

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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For Week 13, Ending **March 31, 2019**

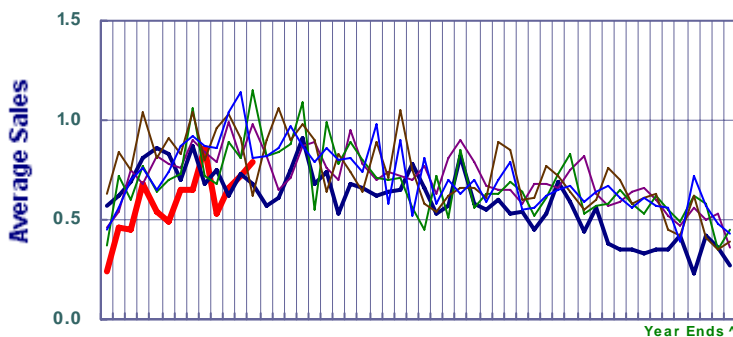
LA-Orange-North

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		85	3,141	80	5	75	0.88	0.58	53%	0.53	66%
Coastal-South Orange		35	691	34	4	30	0.86	0.44	95%	0.39	122%
Los Angeles		51	1,324	32	5	27	0.53	0.48	9%	0.45	18%
Santa Clarita / Antelope		15	523	12	2	10	0.67	0.58	15%	0.56	20%
Ventura		8	227	13	1	12	1.50	0.73	105%	0.66	126%
Santa Barbara-San Luis Obispo		11	270	6	0	6	0.55	0.74	-26%	0.71	-23%
Kern-Tulare-Kings		27	528	27	4	23	0.85	1.01	-15%	0.99	-14%
Current Week Totals	Traffic : Sales 33 : 1	232	6,704	204	21	183	0.79	0.59	33%	0.55	42%
Per Project Average			29	0.88	0.09	0.79					
Year Ago - 04/01/2018	Traffic : Sales 34 : 1	191	4,932	147	18	129	0.68	0.70	-4%	0.70	-4%
% Change		21%	36%	39%	17%	42%	17%	-15%		-21%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 13 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	0.88	0.12	0.76	0.71
■	2015	141	51	0.96	0.12	0.84	0.73
■	2016	173	45	0.81	0.12	0.68	0.68
■	2017	156	38	0.94	0.13	0.80	0.71
■	2018	175	31	0.83	0.10	0.73	0.58
■	2019	228	28	0.69	0.09	0.59	0.59
% Change :		30%	-11%	-17%	-7%	-18%	3%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.08%	4.21%
FHA	3.61%	3.67%
10 Yr Yield	2.48%	



Market Commentary

New findings from a National Association of Realtors survey show that more Americans believe that now is a good time to purchase a home. Consumer opinions about home buying bounced back in the first quarter of 2019 with 37% stating that they strongly believe now is a good time to buy, up from 34% in the last quarter of 2018 but down from 38% one year ago. Only 35% of respondents said that now is not a good time to buy a home, compared to 37% in 2018's fourth quarter. NAR's first quarter Housing Opportunities and Market Experience survey also found that a majority of those polled, 53% said that the economy is improving – down slightly from 59% at the end of last year. In 2019, optimism is the greatest among those who earn \$100,000 or more and those who reside in rural areas. Fifty percent of Generation X said the economy is improving, while 42% of urban area residents reported the same. NAR's chief economist Lawrence Yun said several factors are helping to improve the attitudes of potential homebuyers. "First, inventory has been rising, so those buyers interested in making a purchase will not be limited in choices. Additionally, more stable home price trends are leading to more foot traffic at various open house gatherings." Yun noted that mortgage affordability in 2019's first quarter has been more favorable for would-be homebuyers than it has been in recent quarters. "The Federal Reserve's decision to refrain from any foreseeable rate hikes was beneficial to potential buyers," Yun said. "That move directly contributed to mortgage rates declining in quarter one, which provided a second-chance opportunity to those looking to buy who were priced out last quarter." *Quintin Simmons National Association of Realtors*

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects		Participating : 68					In Area : 68		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Beverly at Eastwood Village	Brookfield	Ir		DTMU	80	0	6	30	0	0	36	3	0.41	0.23
Delano at Eastwood Village	Brookfield	Ir		ATMU	129	0	S/O	36	2	0	129	10	1.17	0.77
Legado at Portola Springs	Brookfield	Ir		DTMU	190	0	15	59	2	0	145	11	0.90	0.85
Carissa	California Pacific	Ir		ATMU	96	0	5	29	1	0	27	9	0.79	0.69
Talise	California Pacific	Ir		DTMU	112	0	5	50	0	0	35	6	0.52	0.46
C2E Irvine	Intracorp	Ir		ATMU	71	0	7	23	0	0	48	11	0.85	0.85
Lux	Intracorp	Ir		ATMU	39	11	13	40	1	0	10	10	1.06	1.06
Barcelona at Los Olivos Village	Irvine Pacific	Ir		DTMU	169	0	2	47	1	0	24	3	0.58	0.23
Como at Reserve at at Orchard Hills	Irvine Pacific	Ir		DTMU	85	0	2	30	0	0	52	2	0.68	0.15
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	123	0	2	26	0	0	41	3	0.54	0.23
Marin at Eastwood Village	Irvine Pacific	Ir		DTMU	325	0	4	42	0	0	290	5	1.78	0.38
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	135	3	4	25	2	0	45	4	0.59	0.31
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	95	0	2	28	1	0	34	7	0.45	0.54
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	149	0	2	21	0	0	68	10	0.89	0.77
Deco at Cadence Park	K Hovnanian	Ir		SFD	93	3	5	20	3	2	37	6	0.73	0.46
Elderberry at Portola Springs	KB Home	Ir		DTMU	68	0	4	35	0	0	54	10	0.64	0.77
Euclid Place	KB Home	An		DTMU	39	0	2	25	1	0	5	5	0.44	0.44
Prado at Cadence Park	KB Home	Ir		ATT	87	0	1	28	2	0	20	10	0.66	0.77
Adagio at Cadence park	Lennar	Ir		DTMU	53	0	2	83	0	0	46	5	0.86	0.38
Aldea at Travata	Lennar	Ir		AASF	105	0	2	15	1	0	19	9	0.37	0.69
Aurora at Altair Irvine	Lennar	Ir		DTMU	82	0	3	28	0	0	59	8	0.67	0.62
Cantata at Cadence Park	Lennar	Ir		DTMU	67	0	2	83	2	0	37	15	0.69	1.15
Capella at Cadence Park	Lennar	Ir		DTMU	62	0	2	83	0	0	19	8	0.36	0.62
Castillo at Travata	Lennar	Ir		DTMU	77	0	5	39	0	0	52	4	0.77	0.31
Celestial at Altair Irvine	Lennar	Ir		DTMU	86	0	3	46	0	0	43	6	0.49	0.46
Chorus at Cadence Park	Lennar	Ir		ATMU	56	3	3	83	4	0	46	10	1.06	0.77
Crescendo at Cadence Park	Lennar	Ir		DTMU	63	0	3	83	0	0	12	5	0.22	0.38
Eclipse at Altair Irvine	Lennar	Ir		DTMU	79	0	2	46	0	0	56	3	0.63	0.23
Encore at Cadence Park	Lennar	Ir		DTMU	106	3	4	83	1	0	29	5	0.54	0.38
Hudson at Central Park West	Lennar	Ir		ATMU	176	0	3	69	2	1	117	12	1.87	0.92
Lumiere	Lennar	Ir		DTMU	79	0	3	46	0	0	39	4	0.52	0.31
Marcato at Cadence Park	Lennar	Ir		DTMU	48	0	4	83	0	0	33	2	0.62	0.15
Obsidian at Parasol Park	Lennar	Ir		ATMU	77	0	4	0	0	0	71	0	0.59	0.00
Palencia at Travata	Lennar	Ir		DTMU	61	0	3	26	0	0	28	4	0.39	0.31
Rockefeller Central Park West	Lennar	Ir		ATMU	22	0	2	69	0	0	14	0	0.14	0.00
Serenade at Cadence Park	Lennar	Ir		DTMU	46	0	2	83	0	0	28	5	0.52	0.38
Solstice at Altair Irvine	Lennar	Ir		DTMU	65	0	3	28	0	0	47	0	0.53	0.00
Starlight at Altair Irvine	Lennar	Ir		DTMU	91	3	4	28	1	0	44	5	0.50	0.38
Tribeca at Central Park West	Lennar	Ir		ATMU	120	0	3	69	0	0	67	2	0.69	0.15
Windchime at Parasol Park	Lennar	Ir		ATMU	118	0	3	0	0	0	112	0	1.09	0.00
Chateau Estates	Melia	GG		DTMU	35	0	5	142	3	0	7	7	3.27	3.27
City Square	Meritage	Ir	New	ATMU	44	0		5	0	0	0	0	0.00	0.00
District Walk	Olson	An		ATMU	42	0	8	35	0	0	6	6	1.75	1.75
Tapestry Walk	Olson	An		ATMU	120	0	6	12	0	0	113	5	1.21	0.38
Greenleaf	Pinnacle	GG		ATT	17	1	1	28	2	0	10	4	0.27	0.31
Duet at Cadence Park	Pulte	Ir		SFD	96	3	4	10	1	0	29	3	0.89	0.23
Avila at Eastwood Village	Richmond American	Ir		DTMU	83	0	2	20	1	0	65	7	0.77	0.54
Cabaletta at Cadence Park	Richmond American	Ir		ATT	70	0	8	20	0	0	14	7	0.32	0.54
Juniper at Portola Springs	Richmond American	Ir		DTMU	109	0	5	34	4	0	62	11	0.58	0.85

Development Name	Developer	City Code	Notes	Type										
Central Orange Continued ...					Projects Participating : 68							In Area : 68		
					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
Artisan at South Coast	Shea	SA		DTMU	42	8	7	30	3	0	18	11	0.46	0.85
Padova at Orchid Hills	Shea	Ir	Rsv's	DTMU	70	0	2	71	0	0	65	1	0.63	0.08
Avery at The Grove	Taylor Morrison	SA		DTMU	22	0	4	15	1	0	3	3	0.16	0.23
Muse at Cadence Park	Taylor Morrison	Ir		ATMU	70	0	17	25	0	0	28	7	0.64	0.54
Vintage at Old town	Taylor Morrison	Ts		ATMU	140	3	4	27	2	0	11	6	0.63	0.46
Marywood Hills	The New Home Co	Or		DTMU	40	0	4	32	1	0	8	5	0.16	0.38
Morro at Eastwood Village	The New Home Co	Ir		DTMU	81	0	5	0	0	0	35	3	0.41	0.23
Lyric at Cadence Park	TRI Pointe	Ir		DTMU	70	4	13	16	0	0	25	9	0.47	0.69
StrataPointe	TRI Pointe	BP		ATMU	149	0	1	9	1	0	148	11	1.40	0.85
Varenna	TRI Pointe	Ir		DTMU	135	0	15	35	1	0	84	4	0.60	0.31
Lewis + Mason	Trumark	An		ATT	153	0	10	25	0	0	44	8	1.60	0.62
Magnolia Park I and II	Van Daele	An		SFD	53	0	10	47	1	0	41	12	0.94	0.92
Calistoga at Eastwood	William Lyon	Ir		DTMU	60	0	3	5	0	0	57	0	0.39	0.00
Echo at Novel Park	William Lyon	Ir		DTMU	64	0		29	0	0	0	0	0.00	0.00
Flora Park	William Lyon	Cy		AASF	244	3	3	59	5	1	167	42	3.31	3.23
Fringe at Novel Park	William Lyon	Ir	New	ATMU	112	0	1	2	2	0	2	2	4.67	4.67
Modo at Novel Park	William Lyon	Ir	New	ATMU	70	0	2	4	4	0	4	4	9.33	9.33
Nova at Novel Park	William Lyon	Ir	New	ATMU	55	0	4	8	8	0	8	8	18.67	18.67
Verge at Novel Park	William Lyon	Ir	New	ATMU	67	0	2	1	1	0	1	1	2.33	2.33
TOTALS: No. Reporting:		68	Avg. Sales: 0.94		Traffic to Sales: 37 : 1		292	2513	68	4	3173	424	Net:	64

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	10	0	0	13	2	0.22	0.15		
Magnolia at Loma Vista	Lennar	YL	ATMU	62	3	4	102	2	0	26	26	2.09	2.09		
Portarosa	Lennar	Br	ATMU	103	3	2	22	2	0	101	10	1.12	0.77		
Primrose at Loma Vista	Lennar	YL	ATMU	94	3	4	102	2	0	35	35	2.82	2.82		
Jasmine at Loma Vista	Melia	YL	ATMU	36	3	8	58	2	0	22	22	1.97	1.97		
Portola Walk	Olson	LH	ATT	50	12	14	36	0	0	17	8	0.67	0.62		
Skylark	Shea	LH	Rsv's ATMU	32	0	4	27	0	0	5	2	0.13	0.15		
Wedgewood	Shea	YL	DTMU	22	0	3	52	0	0	4	4	0.16	0.31		
Agave at La Floresta	The New Home Co	Br	AAAT	80	0	6	15	1	0	33	5	0.43	0.38		
TOTALS: No. Reporting: 9					Avg. Sales: 1.00		Traffic to Sales: 47 : 1		47	424	9	0	256	114	Net: 9

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

North Coastal Orange					Projects			Participating : 8				In Area : 8		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aura	DeNova	CM		DTMU	33	0	4	0	0	0	29	3	0.33	0.23
Elara	DeNova	CM		DTMU	56	0	6	37	0	0	27	6	0.53	0.46
Place, The	Intracorp	CM		DTMU	42	0	3	25	0	0	26	12	0.48	0.92
Lido Villas	Landsea	NB		ATMU	23	0	6	11	0	0	0	0	0.00	0.00
Ebb Tide	MBK	NB		DTMU	81	0	2	6	0	1	79	4	0.84	0.31
17 West Live/Work	Meritage	CM		ATMU	89	0	10	12	2	0	50	8	0.57	0.62
17 West Lofts	Meritage	CM		ATMU	46	0	12	15	1	0	31	6	0.35	0.46
Parkside Estates	Shea	HB		DTMU	111	0	5	98	0	0	28	12	0.75	0.92

(North Coastal Orange) Continued ...

Development Name	Developer	City Code	Notes	Type										
North Coastal Orange					Projects				Participating : 8				In Area : 8	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
TOTALS: No. Reporting:		8	Avg. Sales: 0.25		Traffic to Sales: 68 : 1		48	204	3	1	270	51	Net: 2	

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

South Coastal Orange					Projects				Participating : 6				In Area : 6	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aqua Sea Summit	Taylor Morrison	SCI	DTMU		127	0	3	0	0	0	124	1	0.64	0.08
Azure Sea Summit	Taylor Morrison	SCI	DTMU		81	3	2	11	3	0	68	8	0.38	0.62
Indigo Sea Summit	Taylor Morrison	SCI	DTMU		24	0	1	1	0	0	19	1	0.14	0.08
Sapphire Sea Summit	Taylor Morrison	SCI	DTMU		77	0	3	0	1	1	72	6	0.41	0.46
Grand Monarch	William Lyon	DA	ATMU		37	0	8	0	0	0	19	1	0.09	0.08
South Cove	Zephyr	DA	ATMU		168	0	4	31	1	1	56	7	0.83	0.54
TOTALS: No. Reporting:		6	Avg. Sales: 0.50		Traffic to Sales: 9 : 1		21	43	5	2	358	24	Net: 3	

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

South Inland Orange					Projects				Participating : 29				In Area : 29	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Oaks, The	Baldwin and Sons	Lfo	DTMU		304	0	40	88	2	0	64	3	0.33	0.23
Christopher Homes at Ladera Ranch	Christopher	LR	DTMU		36	0	1	9	0	0	35	0	0.40	0.00
Highmark at Ironridge	KB Home	Lfo	DTMU		83	0	3	25	1	0	34	6	0.51	0.46
Brookhaven	Landsea	Lfo	DTMU		80	0	11	24	1	0	31	8	0.43	0.62
Copperleaf/Silveroak at IronRidge	Landsea	Lfo	ATMU		251	0	4	25	0	0	16	6	1.04	0.46
Sagebluff	Landsea	Lfo	DTMU		65	0	7	19	0	0	46	7	0.59	0.54
Windstone	Landsea	Lfo	DTMU		85	0	7	33	4	0	37	10	0.47	0.77
Avant at Esencia	Lennar	RMV	SFD		105	0	2	32	2	0	47	15	0.64	1.15
Avocet at Esencia	Lennar	RMV	DTMU		95	0	2	5	1	1	90	4	0.49	0.31
Heirloom at Esencia	Lennar	RMV	DTMU		86	0	S/O	2	0	0	86	3	0.43	0.23
Iris at Esencia	Lennar	RMV	DTMU		94	0	4	15	0	0	73	8	0.59	0.62
Vivaz at Esencia	Lennar	RMV	DTMU		79	0	2	32	1	0	54	12	0.76	0.92
Veranda	MBK	RMV	ATMU		86	0	11	21	0	0	75	4	0.58	0.31
Modena at Esencia	Meritage	RMV	ATT		118	3	3	31	3	0	51	13	0.60	1.00
Alondra	Shea	RMV	Rsv's	DTMU	121	0	4	29	0	0	109	7	0.57	0.54
Bristol at Baker Ranch	Shea	Lfo	DTMU		85	0	5	34	0	0	59	5	0.95	0.38
Cortesa	Shea	RMV	Rsv's	DTMU	135	0	1	29	3	0	107	8	0.56	0.62
Rowe	Shea	Lfo	ATMU		228	0	3	25	0	0	225	7	1.17	0.54
Cove at Pacifica San Juan	Taylor Morrison	SJC	ATMU		70	3	4	16	2	0	48	8	0.77	0.62
Azure at Esencia	The New Home Co	RMV	ATMU		80	0	2	28	3	0	71	7	0.98	0.54
Cobalt at Esencia	The New Home Co	RMV	ATMU		72	4	4	28	1	0	28	7	0.39	0.54
Sky Ranch at Covenant Hills	The New Home Co	LR	DTMU		28	0	4	23	0	0	17	3	0.48	0.23
Topaz at Esencia	The New Home Co	RMV	DTMU		56	0	2	27	1	0	15	6	0.29	0.46
Aria at Esencia	TRI Pointe	RMV	DTMU		151	0	1	7	0	0	150	3	0.81	0.23
Viridian	TRI Pointe	RMV	DTMU		72	0	8	13	0	0	33	4	0.71	0.31
Artisan	William Lyon	LR	DTMU		14	0	3	2	0	0	10	0	0.05	0.00
Artisan II	William Lyon	LR	DTMU		7	0		2	0	0	0	0	0.00	0.00
Briosa	William Lyon	RMV	DTMU		50	2	2	3	2	0	46	6	0.35	0.46
Reverie at Esencia	William Lyon	RMV	DTMU		118	0	2	21	2	1	43	7	0.72	0.54
TOTALS: No. Reporting:		29	Avg. Sales: 0.93		Traffic to Sales: 22 : 1		142	648	29	2	1700	177	Net: 27	

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

Continued ...

Development Name	Developer	City Code	Notes	Type										
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	5	40	0	0	9	9	1.21	1.21
Pacific Villas	Williams	BP	SFD		47	0	6	20	0	0	36	3	0.76	0.23
TOTALS: No. Reporting:		2	Avg. Sales: 0.00		Traffic to Sales:		0 : 1	11	60	0	0	45	12	Net: 0

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	2	21	0	0	34	3	0.48	0.23	
Coolidge Place	Watt	LA	SFD	30	6	5	2	1	0	1	1	0.04	0.08	
Bridewell	Williams	HP	DTMU	9	0	4	5	0	0	5	1	0.12	0.08	
Echo Two Four	Williams	HP	ATMU	24	0	6	21	1	0	18	9	0.34	0.69	
TOTALS: No. Reporting:		4	Avg. Sales: 0.50		Traffic to Sales: 25 : 1		17	49	2	0	58	14	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	17	26	0	0	40	6	0.43	0.46
Jewel at Playa Vista	Brookfield	PVst	DTMU	14	0	1	16	0	0	13	1	0.12	0.08
Ashton on Lanark	Meritage	Wa	SFD	7	0	1	67	0	0	1	1	0.04	0.08
Seabluff	The New Home Co	PVst	ATT	75	0	7	70	1	0	39	5	0.68	0.38
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 179 : 1		26	179	1	0	93	13	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	3	4	0	0	15	9	0.39	0.69	
Waypointe	DR Horton	EIS	ATT	34	0	3	3	0	1	9	5	0.33	0.38	
Crescent Square	Far West Industries	SH	DTMU	25	0	1	12	0	0	24	2	0.26	0.15	
Edgemont	KB Home	Com	SFD	62	3	3	32	2	0	21	6	0.83	0.46	
Vista Pointe	KB Home	LA	DTMU	56	6	4	43	3	0	35	28	2.47	2.15	
Magnolia Walk	Olson	WBK	SFD	94	0	7	55	2	1	74	19	1.74	1.46	
Pacific Bougainvillea	Pacific	Tor	SFD	63	0	3	34	0	0	20	2	0.26	0.15	
Dorado	Pulte	LB	DTMU	40	0	5	23	0	2	10	4	0.51	0.31	
Asher Pointe	Watt	GRD	DTMU	21	0	3	36	0	0	11	2	0.21	0.15	
TOTALS: No. Reporting:		9	Avg. Sales: 0.33		Traffic to Sales: 35 : 1		32	242	7	4	219	77	Net:	3

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	S/O	2	0	0	47	7	0.70	0.54	
Hampton at Northpointe	DR Horton	WH	DTMU	32	0	3	4	0	0	26	5	0.57	0.38	
Monroe at Hazeltine	Etco Homes	VN	DTMU	24	0	2	0	0	0	7	1	0.13	0.08	
Brighton	KB Home	VN	SFD	58	3	4	10	2	0	35	15	1.00	1.15	
Sterling at West Hills	Pulte	WH	Update DTMU	143	7	13	48	0	0	54	4	0.42	0.31	
Vesper Village	Richmond American	PC	DTMU	25	3	4	14	2	0	8	8	0.36	0.62	
District at Northridge	Shea	Nor	Rsv's ATMU	153	0	TSO	42	3	0	144	18	0.97	1.38	

(San Fernando Valley) Continued ...

Development Name	Developer	City Code	Notes	Type											
San Fernando Valley Continued ...					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	
Avanti	The New Home Co	CS	ATMU	72	0	1	6	0	0	71	6	0.44	0.46		
Glen, The	Warmington	VG	ATMU	63	0	3	11	0	0	54	4	0.67	0.31		
Entrada at Sylmar	Watt	Syl	SFD	20	0	3	10	0	0	3	1	0.06	0.08		
New Heights	Watt	WH	DTMU	43	0	2	8	1	0	4	4	0.35	0.35		
Palmilla	Williams	Syl	SFD	12	0	5	33	2	1	7	1	0.16	0.08		
Tovara West	Williams	Syl	ATMU	125	0	11	29	3	0	45	18	1.17	1.38		
TOTALS: No. Reporting:		13	Avg. Sales: 0.92		Traffic to Sales: 17 : 1		51	217	13	1	505	92	Net:	12	

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 : 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	
Bradbury	Brandywine	LAP	SFD	45	0	2	23	1	0	28	12	0.66	0.92	
Citrus + Palm at Rosedale	Brookfield	Az	ATMU	112	0	S/O	60	1	0	112	7	1.82	0.54	
Barcelona	Crestwood	Po	SFD	36	0	4	47	0	0	25	4	0.50	0.31	
Avendale at Phillips Ranch	Lennar	Po	DTMU	56	3	4	37	1	0	23	2	0.44	0.15	
Crossings at Phillips Ranch	Lennar	Po	DTMU	68	0	3	37	0	0	24	4	0.46	0.31	
South Pointe	Lennar	DB	DTMU	99	0	4	36	0	0	86	9	0.82	0.69	
Citrus Promenade	Meritage	COV	ATMU	117	0	2	65	2	0	22	14	0.87	1.08	
Manzanita Walk	Olson	HAH	ATT	21	0	9	33	0	0	9	4	0.37	0.31	
Grove, The	Richmond American	Po	SFD	123	0	5	12	0	0	118	7	1.09	0.54	
Moreton Place	Watt	GLD	DTST	40	0	2	60	0	0	5	1	0.12	0.08	
La Colina Estates	William Lyon	GLD	DTMU	121	0	3	11	1	0	43	3	0.21	0.23	
Meadow Park	William Lyon	CL	ATMU	95	3	4	8	1	0	38	3	0.34	0.23	
Senna	Williams	Az	ATT	70	0	1	5	0	0	69	1	0.62	0.08	
TOTALS: No. Reporting:		13	Avg. Sales: 0.54		Traffic to Sales: 62 : 1		43	434	7	0	602	71	Net:	7

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	DTMU	21	0	2	11	1	0	6	6	1.75	1.75
Arbor Walk	Olson	Arc	ATMU	15	0	10	46	0	0	3	3	0.21	0.23
Union Walk	Olson	ELM	ATMU	62	0	S/O	8	0	0	62	6	0.78	0.46
VuePointe	TRI Pointe	ELM	ATMU	102	0	3	24	0	0	99	3	1.13	0.23
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 89 : 1		15	89	1	0	170	18	Net: 1

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
Corte Bella	Ventana	BLF	ATMU	30	0	2	27	1	0	15	5	0.25	0.38
Garden House	Ventana	BLF	ATMU	24	0	4	27	0	0	16	3	0.27	0.23
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 54 : 1		6	54	1	0	31	8	Net: 1

City Codes: BLF = Bellflower

Development Name	Developer	City Code	Notes	Type										
Santa Clarita Valley					Projects		Participating : 12					In Area : 12		
					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
Eagle Crest	Frontier	La		DTMU	43	0	3	15	1	0	31	6	0.49	0.46
Galloway at Five Knolls	Lennar	SC		AASF	140	0	2	20	0	0	23	5	0.47	0.38
Arista of Aliento	Pardee	SC		DTMU	112	0	11	34	0	1	76	6	0.69	0.46
Cresta at Aliento	Pardee	SC		DTMU	67	0	17	95	0	1	24	2	0.45	0.15
Lyra at Skyline Ranch	Pardee	SC		DTMU	84	0	10	62	0	0	10	0	0.47	0.00
Sola at Skyline Ranch	Pardee	SC		DTMU	73	0	10	87	2	0	34	18	1.59	1.38
Verano	Pardee	SC		AASF	95	0	11	12	1	0	48	5	0.51	0.38
Celestia at Skyline	TRI Pointe	SC		DTMU	72	4	23	38	1	0	20	9	0.93	0.69
Lucera at Aliento	TRI Pointe	SC		DTMU	67	0	1	0	0	0	66	3	0.59	0.23
Mystral at Skyline	TRI Pointe	SC		DTMU	78	0	13	26	1	0	17	10	0.79	0.77
Paloma at West Creek	TRI Pointe	SC		ATMU	155	0	13	46	1	0	80	19	1.37	1.46
Tiemo at Aliento	TRI Pointe	SC		DTMU	121	0	11	24	1	0	71	7	0.64	0.54
TOTALS: No. Reporting:		12	Avg. Sales: 0.50		Traffic to Sales: 57 : 1		125	459	8	2	500	90	Net: 6	

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	3	21	3	0	73	13	0.67	1.00
Dorado Skies II	KB Home	La	SFD	79	3	3	22	1	0	62	15	1.10	1.15
Pacific Magnolia	Pacific	Plmd	SFD	40	0	2	21	0	0	13	2	0.34	0.15
TOTALS: No. Reporting:		3	Avg. Sales: 1.33		Traffic to Sales: 16 : 1		8	64	4	0	148	30	Net: 4

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura				Projects Participating : 4							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
Pinnacle at Wood Ranch	Century	SV	ATMU	37	3	2	34	3	0	25	9	0.50	0.69
Belwood Place	DR Horton	SV	DTMU	48	3	4	10	3	0	17	17	1.63	1.63
Arroyo Vista at the Woodlands	KB Home	SV	DTMU	108	0	2	15	1	1	76	11	0.44	0.85
Westerly	Landsea	SV	ATMU	211	0	9	79	1	0	57	14	1.28	1.08
TOTALS: No. Reporting: 4		Avg. Sales: 1.75		Traffic to Sales: 17 : 1		17	138	8	1	175	51	Net: 7	

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	2	26	1	0	72	13	1.01	1.00	
Barcelo at Solana Heights	Lennar	Ve	DTMU	59	0	3	N/A	0	0	56	8	0.59	0.62	
Anacapa at The Farm	Williams	Ve	ATT	32	0	3	21	0	0	29	2	0.33	0.15	
Olivas at The Farm	Williams	Ve	SFD	70	0	12	21	4	0	55	10	0.63	0.77	
Sespe at The Farm	Williams	Ve	SFD	25	0	2	21	0	0	23	3	0.26	0.23	
TOTALS: No. Reporting: 4		Avg. Sales: 1.25		Traffic to Sales: 18 : 1		22	89	5	0	235	36	Net: 5		

City Codes: Cm = Camarillo, Ve = Ventura

San Luis Obispo					Projects		Participating : 2					In Area : 2		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Arroyos at Righetti Ranch	Williams	SLO	DTMU		52	0	8	77	1	0	21	13	0.69	1.00
Paseos at Righetti Ranch	Williams	SLO	DTMU		33	0	15	77	0	0	10	6	0.33	0.46

Development Name		Developer	City Code	Notes	Type											
San Luis Obispo Continued ...					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		
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 154 : 1		23	154	1	0	31	19	Net:		1	

City Codes: SLO = San Luis Obispo

Santa Barbara					Projects				Participating : 9				In Area : 9	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Winslowe	City Ventures	Ga	ATMU		175	8	7	30	2	0	60	25	1.20	1.92
Los Carneros	Comstock Homes	Ga	DTMU		233	0	1	23	0	0	232	15	1.42	1.15
Amarena at Tree Farm	Lennar	Ga	DTMU		15	0	2	1	0	0	10	5	0.21	0.38
Limone at Tree Farm	Lennar	Ga	DTMU		18	0	1	6	0	0	13	3	0.27	0.23
Mela at Tree Farm	Lennar	Ga	ATMU		30	0	2	9	1	0	19	3	0.21	0.23
Oliva at Tree Farm	Lennar	Ga	ATT		24	0	S/O	3	1	0	24	4	0.44	0.31
Pera at Tree Farm	Lennar	Ga	DTMU		43	0	7	7	0	0	26	7	0.28	0.54
Shea Homes at Rice Ranch	Shea	Orct	ATMU		114	0	4	25	0	0	46	7	0.45	0.54
Gardens	Williams	SMRA	DTMU		126	0	20	12	1	0	106	14	1.06	1.08
TOTALS: No. Reporting:		9	Avg. Sales: 0.56		Traffic to Sales: 23 : 1		44	116	5	0	536	83	Net: 5	

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

Desert					Projects				Participating : 1				In Area : 1	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Asher Ranch II	Frontier	RD	SFD		73	0	3	15	0	0	47	10	0.75	0.77
TOTALS: No. Reporting:		1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		3	15	0	0	47	10	Net: 0	

City Codes: RD = Rosamond

Kern					Projects				Participating : 11				In Area : 11	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Sera Vista	DR Horton	BAK	SFD		79	0	3	20	1	0	70	23	1.29	1.77
Aspire at Union Village	K Hovnanian	BAK	SFD		153	0	2	27	0	0	58	22	1.34	1.69
Westwind	Legacy	BAK	DTMU		159	0	1	35	0	0	93	5	0.37	0.38
California at Ashe Meadows	Lennar	BAK	SFD		46	3	1	22	3	0	32	26	1.09	2.00
Chateau at Ashe Meadows	Lennar	BAK	SFD		40	3	1	29	5	0	32	24	1.31	1.85
Gossamer Grove Savannah	Lennar	SHA	SFD		78	3	4	7	1	0	62	20	1.23	1.54
Gossamer Grove Skye	Lennar	SHA	SFD		100	3	4	11	1	0	75	10	1.15	0.77
Gossamer Grove Summer	Lennar	SHA	New DTST		83	0		11	0	0	0	0	0.00	0.00
Gossamer Grove Tract 6773	Lennar	BAK	SFD		76	0	2	7	0	0	72	9	0.70	0.69
Skye at Ashe Meadows	Lennar	BAK	SFD		157	3	4	39	2	1	23	12	0.76	0.92
Northampton	Woodside	BAK	SFD		150	0	1	N/A	0	0	120	17	0.67	1.31
TOTALS: No. Reporting:		10	Avg. Sales: 1.20		Traffic to Sales: 16 : 1		23	208	13	1	637	168	Net: 12	

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings					Projects				Participating : 16				In Area : 16	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Sequoia Trails	Beazer	Vi	DTMU		205	0	39	23	0	0	2	2	0.16	0.16
Arbor Trail	DR Horton	Vi	SFD		77	0	4	14	0	0	35	9	0.32	0.69
Laurel Heights	DR Horton	Vi	DTMU		54	0	2	28	1	0	7	6	0.43	0.46
Montecito	DR Horton	TU	SFD		189	0	3	24	1	1	56	13	0.66	1.00
Orchard Walk	DR Horton	Vi	DTMU		52	0	4	51	0	0	23	17	1.32	1.31
Quail Creek	DR Horton	TU	SFD		77	0	8	8	0	0	64	5	0.65	0.38

(Tulare/Kings) Continued ...

THE RYNESS REPORT

Week Ending
Sunday, March 31, 2019

LA-Orange-North Page 8 of: 8

Development Name	Developer	City Code	Notes	Type										
Tulare/Kings Continued ...					Projects Participating : 16							In Area : 16		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
River Run	DR Horton	Vi		SFD	55	3	3	3	2	0	33	18	0.97	1.38
Sterling Oaks	DR Horton	Vi	New	DTMU	71	0		17	0	0	0	0	0.00	0.00
Wood Ranch	DR Horton	Vi		SFD	120	0	2	14	0	0	84	10	0.76	0.77
Cambridge at Legacy	Lennar	Hf		DTMU	79	0	3	19	0	0	74	1	0.57	0.08
Cambridge at Silver Oaks	Lennar	Vi		DTMU	85	0	1	1	0	0	80	0	0.53	0.00
Cambridge at Silver Oaks II	Lennar	Vi		DTMU	90	0	1	5	1	0	89	12	1.18	0.92
Chateau at The Vistas VI	Lennar	Vi		DTMU	94	3	3	24	5	1	73	22	1.23	1.69
Legacy 2 Cambridge	Lennar	Hf		SFD	62	3	3	19	3	0	52	14	0.91	1.08
Windmills Cambridge Collection	Lennar	TU		SFD	42	0	2	13	1	1	37	15	0.80	1.15
Ridge Creek	Woodside	DI		SFD	170	0	3	42	0	0	33	6	0.58	0.46
TOTALS: No. Reporting:		16	Avg. Sales: 0.69		Traffic to Sales: 22 : 1			81	305	14	3	742	150	Net: 11

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

LA-Orange-North					Projects Participating : 234					In Area : 238		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 232		Avg. Sales: 0.79		Traffic to Sales: 33 : 1		1,097	6704	204	21	10,531	1,732	Net: 183

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 RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 13, Ending **March 31, 2019**

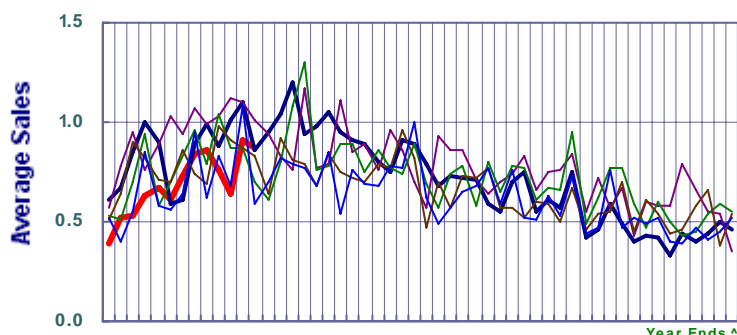
Inland Empire

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 Central Riverside		34	1,280	38	7	31	0.91	0.78	17%	0.76	21%
Desert Riverside		5	97	2	0	2	0.40	0.74	-46%	0.75	-47%
Murrieta - Temecula		22	540	21	2	19	0.86	0.56	54%	0.53	63%
Northwest Riverside		34	1,576	42	6	36	1.06	0.66	60%	0.61	74%
South Riverside		46	1,249	43	9	34	0.74	0.69	7%	0.67	10%
Central-East San Bernardino		16	567	16	1	15	0.94	0.64	47%	0.58	60%
Desert San Bernardino		6	90	4	0	4	0.67	0.67	0%	0.67	0%
NW-SW San Bernardino		45	1,643	46	5	41	0.91	0.75	22%	0.71	28%
Current Week Totals	Traffic : Sales 33 : 1	208	7,042	212	30	182	0.88	0.69	26%	0.66	32%
Per Project Average			34	1.02	0.14	0.88					
Year Ago - 04/01/2018	Traffic : Sales 30 : 1	107	3,292	108	16	92	0.86	0.80	8%	0.80	8%
% Change		94%	114%	96%	88%	98%	2%	-13%		-17%	

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 13 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	66	34	0.91	0.24	0.67	0.63
■	2015	96	37	0.90	0.15	0.76	0.67
■	2016	146	32	0.90	0.15	0.74	0.72
■	2017	123	36	1.14	0.17	0.97	0.79
■	2018	123	35	1.01	0.17	0.84	0.69
■	2019	206	32	0.85	0.16	0.69	0.69
% Change :		67%	-8%	-15%	-6%	-17%	0%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.08%	4.21%
FHA	3.61%	3.67%
10 Yr Yield	2.48%	



Market Commentary

New findings from a National Association of Realtors survey show that more Americans believe that now is a good time to purchase a home. Consumer opinions about home buying bounced back in the first quarter of 2019 with 37% stating that they strongly believe now is a good time to buy, up from 34% in the last quarter of 2018 but down from 38% one year ago. Only 35% of respondents said that now is not a good time to buy a home, compared to 37% in 2018's fourth quarter. NAR's first quarter Housing Opportunities and Market Experience survey also found that a majority of those polled, 53% said that the economy is improving – down slightly from 59% at the end of last year. In 2019, optimism is the greatest among those who earn \$100,000 or more and those who reside in rural areas. Fifty percent of Generation X said the economy is improving, while 42% of urban area residents reported the same. NAR's chief economist Lawrence Yun said several factors are helping to improve the attitudes of potential homebuyers. "First, inventory has been rising, so those buyers interested in making a purchase will not be limited in choices. Additionally, more stable home price trends are leading to more foot traffic at various open house gatherings." Yun noted that mortgage affordability in 2019's first quarter has been more favorable for would-be homebuyers than it has been in recent quarters. "The Federal Reserve's decision to refrain from any foreseeable rate hikes was beneficial to potential buyers," Yun said. "That move directly contributed to mortgage rates declining in quarter one, which provided a second-chance opportunity to those looking to buy who were priced out last quarter." *Quintin Simmons National Association of Realtors*

Development Name	Developer	City Code	Notes	Type										
Central Riverside					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
Palisades	DR Horton	SJ		DTMU	83	0	2	9	0	0	1	1	0.70	0.70
Stonecreek at Green Valley Ranch	KB Home	Prs		DTMU	145	0	21	32	2	0	9	-1	0.44	-0.08
Stonecrest at The Cove	KB Home	SJ		SFD	200	0	18	36	1	0	152	7	1.03	0.54
Arterra	Lennar	SJ		SFD	87	0	2	21	2	0	77	21	1.24	1.62
Luz Del Sol	Signature	SJ		DTMU	164	0	4	26	0	0	77	2	0.75	0.15
Collection at Hideaway	William Lyon	He		SFD	96	0	7	19	0	0	19	4	0.50	0.31
Court at Hideaway	William Lyon	He		SFD	97	0	5	19	1	0	19	6	0.50	0.46
Parkside	William Lyon	SJ		SFD	92	0	15	20	4	3	70	10	1.20	0.77
TOTALS: No. Reporting:		8	Avg. Sales: 0.88		Traffic to Sales:		18 : 1	74	182	10	3	424	50	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	12	22	2	1	57	27	1.11	2.08		
Camellia Pointe at Summerwind Trails	DR Horton	CI	DTMU	121	0	3	5	1	0	6	6	0.48	0.48		
Retreat at Summerwind Trails	DR Horton	CI	DTMU	41	3	3	9	2	0	9	9	0.72	0.72		
Windsor at the Fairways	DR Horton	Be	DTMU	64	0	2	2	0	1	62	1	0.65	0.08		
Four Seasons Beaumont	K Hovnanian	Be	DTMU	914	3	4	32	2	0	844	29	2.11	2.23		
Bella Cortina	KB Home	MV	DTMU	159	0	14	59	1	0	78	14	1.02	1.08		
Daybreak	KB Home	MV	DTMU	114	0	27	44	2	0	51	10	0.76	0.77		
Meadow Creek	Lennar	MV	SFD	161	0	2	N/A	0	0	107	6	1.20	0.46		
Painted Sky at Summerwind Trails	Lennar	CI	DTMU	105	0	2	43	0	0	16	16	1.44	1.44		
Wildflower at Summerland Trails	Lennar	CI	DTMU	141	0	3	40	0	0	6	6	0.54	0.54		
Abrio at Sundance	Pardee	Be	DTMU	82	0	8	54	2	0	47	12	0.88	0.92		
Alisio at Sundance	Pardee	Be	DTST	84	0	15	37	3	0	26	26	2.76	2.76		
Avid	Pardee	Be	SFD	103	0	22	61	0	0	14	5	0.51	0.38		
Beacon at Sundance	Pardee	Be	DTMU	114	0	8	86	1	1	48	6	0.99	0.46		
Cascade at Sundance	Pardee	Be	SFD	151	0	12	32	1	1	126	9	1.39	0.69		
Daybreak at Sundance	Pardee	Be	SFD	139	11	19	31	3	0	88	10	0.97	0.77		
Elan	Pardee	Be	SFD	81	0	23	61	0	0	6	2	0.22	0.15		
Elara at Sundance	Pardee	Be	SFD	248	6	7	48	2	0	226	12	1.62	0.92		
Mira	Pardee	Be	SFD	92	0	34	61	0	0	6	-2	0.22	-0.15		
Vita	Pardee	Be	SFD	152	0	25	61	0	0	17	4	0.62	0.31		
Athens	William Lyon	MV	SFD	86	0	2	59	0	0	81	17	0.67	1.31		
Augusta	William Lyon	MV	Update	SFD	140	0	1	24	2	0	139	20	1.49	1.54	
Avia at Olivewood	William Lyon	Be	SFD	160	0	5	47	0	0	30	9	0.73	0.69		
Capella at Olivewood	William Lyon	Be	SFD	308	0	4	47	1	0	25	7	0.61	0.54		
Lugano at Olivewood	William Lyon	Be	SFD	240	0	7	47	1	0	19	3	0.46	0.23		
Provence at Olivewood	William Lyon	Be	SFD	67	3	4	47	2	0	29	15	0.70	1.15		
Oak Ridge at The Fairways	Woodside	Be	DTMU	148	0	3	39	0	0	112	9	0.72	0.69		
TOTALS: No. Reporting: 26					Avg. Sales: 0.92		Traffic to Sales: 39 : 1		271	1098	28	4	2275	288	Net: 24

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

Desert Riverside					Projects			Participating : 5				In Area : 6		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Floresta	Beazer	LQ		DTMU	82	0	2	31	0	0	2	2	0.24	0.24
Vermillion at Escena	Beazer	PS		DTMU	72	0	4	0	0	0	66	1	0.28	0.08
Hacienda Pointe	DR Horton	In		DTMU	137	0	2	5	1	0	126	19	0.89	1.46

(Desert Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
Desert Riverside Continued ...					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
ICON	Far West Industries	PS		DTMU	46	0	19	31	1	0	16	3	0.37	0.23
Four Seasons at Terra Lago	K Hovnanian	In		DTMU	716	0	2	30	0	0	344	20	1.35	1.54
TOTALS: No. Reporting:		5	Avg. Sales: 0.40		Traffic to Sales: 49 : 1		29	97	2	0	554	45	Net: 2	

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

Murrieta - Temecula					Projects				Participating : 22			In Area : 22		
					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	11	57	3	0	17	11	0.37	0.85	
Juniper at Spencer's Crossing	Brookfield	Mu	DTMU	114	0	7	38	1	0	100	4	0.68	0.31	
Bellevue at The Promontory	Cornerstone	Mu	SFD	94	3	4	31	1	0	23	5	0.26	0.38	
Brighton at The Promontory	Cornerstone	Mu	SFD	110	0	3	20	0	0	6	5	0.20	0.38	
Calistoga at The Promontory	Cornerstone	Mu	SFD	64	3	4	24	1	0	40	3	0.34	0.23	
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu	SFD	65	0	2	4	1	1	13	7	0.46	0.54	
Emerson at Alderwood	DR Horton	Mu	DTMU	60	0	1	1	0	0	59	3	0.76	0.23	
Indigo Place	DR Horton	Te	DTMU	54	3	4	8	2	0	38	5	0.71	0.38	
Oaks, The at Santa Rosa Highlands	DR Horton	Mu	SFD	77	0	3	5	1	0	12	6	0.42	0.46	
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu	ATT	68	0	3	4	0	0	15	6	0.53	0.46	
Sequoia at Santa Rosa Highlands	DR Horton	Mu	SFD	51	0	3	7	0	1	12	7	0.42	0.54	
Santolina at Spencer's Crossing	KB Home	Mu	SFD	108	0	12	37	1	0	27	9	0.61	0.69	
Westpark	KB Home	Mu	DTMU	64	0	10	37	1	0	14	9	0.38	0.69	
Marbella at Terracina	Lennar	Te	SFD	200	0	3	47	0	0	156	10	1.53	0.77	
Nicolas Heights	Lennar	Te	SFD	83	3	4	48	1	0	43	8	0.64	0.62	
Vista Bella	Melia	Mu	ATMU	80	8	11	36	0	0	29	7	0.74	0.54	
Braeburn at Spencer's Crossing	Pardee	Mu	SFD	82	0	8	13	2	0	22	14	0.47	1.08	
Tamarack at Spencer's Crossing	Pardee	Mu	DTMU	84	0	10	30	0	0	63	1	0.85	0.08	
Sycamore at Spencer's Crossing	Richmond American	Mu	SFD	55	0	2	23	0	0	53	3	0.36	0.23	
Sycamore North at Spencers Crossing	Richmond American	Mu	DTMU	46	0	3	23	1	0	43	11	0.56	0.85	
Preserve	William Lyon	Mu	SFD	207	3	4	47	3	0	80	20	1.27	1.54	
Laurel at Spencer's Crossing	Woodside	Mu	Update	DTMU	92	0	S/O	0	2	0	92	6	0.66	0.46
TOTALS: No. Reporting:		22	Avg. Sales: 0.86		Traffic to Sales: 26 : 1		112	540	21	2	957	160	Net:	19

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	35	0	0	4	4	0.24	0.31
Tramonte at Citrus Heights	City Ventures	Rs	SFD	165	6	3	90	6	0	51	18	1.31	1.38
Granite Ridge	Far West Industries	JU	DTMU	192	0	18	78	4	1	118	21	2.21	1.62
Barrington Place North	Frontier	JU	DTMU	101	0	12	20	0	0	20	2	0.42	0.15
Barrington Place South	Frontier	JU	DTMU	75	0	16	21	2	1	19	7	0.40	0.54
Hillcrest	Frontier	Rs	DTMU	26	0	4	11	1	0	9	1	0.19	0.08
Bella Vista Estates	Griffin	Rs	DTMU	35	0	1	51	0	0	31	1	0.20	0.08
Bella Vista Estates Corona	Griffin	Co	DTMU	25	0	8	37	0	0	0	0	0.00	0.00
Bella Vista III	Griffin	Rs	DTMU	15	0	6	51	1	0	9	6	0.19	0.46
Capistrano at Spring Mountain Ranch	KB Home	Rs	UpdateDTMU	159	0	6	46	3	1	140	28	1.84	2.15
Monterey at Spring Mountain Ranch	KB Home	Rs	SFD	156	3	3	52	5	0	146	35	1.56	2.69
Trails at Mockingbird Canyon	KB Home	Rs	DTMU	59	0	1	56	0	0	6	2	0.09	0.15
Adagio at Sierra Bella	Lennar	Co	DTMU	118	0	4	161	0	0	2	2	0.12	0.15
Autumn Grove	Lennar	Rs	SFD	85	0	2	35	2	0	61	11	0.85	0.85

(Northwest Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type
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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		
Continued ...															
Floral Ridge at Citrus Heights	Lennar	Rs	SFD	81	0	3	78	0	0	38	11	0.30	0.85		
Hideaway at Sycamore Creek	Lennar	Co	SFD	88	0	3	46	0	0	27	16	0.87	1.23		
Oakwood at Sycamore Creek	Lennar	Co	SFD	104	0	4	46	0	0	20	11	0.64	0.85		
Orchard at Citrus Heights	Lennar	Rs	SFD	141	0	9	67	1	0	114	16	0.89	1.23		
Solana at Sendero	Lennar	Ev	SFD	136	0	7	55	2	0	42	7	1.43	0.54		
Sonata at Sierra Bella	Lennar	Co	DTMU	119	0	4	161	0	0	2	1	0.12	0.08		
Sonoma at Sendoro	Lennar	Ev	SFD	94	0	14	57	3	0	16	6	0.54	0.46		
Sterling at Terramor	Lennar	Co	DTMU	37	0	2	2	0	0	36	11	0.55	0.85		
Tranquility at Riverbend	Lennar	JU	DTMU	217	0	15	51	0	0	163	14	1.01	1.08		
Harris Farm	RC Hobbs	Rs	ATT	36	0	7	10	0	0	19	3	0.54	0.23		
Bedford at Whitney	The New Home Co	Co	SFD	40	0	12	34	0	1	6	2	0.22	0.15		
Citron at Bedford	TRI Pointe	Co	ATT	101	0	11	17	1	0	18	7	0.66	0.54		
Terrassa Villas	TRI Pointe	Co	DTMU	52	0	2	2	0	0	50	2	0.30	0.15		
Seville	Van Daele	Co	DTMU	52	0	4	29	2	0	42	16	0.68	1.23		
Valencia	Van Daele	Co	DTMU	40	0	1	29	2	0	39	2	0.63	0.15		
Boardwalk Townhomes	West Coast Home Bui	Co	ATT	148	0	9	29	2	2	60	11	0.81	0.85		
Cameos at Turnleaf	William Lyon	JU	DTMU	216	3	4	34	1	0	119	10	1.43	0.77		
Rivera	William Lyon	Rs	SFD	71	6	6	32	3	0	29	9	0.84	0.69		
Sky Ridge	William Lyon	Rs	DTMU	90	0	1	1	1	0	89	3	0.35	0.23		
Nova	Woodside	Co	SFD	96	0	2	52	0	0	4	1	0.15	0.08		
TOTALS: No. Reporting:		34	Avg. Sales: 1.06		Traffic to Sales: 38 : 1		214	1576	42	6	1549	297	Net: 36		

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

South Riverside				Projects			Participating : 46				In Area : 47			
				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	0	0	0	0.00	0.00	
Provence at Heritage Ranch	Beazer	Wn	DTMU	122	0	6	26	1	0	24	18	0.52	1.38	
Province at Audie Murphy Ranch	Brookfield	Me	DTMU	93	0	3	18	0	0	88	5	0.58	0.38	
Savannah at Audie Murphy Ranch	Brookfield	Me	DTMU	129	0	14	19	1	0	16	4	0.32	0.31	
Oak Hills II	Delsa	Me	Update	SFD	21	0	1	15	1	0	18	3	0.25	0.23
Crescent Pointe at Sierra Ridge	DR Horton	Me	SFD	87	0	4	7	1	1	20	9	0.68	0.69	
Larkspur at Spencer's Crossing	DR Horton	Me	DTMU	68	0	4	7	0	0	8	8	1.08	1.08	
Laurel Pointe at Summerly	DR Horton	LE	DTMU	56	3	4	5	1	0	5	5	0.48	0.48	
Paloma at Sierra Ridge	DR Horton	Me	SFD	63	0	2	6	1	0	13	7	0.44	0.54	
Retreat at Holiday	DR Horton	Me	AASF	108	0	3	4	1	0	99	10	0.94	0.77	
Tribute at Audrey Murphy Ranch	DR Horton	Me	DTMU	88	3	4	17	1	0	35	14	0.68	1.08	
Boulder Estates	Griffin	Me	DTMU	29	0	6	101	0	0	11	11	1.48	1.48	
Alure	KB Home	FRV	DTMU	51	0	2	29	1	0	47	7	0.70	0.54	
Autumn Winds	KB Home	Wn	DTMU	141	0	12	36	1	0	26	24	1.58	1.85	
Camberly Place	KB Home	FRV	DTMU	132	0	27	39	2	1	40	12	0.71	0.92	
Cypress at Hidden Hills	KB Home	Me	SFD	131	0	17	31	1	0	112	20	1.20	1.54	
Peppertree at Hidden Hills	KB Home	Me	DTMU	86	0	19	29	1	0	29	3	0.57	0.23	
Chelsea at Heritage Lake	Lennar	Me	DTMU	113	3	3	66	2	0	3	3	1.24	1.24	
Hampton at Heritage Lake	Lennar	Me	DTMU	187	3	4	66	2	0	5	5	2.06	2.06	
Heritage Heights	Lennar	Me	DTMU	122	0	14	29	0	0	103	14	1.17	1.08	
Mariposa at The Lakes	Lennar	Me	SFD	110	0	7	15	0	0	101	10	0.91	0.77	
Mountain Sky at Conestoga	Lennar	Wn	SFD	113	0	12	28	0	0	29	7	0.85	0.54	
Newport at Heritage Lake	Lennar	Me	DTMU	117	3	3	28	2	0	76	20	0.80	1.54	

(South Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Riverside					Projects				Participating : 46				In Area : 47	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Parkview at Heritage Lake	Lennar	Me		DTMU	69	0	3	2	1	1	66	6	0.78	0.46
Salt Creek at Conestoga	Lennar	Wn		SFD	111	0	12	30	0	0	20	8	0.59	0.62
Sunrise II at Morningstar Ranch	Lennar	Wn		DTMU	95	3	4	14	1	0	87	10	0.72	0.77
Village at Menifee Town Center	Lennar	Me		SFD	125	0	9	36	1	0	39	7	1.00	0.54
Kingston at Audie Murphy Ranch	Meritage	Me	Update	DTMU	102	0	16	28	1	1	28	7	0.60	0.54
Cottonwood at Pacific Mayfield	Pacific	Me		DTMU	190	0	2	11	2	0	182	5	0.31	0.38
Avena	Pardee	Wn		DTMU	84	0	8	32	0	0	40	8	0.60	0.62
Canvas at Centennial	Pardee	Me		SFD	89	5	14	32	2	0	24	15	0.57	1.15
Easton at Centennial	Pardee	Me		DTMU	92	0	11	20	0	0	15	8	0.36	0.62
Kadence at Centennial	Pardee	Me		SFD	85	0	9	32	2	0	17	8	0.40	0.62
Newpark at Centennial	Pardee	Me		DTMU	93	0	6	20	3	0	20	7	0.48	0.54
Starling at Canyon Hills	Pardee	LE		DTMU	107	0	13	2	0	0	52	7	0.51	0.54
Vantage at Westridge	Pardee	LE		SFD	101	0	1	27	0	0	97	1	0.70	0.08
Brixton	Pulte	Me		SFD	64	0	3	20	0	0	18	14	0.75	1.08
Reflections	Pulte	Me		DTMU	54	0	14	22	1	1	34	5	0.55	0.38
Windsor	Pulte	Me		SFD	63	0	9	28	1	0	12	6	0.43	0.46
Marisol at Summerly Homes	Richmond American	LE	Update	DTMU	51	3	5	24	3	2	42	12	0.69	0.92
Sendero at Summerly	Richmond American	LE		SFD	65	0	6	23	0	2	13	9	0.55	0.69
The Ridge at Audie Murphy	Richmond American	Me		DTMU	86	0	2	14	0	0	84	4	0.77	0.31
Alder at Summerly	William Lyon	LE		SFD	65	0	10	22	2	0	55	13	1.11	1.00
Camden Place	William Lyon	Me		DTMU	151	0	8	132	0	0	0	0	0.00	0.00
Willow Tree at Audie Murphy Ranch	William Lyon	Me		SFD	102	0	13	21	1	0	87	7	0.94	0.54
Dakota at Audie Murphy Ranch	Woodside	Me		DTMU	112	0	9	19	2	0	80	7	0.64	0.54
TOTALS: No. Reporting:		46	Avg. Sales: 0.74		Traffic to Sales: 29 : 1		364	1249	43	9	2020	393	Net:	34

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

Central San Bernardino					Projects				Participating : 13				In Area : 13	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Adams Grove	Crestwood	Ri		SFD	75	0	3	33	0	0	21	6	0.39	0.46
Wildrose	Frontier	Col		DTMU	110	0	5	23	2	0	36	6	0.66	0.46
Etiwanda Ridge	Lennar	Fn		SFD	102	0	21	84	2	0	41	8	1.10	0.62
Jasmine at Arboretum	Lennar	Fn		DTMU	134	0	11	39	1	0	21	12	0.94	0.92
Lavender at Arboretum	Lennar	Fn		DTMU	130	0	7	26	1	0	14	8	0.62	0.62
Lilac at Arboretum	Lennar	Fn		DTMU	167	0	21	12	1	0	7	4	0.31	0.31
Magnolia at Arboretum	Lennar	Fn		DTMU	100	0	12	20	1	0	13	9	0.58	0.69
Shady Trails at Laurel Oak	Lennar	Fn		SFD	99	3	4	63	0	0	43	15	1.16	1.15
Stonehaven	Lennar	Fn		DTMU	96	0	5	47	1	0	88	11	0.89	0.85
Belrose	Pulte	Fn		DTMU	103	0	8	15	1	0	10	10	0.97	0.97
Monterra	Pulte	Fn		DTMU	95	0	2	30	4	0	93	17	1.59	1.31
Serrano Village	RC Hobbs	Ri		DTMU	33	0	6	23	0	0	27	7	0.49	0.54
Summit Place	William Lyon	Fn		SFD	94	0	2	62	0	0	11	4	0.39	0.31
TOTALS: No. Reporting:		13	Avg. Sales: 1.08		Traffic to Sales: 34 : 1		107	477	14	0	425	117	Net:	14

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

Continued ...

Development Name	Developer	City Code	Notes	Type										
East San Bernardino					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
Veranda Heights	Beazer	SB	SFD		38	0	6	27	2	1	9	7	0.35	0.54
Villas at The U	GFR	SB	DTST		45	0	11	20	0	0	16	6	0.79	0.46
Citrus Lane	Sea Country	LL	DTMU		35	0	6	43	0	0	29	5	0.27	0.38
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 45 : 1		23	90	2	1	54	18	Net:	1

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

Desert San Bernardino				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	Av.Sls. /YTD
Agave Pointe at Silverstone	DR Horton	Vic	DTMU	49	0	3	5	0	0	46	11	0.80	0.85
Juniper at Silverstone	DR Horton	Vic	DTMU	64	0	2	6	0	0	48	7	0.84	0.54
Diamond Ridge	Frontier	Vic	SFD	122	0	23	27	1	0	36	7	0.52	0.54
Stone Briar II	Frontier	Ad	DTST	116	0	1	16	1	0	6	3	0.29	0.23
Luna Vista	K Hovnanian	Vic	DTMU	159	3	4	9	1	0	8	8	1.47	1.47
Falcon Ridge	KB Home	Vic	SFD	59	3	3	27	1	0	56	14	0.59	1.08
TOTALS: No. Reporting:		6	Avg. Sales: 0.67		Traffic to Sales: 23 : 1		36	90	4	0	200	50	Net: 4

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	1	38	0	0	75	1	1.21	0.08
TOTALS: No. Reporting:		1	Avg. Sales: 0.00		Traffic to Sales:		0 : 1	1	38	0	0	75	1	Net:	0

City Codes: CH = Chino Hills

Northwest San Bernardino				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	
Madera Estates at Day Creek	DR Horton	RC	DTMU	51	0	2	5	0	0	21	13	1.08	1.00	
Palazzo at Day Creek Square	DR Horton	RC	ATMU	66	0	3	5	1	0	15	9	0.86	0.69	
Solstice at Day Creek	DR Horton	RC	ATMU	127	0	4	4	0	0	22	11	1.08	0.85	
Veranda at Day Creek Square	DR Horton	RC	ATMU	100	0	2	4	1	0	13	9	0.79	0.69	
Springtime at Harvest	KB Home	Up	DTMU	125	0	4	24	0	0	121	18	1.09	1.38	
Arbor Square at Harvest	Lennar	Up	DTMU	127	0		60	0	0	0	0	0.00	0.00	
Sunflower at Harvest	Lennar	Up	DTMU	66	3	2	74	1	0	1	1	0.70	0.70	
Westridge at Sycamore Hills	Taylor Morrison	Up	DTMU	145	0	12	39	4	0	44	17	1.02	1.31	
Bungalows at Terra Vista	Van Daele	RC	SFD	81	0	6	95	1	0	23	14	0.94	1.08	
Row at Terra Vista	Van Daele	RC	ATT	133	0	11	95	2	0	15	10	0.61	0.77	
TOTALS: No. Reporting:		10	Avg. Sales: 1.00		Traffic to Sales: 41 : 1		46	405	10	0	275	102	Net:	10

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	14	18	44	1	0	10	10	1.35	1.35
Marigold at New Haven	Brookfield	On	DTMU	84	0	12	81	1	0	61	9	0.96	0.69
Solstice at Emerald Park	Brookfield	OR	ATMU	126	0	8	43	1	0	3	3	0.40	0.40
Solstice at New Haven	Brookfield	On	ATT	93	0	9	43	1	0	84	6	1.32	0.46
Waverly	Brookfield	On	DTST	196	0	12	70	0	0	162	6	0.88	0.46
Bungalows at Stonebrook	Century	Ch	DTMU	76	0	3	52	0	0	21	4	0.64	0.31
Cottages at Stonebrook	Century	Ch	DTMU	46	0	8	52	0	0	7	1	0.21	0.08

(Southwest San Bernardino) Continued ...

Development Name	Developer	City Code	Notes	Type										
Southwest San Bernardino					Projects		Participating : 34					In Area : 34		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Coventry at Park Place	Christopher	On	DTMU		102	0	1	27	1	0	45	15	0.89	1.15
Cara Pointe at Avenida	DR Horton	On	SFD		97	3	2	5	2	0	34	20	1.05	1.54
Persimmon Place at Avenida	DR Horton	On	SFD		80	0	2	3	0	0	43	16	1.33	1.23
Willowleaf at Avenida	DR Horton	On	SFD		52	0	3	4	0	0	15	7	0.46	0.54
Lago Los Serranos	JTECC Investment	CH	ATMU		95	0	8	32	1	1	41	3	0.77	0.23
Cottages on 4th	KB Home	On	SFD		55	0	13	24	1	1	42	6	1.26	0.46
Northpark	KB Home	On	SFD		190	0	21	48	3	1	46	21	1.42	1.62
Turnleaf	KB Home	Ch	SFD		185	0	24	39	3	0	80	27	1.53	2.08
Willowmore at Park Place	KB Home	On	SFD		60	0	4	36	1	1	19	10	0.78	0.77
Amelia at The Preserve	Lennar	Ch	DTMU		110	0	12	49	2	0	79	10	0.92	0.77
Autumn Field at The Preserve	Lennar	Ch	SFD		82	0	4	9	0	0	78	4	1.01	0.31
Camden II at Park Place	Lennar	On	DTMU		88	0	12	49	0	1	73	5	1.10	0.38
Eagle Rock at Grand Park	Lennar	On	SFD		134	0	10	15	1	0	79	13	1.01	1.00
Montarra	Lennar	CH	DTMU		102	0	1	52	0	0	96	0	0.48	0.00
Montarra II at Vila Borba	Lennar	CH	DTMU		100	0	5	52	1	0	75	2	0.73	0.15
Olive Grove at The Preserve	Lennar	Ch	SFD		114	0	2	31	1	0	60	8	0.79	0.62
Pacific Crest at Grand Park	Lennar	On	SFD		90	0	S/O	4	1	0	90	3	1.15	0.23
Sierra Peak at Grand Park	Lennar	On	SFD		104	6	16	46	0	0	85	8	1.18	0.62
Aurora at Park Place	Pulte	On	DTMU		47	0	2	50	1	0	7	7	1.09	1.09
Heirloom at The Preserve	Richmond American	Ch	SFD		104	0	6	30	2	0	98	10	1.11	0.77
Meadowood at Park Place	Taylor Morrison	On	DTMU		102	0	9	30	3	0	63	23	1.28	1.77
Seville at Park Place	The New Home Co	On	DTMU		75	0	4	23	0	0	32	4	0.62	0.31
St. James @ Park Place	TRI Pointe	On	DTMU		207	6	15	18	4	0	173	13	0.76	1.00
Centerhouse	Trumark	On	ATT		114	0	11	42	2	0	70	7	1.42	0.54
Laurel Lane	William Lyon	Ch	DTMU		70	0	3	0	0	0	67	1	0.72	0.08
Stonewater at Park Place	Woodside	On	DTMU		79	0	8	68	1	0	44	11	0.89	0.85
Sunrise at the Harvest	Woodside	Ch	DTMU		56	0	6	29	1	0	41	7	0.62	0.54
TOTALS: No. Reporting: 34					Avg. Sales: 0.91		Traffic to Sales: 33 : 1							
							274 1200 36 5 2023 300							
							Net: 31							

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: 208			Avg. Sales: 0.88		Traffic to Sales: 33 : 1		1,551	7042	212	30	10,831	1,821	Net: 182

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 RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 13, Ending **March 31, 2019**

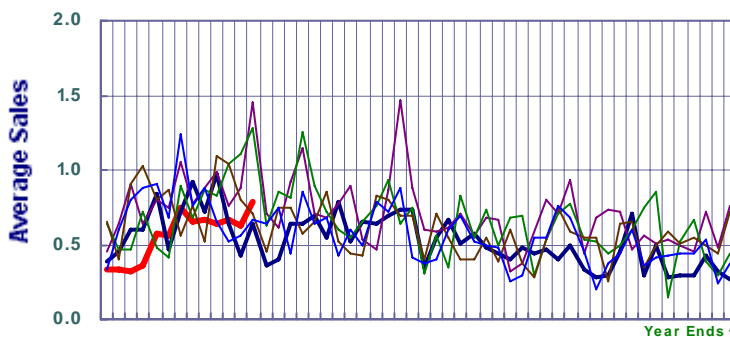
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central San Diego		3	66	3	0	3	1.00	0.41	142%	0.32	211%
East San Diego		6	168	7	0	7	1.17	0.90	30%	0.83	40%
No. Coastal San Diego		32	1,070	19	4	15	0.47	0.44	6%	0.42	10%
No. Inland San Diego		33	695	26	4	22	0.67	0.60	11%	0.58	15%
South Bay San Diego		28	957	36	3	33	1.18	0.56	109%	0.49	141%
Current Week Totals	Traffic : Sales 32 : 1	102	2,956	91	11	80	0.78	0.56	40%	0.52	51%
Per Project Average			29	0.89	0.11	0.78					
Year Ago - 04/01/2018	Traffic : Sales 35 : 1	75	1,881	54	6	48	0.64	0.65	-2%	0.65	-2%
% Change		36%	57%	69%	83%	67%	23%	-14%		-21%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 13 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	41	0.86	0.15	0.71	0.57
■	2015	32	55	0.85	0.07	0.77	0.60
■	2016	48	54	0.78	0.09	0.69	0.65
■	2017	49	46	1.00	0.12	0.87	0.71
■	2018	70	34	0.76	0.11	0.65	0.52
■	2019	101	26	0.65	0.09	0.56	0.56
% Change :		44%	-25%	-14%	-16%	-13%	8%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.08%	4.21%
FHA	3.61%	3.67%
10 Yr Yield	2.48%	



Market Commentary

New findings from a National Association of Realtors survey show that more Americans believe that now is a good time to purchase a home. Consumer opinions about home buying bounced back in the first quarter of 2019 with 37% stating that they strongly believe now is a good time to buy, up from 34% in the last quarter of 2018 but down from 38% one year ago. Only 35% of respondents said that now is not a good time to buy a home, compared to 37% in 2018's fourth quarter. NAR's first quarter Housing Opportunities and Market Experience survey also found that a majority of those polled, 53% said that the economy is improving – down slightly from 59% at the end of last year. In 2019, optimism is the greatest among those who earn \$100,000 or more and those who reside in rural areas. Fifty percent of Generation X said the economy is improving, while 42% of urban area residents reported the same. NAR's chief economist Lawrence Yun said several factors are helping to improve the attitudes of potential homebuyers. "First, inventory has been rising, so those buyers interested in making a purchase will not be limited in choices. Additionally, more stable home price trends are leading to more foot traffic at various open house gatherings." Yun noted that mortgage affordability in 2019's first quarter has been more favorable for would-be homebuyers than it has been in recent quarters. "The Federal Reserve's decision to refrain from any foreseeable rate hikes was beneficial to potential buyers," Yun said. "That move directly contributed to mortgage rates declining in quarter one, which provided a second-chance opportunity to those looking to buy who were priced out last quarter." *Quintin Simmons National Association of Realtors*

Development Name	Developer	City Code	Notes	Type										
Central 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
Elevate	Colrich	SDD	ATMU	62	0	16	24	1	0	20	3	0.34	0.23	
Promontory at Civita	The New Home Co	SDN	ATMU	133	0	5	32	0	0	52	7	0.73	0.54	
Park at Bankers Hill	Zephyr	SDD	ATMU	60	3	3	10	2	0	44	8	0.43	0.62	
TOTALS: No. Reporting:		3	Avg. Sales: 1.00		Traffic to Sales: 22 : 1		24	66	3	0	116	18	Net:	3

City Codes: SDD = San Diego, SDN = 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	Av.Sls. /YTD	
Main Ranch	California West Comm EC	Update	SFD		139	0	2	65	0	0	59	25	1.24	1.92	
Lakeshore	KB Home	SDE	DTMU		49	0	2	6	0	0	45	7	0.72	0.54	
Lake Ridge at Weston	Pardee	Ste	DTMU		129	0	9	15	1	0	57	7	0.83	0.54	
Sandstone at Weston	Pardee	Ste	DTMU		81	0	9	18	2	0	66	10	0.96	0.77	
Prism at Weston	TRI Pointe	Ste	DTMU		142	0	8	45	4	0	55	16	0.80	1.23	
Talus at Weston	TRI Pointe	Ste	DTMU		63	0	13	19	0	0	46	8	0.67	0.62	
TOTALS: No. Reporting: 6					Avg. Sales: 1.17		Traffic to Sales: 24 : 1		43	168	7	0	328	73	Net: 7

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

No. Coastal San Diego				Projects			Participating : 32				In Area : 32		
				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
Francia at Mission Lane	Beazer	Oc	DTMU	59	0	6	10	0	0	50	11	0.57	0.85
Palomar at Mission Lane	Beazer	Oc	ATT	86	0	13	8	1	0	8	4	0.31	0.31
Pepper Tree at Mission Lane	Beazer	Oc	DTMU	83	3	10	11	1	0	54	9	0.62	0.69
Rancho at Mission Lane	Beazer	Oc	ATMU	50	0	1	0	0	0	49	2	0.75	0.15
Vela at Mission Lane	Beazer	Oc	ATT	63	0	9	8	0	0	7	2	0.28	0.15
12 Pacific	California West Comm Cb		DTMU	12	0		10	0	0	0	0	0.00	0.00
Encinitas Enclave	California West Comm En		DTMU	19	0	4	20	0	0	15	1	0.21	0.08
Tides	City Ventures	Oc	ATT	58	4	11	33	1	0	13	7	0.37	Av.54
Acacia at The Preserve	Cornerstone	Cb	ATMU	48	0	6	53	0	0	12	6	0.25	0.46
Agave at The Preserve	Cornerstone	Cb	ATMU	88	0	13	34	0	0	70	8	0.42	0.62
Altura at Pacific Ridge	Cornerstone	Oc	DTMU	72	0	3	45	0	0	14	6	0.34	0.46
Blue Sage at The Preserve	Cornerstone	Cb	ATMU	102	0	7	53	0	0	19	5	0.40	0.38
Brisas at Pacific Ridge	Cornerstone	Oc	ATMU	117	0	14	26	0	0	40	1	0.35	0.08
Cypress at The Preserve	Cornerstone	Cb	DTMU	56	0	11	63	0	0	8	2	0.16	0.15
Lucero at Pacific Ridge	Cornerstone	Oc	ATMU	130	0	11	22	0	0	34	5	0.34	0.38
Afton Way	Fit	Cb	DTMU	8	0	7	9	0	0	1	0	0.03	0.00
Artesian Estates at Del Sur	Lennar	SDC	DTMU	39	0	1	20	0	0	38	0	0.44	0.00
Castello at Heritage Bluffs	Lennar	SDC	DTMU	37	0	1	25	0	0	36	1	0.20	0.08
Collection at St. Cloud	Lennar	Oc	ATMU	80	0	10	342	0	0	0	0	0.00	0.00
Corzano at Heritage Bluffs	Lennar	SDC	DTMU	26	0	1	25	0	0	25	1	0.14	0.08
Toscana at Heritage Bluffs	Lennar	SDC	DTMU	27	0	1	25	1	0	26	1	0.15	0.08
Mackinnon	New Pointe	CBTS	DTMU	8	0	6	15	0	0	1	1	0.23	0.23
Carmel at Pacific Highlands Ranch	Pardee	SDC	DTMU	105	8	21	32	0	1	26	8	1.16	0.62
Sendero at Pacific Highland Ranch	Pardee	SDC	DTMU	112	0	5	27	2	0	54	30	2.41	2.31
Terraza at Pacific Highland Ranch	Pardee	SDC	DTMU	81	0	9	30	2	1	28	9	1.25	0.69
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC	DTMU	79	0	7	17	3	1	21	10	0.94	0.77
Vista Santa Fe at Pacific Highlands Ranc	Pardee	SDC	DTMU	44	0	11	26	1	0	7	7	0.49	0.54
Alcove	Shea	En	DTMU	13	0	4	7	0	0	6	5	0.27	0.38
Kensington at The Square	Shea	Cb	ATT	125	0	6	24	4	0	46	17	1.42	1.31

(No. Coastal San Diego) Continued ...

Development Name	Developer	City Code	Notes	Type										
No. Coastal San Diego Continued ...					Projects Participating : 32						In Area : 32			
					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
One Oak	Shea	En	DTMU		28	0	12	19	0	0	7	4	0.10	0.31
Vista Del Mar	Van Daele	Oc	ATMU		38	0	7	16	0	1	31	-2	0.46	-0.15
Hideaway at St. Cloud	William Lyon	Oc	ATMU		122	0	10	15	3	0	26	9	0.69	0.69
TOTALS: No. Reporting:		32	Avg. Sales: 0.47		Traffic to Sales: 56 : 1		238	1070	19	4	772	170	Net:	15

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

No. Inland San Diego					Projects				Participating : 33				In Area : 33	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Estancia Bernardo	Ambient	Es	DTMU		13	0	3	11	0	0	10	-1	0.15	-0.08
Rancho Palomar	Ambient	Es	DTMU		22	0	9	14	0	0	8	4	0.17	0.31
Aurora Heights	Beazer	Fb	DTMU		124	0	7	64	3	0	6	6	0.39	0.46
Candela at Rancho Tesoro	Brookfield	SM	DTMU		56	0	1	10	1	0	55	11	0.58	0.85
Terracina at Rancho Tesoro	Brookfield	SM	DTMU		117	9	24	25	1	0	75	12	0.79	0.92
Vientos at Rancho Tesoro	Brookfield	SM	DTMU		102	0	13	25	0	1	57	7	0.60	0.54
SL Rey	California West Comm Bo		DTMU		93	0	9	28	0	0	26	4	0.47	0.31
Westerly at Rancho Tesoro	California West Comm SM		DTMU		71	0	1	12	0	0	70	8	0.74	0.62
The Estates at San Elijo Hills	Davidson	SM	DTMU		58	0	6	38	0	0	52	2	0.39	0.15
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU		64	0	6	6	1	0	36	6	0.45	0.46
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		124	3	2	5	3	0	92	13	1.16	1.00
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		106	0	5	5	0	0	95	8	1.20	0.62
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD		136	0	4	8	0	1	74	7	0.93	0.54
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU		51	0	11	4	1	1	19	5	0.36	0.38
Solara at Skyline	DR Horton	Vi	ATMU		80	0	11	6	0	0	6	5	0.31	0.38
Verano at Skyline	DR Horton	Vi	ATMU		109	0	2	8	0	0	18	12	0.88	0.92
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU		75	0	9	8	0	0	62	6	0.78	0.46
Thornbush	HQT	SM	SFD		14	0	9	8	0	0	5	4	0.20	0.31
Lexington	KB Home	Es	DTMU		43	0	5	20	2	0	37	13	0.27	1.00
Sierra	KB Home	Vi	ATMU		60	0	9	12	2	0	9	9	0.49	0.69
Andalucia at Harmony Grove	Lennar	Es	DTMU		129	0	14	23	0	0	86	5	0.43	0.38
Avante	Lennar	SDN	ATMU		119	0	23	23	0	0	19	2	0.48	0.15
Avila	Lennar	Vi	ATT		47	0	14	28	1	0	16	7	0.63	0.54
Cavalli at Harmony Grove Village	Lennar	Es	DTMU		64	0	16	28	1	0	24	12	0.68	0.92
Del Sur Skye	Lennar	SDN	ATMU		94	0	16	38	1	0	44	16	1.24	1.23
Seabreeze at Harmony Grove	Lennar	Es	DTMU		109	0	4	0	0	0	105	4	0.52	0.31
Sterling Heights at The Lakes	Lennar	SDN	DTMU		110	0	11	89	1	0	21	14	1.08	1.08
Sur 33 at Del Sur	Lennar	SDN	DTMU		96	0	2	20	2	0	94	15	0.88	1.15
Whittingham at Harmony Grove Village	Lennar	Es	DTMU		120	0	9	43	1	0	53	11	0.79	0.85
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU		116	4	9	17	2	1	27	8	0.51	0.62
Estates at Canyon Grove	Shea	Es	DTMU		82	0	8	33	1	0	74	6	0.59	0.46
Heritage Collection at Canyon Grove	Shea	Es	DTMU		97	0	7	33	2	0	89	6	0.71	0.46
Citron Stella Park	William Lyon	Es	ATT		63	0	3	3	0	0	45	13	1.17	1.00
TOTALS: No. Reporting:		33	Avg. Sales: 0.67		Traffic to Sales: 27 : 1		282	695	26	4	1509	260	Net:	22

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

Development Name	Developer	City Code	Notes	Type										
South San Diego					Projects			Participating : 3				In Area : 3		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU		100	5	8	30	1	0	77	9	0.36	0.69
Tesoro Vista del Sur	Cornerstone	SDS	ATMU		134	0	7	43	0	0	49	9	0.62	0.69
Signature	Heritage	CHV	SFD		79	0	8	39	0	0	37	0	0.40	0.00
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 112 : 1			23	112	1	0	163	18	Net: 1

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

South Bay San Diego					Projects			Participating : 25				In Area : 25		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Flora at Escaya	Brookfield	CHV	ATST		107	0	13	26	2	0	54	7	0.57	0.54
Haciendas at Escaya	Brookfield	CHV	DTMU		76	0	11	31	1	0	50	10	0.53	0.77
Prado at Escaya	Brookfield	CHV	SFD		130	0	11	50	2	0	59	10	0.62	0.77
Aventine at Otay Ranch	Cornerstone	CHV	Update SFD		100	0	6	61	0	0	30	5	0.37	0.38
Cambria at Otay Ranch	Cornerstone	CHV	DTMU		60	0	7	32	0	0	15	4	0.39	0.31
Monterra at Otay Ranch	Cornerstone	CHV	ATMU		36	0	5	61	0	0	1	0	0.05	0.00
Lovina	Heritage	CHV	SFD		78	0	7	20	0	0	71	5	0.68	0.38
Suwerte	Heritage	CHV	ATT		212	0	6	124	0	0	6	0	0.21	0.00
Skylar at Millenia	KB Home	CHV	DTMU		79	0	12	15	2	0	46	6	0.68	0.46
Castellena at Escaya	Lennar	CHV	DTMU		77	0	19	23	5	0	55	6	0.58	0.46
Indigo at Escaya	Lennar	CHV	DTMU		111	0	11	34	2	0	70	13	0.74	1.00
Millenia Boulevard	Lennar	CHV	ATMU		78	0	11	28	2	0	56	15	1.54	1.15
Valencia at Escaya	Lennar	CHV	DTMU		118	0	11	28	3	0	59	9	0.62	0.69
Meridian Communities EVO/TRIO/METR	Meridian Group	CHV	ATMU		217	9	26	34	2	0	184	18	1.34	1.38
Cantamar	Pacific Coast	CHV	DTMU		111	0	7	48	1	0	32	2	0.46	0.15
Monte Villa	Pacific Coast	CHV	DTMU		72	0	11	18	0	0	39	0	0.44	0.00
Parc Place	Pacific Coast	CHV	ATT		162	0	4	28	1	0	77	6	0.73	0.46
Tosara II	Pacific Coast	CHV	ATMU		79	0	11	21	2	0	36	5	0.29	0.38
Moderna at Playa Del Sol	Pardee	SDS	ATMU		44	0	9	17	3	0	23	13	0.56	1.00
Veraz at Playa Del Sol	Pardee	SDS	ATMU		111	4	7	8	2	0	17	7	0.41	0.54
Seville at Escaya	Shea	CHV	DTMU		135	0	5	31	2	1	58	6	0.62	0.46
Sierra at Escaya	Shea	CHV	SFD		122	0	9	39	0	0	70	12	0.75	0.92
Strata at Escaya	Shea	CHV	ATMU		72	0	9	25	2	1	60	11	0.95	0.85
Vista Del Cielo	Shea	CHV	DTMU		52	0	4	24	1	0	40	5	0.43	0.38
Z at Millenia	Shea	CHV	ATMU		106	0	8	19	0	1	68	5	0.56	0.38
TOTALS: No. Reporting:		25	Avg. Sales: 1.28		Traffic to Sales: 24 : 1			240	845	35	3	1276	180	Net: 32

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

San Diego-Imperial					Projects			Participating : 102				In Area : 102		
						<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Net Sales</i>		
GRAND TOTALS: No. Reporting:		102	Avg. Sales: 0.78		Traffic to Sales: 32 : 1			850	2956	91	11	4,164	719	Net: 80

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