

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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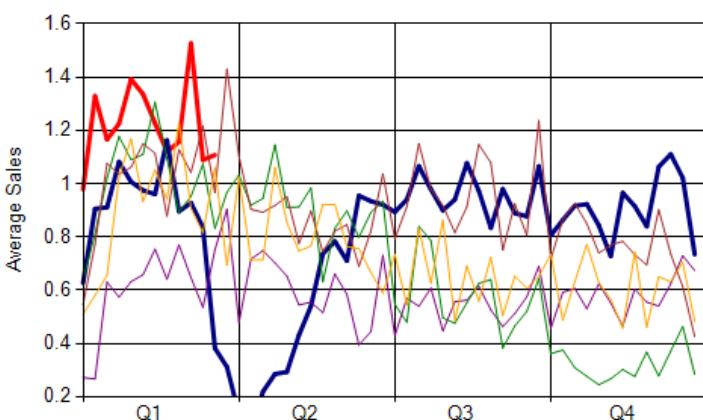


**Ending: Sunday, March 28, 2021**

## Bay Area Week 12

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
Alameda	25	657	25	4	21	0.84	1.19	-29%	1.07	-21%
Contra Costa	30	474	44	0	44	1.47	1.32	11%	1.22	20%
Sonoma, Napa	7	49	4	0	4	0.57	0.95	-40%	0.93	-39%
San Francisco, Marin	2	26	2	0	2	1.00	0.84	19%	0.75	33%
San Mateo	5	35	6	0	6	1.20	0.59	103%	0.54	122%
Santa Clara	18	279	21	0	21	1.17	1.51	-23%	1.37	-15%
Monterey, Santa Cruz, San Benito	7	109	6	2	4	0.57	0.94	-39%	0.90	-37%
Solano	18	374	23	1	22	1.22	1.28	-4%	1.24	-1%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>15:1</b>	<b>112</b>	<b>2003</b>	<b>131</b>	<b>7</b>	<b>124</b>	<b>1.11</b>	<b>1.22</b>	<b>-9%</b>
Per Project Average			18	1.17	0.06	1.11				
<b>Year Ago - 03/29/2020</b>	<b>Traffic : Sales</b>	<b>5:1</b>	<b>151</b>	<b>387</b>	<b>79</b>	<b>32</b>	<b>47</b>	<b>0.31</b>	<b>0.85</b>	<b>-63%</b>
% Change			-26%	418%	66%	-78%	164%	256%	44%	29%

### 52 Weeks Comparison



### Year to Date Averages Through Week 12

### 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	127	31	0.99	0.10	0.89	0.73
■	2017	143	30	1.11	0.11	1.00	0.90
■	2018	132	36	1.08	0.08	1.00	0.70
■	2019	147	19	0.69	0.09	0.60	0.58
■	2020	154	18	0.97	0.08	0.89	0.80
■	2021	122	17	1.29	0.07	1.22	1.22
% Change:		-21%	-6%	33%	-13%	37%	52%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary			
CONV	RATE <b>2.97%</b>	APR <b>3.14%</b>				
FHA	<b>2.25%</b>	<b>2.91%</b>				
10 Yr Yield	<b>1.69%</b>					
			Both existing and new home sales fell more than expected during February, with existing sales falling 6.6% and new home sales tumbling 18.2%. While the declines were larger than expected, the data were widely expected to decline in February, following the surge in sales and home prices seen during the second half of last year. Advance data on home sales, most notably pending home sales and mortgage purchase applications, have been trending lower for some time and actual sales were bound to catchup at some point. The moderation in home sales occurred before mortgage rates moved higher, which has raised some concerns about the key spring selling season. On our housing outlook call this week, we noted that the beneficial impacts of stronger economic growth, particularly the roughly 6.8 million jobs we expect to be added back this year, will more than offset the impact from modestly higher mortgage rates. Home sales have been disproportionately skewed toward the upper end of the market. Employment among higher-income workers did not fall as hard during the pandemic and recovered much faster. This year will see economic growth broaden and strengthen, which should bring out more home buyers and sellers. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary			

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17							In Area : 24			
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bungalows at Bridgeway	Lennar	NK		DTMJ	38	0	6	66	0	0	21	13	0.80	1.08	
Cottages at Bridgeway	Lennar	NK		DTMJ	56	0	5	66	1	0	27	12	1.03	1.00	
Courts at Bridgeway	Lennar	NK		ATMJ	71	4	8	66	2	0	6	6	1.17	1.17	
Fuse at Innovation	Lennar	FR		ATMJ	289	0	7	7	1	0	104	9	0.69	0.75	
Revo at Innovation	Lennar	FR		ATMJ	251	0	5	7	2	0	114	20	0.75	1.67	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	7	66	1	0	16	13	0.89	1.08	
Villas at Bridgeway	Lennar	NK		DTMJ	136	4	9	66	1	1	27	14	1.03	1.17	
Mission Crossing	Meritage	HY		ATMJ	140	0	7	1	0	0	96	0	0.74	0.00	
Landing at Bay 37	Pulte	AL		ATMJ	96	0	5	20	1	0	8	8	0.79	0.79	
Theory at Innovation	Shea	FR		ATMJ	132	4	8	16	4	0	98	34	0.58	2.83	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	5	13	0	0	102	23	1.01	1.92	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	8	0	0	81	9	0.80	0.75	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	4	5	7	2	1	21	10	0.48	0.83	
Compass Bay- Dover	Trumark	NK		DTMJ	138	3	3	32	0	0	35	18	1.16	1.50	
Compass Bay- Newport	Trumark	NK		ATMJ	86	4	4	32	0	0	28	16	0.93	1.33	
Orest at Alameda	Trumark	AL		ATMJ	60	0	2	24	1	0	22	18	1.22	1.50	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	4	24	0	0	59	19	1.05	1.58	
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.82</b>			<b>Traffic to Sales: 33 : 1</b>				<b>90</b>	<b>521</b>	<b>16</b>	<b>2</b>	<b>865</b>	<b>242</b>	<b>Net: 14</b>

Qty Codes: NK = Newark, FR = Fremont, HY = Hayward, AL = Alameda, OK = Oakland

Amador Valley					Projects Participating: 8							In Area : 9			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Broadway at Boulevard	Brookfield TSO	DB		DTMJ	110	0	TSO	26	0	0	18	18	1.62	1.50	
Hyde Park at Boulevard	Brookfield TSO	DB		ATMJ	102	0	TSO	11	0	0	60	15	1.09	1.25	
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	0	1	29	2	0	67	17	0.71	1.42	
Auburn Grove	Lennar	LV		ATST	100	0	8	6	1	1	86	13	0.88	1.08	
Downing at Boulevard	Lennar	DB		ATST	96	1	1	22	2	0	56	12	0.64	1.00	
Skyline at Boulevard	Lennar	DB		ATMJ	114	1	1	24	2	0	59	14	0.81	1.17	
Sycamore	Ponderosa	PL		DTMJ	36	5	5	9	0	0	27	0	0.25	0.00	
Uptown	Taylor Morrison	LV		ATMJ	44	0	1	9	2	1	21	15	1.15	1.25	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.88</b>			<b>Traffic to Sales: 15 : 1</b>				<b>17</b>	<b>136</b>	<b>9</b>	<b>2</b>	<b>394</b>	<b>104</b>	<b>Net: 7</b>

Qty Codes: DB = Dublin, LV = Livermore, PL = Pleasanton

Diablo Valley					Projects Participating: 5							In Area : 5			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Woodbury Highlands	Davidson	LF		ATMJ	99	0	19	3	0	0	2	0	0.07	0.00	
Mbraga Town Center	KB Home	MG		ATMJ	36	0	1	6	0	0	35	17	0.43	1.42	
Relevae at Wilder	Landsea	OR	Rsv's	DTMJ	34	0	1	2	2	0	26	13	1.17	1.08	
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	7	1	0	3	2	0.12	0.17	
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	9	0	0	53	3	0.20	0.25	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 9 : 1</b>				<b>21</b>	<b>27</b>	<b>3</b>	<b>0</b>	<b>119</b>	<b>35</b>	<b>Net: 3</b>

Qty Codes: LF = Lafayette, MG = Mbraga, OR = Orinda, PH = Pleasant Hill

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 3								In Area : 5		
San Ramon Valley					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Highlands at The Preserve	Lennar	SR		DTMJ	121	0	5	26	1	0	101	10	0.69	0.83	
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	7	26	1	0	37	14	0.97	1.17	
Ridgeview at the Preserve	Lennar	SR		ATMJ	52	0	3	26	2	0	32	13	0.86	1.08	
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 1.33</b>		<b>Traffic to Sales: 20 : 1</b>				<b>15</b>	<b>78</b>	<b>4</b>	<b>0</b>	<b>170</b>	<b>37</b>	<b>Net: 4</b>
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 4								In Area : 4		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC		ATMJ	29	4	9	5	0	0	19	8	0.20	0.67	
Waterline Point Richmond	Shea	RM		ATMJ	60	0	3	3	0	0	57	10	0.35	0.83	
Places at NOMA	Taylor Morrison	RM		DTST	95	1	1	2	0	0	88	8	0.68	0.67	
Rows at NOMA	Taylor Morrison <b>TSO</b>	RM		ATMJ	98	0	TSO	2	0	0	96	9	0.82	0.75	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>13</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>260</b>	<b>35</b>	<b>Net: 0</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 9								In Area : 12		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	6	52	1	0	49	21	1.57	1.75	
Cielo at Sand Creek- Vista	Century	AN		DTMJ	96	0	6	38	2	0	45	23	1.44	1.92	
Crest at Park Ridge	Davidson <b>TSO</b>	AN		DTMJ	300	0	TSO	25	2	0	184	13	1.00	1.08	
Hills at Park Ridge	Davidson	AN		DTMJ	225	0	2	6	1	0	33	23	1.49	1.92	
Landing at Wildflower Station	DeNova	AN		ATST	98	6	5	8	8	0	56	38	2.78	3.17	
Stella at Aviano	DeNova	AN		DTST	127	0	3	38	4	0	58	23	2.40	1.92	
Review at Mtnterra	K Hovnanian	AN		DTMJ	100	0	8	2	0	0	82	10	0.85	0.83	
Haven at Vista Del Mar	Taylor Morrison <b>TSO</b>	PT		DTST	60	0	TSO	8	1	0	16	16	1.30	1.33	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	2	5	0	0	31	14	1.47	1.17	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 2.11</b>		<b>Traffic to Sales: 10 : 1</b>				<b>32</b>	<b>182</b>	<b>19</b>	<b>0</b>	<b>554</b>	<b>181</b>	<b>Net: 19</b>
City Codes: AN = Antioch, PT = Pittsburg															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9								In Area : 14		
East Contra Costa					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	
Easton at Delaney Park	Brookfield	OY		DTST	80	4	5	24	0	0	68	15	0.96	1.25	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	13	24	1	0	61	11	0.86	0.92	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	3	7	21	3	0	154	30	1.44	2.50	
Ashbury	KB Home	OY		ATST	69	4	9	23	2	0	35	16	1.12	1.33	
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	5	16	0	0	92	15	1.19	1.25	
Alicante	Meritage	OY		DTMJ	133	4	6	25	4	0	30	25	1.86	2.08	
Vines, The	Meritage	OY		DTST	63	0	6	16	0	0	18	18	1.62	1.50	
Terrene	Pulte	BT		DTMJ	326	8	7	25	7	0	252	42	2.29	3.50	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	5	1	1	0	65	20	1.15	1.67	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 10 : 1</b>				<b>63</b>	<b>175</b>	<b>18</b>	<b>0</b>	<b>775</b>	<b>192</b>	<b>Net: 18</b>

City Codes: OY = Oakley, BT = Brentwood

Sonoma, Napa Counties					Projects Participating: 7								In Area : 16		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Live Oak at University	KB Home	RP		DTMJ	104	0	6	1	0	0	61	17	0.68	1.42	
Aspect	Lafferty	PET		DTMJ	18	1	2	1	0	0	9	1	0.10	0.08	
Blume	Lafferty	SR		DTMJ	67	8	10	2	0	0	57	7	0.41	0.58	
Juniper at University	Richmond American	RP		DTMJ	150	0	7	19	0	0	124	10	0.82	0.83	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	5	7	1	0	33	13	0.57	1.08	
Pear Tree	Taylor Morrison	NP		ATST	71	3	5	4	1	0	51	20	0.75	1.67	
Riverfront	TRI Pointe	PET		DTMJ	134	0	5	15	2	0	24	12	1.19	1.00	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.57</b>			<b>Traffic to Sales: 12 : 1</b>				<b>40</b>	<b>49</b>	<b>4</b>	<b>0</b>	<b>359</b>	<b>80</b>	<b>Net: 4</b>

City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa, IC = Cotati, NP = Napa

Marin County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Atherton Place	KB Home	NV		ATMJ	50	0	5	23	2	0	22	18	0.81	1.50	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 12 : 1</b>				<b>5</b>	<b>23</b>	<b>2</b>	<b>0</b>	<b>22</b>	<b>18</b>	<b>Net: 2</b>

City Codes: NV = Novato

San Francisco County					Projects Participating: 1								In Area : 20		
					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	
Lofton at Potola	TRI Pointe	SF		ATMJ	54	0	8	3	0	0	1	1	0.35	0.35	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>8</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>Net: 0</b>

City Codes: SF = San Francisco

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San Mateo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Skyline Ridge	DR Horton	SB		DTMJ	40	0	7	9	1	0	27	12	0.64	1.00	
Link 33	KB Home	RC		ATMJ	33	4	8	24	2	0	19	12	0.40	1.00	
Foster Square	Lennar	FC		AAAT	200	4	8	2	2	0	169	7	0.68	0.58	
One90 - Borelle	Pulte	SM		ATMJ	29	0	3	0	1	0	2	2	0.20	0.20	
One90 - Slate	Pulte	SM		DTMJ	57	0	3	0	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 5</b>									<b>29</b>	<b>35</b>	<b>6</b>	<b>0</b>	<b>217</b>	<b>33</b>	<b>Net: 6</b>
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM= San Mateo															

Santa Clara County					Projects Participating: 18								In Area : 21		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Asana	DeNova	SJ	Rsv's	DTMJ	250	6	6	34	0	0	191	20	1.53	1.67	
Prism	Dividend	SV		ATMJ	62	1	1	5	1	0	60	22	1.32	1.83	
Amalfi	DR Horton	MV		ATMU	58	0	5	24	1	0	21	18	1.04	1.50	
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	4	8	20	3	0	52	30	1.62	2.50	
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	4	7	27	3	0	132	31	1.07	2.58	
Naya	KB Home	SC		ATMJ	58	0	6	27	1	0	2	2	1.08	1.08	
Catalina	Landsea	SC	Rsv's	ATMU	93	0	3	16	0	0	79	26	0.91	2.17	
Estancia	Lennar	MV		ATMU	75	0	6	1	1	0	69	10	0.46	0.83	
Lexington at Avenue One	Lennar	SJ		ATMU	190	7	9	13	3	0	165	27	1.01	2.25	
UrbanOak Rows	Pulte	SJ		ATMU	97	0	4	10	1	0	89	16	0.82	1.33	
UrbanOak Vista	Pulte	SJ		ATMU	66	0	5	10	0	0	57	24	1.39	2.00	
Montecito Place	SummerHill	MV		ATMU	83	0	5	13	1	0	66	23	1.14	1.92	
Nuevo - E-Towns	SummerHill	SC		ATMU	114	0	4	17	0	0	89	12	0.77	1.00	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	11	20	2	0	104	21	0.90	1.75	
Nuevo E-States	SummerHill TSO	SC		DTMJ	41	1	TSO	8	1	0	32	8	0.40	0.67	
Portico	SummerHill	MV		ATMU	16	0	8	7	0	0	8	8	0.72	0.67	
Elev8tion- Towns	Taylor Morrison	SV		ATMU	96	0	4	6	2	0	67	20	0.97	1.67	
Harmony	Trumark	SV		DTMJ	58	0	5	21	1	0	34	20	1.03	1.67	
<b>TOTALS: No. Reporting: 18</b>									<b>97</b>	<b>279</b>	<b>21</b>	<b>0</b>	<b>1317</b>	<b>338</b>	<b>Net: 21</b>
City Codes: SJ = San Jose, SV = Sunnyvale, MV = Mountain View , SC = Santa Clara															

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7								In Area : 8		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bennett Ranch	K Hovnanian	HO		DTMJ	84	0	1	0	0	0	83	3	0.88	0.25	
Monte Bella II	KB Home	SL		DTST	85	0	6	16	1	2	79	20	1.53	1.67	
Roberts Ranch	KB Home	HO		DTMJ	192	6	9	35	5	0	22	22	3.58	3.58	
Carousel at Westfield	Kiper	HO		DTST	92	0	7	23	0	0	72	14	1.28	1.17	
Mayfair at Westfield	Kiper	HO		DTMJ	50	0	7	23	0	0	35	13	0.92	1.08	
Solorio	Meritage	HO		DTMJ	65	0	7	6	0	0	58	5	0.94	0.42	
Solorio - 27's	Meritage	HO		ATST	36	0	2	6	0	0	34	0	0.55	0.00	
<b>TOTALS: No. Reporting: 7</b>									<b>39</b>	<b>109</b>	<b>6</b>	<b>2</b>	<b>383</b>	<b>77</b>	<b>Net: 4</b>
City Codes: HO = Hollister, SL = Salinas															

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Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18							In Area : 21			
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ava at Villages	DR Horton	FF		DTST	87	0	5	35	1	0	67	23	2.47	1.92	
Savannah at Homestead	DR Horton	DX		DTST	85	4	8	25	2	0	40	25	1.66	2.08	
Copperleaf at Homestead	KB Home	DX		DTST	71	0	5	1	2	0	28	16	1.39	1.33	
Creston at One Lake	Lennar	FF		DTMJ	70	4	8	30	1	0	35	13	1.39	1.08	
Cambridge at Brighton Landing	Meritage	VC		DTMJ	67	0	6	7	1	0	61	5	0.98	0.42	
Homestead	Meritage	DX		DTMJ	99	0	4	8	0	0	6	6	1.91	1.91	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	0	2	3	1	0	48	17	0.97	1.42	
Mdway Grove at Homestead	Richmond American	DX		DTMJ	88	0	6	3	2	0	49	16	1.44	1.33	
Orchards at Valley Glen II	Richmond American	DX		DTMJ	132	0	4	1	0	0	128	13	1.05	1.08	
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	0	3	2	1	0	94	16	0.91	1.33	
Sutton at Parklane	Richmond American	DX	New	DTMJ	121	4	2	13	2	0	2	2	2.33	2.33	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	4	22	0	0	23	13	1.34	1.08	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	1	64	0	0	63	9	0.55	0.75	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	0	6	64	1	1	55	16	0.49	1.33	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	6	36	3	0	67	16	0.69	1.33	
Marigold at The Villages	TRI Pointe	FF	Rsv's	DTMJ	119	4	5	6	3	0	27	17	1.29	1.42	
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	0	6	14	1	0	26	14	1.26	1.17	
Splash at One Lake	TRI Pointe	FF		DTMJ	72	4	6	40	2	0	11	11	2.14	2.14	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 1.22</b>			<b>Traffic to Sales: 16 : 1</b>				<b>87</b>	<b>374</b>	<b>23</b>	<b>1</b>	<b>830</b>	<b>248</b>	<b>Net: 22</b>

City Codes: FF = Fairfield, DX = Dixon, VC = Vacaville

Bay Area			Projects Participating: 112					In Area : 168		
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 112</b>	<b>Avg. Sales: 1.11</b>	<b>Traffic to Sales: 15 : 1</b>	<b>556</b>	<b>2003</b>	<b>131</b>	<b>7</b>	<b>6266</b>	<b>1621</b>	<b>Net: 124</b>	

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

Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out



# The Ryness Company

Marketing Research Department

AFTER A TEMPORARY SUSPENSION, SANTA CLARA  
MLS DOM ARE NOW BEING CALCULATED

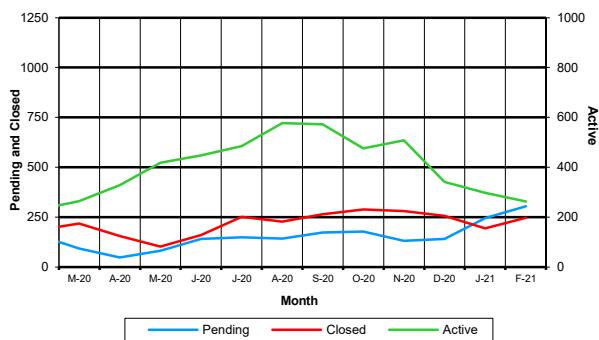
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jul-20	485	43	149	\$818,151
Aug-20	577	43	142	\$842,417
Sep-20	572	42	172	\$810,503
Oct-20	476	41	178	\$803,096
Nov-20	508	52	131	\$826,397
Dec-20	341	67	140	\$817,347
Jan-21	298	50	245	\$826,758
Feb-21	263	40	305	\$837,703



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

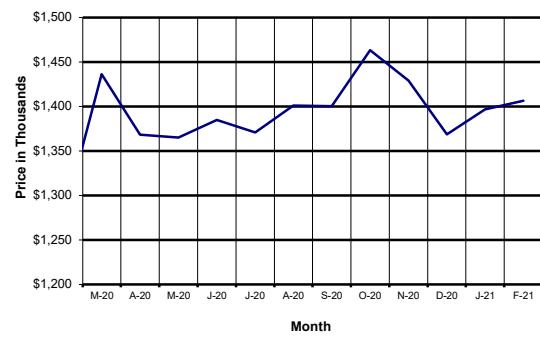


## San Jose Metro SFD Monthly MLS Survey

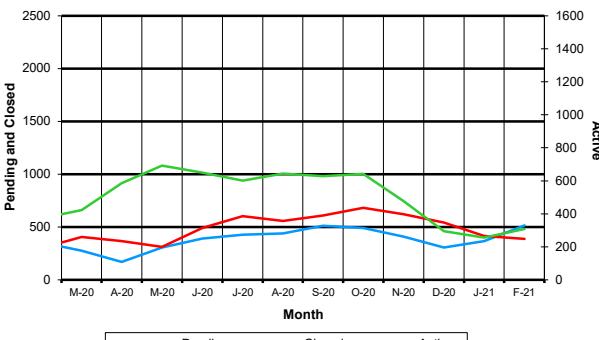
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jul-20	601	46	426	\$1,370,879
Aug-20	644	43	439	\$1,400,977
Sep-20	628	41	511	\$1,400,491
Oct-20	641	41	492	\$1,463,270
Nov-20	476	48	409	\$1,429,055
Dec-20	294	64	307	\$1,368,594
Jan-21	255	42	368	\$1,396,636
Feb-21	309	35	516	\$1,406,651

### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

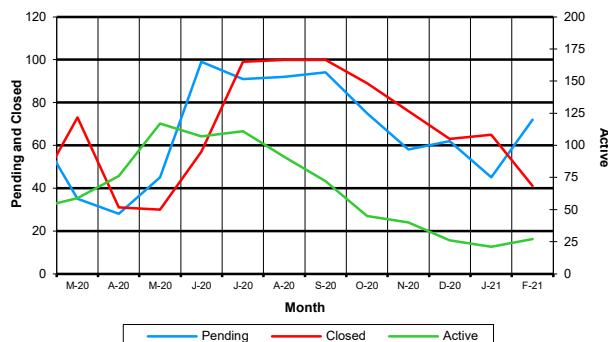
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

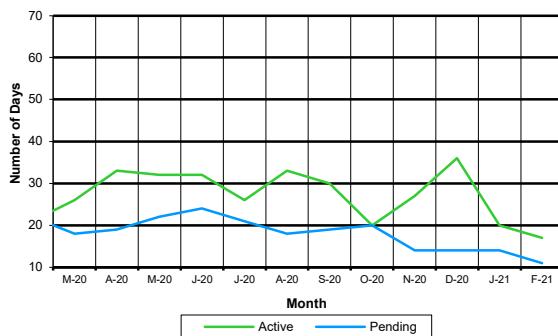
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	111	26	91	21	99	\$699,711
Aug-20	91	33	92	18	100	\$700,734
Sep-20	72	30	94	19	100	\$679,710
Oct-20	45	20	75	20	89	\$706,312
Nov-20	40	27	58	14	76	\$732,178
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

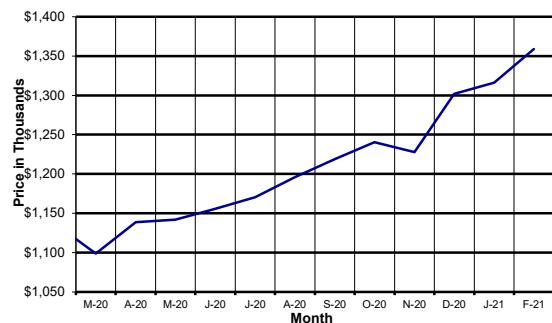


## Amador Valley SFD Monthly MLS Survey

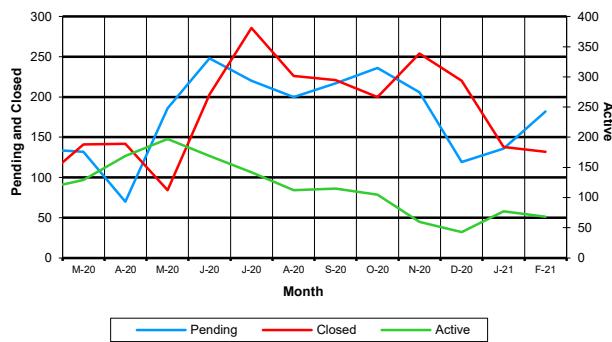
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	142	41	220	21	286	\$1,170,460
Aug-20	112	41	200	17	226	\$1,196,117
Sep-20	115	30	217	13	221	\$1,218,814
Oct-20	105	32	236	10	200	\$1,240,574
Nov-20	60	48	206	12	254	\$1,227,878
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974

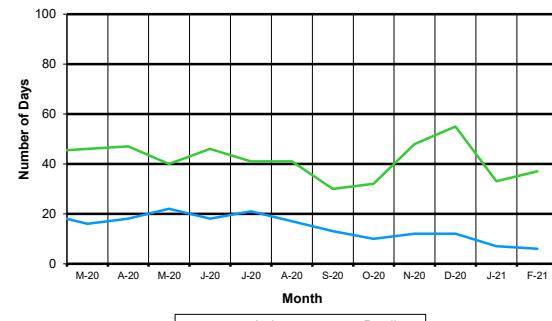
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



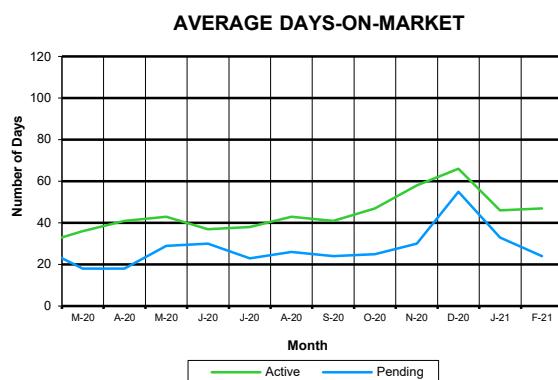


# The Ryness Company

Marketing Research Department

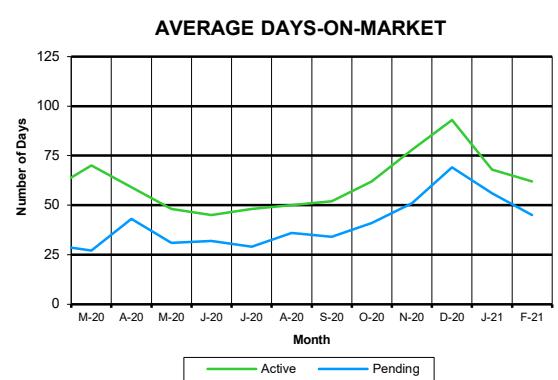
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	190	38	81	23	68	\$624,923
Aug-20	196	43	79	26	92	\$699,919
Sep-20	235	41	87	24	75	\$721,312
Oct-20	239	47	96	25	84	\$687,018
Nov-20	206	58	85	30	94	\$700,186
Dec-20	132	66	80	55	99	\$629,000
Jan-21	147	46	86	33	82	\$627,074
Feb-21	138	47	99	24	77	\$645,576



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	966	48	92	29	224	\$1,421,866
Aug-20	1,101	50	142	36	201	\$1,382,844
Sep-20	1,288	52	139	34	260	\$1,317,878
Oct-20	1,308	62	182	41	252	\$1,281,601
Nov-20	1,086	78	150	51	281	\$1,315,277
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482





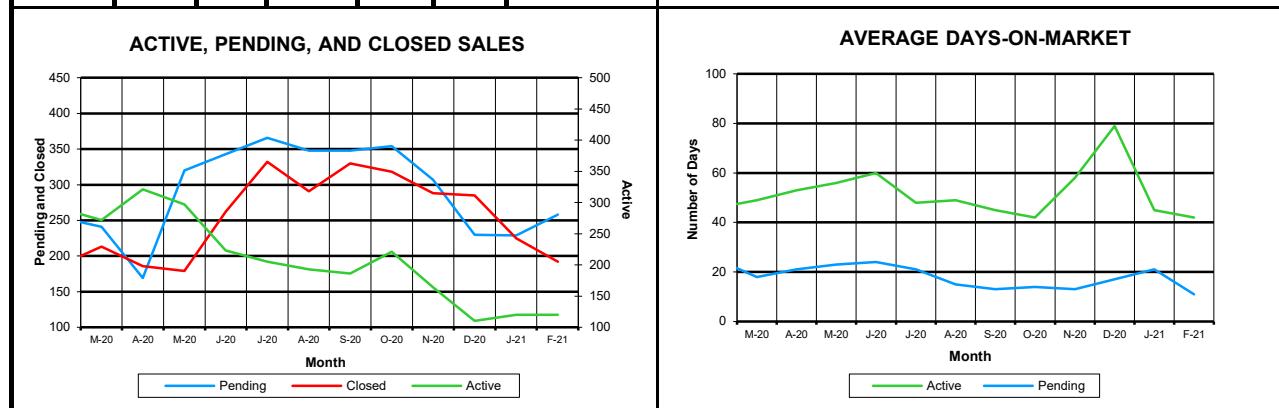
# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

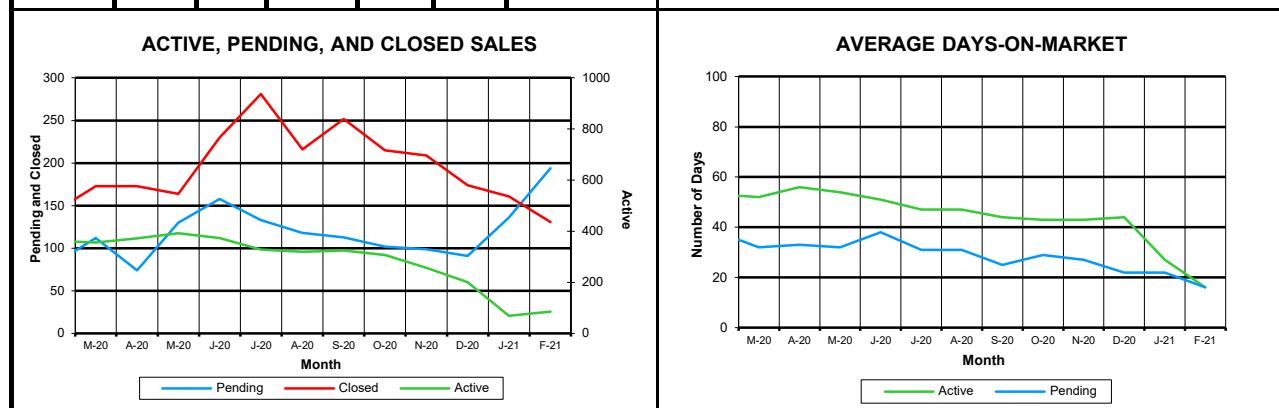
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jul-20	205	48	366	\$578,252
Aug-20	193	49	348	\$590,593
Sep-20	186	45	348	\$594,715
Oct-20	221	42	354	\$608,156
Nov-20	164	58	307	\$608,552
Dec-20	110	79	230	\$637,312
Jan-21	120	45	229	\$639,053
Feb-21	120	42	258	\$660,758



## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jul-20	328	47	133	\$547,595
Aug-20	320	47	118	\$566,562
Sep-20	325	44	113	\$550,392
Oct-20	307	43	102	\$540,991
Nov-20	257	43	99	\$548,873
Dec-20	201	44	91	\$561,831
Jan-21	69	27	136	\$598,708
Feb-21	85	16	194	\$584,418

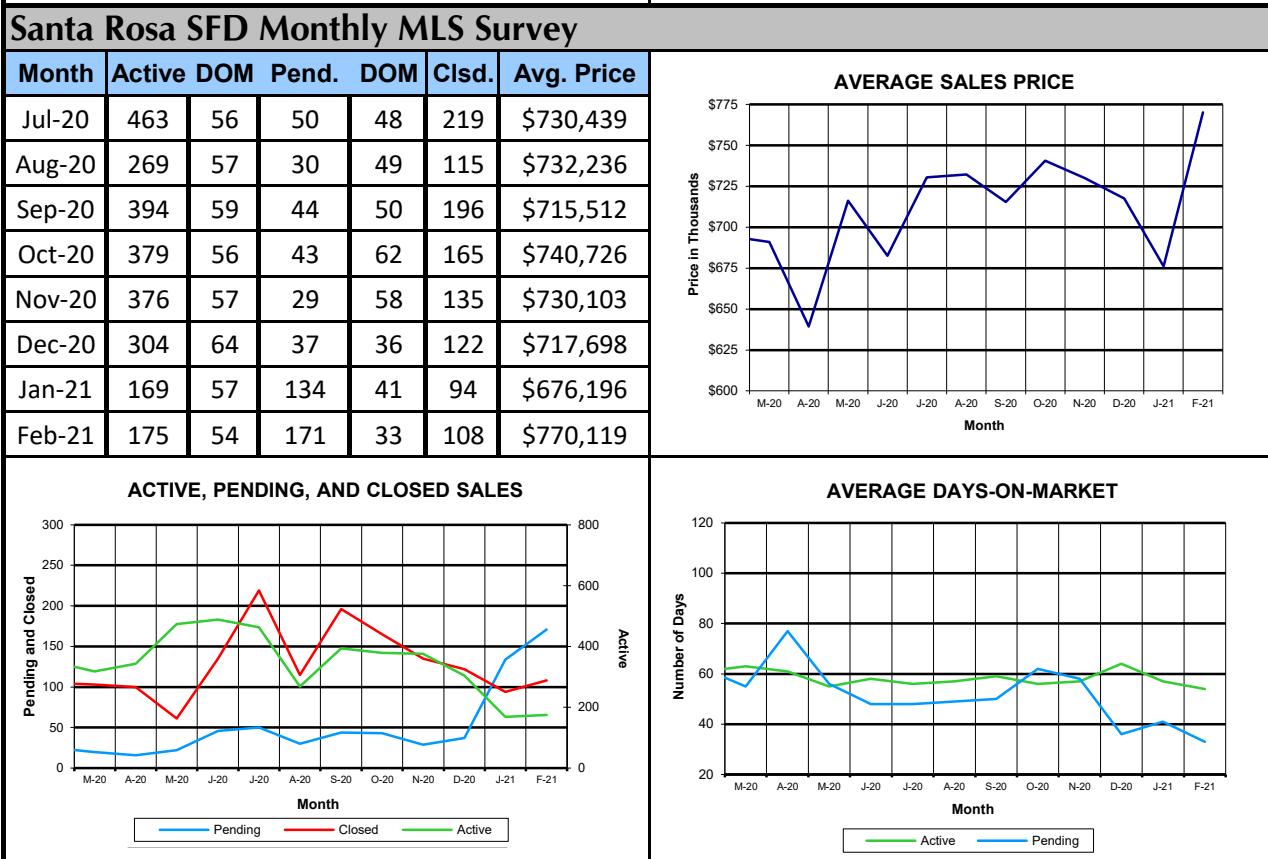
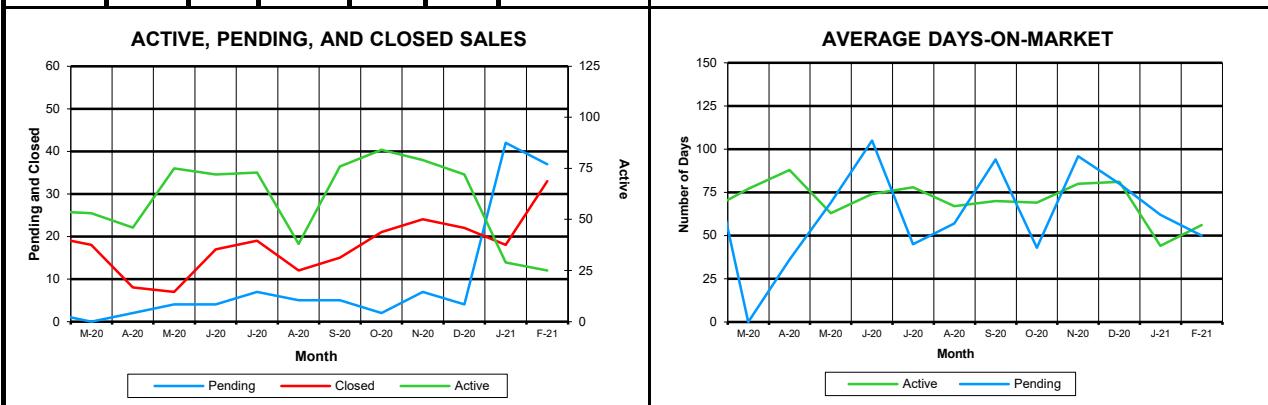


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jul-20	73	78	7	\$385,526
Aug-20	38	67	5	\$409,792
Sep-20	76	70	5	\$392,200
Oct-20	84	69	2	\$370,643
Nov-20	79	80	7	\$393,667
Dec-20	72	81	4	\$392,432
Jan-21	29	44	42	\$411,338
Feb-21	25	56	37	\$400,166



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

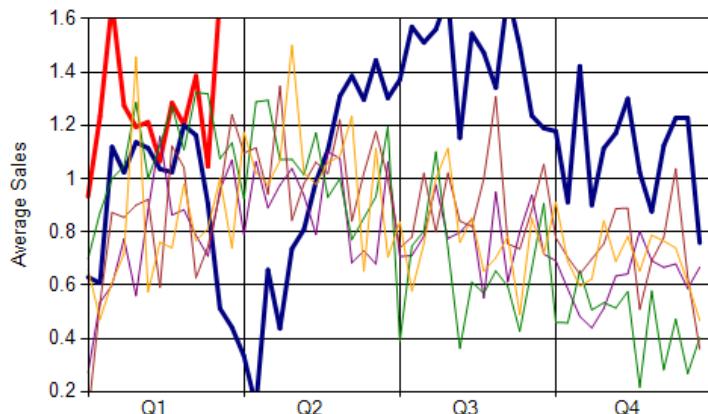
## Central Valley

Week 12

Ending: Sunday, March 28, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Tracy/Mountain House		22	749	46	1	45	2.05	1.21	69%	1.08	89%	
San Joaquin County		35	702	55	3	52	1.49	1.25	19%	1.17	27%	
Stanislaus County		4	64	9	2	7	1.75	1.00	75%	0.81	117%	
Merced County		22	295	44	2	42	1.91	1.70	13%	1.59	20%	
Madera County		8	35	10	1	9	1.13	1.08	4%	1.04	9%	
Fresno County		22	136	36	0	36	1.64	0.98	66%	0.88	86%	
<b>Current Week Totals</b>	Traffic : Sales	10 : 1	<b>113</b>	<b>1981</b>	<b>200</b>	<b>9</b>	<b>191</b>	<b>1.69</b>	<b>1.27</b>	<b>33%</b>	<b>1.17</b>	<b>45%</b>
Per Project Average				18	1.77	0.08	1.69					
<b>Year Ago - 03/29/2020</b>	Traffic : Sales	9 : 1	<b>68</b>	<b>355</b>	<b>38</b>	<b>8</b>	<b>30</b>	<b>0.44</b>	<b>0.93</b>	<b>-52%</b>	<b>0.94</b>	<b>-53%</b>
<b>% Change</b>			66%	458%	426%	13%	537%	283%	37%		24%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 12

### 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	50	30	0.89	0.12	0.77	0.81
■	2017	49	31	0.89	0.12	0.77	0.87
■	2018	64	28	1.24	0.14	1.10	0.80
■	2019	74	20	0.90	0.15	0.75	0.77
■	2020	84	28	1.13	0.17	0.96	1.11
■	2021	102	20	1.39	0.12	1.27	1.27
% Change:		21%	-30%	23%	-27%	32%	14%

\* 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>2.97%</b>			Both existing and new home sales fell more than expected during February, with existing sales falling 6.6% and new home sales tumbling 18.2%. While the declines were larger than expected, the data were widely expected to decline in February, following the surge in sales and home prices seen during the second half of last year. Advance data on home sales, most notably pending home sales and mortgage purchase applications, have been trending lower for some time and actual sales were bound to catchup at some point. The moderation in home sales occurred before mortgage rates moved higher, which has raised some concerns about the key spring selling season. On our housing outlook call this week, we noted that the beneficial impacts of stronger economic growth, particularly the roughly 6.8 million jobs we expect to be added back this year, will more than offset the impact from modestly higher mortgage rates. Home sales have been disproportionately skewed toward the upper end of the market. Employment among higher-income workers did not fall as hard during the pandemic and recovered much faster. This year will see economic growth broaden and strengthen, which should bring out more home buyers and sellers. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary
<b>FHA</b>			
<b>RATE</b>			
<b>2.25%</b>			
<b>APR</b>			
<b>2.91%</b>			
<b>10 Yr Yield</b>			
<b>1.69%</b>			

# The Ryness Report

Week Ending  
Sunday, March 28, 2021

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magnolia Park	Bright	TR		DTMJ	42	0	4	14	3	0	32	9	1.07	0.75	
Expression at College Park	Century	MH		DTMJ	72	0	2	25	0	1	70	6	0.85	0.50	
Heritage at College Park	Century	MH		DTMJ	96	0	6	25	1	0	74	11	0.89	0.92	
Legacy at College Park	Century	MH		DTMJ	133	0	16	46	4	0	31	21	1.54	1.75	
Portfolio at College Park	Century	MH		DTST	112	0	2	33	3	0	31	19	1.54	1.58	
Provenance at College Park	Century	MH		DTMJ	68	0	3	20	3	0	61	12	0.98	1.00	
Reflection at College Park	Century	MH		DTMJ	87	0	5	20	3	0	71	12	1.14	1.00	
Santosha	DeNova	TR		DTMJ	71	0	1	0	0	0	70	7	1.89	0.58	
Amber at Tracy Hills	Lennar TSO	TH		DTMJ	160	1	TSO	66	1	0	103	13	1.02	1.08	
Larimar at Tracy Hills	Lennar TSO	TH		DTMJ	133	0	TSO	66	1	0	88	12	0.87	1.00	
Opal at Tracy Hills	Lennar TSO	TH		DTMJ	103	2	TSO	66	2	0	93	15	0.92	1.25	
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	1	1	66	0	0	82	14	0.80	1.17	
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	1	TSO	40	1	0	65	14	0.84	1.17	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	3	19	0	0	134	17	1.24	1.42	
Elisagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	16	0	0	32	6	0.33	0.50	
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	63	0	0	12	12	4.20	4.20	
Briar Square at Mountain House	Shea	MH		DTMJ	173	7	9	63	7	0	113	24	1.85	2.00	
Elan at Tracy Hills	Shea TSO	TH		DTMJ	70	0	TSO	20	8	0	30	30	2.44	2.50	
Langston at Mountain House	Shea	MH		ATMU	131	5	10	47	3	0	114	12	1.86	1.00	
Sungold	Taylor Morrison	TR		DTMJ	62	3	1	7	2	0	59	13	1.40	1.08	
Berkshire at Ellis	Woodside	TR		DTMJ	95	4	8	13	3	0	49	13	1.22	1.08	
Zephyr at Ellis	Woodside	TR		DTMJ	76	4	8	14	1	0	51	15	1.27	1.25	
<b>TOTALS: No. Reporting: 22</b>			<b>Avg. Sales: 2.05</b>		<b>Traffic to Sales: 16 : 1</b>				<b>81</b>	<b>749</b>	<b>46</b>	<b>1</b>	<b>1465</b>	<b>307</b>	<b>Net: 45</b>

City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills

Stockton/Lodi					Projects Participating: 9								In Area : 9		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
The Cove at Westlake	Caresco	SK		DTMJ	46	0	1	36	0	0	32	13	1.00	1.08	
Palomino at Westlake	DR Horton	SK		DTMJ	116	6	7	4	4	0	8	8	2.80	2.80	
Aspire at River Terrace	K Hovnanian	SK		DTST	83	0	2	15	0	0	81	0	1.58	0.00	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	4	7	2	2	0	69	27	1.13	2.25	
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	127	0	3	11	0	0	124	11	2.03	0.92	
Montevello II	KB Home	SK		DTST	154	0	5	25	2	0	29	16	1.41	1.33	
Keys at Westlake	Lennar	SK		DTMJ	101	0	6	28	1	0	33	14	0.87	1.17	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	2	2	0	0	39	12	1.29	1.00	
Villa Point at Destinations	Richmond American	SK		DTMJ	122	0	3	0	0	0	119	6	0.76	0.50	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 14 : 1</b>				<b>36</b>	<b>123</b>	<b>9</b>	<b>0</b>	<b>534</b>	<b>107</b>	<b>Net: 9</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
Sunday, March 28, 2021

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 26								In Area : 26		
San Joaquin County				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Haven at River Island	Anthem United TSO	LP		DTMJ	128	1	TSO	24	2	0	111	17	1.12	1.42	
Turnleaf at the Collective	Anthem United TSO	MN		AASF	84	0	TSO	12	1	1	31	14	0.37	1.17	
Rosewood at Terra Ranch	Century TSO	MN		DTMJ	50	0	TSO	5	3	0	37	17	1.67	1.42	
Arlington	DR Horton	MN		DTMJ	148	0	5	18	0	0	139	10	1.35	0.83	
Bella Vita	DR Horton	LP		DTMJ	76	0	5	29	1	0	61	20	1.65	1.67	
Haven Villas at Sundance	KB Home	MN		DTMJ	152	4	7	18	3	0	139	14	1.53	1.17	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	4	8	5	2	0	16	16	1.75	1.75	
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	4	49	0	0	7	7	2.33	2.33	
Newport at River Islands	Kiper	LP		DTMJ	131	6	7	52	8	0	110	20	1.32	1.67	
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	9	39	2	2	93	2	0.36	0.17	
Horizon at River Islands	Lennar	LP		DTMJ	143	4	6	70	3	0	12	12	2.33	2.33	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	35	0	0	6	6	1.17	1.17	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	20	0	0	6	6	1.17	1.17	
Sundance	Meritage	MN		DTST	64	0	5	4	5	0	40	20	1.66	1.67	
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	6	0	0	0	68	18	1.17	1.50	
Harvest at Sundance	Pulte	MN		DTMJ	65	0	7	9	2	0	16	16	1.44	1.33	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	6	26	0	0	8	8	0.79	0.79	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	6	6	2	0	12	12	1.95	1.95	
Fox Chase at Woodward	Richmond American	MN		DTMJ	130	0	1	0	0	0	129	1	0.96	0.08	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	4	5	2	0	65	16	1.32	1.33	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	4	2	2	0	19	18	1.55	1.50	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	2	5	13	1	0	47	17	0.59	1.42	
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	0	4	27	3	0	70	20	1.70	1.67	
Origin at the Collective	Trumark	MN		DTMJ	59	0	5	16	0	0	33	14	0.42	1.17	
Hdeaway at River Islands	Van Daele TSO	LP		DTMJ	120	0	TSO	43	1	0	72	20	1.99	1.67	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	52	3	0	24	24	3.91	3.91	
<b>TOTALS: No. Reporting: 26</b>					<b>Avg. Sales: 1.65</b>			<b>Traffic to Sales: 13 : 1</b>	<b>113</b>	<b>579</b>	<b>46</b>	<b>3</b>	<b>1371</b>	<b>365</b>	<b>Net: 43</b>

City Codes: LP = Lathrop, MN = Manteca

Modesto				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	Avg. Sls /Week	Avg. Sls /YTD		
Villa D'Este	DR Horton	MO		DTST	32	7	3	15	5	1	4	4	2.15	2.15	
<b>TOTALS: No. Reporting: 1</b>					<b>Avg. Sales: 4.00</b>			<b>Traffic to Sales: 3 : 1</b>	<b>3</b>	<b>15</b>	<b>5</b>	<b>1</b>	<b>4</b>	<b>4</b>	<b>Net: 4</b>

City Codes: MO = Modesto

Stanislaus County				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	Avg. Sls /Week	Avg. Sls /YTD		
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	0	5	11	1	1	64	1	1.19	0.08	
Fieldstone	KB Home	HG		DTST	69	0	6	16	1	0	16	16	1.56	1.56	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	4	8	22	2	0	78	15	1.62	1.25	
<b>TOTALS: No. Reporting: 3</b>					<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 12 : 1</b>	<b>19</b>	<b>49</b>	<b>4</b>	<b>1</b>	<b>158</b>	<b>32</b>	<b>Net: 3</b>

City Codes: PR = Patterson, HG = Hughson

# The Ryness Report

Week Ending  
Sunday, March 28, 2021

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
Merced County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	2	17	3	0	78	14	0.79	1.17	
Solera II	Century	MD		DTMJ	113	0	4	8	1	0	37	26	1.76	2.17	
Bell Crossing	DR Horton	AT		DTST	151	0	14	19	4	0	108	38	1.67	3.17	
Brookshire	DR Horton	LB		DTST	50	0	5	23	0	0	41	10	0.87	0.83	
Mission Village South	DR Horton	LB		DTMJ	91	0	5	0	2	0	86	7	0.90	0.58	
Mission Village South 5A	DR Horton	LB		DTMJ	10	0	1	0	0	0	9	9	1.11	1.11	
Monterra	DR Horton	MD		DTST	165	10	5	20	5	0	113	37	1.75	3.08	
Pacheco Pointe	DR Horton	LB		DTST	59	6	5	2	6	1	23	23	2.82	2.82	
Panorama	DR Horton	MD		DTST	192	10	5	22	5	0	108	25	1.14	2.08	
Shaunessy	DR Horton	LB		DTST	70	0	2	1	1	0	58	32	1.26	2.67	
Stoneridge South	DR Horton	MD		DTST	64	6	5	4	3	0	18	18	2.93	2.93	
Villas, The	DR Horton	LB		DTST	78	0	4	23	1	0	18	18	2.21	2.21	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	3	10	3	1	125	25	1.04	2.08	
Manzanita	Legacy	LT		DTMJ	172	4	4	23	0	0	131	11	0.95	0.92	
Sunflower	Legacy TSO	MD		DTST	143	0	TSO	16	0	0	102	11	0.89	0.92	
Mbraga - Chateau II	Lennar	MD		DTMJ	52	0	5	1	1	0	47	14	1.20	1.17	
Mbraga - Skye II	Lennar	MD		DTMJ	66	0	4	1	1	0	62	17	1.54	1.42	
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	5	1	3	0	49	26	1.25	2.17	
Bellevue Ranch	Stonefield Home	MD		DTST	123	0	8	36	1	0	112	17	1.08	1.42	
Cypress Terrace	Stonefield Home	MD		DTST	82	0	2	18	1	0	80	13	0.98	1.08	
Shaunessey Village	Stonefield Home	LB		DTST	81	0	2	30	2	0	79	23	1.13	1.92	
Villas II, The	Stonefield Home	LB		DTST	191	0	5	20	1	0	23	23	2.52	2.52	
<b>TOTALS: No. Reporting: 22</b>			<b>Avg. Sales: 1.91</b>		<b>Traffic to Sales: 7 : 1</b>				<b>95</b>	<b>295</b>	<b>44</b>	<b>2</b>	<b>1507</b>	<b>437</b>	<b>Net: 42</b>

City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston

Madera County					Projects Participating: 8								In Area : 8		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Tesoro Viejo- Bluffs	DR Horton	MDA		DTMJ	39	0	1	0	0	0	38	7	0.59	0.58	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	5	7	8	3	0	109	16	1.07	1.33	
Fielding Cottages	KB Home	MDA		DTST	95	0	8	23	1	0	44	30	2.44	2.50	
Fielding Villas	KB Home	MDA		DTST	87	4	7	3	2	0	13	9	0.72	0.75	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	5	1	2	0	15	15	1.64	1.64	
Riverstone Coronet	Lennar	MDA		DTST	103	0	7	0	0	1	51	13	1.24	1.08	
Riverstone- Pinnacle	Lennar	MDA		DTMJ	57	0	3	0	0	0	54	3	0.52	0.25	
Riverstone Skye II	Lennar	MDA		DTST	67	0	2	0	2	0	51	15	1.45	1.25	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 1.13</b>		<b>Traffic to Sales: 4 : 1</b>				<b>40</b>	<b>35</b>	<b>10</b>	<b>1</b>	<b>375</b>	<b>108</b>	<b>Net: 9</b>

City Codes: MDA = Madera

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 25		
Fresno County					Units	New Rel.	Rel'd Rrn'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		DTMU	132	0	6	10	2	0	106	93	1.54	7.75	
Locan Point	Century	FR		DTST	248	3	3	25	4	0	187	27	1.60	2.25	
Market Place	Century	FR		DTMU	215	0	8	3	2	0	141	20	1.72	1.67	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	5	1	0	108	14	1.03	1.17	
Inspirado	K Hovnanian	FR		DTST	109	0	3	5	0	0	106	9	1.64	0.75	
Laurel Grove	KB Home	FR		DTST	178	4	7	17	3	0	165	32	1.47	2.67	
Seville	KB Home	FR		DTST	129	4	7	11	4	0	73	22	1.37	1.83	
Anatole- Clementine	Lennar	FR	New	DTMU	111	4	2	9	2	0	2	2	2.33	2.33	
Anatole- Coronet	Lennar	FR	New	DTMU	56	5	3	9	2	0	2	2	2.33	2.33	
Bella Vista Skye	Lennar	FT		DTST	54	0	3	0	0	0	6	6	0.66	0.66	
Brambles- Starling	Lennar	FR	New	ATST	150	10	3	4	7	0	7	7	8.17	8.17	
Brambles- Wilde	Lennar	FR	New	DTST	89	0	0	4	0	0	0	0	0.00	0.00	
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	1	0	0	0	93	5	0.77	0.42	
Fancher Creek- Coronet	Lennar	FR		ATST	80	0	6	4	0	0	12	12	0.83	1.00	
Fancher Creek California	Lennar	FR		ATST	68	0	6	4	1	0	62	5	0.97	0.42	
Fancher Creek- Chateau	Lennar	FR		ATST	61	0	1	4	0	0	60	3	0.94	0.25	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	6	0	0	0	116	4	1.18	0.33	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	3	2	2	0	13	11	0.90	0.92	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	5	1	0	17	8	0.58	0.67	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	5	5	2	0	27	9	0.93	0.75	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	5	5	1	0	15	3	0.51	0.25	
Heritage Grove- Pinnacle	Lennar	CV		DTMU	47	0	2	5	2	0	10	8	0.34	0.67	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 1.64</b>			<b>Traffic to Sales: 4 : 1</b>				<b>90</b>	<b>136</b>	<b>36</b>	<b>0</b>	<b>1328</b>	<b>302</b>	<b>Net: 36</b>

Qty Codes: CV = Clovis, FR = Fresno, FO = Fowler, FT = Friant

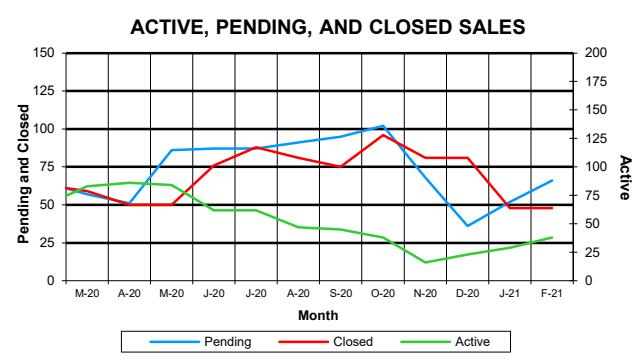
Central Valley			Projects Participating: 113					In Area : 116			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 113</b>			<b>Avg. Sales: 1.69</b>	<b>Traffic to Sales: 10 : 1</b>	<b>477</b>	<b>1981</b>	<b>200</b>	<b>9</b>	<b>6742</b>	<b>1662</b>	<b>Net: 191</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

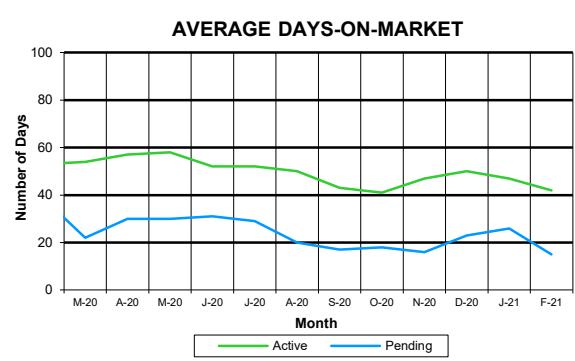
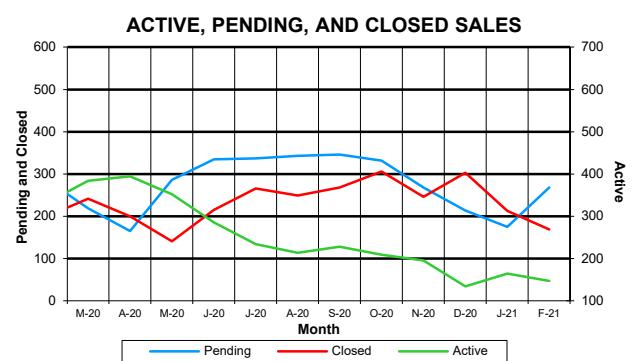
## Tracy SFD Monthly MLS Survey

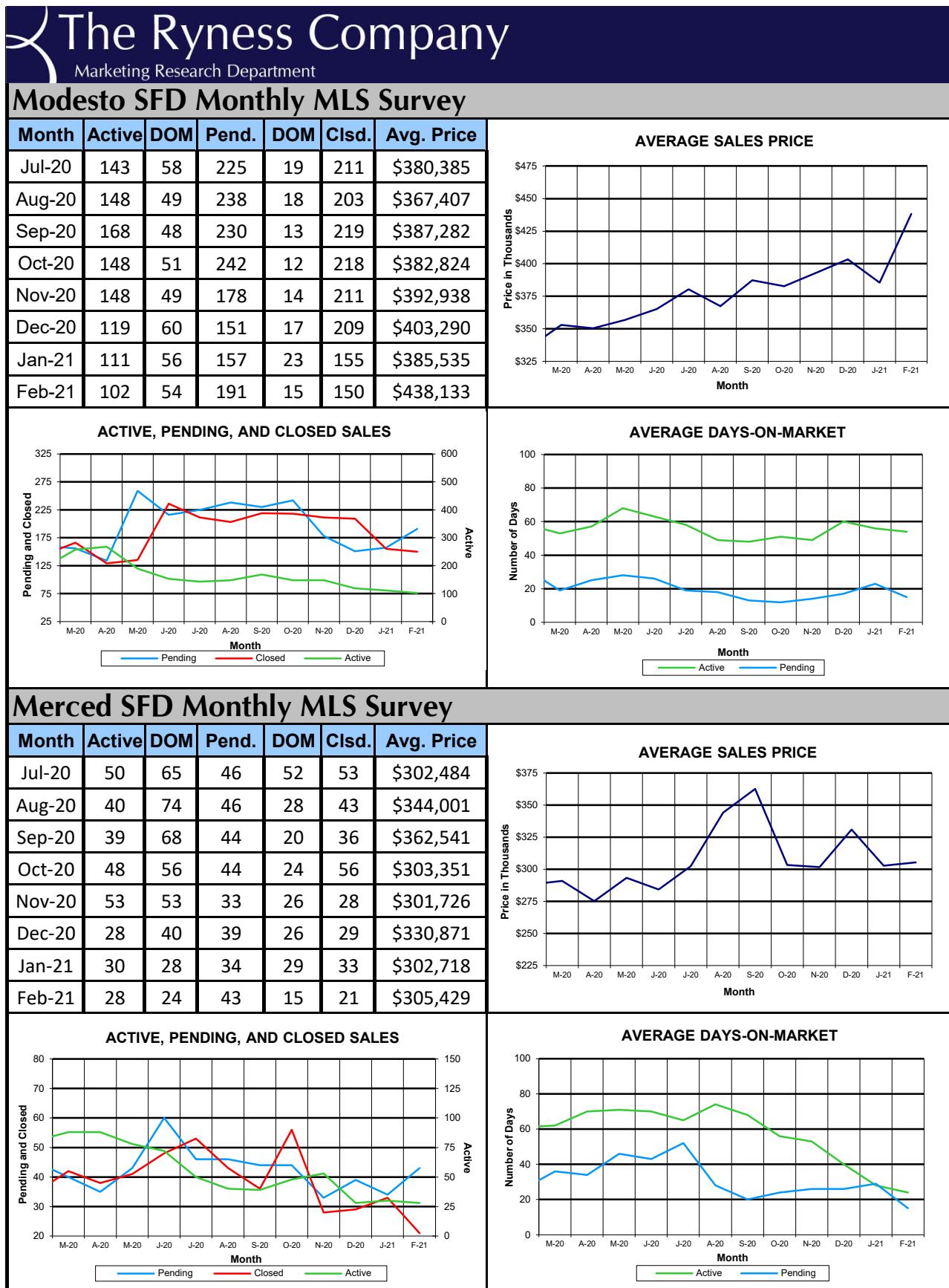
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	62	38	87	18	88	540,378
Aug-20	47	43	91	18	81	563,141
Sep-20	45	37	95	15	75	575,059
Oct-20	38	32	102	15	96	572,838
Nov-20	16	62	68	11	81	596,343
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	234	52	337	29	266	\$358,724
Aug-20	214	50	343	20	249	\$378,786
Sep-20	228	43	346	17	268	\$384,282
Oct-20	209	41	332	18	306	\$387,379
Nov-20	196	47	268	16	246	\$387,582
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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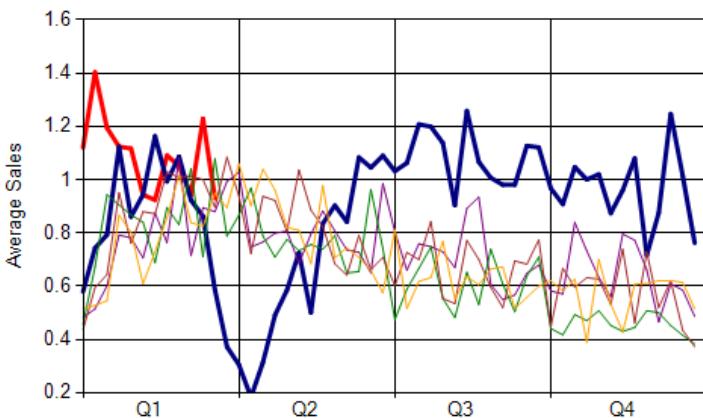
NATIONAL BUILDER DIVISION

**Ending: Sunday, March 28, 2021**

## Sacramento Week 12

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento		24	608	14	3	11	0.46	0.77	-41%	0.81	-43%	
Central & North Sacramento		40	793	46	3	43	1.08	1.03	4%	0.96	12%	
Folsom		14	369	15	1	14	1.00	1.29	-23%	1.26	-21%	
El Dorado		10	145	11	2	9	0.90	0.98	-8%	0.95	-6%	
Placer & Nevada		51	866	63	4	59	1.16	1.26	-8%	1.20	-3%	
Yolo		9	51	3	1	2	0.22	1.23	-82%	1.29	-83%	
Northern Counties		8	104	8	1	7	0.88	0.87	0%	0.84	4%	
<b>Current Week Totals</b>	Traffic : Sales	18 : 1	<b>156</b>	<b>2936</b>	<b>160</b>	<b>15</b>	<b>145</b>	<b>0.93</b>	<b>1.09</b>	<b>-14%</b>	<b>1.05</b>	<b>-12%</b>
Per Project Average				19	1.03	0.10	0.93					
<b>Year Ago - 03/29/2020</b>	Traffic : Sales	6 : 1	<b>148</b>	<b>588</b>	<b>99</b>	<b>44</b>	<b>55</b>	<b>0.37</b>	<b>0.85</b>	<b>-56%</b>	<b>0.86</b>	<b>-57%</b>
% Change			5%	399%	62%	-66%	164%	150%	28%		23%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 12

### 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	135	26	0.87	0.12	0.74	0.69
■	2017	142	29	0.97	0.13	0.84	0.73
■	2018	125	26	0.96	0.13	0.83	0.66
■	2019	138	23	0.86	0.11	0.76	0.73
■	2020	140	23	1.01	0.12	0.89	0.89
■	2021	154	21	1.18	0.10	1.09	1.09
% Change:		10%	-9%	17%	-20%	22%	22%

\* 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>2.97%</b>	<b>APR</b> <b>3.14%</b>			
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	Both existing and new home sales fell more than expected during February, with existing sales falling 6.6% and new home sales tumbling 18.2%. While the declines were larger than expected, the data were widely expected to decline in February, following the surge in sales and home prices seen during the second half of last year. Advance data on home sales, most notably pending home sales and mortgage purchase applications, have been trending lower for some time and actual sales were bound to catchup at some point. The moderation in home sales occurred before mortgage rates moved higher, which has raised some concerns about the key spring selling season. On our housing outlook call this week, we noted that the beneficial impacts of stronger economic growth, particularly the roughly 6.8 million jobs we expect to be added back this year, will more than offset the impact from modestly higher mortgage rates. Home sales have been disproportionately skewed toward the upper end of the market. Employment among higher-income workers did not fall as hard during the pandemic and recovered much faster. This year will see economic growth broaden and strengthen, which should bring out more home buyers and sellers. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary		
<b>10 Yr Yield</b>	<b>1.69%</b>				

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24								In Area : 24		
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Veranda at River Oaks	Elliott	GT		DTST	60	0	4	6	0	0	17	11	0.63	0.92	
Murieta Gardens	K Hovnanian	RM		DTMJ	78	0	1	0	1	2	77	4	0.72	0.33	
Bridgewater	KB Home	SO		DTMJ	85	0	3	14	0	0	82	15	1.52	1.25	
Pleridae	KB Home	GT	New	DTST	69	4	2	42	2	0	2	2	2.33	2.33	
Sheldon Terrace	KB Home	LN		DTST	175	0	3	13	2	0	172	21	1.41	1.75	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	6	12	0	0	23	7	0.95	0.58	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	6	29	0	0	80	7	0.88	0.58	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	7	20	0	0	93	7	0.93	0.58	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	8	23	0	0	156	10	1.18	0.83	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	4	6	105	1	0	22	6	0.99	0.50	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	4	9	14	1	1	194	10	0.91	0.83	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	4	6	20	0	0	89	9	0.89	0.75	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	3	3	0	0	269	12	0.88	1.00	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	4	29	1	0	72	10	0.86	0.83	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	6	30	3	0	70	17	1.52	1.42	
Barcelona at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	108	3	TSO	45	1	0	73	12	0.99	1.00	
Milestone	Taylor Morrison	VN		DTMJ	121	5	3	10	0	0	118	26	1.20	2.17	
Sevilla at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	112	0	TSO	43	0	0	50	3	0.68	0.25	
Valencia at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	111	0	TSO	43	0	0	51	5	0.69	0.42	
Classics at Poppy Lane	Tim Lewis S/O	LN		DTMJ	72	0	S/O	17	2	0	72	6	0.52	0.50	
Latitudes	Tim Lewis	LN		DTST	159	0	3	49	0	0	153	0	1.01	0.00	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	2	9	0	0	48	2	0.36	0.17	
Traditions at Poppy Lane	Tim Lewis	LN		DTMJ	88	0	3	18	0	0	83	9	0.66	0.75	
Glendon Vineyards	Woodside	VN		DTST	103	0	8	14	0	0	72	15	0.80	1.25	
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 0.46</b>		<b>Traffic to Sales: 43 : 1</b>				<b>93</b>	<b>608</b>	<b>14</b>	<b>3</b>	<b>2138</b>	<b>226</b>	<b>Net: 11</b>		

City Codes: GT = Galt, RM = Rancho Murieta, SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
Central Sacramento					Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	3	7	17	3	0	17	7	0.73	0.58	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	5	17	0	0	30	10	0.77	0.83	
Crocker Village- Courts	Black Pine	SO		DTST	83	0	6	17	0	0	18	4	0.47	0.33	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	5	17	0	0	26	7	0.66	0.58	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	4	65	0	0	74	11	0.91	0.92	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	5	61	1	0	75	9	0.92	0.75	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	6	39	2	0	73	20	0.76	1.67	
Veranda at Stone Creek	Elliott	RO		DTST	163	0	2	8	0	0	159	43	1.05	3.58	
Canyon at Mitchell Village	KB Home	CH		DTST	109	11	12	17	1	0	13	13	2.12	2.12	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	4	9	9	2	1	20	14	1.17	1.17	
Ventana	Lennar	RO		DTMJ	160	0	7	7	0	0	77	8	0.87	0.67	
Verdant	Lennar	RO		DTST	157	0	6	14	2	0	56	12	1.12	1.00	
Viridian	Lennar	RO		DTST	342	6	8	8	4	0	81	14	0.89	1.17	
Montelena	Premier Homes	RO		DTST	169	0	5	39	0	0	138	27	1.84	2.25	
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	2	6	1	0	20	5	0.29	0.42	
Garden Homes at Sutter Park	TimLewis	SO		DTST	29	0	6	4	2	0	20	2	0.29	0.17	
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	6	4	0	0	22	6	0.31	0.50	
Alderwood	Watt	RO		DTMJ	54	0	22	31	2	0	29	9	0.69	0.75	
Cottonwood at Cypress	Woodside	RO		DTST	84	0	9	22	0	0	64	16	0.78	1.33	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	7	10	0	0	69	11	0.84	0.92	
Sequoia at Cypress	Woodside	RO		DTMJ	62	0	6	13	0	0	45	9	0.55	0.75	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.90</b>			<b>Traffic to Sales: 21 : 1</b>				<b>145</b>	<b>425</b>	<b>20</b>	<b>1</b>	<b>1126</b>	<b>257</b>	<b>Net: 19</b>
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 21		
North Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Artisan - The Cove	Beazer	SO		DTST	145	1	9	8	1	0	51	15	0.66	1.25	
Edgeview - The Cove	Beazer	SO		ATST	156	0	20	12	0	0	50	22	1.25	1.83	
Westward - The Cove	Beazer	SO		DTST	122	0	5	15	0	0	40	8	0.77	0.67	
Windrow - The Cove	Beazer	SO		DTST	167	0	1	15	0	0	89	19	1.23	1.58	
Castile at Parkebridge	DR Horton	SO		DTMJ	152	0	5	60	2	0	137	22	1.35	1.83	
Mbraga	DR Horton	AO		DTMJ	162	4	8	32	4	1	53	18	1.51	1.50	
Ravenna at Parkebridge	DR Horton	SO		DTMJ	106	0	6	2	2	1	97	17	1.73	1.42	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	4	8	57	2	0	24	12	0.92	1.00	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	4	7	55	2	0	24	17	0.92	1.42	
Northlake - Atla	Lennar TSO	SO		DTMJ	116	2	TSO	5	2	0	8	8	0.79	0.79	
Northlake - Bleau	Lennar	SO		DTMJ	236	4	1	5	3	0	12	12	1.18	1.18	
Northlake - Crestvue	Lennar TSO	SO		DTMJ	97	0	TSO	5	0	0	8	8	0.79	0.79	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	5	0	0	9	9	0.89	0.89	
Northlake - Shor	Lennar TSO	SO		DTMJ	140	2	TSO	5	2	0	8	8	0.79	0.79	
Northlake - Watersyde	Lennar	SO		DTMJ	127	4	3	5	1	0	6	6	0.59	0.59	
Northlake - Wavmor	Lennar	SO		DTMJ	153	5	4	5	1	0	9	9	0.89	0.89	
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	2	34	4	0	62	28	1.22	2.33	
Mystique	Watt	SO		ATST	57	0	7	19	0	0	37	0	0.50	0.00	
Portisal at Artisan Square	Watt TSO	SO		ATST	112	0	TSO	24	0	0	16	5	0.69	0.42	
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 1.26</b>			<b>Traffic to Sales: 14 : 1</b>				<b>86</b>	<b>368</b>	<b>26</b>	<b>2</b>	<b>740</b>	<b>243</b>	<b>Net: 24</b>

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 14							In Area : 14			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	2	15	2	0	70	19	1.27	1.58	
Sycamore Creek	JMC	FM		DTMJ	86	0	8	102	0	0	13	11	0.86	0.92	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	4	9	18	2	0	38	28	2.11	2.33	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	3	0	0	0	8	8	1.12	1.12	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	8	30	0	0	76	23	1.26	1.92	
Ladera at White Rock	Richmond American	FM		DTMJ	56	4	7	16	1	0	37	15	0.84	1.25	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	4	9	2	0	39	15	1.00	1.25	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	1	25	0	0	72	11	1.01	0.92	
Folsom Ranch-Dakota II	Taylor Morrison TSO	FM		DTMJ	111	0	TSO	31	0	0	87	13	1.28	1.08	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	8	50	3	0	29	11	1.25	0.92	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	5	25	1	0	50	13	0.88	1.08	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	6	16	0	0	83	11	1.19	0.92	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	60	0	3	16	3	1	12	12	1.95	1.95	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	2	16	1	0	68	12	0.97	1.00	
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 25 : 1</b>				<b>66</b>	<b>369</b>	<b>15</b>	<b>1</b>	<b>682</b>	<b>202</b>	<b>Net: 14</b>

City Codes: FM = Folsom

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10								In Area : 10		
El Dorado County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	33	0	0	31	16	1.00	1.33	
Saratoga Estates- Alder	Elliott	BH		DTMJ	115	5	6	42	5	0	49	20	1.35	1.67	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	6	8	1	1	33	17	1.03	1.42	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	7	9	0	0	7	2	0.39	0.17	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	5	7	28	2	0	61	8	0.90	0.67	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	97	0	6	6	0	1	68	6	0.51	0.50	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	164	0	6	6	0	0	121	8	0.92	0.67	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	369	0	5	6	2	0	121	17	0.92	1.42	
Sienna Ridge Estates	Lennar	BH		DTMJ	76	2	5	5	1	0	71	7	0.68	0.58	
Collina at Serrano	Woodside	BH		DTMJ	72	0	6	2	0	0	59	17	0.77	1.42	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.90</b>		<b>Traffic to Sales: 13 : 1</b>				<b>58</b>	<b>145</b>	<b>11</b>	<b>2</b>	<b>621</b>	<b>118</b>	<b>Net: 9</b>

City Codes: BH = El Dorado Hills

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 50								In Area : 52		
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Milestone at Sierra Pne	Black Pine	RK		DTST	61	3	6	23	1	0	22	18	1.33	1.50	
Cerrada	DR Horton	LL		DTST	166	0	5	11	1	0	74	29	1.32	2.42	
Winding Creek- The Wilds	DR Horton	RV		DTST	50	3	4	3	1	0	4	4	2.15	2.15	
Broadlands	JMC	LL		DTST	77	4	9	32	3	1	52	22	1.36	1.83	
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	10	78	0	0	135	25	1.43	2.08	
Palisade Village	JMC	RV		DTST	157	0	14	95	0	0	119	20	1.53	1.67	
Pinnacle Village	JMC	RV		DTMJ	128	0	10	22	0	0	107	16	1.12	1.33	
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	4	8	68	2	0	31	15	1.14	1.25	
Sentinel	JMC	RV		DTST	132	0	9	72	1	1	97	21	1.76	1.75	
Westview at Whitney Ranch	JMC	RK		DTMJ	97	2	4	18	1	0	91	9	0.86	0.75	
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	4	9	18	2	1	74	17	1.51	1.42	
Creekside Preserve	K Hovnanian	LL		DTMJ	71	4	9	8	2	0	28	8	0.46	0.67	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	5	4	1	0	97	24	0.95	2.00	
Firefly at Winding Creek	K Hovnanian	RV	New	DTMJ	86	6	4	29	2	0	2	2	1.75	1.75	
Granite Bluff	KB Home	RK		DTMJ	73	4	8	17	2	0	37	25	1.67	2.08	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	4	7	13	2	0	124	20	1.29	1.67	
Andorra at Sierra West	Lennar	RV		DTMJ	101	4	6	5	2	0	18	10	0.72	0.83	
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	4	7	14	1	0	25	17	1.18	1.42	
Corvara at Fiddymont Farm	Lennar	RV		DTMJ	134	4	6	15	1	0	122	8	1.06	0.67	
Corvara II at Campus Oaks	Lennar	RV		DTMJ	112	4	8	7	3	1	9	6	0.64	0.50	
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	5	14	1	0	136	13	0.91	1.08	
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	5	10	0	0	127	17	0.84	1.42	
Heritage Solaire-Meridian	Lennar	RV		AASF	176	4	8	10	2	0	146	11	0.95	0.92	
LaMaison II at Diamond Creek	Lennar S/O	RV		DTST	57	0	S/O	0	1	0	57	7	0.75	0.58	
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	5	5	0	0	24	15	0.92	1.25	
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	5	5	2	0	28	10	0.96	0.83	
Novara at Fiddymont	Lennar	RV		DTST	105	0	6	8	0	0	39	6	1.03	0.50	
Pavia at Fiddymont Farm	Lennar	RV		DTST	94	4	7	8	1	0	40	11	1.02	0.92	
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	6	20	0	0	43	10	0.97	0.83	
St. Mritz at Sierra	Lennar	RV		DTMJ	143	0	6	5	1	0	23	17	0.85	1.42	
Meadowlands	Meritage	LL		DTMJ	92	0	0	0	0	0	0	0	0.00	0.00	
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	2	8	0	0	5	5	0.97	0.97	
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	6	29	1	0	40	14	1.00	1.17	
Fieldstone at Fiddymont Ranch	Richmond American	RV		DTMJ	71	3	6	5	2	0	65	10	1.18	0.83	
Revere at Independence	Richmond American	LL		DTMJ	122	0	7	5	1	0	11	11	0.99	0.92	
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	3	7	8	3	0	23	11	1.04	0.92	
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	4	3	24	5	0	23	23	3.22	3.22	
Arlington at Twelve Bridges	Taylor Morrison TSO	LL		DTST	150	0	TSO	6	0	0	56	16	1.30	1.33	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	2	1	0	0	45	23	1.04	1.92	
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	3	2	17	1	0	15	15	2.10	2.10	
Monarch at Fiddymont Farm	Taylor Morrison	RV		DTMJ	91	3	1	1	1	0	90	32	1.22	2.67	
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	1	0	0	33	5	0.76	0.42	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	17	1	0	54	15	0.66	1.25	
Illumination at Solaire	TRI Pointe	RV	New	DTMJ	104	4	3	4	1	0	1	1	1.17	1.17	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	6	9	0	0	90	16	0.93	1.33	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 50								In Area : 52		
Placer County (Continued ...)					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Radiance at Solaire	TRI Pointe	RV	New	DTMJ	106	4	2	7	2	0	2	2	2.33	2.33	
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	76	0	4	26	1	0	38	25	1.89	2.08	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	6	19	1	0	69	23	1.19	1.92	
Ramonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	5	19	2	0	78	20	0.72	1.67	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	5	7	16	5	0	81	26	0.76	2.17	
<b>TOTALS: No. Reporting: 50</b>								<b>Traffic to Sales: 14 : 1</b>	274	859	63	4	2750	726	<b>Net: 59</b>
City Codes: RK = Rocklin, LL = Lincoln, RV = Roseville															

Nevada County					Projects Participating: 1								In Area : 2		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	2	7	0	0	13	3	0.11	0.25	
<b>TOTALS: No. Reporting: 1</b>								<b>Traffic to Sales: NA</b>	2	7	0	0	13	3	<b>Net: 0</b>
City Codes: GV = Grass Valley															

Yolo County					Projects Participating: 9								In Area : 11		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Riverchase	Anthem United	WS		DTST	222	0	3	5	0	0	190	21	1.09	1.75	
Aspire at Stone's Throw	K Hovnanian	WN		DTST	100	0	1	2	1	0	99	22	1.16	1.83	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	1	11	1	0	111	26	1.07	2.17	
Magnolia at Spring Lake	Lennar	WL		DTMJ	78	0	4	5	0	0	64	14	0.71	1.17	
Summerstone at Spring Lake	Lennar	WL		DTST	87	0	7	5	0	0	72	14	0.80	1.17	
Spring Lake - Ivy	Taylor Morrison	WL		DTST	41	0	1	0	1	0	40	6	0.27	0.50	
Spring Lake - Laurel	Taylor Morrison	WL		DTMJ	100	3	3	2	0	1	96	16	0.66	1.33	
Cannery - Galla	The New Home Co	DV		ATMJ	120	0	8	3	0	0	78	5	0.43	0.42	
Pines at Spring Lake	Woodside	WL		DTMJ	83	0	5	18	0	0	49	17	0.82	1.42	
<b>TOTALS: No. Reporting: 9</b>								<b>Traffic to Sales: 17 : 1</b>	33	51	3	1	799	141	<b>Net: 2</b>
City Codes: WS = West Sacramento, WN = Winters, WL = Woodland, DV = Davis															

Sutter County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	3	7	2	0	83	12	1.56	1.00	
<b>TOTALS: No. Reporting: 1</b>								<b>Traffic to Sales: 4 : 1</b>	3	7	2	0	83	12	<b>Net: 2</b>
City Codes: LO = Live Oak															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 7								In Area : 7		
Yuba County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	4	33	0	0	48	10	0.83	0.83	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	7	15	0	0	40	7	0.69	0.58	
Sumerset at The Orchards	JMC	MS		DTST	60	0	4	10	0	1	56	7	1.24	0.58	
Sonoma Ranch	Lennar	PLK		DTST	208	0	6	17	2	0	170	11	1.08	0.92	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	4	8	6	0	0	22	12	0.84	1.00	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	5	6	2	0	13	13	1.17	1.08	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	7	10	2	0	36	14	1.16	1.17	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 16 : 1</b>				<b>41</b>	<b>97</b>	<b>6</b>	<b>1</b>	<b>385</b>	<b>74</b>	<b>Net: 5</b>

City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst

Sacramento			Projects Participating: 156					In Area : 163			
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 156</b>			<b>Avg. Sales: 0.93</b>	<b>Traffic to Sales: 18 : 1</b>	<b>801</b>	<b>2936</b>	<b>160</b>	<b>15</b>	<b>9337</b>	<b>2002</b>	<b>Net: 145</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

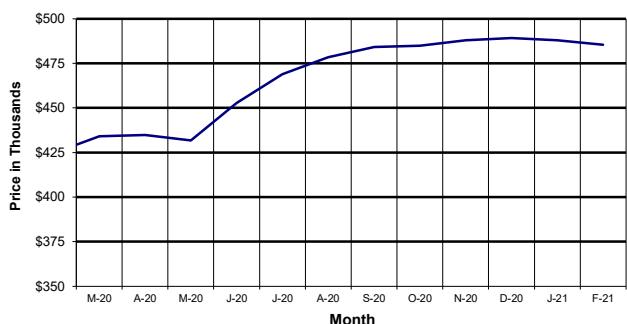
# The Ryness Company

Marketing Research Department

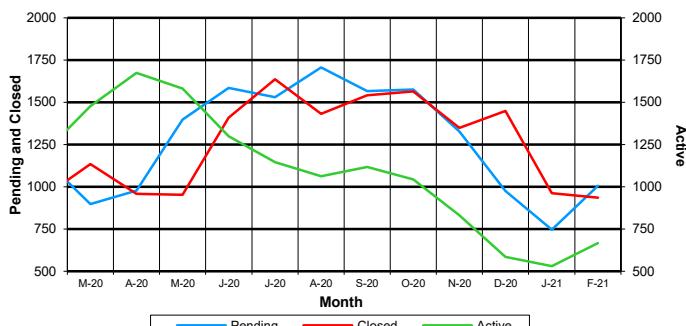
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	1,146	51	1,531	21	1,636	\$468,863
Aug-20	1,062	44	1,707	18	1,431	\$478,424
Sep-20	1,118	37	1,567	15	1,541	\$484,194
Oct-20	1,043	41	1,576	15	1,564	\$484,920
Nov-20	832	48	1,328	15	1,349	\$487,933
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450

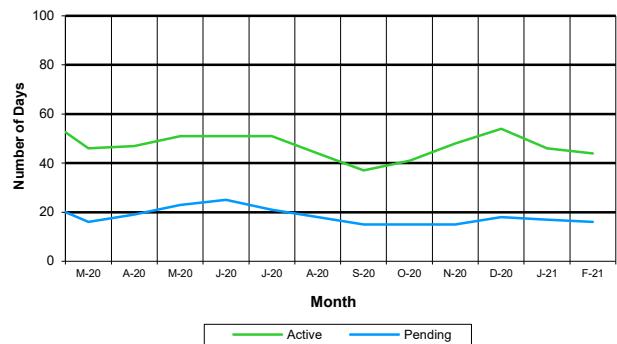
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



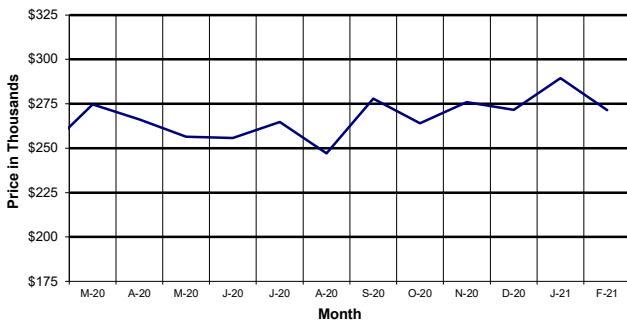
AVERAGE DAYS-ON-MARKET



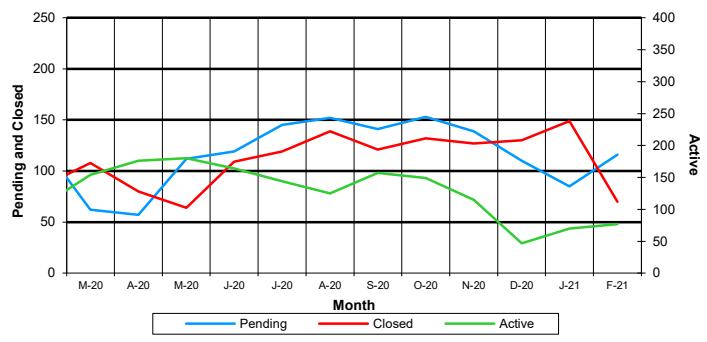
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	144	47	145	27	119	\$264,661
Aug-20	125	46	152	22	139	\$247,085
Sep-20	157	41	141	20	121	\$277,930
Oct-20	149	44	153	16	132	\$264,013
Nov-20	115	53	139	23	127	\$275,861
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417

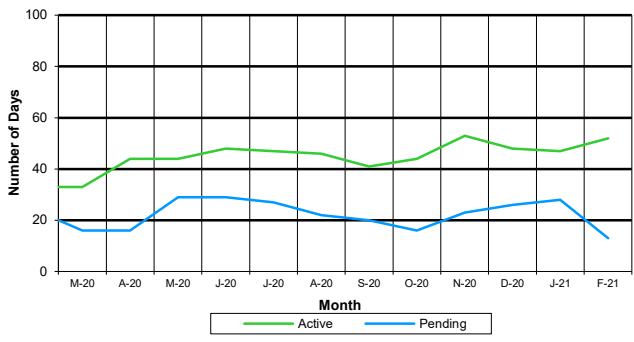
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



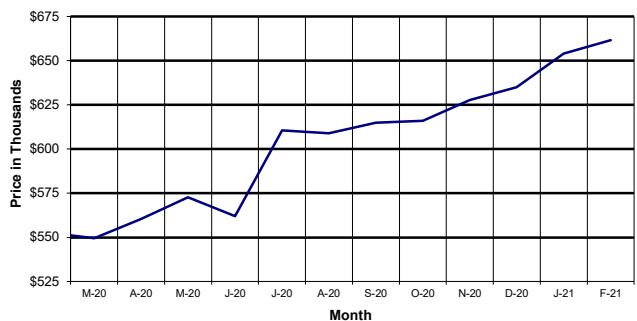
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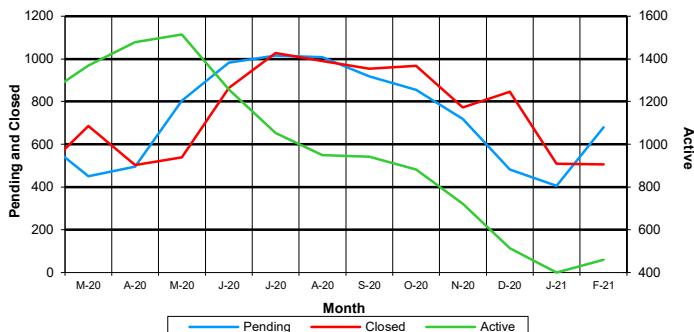
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	1,052	63	1,015	34	1,027	\$610,568
Aug-20	949	59	1,009	28	990	\$608,868
Sep-20	942	53	917	23	954	\$614,866
Oct-20	882	54	854	22	967	\$616,040
Nov-20	722	60	718	22	772	\$627,719
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570

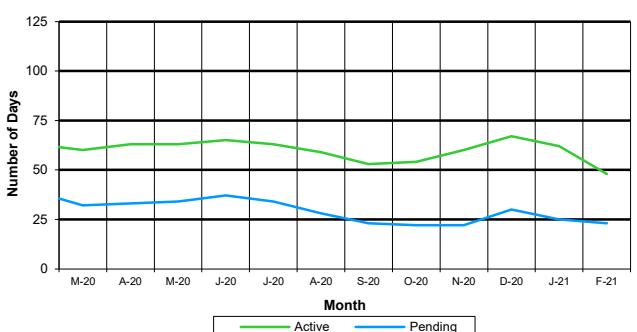
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



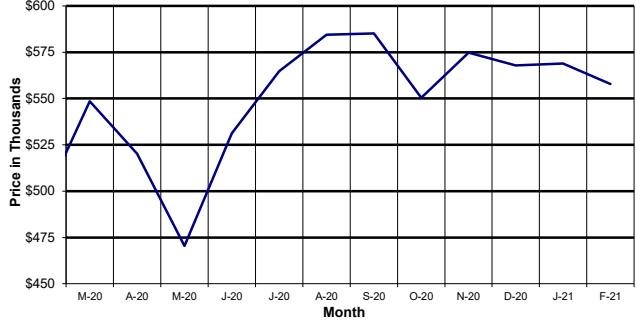
AVERAGE DAYS-ON-MARKET



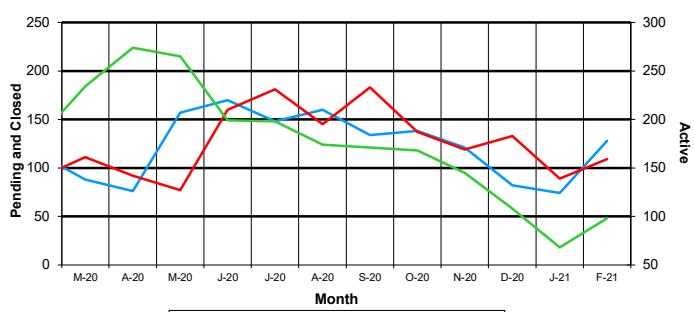
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-20	198	71	148	36	181	\$564,710
Aug-20	174	63	160	30	145	\$584,478
Sep-20	171	61	134	22	183	\$585,129
Oct-20	168	60	138	25	137	\$550,360
Nov-20	145	73	121	25	119	\$574,725
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

