

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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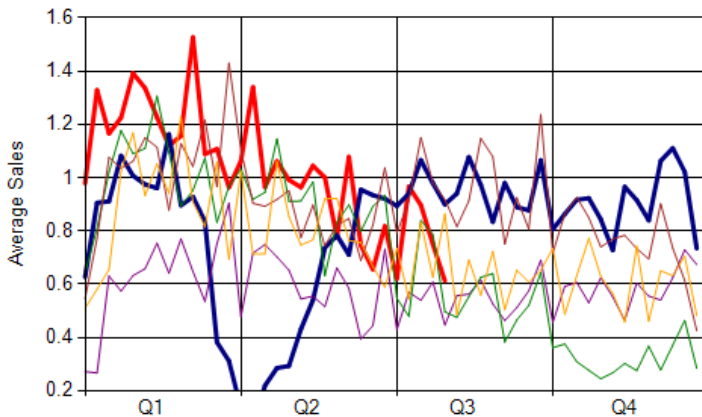
## Bay Area

Week 31

Ending: Sunday, August 8, 2021

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.
Alameda			27	467	19	0	19	0.70	0.95	-26%	0.71	-1%
Contra Costa			28	360	25	6	19	0.68	1.15	-41%	1.02	-34%
Sonoma, Napa			8	66	6	1	5	0.63	0.82	-24%	0.79	-21%
San Francisco, Marin			2	14	0	0	0	0.00	0.56	-100%	0.31	-100%
San Mateo			5	29	2	0	2	0.40	0.57	-30%	0.54	-26%
Santa Clara			22	246	13	0	13	0.59	1.23	-52%	1.03	-43%
Monterey, Santa Cruz, San Benito			9	121	3	0	3	0.33	0.93	-64%	0.81	-59%
Solano			15	138	10	0	10	0.67	1.08	-38%	0.89	-25%
Current Week Totals		Traffic : Sales 18 : 1	116	1441	78	7	71	0.61	1.03	-41%	0.87	-30%
Per Project Average			12		0.67	0.06	0.61					
Year Ago - 08/09/2020		Traffic : Sales 12 : 1	150	1837	159	18	141	0.94	0.74	27%	0.83	13%
% Change			-23%	-22%	-51%	-61%	-50%	-35%	39%	5%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 31

### 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	130	31	0.92	0.11	0.82	0.73
■	2017	141	32	1.06	0.10	0.96	0.90
■	2018	125	30	0.99	0.09	0.91	0.70
■	2019	156	17	0.69	0.10	0.59	0.58
■	2020	152	12	0.85	0.12	0.74	0.80
■	2021	117	15	1.10	0.07	1.03	1.03
<b>% Change:</b>		-23%	21%	29%	-41%	41%	29%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Sales of newly built homes dropped in June to the lowest level since the early days of the coronavirus pandemic in April 2020, according to data released by the U.S. Census Bureau. Sales of new single family homes fell to an annualized rate of 676,000, 6.6% below May's rate of 724,000 and 19.4% below the June 2020 level of 839,000. Analysts were expecting new home sales to increase in June. After a year of frenzied buying gains in the double digits, newly built homes are now out of reach for much of the demand that remains in the market. The median price of a newly built home in June rose just 6% from June 2020, and while that is a large gain historically, it is nothing compared with the 15%-20% annual gains seen in previous months. Most of the homebuying is on the higher end of the market, and builders cannot afford to put up affordable homes due to skyrocketing construction costs. Softwood lumber, in particular, spiked more than 300% during the pandemic, and while it has fallen back dramatically in the last month, it is still about 75% above its 2019 average. While there is unquestionably strong demand from buyers, much of it is being squelched by affordability and supply issues. Source: Diane Olick CNBC</p>
<b>FHA</b>	<b>2.78%</b>	<b>3.03%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.31%</b>		



# The Ryness Report

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Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 21							In Area : 26		
					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
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	3	14	0	0	42	20	0.50	0.65
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	14	0	0	38	13	0.45	0.42
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	3	14	0	0	17	3	0.18	0.10
Hideaway, The	DR Horton	HY		ATMJ	59	0	2	28	2	0	17	17	1.53	1.53
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	1	39	0	0	38	30	0.84	0.97
Cottages at Bridgeway	Lennar	NK		DTMJ	71	2	2	39	2	0	45	30	1.00	0.97
Courts at Bridgeway	Lennar	NK		ATMJ	71	4	2	39	3	0	31	31	1.28	1.28
Revo at Innovation	Lennar	FR		ATMJ	137	0	1	5	0	0	130	36	0.76	1.16
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	1	39	1	0	34	31	0.92	1.00
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	1	39	0	0	46	33	1.02	1.06
Breeze at Bay37	Pulte	AL		DTMJ	30	0	4	7	0	0	9	9	0.31	0.31
Compass at Bay37	Pulte	AL		ATMJ	93	0	1	7	1	0	15	15	0.51	0.51
Landing at Bay37	Pulte	AL		ATMJ	96	0	24	7	0	0	5	5	0.17	0.17
Lookout at Bay37	Pulte	AL		ATMJ	26	0	6	6	0	0	12	12	0.41	0.41
Line at SoHay	Taylor Morrison	HY		ATST	198	4	11	8	0	0	107	28	0.89	0.90
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	1	3	0	0	90	18	0.75	0.58
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	5	0	0	30	19	0.48	0.61
Compass Bay- Dover	Trumark TSO	NK		DTMJ	138	0	TSO	27	0	0	47	30	0.96	0.97
Compass Bay- Newport	Trumark TSO	NK		ATMJ	86	0	TSO	27	3	0	50	38	1.02	1.23
Crest at Alameda Point	Trumark	AL		ATMJ	60	0	5	17	1	0	35	31	0.95	1.00
Leeward at Alameda Point	Trumark TSO	AL		ATMJ	64	0	TSO	17	0	0	63	23	0.84	0.74
TOTALS: No. Reporting: 21		Avg. Sales: 0.62		Traffic to Sales: 31 : 1				72	401	13	0	901	472	Net: 13
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 6							In Area : 6		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	3	8	1	0	48	48	1.59	1.55	
Hyde Park at Boulevard	Brookfield	DB	ATMJ	102	0	1	12	2	0	72	27	0.97	0.87	
Downing at Boulevard	Lennar TSO	DB	ATST	96	0	TSO	11	2	0	75	31	0.71	1.00	
Skyline at Boulevard	Lennar TSO	DB	ATMJ	114	0	TSO	21	1	0	75	30	0.81	0.97	
Sycamore	Ponderosa TSO	PL	DTMJ	36	0	TSO	11	0	0	32	5	0.25	0.16	
Uptown	Taylor Morrison TSO	LV	ATMJ	44	0	TSO	3	0	0	34	28	0.91	0.90	
TOTALS: No. Reporting: 6		Avg. Sales: 1.00		Traffic to Sales: 11 : 1			4	66	6	0	336	169	Net: 6	
City Codes: DB = Dublin, PL = Pleasanton, LV = Livermore														

Development Name	Developer	City Code	Notes	Type										
Diablo Valley					Projects Participating: 4							In Area : 4		
					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
Woodbury Highlands	Davidon	LF		ATMJ	99	0	19	8	0	0	8	6	0.17	0.19
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	1	0	0	32	19	0.78	0.61
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	0	0	0	7	6	0.16	0.19
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	2	1	0	60	10	0.21	0.32
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 11 : 1			19	11	1	0	107	41	Net: 1	
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill														

San Ramon Valley					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. Sl's /Week
Highlands at The Preserve	Lennar	SR	DTMJ	122	2	2	20	2	0	115	24	0.70	0.77
Hillcrest at the Preserve	Lennar	SR	ATMJ	104	3	2	20	2	0	59	36	1.03	1.16
Ridgeview at the Preserve	Lennar	SR	ATMJ	77	0	2	20	0	0	49	30	0.88	0.97
TOTALS: No. Reporting: 3		Avg. Sales: 1.33		Traffic to Sales: 15 : 1			6	60	4	0	223	90	Net: 4
City Codes: SR = San Ramon													

West Contra Costa					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
Village 29	Lafferty	EC	ATMU	29	0	7	2	0	0	21	10	0.19	0.32	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			7	2	0	0	21	10	Net: 0	
City Codes: EC = El Cerrito														

Antioch/Pittsburg					Projects Participating: 10							In Area : 12		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Cielo at Sand Creek- Hbrizon	Century	AN	DTMJ	175	0	1	35	2	0	83	55	1.66	1.77	
Cielo at Sand Creek- Vista	Century	AN	DTMJ	96	0	3	34	0	0	71	49	1.42	1.58	
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	4	17	2	0	198	27	0.97	0.87	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	3	24	0	1	44	34	1.07	1.10	
Landing at Wildflower Station	DeNova TSO	AN	ATST	98	0	TSO	5	0	0	94	76	2.40	2.45	
Stella at Aviano	DeNova	AN	Rsv's DTST	127	0	2	30	0	0	99	64	2.29	2.06	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	1	4	2	0	95	23	0.83	0.74	
Haven at Vista Del Mar	Taylor Morrison	PT	DTST	60	1	2	4	0	0	26	26	0.83	0.84	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	6	4	0	1	45	28	1.12	0.90	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	2	32	1	0	3	3	0.91	0.91	
TOTALS: No. Reporting: 10		Avg. Sales: 0.50		Traffic to Sales: 27 : 1			24	189	7	2	758	385	Net: 5	
City Codes: AN= Antioch, PT = Pittsburg														

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Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 10							In Area : 14		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	81	0	1	25	0	0	65	37	0.64	1.19
Easton at Delaney Park	Brookfield	OY		DTST	80	0	3	11	0	0	77	24	0.85	0.77
Southport at Delaney Park	Brookfield	OY		DTMJ	104	2	5	11	4	0	83	33	0.92	1.06
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	2	7	1	1	195	71	1.55	2.29
Ashbury	KB Home	OY		ATST	69	0	1	10	1	0	62	43	1.24	1.39
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	2	3	0	0	101	24	1.05	0.77
Alicante	Meritage	OY		DTMJ	133	5	3	19	5	0	65	60	1.85	1.94
Vines, The	Meritage	OY		DTST	63	0	6	4	0	0	42	42	1.39	1.35
Terrene	Pulte	BT		DTMJ	326	0	2	6	1	2	299	89	2.32	2.87
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	4	2	1	1	86	41	1.14	1.32
TOTALS: No. Reporting: 10		Avg. Sales: 0.90		Traffic to Sales: 8 : 1				29	98	13	4	1075	464	Net: 9
City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood														

Sonoma, Napa Counties				Projects Participating: 8							In Area : 15		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village Station	Blue Mountain	SR	ATMJ	110	3	3	5	1	0	87	20	0.47	0.65
Live Oak at University	KB Home	RP	DTMJ	104	5	5	8	3	1	86	42	0.80	1.35
Aspect	Lafferty	PET	DTMJ	18	0	4	0	0	0	13	5	0.12	0.16
Juniper at University	Richmond American	RP	DTMJ	150	4	3	17	2	0	140	26	0.82	0.84
Preserve at Kessing Ranch	Richmond American	IC	DTMJ	47	0	2	0	0	0	38	18	0.49	0.58
Meadow Creek	Ryder	SR	DTMJ	48	0	1	21	0	0	11	11	1.33	1.33
Pear Tree	Taylor Morrison	NP	ATST	71	0	4	2	0	0	59	28	0.68	0.90
Riverfront	TRI Pointe	PET	DTMJ	134	0	2	13	0	0	48	36	1.23	1.16
TOTALS: No. Reporting: 8		Avg. Sales: 0.63		Traffic to Sales: 11 : 1			24	66	6	1	482	186	Net: 5
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa													

Marin 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. Sls /Week	Av. Sls /YTD		
Atherton Place		KB Home		NV	ATMJ		50	0	2	13	0	0	34	30	0.74	0.97
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			2	13	0	0	34	30	Net: 0		
City Codes: NV = Novato																

San Francisco County					Projects Participating: 1							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
Lofton at Portola	TRI Pointe	SF	ATMJ	54	0	8	1	0	0	1	1	0.05	0.05	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			8	1	0	0	1	1	Net: 0	
City Codes: SF = San Francisco														

Development Name	Developer	City Code	Notes	Type										
San Mateo County					Projects Participating: 5							In Area : 5		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Skyline Ridge	DR Horton S/O	SB		DTMJ	40	0	S/O	0	1	0	40	25	0.65	0.81
Link 33	KB Home	RC		ATMJ	33	0	2	19	0	0	31	24	0.47	0.77
Foster Square	Lennar	FC		AAAT	200	0	1	1	0	0	186	24	0.70	0.77
One 90 - Borelle	Pulte	SM		DTMJ	29	0	1	5	1	0	8	8	0.27	0.27
One 90 - Slate	Pulte	SM		ATMJ	57	0	1	4	0	0	6	6	0.21	0.21
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 15 : 1				5	29	2	0	271	87	Net: 2
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM= San Mateo														

Santa Clara County					Projects Participating: 22							In Area : 25		
					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
Classics at MonteVista	Classics	MV	ATMJ	15	0	1	12	1	0	6	6	1.11	1.11	
Asana	DeNova	SJ	DTMJ	250	0	2	13	0	0	226	55	1.57	1.77	
Cantera	Dividend	MV	ATMJ	15	0	5	10	0	0	4	4	1.22	1.22	
Maravilla	Dividend	MV	ATMJ	55	0	5	16	2	0	8	8	1.27	1.27	
Redwoods at Montecito	Dividend	MV	ATMJ	33	0	6	19	0	0	26	26	1.75	1.75	
Amalfi	DR Horton	MV	ATMJ	58	0	3	9	0	0	38	35	0.97	1.13	
Montecito Estates	DR Horton	MH	DTMJ	24	0	1	18	2	0	14	14	0.74	0.74	
Latitude at Communications Hill	KB Home	SJ	ATMJ	160	0	1	15	1	0	96	74	1.88	2.39	
Metro II at Communications Hill	KB Home	SJ	ATMJ	150	0	3	13	0	0	147	46	1.03	1.48	
Naya	KB Home	SC	ATMJ	58	0	1	17	1	0	20	20	0.96	0.96	
Momentum	Pan Cal	SV	ATMJ	18	0	3	5	0	0	10	10	1.06	1.06	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	New	ATMJ	76	12	11	10	1	0	1	1	3.50	3.50
Bellaterra - Flats	SummerHill	LG	ATMJ	80	0	1	10	0	0	11	11	0.91	0.91	
Bellaterra - Towns	SummerHill	LG	ATMJ	97	0	5	10	0	0	7	7	0.58	0.58	
Montalvo Oaks	SummerHill	MS	ATMJ	15	0	7	6	2	0	8	8	0.44	0.44	
Montalvo Oaks (Detached)	SummerHill	MS	DTMJ	21	0	3	5	0	0	7	7	0.58	0.58	
Nuevo - E-Towns	SummerHill	SC	ATMJ	114	0	1	8	0	0	113	36	0.84	1.16	
Nuevo - Terraces	SummerHill	SC	ATST	176	0	3	18	1	0	132	49	0.98	1.58	
Portico	SummerHill	MV	ATMJ	16	0	1	5	1	0	15	15	0.50	0.48	
Elevation- Towns	Taylor Morrison	SV	ATMJ	96	2	5	9	0	0	79	32	0.90	1.03	
Ovation	Taylor Morrison	SV	ATMJ	107	1	5	11	1	0	12	12	1.17	1.17	
Harmony	Truemark	SV	DTMJ	58	0	2	7	0	0	56	42	1.07	1.35	
TOTALS: No. Reporting: 22		Avg. Sales: 0.59		Traffic to Sales: 19 : 1			75	246	13	0	1036	518	Net: 13	
City Codes: MV = Mountain View, SJ = San Jose, MH = Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno														

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					Projects Participating: 9							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
Roberts Ranch	KB Home	HO		DTMJ	192	0	1	37	1	0	71	71	2.82	2.82
Carousel at Westfield	Kiper	HO		DTST	92	0	3	13	1	0	87	29	1.16	0.94
Mayfair at Westfield	Kiper TSO	HO		DTMJ	50	0	TSO	13	0	0	44	22	0.77	0.71
Serenity at Santana Ranch II	Legacy	HO		DTMJ	31	0	2	9	0	0	3	3	0.72	0.72
Montclair	Meritage	HO		DTMJ	99	0	3	9	1	0	15	15	1.46	1.46
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	0	29	0	0	0	0	0.00	0.00
Enclave, The	Shea	SS		DTMJ	26	0	2	6	0	0	0	0	0.00	0.00
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	0	4	0	0	0	0	0.00	0.00
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	0	1	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 9		Avg. Sales: 0.33		Traffic to Sales: 40 : 1			11	121	3	0	220	140	Net: 3	
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

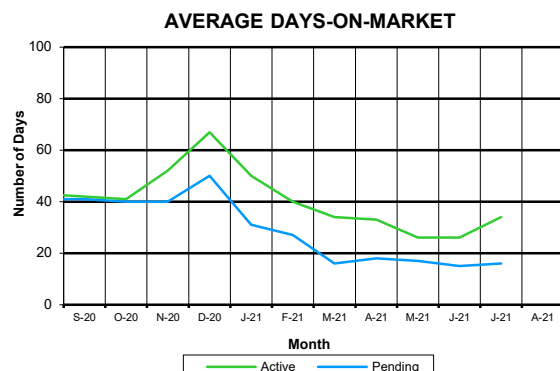
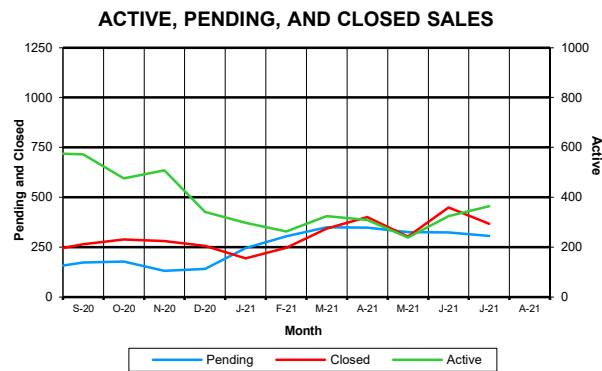
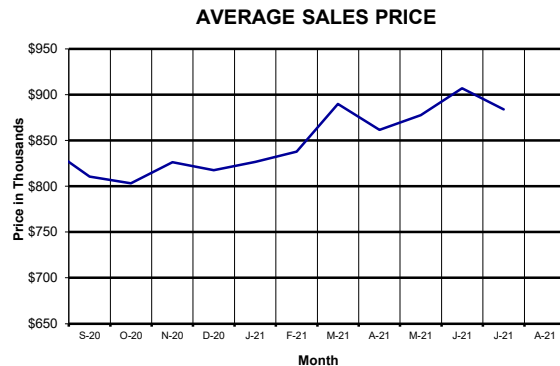
Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 15								In Area : 18		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Luminescence at Liberty	DeNova	RV	AASF	164	0	4	17	0	0	2	2	0.47	0.47	
Luminescence at Liberty-Duets	DeNova	RV	AAAT	148	0	5	17	1	0	1	1	0.23	0.23	
Savannah at Homestead	DR Horton	DX	DTST	85	0	1	9	1	0	75	60	1.74	1.94	
Copperleaf at Homestead	KB Home	DX	DTST	71	0	1	1	0	0	54	42	1.38	1.35	
Oreston at One Lake	Lennar	FF	DTMJ	70	0	2	8	0	0	57	35	1.29	1.13	
Homestead	Meritage	DX	DTMJ	99	3	4	5	3	0	34	34	1.54	1.54	
Midway Grove at Homestead	Richmond American	DX	DTMJ	88	0	2	7	0	0	64	31	1.20	1.00	
Sutton at Parklane	Richmond American	DX	DTMJ	121	0	4	6	0	0	21	21	1.06	1.06	
Farmstead Square	Taylor Morrison	VC	DTMJ	130	2	4	7	0	0	45	35	1.25	1.13	
Bristol at Brighton Landing	The New Home Co	VC	DTMJ	64	0	2	10	0	0	62	10	0.46	0.32	
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	74	4	2	10	3	0	70	27	0.53	0.87	
Sheffield at Brighton Landing	The New Home Co	VC	DTMJ	120	0	1	17	0	0	90	35	0.77	1.13	
Marigold at The Villages	TRI Pointe	FF	DTMJ	119	0	1	8	1	0	52	42	1.30	1.35	
Shimmer at One Lake	TRI Pointe	FF	DTMJ	48	0	1	9	1	0	35	23	0.88	0.74	
Splash at One Lake	TRI Pointe	FF	DTMJ	72	0	1	7	0	0	29	29	1.20	1.20	
TOTALS: No. Reporting: 15		Avg. Sales: 0.67		Traffic to Sales: 14 : 1				35	138	10	0	691	427	Net: 10
Qty Codes: RV = Rio Vista, DX = Dixon, FF = Fairfield, VC = Vacaville														

Bay Area			Projects Participating: 116					In Area : 160	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 116	Avg. Sales: 0.61	Traffic to Sales: 18 : 1	321	1441	78	7	6156	3020	Net: 71
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

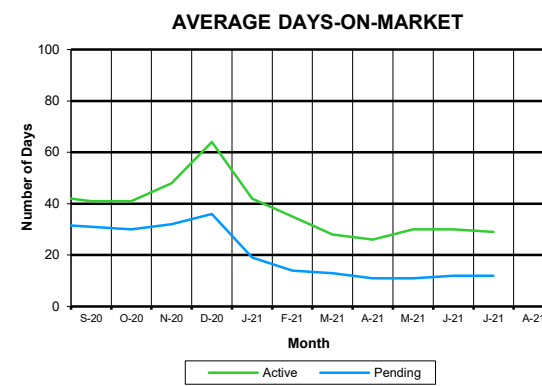
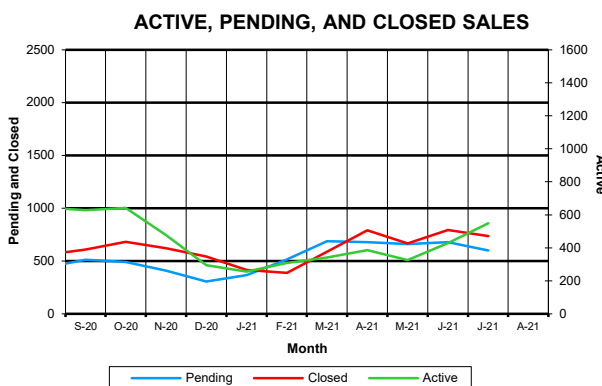
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	341	67	140	50	257	\$817,347
Jan-21	298	50	245	31	194	\$826,758
Feb-21	263	40	305	27	246	\$837,703
Mar-21	324	34	350	16	343	\$889,733
Apr-21	309	33	347	18	400	\$861,580
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946
Jul-21	364	34	306	16	367	\$883,790



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

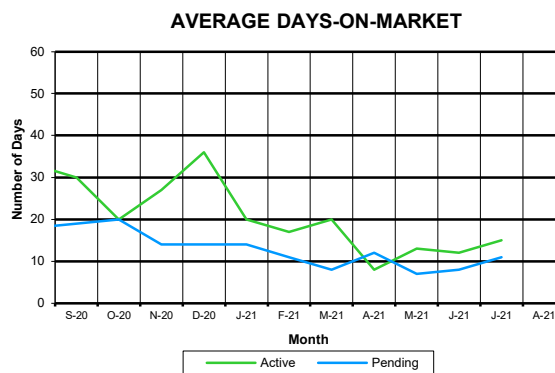
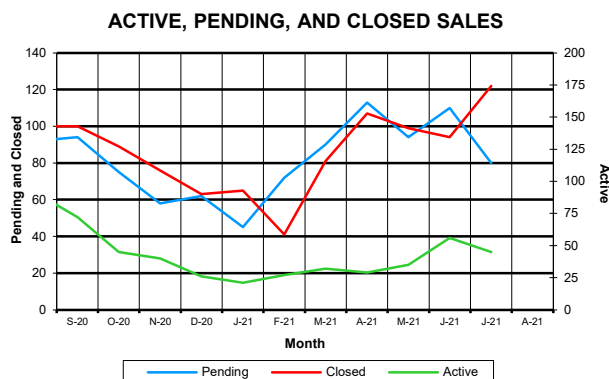
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	294	64	307	36	541	\$1,368,594
Jan-21	255	42	368	19	414	\$1,396,636
Feb-21	309	35	516	14	389	\$1,406,651
Mar-21	342	28	687	13	587	\$1,572,946
Apr-21	386	26	678	11	791	\$1,593,508
May-21	326	30	659	11	665	\$1,621,132
Jun-21	429	30	680	12	793	\$1,690,350
Jul-21	548	29	600	12	737	\$1,619,904



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

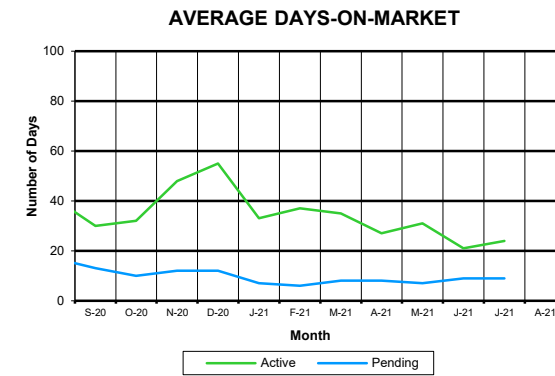
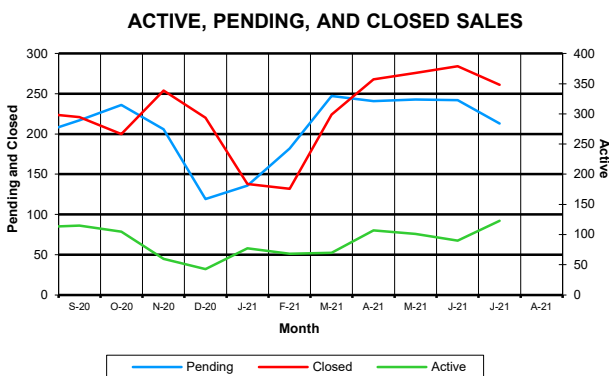
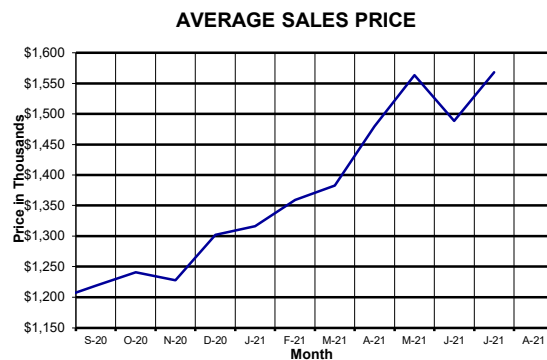
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

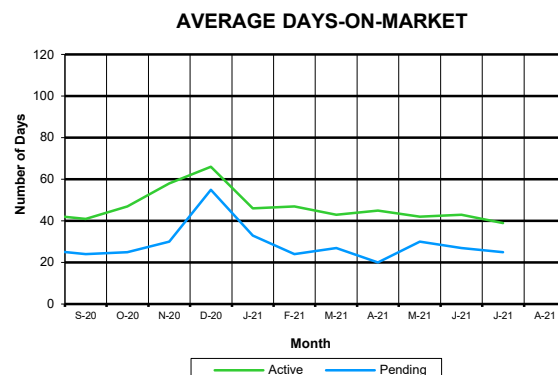
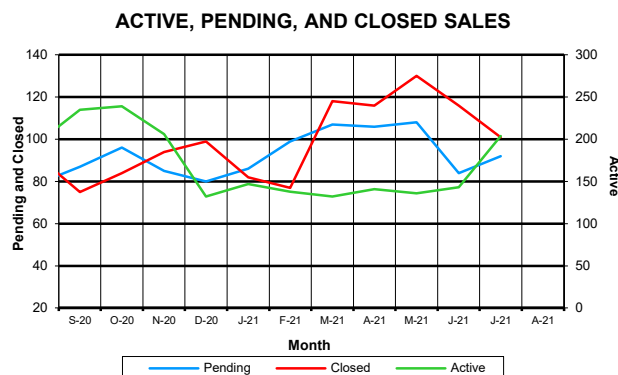
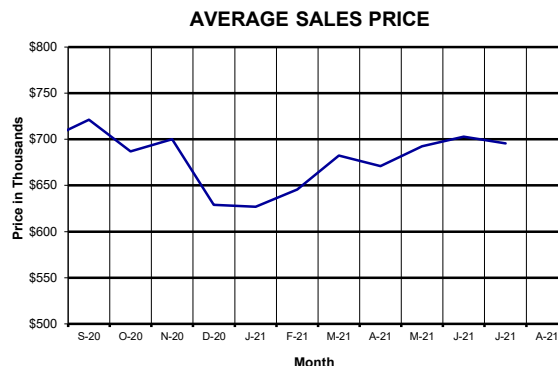
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178





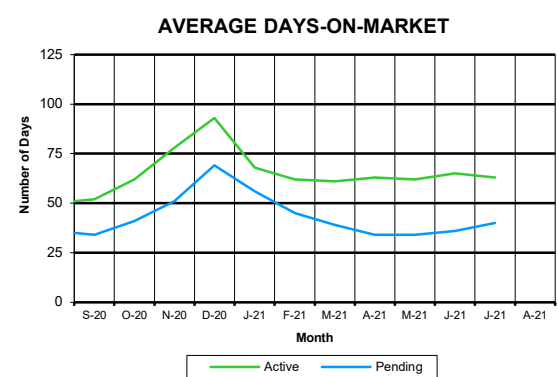
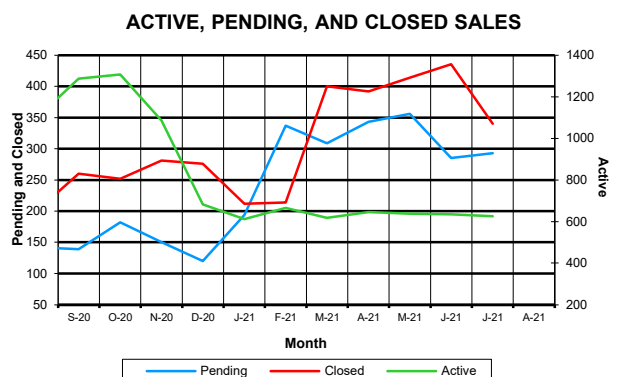
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	132	66	80	55	99	\$629,000
Jan-21	147	46	86	33	82	\$627,074
Feb-21	138	47	99	24	77	\$645,576
Mar-21	132	43	107	27	118	\$682,435
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022
Jul-21	204	39	92	25	101	\$695,719



## San Francisco Attd. Monthly MLS Survey

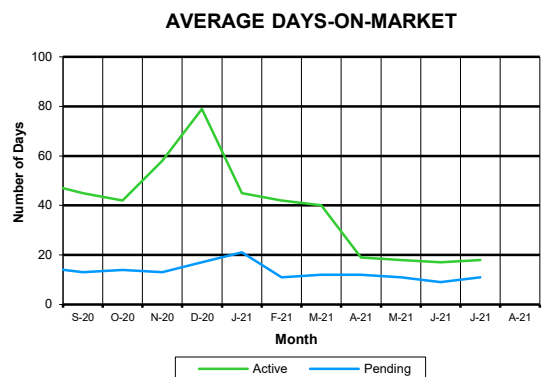
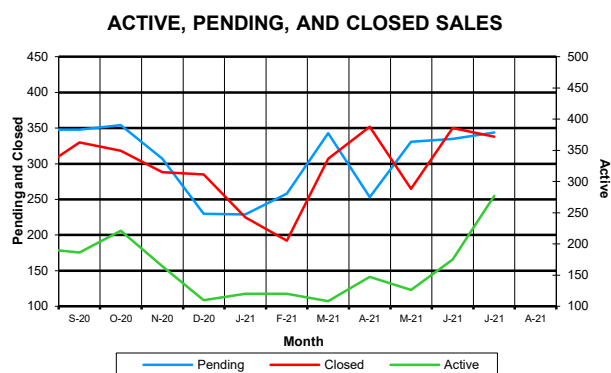
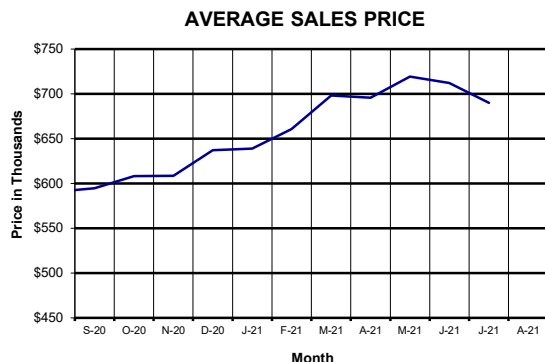
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140
Jul-21	625	63	293	40	340	\$1,382,088



## E. Contra Costa SFD Monthly MLS Survey

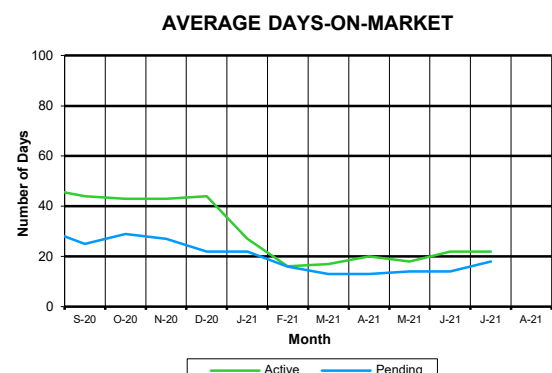
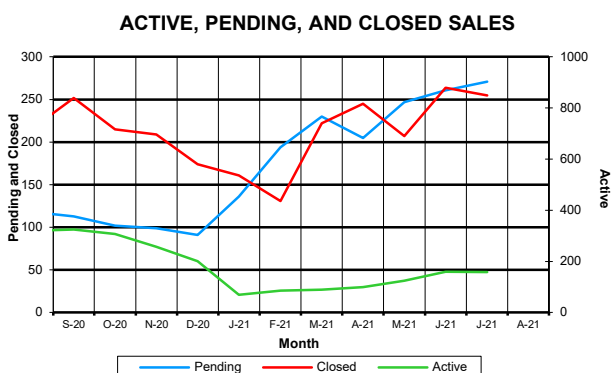
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	110	79	230	17	285	\$637,312
Jan-21	120	45	229	21	225	\$639,053
Feb-21	120	42	258	11	192	\$660,758
Mar-21	108	40	343	12	307	\$698,352
Apr-21	147	19	253	12	352	\$695,542
May-21	126	18	331	11	265	\$719,453
Jun-21	175	17	335	9	350	\$712,251
Jul-21	277	18	344	11	338	\$690,100



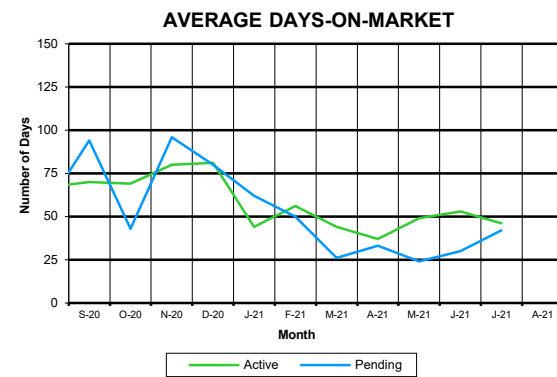
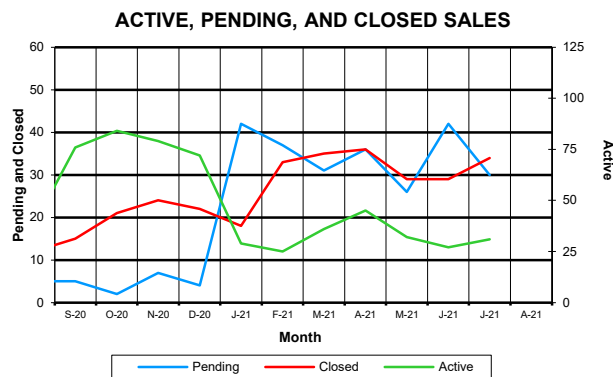
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	201	44	91	22	174	\$561,831
Jan-21	69	27	136	22	161	\$598,708
Feb-21	85	16	194	16	131	\$584,418
Mar-21	89	17	230	13	222	\$626,553
Apr-21	99	20	205	13	245	\$637,379
May-21	125	18	247	14	207	\$604,239
Jun-21	160	22	261	14	264	\$648,973
Jul-21	158	22	271	18	255	\$643,117



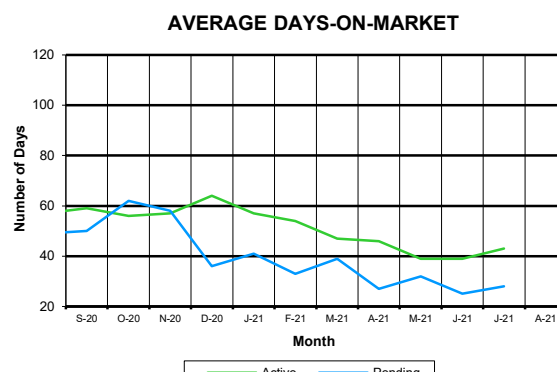
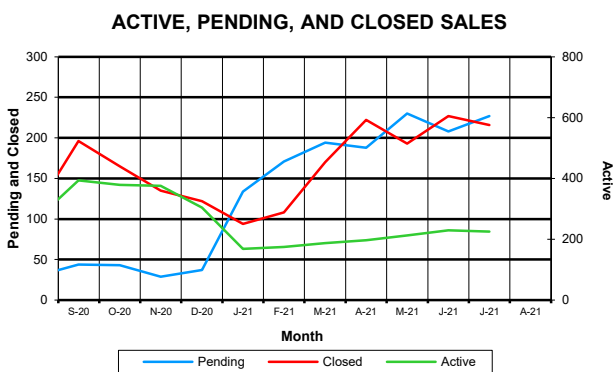
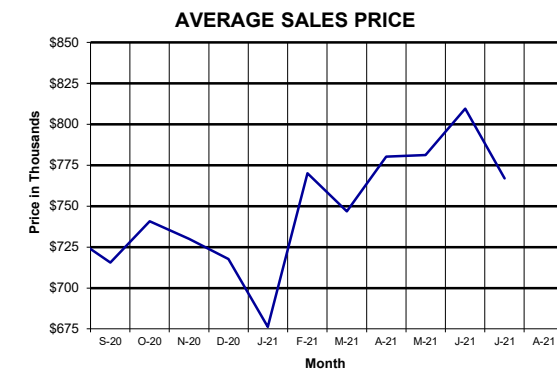
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	72	81	4	80	22	\$392,432
Jan-21	29	44	42	62	18	\$411,338
Feb-21	25	56	37	50	33	\$400,166
Mar-21	36	44	31	26	35	\$367,216
Apr-21	45	37	36	33	36	\$414,122
May-21	32	49	26	24	29	\$419,958
Jun-21	27	53	42	30	29	\$470,551
Jul-21	31	46	30	42	34	\$423,838



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	304	64	37	36	122	717,698
Jan-21	169	57	134	41	94	676,196
Feb-21	175	54	171	33	108	770,119
Mar-21	187	47	194	39	170	746,815
Apr-21	197	46	188	27	222	780,382
May-21	213	39	230	32	193	781,311
Jun-21	230	39	208	25	227	809,641
Jul-21	225	43	227	28	216	766,970



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

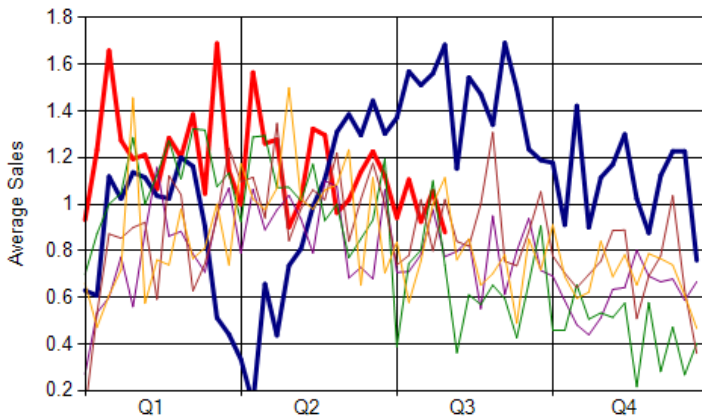
## Central Valley

Ending: Sunday, August 8, 2021

Week 31

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				20	384	16	0	16	0.80	1.08	-26%	0.94	-15%
San Joaquin County				34	577	34	5	29	0.85	1.20	-29%	1.20	-29%
Stanislaus County				6	20	9	0	9	1.50	1.19	26%	1.16	30%
Merced County				17	142	16	4	12	0.71	1.38	-49%	1.06	-34%
Madera County				6	26	5	0	5	0.83	1.04	-20%	0.97	-14%
Fresno County				25	144	26	2	24	0.96	1.07	-10%	1.05	-9%
<b>Current Week Totals</b>		<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>108</b>	<b>1293</b>	<b>106</b>	<b>11</b>	<b>95</b>	<b>0.88</b>	<b>1.17</b>	<b>-25%</b>	<b>1.08</b>	<b>-18%</b>
Per Project Average					12	0.98	0.10	0.88					
<b>Year Ago - 08/09/2020</b>		<b>Traffic : Sales</b>	<b>16 : 1</b>	<b>92</b>	<b>2108</b>	<b>130</b>	<b>24</b>	<b>106</b>	<b>1.15</b>	<b>1.06</b>	<b>9%</b>	<b>1.35</b>	<b>-14%</b>
<b>% Change</b>				<b>17%</b>	<b>-39%</b>	<b>-18%</b>	<b>-54%</b>	<b>-10%</b>	<b>-24%</b>	<b>11%</b>		<b>-20%</b>	

52 Weeks Comparison



Year to Date Averages Through Week 31

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	1.02	0.12	0.90	0.81
■	2017	50	30	1.04	0.11	0.92	0.87
■	2018	68	24	1.17	0.16	1.01	0.80
■	2019	78	22	0.98	0.14	0.83	0.77
■	2020	84	22	1.25	0.20	1.05	1.11
■	2021	105	16	1.29	0.12	1.17	1.17
% Change:		26%	-26%	3%	-42%	11%	5%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Sales of newly built homes dropped in June to the lowest level since the early days of the coronavirus pandemic in April 2020, according to data released by the U.S. Census Bureau. Sales of new single family homes fell to an annualized rate of 676,000, 6.6% below May's rate of 724,000 and 19.4% below the June 2020 level of 839,000. Analysts were expecting new home sales to increase in June. After a year of frenzied buying gains in the double digits, newly built homes are now out of reach for much of the demand that remains in the market. The median price of a newly built home in June rose just 6% from June 2020, and while that is a large gain historically, it is nothing compared with the 15%-20% annual gains seen in previous months. Most of the homebuying is on the higher end of the market, and builders cannot afford to put up affordable homes due to skyrocketing construction costs. Softwood lumber, in particular, spiked more than 300% during the pandemic, and while it has fallen back dramatically in the last month, it is still about 75% above its 2019 average. While there is unquestionably strong demand from buyers, much of it is being squelched by affordability and supply issues. Source: Diane Olick CNBC</p>
<b>FHA</b>	<b>2.78%</b>	<b>3.03%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.31%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					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
Magnolia Park	Bright	TR		DTMJ	42	0	1	8	0	0	38	15	0.78	0.48
Heritage at College Park	Century	MH		DTMJ	96	0	4	22	0	0	92	29	0.90	0.94
Legacy at College Park	Century	MH		DTMJ	133	0	1	45	0	0	54	44	1.38	1.42
Portfolio at College Park	Century	MH		DTST	112	4	2	61	3	0	62	50	1.58	1.61
Provenance at College Park	Century	MH		DTMJ	68	0	2	9	0	0	66	17	0.81	0.55
Reflection at College Park	Century	MH		DTMJ	87	0	2	14	0	0	85	26	1.05	0.84
Hartwell	Landsea	TR		DTMJ	121	0	1	0	0	0	5	5	1.59	1.59
Kinbridge	Landsea	TR	Rsv's	DTMJ	83	0	2	0	0	0	4	4	1.27	1.27
Amber at Tracy Hills	Lennar	TH		DTMJ	160	1	4	21	0	0	121	31	1.01	1.00
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	3	4	21	1	0	105	29	0.87	0.94
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	4	2	20	3	0	104	36	0.85	1.16
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	3	TSO	2	3	0	85	34	0.88	1.10
Vantage at Tracy Hills	Meritage TSO	TH		DTMJ	182	0	TSO	16	0	0	159	42	1.25	1.35
Blissagaray Ranch	Ponderosa	TR		DTMJ	47	7	6	21	1	0	38	12	0.33	0.39
Bergamo at Mountain House	Shea	MH		DTMJ	137	4	3	3	2	0	47	47	2.15	2.15
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	2	23	0	0	146	57	1.82	1.84
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	7	58	0	0	59	59	1.89	1.90
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	34	0	0	121	19	1.51	0.61
magnolia park	Woodside	TR		DTMJ	95	3	3	5	3	0	77	41	1.30	1.32
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	1	0	0	58	22	0.98	0.71
TOTALS: No. Reporting: 20		Avg. Sales: 0.80		Traffic to Sales: 24 : 1				50	384	16	0	1526	619	Net: 16
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi					Projects Participating: 9							In Area : 9		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Palomino at Westlake	DR Horton	SK	DTMJ	116	0	1	17	3	1	38	38	1.74	1.74	
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	3	3	1	2	0	39	39	2.28	2.28	
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	5	0	0	0	82	40	1.02	1.29	
Lavaux at Vineyard Terrace	K Hovnanian	LD	DTMJ	127	0	2	1	0	1	125	12	1.56	0.39	
Montevello II	KB Home	SK	DTST	154	3	3	21	2	0	50	37	1.26	1.19	
Santorini	KB Home	SK	NewDTMJ	86	4	3	35	1	0	1	1	1.17	1.17	
Verona at Destinations	KB Home	SK	ATMJ	106	0	1	28	1	1	17	17	1.07	1.07	
Keys at Westlake	Lennar	SK	DTMJ	101	0	1	19	1	0	43	24	0.75	0.77	
Seasons at Westlake Village	Richmond American	SK	DTMJ	41	0	1	1	0	0	40	13	0.81	0.42	
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 12 : 1			20	123	10	3	435	221	Net: 7	
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 25							In Area : 25		
					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 TSO	LP		DTMJ	128	1	TSO	13	1	0	124	30	1.05	0.97
Turnleaf at the Collective	Anthem United TSO	MN		AASF	84	2	TSO	11	2	0	53	36	0.52	1.16
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	1	68	1	0	9	9	2.10	2.10
Rosewood at Terra Ranch	Century	MN		DTMJ	50	3	2	5	0	0	48	28	1.17	0.90
Haven Villas at Sundance	KB Home	MN		DTMJ	235	6	2	22	5	0	166	41	1.51	1.32
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	3	2	7	2	0	49	49	1.74	1.74
Balboa at River Islands	Kiper	LP		DTMJ	77	0	1	21	2	1	13	13	2.07	2.07
Catalina II at River Islands	Kiper TSO	LP		DTMJ	101	0	TSO	24	1	0	30	30	1.36	1.36
Newport at River Islands	Kiper	LP		DTMJ	131	0	5	0	0	0	126	36	1.23	1.16
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	1	11	0	0	103	12	0.37	0.39
Horizon at River Islands	Lennar	LP		DTMJ	143	4	2	10	3	0	38	38	1.57	1.57
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	24	1	0	35	35	1.45	1.45
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	1	38	1	0	37	37	1.53	1.53
Sundance	Meritage	MN		DTST	64	0	2	3	0	0	62	42	1.44	1.35
Harvest at Sundance	Pulte	MN		DTMJ	65	0	4	12	0	0	56	56	1.86	1.81
Sunset at River Islands	Pulte	LP		DTMJ	122	0	3	74	0	0	47	47	1.61	1.61
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	3	3	9	1	0	38	38	1.51	1.51
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	6	0	0	7	7	1.81	1.81
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	3	0	1	0	88	39	1.29	1.26
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	3	6	0	0	54	53	1.73	1.71
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	4	3	18	2	0	74	44	0.75	1.42
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	0	3	13	1	1	95	45	1.58	1.45
Origin at the Collective	Truemark TSO	MN		DTMJ	59	0	TSO	11	0	0	53	34	0.55	1.10
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	4	25	0	0	84	32	1.52	1.03
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	23	0	0	50	50	1.99	1.99
TOTALS: No. Reporting: 25		Avg. Sales: 0.88		Traffic to Sales: 19 : 1				51	454	24	2	1539	881	Net: 22
City Codes: LP = Lathrop, MN = Manteca														

Modesto					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. Sls /Week	Av. Sls /YTD
Villa D'Este	DR Horton	MO	DTST	32	0	2	0	0	0	30	30	1.44	1.44	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	0	0	0	30	30	Net: 0	
City Codes: MO= Modesto														

Development Name	Developer	City Code	Notes	Type										
Stanislaus County					Projects Participating: 5							In Area : 5		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Edgewater	DR Horton	WF		DTST	22	0	5	2	1	0	9	9	0.80	0.80
Aspire at Apricot Grove	K Hovnanian	FR		DTST	69	0	5	0	0	0	64	1	0.88	0.03
Aspire at Apricot Grove II	K Hovnanian	FR		DTMJ	150	6	4	7	6	0	28	28	4.45	4.45
Fieldstone	KB Home	HG		DTST	69	0	2	6	0	0	45	45	1.54	1.54
Turnleaf at Patterson Ranch	KB Home	FR		DTST	190	3	3	5	2	0	106	43	1.58	1.39
TOTALS: No. Reporting: 5		Avg. Sales: 1.80		Traffic to Sales: 2 : 1			19	20	9	0	252	126	Net: 9	
City Codes: WF = Waterford, FR = Patterson, HG = Hughson														

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	Av. Sls /Week	Av. Sls /YTD	
Summer Creek	Bright	MD	DTMJ	120	0	3	11	0	0	100	36	0.85	1.16	
Solera II	Century	MD	DTMJ	113	0	6	4	1	0	78	67	1.95	2.16	
Bell Crossing	DR Horton	AT	DTST	151	0	4	5	5	3	140	70	1.68	2.26	
Mission Village South	DR Horton TSO	LB	DTMJ	91	0	TSO	0	0	0	89	10	0.78	0.32	
Monterra	DR Horton TSO	MD	DTST	165	0	TSO	17	0	0	142	66	1.70	2.13	
Pacheco Pointe	DR Horton	LB	DTST	64	0	1	0	0	0	51	51	1.88	1.88	
Panorama	DR Horton	MD	DTST	192	0	1	13	0	0	139	56	1.22	1.81	
Stoneridge South	DR Horton	MD	DTST	69	1	1	5	2	0	53	53	2.11	2.11	
Villas, The	DR Horton	LB	DTST	83	4	2	21	3	1	55	55	2.03	2.03	
Aspire at Bellevue Ranch II	K Hovnanian	MD	DTST	175	0	2	5	0	0	145	45	1.04	1.45	
Manzanita	Legacy	LT	DTMJ	172	0	1	20	1	0	153	33	0.97	1.06	
Sunflower	Legacy	MD	Rsv's DTST	143	0	1	7	1	0	129	38	0.96	1.23	
Mbraga - Summer II	Lennar	MD	DTMJ	115	3	4	1	2	0	78	55	1.34	1.77	
Bellevue Ranch Phase 6	Stonefield Home	MD	DTST	18	0	1	20	1	0	5	5	1.59	1.59	
Cypress Terrace	Stonefield Home	MD	DTST	90	0	3	4	0	0	87	20	0.86	0.65	
Shaunessey Village	Stonefield Home	LB	DTST	94	0	2	4	0	0	92	36	1.03	1.16	
Villas II, The	Stonefield Home	LB	DTST	191	0	3	5	0	0	41	41	1.46	1.46	
TOTALS: No. Reporting: 17		Avg. Sales: 0.71		Traffic to Sales: 9 : 1			35	142	16	4	1577	737	Net: 12	
City Codes: MD=Merced, AT=Atwater, LB=Los Banos, LT=Livingston														

Madera County					Projects Participating: 6							In Area : 6		
					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 River Bend	K Hovnanian	MDA	DTMJ	171	0	3	5	1	0	128	35	1.06	1.13	
Fielding Cottages	KB Home	MDA	DTST	95	0	3	6	0	0	83	69	2.24	2.23	
Fielding Villas	KB Home	MDA	DTST	87	3	3	6	2	0	43	39	1.16	1.26	
Riverstone - Clementine I	Lennar	MDA	DTST	108	0	4	3	0	0	22	22	0.78	0.78	
Riverstone Coronet	Lennar	MDA	DTST	103	4	3	3	2	0	75	37	1.25	1.19	
Riverstone Skye II	Lennar	MDA	DTST	67	0	2	3	0	0	65	29	1.20	0.94	
TOTALS: No. Reporting: 6		Avg. Sales: 0.83		Traffic to Sales: 5 : 1			18	26	5	0	416	231	Net: 5	
City Codes: MDA = Madera														



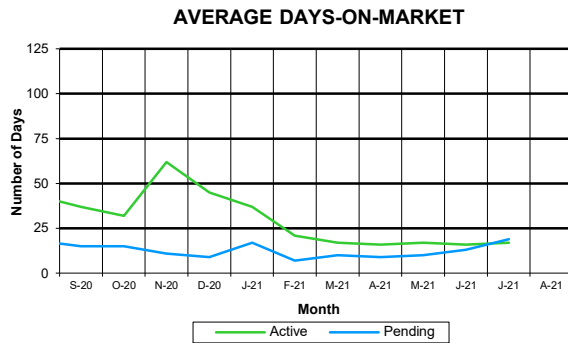
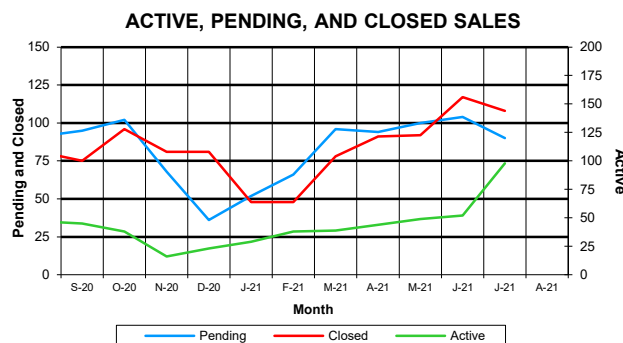
Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 25							In Area : 28		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Arroyo at Loma Vista	Century	CV		DTMJ	132	0	4	2	0	0	128	115	1.45	3.71
Locan Point	Century	FR		DTST	248	0	1	3	2	0	234	74	1.72	2.39
Market Place	Century	FR		DTMJ	215	0	12	4	2	0	191	70	1.89	2.26
Meadowood II	Century	FR		ATMJ	127	0	2	11	4	0	5	5	3.89	3.89
Monarch	Century	KB		DTMJ	64	0	7	6	0	0	0	0	0.00	0.00
Olivewood	Century	FR		DTMJ	169	0	6	4	2	0	13	13	1.60	1.60
River Pointe	DR Horton TSO	REE		DTMJ	84	0	TSO	5	0	0	37	37	2.07	2.07
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	4	7	0	0	122	28	0.98	0.90
Marshall Estates	KB Home	FO		DTST	76	3	2	21	3	0	18	18	5.48	5.48
Seville	KB Home	FR		DTST	129	0	3	10	0	0	112	61	1.55	1.97
Anatole- Clementine	Lennar	FR		DTMJ	111	0	2	1	0	0	29	29	1.46	1.46
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	1	0	0	28	28	1.41	1.41
Arboralla - Clementine	Lennar TSO	CV		DTST	137	0	TSO	3	0	0	21	21	1.25	1.25
Bella Vista Skye	Lennar	FT		DTST	54	3	1	1	3	0	21	21	0.75	0.75
Brambles- Starling	Lennar	FR		ATST	150	0	1	12	1	0	21	21	1.06	1.06
Brambles- Wilde	Lennar	FR		DTST	89	0	3	24	1	0	22	22	1.11	1.11
Fancher Creek - Coronet	Lennar	FR		ATST	80	3	3	3	3	0	47	47	1.41	1.52
Fancher Creek California	Lennar	FR		ATST	68	0	3	3	0	0	65	8	0.78	0.26
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	3	0	0	117	5	1.00	0.16
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	3	3	3	2	0	44	42	1.32	1.35
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	4	0	0	17	8	0.35	0.26
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	4	4	1	1	42	24	0.87	0.77
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	2	4	2	0	33	21	0.69	0.68
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	2	2	4	0	0	21	19	0.44	0.61
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	3	1	0	1	8	8	0.50	0.50
TOTALS: No. Reporting: 25		Avg. Sales: 0.96		Traffic to Sales: 6 : 1			78	144	26	2	1396	745	Net: 24	
City Codes: CV = Clovis, FR = Fresno, KB = Kingsburg, REE = Reedley, FO = Fowler, FT = Friant														

Central Valley			Projects Participating: 108					In Area : 111	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 108	Avg. Sales: 0.88	Traffic to Sales: 12 : 1	273	1293	106	11	7171	3590	Net: 95
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									



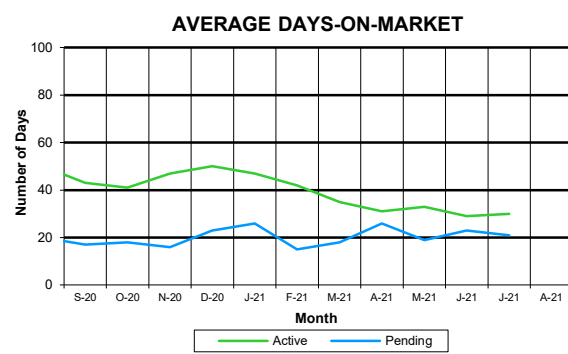
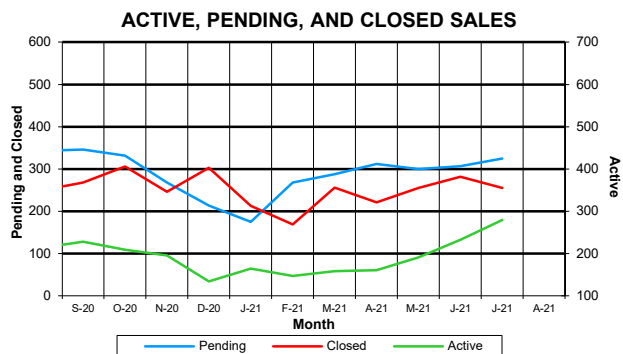
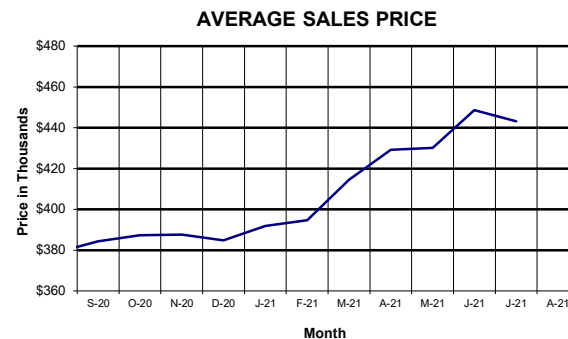
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042



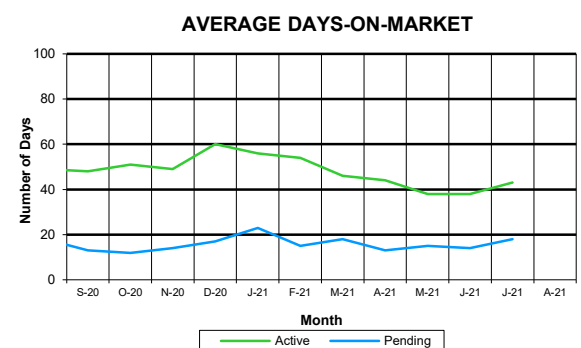
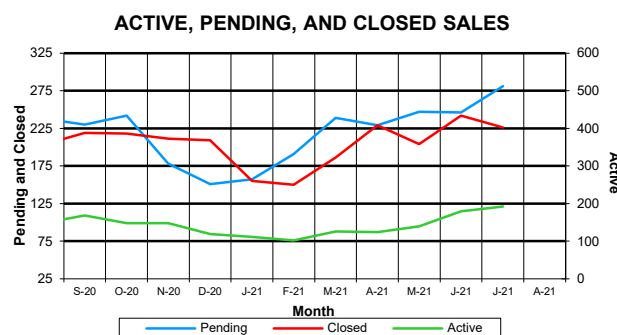
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210



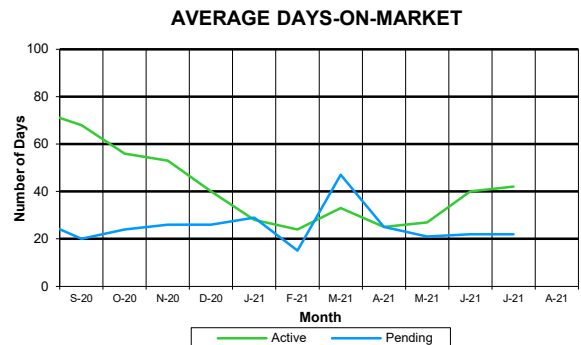
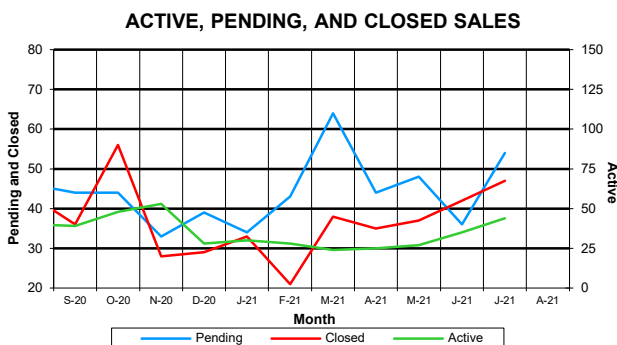
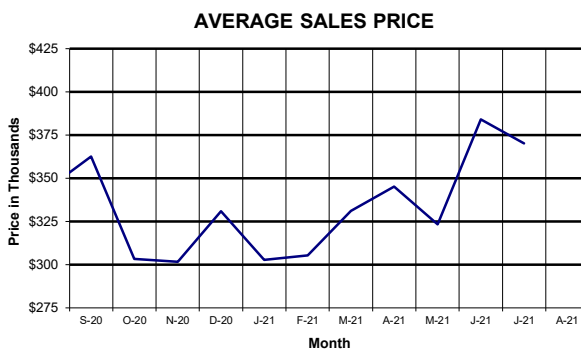
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	119	60	151	17	209	\$403,290
Jan-21	111	56	157	23	155	\$385,535
Feb-21	102	54	191	15	150	\$438,133
Mar-21	126	46	239	18	186	\$422,860
Apr-21	124	44	229	13	229	\$447,231
May-21	139	38	247	15	204	\$484,232
Jun-21	179	38	246	14	242	\$470,636
Jul-21	192	43	281	18	226	\$449,793



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	28	40	39	26	29	\$330,871
Jan-21	30	28	34	29	33	\$302,718
Feb-21	28	24	43	15	21	\$305,429
Mar-21	24	33	64	47	38	\$331,141
Apr-21	25	25	44	25	35	\$345,108
May-21	27	27	48	21	37	\$323,280
Jun-21	35	40	36	22	42	\$384,074
Jul-21	44	42	54	22	47	\$370,252



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

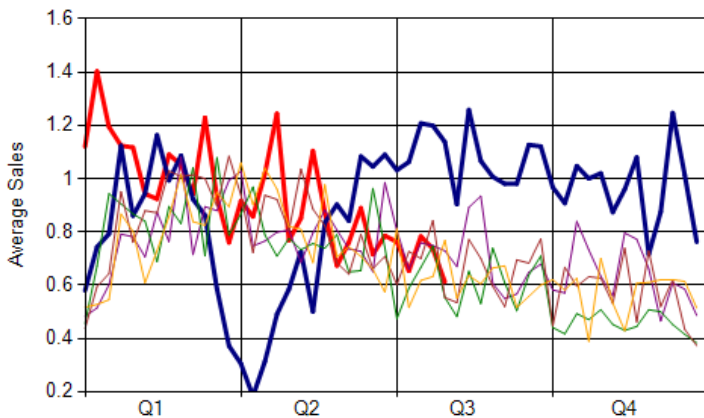
## Sacramento

Ending: Sunday, August 8, 2021

Week 31

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			19	288	13	2	11	0.58	0.77	-25%	0.80	-27%
Central & North Sacramento			41	675	28	1	27	0.66	0.92	-28%	0.84	-21%
Folsom			18	315	9	1	8	0.44	1.04	-57%	0.89	-50%
El Dorado			9	122	8	1	7	0.78	0.77	0%	0.52	50%
Placer & Nevada			62	1052	48	6	42	0.68	1.03	-34%	0.86	-21%
Yolo			7	38	2	0	2	0.29	0.82	-65%	0.46	-38%
Northern Counties			9	81	4	0	4	0.44	0.77	-42%	0.61	-27%
Current Week Totals		Traffic : Sales 23 : 1	165	2571	112	11	101	0.61	0.93	-34%	0.80	-23%
Per Project Average			16		0.68	0.07	0.61					
Year Ago - 08/09/2020		Traffic : Sales 19 : 1	155	2922	152	12	140	0.90	0.83	9%	0.98	-7%
% Change			6%	-12%	-26%	-8%	-28%	-32%	12%	-19%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 31

### 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	131	27	0.91	0.14	0.77	0.69
■	2017	140	27	0.96	0.15	0.81	0.73
■	2018	129	26	0.91	0.14	0.77	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.99	0.16	0.83	0.89
■	2021	160	18	1.02	0.09	0.93	0.93
% Change:		7%	15%	3%	-43%	12%	4%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Sales of newly built homes dropped in June to the lowest level since the early days of the coronavirus pandemic in April 2020, according to data released by the U.S. Census Bureau. Sales of new single family homes fell to an annualized rate of 676,000, 6.6% below May's rate of 724,000 and 19.4% below the June 2020 level of 839,000. Analysts were expecting new home sales to increase in June. After a year of frenzied buying gains in the double digits, newly built homes are now out of reach for much of the demand that remains in the market. The median price of a newly built home in June rose just 6% from June 2020, and while that is a large gain historically, it is nothing compared with the 15%-20% annual gains seen in previous months. Most of the homebuying is on the higher end of the market, and builders cannot afford to put up affordable homes due to skyrocketing construction costs. Softwood lumber, in particular, spiked more than 300% during the pandemic, and while it has fallen back dramatically in the last month, it is still about 75% above its 2019 average. While there is unquestionably strong demand from buyers, much of it is being squelched by affordability and supply issues. Source: Diane Olick CNBC</p>
<b>FHA</b>	<b>2.78%</b>	<b>3.03%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.31%</b>		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 19							In Area : 19		
					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	2	6	0	0	35	29	0.76	0.94
Fleridae	KB Home	GT		DTST	69	0	1	12	1	0	35	35	1.76	1.76
Vintage Park	KB Home	SO		ATST	81	0	1	24	1	0	26	26	2.56	2.56
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	4	3	7	4	0	43	27	1.00	0.87
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	11	1	0	96	23	0.87	0.74
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	4	10	0	1	103	17	0.86	0.55
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	2	11	0	0	175	29	1.16	0.94
Essentia at Sterling Meadows	Lennar	LN		DTST	139	4	3	22	1	0	40	24	0.97	0.77
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	10	0	0	97	17	0.81	0.55
Redwood at Parkside	Lennar	VN		DTMJ	300	0	2	9	0	0	285	28	0.88	0.90
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	2	0	0	78	16	0.76	0.52
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	5	11	0	1	8	8	1.37	1.37
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	3	36	0	0	82	29	1.26	0.94
Barcelona at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	108	0	TSO	27	1	0	83	22	0.89	0.71
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	0	1	28	1	0	63	16	0.68	0.52
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	3	27	0	0	65	19	0.70	0.61
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	1	1	0	0	50	4	0.33	0.13
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	1	22	2	0	10	10	1.01	1.01
Glendon Vineyards	Woodside	VN		DTST	103	0	2	12	1	0	89	32	0.82	1.03
TOTALS: No. Reporting: 19		Avg. Sales: 0.58		Traffic to Sales: 22 : 1			39	288	13	2	1463	411	Net: 11	
City Codes: GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard, LN = Elk Grove Laguna														

Development Name	Developer	City Code	Notes	Type										
Central 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
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	3	16	0	0	27	17	0.64	0.55
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	2	29	0	0	43	23	0.74	0.74
Crocker Village- Courts	Black Pine	SO		DTST	83	0	3	29	0	0	30	16	0.53	0.52
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	29	1	0	38	19	0.65	0.61
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	2	48	0	0	84	21	0.84	0.68
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	42	0	0	80	14	0.80	0.45
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	1	25	0	0	84	31	0.73	1.00
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	10	1	0	43	43	1.71	1.71
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	4	9	0	0	33	27	0.91	0.87
Oaks at Mitchell	KB Home	CH		DTST	74	0	2	12	0	0	27	27	1.82	1.82
Ventana	Lennar	RO		DTMJ	160	0	2	4	1	0	87	18	0.81	0.58
Verdant	Lennar	RO		DTST	157	0	2	0	0	0	76	32	1.10	1.03
Viridian	Lennar	RO		DTST	185	3	2	4	2	0	102	35	0.92	1.13
Montelena	Premier Homes	RO		DTST	169	0	1	28	1	0	155	44	1.65	1.42
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	4	6	0	0	20	5	0.22	0.16
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	2	3	0	0	28	12	0.31	0.39
Alderwood	Watt	RO		DTMJ	54	0	7	12	0	0	47	27	0.77	0.87
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	16	0	0	8	8	0.27	0.27
Cottonwood at Cypress	Woodside S/O	RO		DTST	74	0	S/O	2	1	0	74	26	0.73	0.84
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	20	0	0	84	26	0.83	0.84
TOTALS: No. Reporting: 20		Avg. Sales: 0.35		Traffic to Sales: 49 : 1				47	344	7	0	1170	471	Net: 7
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					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
Artisan - The Cove	Beazer	SO		DTST	145	0	4	6	0	0	72	36	0.75	1.16
Edgeview - The Cove	Beazer	SO		ATST	156	0	13	9	0	0	68	40	1.15	1.29
Westward - The Cove	Beazer TSO	SO		DTST	122	0	TSO	0	0	0	40	8	0.56	0.26
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	93	23	1.02	0.74
Provence	Blue Mountain	SO	Rsv's	ATST	185	4	3	14	2	0	82	34	0.91	1.10
Castile at Parkebridge	DR Horton	SO		DTMJ	163	0	2	3	0	0	157	42	1.31	1.35
Moraga	DR Horton	AO		DTMJ	162	0	2	10	1	1	83	48	1.53	1.55
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	1	48	0	0	41	29	0.91	0.94
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	3	2	47	2	0	43	36	0.95	1.16
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	13	0	0	25	25	0.86	0.86
Northlake - Bleau	Lennar	SO		DTMJ	236	1	4	14	1	0	34	34	1.17	1.17
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	3	13	1	0	23	23	0.79	0.79
Northlake - Drifton	Lennar	SO		DTMJ	134	3	2	13	2	0	18	18	0.86	0.86
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	13	2	0	28	28	0.96	0.96
Northlake - Shor	Lennar	SO		DTMJ	140	0	2	13	3	0	30	30	1.03	1.03
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	13	0	0	28	28	0.96	0.96
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	1	13	2	0	33	33	1.13	1.13
NUVO Artisan Square	The New Home Co	SO		ATST	115	3	3	29	3	0	95	61	1.36	1.97
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	34	0	0	44	44	2.33	2.33
Mystique	Watt TSO	SO		ATST	57	0	TSO	9	0	0	47	10	0.50	0.32
Portisol at Artisan Square	Watt	SO		ATST	112	4	2	17	2	0	35	24	0.83	0.77
TOTALS: No. Reporting: 21		Avg. Sales: 0.95		Traffic to Sales: 16 : 1			49	331	21	1	1119	654	Net: 20	
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														

Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 18							In Area : 18		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	3	2	7	1	0	82	31	1.11	1.00
Sycamore Creek	JMC	FM		DTMJ	86	0	1	34	0	0	25	23	0.73	0.74
Enclave at Folsom Ranch	KB Home	FM		DTST	111	2	2	15	1	0	59	49	1.59	1.58
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	25	0	0	29	29	1.69	1.69
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	2	16	1	0	9	9	1.37	1.37
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	16	0	0	9	9	1.37	1.37
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	3	18	1	0	27	27	1.03	1.03
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	3	4	24	1	0	100	47	1.26	1.52
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	1	0	0	55	33	0.87	1.06
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	2	1	0	0	62	38	1.07	1.23
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	1	9	0	0	9	9	0.61	0.61
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	2	12	0	0	92	31	1.02	1.00
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	5	11	1	0	95	21	1.09	0.68
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	50	0	1	44	26	1.04	0.84
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	2	2	43	1	0	63	26	0.83	0.84
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	2	11	1	0	100	28	1.13	0.90
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	1	11	1	0	28	28	1.11	1.11
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	1	11	0	0	76	20	0.86	0.65
TOTALS: No. Reporting: 18		Avg. Sales: 0.44		Traffic to Sales: 35 : 1				37	315	9	1	964	484	Net: 8
City Codes: FM= Folsom														

El Dorado County				Projects Participating: 9							In Area : 9		
				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
Revere	Blue Mountain	RE	DTMJ	51	0	2	42	0	0	16	16	1.12	1.12
Manzanita at Saratoga	Elliott	EH	DTMJ	202	0	4	31	0	0	31	16	0.62	0.52
Hidden Lake at Serrano	K Hovnanian	EH	DTMJ	40	0	1	5	1	0	38	22	0.74	0.71
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	0	2	19	1	0	20	15	0.54	0.48
Hawk View at Bass Lake Hills	Lennar	EH	DTMJ	114	0	3	1	1	1	75	22	0.86	0.71
Heritage El Dorado Hills-Estates	Lennar	EH	DTMJ	92	0	1	6	1	0	84	22	0.56	0.71
Heritage El Dorado Hills-Legends	Lennar	EH	DTMJ	165	5	3	6	2	0	138	25	0.91	0.81
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	373	0	2	6	0	0	140	36	0.93	1.16
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	DTMJ	23	3	3	6	2	0	6	6	1.08	1.08
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 15 : 1			21	122	8	1	548	180	Net: 7
City Codes: RE = Rescue, EH = El Dorado Hills													

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 61							In Area : 63		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	15	4	0	0	14	14	0.94	0.94
Verrado at Solaire	Beazer	RV		DTMJ	76	0	12	6	0	0	8	8	1.10	1.10
Milestone at Sierra Fine	Black Fine	RK		DTST	61	0	2	28	0	0	28	24	0.79	0.77
Carnelian	Blue Mountain	GB		ATMJ	28	3	1	13	3	0	12	12	0.50	0.50
Balboa	DR Horton	RV		DTST	127	0	1	8	3	0	29	29	1.69	1.69
Cerrada	DR Horton	LL		DTST	166	0	2	4	0	0	98	53	1.31	1.71
Traditions at Independence	DR Horton	LL		DTST	97	3	3	3	1	0	4	4	2.15	2.15
Winding Creek- The Wilds	DR Horton	RV		DTST	50	3	3	8	2	0	33	33	1.58	1.58
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	2	20	0	0	11	11	1.75	1.75
Broadlands	JMC	LL		DTST	77	5	2	23	4	0	71	41	1.24	1.32
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	2	118	0	0	20	20	1.23	1.23
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	2	10	0	0	21	21	1.28	1.28
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	3	33	1	0	152	42	1.34	1.35
Palisade Village	JMC	RV		DTST	232	4	4	41	2	0	154	55	1.59	1.77
Pinnacle Village	JMC	RV		DTMJ	127	0	2	17	0	0	121	30	1.06	0.97
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	62	0	0	45	29	0.98	0.94
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	4	109	0	0	16	16	0.98	0.98
Sentinel	JMC	RV		DTST	132	0	4	37	0	1	121	45	1.64	1.45
Westview at Whitney Ranch	JMC S/O	RK		DTMJ	97	0	S/O	3	1	0	97	15	0.78	0.48
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	0	0	0	100	43	1.47	1.39
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	4	2	0	1	36	16	0.45	0.52
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	1	1	1	110	37	0.91	1.19
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	2	11	0	0	19	19	0.94	0.94
Granite Bluff	KB Home	RK		DTMJ	73	2	3	11	2	0	66	54	1.60	1.74
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	3	3	13	1	0	143	39	1.24	1.26
Andorra at Sierra West	Lennar	RV		DTMJ	101	3	3	7	1	0	35	27	0.79	0.87
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	1	12	0	0	43	35	1.07	1.13
Corvara at Fiddymment Farm	Lennar	RV		DTMJ	136	2	2	2	1	0	134	20	1.00	0.65
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	6	3	20	5	1	31	28	0.94	0.90
Heritage Placer Vineyards: Lazio	Lennar	RV		AASF	142	0	2	1	0	0	1	1	0.44	0.44
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	5	4	0	0	150	27	0.89	0.87
Heritage Solaire-Larissa	Lennar	RV		AASF	162	3	3	5	1	0	144	34	0.85	1.10
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	2	4	0	0	162	27	0.94	0.87
Lumiere at Sierra West	Lennar	RV		DTMJ	129	0	2	8	1	0	42	33	0.93	1.06
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	3	7	0	0	41	23	0.85	0.74
Novara at Fiddymment	Lennar	RV		DTST	105	0	1	18	1	0	55	22	0.96	0.71
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	2	1	17	2	0	56	27	0.96	0.87
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	1	15	2	0	57	24	0.90	0.77
St. Moritz at Sierra	Lennar	RV		DTMJ	143	3	3	7	1	0	41	35	0.89	1.13
Meadowlands 60s	Meritage	LL		DTMJ	92	0	1	6	1	0	11	11	0.97	0.97
Winding Creek - Trek	Meritage	RV		DTMJ	74	4	4	14	4	0	43	43	1.78	1.78
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	22	0	1	58	32	0.98	1.03
Fieldstone at Fiddymment Ranch	Richmond American	RV		DTMJ	71	0	1	2	0	0	70	15	0.95	0.48
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	8	0	0	42	42	1.39	1.35
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	2	5	0	0	47	35	1.14	1.13



Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 61							In Area : 63		
					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
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	3	13	6	0	0	41	41	1.57	1.57
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	18	2	0	1	79	39	1.27	1.26
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	5	3	0	0	51	29	0.82	0.94
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	3	4	9	1	0	29	29	1.11	1.11
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	4	21	50	1	0	29	29	2.03	2.03
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	3	69	0	0	19	19	1.33	1.33
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	21	50	0	0	15	15	1.05	1.05
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	9	0	0	33	5	0.53	0.16
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	1	26	0	0	60	21	0.59	0.68
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	1	10	1	0	21	21	1.06	1.06
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	1	0	0	0	101	27	0.87	0.87
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	1	10	1	0	15	15	0.76	0.76
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	71	0	1	12	0	0	56	43	1.43	1.39
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	2	15	2	0	83	37	1.08	1.19
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	4	6	0	0	79	21	0.62	0.68
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	1	0	0	86	31	0.68	1.00
TOTALS: No. Reporting: 61		Avg. Sales: 0.67		Traffic to Sales: 22 : 1				231	1047	47	6	3589	1673	Net: 41
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay														

Nevada County					Projects Participating: 1							In Area : 2		
					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
Timberwood Estates	Hilbers	GV	DTST	45	0	1	5	1	0	19	9	0.14	0.29	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 5 : 1			1	5	1	0	19	9	Net: 1	
City Codes: GV = Grass Valley														

Yolo County				Projects Participating: 7							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
Riverchase	Anthem United	WS	DTST	222	1	3	7	0	0	202	33	1.05	1.06
Bradford at Spring Lake	KB Home	WL	DTST	112	0	1	2	0	0	111	26	0.90	0.84
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	0	2	0	0	0	76	26	0.70	0.84
Summerstone at Spring Lake	Lennar	WL	DTST	87	2	2	9	1	0	85	27	0.78	0.87
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	2	6	0	0	14	14	0.83	0.83
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	1	6	1	0	90	17	0.45	0.55
Pines at Spring Lake	Woodside	WL	DTMJ	83	0	1	8	0	0	62	30	0.78	0.97
TOTALS: No. Reporting: 7		Avg. Sales: 0.29		Traffic to Sales: 19 : 1			12	38	2	0	640	173	Net: 2
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis													

# The Ryness Report

Week Ending  
Sunday, August 8, 2021

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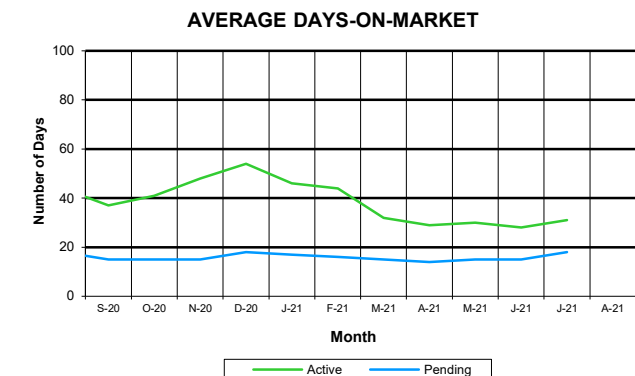
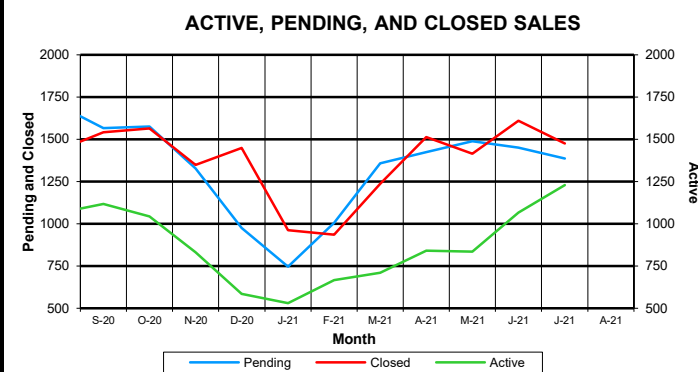
Development Name	Developer	City Code	Notes	Type										
Sutter County					Projects Participating: 1						In Area : 1			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	2	3	1	0	91	20	1.26	0.65
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 3 : 1			2	3	1	0	91	20	Net: 1	
City Codes: LO = Live Oak														

Yuba 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. Sl's /Week	Av. Sl's /YTD
Cresleigh Meadows at Fumas Ranch	Cresleigh	FLK	DTMJ	111	0	2	34	0	0	53	15	0.69	0.48
Cresleigh Riverside at Fumas Ranch	Cresleigh	FLK	DTMJ	52	0	3	1	0	0	44	11	0.57	0.35
Summerset at The Orchards	JMC	MS	DTST	96	3	4	6	1	0	78	29	1.22	0.94
Sonoma Ranch	Lennar	FLK	DTST	208	3	3	9	2	0	179	20	1.01	0.65
Windsor Crossing at River Oaks	Lennar	FLK	DTST	168	0	2	1	0	0	33	23	0.73	0.74
Crosswinds at River Oaks	Meritage	FLK	DTMJ	72	0	1	13	0	0	14	14	1.24	1.24
Seasons at River Oaks	Richmond American	OL	DTST	83	0	1	8	0	0	35	35	1.16	1.13
Seasons at Thoroughbred Acres	Richmond American	OL	DTMJ	139	0	1	6	0	0	58	36	1.16	1.16
TOTALS: No. Reporting: 8		Avg. Sales: 0.38		Traffic to Sales: 26 : 1			17	78	3	0	494	183	Net: 3
City Codes: FLK = Fumas Lake, MS = Marysville, OL = Olivehurst													

Sacramento			Projects Participating: 165					In Area : 169	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 165	Avg. Sales: 0.61	Traffic to Sales: 23 : 1	456	2571	112	11	10097	4258	Net: 101
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

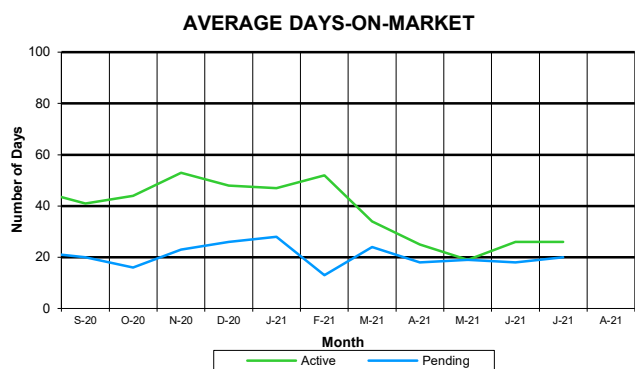
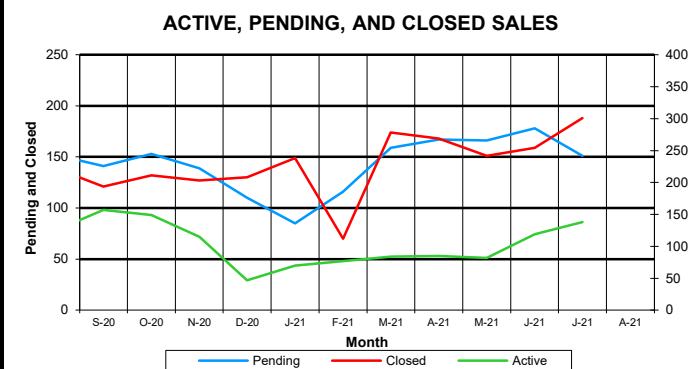
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023



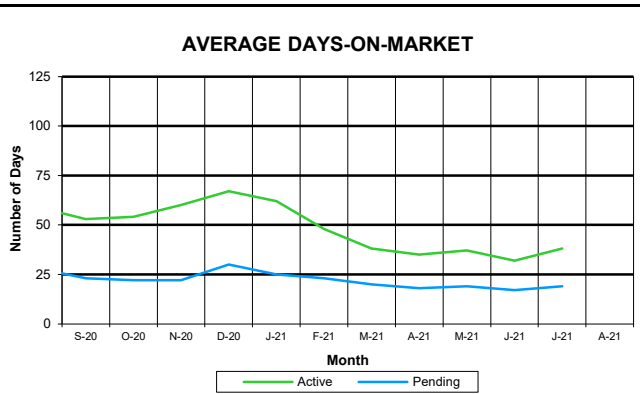
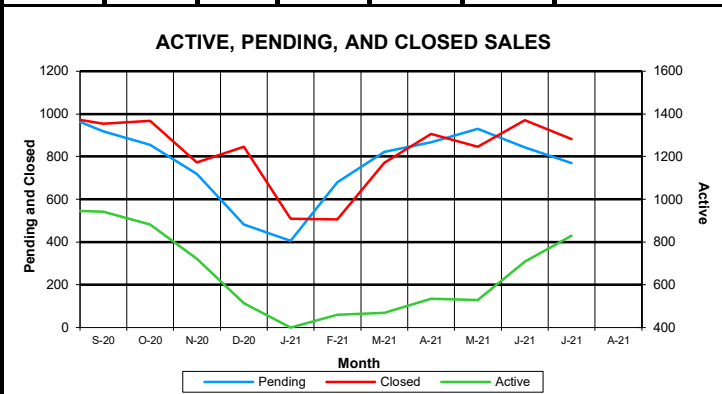
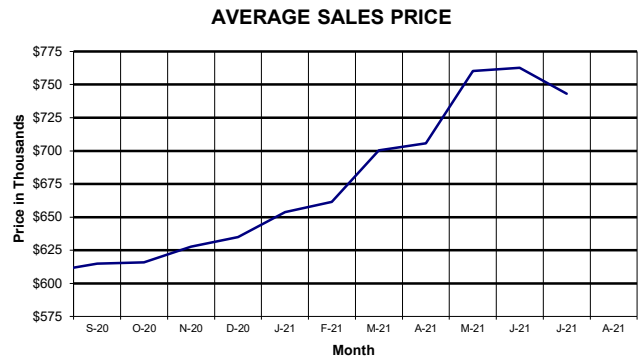
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324
Jul-21	138	26	151	20	188	\$330,251



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605
Jul-21	829	38	769	19	882	\$743,192



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195
Apr-21	98	47	163	21	156	\$658,498
May-21	101	47	174	23	159	\$682,003
Jun-21	117	44	151	20	182	\$676,184
Jul-21	152	41	133	24	155	\$663,476

