

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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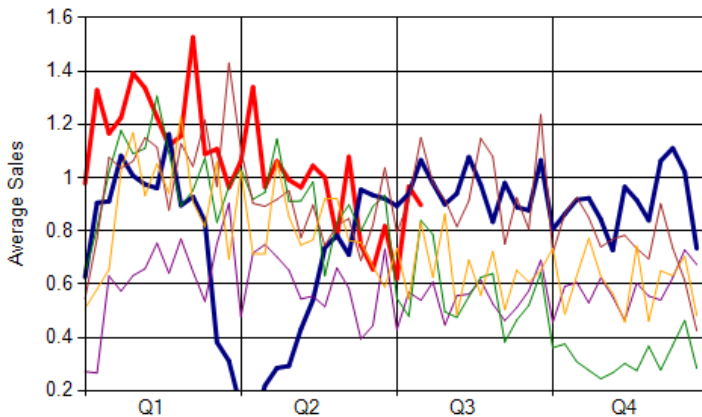
## Bay Area

Week 29

Ending: Sunday, July 25, 2021

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
Alameda			29	422	23	2	21	0.72	0.97	-26%	0.78	-7%
Contra Costa			28	375	26	1	25	0.89	1.17	-24%	1.05	-15%
Sonoma, Napa			9	106	12	2	10	1.11	0.82	35%	0.70	59%
San Francisco, Marin			2	14	0	0	0	0.00	0.59	-100%	0.35	-100%
San Mateo			5	47	5	0	5	1.00	0.56	77%	0.46	117%
Santa Clara			22	306	28	1	27	1.23	1.27	-3%	1.08	14%
Monterey, Santa Cruz, San Benito			6	68	4	0	4	0.67	0.98	-32%	0.94	-29%
Solano			15	149	14	2	12	0.80	1.10	-28%	0.89	-10%
Current Week Totals		Traffic : Sales 13 : 1	116	1487	112	8	104	0.90	1.06	-15%	0.90	0%
Per Project Average			13		0.97	0.07	0.90					
Year Ago - 07/26/2020		Traffic : Sales 10 : 1	140	1402	146	9	137	0.98	0.73	34%	0.73	34%
% Change			-17%	6%	-23%	-11%	-24%	-8%	45%			23%

### 52 Weeks Comparison



### Year to Date Averages Through Week 29

### 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	129	31	0.93	0.10	0.82	0.73
■	2017	141	31	1.06	0.10	0.96	0.90
■	2018	126	30	1.01	0.09	0.92	0.70
■	2019	155	17	0.69	0.10	0.60	0.58
■	2020	152	12	0.84	0.12	0.72	0.80
■	2021	117	15	1.13	0.07	1.06	1.06
% Change:		-23%	22%	34%	-43%	47%	32%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	Housing activity appears to be stabilizing after slipping over the past few months. Existing home sales ended a four-month string of declines and rose 1.4% during June to a 5.86 million-unit pace. The turnaround is a reminder that, while home buying activity has cooled off this year alongside shrinking inventories and skyrocketing prices, underlying demand for homes remains strong. Home building also improved during June. Housing starts rose 6.3% during the month to a 1.643 million-unit pace, with both single-family and multifamily starts rising solidly. Building permits dropped for the third straight month. However, permitting has been running well ahead of starts, and some easing is not surprising, as home buying activity has cooled off a touch and building materials remain hard to come by. The increases in new home construction and apartment development are nevertheless encouraging signs that home builders are pushing through the headwinds of soaring material costs, qualified labor shortages and scarce buildable lots. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	2.81%	3.03%	
	2.25%	2.91%	
10 Yr Yield	1.28%		



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	0.51	0.69
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	14	0	0	38	13	0.47	0.45
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	4	15	2	0	16	2	0.18	0.07
Hideaway, The	DR Horton	HY		ATMJ	59	4	4	22	2	0	15	15	1.64	1.64
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	2	1	39	1	0	38	30	0.88	1.03
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	1	39	2	0	44	29	1.02	1.00
Courts at Bridgeway	Lennar	NK		ATMJ	71	3	2	39	3	0	27	27	1.22	1.22
Revo at Innovation	Lennar	FR		ATMJ	137	0	1	4	0	0	130	36	0.77	1.24
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	1	39	1	0	32	29	0.91	1.00
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	2	39	1	1	45	32	1.04	1.10
Breeze at Bay37	Pulte	AL		DTMJ	30	0	4	5	0	1	9	9	0.33	0.33
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	5	0	0	13	13	0.48	0.48
Landing at Bay37	Pulte	AL		ATMJ	96	0	24	5	0	0	5	5	0.18	0.18
Lookout at Bay37	Pulte	AL		ATMJ	26	0	6	5	0	0	12	12	0.44	0.44
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	3	0	0	107	28	0.90	0.97
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	1	3	0	0	90	18	0.76	0.62
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	4	1	0	30	19	0.49	0.66
Compass Bay- Dover	Trumark TSO	NK		DTMJ	138	0	TSO	26	1	0	47	30	1.00	1.03
Compass Bay- New port	Trumark TSO	NK		ATMJ	86	0	TSO	26	0	0	44	32	0.93	1.10
Crest at Alameda Point	Trumark TSO	AL		ATMJ	60	0	TSO	7	0	0	34	30	0.97	1.03
Leeward at Alameda Point	Trumark TSO	AL		ATMJ	64	0	TSO	7	0	0	63	23	0.86	0.79
TOTALS: No. Reporting: 21		Avg. Sales: 0.57		Traffic to Sales: 26 : 1				68	360	14	2	881	452	Net: 12
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley				Projects Participating: 8							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
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	5	9	2	0	42	42	1.49	1.45
Hyde Park at Boulevard	Brookfield	DB	ATMJ	102	0	4	10	2	0	69	24	0.96	0.83
Mulholland at Boulevard	Brookfield S/O	DB	DTMJ	80	0	S/O	5	1	0	80	30	0.72	1.03
Auburn Grove	Lennar	LV	ATST	100	0	2	1	1	0	98	25	0.85	0.86
Downing at Boulevard	Lennar	DB	ATST	96	0	1	12	1	0	70	26	0.67	0.90
Skyline at Boulevard	Lennar TSO	DB	ATMJ	114	0	TSO	13	0	0	74	29	0.82	1.00
Sycamore	Ponderosa TSO	PL	DTMJ	36	0	TSO	0	0	0	32	5	0.26	0.17
Uptown	Taylor Morrison TSO	LV	ATMJ	44	0	TSO	12	2	0	33	27	0.94	0.93
TOTALS: No. Reporting: 8		Avg. Sales: 1.13		Traffic to Sales: 7 : 1			12	62	9	0	498	208	Net: 9
City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton													

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	2	0	0	8	6	0.18	0.21
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	0	0	0	32	19	0.82	0.66
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	7	0	0	7	6	0.17	0.21
Wilder	Taylor Morrison	OR		DTMJ	61	2	1	6	1	0	59	9	0.21	0.31
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 15 : 1			20	15	1	0	106	40	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	Av. Sl's /YTD
Highlands at The Preserve	Lennar	SR	DTMJ	122	0	2	7	0	0	113	22	0.69	0.76	
Hillcrest at the Preserve	Lennar	SR	ATMJ	104	0	1	7	1	0	54	31	0.98	1.07	
Ridgeview at the Preserve	Lennar	SR	ATMJ	77	0	3	7	0	0	48	29	0.89	1.00	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 21 : 1			6	21	1	0	215	82	Net: 1	
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	ATMJ	29	0	7	2	0	0	21	10	0.19	0.34	
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	43	1	0	79	51	1.64	1.76	
Cielo at Sand Creek- Vista	Century	AN	DTMJ	96	4	3	36	3	0	68	46	1.41	1.59	
Crest at Park Ridge	Davidon TSO	AN	DTMJ	300	0	TSO	14	0	0	196	25	0.97	0.86	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	4	19	0	0	43	33	1.10	1.14	
Landing at Wildflower Station	DeNova TSO	AN	ATST	98	0	TSO	5	3	0	94	76	2.53	2.62	
Stella at Aviano	DeNova	AN	DTST	127	3	3	30	1	0	98	63	2.38	2.17	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	3	3	5	3	0	90	18	0.80	0.62	
Haven at Vista Del Mar	Taylor Morrison TSO	PT	DTST	60	0	TSO	7	0	0	26	26	0.89	0.90	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	2	6	6	0	0	45	28	1.18	0.97	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	1	3	33	1	0	2	2	1.56	1.56	
TOTALS: No. Reporting: 10		Avg. Sales: 1.20		Traffic to Sales: 17 : 1			23	198	12	0	741	368	Net: 12	
City Codes: AN= Antioch, PT = Pittsburg														

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 Muntain	BI	Rsv's	DTMJ	81	4	2	36	4	0	64	36	0.65	1.24
Easton at Delaney Park	Brookfield	OY		DTST	80	0	3	9	0	0	77	24	0.87	0.83
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	8	9	0	0	78	28	0.88	0.97
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	1	19	1	0	193	69	1.55	2.38
Ashbury	KB Home	OY		ATST	69	0	1	9	0	0	59	40	1.23	1.38
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	2	6	1	1	101	24	1.07	0.83
Alicante	Meritage	OY		DTMJ	133	0	1	21	1	0	59	54	1.78	1.86
Vines, The	Meritage	OY		DTST	63	3	2	18	3	0	42	42	1.49	1.45
Terrene	Pulte	BT		DTMJ	326	0	1	12	1	0	300	90	2.36	3.10
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	3	0	1	0	87	42	1.18	1.45
TOTALS: No. Reporting: 10		Avg. Sales: 1.10		Traffic to Sales: 12 : 1				24	139	12	1	1060	449	Net: 11
City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood														

Sonoma, Napa Counties					Projects Participating: 9							In Area : 16		
					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	0	1	4	1	1	86	19	0.47	0.66	
Live Oak at University	KB Home	RP	DTMJ	104	0	3	17	1	1	83	39	0.78	1.34	
Aspect	Lafferty	PET	DTMJ	18	0	5	25	0	0	12	4	0.11	0.14	
Blume	Lafferty	SR	DTMJ	67	0	2	1	1	0	65	15	0.42	0.52	
Juniper at University	Richmond American	RP	DTMJ	150	0	2	17	1	0	137	23	0.81	0.79	
Preserve at Kessing Ranch	Richmond American	IC	DTMJ	47	0	3	1	0	0	37	17	0.49	0.59	
Meadow Creek	Ryder	SR	DTMJ	48	8	1	30	7	0	12	12	1.91	1.91	
Pear Tree	Taylor Morrison	NP	ATST	71	1	4	3	1	0	59	28	0.69	0.97	
Riverfront	TRI Pointe	PET	DTMJ	134	0	2	8	0	0	48	36	1.29	1.24	
TOTALS: No. Reporting: 9		Avg. Sales: 1.11		Traffic to Sales: 9 : 1			23	106	12	2	539	193	Net: 10	
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	11	0	0	34	30	0.77	1.03	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	11	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 Potola	TRI Pointe	SF	ATMJ	54	0	8	3	0	0	1	1	0.05	0.05	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			8	3	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 : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Skyline Ridge	DR Horton	SB		DTMJ	40	0	3	11	1	0	37	22	0.62	0.76
Link 33	KB Home	RC		ATMJ	33	0	2	21	0	0	31	24	0.48	0.83
Foster Square	Lennar	FC		AAAT	200	3	3	2	2	0	184	22	0.69	0.76
One 90 - Borelle	Pulte	SM		DTMJ	29	2	2	7	1	0	7	7	0.26	0.26
One 90 - Slate	Pulte	SM		ATMJ	57	2	2	6	1	0	5	5	0.18	0.18
TOTALS: No. Reporting: 5		Avg. Sales: 1.00		Traffic to Sales: 9 : 1				12	47	5	0	264	80	Net: 5
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	2	2	16	1	0	5	5	1.46	1.46
Asana	DeNova TSO	SJ	Rsv's	DTMJ	250	0	TSO	14	2	0	225	54	1.58	1.86
Cantera	Dividend	MV		ATMJ	15	2	4	24	3	0	4	4	3.11	3.11
Maravilla	Dividend	MV	Rsv's	ATMJ	55	5	9	36	1	0	2	2	0.47	0.47
Redwoods at Montecito	Dividend	MV	Rsv's	ATMJ	33	2	7	23	0	0	25	25	1.94	1.94
Amalfi	DR Horton	MV		ATMJ	58	0	1	11	0	0	37	34	1.00	1.17
Montecito Estates	DR Horton	MH		DTMJ	24	0	3	13	0	0	12	12	0.71	0.71
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	4	2	16	4	0	93	71	1.89	2.45
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	3	9	0	1	147	46	1.05	1.59
Naya	KB Home	SC		ATMJ	58	3	3	18	1	0	18	18	0.95	0.95
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	1	1	1	0	189	51	1.05	1.76
Momentum	Pan Cal	SV		ATMJ	18	3	3	4	2	0	10	10	1.35	1.35
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	1	14	1	0	11	11	1.08	1.08
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	5	14	0	0	7	7	0.69	0.69
Montalvo Oaks	SummerHill	MS		ATMJ	15	0	9	5	0	0	6	6	0.38	0.38
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	4	8	2	0	6	6	0.59	0.59
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	1	4	0	0	113	36	0.86	1.24
Nuevo - Terraces	SummerHill	SC		ATST	176	0	5	28	5	0	130	47	0.98	1.62
Portico	SummerHill	MV		ATMJ	16	0	2	11	0	0	14	14	0.50	0.48
Elevation- Towns	Taylor Morrison	SV		ATMJ	96	0	4	8	1	0	78	31	0.91	1.07
Ovation	Taylor Morrison	SV		ATMJ	107	5	8	10	0	0	8	8	0.97	0.97
Harmony	Truemark	SV		DTMJ	58	4	1	19	4	0	51	37	1.02	1.28
TOTALS: No. Reporting: 22		Avg. Sales: 1.23		Traffic to Sales: 11 : 1			78	306	28	1	1191	535	Net: 27	
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: 6							In Area : 7		
					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
Roberts Ranch	KB Home	HO		DTMJ	192	3	2	25	2	0	68	68	2.94	2.94
Carousel at Westfield	Kiper	HO		DTST	92	0	3	7	0	0	87	29	1.19	1.00
Mayfair at Westfield	Kiper TSO	HO		DTMJ	50	0	TSO	7	0	0	44	22	0.80	0.76
Serenity at Santana Ranch II	Legacy	HO	New	DTMJ	31	3	1	14	1	0	2	2	0.93	0.93
Montclair	Meritage	HO		DTMJ	99	0	2	8	1	0	13	13	1.57	1.57
Enclave, The	Shea	SS		DTMJ	26	0	2	7	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 6		Avg. Sales: 0.67		Traffic to Sales: 17 : 1			10	68	4	0	214	134	Net: 4	
City Codes: HO = Hollister, SS = Seaside														

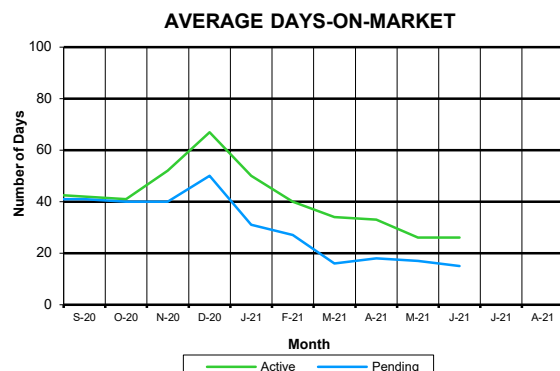
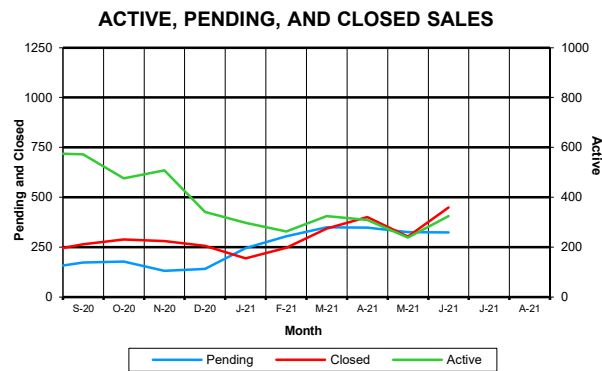
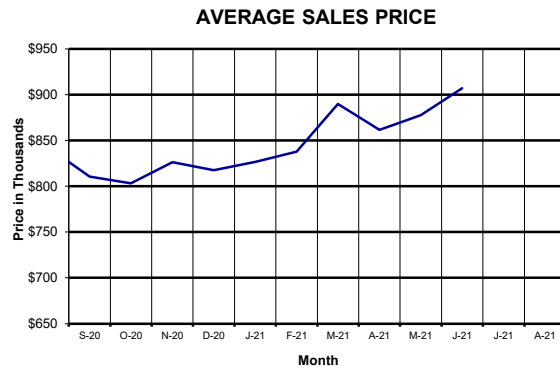
Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 15								In Area : 18		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Luminescence at Liberty	DeNova	RV	AASF	164	3	4	10	0	0	2	2	0.88	0.88	
Luminescence at Liberty-Duets	DeNova	RV	AAAT	148	0	6	9	0	0	0	0	0.00	0.00	
Savannah at Homestead	DR Horton	DX	DTST	85	5	3	18	5	1	73	58	1.77	2.00	
Copperleaf at Homestead	KB Home	DX	DTST	71	3	3	2	2	0	52	40	1.40	1.38	
Oreston at One Lake	Lennar	FF	DTMJ	70	2	3	9	2	0	56	34	1.33	1.17	
Homestead	Meritage	DX	DTMJ	99	0	1	18	0	0	30	30	1.49	1.49	
Midway Grove at Homestead	Richmond American	DX	DTMJ	88	0	3	1	1	1	63	30	1.23	1.03	
Sutton at Parklane	Richmond American	DX	DTMJ	121	0	3	5	0	0	18	18	1.01	1.01	
Farmstead Square	Taylor Morrison	VC	DTMJ	130	2	3	9	2	0	44	34	1.29	1.17	
Bristol at Brighton Landing	The New Home Co	VC	DTMJ	64	0	2	11	0	0	62	10	0.47	0.34	
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	74	0	1	11	0	0	67	24	0.52	0.83	
Sheffield at Brighton Landing	The New Home Co	VC	DTMJ	120	0	1	19	0	0	90	35	0.79	1.21	
Marigold at The Villages	TRI Pointe	FF	DTMJ	119	3	3	14	1	0	50	40	1.32	1.38	
Shimmer at One Lake	TRI Pointe	FF	DTMJ	48	0	1	8	0	0	33	21	0.88	0.72	
Splash at One Lake	TRI Pointe	FF	DTMJ	72	0	1	5	1	0	29	29	1.31	1.31	
TOTALS: No. Reporting: 15		Avg. Sales: 0.80		Traffic to Sales: 11 : 1			38	149	14	2	669	405	Net: 12	
City Codes: RV = Rio Vista, DX = Dixon, FF = Fairfield, VC = Vacaville														

Bay Area				Projects Participating: 116					In Area : 162	
				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: 0.90	Traffic to Sales: 13 : 1	331	1487	112	8	6434	2987	Net: 104	
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

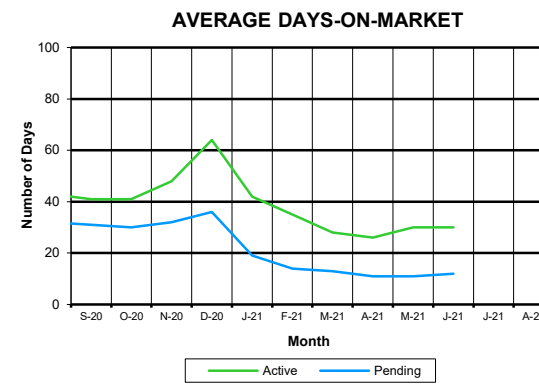
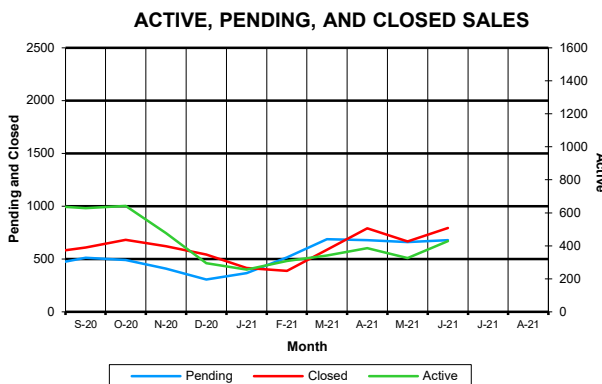
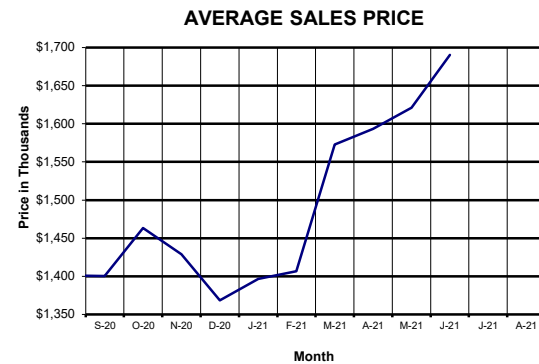
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	508	52	131	40	280	\$826,397
Dec-20	341	67	140	50	257	\$817,347
Jan-21	298	50	245	31	194	\$826,758
Feb-21	263	40	305	27	246	\$837,703
Mar-21	324	34	350	16	343	\$889,733
Apr-21	309	33	347	18	400	\$861,580
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

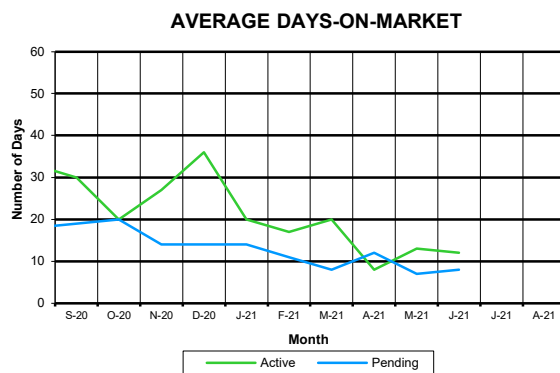
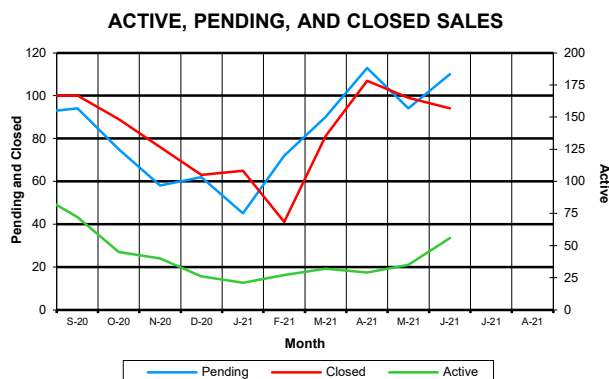
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	476	48	409	32	620	\$1,429,055
Dec-20	294	64	307	36	541	\$1,368,594
Jan-21	255	42	368	19	414	\$1,396,636
Feb-21	309	35	516	14	389	\$1,406,651
Mar-21	342	28	687	13	587	\$1,572,946
Apr-21	386	26	678	11	791	\$1,593,508
May-21	326	30	659	11	665	\$1,621,132
Jun-21	429	30	680	12	793	\$1,690,350



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

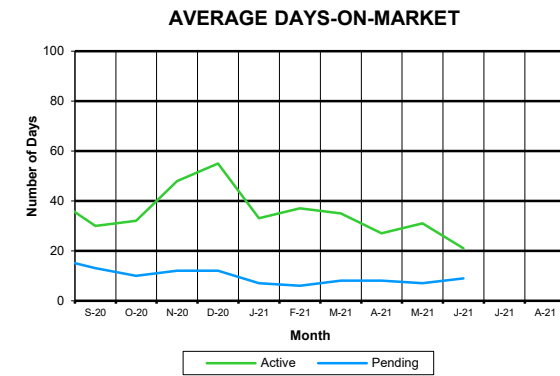
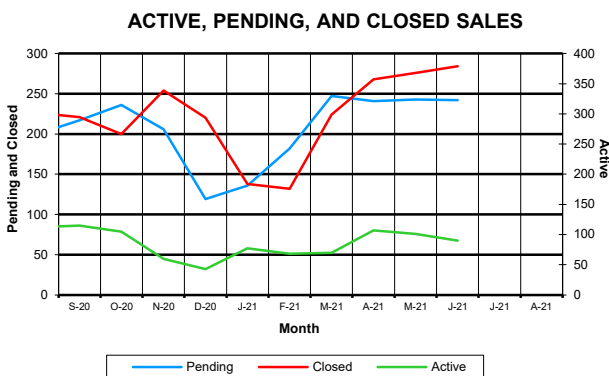
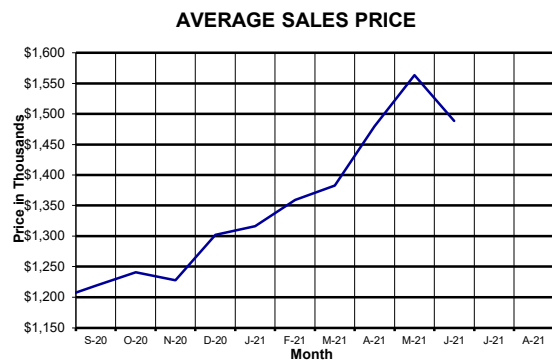
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	40	27	58	14	76	\$732,178
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

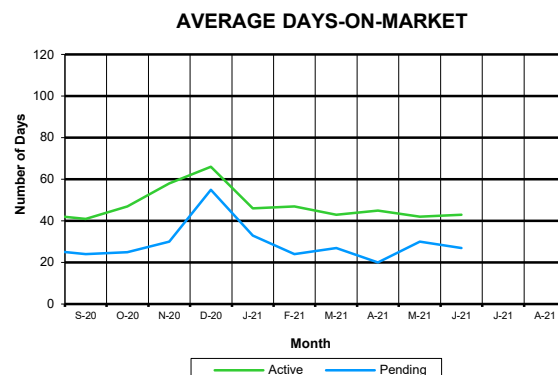
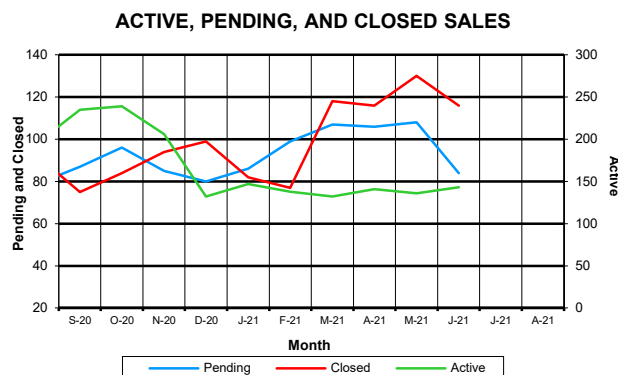
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	60	48	206	12	254	\$1,227,878
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514





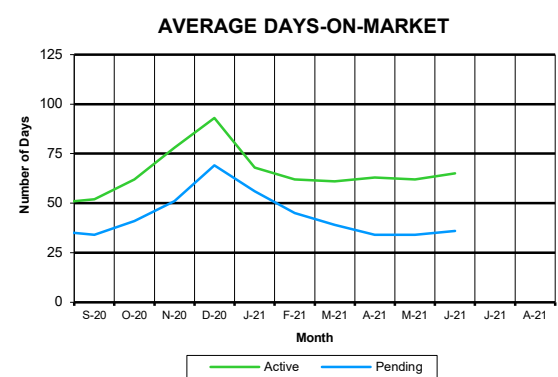
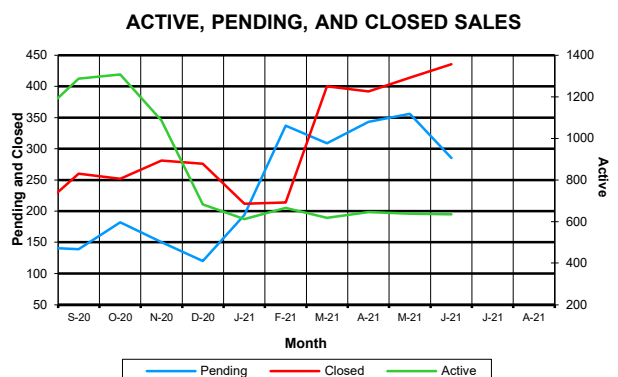
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	206	58	85	30	94	\$700,186
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



## San Francisco Attd. Monthly MLS Survey

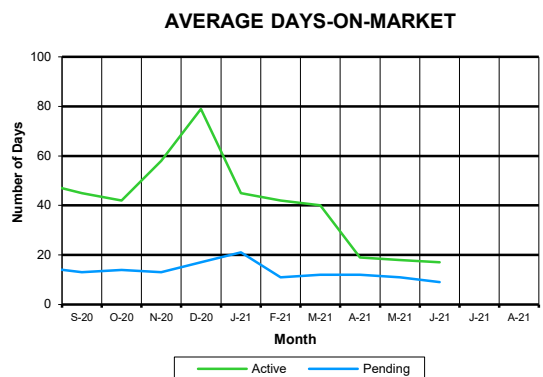
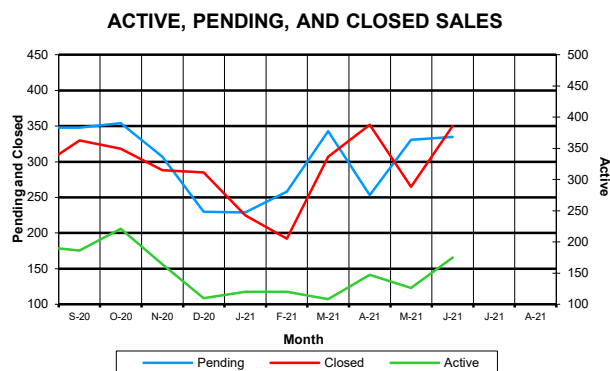
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	1,086	78	150	51	281	\$1,315,277
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140



## E. Contra Costa SFD Monthly MLS Survey

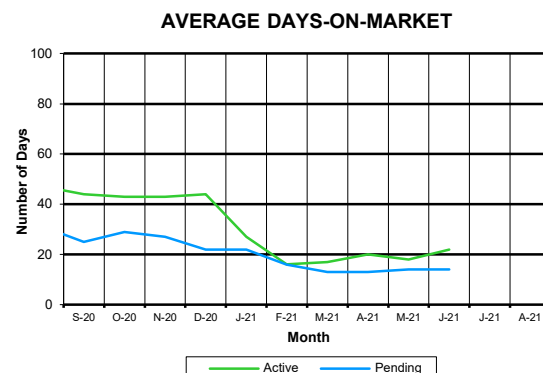
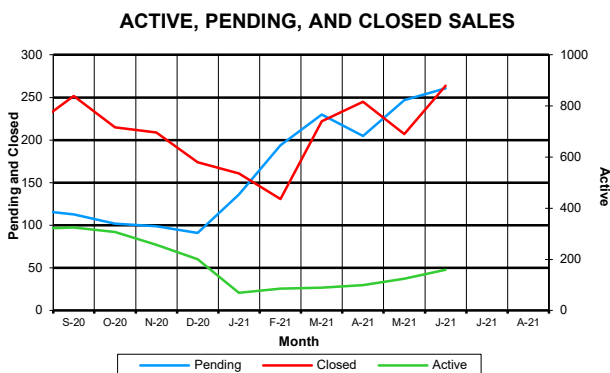
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	164	58	307	13	288	\$608,552
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



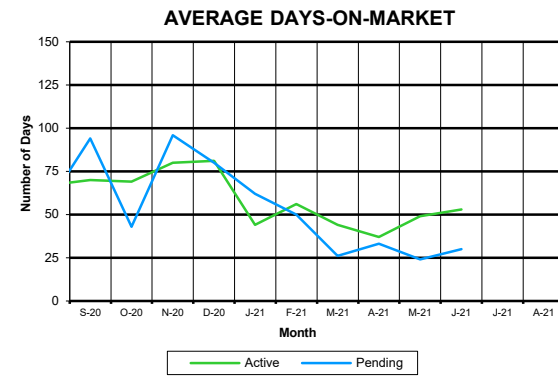
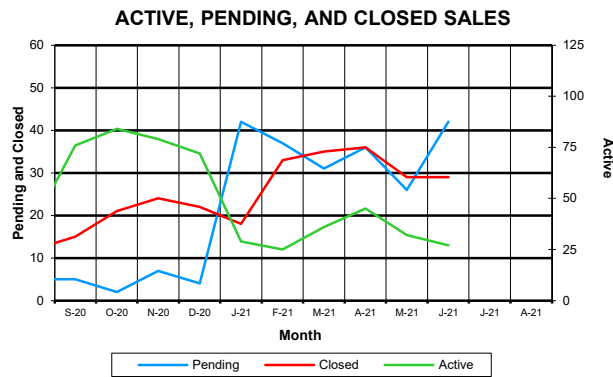
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	257	43	99	27	209	\$548,873
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



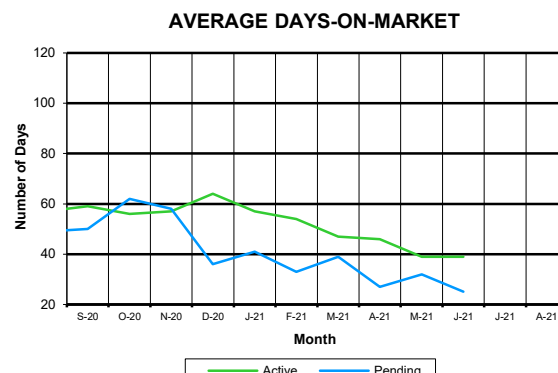
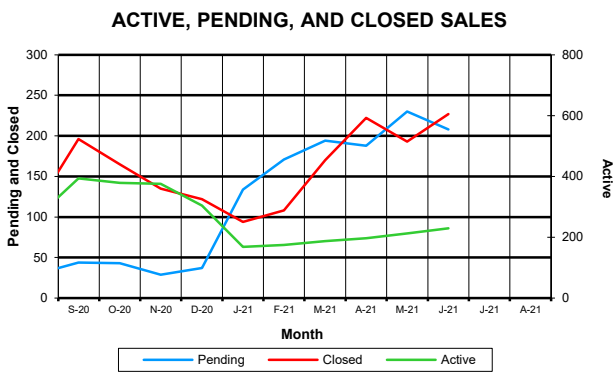
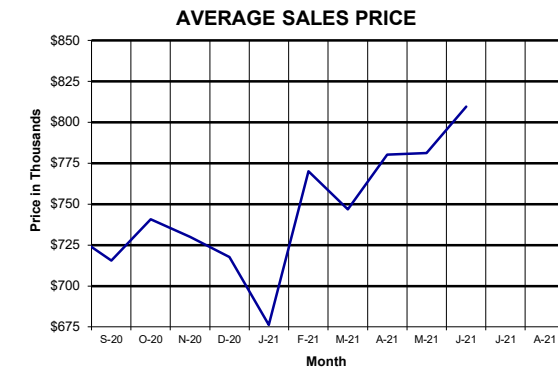
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	79	80	7	96	24	\$393,667
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



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	376	57	29	58	135	\$730,103
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



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

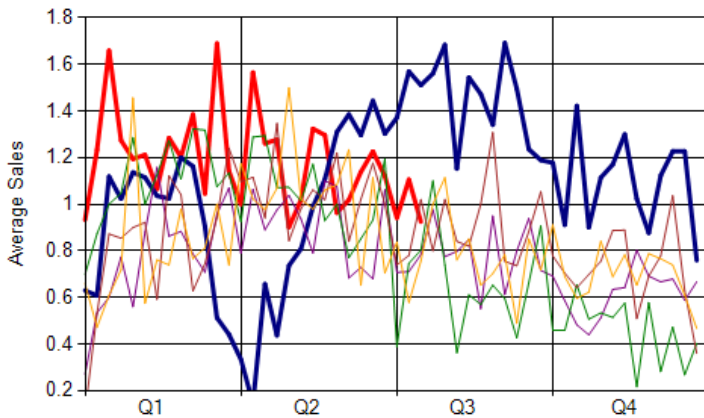
## Central Valley

Ending: Sunday, July 25, 2021

Week 29

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				20	424	11	1	10	0.50	1.10	-55%	1.08	-54%
San Joaquin County				33	590	35	2	33	1.00	1.21	-17%	1.23	-19%
Stanislaus County				6	44	12	1	11	1.83	1.18	56%	1.08	69%
Merced County				18	162	28	4	24	1.33	1.40	-5%	1.05	26%
Madera County				6	22	5	0	5	0.83	1.07	-22%	1.04	-20%
Fresno County				23	109	20	5	15	0.65	1.08	-40%	1.09	-40%
<b>Current Week Totals</b>		<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>106</b>	<b>1351</b>	<b>111</b>	<b>13</b>	<b>98</b>	<b>0.92</b>	<b>1.19</b>	<b>-22%</b>	<b>1.12</b>	<b>-18%</b>
Per Project Average					13	1.05	0.12	0.92					
<b>Year Ago - 07/26/2020</b>		<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>91</b>	<b>2010</b>	<b>162</b>	<b>20</b>	<b>142</b>	<b>1.56</b>	<b>1.03</b>	<b>52%</b>	<b>1.21</b>	<b>29%</b>
<b>% Change</b>				16%	-33%	-31%	-35%	-31%	-41%	15%		-7%	

52 Weeks Comparison



Year to Date Averages Through Week 29

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	1.01	0.13	0.89	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	24	1.17	0.15	1.02	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	83	22	1.21	0.20	1.01	1.11
■	2021	105	16	1.30	0.11	1.19	1.19
% Change:		26%	-24%	7%	-43%	18%	7%

\* 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>Housing activity appears to be stabilizing after slipping over the past few months. Existing home sales ended a four-month string of declines and rose 1.4% during June to a 5.86 million-unit pace. The turnaround is a reminder that, while home buying activity has cooled off this year alongside shrinking inventories and skyrocketing prices, underlying demand for homes remains strong. Home building also improved during June. Housing starts rose 6.3% during the month to a 1.643 million-unit pace, with both single-family and multifamily starts rising solidly. Building permits dropped for the third straight month. However, permitting has been running well ahead of starts, and some easing is not surprising, as home buying activity has cooled off a touch and building materials remain hard to come by. The increases in new home construction and apartment development are nevertheless encouraging signs that home builders are pushing through the headwinds of soaring material costs, qualified labor shortages and scarce buildable lots. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>2.81%</b>	<b>3.03%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.28%</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	2	3	10	1	0	35	12	0.75	0.41
Heritage at College Park	Century	MH		DTMJ	96	0	3	63	0	1	93	30	0.93	1.03
Legacy at College Park	Century	MH		DTMJ	133	0	1	31	1	0	54	44	1.45	1.52
Portfolio at College Park	Century	MH		DTST	112	0	2	29	0	0	58	46	1.56	1.59
Provenance at College Park	Century	MH		DTMJ	68	0	2	12	0	0	66	17	0.84	0.59
Reflection at College Park	Century	MH		DTMJ	87	0	2	10	0	0	85	26	1.07	0.90
Hartwell	Landsea	TR	New/Rsv's	DTMJ	121	5	1	4	4	0	4	4	3.50	3.50
Kinbridge	Landsea	TR	New/Rsv's	DTMJ	83	3	1	2	2	0	2	2	1.75	1.75
Amber at Tracy Hills	Lennar	TH		DTMJ	160	1	2	13	0	0	121	31	1.02	1.07
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	1	1	13	2	0	104	28	0.88	0.97
Pearl at Tracy Hills	Lennar TSO	TH		DTMJ	200	1	TSO	23	1	0	100	32	0.83	1.10
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	25	0	0	81	30	0.86	1.03
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	3	23	0	0	154	37	1.23	1.28
Blissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	8	0	0	37	11	0.32	0.38
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	1	30	0	0	45	45	2.27	2.27
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	1	30	0	0	145	56	1.86	1.93
Ean at Tracy Hills	Shea TSO	TH		DTMJ	70	0	TSO	35	0	0	59	59	2.01	2.03
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	41	0	0	121	19	1.55	0.66
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	3	16	0	0	74	38	1.30	1.31
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	6	0	0	58	22	1.02	0.76
TOTALS: No. Reporting: 20		Avg. Sales: 0.50		Traffic to Sales: 39 : 1				30	424	11	1	1496	589	Net: 10
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
Palomino at Westlake	DR Horton	SK	DTMJ	116	0	2	15	1	0	33	33	1.66	1.66
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	2	2	6	2	0	37	37	2.44	2.44
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	3	5	20	1	2	82	40	1.05	1.38
Lavaux at Vineyard Terrace	K Hovnanian	LD	DTMJ	127	0	1	6	0	0	125	12	1.60	0.41
Monteverello II	KB Home	SK	DTST	154	0	1	26	1	0	46	33	1.22	1.14
Verona at Destinations	KB Home	SK	ATMJ	106	3	3	18	2	0	15	15	1.08	1.08
Keys at Westlake	Lennar	SK	DTMJ	101	0	3	23	1	0	41	22	0.75	0.76
Seasons at Westlake Village	Richmond American	SK	DTMJ	41	0	1	0	1	0	40	13	0.85	0.45
TOTALS: No. Reporting: 8	Avg. Sales: 0.88		Traffic to Sales: 13 : 1				18	114	9	2	419	205	Net: 7
City Codes: SK = Stockton, LD = Lodi													

# The Ryness Report

Week Ending  
Sunday, July 25, 2021

Central Valley

Page  
2 of 4

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	LP		DTMJ	128	0	2	6	0	0	123	29	1.06	1.00
Turnleaf at the Collective	Anthem United	MN		AASF	84	3	2	8	1	0	51	34	0.51	1.17
Griffin Park	Atherton	MN		DTMJ	156	6	2	85	4	0	4	4	1.75	1.75
Rosewood at Terra Ranch	Century TSO	MN		DTMJ	50	0	TSO	3	0	0	47	27	1.20	0.93
Haven Villas at Sundance	KB Home	MN		DTMJ	235	3	3	28	3	0	159	34	1.47	1.17
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	3	2	3	3	0	46	46	1.76	1.76
Balboa at River Islands	Kiper	LP		DTMJ	77	0	2	43	0	0	7	7	1.63	1.63
Catalina II at River Islands	Kiper	LP		DTMJ	101	5	10	34	0	0	25	25	1.25	1.25
Newport at River Islands	Kiper	LP		DTMJ	131	0	5	0	0	0	126	36	1.25	1.24
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	1	16	0	0	103	12	0.37	0.41
Horizon at River Islands	Lennar	LP		DTMJ	143	0	2	23	1	0	34	34	1.54	1.54
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	15	0	0	29	29	1.31	1.31
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	2	48	0	0	31	31	1.40	1.40
Sundance	Meritage	MN		DTST	64	0	1	3	0	0	63	43	1.53	1.48
Harvest at Sundance	Pulte	MN		DTMJ	65	0	2	13	0	0	55	55	1.95	1.90
Sunset at River Islands	Pulte	LP		DTMJ	122	4	3	8	4	0	43	43	1.58	1.58
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	2	16	1	0	36	36	1.56	1.56
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	3	0	0	4	4	2.15	2.15
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	4	6	2	1	0	85	36	1.28	1.24
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	2	4	2	0	52	51	1.78	1.76
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	3	2	20	1	0	71	41	0.73	1.41
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	3	3	18	1	0	95	45	1.63	1.55
Origin at the Collective	Truemark	MN		DTMJ	59	0	1	15	4	0	52	33	0.55	1.14
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	4	31	0	0	84	32	1.58	1.10
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	31	0	0	50	50	2.16	2.16
TOTALS: No. Reporting: 25		Avg. Sales: 1.04		Traffic to Sales: 18 : 1				63	476	26	0	1475	817	Net: 26
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	1.59	1.59	
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	6	8	3	1	8	8	0.86	0.86
Aspire at Apricot Grove	K Hovnanian	FR		DTST	69	0	5	9	0	0	64	1	0.90	0.03
Aspire at Apricot Grove II	K Hovnanian	FR		DTMJ	150	5	3	9	5	0	19	19	4.43	4.43
Fieldstone	KB Home	HG		DTST	69	0	1	9	1	0	43	43	1.58	1.58
Turnleaf at Patterson Ranch	KB Home	FR		DTST	190	0	1	9	3	0	102	39	1.57	1.34
TOTALS: No. Reporting: 5		Avg. Sales: 2.20		Traffic to Sales: 4 : 1			16	44	12	1	236	110	Net: 11	
City Codes: WF = Waterford, FR = Patterson, HG = Hughson														

Merced County					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
Summer Creek	Bright	MD	DTMJ	120	5	6	17	2	0	97	33	0.84	1.14	
Solera II	Century	MD	DTMJ	113	6	11	4	1	0	72	61	1.89	2.10	
Bell Crossing	DR Horton	AT	DTST	151	0	5	6	1	0	139	69	1.70	2.38	
Brookshire	DR Horton S/O	LB	DTST	50	0	S/O	0	1	1	50	19	0.78	0.66	
Mission Village South	DR Horton TSO	LB	DTMJ	91	0	TSO	0	0	0	89	10	0.79	0.34	
Monterra	DR Horton TSO	MD	DTST	165	0	TSO	11	0	0	138	62	1.69	2.14	
Pacheco Pointe	DR Horton	LB	DTST	64	0	1	2	0	1	51	51	2.03	2.03	
Panorama	DR Horton TSO	MD	DTST	192	0	TSO	9	2	0	137	54	1.22	1.86	
Stoneridge South	DR Horton TSO	MD	DTST	69	3	TSO	11	4	1	51	51	2.20	2.20	
Villas, The	DR Horton	LB	DTST	83	0	1	2	0	1	51	51	2.03	2.03	
Aspire at Bellevue Ranch II	K Hovnanian	MD	DTST	175	0	2	10	1	0	145	45	1.06	1.55	
Manzanita	Legacy	LT	Rsv's	DTMJ	172	4	3	25	3	0	151	31	0.97	1.07
Sunflower	Legacy	MD	Rsv's	DTST	143	6	3	7	4	0	127	36	0.96	1.24
Mbraga - Summer II	Lennar	MD	DTMJ	115	3	3	4	1	0	76	53	1.35	1.83	
Bellevue Ranch Phase 6	Stonefield Home	MD	New	DTST	18	0	1	27	0	0	2	2	1.75	1.75
Cypress Terrace	Stonefield Home	MD	DTST	90	0	3	6	0	0	87	20	0.88	0.69	
Shaunessey Village	Stonefield Home	LB	DTST	94	3	3	8	2	0	91	35	1.05	1.21	
Villas II, The	Stonefield Home	LB	DTST	191	6	3	13	6	0	41	41	1.57	1.57	
TOTALS: No. Reporting: 18		Avg. Sales: 1.33		Traffic to Sales: 6 : 1			45	162	28	4	1595	724	Net: 24	
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	1	7	1	0	126	33	1.06	1.14	
Fielding Cottages	KB Home	MDA	DTST	95	0	1	4	1	0	82	68	2.34	2.34	
Fielding Villas	KB Home	MDA	DTST	87	0	2	4	0	0	41	37	1.17	1.28	
Riverstone - Clementine I	Lennar	MDA	DTST	108	0	3	1	0	0	23	23	0.88	0.88	
Riverstone Coronet	Lennar	MDA	DTST	103	3	1	5	3	0	73	35	1.26	1.21	
Riverstone Skye II	Lennar	MDA	DTST	67	0	2	1	0	0	65	29	1.25	1.00	
TOTALS: No. Reporting: 6		Avg. Sales: 0.83		Traffic to Sales: 4 : 1			10	22	5	0	410	225	Net: 5	
City Codes: MDA = Madera														



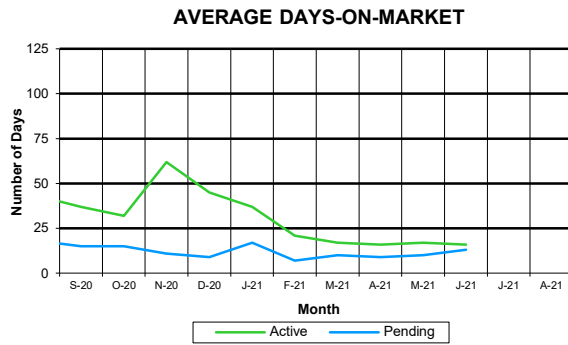
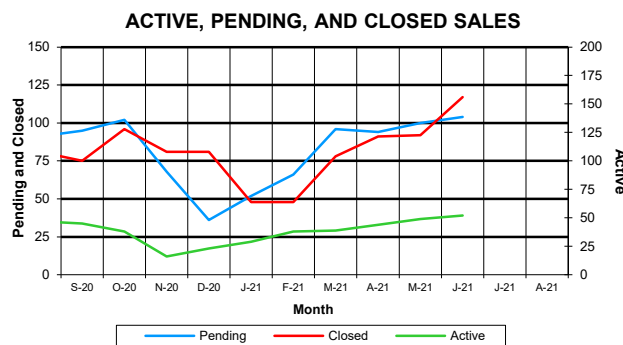
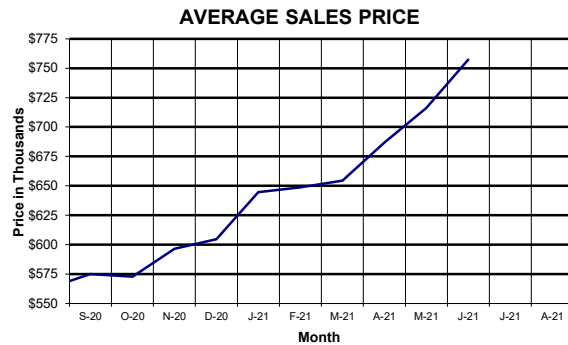
Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 23							In Area : 26		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Arroyo at Loma Vista	Century	CV		DTMJ	132	0	3	2	0	0	129	116	1.50	4.00
Locan Point	Century TSO	FR		DTST	248	0	TSO	12	2	0	231	71	1.73	2.45
Market Place	Century	FR		DTMJ	215	6	10	13	3	0	188	67	1.90	2.31
Olivewood	Century	FR		DTMJ	169	8	11	7	1	0	9	9	1.47	1.47
River Pointe	DR Horton TSO	REE		DTMJ	84	1	TSO	2	2	0	37	37	2.33	2.33
Aspire at Sunnyside	K Hovnanian TSO	FO		DTST	132	0	TSO	7	0	0	122	28	1.00	0.97
Marshall Estates	KB Home	FO		DTST	76	6	2	5	6	0	10	10	7.78	7.78
Seville	KB Home	FR		DTST	129	0	3	11	0	0	112	61	1.60	2.10
Anatole- Clementine	Lennar	FR		DTMJ	111	2	2	1	1	0	29	29	1.62	1.62
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	1	0	0	28	28	1.57	1.57
Arboralla - Clementine	Lennar	CV		DTST	137	3	3	1	3	0	18	18	1.21	1.21
Bella Vista Skye	Lennar	FT		DTST	54	0	1	2	0	0	18	18	0.69	0.69
Brambles- Starling	Lennar	FR		ATST	150	0	2	5	0	0	20	20	1.12	1.12
Brantles- Wilde	Lennar	FR		DTST	89	0	3	12	0	0	22	22	1.23	1.23
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	2	2	1	1	42	42	1.34	1.45
Fancher Creek California	Lennar	FR		ATST	68	0	3	2	0	0	65	8	0.80	0.28
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	2	0	0	117	5	1.01	0.17
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	2	2	0	0	40	38	1.27	1.31
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	2	0	0	17	8	0.37	0.28
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	4	2	0	3	38	20	0.82	0.69
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	4	2	0	1	31	19	0.67	0.66
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	0	1	2	1	0	20	18	0.43	0.62
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	2	12	0	0	9	9	0.64	0.64
TOTALS: No. Reporting: 23		Avg. Sales: 0.65		Traffic to Sales: 5 : 1			68	109	20	5	1352	701	Net: 15	
City Codes: CV = Clovis, FR = Fresno, REE = Reedley, FO = Fowler, FT = Friant														

Central Valley			Projects Participating: 106					In Area : 109	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 106	Avg. Sales: 0.92	Traffic to Sales: 12 : 1	252	1351	111	13	7013	3401	Net: 98
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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									



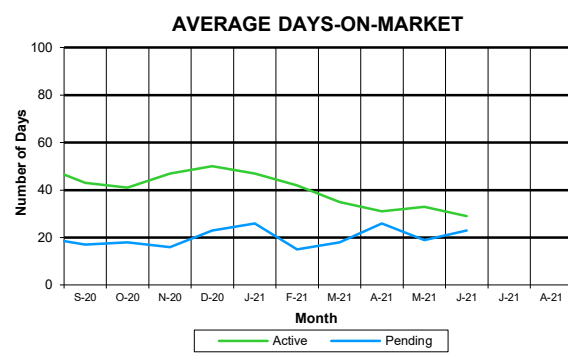
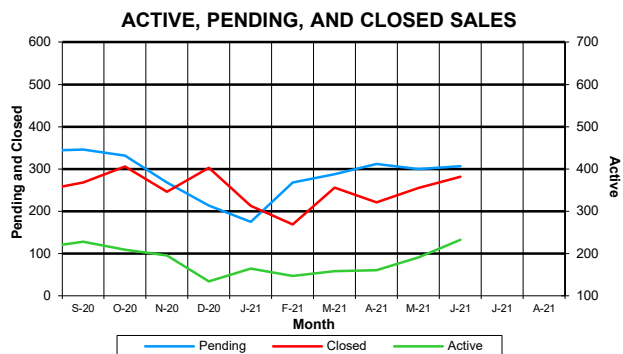
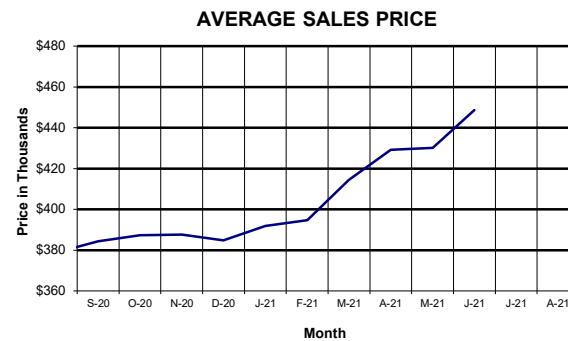
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	16	62	68	11	81	596,343
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



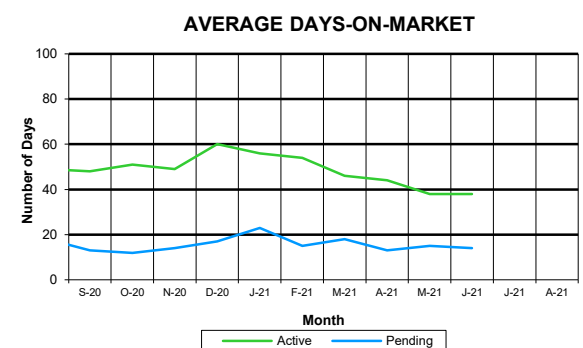
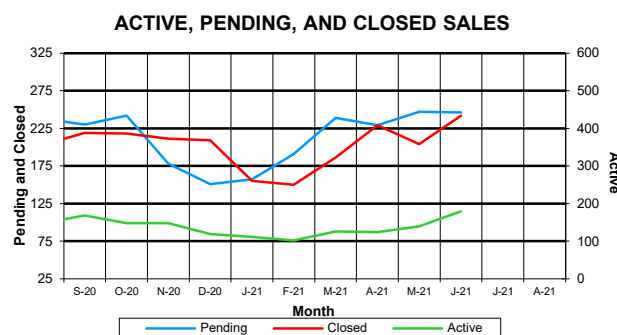
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	196	47	268	16	246	\$387,582
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



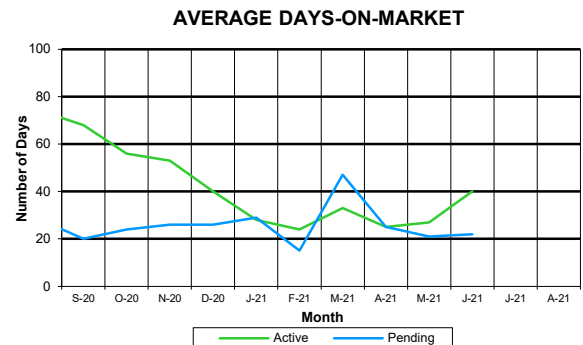
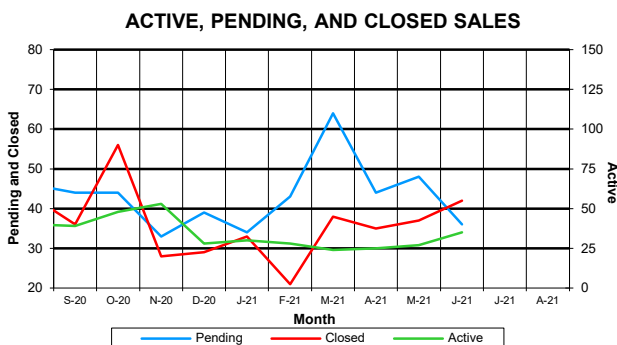
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	148	49	178	14	211	\$392,938
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



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	53	53	33	26	28	\$301,726
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



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

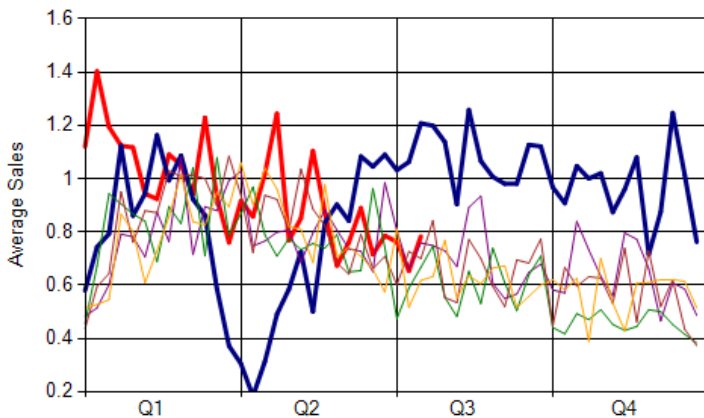
## Sacramento

Ending: Sunday, July 25, 2021

Week 29

Counties / Groups								Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales	Sales	Avg.	Diff.	Avg.	Diff.	
South Sacramento			19	292	24	0	24	1.26	0.78	63%	0.77	65%	
Central & North Sacramento			41	701	40	2	38	0.93	0.94	-1%	0.87	7%	
Folsom			18	502	14	0	14	0.78	1.07	-27%	0.95	-18%	
El Dorado			11	159	4	0	4	0.36	0.78	-54%	0.62	-41%	
Placer & Nevada			61	1205	48	8	40	0.66	1.05	-38%	0.95	-31%	
Yolo			7	35	3	0	3	0.43	0.85	-49%	0.49	-12%	
Northern Counties			9	85	8	1	7	0.78	0.79	-2%	0.76	2%	
Current Week Totals		Traffic : Sales 21 : 1	166	2979	141	11	130	0.78	0.94	-17%	0.85	-8%	
Per Project Average			18		0.85	0.07	0.78						
Year Ago - 07/26/2020		Traffic : Sales 13 : 1	156	2581	204	17	187	1.20	0.81	47%	0.88	36%	
% Change			6%	15%	-31%	-35%	-30%	-35%	16%	-3%			

### 52 Weeks Comparison



### Year to Date Averages Through Week 29

### 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	132	27	0.91	0.13	0.77	0.69
■	2017	140	28	0.97	0.15	0.82	0.73
■	2018	128	26	0.91	0.14	0.78	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.96	0.16	0.80	0.89
■	2021	159	18	1.04	0.09	0.94	0.94
% Change:		7%	16%	8%	-43%	18%	6%

\* 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>Housing activity appears to be stabilizing after slipping over the past few months. Existing home sales ended a four-month string of declines and rose 1.4% during June to a 5.86 million-unit pace. The turnaround is a reminder that, while home buying activity has cooled off this year alongside shrinking inventories and skyrocketing prices, underlying demand for homes remains strong. Home building also improved during June. Housing starts rose 6.3% during the month to a 1.643 million-unit pace, with both single-family and multifamily starts rising solidly. Building permits dropped for the third straight month. However, permitting has been running well ahead of starts, and some easing is not surprising, as home buying activity has cooled off a touch and building materials remain hard to come by. The increases in new home construction and apartment development are nevertheless encouraging signs that home builders are pushing through the headwinds of soaring material costs, qualified labor shortages and scarce buildable lots. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>2.81%</b>	<b>3.03%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.28%</b>		

# The Ryness Report

Week Ending  
Sunday, July 25, 2021

Sacramento Page 1 of 7

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	5	0	0	35	29	0.79	1.00
Pleridae	KB Home	GT		DTST	69	0	3	14	0	0	33	33	1.85	1.85
Vintage Park	KB Home	SO		ATST	81	3	2	26	3	0	22	22	2.70	2.70
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	3	3	6	3	0	39	23	0.95	0.79
Avila at Fieldstone	Lennar	VN		DTMJ	134	3	2	14	3	0	96	23	0.89	0.79
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	1	13	1	0	103	17	0.88	0.59
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	3	2	19	2	0	175	29	1.17	1.00
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	2	17	2	0	37	21	0.95	0.72
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	13	2	0	97	17	0.83	0.59
Redwood at Parkside	Lennar	VN		DTMJ	300	3	2	2	2	0	285	28	0.88	0.97
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	5	0	0	78	16	0.77	0.55
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	12	0	0	7	7	1.81	1.81
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	5	4	23	3	0	81	28	1.28	0.97
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	1	2	34	0	0	80	19	0.88	0.66
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	1	1	36	1	0	61	14	0.68	0.48
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	1	2	34	0	0	63	17	0.69	0.59
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	1	3	0	0	50	4	0.34	0.14
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	3	5	0	0	8	8	1.02	1.02
Glendon Vineyards	Woodside	VN		DTST	103	2	2	11	2	0	86	29	0.80	1.00
TOTALS: No. Reporting: 19		Avg. Sales: 1.26		Traffic to Sales: 12 : 1				39	292	24	0	1436	384	Net: 24
City Codes: GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard, LN = Elk Grove Laguna														

# The Ryness Report

Week Ending  
Sunday, July 25, 2021

Sacramento Page 2 of 7

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	5	0	0	27	17	0.67	0.59
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	2	25	0	0	43	23	0.77	0.79
Crocker Village- Courts	Black Pine	SO		DTST	83	0	3	25	0	0	30	16	0.54	0.55
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	2	25	0	0	37	18	0.66	0.62
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	1	49	1	0	82	19	0.84	0.66
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	48	0	0	78	12	0.79	0.41
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	1	25	2	0	84	31	0.74	1.07
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	12	1	0	40	40	1.73	1.73
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	3	11	0	0	34	28	1.00	0.97
Oaks at Mitchell	KB Home	CH		DTST	74	0	1	11	0	0	25	25	1.94	1.94
Ventana	Lennar	RO		DTMJ	160	0	3	8	0	0	86	17	0.82	0.59
Verdant	Lennar	RO		DTST	157	4	2	4	4	0	76	32	1.13	1.10
Viridian	Lennar	RO		DTST	342	2	2	8	1	0	99	32	0.91	1.10
Montelena	Premier Homes	RO		DTST	169	7	4	20	3	0	152	41	1.65	1.41
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	4	2	0	0	20	5	0.23	0.17
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	2	2	1	2	0	28	12	0.32	0.41
Alderwood	Watt	RO		DTMJ	54	0	9	7	0	0	45	25	0.76	0.86
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	18	1	0	8	8	0.29	0.29
Cottonwood at Cypress	Woodside	RO		DTST	84	0	4	4	0	0	72	24	0.73	0.83
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	1	19	1	0	83	25	0.84	0.86
TOTALS: No. Reporting: 20		Avg. Sales: 0.80		Traffic to Sales: 20 : 1				53	327	16	0	1149	450	Net: 16
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	5	3	0	0	71	35	0.76	1.21
Edgeview - The Cove	Beazer	SO		ATST	156	0	13	8	1	0	68	40	1.19	1.38
Westward - The Cove	Beazer TSO	SO		DTST	122	0	TSO	0	0	0	40	8	0.58	0.28
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	93	23	1.04	0.79
Provence	Blue Mountain	SO		ATST	185	0	1	33	0	0	80	32	0.91	1.10
Castile at Parkebridge	DR Horton	SO		DTMJ	163	0	2	6	0	0	157	42	1.33	1.45
Moraga	DR Horton	AO		DTMJ	162	0	2	10	1	1	83	48	1.59	1.66
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	1	62	1	0	39	27	0.90	0.93
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	0	2	53	1	0	40	33	0.93	1.14
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	13	0	0	22	22	0.81	0.81
Northlake - Bleau	Lennar	SO		DTMJ	236	6	5	13	4	0	32	32	1.18	1.18
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	2	12	0	0	21	21	0.77	0.77
Northlake - Drifton	Lennar	SO		DTMJ	134	0	1	12	1	0	16	16	0.85	0.85
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	1	12	3	1	24	24	0.88	0.88
Northlake - Shor	Lennar	SO		DTMJ	140	6	4	12	4	0	28	28	1.03	1.03
Northlake - Watersyde	Lennar	SO		DTMJ	127	6	3	12	3	0	27	27	0.99	0.99
Northlake - Wavmor	Lennar	SO		DTMJ	153	6	4	12	2	0	30	30	1.11	1.11
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	1	23	1	0	91	57	1.34	1.97
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	2	1	21	2	0	44	44	2.61	2.61
Mystique	Watt TSO	SO		ATST	57	0	TSO	13	0	0	47	10	0.52	0.34
Portisol at Artisan Square	Watt TSO	SO		ATST	112	0	TSO	44	0	0	33	22	0.82	0.76
TOTALS: No. Reporting: 21		Avg. Sales: 1.05		Traffic to Sales: 16 : 1				50	374	24	2	1086	621	Net: 22
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 TSO	FM		DTMJ	97	0	TSO	9	0	0	81	30	1.13	1.03
Sycamore Creek	JMC	FM		DTMJ	86	0	1	34	0	0	25	23	0.78	0.79
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	11	1	0	57	47	1.63	1.62
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	16	0	0	29	29	1.92	1.92
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	3	2	0	0	8	8	1.75	1.75
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	3	3	2	2	0	7	7	1.53	1.53
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	63	0	0	25	25	1.04	1.04
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	2	24	0	0	94	41	1.22	1.41
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	5	1	0	52	30	0.85	1.03
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	2	1	0	0	62	38	1.10	1.31
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	2	2	1	0	8	8	0.62	0.62
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	1	20	1	0	92	31	1.05	1.07
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	2	3	21	1	0	91	17	1.07	0.59
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	3	3	46	3	0	44	26	1.10	0.90
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	1	48	0	0	62	25	0.84	0.86
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	3	1	66	3	0	98	26	1.13	0.90
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	2	2	66	1	0	27	27	1.17	1.17
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	1	66	0	0	76	20	0.88	0.69
TOTALS: No. Reporting: 18		Avg. Sales: 0.78		Traffic to Sales: 36 : 1			32	502	14	0	938	458	Net: 14	
City Codes: FM= Folsom														

El Dorado 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. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE	DTMJ	51	0	2	28	1	0	16	16	1.30	1.30
Alder at Saratoga Estates	Elliott	EH	DTMJ	115	0	1	32	0	0	58	29	1.09	1.00
Manzanita at Saratoga	Elliott	EH	DTMJ	202	0	4	25	0	0	31	16	0.64	0.55
Hidden Lake at Serrano	K Hovnanian	EH	DTMJ	40	0	2	8	0	0	37	21	0.75	0.72
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	0	3	21	0	0	16	11	0.46	0.38
Hawk View at Bass Lake Hills	Lennar	EH	DTMJ	114	0	3	1	1	0	75	22	0.88	0.76
Heritage El Dorado Hills-Estates	Lennar	EH	DTMJ	97	3	3	10	1	0	82	20	0.55	0.69
Heritage El Dorado Hills-Legends	Lennar	EH	DTMJ	164	0	1	10	1	0	132	19	0.89	0.66
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	369	0	3	6	0	0	139	35	0.93	1.21
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	DTMJ	23	0	2	9	0	0	4	4	1.12	1.12
Sapphire Cliff at Bass Lake Hills-Cameron	Lennar	OK	DTMJ	31	0	0	9	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 11		Avg. Sales: 0.36		Traffic to Sales: 40 : 1			24	159	4	0	590	193	Net: 4
City Codes: RE = Rescue, EH = El Dorado Hills, OK = Cameron Park													

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 60							In Area : 62		
					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	3	0	1	14	14	1.09	1.09
Verrado at Solaire	Beazer	RV		DTMJ	76	0	12	7	0	0	8	8	1.51	1.51
Milestone at Sierra Fine	Black Pine	RK		DTST	61	0	2	18	0	0	28	24	0.83	0.83
Carnelian	Blue Mountain	GB	Rsv's	ATMJ	28	0	1	10	0	0	9	9	0.41	0.41
Balboa	DR Horton	RV		DTST	127	0	4	7	0	1	22	22	1.45	1.45
Cerrada	DR Horton	LL		DTST	166	3	3	8	1	0	97	52	1.33	1.79
Winding Creek- The Wilds	DR Horton	RV		DTST	50	0	3	0	0	0	30	30	1.59	1.59
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	2	149	1	0	11	11	2.57	2.57
Broadlands	JMC	LL		DTST	77	0	1	18	0	0	64	34	1.16	1.17
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	2	13	0	0	20	20	1.40	1.40
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	2	6	0	0	21	21	1.46	1.46
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	3	25	0	0	152	42	1.37	1.45
Palisade Village	JMC	RV		DTST	232	6	2	40	6	1	150	51	1.58	1.76
Pinnacle Village	JMC	RV		DTMJ	127	0	3	17	0	0	120	29	1.07	1.00
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	64	0	0	46	30	1.04	1.03
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	3	13	0	1	15	15	1.05	1.05
Sentinel	JMC	RV		DTST	132	6	3	39	6	0	118	42	1.64	1.45
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	2	4	0	0	95	13	0.78	0.45
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	9	0	0	100	43	1.51	1.48
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	15	0	0	36	16	0.46	0.55
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	3	4	0	0	109	36	0.91	1.24
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	2	24	0	0	19	19	1.05	1.05
Granite Bluff	KB Home	RK		DTMJ	73	3	1	14	3	0	63	51	1.61	1.76
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	15	0	0	142	38	1.26	1.31
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	2	9	1	0	33	25	0.78	0.86
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	2	12	1	0	42	34	1.10	1.17
Corvara at Fiddymment Farm	Lennar	RV		DTMJ	136	0	1	0	0	0	133	19	1.01	0.66
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	1	37	2	0	27	24	0.87	0.83
Heritage Placer Vineyards: Lazio	Lennar	RV	New	AASF	142	3	2	12	1	0	1	1	3.50	3.50
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	5	7	0	0	150	27	0.90	0.93
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	1	8	3	1	143	33	0.85	1.14
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	1	7	0	0	160	25	0.93	0.86
Lumiere at Sierra West	Lennar	RV		DTMJ	74	3	3	15	1	0	38	29	0.88	1.00
Meribel at Sierra West	Lennar	RV		DTMJ	98	3	3	15	2	1	41	23	0.89	0.79
Novara at Fiddymment	Lennar	RV		DTST	105	3	2	26	3	0	54	21	0.98	0.72
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	1	24	0	0	54	25	0.96	0.86
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	3	3	12	1	0	55	22	0.90	0.76
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	3	2	0	0	38	32	0.86	1.10
Meadowlands 60s	Meritage	LL		DTMJ	92	0	3	2	0	0	9	9	0.97	0.97
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	1	18	0	0	36	36	1.63	1.63
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	26	0	0	58	32	1.02	1.10
Fieldstone at Fiddymment Ranch	Richmond American	RV		DTMJ	71	0	1	0	0	0	70	15	0.97	0.52
Revere at Independence	Richmond American	LL		DTMJ	122	0	3	9	1	0	38	38	1.35	1.31
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	3	3	0	0	46	34	1.18	1.17
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	5	10	14	1	0	41	41	1.70	1.70



Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 60							In Area : 62		
					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
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	4	15	1	0	0	80	40	1.33	1.38
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	4	4	8	1	0	49	27	0.81	0.93
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	1	3	16	2	0	27	27	1.12	1.12
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	2	16	95	6	0	26	26	2.12	2.12
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	4	75	1	1	18	18	1.47	1.47
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	6	21	80	0	1	15	15	1.22	1.22
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	11	0	0	33	5	0.55	0.17
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	1	22	0	0	60	21	0.60	0.72
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	3	3	36	2	0	19	19	1.06	1.06
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	1	1	1	0	101	27	0.89	0.93
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	36	0	0	14	14	0.78	0.78
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	71	0	1	17	1	0	56	43	1.51	1.48
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	1	11	0	0	81	35	1.08	1.21
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	4	7	0	0	79	21	0.63	0.72
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	3	0	0	86	31	0.69	1.07
TOTALS: No. Reporting: 60		Avg. Sales: 0.67		Traffic to Sales: 25 : 1				210	1199	48	8	3500	1584	Net: 40
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	2	6	0	0	16	6	0.12	0.21	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	6	0	0	16	6	Net: 0	
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	0	1	8	0	0	201	32	1.05	1.10
Bradford at Spring Lake	KB Home	WL	DTST	112	0	1	2	0	0	111	26	0.92	0.90
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	0	2	1	1	0	76	26	0.71	0.90
Summerstone at Spring Lake	Lennar	WL	DTST	87	0	1	1	0	0	84	26	0.78	0.90
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	3	3	6	1	0	13	13	0.88	0.88
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	2	6	0	0	89	16	0.45	0.55
Pines at Spring Lake	Woodside	WL	DTMJ	83	0	2	11	1	0	61	29	0.79	1.00
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 12 : 1			12	35	3	0	635	168	Net: 3
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis													

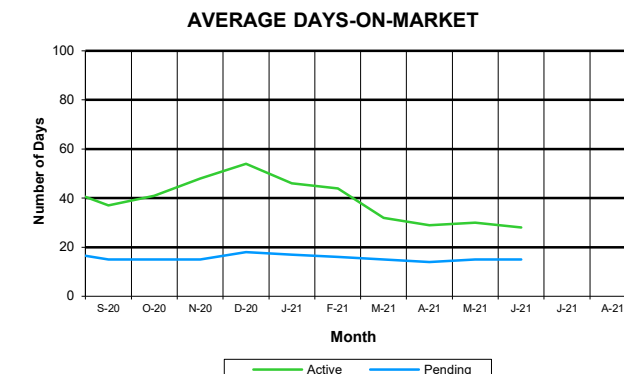
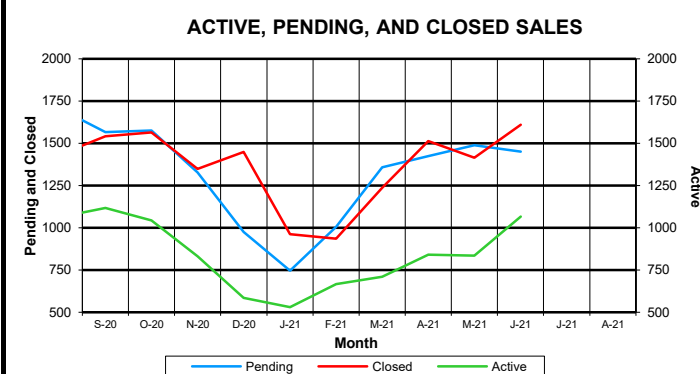
Sutter County					Projects Participating: 1							In Area : 1			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	0	3	5	0	0	90	19	1.28	0.66
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			3	5	0	0	90	19	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.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Meadows at Plumas Ranch	Cresleigh	FLK		DTMJ	111	0	2	28	0	0	53	15	0.71	0.52
Cresleigh Riverside at Plumas Ranch	Cresleigh	FLK		DTMJ	52	0	3	6	0	0	44	11	0.59	0.38
Summerset at The Orchards	JMC	MS		DTST	96	4	3	16	4	1	76	27	1.22	0.93
Sonoma Ranch	Lennar	FLK		DTST	208	0	2	6	0	0	177	18	1.01	0.62
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	3	3	0	0	32	22	0.74	0.76
Crosswinds at River Oaks	Meritage	FLK		DTMJ	72	3	1	9	3	0	14	14	1.51	1.51
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	8	1	0	34	34	1.21	1.17
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	2	4	0	0	57	35	1.18	1.21
TOTALS: No. Reporting: 8		Avg. Sales: 0.88		Traffic to Sales: 10 : 1				18	80	8	1	487	176	Net: 7
City Codes: FLK = Plumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento				Projects Participating: 166					In Area : 170	
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 166	Avg. Sales: 0.78	Traffic to Sales: 21 : 1	443	2979	141	11	9927	4059	Net: 130	
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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										

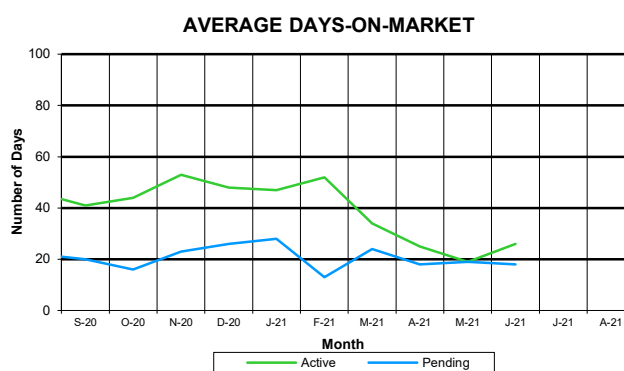
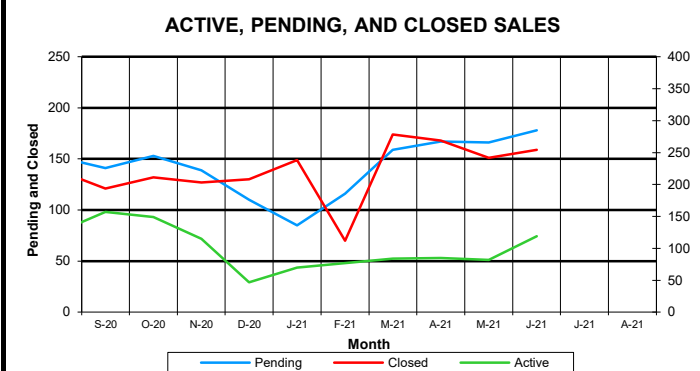
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	832	48	1,328	15	1,349	\$487,933
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



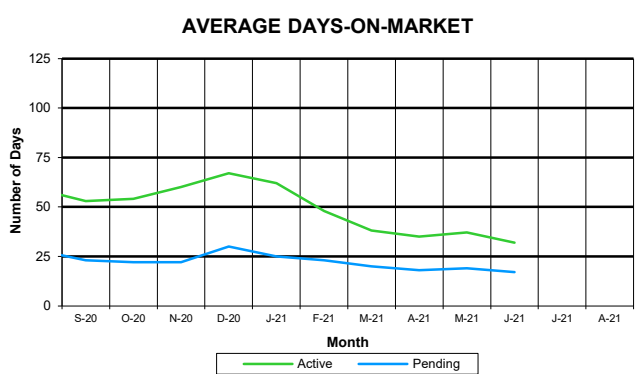
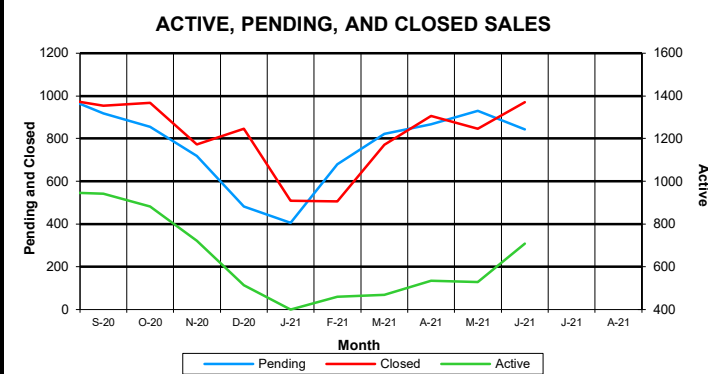
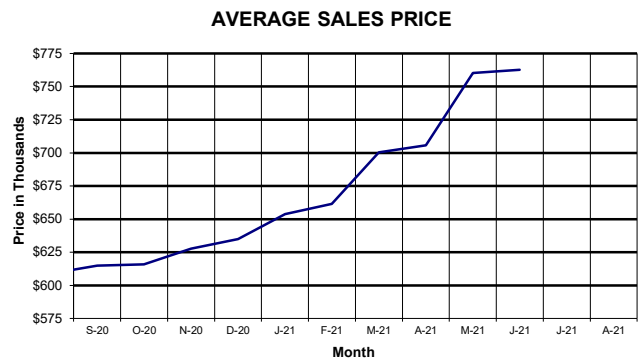
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	115	53	139	23	127	\$275,861
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



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	722	60	718	22	772	\$627,719
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



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	145	73	121	25	119	\$574,725
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

