.33
Sundance	Meritage	MN		DTST	64	0	4	15	5	1	26	6	1.72	2.00
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	9	15	0	0	54	4	1.10	1.33
Harvest at Sundance	Pulte	MN		DTMJ	65	4	3	0	2	0	4	4	1.87	1.33
Passport North	Raymus	MN		DTMJ	36	0	4	54	2	0	27	5	1.67	1.67
Fox Chase at Woodward	Richmond American	MN		DTMJ	130	0	1	0	0	0	129	1	1.03	0.33
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	9	14	2	1	52	3	1.29	1.00
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	6	9	7	2	0	6	5	1.83	1.67
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	4	16	2	0	37	7	0.52	2.33
Breakwater at River Island	TRI Pointe	LP	Rsv's	DTMJ	106	4	3	24	1	0	51	1	1.59	0.33
Origin at the Collective	Trumark	MN		DTMJ	59	0	5	14	0	0	20	1	0.29	0.33
Hideaway at River Islands	Van Daele	LP		DTMJ	120	4	7	61	4	0	63	11	2.32	3.67
TOTALS: No. Reporting: 20		Avg. Sales: 1.70		Traffic to Sales: 16 : 1			108	608	37	3	1177	78	Net: 34	
City Codes: LP = Lathrop, MN = Manteca														

Stanislaus County					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Apricot Grove	K Hovnanian	FR		DTST	69	0	6	15	1	0	63	0	1.40	0.00
Fieldstone	KB Home	HG	New	DTST	69	0	2	26	4	0	4	4	3.11	3.11
Turnleaf at Patterson Ranch	KB Home	FR		DTST	99	0	5	20	2	0	65	2	1.66	0.67
TOTALS: No. Reporting: 3		Avg. Sales: 2.33		Traffic to Sales: 9 : 1			13	61	7	0	132	6	Net: 7	
City Codes: FR = Patterson, HG = Hughson														

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 17							In Area : 17		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Summer Creek	Bright	MD		DTMJ	120	0	4	24	2	0	68	4	0.76	1.33
Bell Crossing	DR Horton	AT		DTST	151	5	7	19	1	0	72	2	1.30	0.67
Brookshire	DR Horton	LB		DTST	50	5	7	12	5	0	39	6	1.03	2.00
Mission Village South	DR Horton	LB		DTMJ	91	0	7	6	2	0	84	3	0.98	1.00
Monterra	DR Horton	MD		DTST	103	4	5	14	4	0	87	9	1.57	3.00
Panorama	DR Horton	MD		DTST	192	4	7	15	0	0	83	0	0.96	0.00
Shaunessy	DR Horton	LB		DTST	70	0	4	12	2	0	32	6	0.86	2.00
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	2	11	2	1	107	7	0.96	2.33
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	35	0	0	122	2	0.94	0.67
Sunflower	Legacy	MD	Rsv's	DTST	143	0	4	22	1	0	93	2	0.88	0.67
Mbraga - Chateau II	Lennar	MD		DTMJ	52	0	6	2	2	0	36	3	1.19	1.00
Mbraga - Skye II	Lennar	MD		DTMJ	66	4	6	4	2	0	51	6	1.64	2.00
Mbraga - Summer II	Lennar	MD		DTMJ	115	6	9	4	5	0	33	10	1.09	3.33
Bellevue Ranch	Stonefield Home	MD		DTST	123	5	6	30	5	1	102	7	1.08	2.33
Brookshire	Stonefield Home	LB		DTMJ	172	0	6	21	0	0	152	0	0.75	0.00
Cypress Terrace	Stonefield Home	MD		DTST	82	4	5	29	2	0	74	7	1.01	2.33
Shaunessey Village	Stonefield Home	LB		DTST	81	4	4	19	3	0	63	7	1.03	2.33
TOTALS: No. Reporting: 17		Avg. Sales: 2.12		Traffic to Sales: 7 : 1				89	279	38	2	1298	81	Net: 36
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston														

Madera County				Projects Participating: 8							In Area : 8		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Tesoro Viejo- Bluffs	DR Horton	MDA	DTMJ	39	0	4	15	1	0	35	4	0.63	1.33
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	0	4	8	3	0	95	2	1.03	0.67
Vista Bella at Tesoro Viejo	K Hovnanian	MDA	DTST	112	0	8	1	1	0	20	2	0.24	0.67
Fielding Cottages	KB Home	MDA	DTST	26	0	3	23	2	0	23	9	2.56	3.00
Fielding Villas	KB Home	MDA	DTST	6	0	1	7	0	0	5	1	0.56	0.33
Riverstone Coronet	Lennar	MDA	DTST	103	4	6	3	3	0	44	6	1.38	2.00
Riverstone- Pinnacle	Lennar	MDA	DTMJ	57	0	4	5	0	0	53	2	0.56	0.67
Riverstone Skye II	Lennar	MDA	DTST	67	0	5	3	1	0	40	4	1.53	1.33
TOTALS: No. Reporting: 8		Avg. Sales: 1.38		Traffic to Sales: 6 : 1			35	65	11	0	315	30	Net: 11
City Codes: MDA = Madera													

# The Ryness Report

Week Ending  
Sunday, January 24, 2021

Central Valley Page 4 of 4

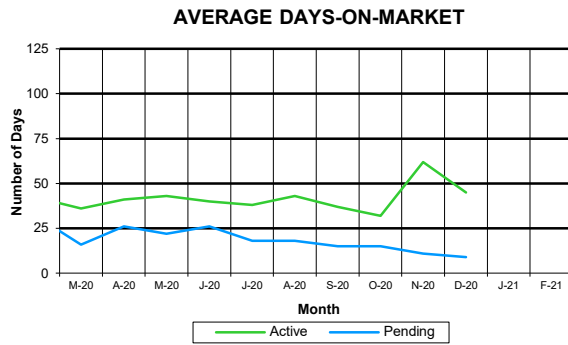
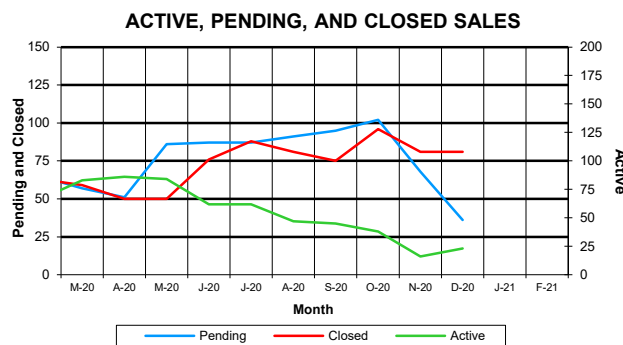
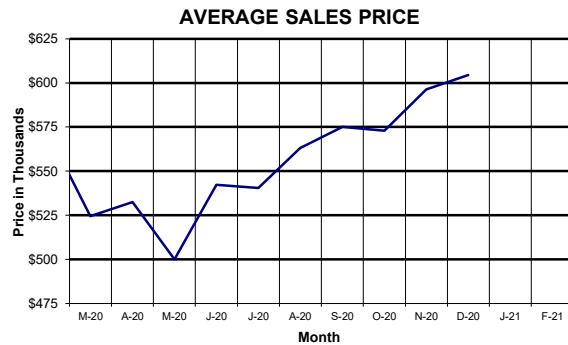
Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 14							In Area : 14		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	11	1	1	96	2	1.00	0.67
Inspirado	K Hovnanian	FR		DTST	109	0	3	14	5	1	105	8	1.89	2.67
Laurel Grove	KB Home	FR		DTST	144	4	3	43	5	0	141	8	1.37	2.67
Seville	KB Home	FR		DTST	129	6	7	25	4	0	57	6	1.29	2.00
Copper River- Pinnacle	Lennar	FR		DTMJ	94	0	6	4	0	0	88	0	0.78	0.00
Fancher Creek - Coronet	Lennar	FR		ATST	80	4	6	2	2	0	4	4	0.74	1.33
Fancher Creek California	Lennar	FR		ATST	68	0	6	2	0	0	58	1	1.05	0.33
Fancher Creek- Chateau	Lennar	FR		ATST	61	0	2	2	0	0	59	2	1.07	0.67
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	8	2	0	0	114	2	1.28	0.67
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	4	3	4	2	0	4	2	0.74	0.67
Heritage Grove - Clementine	Lennar	CV		DTST	21	4	6	3	5	0	14	5	0.70	1.67
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	7	3	0	0	18	0	0.89	0.00
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	4	7	3	1	0	13	1	0.65	0.33
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	0	3	3	0	0	2	0	0.10	0.00
TOTALS: No. Reporting: 14		Avg. Sales: 1.64		Traffic to Sales: 5 : 1				73	121	25	2	773	41	Net: 23
City Codes: FO = Fowler, FR = Fresno, CV = Clovis														

Central Valley			Projects Participating: 91					In Area : 91	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 91	Avg. Sales: 1.66	Traffic to Sales: 12 : 1	445	1883	162	11	5388	345	Net: 151
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									



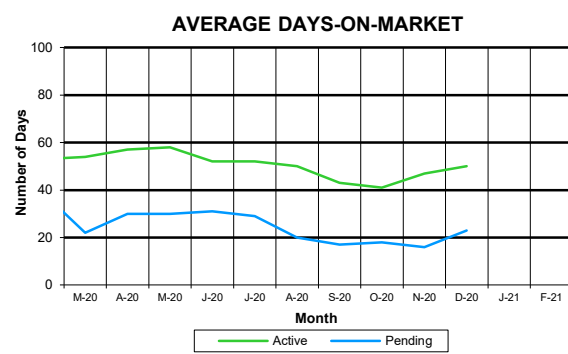
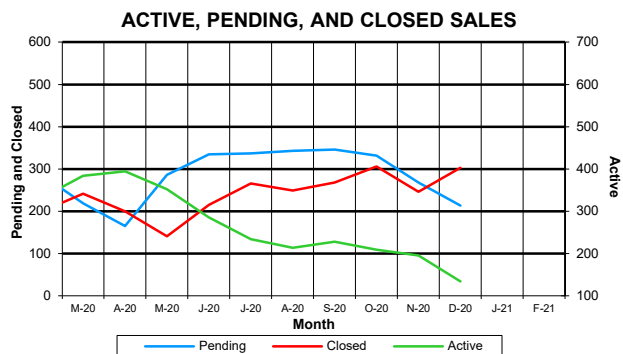
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	84	43	86	22	50	500,008
Jun-20	62	40	87	26	76	542,180
Jul-20	62	38	87	18	88	540,378
Aug-20	47	43	91	18	81	563,141
Sep-20	45	37	95	15	75	575,059
Oct-20	38	32	102	15	96	572,838
Nov-20	16	62	68	11	81	596,343
Dec-20	23	45	36	9	81	604,541



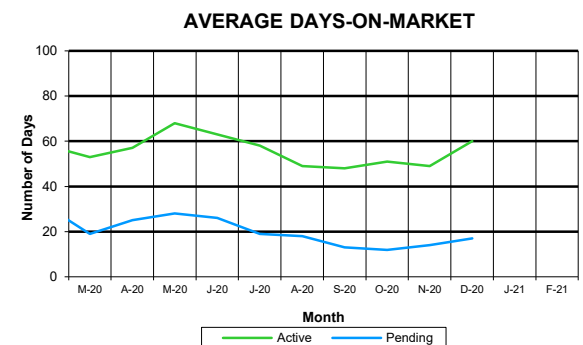
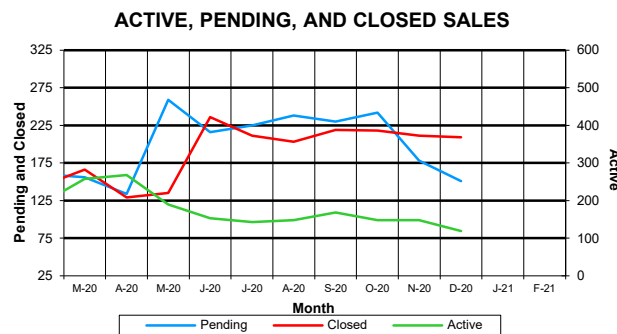
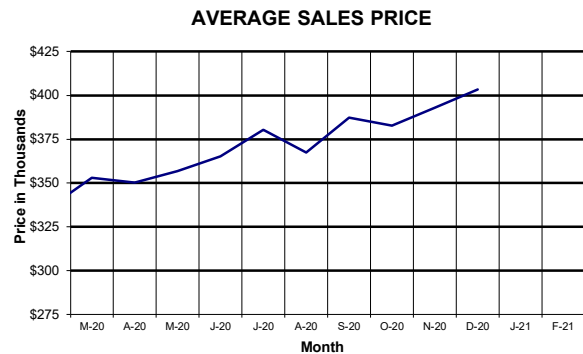
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	352	58	286	30	141	\$341,880
Jun-20	286	52	335	31	215	\$346,361
Jul-20	234	52	337	29	266	\$358,724
Aug-20	214	50	343	20	249	\$378,786
Sep-20	228	43	346	17	268	\$384,282
Oct-20	209	41	332	18	306	\$387,379
Nov-20	196	47	268	16	246	\$387,582
Dec-20	134	50	214	23	303	\$384,757



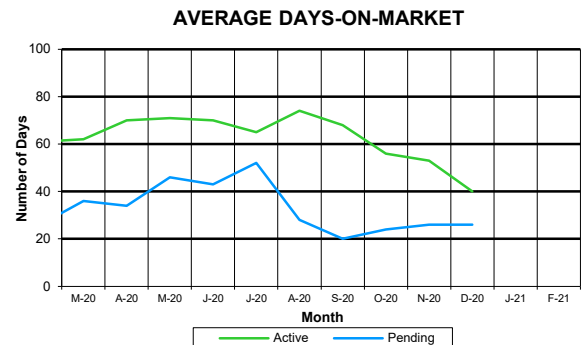
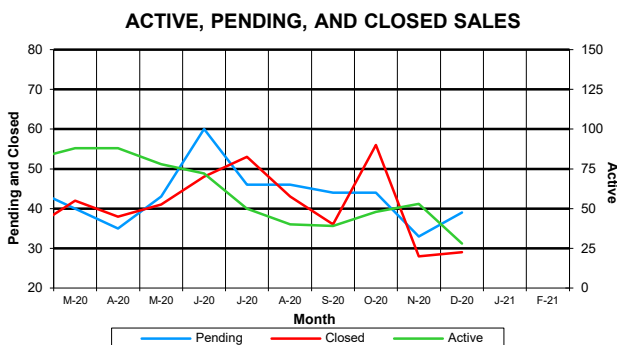
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	190	68	259	28	135	\$356,867
Jun-20	153	63	216	26	236	\$365,257
Jul-20	143	58	225	19	211	\$380,385
Aug-20	148	49	238	18	203	\$367,407
Sep-20	168	48	230	13	219	\$387,282
Oct-20	148	51	242	12	218	\$382,824
Nov-20	148	49	178	14	211	\$392,938
Dec-20	119	60	151	17	209	\$403,290



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	78	71	43	46	41	\$293,403
Jun-20	72	70	60	43	48	\$284,228
Jul-20	50	65	46	52	53	\$302,484
Aug-20	40	74	46	28	43	\$344,001
Sep-20	39	68	44	20	36	\$362,541
Oct-20	48	56	44	24	56	\$303,351
Nov-20	53	53	33	26	28	\$301,726
Dec-20	28	40	39	26	29	\$330,871



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

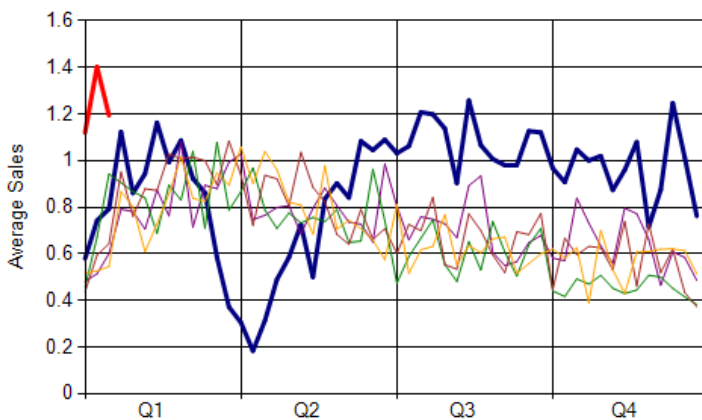
## Sacramento

Ending: Sunday, January 24, 2021

Week 3

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.
South Sacramento			24	563	20	4	16	0.67	1.08	-38%	0.96	-31%
Central & North Sacramento			41	1052	45	1	44	1.07	1.01	6%	0.95	13%
Folsom			12	422	18	2	16	1.33	1.44	-8%	1.28	4%
El Dorado			10	129	14	2	12	1.20	1.03	16%	0.75	60%
Placer & Nevada			48	1065	75	7	68	1.42	1.45	-2%	1.03	37%
Yolo			11	102	20	1	19	1.73	1.64	6%	1.03	67%
Northern Counties			9	129	12	2	10	1.11	0.92	20%	0.79	40%
Current Week Totals		Traffic : Sales 17 : 1	155	3462	204	19	185	1.19	1.24	-4%	0.99	21%
Per Project Average			22		1.32	0.12	1.19					
Year Ago - 01/26/2020		Traffic : Sales 22 : 1	138	3649	166	11	155	1.12	0.81	38%	0.65	74%
% Change			12%	-5%	23%	73%	19%	6%	52%	53%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 3

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	161	21	0.61	0.08	0.53	0.69
■	2017	143	24	0.67	0.11	0.56	0.73
■	2018	124	24	0.82	0.13	0.69	0.66
■	2019	138	20	0.62	0.09	0.53	0.73
■	2020	135	22	0.80	0.09	0.71	0.89
■	2021	151	21	1.34	0.10	1.24	1.24
% Change:		12%	-6%	67%	11%	75%	39%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.63%	APR 2.92%	<p>The housing market was the primary focus of attention this week. Over the course of 2020, housing emerged as one of just a few bright spots in an otherwise horrible year. Driven by record-low mortgage rates and shifting preferences for more livable space to accommodate virtual activities, home sales, housing starts and builder confidence quickly recovered from the deep losses experienced during the lockdown months last spring. Housing starts jumped 5.8% during December. Single-family starts soared 12%, while multifamily starts dropped 13.6%. Total starts are running at a 1.67 million-unit pace, the strongest pace since 2006. Existing home sales rose 0.7% to a 6.76 million-unit pace in December. Mortgage applications for purchase are up 14.7% over the year as of January 15th. The NAHB Housing Market Index fell to 83 in January. Builder confidence remains exceptionally high, but the index has slipped in recent months alongside rising material prices and the latest COVID surge. Source: Wells Fargo Bank. Weekly Economic &amp; Financial Commentary</p>
FHA	RATE 2.25%	APR 2.91%	
10 Yr Yield	1.05%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 24							In Area : 24		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	0	5	5	0	0	8	2	0.44	0.67
Murieta Gardens	K Hovnanian	RM		DTMJ	78	0	4	7	1	0	74	1	0.75	0.33
Bridgewater	KB Home	SO		DTMJ	85	0	6	26	3	0	72	5	1.60	1.67
Sheldon Terrace	KB Home	LN		DTST	175	0	7	19	3	1	162	11	1.43	3.67
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	6	13	0	0	19	3	1.25	1.00
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	7	20	0	0	76	3	0.93	1.00
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	7	21	1	0	89	3	0.98	1.00
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	4	39	2	0	150	4	1.22	1.33
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	6	30	0	0	18	2	1.37	0.67
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	9	13	0	0	186	2	0.92	0.67
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	7	21	0	0	84	4	0.92	1.33
Redwood at Parkside	Lennar	VN		DTMJ	300	0	5	5	1	0	261	4	0.88	1.33
Laguna Ranch	Richmond American	LN		DTMJ	80	0	7	68	0	1	65	3	0.87	1.00
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	1	1	0	0	74	0	0.78	0.00
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	9	31	1	0	57	4	1.53	1.33
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	7	43	0	0	59	2	0.91	0.67
Milestone	Taylor Morrison	VN		DTMJ	121	0	10	5	2	0	100	8	1.12	2.67
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	0	5	44	2	1	51	4	0.80	1.33
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	7	43	1	0	49	3	0.75	1.00
Classics at Poppy Lane	TimLewis	LN		DTMJ	72	0	1	30	1	0	67	1	0.52	0.33
Latitudes	TimLewis	LN		DTST	159	0	3	28	1	0	153	0	1.08	0.00
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	2	21	0	0	48	2	0.39	0.67
Traditions at Poppy Lane	TimLewis	LN		DTMJ	88	0	2	22	0	0	77	3	0.66	1.00
Glendon Vineyards	Woodside	VN		DTST	103	0	8	8	1	1	62	5	0.76	1.67
TOTALS: No. Reporting: 24		Avg. Sales: 0.67		Traffic to Sales: 28 : 1				135	563	20	4	2061	79	Net: 16
City Codes: GT = Galt, RM= Rancho Murieta, SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard														

# The Ryness Report

Week Ending  
Sunday, January 24, 2021

Sacramento Page 2 of 7

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 21							In Area : 22		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	5	36	0	0	12	2	0.85	0.67
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	5	39	0	0	22	2	0.73	0.67
Crocker Village- Courts	Black Pine	SO		DTST	83	0	4	36	1	0	16	2	0.55	0.67
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	5	39	1	0	22	3	0.73	1.00
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	3	92	0	0	67	4	0.93	1.33
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	4	4	93	2	0	68	2	0.94	0.67
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	7	29	2	1	56	3	0.64	1.00
Veranda at Stone Creek	Elliott	RO		DTST	163	8	8	29	5	0	121	5	0.85	1.67
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	8	11	1	0	9	3	1.11	1.00
Qara at Anatolia	Lennar	RO		DTMJ	139	0	1	0	0	0	138	0	0.93	0.00
Ventana	Lennar	RO		DTMJ	160	4	8	13	2	0	72	3	0.91	1.00
Verdant	Lennar	RO		DTST	157	4	8	10	2	0	48	4	1.17	1.33
Viridian	Lennar	RO		DTST	342	0	8	12	0	0	71	4	0.86	1.33
Montelena	Premier Homes	RO		DTST	169	0	9	64	0	0	117	6	1.77	2.00
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	7	3	0	0	15	0	0.25	0.00
Garden Homes at Sutter Park	TimLewis	SO		DTST	29	0	7	1	1	0	19	1	0.31	0.33
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	12	1	0	0	16	0	0.26	0.00
Alderwood	Watt	RO		DTMJ	54	0	4	25	0	0	20	0	0.60	0.00
Cottonwood at Cypress	Woodside	RO		DTST	84	0	10	14	0	0	53	5	0.73	1.67
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	7	52	2	0	61	3	0.84	1.00
Sequoia at Cypress	Woodside	RO		DTMJ	62	0	6	17	0	0	36	0	0.49	0.00
TOTALS: No. Reporting: 21		Avg. Sales: 0.86		Traffic to Sales: 32 : 1			136	616	19	1	1059	52	Net: 18	
City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 20							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	11	13	0	0	36	2	0.53	0.67
Edgeview - The Cove	Beazer	SO		ATST	156	4	22	27	3	0	34	7	1.09	2.33
Westward - The Cove	Beazer	SO		DTST	122	0	11	7	0	0	31	2	0.72	0.67
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	25	1	0	73	3	1.16	1.00
Bloom	DR Horton	SO		DTST	84	0	3	0	0	0	81	4	1.88	1.33
Castile at Parkebridge	DR Horton	SO		DTMJ	152	0	4	1	1	0	121	6	1.31	2.00
Moraga	DR Horton	AO		DTMJ	162	4	8	34	3	0	38	3	1.45	1.00
Ravenna at Parkebridge	DR Horton	SO		DTMJ	106	4	8	138	4	0	84	4	1.79	1.33
Atla at Northlake	Lennar	SO	New	DTMJ	116	0	3	14	2	0	2	2	1.75	1.75
Bleau at Northlake	Lennar	SO	New	DTMJ	236	0	3	14	2	0	2	2	1.75	1.75
Crestvue at Northlake	Lennar	SO	New	DTMJ	97	0	0	14	0	0	0	0	0.00	0.00
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	6	13	0	0	14	2	0.82	0.67
Lakelet at Northlake	Lennar	SO	New	DTMJ	134	0	4	14	1	0	1	1	0.88	0.88
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	0	6	14	1	0	13	6	0.76	2.00
Shor at Northlake	Lennar	SO	New	DTMJ	140	0	0	14	0	0	0	0	0.00	0.00
Watersyde at Northlake	Lennar	SO	New	DTMJ	127	0	2	14	3	0	3	3	2.63	2.63
Wavmor at Northlake	Lennar	SO	New	DTMJ	153	0	4	14	1	0	1	1	0.88	0.88
NUVO Artisan Square	The New Home Co	SO		ATST	115	5	8	39	3	0	42	8	1.00	2.67
Mystique	Watt	SO		ATST	57	0	7	8	0	0	37	0	0.57	0.00
Portisol at Artisan Square	Watt	SO		ATST	112	0	3	19	1	0	13	2	0.92	0.67
TOTALS: No. Reporting: 20		Avg. Sales: 1.30		Traffic to Sales: 17 : 1			113	436	26	0	626	58	Net: 26	
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 12							In Area : 12		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Iron Ridge at Russell Ranch	Anthem United	FM	DTMJ	97	0	2	26	1	0	58	7	1.26	2.33	
Sycamore Creek	JMC	FM	DTMJ	86	0	2	8	0	0	2	0	0.33	0.00	
Enclave at Folsom Ranch	KB Home	FM	DTST	111	0	6	25	3	0	17	7	1.89	2.33	
Steel Canyon at Russell Ranch	Meritage	FM	DTMJ	114	4	7	52	4	0	63	10	1.23	3.33	
Ladera at White Rock	Richmond American	FM	DTMJ	56	0	6	10	1	0	25	3	0.71	1.00	
Mesa at White Rock	Richmond American	FM	DTMJ	64	0	7	7	0	0	28	4	0.93	1.33	
Folsom Ranch-Azure II	Taylor Morrison	FM	DTMJ	113	0	9	34	1	1	64	3	1.03	1.00	
Folsom Ranch-Dakota II	Taylor Morrison	FM	DTMJ	111	0	4	37	2	0	80	6	1.35	2.00	
Gold Hill at Russell Ranch	The New Home Co	FM	DTMJ	77	0	8	78	0	1	17	-1	1.20	-0.33	
Silver Crest at Russell Ranch	The New Home Co	FM	DTMJ	108	4	9	87	3	0	42	5	0.88	1.67	
Brookstone at Folsom Ranch	TRI Pointe	FM	DTMJ	145	0	4	29	1	0	76	4	1.25	1.33	
Waterstone at Folsom Ranch	TRI Pointe	FM	DTMJ	77	4	6	29	2	0	60	4	0.99	1.33	
TOTALS: No. Reporting: 12	Avg. Sales: 1.33		Traffic to Sales: 23 : 1				70	422	18	2	532	52	Net: 16	
City Codes: FM= Folsom														

# The Ryness Report

Week Ending  
Sunday, January 24, 2021

Sacramento Page 4 of 7

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 10							In Area : 10		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Manzanita at Saratoga	Elliott	EH		DTMJ	202	0	8	27	2	0	19	4	0.86	1.33
Saratoga Estates- Alder	Elliott	EH		DTMJ	115	0	7	44	1	0	33	4	1.21	1.33
Hidden Lake at Serrano	K Hovnanian	EH		DTMJ	40	0	2	5	4	1	23	7	0.99	2.33
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	5	5	0	0	5	0	0.56	0.00
Hawk View at Bass Lake Hills	Lennar	EH		DTMJ	114	0	9	23	0	1	54	1	0.91	0.33
Heritage El Dorado Hills-Estates	Lennar	EH		DTMJ	97	0	7	0	1	0	63	1	0.51	0.33
Heritage El Dorado Hills-Legends	Lennar	EH		DTMJ	164	0	7	0	2	0	116	3	0.94	1.00
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	369	0	6	0	0	0	108	4	0.88	1.33
Sienna Ridge Estates	Lennar	EH		DTMJ	76	0	4	11	1	0	66	2	0.69	0.67
Collina at Serrano	Woodside	EH		DTMJ	72	5	6	14	3	0	47	5	0.70	1.67
TOTALS: No. Reporting: 10		Avg. Sales: 1.20		Traffic to Sales: 9 : 1				61	129	14	2	534	31	Net: 12
City Codes: EH= El Dorado Hills														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 48							In Area : 47		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Milestone at Sierra Fine	Black Fine	RK		DTST	61	0	2	41	3	0	11	7	1.45	2.33
Cerrada	DR Horton	LL		DTST	166	0	5	2	2	0	49	4	1.04	1.33
Broadlands	JMC	LL		DTST	77	4	6	29	3	0	41	11	1.40	3.67
Monument Village at Sierra Vista	JMC	RV		DTST	187	17	12	100	11	0	121	11	1.42	3.67
Palisade Village	JMC	RV		DTST	157	0	34	98	0	0	99	0	1.44	0.00
Pinnacle Village	JMC	RV		DTMJ	128	0	8	54	0	0	96	5	1.11	1.67
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	6	80	2	0	21	5	1.16	1.67
Ridge at Whitney Ranch II	JMC	RK		DTST	48	0	4	16	3	0	44	3	0.86	1.00
Sentinel	JMC	RV		DTST	132	0	12	59	0	0	87	11	1.89	3.67
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	8	24	0	1	81	-1	0.84	-0.33
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	9	7	3	2	58	1	1.44	0.33
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	8	11	1	0	25	5	0.48	1.67
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	7	4	2	2	79	6	0.85	2.00
Granite Bluff	KB Home	RK		DTMJ	73	0	4	17	2	0	17	5	1.29	1.67
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	5	20	3	0	112	8	1.29	2.67
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	6	17	1	0	10	2	0.62	0.67
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	6	11	10	3	0	13	5	1.07	1.67
Corvara at Fiddymment Farm	Lennar	RV		DTMJ	134	0	4	12	0	0	116	2	1.09	0.67
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	5	9	0	0	4	1	0.80	0.33
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	7	11	1	0	130	7	0.92	2.33
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	5	11	1	0	115	5	0.81	1.67
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	7	11	1	0	139	4	0.96	1.33
LaMaison II at Diamond Creek	Lennar	RV		DTST	57	0	3	4	2	0	54	4	0.80	1.33
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	5	16	2	0	16	7	0.93	2.33
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	5	17	0	0	20	2	0.99	0.67
Novara at Fiddymment	Lennar	RV		DTST	105	0	9	13	0	0	36	3	1.24	1.00
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	7	13	1	0	32	3	1.06	1.00
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	7	15	1	0	38	5	1.08	1.67
St. Mbritz at Sierra	Lennar	RV		DTMJ	143	0	6	17	3	0	15	9	0.83	3.00
Summit II, The	Meritage S/O	RV		DTMJ	92	0	S/O	11	2	0	92	3	1.08	1.00
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	5	34	1	0	29	3	0.93	1.00
Fieldstone at Fiddymment Ranch	Richmond American	RV		DTMJ	71	0	6	15	2	0	58	3	1.26	1.00
Revere at Independence	Richmond American	LL		DTMJ	122	0	2	2	0	0	2	2	0.93	0.67
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	6	16	1	0	13	1	0.99	0.33
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	7	9	0	0	41	1	1.20	0.33
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	9	12	0	0	22	0	0.64	0.00
Catalina at Fiddymment Farm	Taylor Morrison	RV		DTMJ	47	0	2	0	0	0	45	1	0.88	0.33
Monarch at Fiddymment Farm	Taylor Morrison	RV		DTMJ	91	10	9	38	5	0	69	11	1.06	3.67
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	9	4	1	0	29	1	0.85	0.33
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	4	2	0	0	88	0	0.59	0.00
Park View at Whitney Ranch	The New Home Co	RK		DTMJ	60	0	6	26	0	0	54	3	0.56	1.00
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	2	4	4	2	42	3	0.57	1.00
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	9	48	0	0	80	6	0.91	2.00
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	76	0	7	27	0	0	14	1	1.26	0.33
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	7	34	2	0	56	10	1.14	3.33



Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 48							In Area : 47		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Plamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	6	23	2	0	66	8	0.67	2.67
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	17	4	0	66	11	0.67	3.67
TOTALS: No. Reporting: 48		Avg. Sales: 1.42		Traffic to Sales: 14 : 1			318	1074	75	7	2545	208	Net: 68	
City Codes: RK = Rocklin, LL = Lincoln, RV = Roseville														

Nevada County				Projects Participating: 1							In Area : 1		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Timberwood Estates	Hilbers	GV	DTST	45	0	3	5	0	0	12	2	0.11	0.67
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	5	0	0	12	2	Net: 0
City Codes: GV = Grass Valley													

Yolo County				Projects Participating: 11							In Area : 11		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Riverchase	Anthem United	WS	DTST	222	0	3	17	0	0	176	7	1.07	2.33
Aspire at Stone's Throw	K Hovnanian	WN	DTST	100	0	2	10	3	0	85	8	1.12	2.67
Bradford at Spring Lake	KB Home	WL	DTST	112	0	3	15	3	0	91	6	0.96	2.00
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	0	4	5	1	0	56	6	0.69	2.00
Summerstone at Spring Lake	Lennar	WL	DTST	87	0	11	6	0	1	60	2	0.74	0.67
Sunflower at Spring Lake	Lennar	WL	DTMJ	85	2	5	6	3	0	80	8	1.00	2.67
Spring Lake - Ivy	Taylor Morrison	WL	DTST	44	0	7	5	2	0	37	3	0.27	1.00
Spring Lake - Laurel	Taylor Morrison	WL	DTMJ	100	0	5	5	1	0	84	4	0.61	1.33
Spring Lake - Olive	Taylor Morrison	WL	DTST	70	0	1	5	1	0	69	2	0.51	0.67
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	5	4	0	0	73	0	0.42	0.00
Phes at Spring Lake	Woodside	WL	DTMJ	83	8	6	24	6	0	40	8	0.78	2.67
TOTALS: No. Reporting: 11		Avg. Sales: 1.73		Traffic to Sales: 5 : 1			52	102	20	1	851	54	Net: 19
City Codes: WS = West Sacramento, WN= Winters, WL = Woodland, DV = Davis													

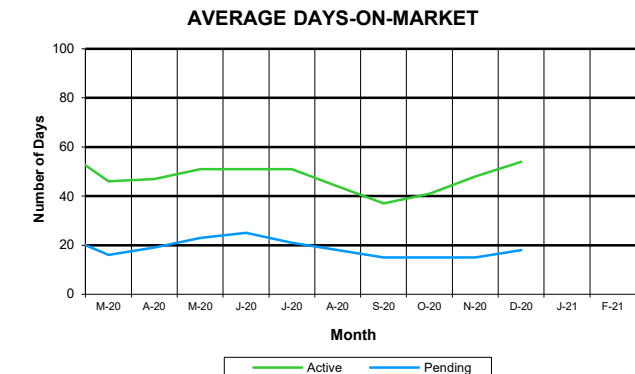
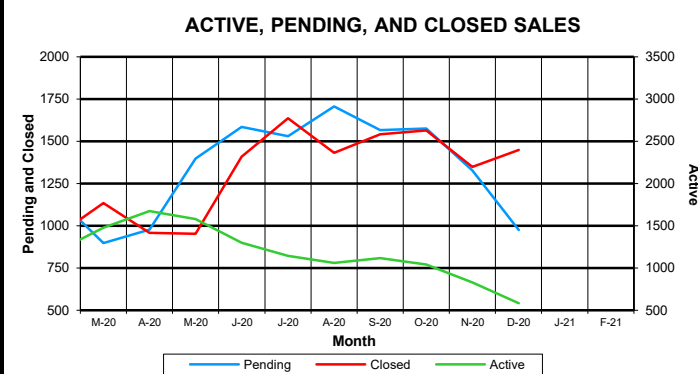
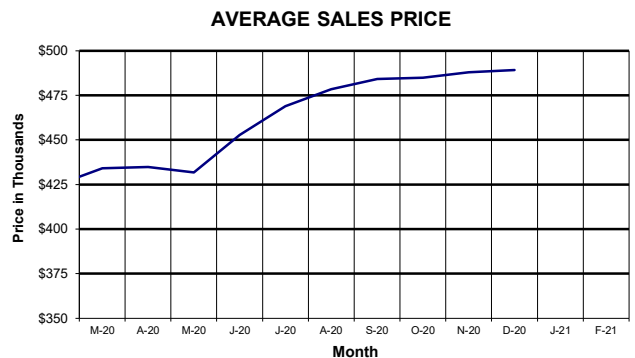
Sutter County				Projects Participating: 1							In Area : 1						
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD				
Aspire at Garden Glen		K Hovnanian		LO		DTMJ		170	0	4	3	0	0	74	3	1.68	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	3	0	0	74	3	Net: 0				
City Codes: LO= Live Oak																	

Development Name	Developer	City Code	Notes	Type										
Yuba County					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
Cresleigh Bluffs at Flumas Ranch	Cresleigh	FLK		DTST	28	0	3	5	0	0	25	0	0.59	0.00
Cresleigh Meadows at Flumas Ranch	Cresleigh	FLK		DTMJ	147	6	4	39	3	0	44	6	0.90	2.00
Cresleigh Riverside at Flumas Ranch	Cresleigh	FLK		DTMJ	52	4	3	21	2	0	36	3	0.73	1.00
Summerset at The Orchards	JMC	MS		DTST	60	0	6	23	2	1	50	1	1.38	0.33
Sonoma Ranch	Lennar	FLK		DTST	208	0	5	17	1	0	163	4	1.09	1.33
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	9	5	0	1	9	-1	0.53	-0.33
Seasons at River Oaks	Richmond American	OL		DTST	83	6	5	2	3	0	5	5	2.33	1.67
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	6	14	1	0	25	3	1.13	1.00
TOTALS: No. Reporting: 8		Avg. Sales: 1.25		Traffic to Sales: 11 : 1			41	126	12	2	357	21	Net: 10	
City Codes: FLK = Flumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento			Projects Participating: 156					In Area : 156	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 156	Avg. Sales: 1.19	Traffic to Sales: 17 : 1	933	3476	204	19	8651	560	Net: 185
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									

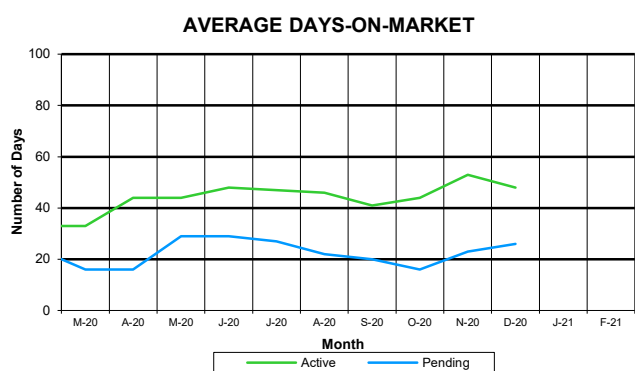
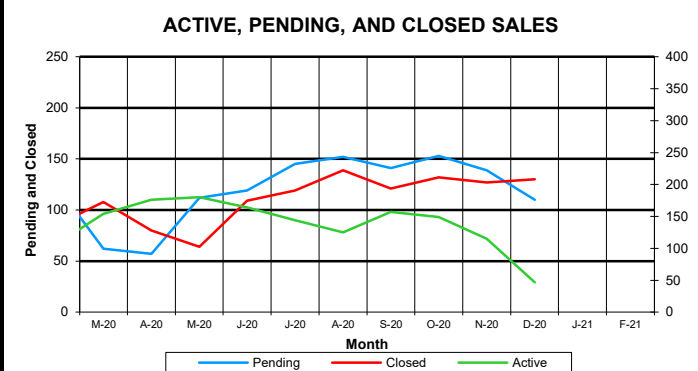
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	1,581	51	1,397	23	953	\$431,801
Jun-20	1,300	51	1,586	25	1,410	\$452,830
Jul-20	1,146	51	1,531	21	1,636	\$468,863
Aug-20	1,062	44	1,707	18	1,431	\$478,424
Sep-20	1,118	37	1,567	15	1,541	\$484,194
Oct-20	1,043	41	1,576	15	1,564	\$484,920
Nov-20	832	48	1,328	15	1,349	\$487,933
Dec-20	585	54	976	18	1,449	\$489,253



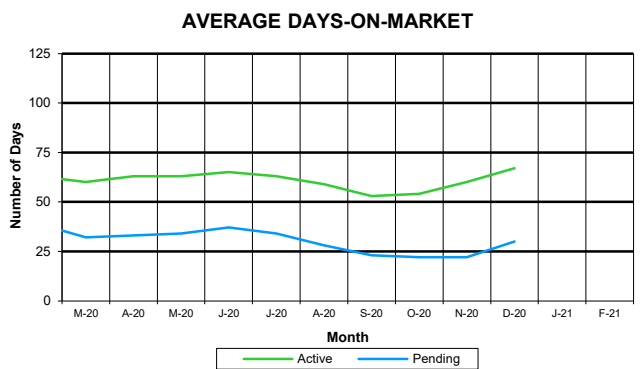
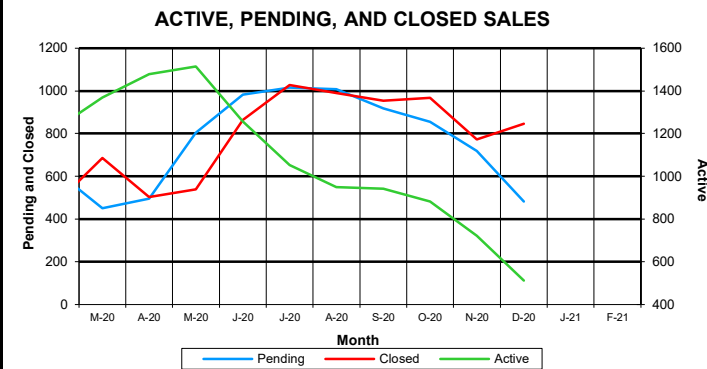
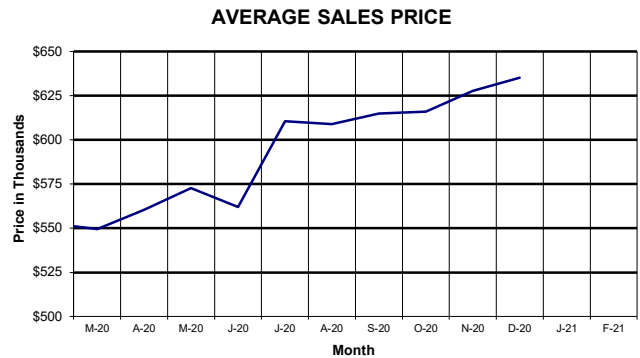
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	180	44	112	29	64	\$256,406
Jun-20	164	48	119	29	109	\$255,744
Jul-20	144	47	145	27	119	\$264,661
Aug-20	125	46	152	22	139	\$247,085
Sep-20	157	41	141	20	121	\$277,930
Oct-20	149	44	153	16	132	\$264,013
Nov-20	115	53	139	23	127	\$275,861
Dec-20	47	48	110	26	130	\$271,612



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	1,515	63	804	34	539	\$572,772
Jun-20	1,256	65	982	37	864	\$562,065
Jul-20	1,052	63	1,015	34	1,027	\$610,568
Aug-20	949	59	1,009	28	990	\$608,868
Sep-20	942	53	917	23	954	\$614,866
Oct-20	882	54	854	22	967	\$616,040
Nov-20	722	60	718	22	772	\$627,719
Dec-20	513	67	481	30	846	\$635,021



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-20	265	64	157	31	77	\$470,462
Jun-20	199	73	170	35	160	\$531,305
Jul-20	198	71	148	36	181	\$564,710
Aug-20	174	63	160	30	145	\$584,478
Sep-20	171	61	134	22	183	\$585,129
Oct-20	168	60	138	25	137	\$550,360
Nov-20	145	73	121	25	119	\$574,725
Dec-20	108	74	82	26	133	\$567,927

