

THE RYNES REPORT

The Ryness Company Marketing Research Department

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For Week 10, Ending **March 10, 2019**

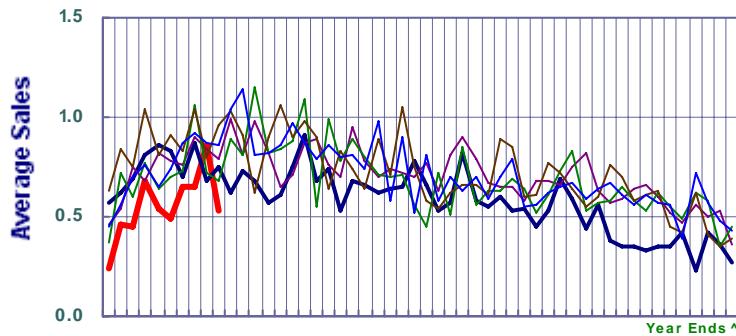
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Central-North Orange	80	3,011	57	6	51	0.64	0.52	22%	0.45	41%	
Coastal-South Orange	35	698	19	1	18	0.51	0.41	26%	0.35	46%	
Los Angeles	52	1,082	21	7	14	0.27	0.46	-41%	0.41	-34%	
Santa Clarita / Antelope	16	492	7	0	7	0.44	0.52	-16%	0.45	-4%	
Ventura	9	218	4	1	3	0.33	0.63	-47%	0.57	-41%	
Santa Barbara-San Luis Obispo	11	315	9	4	5	0.45	0.72	-37%	0.61	-25%	
Kern-Tulare-Kings	25	417	26	3	23	0.92	1.00	-8%	0.88	4%	
Current Week Totals	Traffic : Sales 44 : 1	228	6,233	143	22	121	0.53	0.55	-4%	0.48	10%
Per Project Average			27	0.63	0.10	0.53					
Year Ago - 03/11/2018	Traffic : Sales 29 : 1	174	4,494	157	26	131	0.75	0.71	6%	0.66	14%
% Change		31%	39%	-9%	-15%	-8%	-30%	-22%		-27%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 10 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	123	54	0.80	0.11	0.69	0.71
■	2015	142	51	0.93	0.13	0.80	0.73
■	2016	177	45	0.77	0.12	0.65	0.68
■	2017	153	38	0.90	0.14	0.76	0.71
■	2018	172	29	0.85	0.10	0.74	0.58
■	2019	227	28	0.65	0.09	0.55	0.55
% Change :		32%	-6%	-23%	-10%	-25%	-4%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.31%	4.31%
FHA	3.87%	3.87%
10 Yr Yield	2.64%	



Market Commentary

We suspect the pause in rate hikes came just in time to deliver a much needed reprieve to the housing market. The plunge in the NAHB homebuilders' survey accurately predicted the string of four consecutive monthly declines in housing starts, including the 14% drop in December. Yet optimism rebounded on the Fed's shift and the 50bps decline in mortgage rates, and the hard data followed with starts bouncing back 18.6% in January. Permits have risen four out of the past five months and are now running 15% ahead of starts, indicating further relief is likely ahead for housing as we enter the spring buying season with rates lower, price appreciation cooling and builder sentiment improving. The U.S. trade deficit widened in December to \$59.8 billion, a ten-year high, as exports fell 1.9% and imports rose 2.1%. Exports to China in particular have fallen in seven consecutive months amidst retaliatory tariffs and a slowdown in the world's second largest economy. It is expected that revised Q4 GDP data will reflect a drag of 0.3 percentage points from net exports. While the cloud of trade uncertainty will likely persist for the foreseeable future, financial conditions-one of the other major crosscurrents identified by the Fed as a reason to pause on rate hikes-have eased markedly to start the year. It was learned this week that household aggregate wealth fell 3.7% in the fourth quarter, with the drop owed entirely to the sharp decline in equity markets. Year to date, equity markets have retraced most of their decline, with the S&P 500 up nearly 10% as investors attempt to price in the Fed's dovish shift. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

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Development Name	Developer	City Code	Notes	Type	Projects								Participating : 63			In Area : 63		
Central Orange					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				
					80	0	6	33	1	0	36	3	0.43	0.30				
Beverly at Eastwood Village	Brookfield	Ir		DTMU	129	0	4	48	0	1	125	6	1.16	0.60				
Delano at Eastwood Village	Brookfield	Ir		ATMU	190	0	20	65	1	0	140	6	0.88	0.60				
Legado at Portola Springs	Brookfield	Ir		DTMU	96	6	7	26	0	0	25	7	0.80	0.70				
Carissa	California Pacific	Ir		ATMU	112	0	6	46	0	0	34	5	0.53	0.50				
Talise	California Pacific	Ir		DTMU	71	8	8	24	3	0	47	10	0.88	1.00				
C2E Irvine	Intracorp	Ir		ATMU	39	0	3	20	0	0	9	9	1.40	1.40				
Lux	Intracorp	Ir		ATMU	169	3	3	38	1	0	23	2	0.60	0.20				
Barcelona at Los Olivos Village	Irvine Pacific	Ir		DTMU	85	0	2	22	0	0	52	2	0.71	0.20				
Como at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	123	0	3	27	0	0	40	2	0.55	0.20				
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	325	0	2	31	1	0	289	4	1.81	0.40				
Marin at Eastwood Village	Irvine Pacific	Ir		DTMU	135	0	3	24	0	0	43	2	0.59	0.20				
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	95	0	2	26	0	0	31	4	0.42	0.40				
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	149	0	2	24	1	0	68	10	0.93	1.00				
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	93	0	2	30	1	0	34	3	0.72	0.30				
Deco at Cadence Park	K Hovnanian	Ir		SFD	68	0	1	22	1	1	53	9	0.65	0.90				
Elderberry at Portola Springs	KB Home	Ir		DTMU	39	0	4	33	0	0	3	3	0.36	0.36				
Euclid Place	KB Home	An		DTMU	87	0	4	24	0	0	14	4	0.51	0.40				
Prado at Cadence Park	KB Home	Ir		ATT	53	3	3	92	2	0	45	4	0.89	0.40				
Adagio at Cadence park	Lennar	Ir		DTMU	105	0	2	17	1	0	16	6	0.33	0.60				
Aldea at Travata	Lennar	Ir		AASF	82	0	2	79	0	0	57	6	0.67	0.60				
Aurora at Altair Irvine	Lennar	Ir		DTMU	67	0	3	92	2	1	33	11	0.65	1.10				
Cantata at Cadence Park	Lennar	Ir		DTMU	62	0	3	92	0	0	18	7	0.36	0.70				
Capella at Cadence Park	Lennar	Ir		DTMU	77	0	4	31	0	0	53	5	0.82	0.50				
Castillo at Travata	Lennar	Ir		DTMU	86	0	3	21	0	0	43	6	0.50	0.60				
Celestial at Altair Irvine	Lennar	Ir		DTMU	56	0	3	92	2	1	43	7	1.06	0.70				
Chorus at Cadence Park	Lennar	Ir		ATMU	63	0	2	92	1	0	10	3	0.20	0.30				
Crescendo at Cadence Park	Lennar	Ir		DTMU	79	0	3	21	0	0	55	2	0.64	0.20				
Eclipse at Altair Irvine	Lennar	Ir		DTMU	106	0	2	92	1	0	28	4	0.56	0.40				
Encore at Cadence Park	Lennar	Ir		DTMU	176	0	3	40	1	0	111	6	1.87	0.60				
Hudson at Central Park West	Lennar	Ir		ATMU	79	3	4	68	2	0	38	3	0.53	0.30				
Lumiere	Lennar	Ir		DTMU	48	0	3	92	0	0	31	0	0.61	0.00				
Marcato at Cadence Park	Lennar	Ir		DTMU	77	0	3	0	0	0	72	1	0.62	0.10				
Obsidian at Parasol Park	Lennar	Ir		ATMU	61	0	4	27	0	0	27	3	0.40	0.30				
Palencia at Travata	Lennar	Ir		DTMU	22	0	2	40	0	0	14	0	0.14	0.00				
Rockefeller Central Park West	Lennar	Ir		ATMU	46	3	3	92	2	0	27	4	0.54	0.40				
Serenade at Cadence Park	Lennar	Ir		DTMU	65	0	3	79	0	0	47	0	0.55	0.00				
Solstice at Altair Irvine	Lennar	Ir		DTMU	91	0	3	41	1	0	42	3	0.49	0.30				
Starlight at Altair Irvine	Lennar	Ir		DTMU	120	0	4	40	0	0	66	1	0.71	0.10				
Tribeca at Central Park West	Lennar	Ir		ATMU	118	0	3	4	0	0	112	0	1.13	0.00				
Windchime at Parasol Park	Lennar	Ir		ATMU	42	0	11	80	3	0	3	3	7.00	7.00				
District Walk	Olson	An	New	ATMU	120	0	8	17	0	0	111	3	1.23	0.30				
Tapestry Walk	Olson	An		ATMU	17	0	2	32	0	0	7	1	0.21	0.10				
Greenleaf	Pinnacle	GG		ATT	96	0	5	15	0	1	25	-1	0.85	-0.10				
Duet at Cadence Park	Pulte	Ir		SFD	83	3	4	25	1	0	63	5	0.77	0.50				
Avila at Eastwood Village	Richmond American	Ir		DTMU	70	0	10	27	1	0	12	5	0.29	0.50				
Cabaletta at Cadence Park	Richmond American	Ir		ATT	109	0	10	34	1	0	57	6	0.55	0.60				
Juniper at Portola Springs	Richmond American	Ir		DTMU	42	0	4	38	0	0	10	3	0.28	0.30				
Artisan at South Coast	Shea	SA		DTMU	70	0	2	59	0	0	65	1	0.65	0.10				
Padova at Orchid Hills	Shea	Ir		DTMU														

(Central Orange) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects	Participating : 63				In Area : 63					
Central Orange Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Avery at The Grove	Taylor Morrison	SA		DTMU	22	0	6	19	0	0	1	1	0.07	0.10	
Muse at Cadence Park	Taylor Morrison	Ir		ATMU	70	0	17	16	2	0	28	7	0.69	0.70	
Vintage at Old town	Taylor Morrison	Ts		ATMU	140	0	2	23	0	0	7	2	0.49	0.20	
Lucca at Orchard Hills	The New Home Co	Ir		DTMU	40	0	S/O	0	1	0	40	2	0.45	0.20	
Marywood Hills	The New Home Co	Or		DTMU	40	0	5	39	0	0	7	4	0.15	0.40	
Morro at Eastwood Village	The New Home Co	Ir		DTMU	81	0	7	17	0	0	33	1	0.40	0.10	
Lyric at Cadence Park	TRI Pointe	Ir		DTMU	70	4	12	13	2	0	22	6	0.44	0.60	
StrataPointe	TRI Pointe	BP		ATMU	149	0	6	11	3	0	143	6	1.40	0.60	
Varenna	TRI Pointe	Ir		DTMU	135	0	17	23	1	0	82	2	0.60	0.20	
Lewis + Mason	Trumark	An		ATT	153	0	12	28	2	0	42	6	1.72	0.60	
Magnolia Park I and II	Van Daele	An		SFD	53	0	13	48	2	0	38	9	0.94	0.90	
Calistoga at Eastwood	William Lyon	Ir		DTMU	60	0	3	6	0	0	57	0	0.40	0.00	
Echo at Novel Park	William Lyon	Ir		DTMU	64	0		9	0	0	0	0	0.00	0.00	
Flora Park	William Lyon	Cy		AASF	244	6	2	70	6	0	153	28	3.23	2.80	
TOTALS: No. Reporting:	63	Avg. Sales:	0.71		Traffic to Sales:	49 : 1		305	2456	50	5	3060	273	Net:	45

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

North Orange					Projects	Participating : 9				In Area : 9					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Newbury	Brandywine	YL		DTMU	15	0	2	5	0	0	13	2	0.23	0.20	
Magnolia at Loma Vista	Lennar	YL		ATMU	62	0	2	90	0	0	22	22	2.33	2.33	
Portarosa	Lennar	Br		ATMU	103	0	2	29	1	0	98	7	1.12	0.70	
Primrose at Loma Vista	Lennar	YL		ATMU	94	0	4	90	0	0	29	29	3.08	3.08	
Jasmine at Loma Vista	Melia	YL		ATMU	36	6	11	50	0	0	13	13	1.60	1.60	
Portola Walk	Olson	LH		ATT	50	0	2	27	1	0	17	8	0.76	0.80	
Skylark	Shea	LH		ATMU	32	0	2	33	0	0	4	1	0.12	0.10	
Wedgewood	Shea	YL		DTMU	22	0	3	27	1	0	4	4	0.19	0.40	
Agave at La Floresta	The New Home Co	Br		AAAT	80	0	7	13	1	0	32	4	0.44	0.40	
TOTALS: No. Reporting:	9	Avg. Sales:	0.44		Traffic to Sales:	91 : 1		35	364	4	0	232	90	Net:	4

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

North Coastal Orange					Projects	Participating : 8				In Area : 8					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Aura	DeNova	CM		DTMU	33	0	2	0	1	0	31	5	0.37	0.50	
Elara	DeNova	CM		DTMU	56	0	6	35	1	0	27	6	0.56	0.60	
Place, The	Intracorp	CM		DTMU	42	0	5	17	0	0	24	10	0.47	1.00	
Lido Villas	Landsea	NB		ATMU	23	0	6	7	0	0	0	0	0.00	0.00	
Ebb Tide	MBK	NB		DTMU	81	0	3	7	0	0	78	3	0.85	0.30	
17 West Live/Work	Meritage	CM	Update	ATMU	89	7	12	14	0	0	48	6	0.57	0.60	
17 West Lofts	Meritage	CM	Update	ATMU	46	0	13	7	1	0	30	5	0.36	0.50	
Parkside Estates	Shea	HB		DTMU	111	0	6	104	0	1	27	11	0.78	1.10	
TOTALS: No. Reporting:	8	Avg. Sales:	0.25		Traffic to Sales:	64 : 1		53	191	3	1	265	46	Net:	2

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

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Development Name	Developer	City Code	Notes	Type	Projects						Participating : 6			In Area : 6		
South Coastal Orange					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		
Aqua Sea Summit	Taylor Morrison	SCI		DTMU	127	0	4	4	1	0	123	0	0.65	0.00		
Azure Sea Summit	Taylor Morrison	SCI		DTMU	81	0	3	18	2	0	64	4	0.37	0.40		
Indigo Sea Summit	Taylor Morrison	SCI		DTMU	24	0	1	3	0	0	19	1	0.14	0.10		
Sapphire Sea Summit	Taylor Morrison	SCI		DTMU	77	0	1	9	0	0	68	2	0.39	0.20		
Grand Monarch	William Lyon	DA		ATMU	37	0	8	2	0	0	19	1	0.09	0.10		
South Cove	Zephyr	DA		ATMU	168	0	2	28	2	0	55	6	0.86	0.60		
TOTALS: No. Reporting:	6	Avg. Sales:	0.83		Traffic to Sales:	13 : 1		19	64	5	0	348	14	Net:	5	

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

South Inland Orange					Projects						Participating : 29			In Area : 29		
					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		
Oaks, The	Baldwin and Sons	Lfo		DTMU	304	0	44	85	0	0	60	-1	0.31	-0.10		
Christopher Homes at Ladera Ranch	Christopher	LR		DTMU	36	0	1	12	0	0	35	0	0.41	0.00		
Highmark at Ironridge	KB Home	Lfo		DTMU	83	0	3	26	1	0	34	6	0.53	0.60		
Brookhaven	Landsea	Lfo		DTMU	80	0	7	27	1	0	28	5	0.41	0.50		
Copperleaf/Silveroak at IronRidge	Landsea	Lfo		ATMU	251	0	4	48	0	0	16	6	1.29	0.60		
Sagebluff	Landsea	Lfo		DTMU	65	0	9	25	0	0	44	5	0.58	0.50		
Windstone	Landsea	Lfo		DTMU	85	0	12	35	1	0	32	5	0.42	0.50		
Avant at Esencia	Lennar	RMV		SFD	105	0	2	38	0	0	44	12	0.62	1.20		
Avocet at Esencia	Lennar	RMV		DTMU	95	3	4	3	1	0	88	2	0.49	0.20		
Heirloom at Esencia	Lennar	RMV		DTMU	86	0	S/O	5	0	0	86	3	0.44	0.30		
Iris at Esencia	Lennar	RMV		DTMU	94	3	4	13	1	0	73	8	0.61	0.80		
Vivaz at Esencia	Lennar	RMV		DTMU	79	0	2	28	1	0	51	9	0.75	0.90		
Veranda	MBK	RMV		ATMU	86	0	13	25	0	0	73	2	0.57	0.20		
Modena at Esencia	Meritage	RMV		ATT	118	3	2	24	4	1	46	8	0.56	0.80		
Alondra	Shea	RMV		DTMU	121	0	2	22	0	0	108	6	0.58	0.60		
Bristol at Baker Ranch	Shea	Lfo		DTMU	85	0	4	21	1	0	60	6	1.01	0.60		
Cortesa	Shea	RMV		DTMU	135	0	3	24	0	0	102	3	0.54	0.30		
Rowe	Shea	Lfo		ATMU	228	0	3	21	0	0	225	7	1.19	0.70		
Cove at Pacifica San Juan	Taylor Morrison	SJC		ATMU	70	0	3	14	0	0	46	6	0.77	0.60		
Azure at Esencia	The New Home Co	RMV		ATMU	80	0	4	29	0	0	69	5	1.00	0.50		
Cobalt at Esencia	The New Home Co	RMV		ATMU	72	0	2	29	1	0	26	5	0.38	0.50		
Sky Ranch at Covenant Hills	The New Home Co	LR		DTMU	28	0	3	23	0	0	18	4	0.56	0.40		
Topaz at Esencia	The New Home Co	RMV		DTMU	56	0	5	22	0	0	12	3	0.24	0.30		
Aria at Esencia	TRI Pointe	RMV		DTMU	151	0	1	2	1	0	150	3	0.83	0.30		
Viridian	TRI Pointe	RMV		DTMU	72	0	9	14	0	0	32	3	0.74	0.30		
Artisan	William Lyon	LR		DTMU	14	0	3	0	0	0	10	0	0.05	0.00		
Artisan II	William Lyon	LR		DTMU	15	0		0	0	0	0	0	0.00	0.00		
Briosa	William Lyon	RMV		DTMU	50	0	1	0	0	0	42	2	0.33	0.20		
Reverie at Esencia	William Lyon	RMV		DTMU	118	0	3	19	1	0	42	6	0.74	0.60		
TOTALS: No. Reporting:	29	Avg. Sales:	0.45		Traffic to Sales:	45 : 1		153	634	14	1	1652	129	Net:	13	

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

San Gabriel Valley					Projects						Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Palmera	Brandywine	BP		ATMU	23	0	1	45	0	0	6	6	1.35	1.35		
Pacific Villas	Williams	BP		SFD	47	0	7	20	0	1	35	2	0.79	0.20		

(San Gabriel Valley) Continued ...

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San Gabriel Valley					Projects			Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Continued ...													
TOTALS: No. Reporting:	2	Avg. Sales:	-0.50	Traffic to Sales:	0 : 1	8	65	0	1	41	8	Net:	-1

City Codes: BP = Baldwin Park

Northeast Los Angeles				Projects			Participating : 4			In Area : 4			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
E.R.B.	Warmington	LA	DTMU	45	0	1	14	1	0	35	4	0.51	0.40
Coolidge Place	Watt	LA	SFD	30	0		2	0	0	0	0	0.00	0.00
Bridewell	Williams	HP	DTMU	9	0	5	9	0	0	4	0	0.10	0.00
Echo Two Four	Williams	HP	ATMU	24	0	7	11	1	0	17	8	0.34	0.80
TOTALS: No. Reporting:	4	Avg. Sales:	0.50	Traffic to Sales:	18 : 1	13	36	2	0	56	12	Net:	2

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

West Los Angeles				Projects			Participating : 4			In Area : 4			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Collection at Playa Vista	Brookfield	PVst	ATMU	66	0	20	35	0	0	37	3	0.41	0.30
Jewel at Playa Vista	Brookfield	PVst	DTMU	14	0	1	12	0	0	13	1	0.12	0.10
Ashton on Lanark	Meritage	Wa	SFD	7	0	1	3	0	0	1	1	0.04	0.10
Seabluff	The New Home Co	PVst	ATT	75	0	11	22	0	1	35	1	0.64	0.10
TOTALS: No. Reporting:	4	Avg. Sales:	-0.25	Traffic to Sales:	0 : 1	33	72	0	1	86	6	Net:	-1

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles				Projects			Participating : 9			In Area : 9			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Pacific Landing	DR Horton	EIS	DTMU	24	0	2	2	0	0	14	8	0.40	0.80
Waypointe	DR Horton	EIS	ATT	34	0	2	3	0	0	10	6	0.41	0.60
Crescent Square	Far West Industries	SH Update	DTMU	25	0	2	12	0	0	23	1	0.26	0.10
Edgemont	KB Home	Com	SFD	62	0	2	26	0	0	19	4	0.85	0.40
Vista Pointe	KB Home	LA	DTMU	56	3	3	48	2	0	27	20	2.42	2.00
Magnolia Walk	Olson	WBK	SFD	94	9	11	23	1	1	70	15	1.78	1.50
Pacific Bougainvillea	Pacific	Tor	SFD	63	0	4	41	0	0	19	1	0.26	0.10
Dorado	Pulte	LB	DTMU	40	0	3	25	0	0	12	6	0.73	0.60
Asher Pointe	Watt	GRD	DTMU	21	0	3	32	0	0	11	2	0.22	0.20
TOTALS: No. Reporting:	9	Avg. Sales:	0.22	Traffic to Sales:	71 : 1	32	212	3	1	205	63	Net:	2

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

San Fernando Valley				Projects			Participating : 13			In Area : 13			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Bristol at Northpointe	DR Horton	WH	DTMU	47	0	1	2	0	0	46	6	0.71	0.60
Hampton at Northpointe	DR Horton	WH	DTMU	32	3	3	8	2	0	26	5	0.61	0.50
Monroe at Hazeltine	Etco Homes	VN	DTMU	24	0	2	0	0	0	7	1	0.14	0.10
Brighton	KB Home	VN	SFD	58	0	2	20	2	0	31	11	0.96	1.10
Sterling at West Hills	Pulte	WH	DTMU	143	0	3	31	0	0	54	4	0.43	0.40
Vesper Village	Richmond American	PC	DTMU	25	0	3	14	0	0	3	3	0.15	0.30
District at Northridge	Shea	Nor	ATMU	153	0	3	49	0	0	135	9	0.93	0.90
Avanti	The New Home Co	CS	ATMU	72	0	3	15	0	0	69	4	0.43	0.40
Glen, The	Warmington	VG	ATMU	63	3	4	11	1	0	52	3	0.67	0.30

(San Fernando Valley) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 13			In Area : 13		
San Fernando Valley Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Entrada at Sylmar	Watt	Syl	SFD		20	0	1	11	0	0	2	0	0.04	0.00			
New Heights	Watt	WH	DTMU		43	0	1	13	0	0	2	2	0.24	0.24			
Palmilla	Williams	Syl	SFD		12	0	4	33	1	0	8	2	0.20	0.20			
Tovara West	Williams	Syl	ATMU		125	0	17	23	1	1	39	12	1.10	1.20			
TOTALS: No. Reporting:	13	Avg. Sales: 0.46	Traffic to Sales: 33 : 1			47	230	7	1	474	62	Net: 6					

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

East San Gabriel					Projects							Participating : 14			In Area : 14		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Bradbury	Brandywine	LAP	SFD		45	0	1	30	1	0	25	9	0.63	0.90			
Citrus + Palm at Rosedale	Brookfield	Az	ATMU		112	0	2	59	0	1	110	5	1.88	0.50			
Barcelona	Crestwood	Po	SFD		36	0	4	21	0	0	25	4	0.53	0.40			
Motif at Glendora Place	DR Horton	GLD	ATMU		106	0	S/O	4	0	0	106	7	1.06	0.70			
Avendale at Phillips Ranch	Lennar	Po	DTMU		56	0	2	40	0	0	22	1	0.45	0.10			
Crossings at Phillips Ranch	Lennar	Po	DTMU		68	0	4	40	0	0	23	3	0.47	0.30			
South Pointe	Lennar	DB	DTMU		99	0	3	35	1	0	84	7	0.83	0.70			
Citrus Promenade	Meritage	COV	ATMU		117	0	4	17	0	0	20	12	0.89	1.20			
Manzanita Walk	Olson	HAH	ATT		21	0	10	25	0	0	8	3	0.37	0.30			
Grove, The	Richmond American	Po	SFD		123	0	2	8	0	0	118	3	1.12	0.30			
Moreton Place	Watt	GLD	DTST		40	0	2	56	0	0	5	1	0.13	0.10			
La Colina Estates	William Lyon	GLD	DTMU		121	0	4	7	1	1	42	2	0.20	0.20			
Meadow Park	William Lyon	CL	ATMU		95	0	3	6	0	0	36	1	0.33	0.10			
Senna	Williams	Az	ATT		70	0	1	7	0	0	69	1	0.64	0.10			
TOTALS: No. Reporting:	14	Avg. Sales: 0.07	Traffic to Sales: 118 : 1			42	355	3	2	693	59	Net: 1					

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

West San Gabriel					Projects							Participating : 4			In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Bella Rosa	DR Horton	RMD	New	DTMU	21	0	1	30	2	0	2	2	4.67	4.67			
Arbor Walk	Olson	Arc	ATMU		15	0	11	25	0	0	2	2	0.18	0.20			
Union Walk	Olson	ELM	ATMU		62	0	1	12	1	0	61	5	0.80	0.50			
VuePointe	TRI Pointe	ELM	ATMU		102	0	3	15	2	1	99	3	1.17	0.30			
TOTALS: No. Reporting:	4	Avg. Sales: 1.00	Traffic to Sales: 16 : 1			16	82	5	1	164	12	Net: 4					

City Codes: Arc = Arcadia, ELM = El Monte, RMD = Rosemead

Southeast Los Angeles					Projects							Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Corte Bella	Ventana	BLF	ATMU		30	0	5	15	0	0	12	2	0.21	0.20			
Garden House	Ventana	BLF	ATMU		24	3	4	15	1	0	16	3	0.28	0.30			
TOTALS: No. Reporting:	2	Avg. Sales: 0.50	Traffic to Sales: 30 : 1			9	30	1	0	28	5	Net: 1					

City Codes: BLF = Bellflower

Santa Clarita Valley					Projects							Participating : 13			In Area : 13		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Highglen at Five Knolls	Brookfield	SC	DTMU		60	0	S/O	1	0	0	60	2	0.33	0.20			
Eagle Crest	Frontier	La	DTMU		43	0	7	14	0	0	27	2	0.45	0.20			

(Santa Clarita Valley) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 13			In Area : 13			
Santa Clarita Valley Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Galloway at Five Knolls	Lennar	SC	AASF		140	3	4	82	1	0	21	3	0.45	0.30				
Arista at Aliento	Pardee	SC	DTMU		112	0	10	26	1	0	77	7	0.72	0.70				
Cresta at Aliento	Pardee	SC	DTMU		67	0	16	42	1	0	25	3	0.50	0.30				
Lyra at Skyline Ranch	Pardee	SC	DTMU		84	0	9	54	0	0	11	1	0.60	0.10				
Sola at Skyline Ranch	Pardee	SC	DTMU		73	0	8	83	0	0	27	11	1.47	1.10				
Verano	Pardee	SC	AASF		95	0	11	15	0	0	47	4	0.51	0.40				
Celestia at Skyline	TRI Pointe	SC	DTMU		72	1	17	28	0	0	15	4	0.81	0.40				
Lucera at Aliento	TRI Pointe	SC	DTMU		67	0	1	0	0	0	66	3	0.61	0.30				
Mystral at Skyline	TRI Pointe	SC	DTMU		78	0	14	23	1	0	16	9	0.87	0.90				
Paloma at West Creek	TRI Pointe	SC	ATMU		155	7	19	44	1	0	74	13	1.34	1.30				
Tierno at Aliento	TRI Pointe	SC	DTMU		121	0	13	30	0	0	69	5	0.64	0.50				
TOTALS: No. Reporting:	13	Avg. Sales:	0.38					Traffic to Sales:	88 : 1		129	442	5	0	535	67	Net:	5

City Codes: La = Lancaster, SC = Santa Clarita

Antelope Valley					Projects							Participating : 3			In Area : 3			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Sunset Landing	Beazer	La	SFD		143	0	11	15	0	0	65	5	0.61	0.50				
Dorado Skies II	KB Home	La	SFD		79	0	TSO	18	2	0	59	12	1.10	1.20				
Pacific Magnolia	Pacific	Plmd	SFD		40	0	3	17	0	0	12	1	0.34	0.10				
TOTALS: No. Reporting:	3	Avg. Sales:	0.67					Traffic to Sales:	25 : 1		14	50	2	0	136	18	Net:	2

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura					Projects							Participating : 5			In Area : 7			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Pinnacle at Wood Ranch	Century	SV	ATMU		37	0	3	29	0	0	21	5	0.45	0.50				
Belwood Place	DR Horton	SV	DTMU		48	0	3	10	0	0	9	9	1.21	1.21				
Walnut Glen	DR Horton	SV	Update	DTMU	18	0	1	0	0	1	17	-1	0.26	-0.10				
Arroyo Vista at the Woodlands	KB Home	SV	DTMU		108	0	1	10	2	0	73	8	0.43	0.80				
Westerly	Landsea	SV	ATMU		211	0	14	79	2	0	52	9	1.26	0.90				
TOTALS: No. Reporting:	5	Avg. Sales:	0.60					Traffic to Sales:	32 : 1		22	128	4	1	172	30	Net:	3

City Codes: SV = Simi Valley

West Ventura					Projects							Participating : 5			In Area : 7			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Mariposa at Springville	KB Home	Cm	ATMU		130	0	1	N/A	0	0	69	10	1.01	1.00				
Barcelo at Solana Heights	Lennar	Ve	DTMU		59	0	3	6	0	0	56	8	0.61	0.80				
Anacapa at The Farm	Williams	Ve	ATT		32	0	3	28	0	0	29	2	0.34	0.20				
Olivas at The Farm	Williams	Ve	SFD		70	0	18	28	0	0	49	4	0.58	0.40				
Sespe at The Farm	Williams	Ve	SFD		25	0	2	28	0	0	23	3	0.27	0.30				
TOTALS: No. Reporting:	4	Avg. Sales:	0.00					Traffic to Sales:	0 : 1		27	90	0	0	226	27	Net:	0

City Codes: Cm = Camarillo, Ve = Ventura

San Luis Obispo					Projects							Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Arroyos at Righetti Ranch	Williams	SLO	DTMU		52	0	10	110	2	1	19	11	0.69	1.10			
Paseos at Righetti Ranch	Williams	SLO	DTMU		33	0	16	110	1	0	9	5	0.33	0.50			

(San Luis Obispo) Continued ...

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Development Name	Developer	City Code	Notes	Type
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San Luis Obispo	Projects			Participating : 2			In Area : 2			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Continued ...										
TOTALS: No. Reporting:	2	Avg. Sales: 1.00		Traffic to Sales: 73 : 1	26	220	3	1	28	16 Net: 2

City Codes: SLO = San Luis Obispo

Santa Barbara	Projects			Participating : 9			In Area : 9			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Winslowe	City Ventures	Ga	ATMU	175	0	1	24	2	0	54
Los Carneros	Comstock Homes	Ga	DTMU	233	0	4	29	1	1	226
Amarena at Tree Farm	Lennar	Ga	DTMU	15	0	2	3	0	0	9
Limone at Tree Farm	Lennar	Ga	DTMU	18	0	2	4	0	0	11
Mela at Tree Farm	Lennar	Ga	ATMU	30	0	3	8	0	0	18
Oliva at Tree Farm	Lennar	Ga	ATT	24	0	1	2	0	0	23
Pera at Tree Farm	Lennar	Ga	DTMU	43	0	10	9	1	1	23
Shea Homes at Rice Ranch	Shea	Orct	ATMU	114	4	4	5	2	1	46
Gardens	Williams	SMRA	DTMU	126	0	10	11	0	0	102
TOTALS: No. Reporting:	9	Avg. Sales: 0.33		Traffic to Sales: 16 : 1	37	95	6	3	512	59 Net: 3

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

Desert	Projects			Participating : 1			In Area : 1			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Asher Ranch II	Frontier	RD	SFD	73	0	3	11	1	0	44
TOTALS: No. Reporting:	1	Avg. Sales: 1.00		Traffic to Sales: 11 : 1	3	11	1	0	44	7 Net: 1

City Codes: RD = Rosamond

Kern	Projects			Participating : 10			In Area : 10			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Sera Vista	DR Horton	BAK	SFD	79	0	5	17	1	0	68
Aspire at Union Village	K Hovnian	BAK	SFD	153	3	3	26	5	2	54
Westwind	Legacy	BAK	DTMU	159	0	2	27	1	0	92
California at Ashe Meadows	Lennar	BAK	SFD	46	0	2	14	0	0	19
Chateau at Ashe Meadows	Lennar	BAK	SFD	40	3	4	19	2	0	23
Gossamer Grove Savannah	Lennar	SHA	SFD	78	0	2	10	2	1	61
Gossamer Grove Skye	Lennar	SHA	SFD	100	0	3	11	0	0	73
Gossamer Grove Tract 6773	Lennar	BAK	SFD	76	0	2	14	0	0	70
Skye at Ashe Meadows	Lennar	BAK	SFD	157	0	2	44	1	0	19
Northampton	Woodside	BAK	SFD	150	6	3	37	5	0	118
TOTALS: No. Reporting:	10	Avg. Sales: 1.40		Traffic to Sales: 13 : 1	28	219	17	3	597	128 Net: 14

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings	Projects			Participating : 14			In Area : 14			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Arbor Trail	DR Horton	Vi	SFD	77	0	2	12	0	0	31
Laurel Heights	DR Horton	Vi	DTMU	54	0	3	21	0	0	6
Montecito	DR Horton	TU	SFD	189	3	4	17	1	0	52
Orchard Walk	DR Horton	Vi	DTMU	52	0	2	40	1	0	22
Quail Creek	DR Horton	TU	SFD	77	0	1	7	1	0	68
River Run	DR Horton	Vi	SFD	55	3	4	3	1	0	29
Wood Ranch	DR Horton	Vi	Update	120	6	4	12	0	0	82

(Tulare/Kings) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 14			In Area : 14		
Tulare/Kings Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD			
Cambridge at Legacy	Lennar	Hf		DTMU	79	0	4	11	0	0	73	0	0.58	0.00			
Cambridge at Silver Oaks	Lennar	Vi		DTMU	85	0	1	0	0	0	80	0	0.54	0.00			
Cambridge at Silver Oaks II	Lennar	Vi		DTMU	90	0	2	0	0	0	88	11	1.21	1.10			
Chateau at The Vistas VI	Lennar	Vi		DTMU	94	3	4	14	1	0	66	15	1.17	1.50			
Legacy 2 Cambridge	Lennar	Hf		SFD	62	0	3	11	1	0	46	8	0.85	0.80			
Windmills Cambridge Collection	Lennar	TU		SFD	42	3	4	22	2	0	35	13	0.81	1.30			
Ridge Creek	Woodside	DI		SFD	170	0	4	17	0	0	32	5	0.59	0.50			
TOTALS: No. Reporting:	14	Avg. Sales:	0.57		Traffic to Sales:	23 : 1		42	187	8	0	710	113	Net:	8		

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

LA-Orange-North	Projects							Participating : 229			In Area : 233			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting:	228	Avg. Sales:	0.53		Traffic to Sales:	44 : 1	1,093	6233	143	22	10,264	1,244	Net:	121

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

THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 10, Ending **March 10, 2019**

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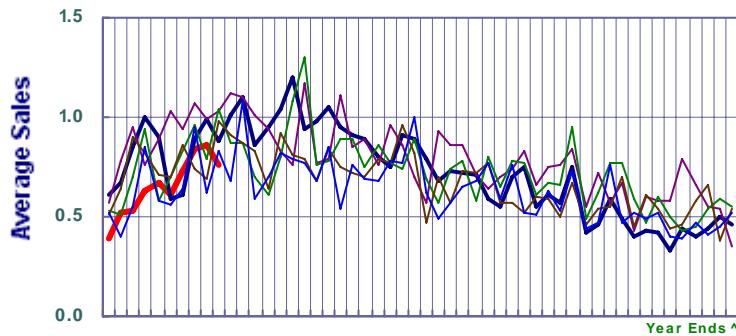
Inland Empire

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg. Avg.	Diff.	Avg.	Diff.	
Central-North Central Riverside	34	1,306	39	8	31	0.91	0.73	25%	0.70	31%	
Desert Riverside	5	101	5	2	3	0.60	0.78	-23%	0.68	-12%	
Murrieta - Temecula	24	591	21	5	16	0.67	0.49	36%	0.46	46%	
Northwest Riverside	34	1,503	30	7	23	0.68	0.62	9%	0.55	22%	
South Riverside	45	1,129	39	9	30	0.67	0.65	2%	0.57	16%	
Central-East San Bernardino	17	569	17	1	16	0.94	0.57	66%	0.44	115%	
Desert San Bernardino	7	146	5	4	1	0.14	0.68	-79%	0.74	-81%	
NW-SW San Bernardino	43	1,547	41	2	39	0.91	0.74	23%	0.64	42%	
Current Week Totals	Traffic : Sales 35 : 1	209	6,892	197	38	159	0.76	0.66	16%	0.59	30%
Per Project Average			33	0.94	0.18	0.76					
Year Ago - 03/11/2018	Traffic : Sales 28 : 1	123	3,519	127	19	108	0.88	0.76	16%	0.71	24%
% Change		70%	96%	55%	100%	47%	-13%	-13%			-17%

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 10 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	67	34	0.85	0.24	0.61	0.63
■	2015	94	34	0.86	0.15	0.70	0.67
■	2016	150	32	0.84	0.15	0.69	0.72
■	2017	118	35	1.10	0.16	0.94	0.79
■	2018	128	36	0.97	0.17	0.80	0.69
■	2019	206	32	0.81	0.15	0.66	0.66
% Change :		61%	-11%	-16%	-11%	-18%	-5%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.31%	4.31%
FHA	3.87%	3.87%
10 Yr Yield	2.64%	
		

Market Commentary

We suspect the pause in rate hikes came just in time to deliver a much needed reprieve to the housing market. The plunge in the NAHB homebuilders' survey accurately predicted the string of four consecutive monthly declines in housing starts, including the 14% drop in December. Yet optimism rebounded on the Fed's shift and the 50bps decline in mortgage rates, and the hard data followed with starts bouncing back 18.6% in January. Permits have risen four out of the past five months and are now running 15% ahead of starts, indicating further relief is likely ahead for housing as we enter the spring buying season with rates lower, price appreciation cooling and builder sentiment improving. The U.S. trade deficit widened in December to \$59.8 billion, a ten-year high, as exports fell 1.9% and imports rose 2.1%. Exports to China in particular have fallen in seven consecutive months amidst retaliatory tariffs and a slowdown in the world's second largest economy. It is expected that revised Q4 GDP data will reflect a drag of 0.3 percentage points from net exports. While the cloud of trade uncertainty will likely persist for the foreseeable future, financial conditions—one of the other major crosscurrents identified by the Fed as a reason to pause on rate hikes—have eased markedly to start the year. It was learned this week that household aggregate wealth fell 3.7% in the fourth quarter, with the drop owed entirely to the sharp decline in equity markets. Year to date, equity markets have retraced most of their decline, with the S&P 500 up nearly 10% as investors attempt to price in the Fed's dovish shift. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 7			In Area : 7		
Central Riverside					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			
					145	0	11	30	1	1	8	-2	0.46	-0.20			
Stonecreek at Green Valley Ranch	KB Home	Prs		DTMU	200	0	21	31	2	0	149	4	1.03	0.40			
Stonecrest at The Cove	KB Home	SJ		SFD	87	3	4	18	1	0	72	16	1.22	1.60			
Arterra	Lennar	SJ		SFD	164	0	2	26	0	0	76	1	0.77	0.10			
Luz Del Sol	Signature	SJ		DTMU	96	0	8	18	1	0	18	3	0.51	0.30			
Collection at Hideaway	William Lyon	He		SFD	97	0	7	18	2	0	17	4	0.48	0.40			
Court at Hideaway	William Lyon	He		SFD	92	0	20	20	1	0	65	5	1.17	0.50			
TOTALS: No. Reporting:	7	Avg. Sales: 1.00			Traffic to Sales: 20 : 1			73	161	8	1	405	31	Net: 7			

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

North Central Riverside					Projects							Participating : 27			In Area : 29		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Hyde Park	Beazer	MV		SFD	274	0	13	24	2	0	49	19	1.01	1.90			
Camellia Pointe at Summerwind Trails	DR Horton	CI		DTMU	121	0	3	5	0	0	3	3	0.32	0.32			
Retreat at Summerwind Trails	DR Horton	CI		DTMU	41	0	3	6	1	0	6	6	0.64	0.64			
Windsor at the Fairways	DR Horton	Be		DTMU	64	0	1	2	0	0	63	2	0.68	0.20			
Four Seasons Beaumont	K Hovnanian	Be		DTMU	914	3	2	25	5	0	840	25	2.11	2.50			
Bella Cortina	KB Home	MV		DTMU	159	0	20	60	2	1	72	8	0.98	0.80			
Daybreak	KB Home	MV		DTMU	114	0	30	20	0	0	48	7	0.75	0.70			
Meadow Creek	Lennar	MV		SFD	161	0	2	50	2	0	107	6	1.24	0.60			
Painted Sky at Summerwind Trails	Lennar	CI		DTMU	105	0	2	35	2	1	13	13	1.60	1.60			
Wildflower at Summerland Trails	Lennar	CI		DTMU	141	0	3	17	1	0	6	6	0.74	0.74			
Abrio at Sundance	Pardee	Be		DTMU	82	0	14	41	0	1	41	6	0.81	0.60			
Alisio at Sundance	Pardee	Be		DTST	84	0	9	35	4	0	20	20	3.11	3.11			
Avid	Pardee	Be		SFD	103	0	23	98	1	0	13	4	0.53	0.40			
Beacon at Sundance	Pardee	Be		DTMU	114	0	9	42	1	0	47	5	1.03	0.50			
Cascade at Sundance	Pardee	Be		SFD	151	0	13	30	0	0	125	8	1.43	0.80			
Daybreak at Sundance	Pardee	Be		SFD	139	0	12	24	0	0	84	6	0.96	0.60			
Elan	Pardee	Be		SFD	81	0	25	98	0	0	4	0	0.16	0.00			
Elara at Sundance	Pardee	Be		SFD	248	0	TSO	15	0	0	224	10	1.64	1.00			
Mira	Pardee	Be		SFD	92	0	34	98	0	0	6	-2	0.25	-0.20			
Vita	Pardee	Be		SFD	152	0	24	98	2	1	18	5	0.74	0.50			
Athens	William Lyon	MV		SFD	86	3	4	53	2	0	76	12	0.64	1.20			
Augusta	William Lyon	MV		SFD	140	0	2	42	1	0	128	9	1.42	0.90			
Avia at Olivewood	William Lyon	Be		SFD	160	0	7	52	0	0	28	7	0.73	0.70			
Capella at Olivewood	William Lyon	Be		SFD	308	0	6	52	4	1	23	5	0.60	0.50			
Lugano at Olivewood	William Lyon	Be		SFD	240	0	8	52	0	0	18	2	0.47	0.20			
Provence at Olivewood	William Lyon	Be		SFD	67	0	3	52	1	1	27	13	0.71	1.30			
Oak Ridge at The Fairways	Woodside	Be		DTMU	148	0	3	19	0	1	109	6	0.72	0.60			
TOTALS: No. Reporting:	27	Avg. Sales: 0.89			Traffic to Sales: 37 : 1			275	1145	31	7	2198	211	Net: 24			

City Codes: Be = Beaumont, CI = Calimesa, MV = Moreno Valley

Desert Riverside					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			
Floresta	Beazer	LQ		DTMU	82	0	3	22	0	0	1	1	0.18	0.18			
Vermillion at Escena	Beazer	PS		DTMU	72	0	4	0	0	0	66	1	0.29	0.10			
Hacienda Pointe	DR Horton	In		DTMU	137	0	2	10	2	0	123	16	0.89	1.60			
ICON	Far West Industries	PS		DTMU	46	0	20	34	0	2	15	2	0.37	0.20			

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Desert Riverside					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
Continued ...					716	3	3	35	3	0	340	16	1.35
Four Seasons at Terra Lago	K Hovnanian	In		DTMU									1.60
TOTALS: No. Reporting:	5	Avg. Sales:	0.60		Traffic to Sales:	20 : 1		32	101	5	2	545	36
													Net: 3

City Codes: In = Indio, LQ = La Quinta, PS = Palm Springs

Murrieta - Temecula				Projects			Participating : 24			In Area : 24				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Agave at Spencer's Crossing	Brookfield	Mu	DTMU	119	0	14	46	4	0	14	8	0.33	0.80	
Juniper at Spencer's Crossing	Brookfield	Mu	DTMU	114	0	10	41	1	1	97	1	0.68	0.10	
Bellevue at The Promontory	Cornerstone	Mu	SFD	94	0	3	25	0	0	21	3	0.24	0.30	
Brighton at The Promontory	Cornerstone	Mu	SFD	110	0	2	44	0	0	4	3	0.15	0.30	
Calistoga at The Promontory	Cornerstone	Mu	SFD	64	0	3	30	0	0	38	1	0.33	0.10	
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu	SFD	65	3	4	3	2	0	11	5	0.43	0.50	
Emerson at Alderwood	DR Horton	Mu	DTMU	60	0	1	9	1	0	59	3	0.79	0.30	
Hunters Pointe at Alderwood	DR Horton	Mu	DTMU	66	0	S/O	1	1	1	66	1	0.89	0.10	
Indigo Place	DR Horton	Te	DTMU	54	0	4	3	0	0	35	2	0.69	0.20	
Oaks, The at Santa Rosa Highlands	DR Horton	Mu	SFD	77	0	2	7	1	1	10	4	0.39	0.40	
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu	ATT	68	3	4	4	1	0	14	5	0.55	0.50	
Sequoia at Santa Rosa Highlands	DR Horton	Mu	SFD	51	3	4	8	1	0	11	6	0.43	0.60	
Santolina at Spencer's Crossing	KB Home	Mu	SFD	108	7	16	43	2	0	23	5	0.56	0.50	
Westpark	KB Home	Mu	Update	64	9	13	42	2	0	11	6	0.32	0.60	
Marbella at Terracina	Lennar	Te	SFD	200	0	4	59	1	1	155	9	1.56	0.90	
Nicolas Heights	Lennar	Te	SFD	83	0	3	41	2	0	41	6	0.64	0.60	
Vista Bella	Melia	Mu	ATMU	80	0	7	31	0	0	25	3	0.69	0.30	
Braeburn at Spencer's Crossing	Pardee	Mu	SFD	82	0	7	15	0	0	18	10	0.41	1.00	
Tamarack at Spencer's Crossing	Pardee	Mu	DTMU	84	0	11	33	0	1	62	0	0.87	0.00	
Sycamore at Spencer's Crossing	Richmond American	Mu	Update	SFD	55	0	1	21	1	0	51	1	0.36	0.10
Sycamore North at Spencers Crossing	Richmond American	Mu	Update	DTMU	46	0	6	21	1	0	40	8	0.54	0.80
Preserve	William Lyon	Mu	SFD	207	0	2	55	0	0	76	16	1.26	1.60	
Laurel at Spencer's Crossing	Woodside	Mu	DTMU	92	0	1	0	0	0	91	5	0.67	0.50	
Ventana at Creekside Village	Woodside	Mu	DTMU	83	0	S/O	9	0	0	83	2	0.75	0.20	
TOTALS: No. Reporting:	24	Avg. Sales:	0.67		Traffic to Sales:	28 : 1		122	591	21	5	1056	113	
													Net: 16	

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside				Projects			Participating : 34			In Area : 34			
				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
Paseo at Sendero	Century	Ev	DTMU	82	0	10	62	0	0	4	4	0.30	0.40
Tramonte at Citrus Heights	City Ventures	Rs	SFD	165	0	3	50	2	1	42	9	1.17	0.90
Granite Ridge	Far West Industries	JU	DTMU	192	11	18	81	2	0	116	19	2.30	1.90
Barrington Place North	Frontier	JU	DTMU	101	0	4	18	1	1	21	3	0.47	0.30
Barrington Place South	Frontier	JU	DTMU	75	0	4	22	1	0	18	6	0.40	0.60
Hillcrest	Frontier	Rs	DTMU	26	0	6	9	0	0	7	-1	0.16	-0.10
Bella Vista Estates	Griffin	Rs	DTMU	35	0	1	54	0	0	31	1	0.21	0.10
Bella Vista Estates Corona	Griffin	Co	DTMU	25	0	8	45	0	0	0	0	0.00	0.00
Bella Vista III	Griffin	Rs	DTMU	15	0	8	54	0	0	7	4	0.15	0.40
Capistrano at Spring Mountain Ranch	KB Home	Rs	DTMU	159	6	4	55	4	0	139	22	1.90	2.20
Monterey at Spring Mountain Ranch	KB Home	Rs	SFD	156	0	1	53	2	2	133	22	1.47	2.20
Trails at Mockingbird Canyon	KB Home	Rs	DTMU	59	0	3	35	0	0	4	0	0.06	0.00
Adagio at Sierra Bella	Lennar	Co	DTMU	118	3	4	148	1	0	2	2	0.14	0.20

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Northwest Riverside Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Autumn Grove	Lennar	Rs		SFD	85	0	1	33	0	0	56	6	0.82	0.60				
Floral Ridge at Citrus Heights	Lennar	Rs		SFD	81	0	2	57	1	0	36	9	0.29	0.90				
Hideaway at Sycamore Creek	Lennar	Co		SFD	88	0	3	37	1	0	24	13	0.85	1.30				
Oakwood at Sycamore Creek	Lennar	Co		SFD	104	3	3	38	3	0	18	9	0.64	0.90				
Orchard at Citrus Heights	Lennar	Rs		SFD	141	0	11	57	3	0	112	14	0.89	1.40				
Solana at Sendero	Lennar	Ev		SFD	136	0	9	49	1	0	40	5	1.51	0.50				
Sonata at Sierra Bella	Lennar	Co		DTMU	119	0	3	148	0	0	3	2	0.21	0.20				
Sonoma at Sendoro	Lennar	Ev		SFD	94	6	19	54	0	0	11	1	0.42	0.10				
Sterling at Terramor	Lennar	Co		DTMU	105	0	4	28	0	0	34	9	0.54	0.90				
Tranquility at Riverbend	Lennar	JU		DTMU	217	3	4	50	2	0	162	13	1.03	1.30				
Harris Farm	RC Hobbs	Rs		ATT	36	0	7	4	1	0	19	3	0.59	0.30				
Bedford at Whitney	The New Home Co	Co		SFD	40	0	12	59	0	0	6	2	0.25	0.20				
Citron at Bedford	TRI Pointe	Co		ATT	101	0	13	29	1	1	16	5	0.65	0.50				
Terrassa Villas	TRI Pointe	Co		DTMU	52	0	2	5	0	0	50	2	0.30	0.20				
Seville	Van Daele	Co	Update	DTMU	52	0	6	36	0	1	36	10	0.62	1.00				
Valencia	Van Daele	Co	Update	DTMU	40	0	3	36	0	0	37	0	0.63	0.00				
Boardwalk Townhomes	West Coast Home Buil Co			ATT	148	0	3	6	2	1	60	11	0.84	1.10				
Cameos at Turnleaf	William Lyon	JU		DTMU	216	0	3	20	1	0	114	5	1.42	0.50				
Rivera	William Lyon	Rs		SFD	71	0	1	0	0	0	25	5	0.80	0.50				
Sky Ridge	William Lyon	Rs		DTMU	90	0	2	1	1	0	88	2	0.35	0.20				
Nova	Woodside	Co		SFD	96	0	3	70	0	0	3	0	0.12	0.00				
TOTALS: No. Reporting:	34	Avg. Sales:	0.68		Traffic to Sales:	50 : 1		188	1503	30	7	1474	217	Net:	23			

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

South Riverside					Projects								Participating : 45			In Area : 46		
					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				
Glen at Summerly	Beazer	LE		DTMU	57	0	6	17	0	1	0	0	0.00	0.00				
Provence at Heritage Ranch	Beazer	Wn		DTMU	122	0	6	13	0	0	18	12	0.41	1.20				
Province at Audie Murphy Ranch	Brookfield	Me		DTMU	93	0	4	19	0	0	87	4	0.58	0.40				
Savannah at Audie Murphy Ranch	Brookfield	Me		DTMU	129	0	14	20	2	0	16	4	0.34	0.40				
Oak Hills II	Delsa	Me		SFD	21	0	1	8	0	0	17	2	0.25	0.20				
Crescent Pointe at Sierra Ridge	DR Horton	Me		SFD	87	0	3	5	1	0	18	7	0.68	0.70				
Larkspur at Spencer's Crossing	DR Horton	Me		DTMU	68	3	3	32	2	0	9	9	2.03	2.03				
Laurel Pointe at Summerly	DR Horton	LE		DTMU	56	0	3	4	0	0	3	3	0.40	0.40				
Paloma at Sierra Ridge	DR Horton	Me		SFD	63	0	5	7	1	1	10	4	0.38	0.40				
Retreat at Holiday	DR Horton	Me	AASF		108	0	2	6	0	0	97	8	0.95	0.80				
Tribute at Audrey Murphy Ranch	DR Horton	Me		DTMU	88	0	6	10	3	0	30	9	0.62	0.90				
Boulder Estates	Griffin	Me		DTMU	29	0	2	222	2	0	6	6	1.35	1.35				
Alure	KB Home	FRV		DTMU	51	0	2	26	0	0	43	3	0.67	0.30				
Autumn Winds	KB Home	Wn		DTMU	141	0	10	30	2	0	19	17	1.41	1.70				
Camberly Place	KB Home	FRV		DTMU	132	0	30	37	0	0	37	9	0.70	0.90				
Cypress at Hidden Hills	KB Home	Me	SFD		131	0	11	28	0	0	108	16	1.19	1.60				
Peppertree at Hidden Hills	KB Home	Me		DTMU	86	0	32	27	0	0	13	1	0.27	0.10				
Heritage Heights	Lennar	Me		DTMU	122	0	8	19	1	0	99	10	1.16	1.00				
Horizon II at Morningstar Ranch	Lennar	Wn		DTMU	94	0	1	2	0	0	93	1	0.79	0.10				
Mariposa at The Lakes	Lennar	Me	SFD		110	0	4	19	0	1	97	6	0.90	0.60				
Mountain Sky at Conestoga	Lennar	Wn	SFD		113	0	5	26	3	0	26	4	0.83	0.40				
Newport at Heritage Lake	Lennar	Me	DTMU		117	0	2	30	1	0	71	15	0.77	1.50				

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South Riverside Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Parkview at Heritage Lake	Lennar	Me	Update	DTMU	69	12	3	0	0	0	66	6	0.81	0.60	
Salt Creek at Conestoga	Lennar	Wn		SFD	111	0	13	21	0	0	19	7	0.61	0.70	
Sunrise II at Morningstar Ranch	Lennar	Wn		DTMU	95	0	2	23	2	0	86	9	0.73	0.90	
Village at Menifee Town Center	Lennar	Me		SFD	125	0	12	31	0	0	36	4	1.00	0.40	
Kingston at Audie Murphy Ranch	Meritage	Me		DTMU	102	0	15	30	0	0	29	8	0.67	0.80	
Cottonwood at Pacific Mayfield	Pacific	Me		DTMU	190	0	4	10	0	1	180	3	0.31	0.30	
Aura at Westridge	Pardee	LE		DTMU	100	0	TSO	22	0	0	99	1	0.82	0.10	
Avena	Pardee	Wn		DTMU	84	0	8	16	1	1	40	8	0.63	0.80	
Canvas at Centennial	Pardee	Me		SFD	89	0	14	42	0	0	19	10	0.48	1.00	
Easton at Centennial	Pardee	Me		DTMU	92	4	10	27	2	0	12	5	0.31	0.50	
Kadence at Centennial	Pardee	Me		SFD	85	7	12	42	2	0	14	5	0.36	0.50	
Newpark at Centennial	Pardee	Me		DTMU	93	0	10	27	2	1	16	3	0.42	0.30	
Starling at Canyon Hills	Pardee	LE		DTMU	107	0	8	4	1	0	52	7	0.52	0.70	
Vantage at Westridge	Pardee	LE		SFD	101	0	1	22	0	0	97	1	0.71	0.10	
Brixton	Pulte	Me		SFD	64	3	4	44	1	0	14	10	0.66	1.00	
Reflections	Pulte	Me		DTMU	54	0	16	25	0	0	32	3	0.54	0.30	
Windsor	Pulte	Me		SFD	63	0	11	20	1	1	10	4	0.40	0.40	
Marisol at Summerly Homes	Richmond American	LE		DTMU	51	0	4	20	3	0	40	10	0.69	1.00	
Sendero at Summerly	Richmond American	LE		SFD	65	3	3	18	3	0	13	9	0.64	0.90	
The Ridge at Audie Murphy	Richmond American	Me		DTMU	86	0	4	15	1	1	82	2	0.78	0.20	
Alder at Summerly	William Lyon	LE		SFD	65	5	10	25	2	1	49	7	1.05	0.70	
Willow Tree at Audie Murphy Ranch	William Lyon	Me		SFD	102	0	10	19	0	0	86	6	0.96	0.60	
Dakota at Audie Murphy Ranch	Woodside	Me		DTMU	112	0	7	19	0	0	78	5	0.64	0.50	
TOTALS: No. Reporting:	45	Avg. Sales:	0.67		Traffic to Sales:	29 : 1		341	1129	39	9	2086	283	Net:	30

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

Central San Bernardino					Projects	Participating : 13				In Area : 13					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Adams Grove	Crestwood	Ri		SFD	75	0	3	32	1	0	21	6	0.41	0.60	
Wildrose	Frontier	Col		DTMU	110	0	2	21	1	0	33	3	0.65	0.30	
Etiwanda Ridge	Lennar	Fn		SFD	102	0	16	73	0	0	36	3	1.05	0.30	
Jasmine at Arboretum	Lennar	Fn		DTMU	134	0	9	29	2	0	15	6	0.77	0.60	
Lavender at Arboretum	Lennar	Fn		DTMU	130	0	10	31	2	1	11	5	0.57	0.50	
Lilac at Arboretum	Lennar	Fn		DTMU	167	0	12	23	0	0	6	3	0.31	0.30	
Magnolia at Arboretum	Lennar	Fn		DTMU	100	0	7	28	1	0	9	5	0.46	0.50	
Shady Trails at Laurel Oak	Lennar	Fn		SFD	99	3	2	107	4	0	42	14	1.24	1.40	
Stonehaven	Lennar	Fn		DTMU	96	0	7	44	1	0	86	9	0.90	0.90	
Belrose	Pulte	Fn		DTMU	103	0	6	11	0	0	6	6	0.82	0.82	
Monterra	Pulte	Fn		DTMU	95	0	9	32	4	0	86	10	1.55	1.00	
Serrano Village	RC Hobbs	Ri		DTMU	33	0	7	14	1	0	26	6	0.50	0.60	
Summit Place	William Lyon	Fn		SFD	94	0	3	46	0	0	10	3	0.39	0.30	
TOTALS: No. Reporting:	13	Avg. Sales:	1.23		Traffic to Sales:	29 : 1		93	491	17	1	387	79	Net:	16

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

Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects						Participating : 4			In Area : 4		
East San Bernardino					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Veranda Heights	Beazer	SB		SFD	38	0	5	4	0	0	5	3	0.22	0.30		
Villas at The U	GFR	SB		DTST	45	9	12	24	0	0	15	5	0.88	0.50		
Serrano at Glenrose Ranch	Richmond American	Hi		DTMU	118	0	1	8	0	0	117	2	0.76	0.20		
Citrus Lane	Sea Country	LL		DTMU	35	0	6	42	0	0	29	5	0.27	0.50		
TOTALS: No. Reporting:	4	Avg. Sales: 0.00	Traffic to Sales: 0 : 1		24			78	0	0	166	15	Net: 0			

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

Desert San Bernardino					Projects						Participating : 7			In Area : 7		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Agave Pointe at Silverstone	DR Horton	Vic		DTMU	45	0	S/O	5	0	0	45	10	0.83	1.00		
Juniper at Silverstone	DR Horton	Vic		DTMU	64	0	2	6	0	0	48	7	0.88	0.70		
Diamond Ridge	Frontier	Vic		SFD	122	0	4	35	1	1	34	5	0.51	0.50		
Stone Briar II	Frontier	Ad		DTST	116	0	2	26	1	0	5	2	0.29	0.20		
Luna Vista	K Hovnanian	Vic		DTMU	159	0	3	8	1	3	3	3	1.24	1.24		
Falcon Ridge	KB Home	Vic		SFD	59	0	2	33	1	0	51	9	0.55	0.90		
Wildflower	KB Home	Vic		DTMU	194	0	S/O	33	1	0	194	6	0.94	0.60		
TOTALS: No. Reporting:	7	Avg. Sales: 0.14	Traffic to Sales: 29 : 1		13			146	5	4	380	42	Net: 1			

City Codes: Ad = Adelanto, Vic = Victorville

West San Bernardino					Projects						Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Founders	Trumark	CH		ATMU	76	0	2	38	1	0	74	0	1.25	0.00		
TOTALS: No. Reporting:	1	Avg. Sales: 1.00	Traffic to Sales: 38 : 1		2			38	1	0	74	0	Net: 1			

City Codes: CH = Chino Hills

Northwest San Bernardino					Projects						Participating : 8			In Area : 8		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Madera Estates at Day Creek	DR Horton	RC		DTMU	51	3	3	7	1	0	20	12	1.22	1.20		
Palazzo at Day Creek Square	DR Horton	RC		ATMU	66	0	3	5	1	0	12	6	0.83	0.60		
Solstice at Day Creek	DR Horton	RC		ATMU	127	0	3	4	1	0	20	9	1.15	0.90		
Veranda at Day Creek Square	DR Horton	RC		ATMU	100	0	2	5	1	0	10	6	0.74	0.60		
Springtime at Harvest	KB Home	Up		DTMU	125	0	2	27	1	0	120	17	1.12	1.70		
Westridge at Sycamore Hills	Taylor Morrison	Up		DTMU	145	0	17	33	2	0	39	12	0.97	1.20		
Bungalows at Terra Vista	Van Daele	RC		SFD	81	0	6	113	1	0	20	11	0.93	1.10		
Row at Terra Vista	Van Daele	RC		ATT	133	3	13	113	1	1	11	6	0.51	0.60		
TOTALS: No. Reporting:	8	Avg. Sales: 1.00	Traffic to Sales: 34 : 1		49			307	9	1	252	79	Net: 8			

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects						Participating : 34			In Area : 34		
					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		
Holiday at Emerald Park	Brookfield	OR		ATMU	91	0	7	45	3	0	7	7	1.58	1.58		
Marigold at New Haven	Brookfield	On		DTMU	84	0	9	68	1	0	58	6	0.96	0.60		
Solstice at Emerald Park	Brookfield	OR	Update	ATMU	126	0	10	44	1	0	1	1	0.23	0.23		
Solstice at New Haven	Brookfield	On	Update	ATT	93	0	9	44	1	0	84	6	1.39	0.60		
Waverly	Brookfield	On		DTST	196	0	13	70	0	0	161	5	0.89	0.50		
Bungalows at Stonebrook	Century	Ch		DTMU	76	0	5	28	0	0	19	2	0.64	0.20		
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	28	0	0	7	1	0.24	0.10		

(Southwest San Bernardino) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 34			In Area : 34		
					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			
Southwest San Bernardino																	
Continued ...																	
Coventry at Park Place	Christopher	On		DTMU	102	0	1	35	0	0	40	10	0.84	1.00			
Cara Pointe at Avenida	DR Horton	On		SFD	97	0	1	3	3	1	29	15	0.99	1.50			
Persimmon Place at Avenida	DR Horton	On		SFD	80	3	3	6	3	0	42	15	1.43	1.50			
Willowleaf at Avenida	DR Horton	On		SFD	52	0	2	4	0	0	16	8	0.54	0.80			
Lago Los Serranos	JTECC Investment	CH		ATMU	95	0	9	41	0	0	40	2	0.80	0.20			
Cottages on 4th	KB Home	On		SFD	55	0	7	28	2	0	41	5	1.35	0.50			
Northpark	KB Home	On		SFD	190	0	18	67	1	0	40	15	1.36	1.50			
Turnleaf	KB Home	Ch		SFD	185	0	16	48	2	0	74	21	1.50	2.10			
Willowmore at Park Place	KB Home	On		SFD	60	0	4	59	1	0	16	7	0.75	0.70			
Amelia at The Preserve	Lennar	Ch		DTMU	110	0	14	46	0	0	77	8	0.93	0.80			
Autumn Field at The Preserve	Lennar	Ch		SFD	82	0	5	11	0	0	77	3	1.04	0.30			
Camden II at Park Place	Lennar	On	Update	DTMU	88	3	12	49	1	0	73	5	1.15	0.50			
Eagle Rock at Grand Park	Lennar	On		SFD	134	0	16	16	1	0	73	7	0.97	0.70			
Montarra	Lennar	CH		DTMU	102	0	1	57	0	0	96	0	0.49	0.00			
Montarra II at Vila Borba	Lennar	CH		DTMU	100	0	3	57	1	0	77	4	0.77	0.40			
Olive Grove at The Preserve	Lennar	Ch		SFD	114	3	4	31	2	0	58	6	0.79	0.60			
Pacific Crest at Grand Park	Lennar	On		SFD	90	0	1	9	0	0	89	2	1.18	0.20			
Sierra Peak at Grand Park	Lennar	On		SFD	104	0	12	36	1	0	83	6	1.20	0.60			
Aurora at Park Place	Pulte	On		DTMU	47	3	4	44	1	0	5	5	1.46	1.46			
Heirloom at The Preserve	Richmond American	Ch		SFD	104	5	9	17	1	0	95	7	1.12	0.70			
Meadowood at Park Place	Taylor Morrison	On		DTMU	102	3	5	40	2	0	56	16	1.21	1.60			
Seville at Park Place	The New Home Co	On		DTMU	75	0	6	21	0	0	30	2	0.62	0.20			
St. James @ Park Place	TRI Pointe	On		DTMU	207	0	15	13	0	0	167	7	0.74	0.70			
Centerhouse	Trumark	On		ATT	114	0	15	41	0	0	66	3	1.42	0.30			
Laurel Lane	William Lyon	Ch		DTMU	70	0	3	0	0	0	67	1	0.75	0.10			
Stonewater at Park Place	Woodside	On		DTMU	79	0	2	57	1	0	43	10	0.93	1.00			
Sunrise at the Harvest	Woodside	Ch		DTMU	56	0	7	39	2	0	40	6	0.63	0.60			
TOTALS: No. Reporting:	34	Avg. Sales:	0.88		Traffic to Sales:	39 : 1		256	1202	31	1	1947	224	Net:	30		

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

Inland Empire	Projects							Participating : 209			In Area : 213		
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
GRAND TOTALS: No. Reporting:	209	Avg. Sales:	0.76	Traffic to Sales:	35 : 1	1,468	6892	197	38	10,970	1,330	Net:	159

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

THE RYNES REPORT

The Ryness Company Marketing Research Department

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For Week 10, Ending **March 10, 2019**

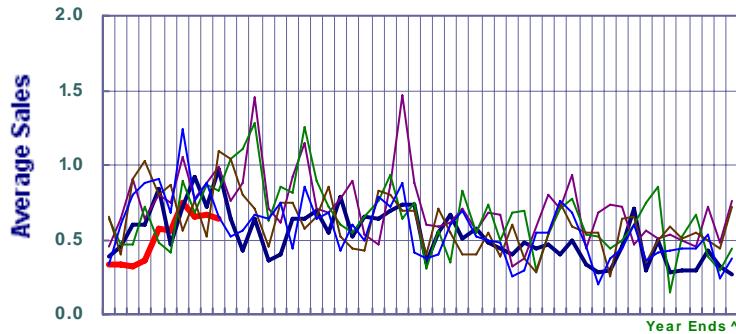
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg. Avg.	Diff.	Avg.	Diff.	
Central San Diego	2	42	1	0	1	0.50	0.25	100%	0.35	44%	
East San Diego	6	172	7	0	7	1.17	0.78	49%	0.63	87%	
No. Coastal San Diego	30	780	16	3	13	0.43	0.45	-5%	0.43	1%	
No. Inland San Diego	34	792	25	3	22	0.65	0.56	15%	0.49	33%	
South Bay San Diego	29	871	28	7	21	0.72	0.49	47%	0.39	84%	
Current Week Totals	Traffic : Sales 35 : 1	101	2,657	77	13	64	0.63	0.52	22%	0.45	41%
Per Project Average			26	0.76	0.13	0.63					
Year Ago - 03/11/2018	Traffic : Sales 29 : 1	69	2,031	69	2	67	0.97	0.68	43%	0.63	55%
% Change		46%	31%	12%	550%	-4%	-35%	-24%		-28%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 10 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	34	40	0.90	0.15	0.75	0.57
■	2015	33	54	0.79	0.07	0.72	0.60
■	2016	49	48	0.70	0.09	0.60	0.65
■	2017	48	44	0.95	0.13	0.82	0.71
■	2018	70	36	0.79	0.12	0.67	0.52
■	2019	101	26	0.61	0.10	0.52	0.52
% Change :		44%	-28%	-22%	-21%	-23%	0%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.31%	4.31%
FHA	3.87%	3.87%
10 Yr Yield	2.64%	



Market Commentary

We suspect the pause in rate hikes came just in time to deliver a much needed reprieve to the housing market. The plunge in the NAHB homebuilders' survey accurately predicted the string of four consecutive monthly declines in housing starts, including the 14% drop in December. Yet optimism rebounded on the Fed's shift and the 50bps decline in mortgage rates, and the hard data followed with starts bouncing back 18.6% in January. Permits have risen four out of the past five months and are now running 15% ahead of starts, indicating further relief is likely ahead for housing as we enter the spring buying season with rates lower, price appreciation cooling and builder sentiment improving. The U.S. trade deficit widened in December to \$59.8 billion, a ten-year high, as exports fell 1.9% and imports rose 2.1%. Exports to China in particular have fallen in seven consecutive months amidst retaliatory tariffs and a slowdown in the world's second largest economy. It is expected that revised Q4 GDP data will reflect a drag of 0.3 percentage points from net exports. While the cloud of trade uncertainty will likely persist for the foreseeable future, financial conditions-one of the other major crosscurrents identified by the Fed as a reason to pause on rate hikes-have eased markedly to start the year. It was learned this week that household aggregate wealth fell 3.7% in the fourth quarter, with the drop owed entirely to the sharp decline in equity markets. Year to date, equity markets have retraced most of their decline, with the S&P 500 up nearly 10% as investors attempt to price in the Fed's dovish shift. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

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Development Name	Developer	City Code	Notes	Type									
Central San Diego					Projects			Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Elevate	Colrich	SDD		ATMU	62	0	16	32	0	0	17	0	0.30
Park at Bankers Hill	Zephyr	SDD		ATMU	60	1	2	10	1	0	41	5	0.41
TOTALS: No. Reporting:	2	Avg. Sales: 0.50	Traffic to Sales: 42 : 1		18			42	1	0	58	5	Net: 1

City Codes: SDD = San Diego

East San Diego					Projects			Participating : 6			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Main Ranch	California West Comm EC	SFD		DTMU	139	0	12	84	4	0	49	15	1.10
Lakeshore	KB Home	SDE		DTMU	49	0	3	6	0	0	41	3	0.69
Lake Ridge at Weston	Pardee	Ste		DTMU	129	7	11	23	1	0	55	5	0.84
Sandstone at Weston	Pardee	Ste		DTMU	81	0	13	20	1	0	62	6	0.95
Prism at Weston	TRI Pointe	Ste		DTMU	142	0	14	25	0	0	49	10	0.75
Talus at Weston	TRI Pointe	Ste		DTMU	63	1	13	14	1	0	46	8	0.70
TOTALS: No. Reporting:	6	Avg. Sales: 1.17	Traffic to Sales: 25 : 1		66			172	7	0	302	47	Net: 7

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

No. Coastal San Diego					Projects			Participating : 30			In Area : 30		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Francia at Mission Lane	Beazer	Oc		DTMU	59	0	6	3	2	0	50	11	0.59
Palomar at Mission Lane	Beazer	Oc		ATT	86	0	14	9	0	0	7	3	0.31
Pepper Tree at Mission Lane	Beazer	Oc		DTMU	83	0	11	7	0	0	50	5	0.59
Rancho at Mission Lane	Beazer	Oc		ATMU	50	0	1	0	0	0	49	2	0.78
Vela at Mission Lane	Beazer	Oc		ATT	63	0	9	10	0	0	7	2	0.31
Encinitas Enclave	California West Comm En			DTMU	19	0	4	37	0	0	15	1	0.22
Tides	City Ventures	Oc		ATT	58	4	8	75	1	0	12	6	0.37
Acacia at The Preserve	Cornerstone	Cb		ATMU	48	5	6	54	1	0	12	6	0.27
Agave at The Preserve	Cornerstone	Cb		ATMU	88	0	13	56	2	0	70	8	0.42
Altura at Pacific Ridge	Cornerstone	Oc		DTMU	72	0	4	42	0	0	13	5	0.34
Blue Sage at The Preserve	Cornerstone	Cb		ATMU	102	0	8	54	0	0	18	4	0.41
Brisas at Pacific Ridge	Cornerstone	Oc		ATMU	117	0	14	21	0	0	40	1	0.36
Cypress at The Preserve	Cornerstone	Cb		DTMU	56	0	11	63	0	0	8	2	0.18
Lucero at Pacific Ridge	Cornerstone	Oc		ATMU	130	0	11	17	0	0	34	5	0.35
Artesian Estates at Del Sur	Lennar	SDC		DTMU	39	0	1	8	0	0	38	0	0.46
Castello at Heritage Bluffs	Lennar	SDC		DTMU	37	0	1	6	0	0	36	1	0.21
Collection at St. Cloud	Lennar	Oc		ATMU	80	0	10	4	0	0	0	0	0.00
Corzano at Heritage Bluffs	Lennar	SDC		DTMU	26	0	1	5	0	0	25	1	0.14
Toscana at Heritage Bluffs	Lennar	SDC		DTMU	27	0	2	18	0	0	25	0	0.14
Mackinnon	New Pointe	CBTS		DTMU	8	0	5	15	0	0	0	0	0.00
Carmel at Pacific Highlands Ranch	Pardee	SDC		DTMU	105	7	13	30	1	0	26	8	1.34
Sendero at Pacific Highland Ranch	Pardee	SDC		DTMU	112	11	14	43	2	0	45	21	2.32
Terraza at Pacific Highland Ranch	Pardee	SDC		DTMU	81	6	11	47	3	0	26	7	1.34
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC		DTMU	79	0	9	18	0	0	19	8	0.98
Vista Santa Fe at Pacific Highlands Ranch	Pardee	SDC		DTMU	44	10	14	52	1	0	4	4	0.35
Alcove	Shea	En		DTMU	13	0	4	29	0	0	6	5	0.31
Kensington at The Square	Shea	Cb		ATT	125	0	8	20	2	3	39	10	1.33
One Oak	Shea	En		DTMU	28	0	15	20	1	0	4	1	0.06
Vista Del Mar	Van Daele	Oc		ATMU	38	0	6	9	0	0	32	-1	0.50
Hideaway at St. Cloud	William Lyon	Oc		ATMU	122	0	15	8	0	0	21	4	0.61

(No. Coastal San Diego) Continued ...

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Development Name	Developer	City Code	Notes	Type									
No. Coastal San Diego					Projects		Participating : 30			In Area : 30			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
TOTALS: No. Reporting:	30	Avg. Sales:	0.43	Traffic to Sales:	49 : 1	249	780	16	3	731	130	Net:	13

City Codes: Cb = Carlsbad, CBTS = Cardiff By The Sea, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego					Projects		Participating : 34			In Area : 34			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Estancia Bernardo	Ambient	Es	DTMU		13	0	3	5	0	0	10	-1	0.16
Rancho Palomar	Ambient	Es	DTMU		22	0	9	11	0	0	8	4	0.18
Aurora Heights	Beazer	Fb	DTMU		124	0	13	57	0	0	0	0	0.00
Candela at Rancho Tesoro	Brookfield	SM	DTMU		56	0	1	19	1	0	52	8	0.56
Terracina at Rancho Tesoro	Brookfield	SM	DTMU		117	0	10	20	2	0	74	11	0.80
Vientos at Rancho Tesoro	Brookfield	SM	DTMU		102	6	17	19	1	1	53	3	0.57
SL Rey	California West Comm	Bo	DTMU		93	0	11	27	0	0	24	2	0.46
Westerly at Rancho Tesoro	California West Comm	SM	DTMU		71	0	3	25	1	0	68	6	0.74
The Estates at San Elijo Hills	Davidson	SM	DTMU		58	0	6	40	0	0	52	2	0.40
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU		64	0	8	6	0	0	34	4	0.44
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		124	0	3	5	1	0	88	9	1.15
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		106	0	5	6	2	0	95	8	1.24
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD		136	0	4	13	2	0	74	7	0.97
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU		51	0	13	5	0	1	17	3	0.34
Solara at Skyline	DR Horton	Vi	ATMU		80	0	14	7	1	0	3	2	0.18
Verano at Skyline	DR Horton	Vi	ATMU		109	3	4	13	2	0	16	10	0.92
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU		75	0	11	9	1	0	60	4	0.79
Thornbush	HQT	SM	SFD		14	0	11	19	0	0	3	2	0.13
Lexington	KB Home	Es	DTMU		43	0	10	19	1	0	32	8	0.24
Sierra	KB Home	Vi	ATMU		60	0	10	14	1	0	8	8	0.52
Andalucia at Harmony Grove	Lennar	Es	DTMU		129	0	15	15	0	0	85	4	0.43
Avante	Lennar	SDN	ATMU		119	0	21	37	0	0	19	2	0.52
Avila	Lennar	Vi	ATT		47	0	14	19	0	0	14	5	0.62
Cavalli at Harmony Grove Village	Lennar	Es	DTMU		64	0	12	21	1	0	21	9	0.65
Del Sur Skye	Lennar	SDN	ATMU		94	0	12	45	1	0	38	10	1.17
Seabreeze at Harmony Grove	Lennar	Es	DTMU		109	0	4	6	0	0	105	4	0.53
Sterling Heights at The Lakes	Lennar	SDN	DTMU		110	4	13	109	3	0	18	11	1.10
Sur 33 at Del Sur	Lennar	SDN	DTMU		96	0	7	32	0	0	89	10	0.86
Whittingham at Harmony Grove Village	Lennar	Es	DTMU		120	2	13	34	3	1	49	7	0.76
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU		116	0	9	16	0	0	23	4	0.46
Estates at Canyon Grove	Shea	Es	DTMU		82	0	5	37	0	0	72	4	0.59
Heritage Collection at Canyon Grove	Shea	Es	DTMU		97	0	3	37	0	0	88	5	0.72
Promontory at Civita	The New Home Co	SDN	ATMU		133	0	6	37	0	0	51	6	0.74
Citron Stella Park	William Lyon	Es	ATT		63	0	2	8	1	0	43	11	1.21
TOTALS: No. Reporting:	34	Avg. Sales:	0.65	Traffic to Sales:	32 : 1	302	792	25	3	1486	192	Net:	22

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

South San Diego					Projects		Participating : 3			In Area : 3			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU		100	0	6	28	0	0	74	6	0.35
Tesoro Vista del Sur	Cornerstone	SDS	ATMU		134	0	6	30	1	0	47	7	0.62
Signature	Heritage	CHV	SFD		79	0	9	40	0	0	36	-1	0.40
													-0.10

(South San Diego) Continued ...

THE RYNES REPORT

Week Ending
Sunday, March 10, 2019

San Diego-Imperial

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Development Name	Developer	City Code	Notes	Type											
South San Diego					Projects		Participating : 3			In Area : 3					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
TOTALS: No. Reporting:	3	Avg. Sales:	0.33	Traffic to Sales:	98 : 1			21	98	1	0	157	12	Net:	1

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

South Bay San Diego				Projects		Participating : 26			In Area : 26						
				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		
Flora at Escaya	Brookfield	CHV	ATST	107	0	19	24	2	3	48	1	0.53	0.10		
Haciendas at Escaya	Brookfield	CHV	DTMU	76	0	15	18	1	1	46	6	0.50	0.60		
Prado at Escaya	Brookfield	CHV	SFD	130	0	14	30	1	0	56	7	0.61	0.70		
Aventine at Otay Ranch	Cornerstone	CHV	SFD	100	0	5	40	2	0	31	6	0.40	0.60		
Cambria at Otay Ranch	Cornerstone	CHV	DTMU	60	0	7	36	0	0	15	4	0.43	0.40		
Monterra at Otay Ranch	Cornerstone	CHV	ATMU	36	0	5	40	0	0	1	0	0.06	0.00		
Lovina	Heritage	CHV	SFD	78	0	8	29	0	0	70	4	0.69	0.40		
Suwerte	Heritage	CHV	ATT	212	0	7	63	0	0	5	-1	0.20	-0.10		
Skylar at Millenia	KB Home	CHV	DTMU	79	9	16	13	1	1	42	2	0.65	0.20		
Castellena at Escaya	Lennar	CHV	DTMU	77	3	23	23	0	0	51	2	0.56	0.20		
Indigo at Escaya	Lennar	CHV	DTMU	111	0	15	25	0	0	66	9	0.72	0.90		
Millenia Boulevard	Lennar	CHV	ATMU	78	6	14	30	2	1	53	12	1.59	1.20		
Valencia at Escaya	Lennar	CHV	DTMU	118	0	14	30	1	0	56	6	0.61	0.60		
Meridian Communities EVO/TRIO/METR Meridian Group	CHV	Update	ATMU	217	24	20	34	4	0	181	15	1.35	1.50		
Cantamar	Pacific Coast	CHV	DTMU	111	0	8	55	0	0	31	1	0.47	0.10		
Monte Villa	Pacific Coast	CHV	DTMU	72	0	10	33	1	0	40	1	0.46	0.10		
Parc Place	Pacific Coast	CHV	ATT	162	0	7	25	0	0	74	3	0.72	0.30		
Tosara II	Pacific Coast	CHV	ATMU	79	0	12	21	1	0	35	4	0.29	0.40		
Moderna at Playa Del Sol	Pardee	SDS	ATMU	44	10	13	23	3	0	19	9	0.49	0.90		
Veraz at Playa Del Sol	Pardee	SDS	ATMU	111	0	5	10	2	0	15	5	0.39	0.50		
Element at Millenia	Shea	CHV	SFD	70	0	S/O	29	1	0	70	3	0.59	0.30		
Seville at Escaya	Shea	CHV	DTMU	135	3	6	26	2	0	57	5	0.63	0.50		
Sierra at Escaya	Shea	CHV	SFD	122	0	4	35	2	0	67	9	0.74	0.90		
Strata at Escaya	Shea	CHV	ATMU	72	0	7	20	1	0	53	4	0.89	0.40		
Vista Del Cielo	Shea	CHV	DTMU	52	0	3	32	0	0	38	3	0.42	0.30		
Z at Millenia	Shea	CHV	ATMU	106	0	4	29	0	1	64	1	0.54	0.10		
TOTALS: No. Reporting:	26	Avg. Sales:	0.77	Traffic to Sales:	29 : 1			261	773	27	7	1284	121	Net:	20

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

San Diego-Imperial				Projects		Participating : 101			In Area : 101					
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting:	101	Avg. Sales:	0.63	Traffic to Sales:	35 : 1		917	2657	77	13	4,018	507	Net:	64

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