

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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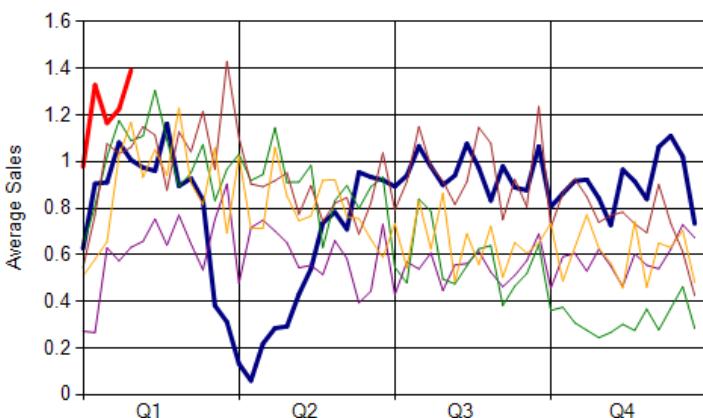


**Ending: Sunday, February 7, 2021**

## Bay Area Week 5

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	26	777	38	1	37	1.42	1.14	25%	0.85	67%		
Contra Costa	31	599	50	1	49	1.58	1.33	19%	1.17	35%		
Sonoma, Napa	8	80	8	2	6	0.75	0.98	-23%	0.65	15%		
San Francisco, Marin	3	19	2	1	1	0.33	0.73	-55%	0.57	-41%		
San Mateo	7	62	4	0	4	0.57	0.37	54%	0.48	20%		
Santa Clara	23	330	42	0	42	1.83	1.63	12%	1.03	78%		
Monterey, Santa Cruz, San Benito	7	119	5	0	5	0.71	0.90	-20%	0.95	-25%		
Solano	15	342	23	0	23	1.53	1.27	21%	1.15	33%		
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>14 : 1</b>	<b>120</b>	<b>2328</b>	<b>172</b>	<b>5</b>	<b>1.39</b>	<b>1.21</b>	<b>15%</b>	<b>0.97</b>	<b>44%</b>	
Per Project Average				19	1.43	0.04	1.39					
<b>Year Ago - 02/09/2020</b>	<b>Traffic : Sales</b>	<b>20 : 1</b>	<b>155</b>	<b>3258</b>	<b>163</b>	<b>12</b>	<b>151</b>	<b>0.97</b>	<b>0.92</b>	<b>6%</b>	<b>0.71</b>	<b>38%</b>
% Change			-23%	-29%	6%	-58%	11%		43%	32%	37%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 5

### 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	138	31	0.84	0.08	0.76	0.73
■	2017	142	26	1.02	0.11	0.90	0.90
■	2018	138	39	1.02	0.08	0.95	0.70
■	2019	142	17	0.57	0.09	0.48	0.58
■	2020	156	19	0.98	0.08	0.90	0.80
■	2021	131	17	1.28	0.07	1.21	1.21
% Change:		-16%	-13%	31%	-9%	34%	51%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
<b>CONV</b>			Considering the momentum in the single-family sector, it comes as little surprise that builder confidence remains exceptionally high. The NAHB Housing Market Index dropped two points to 83 during January, but is still only slightly below the high water mark of 90 reached in November. Several factors appear to have pulled down builder confidence from on high. For one, the re-emergence of COVID is likely keeping potential buyers at home, which helps explain the recent dropoff in the prospective buyer traffic, sub-component. Supply-side challenges namely surging lumber prices, which can significantly drive up the cost of building a home, are also creating some challenges. The housing market had a remarkable run in 2020. New home sales rose 1.6% in December to an 842K-unit pace. As much of the rest of the economy was left reeling from the pandemic, housing has benefited from record-low mortgage rates, desire for more living space and demographic tailwinds. Sales for 2020 as a whole came in at 811K units, marking an 18.8% increase from the prior year and the highest yearly total since 2006. Overall, we expect housing to remain at the forefront of the recovery. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				
<b>FHA</b>							
<b>10 Yr Yield</b>							
							

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16								In Area : 16		
Alameda 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		
Bungalows at Bridgeway	Lennar	NK		DTMJ	38	6	7	59	5	0	15	7	0.78	1.40	
Cottages at Bridgeway	Lennar	NK		DTMJ	56	0	7	59	0	0	17	2	0.89	0.40	
Fuse at Innovation	Lennar	FR		ATMJ	289	0	6	18	1	0	99	4	0.69	0.80	
Revo at Innovation	Lennar	FR		ATMJ	251	0	9	18	0	0	100	6	0.69	1.20	
Towns at Bridgeway	Lennar	NK		ATMJ	103	4	10	59	1	0	9	6	0.82	1.20	
Villas at Bridgeway	Lennar	NK		DTMJ	136	4	11	59	2	0	17	4	0.89	0.80	
Mission Crossing	Meritage	HY		ATMJ	140	0	7	58	0	0	96	0	0.78	0.00	
Landing at Bay 37	Pulte	AL		ATMJ	96	0	3	0	0	0	0	0	0.00	0.00	
Theory at Innovation	Shea	FR		ATMJ	132	0	9	25	0	0	74	10	0.46	2.00	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	8	16	2	0	95	16	1.01	3.20	
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	2	11	1	0	77	5	0.82	1.00	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	4	7	17	3	0	15	4	0.41	0.80	
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	1	76	0	0	30	13	1.30	2.60	
Compass Bay- Newport	Trumark	NK		ATMJ	86	6	11	76	3	0	18	6	0.78	1.20	
Crest at Alameda	Trumark	AL		ATMJ	60	0	8	19	2	0	10	6	0.91	1.20	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	9	19	3	0	52	12	1.06	2.40	
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 1.44</b>		<b>Traffic to Sales: 26 : 1</b>				115	589	23	0	724	101	<b>Net: 23</b>

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

Amador Valley				Projects Participating: 10								In Area : 10			
				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		
Broadway at Boulevard	Brookfield	DB		DTMJ	110	0	8	51	7	1	10	10	2.41	2.00	
Huntington at Boulevard	Brookfield	DB		DTMJ	106	0	2	19	1	0	104	9	0.58	1.80	
Hyde Park at Boulevard	Brookfield TSO	DB		ATMJ	102	0	TSO	23	0	0	48	3	1.00	0.60	
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	4	5	35	3	0	54	4	0.62	0.80	
Wilshire at Boulevard	Brookfield	DB		ATMJ	75	0	4	9	2	0	71	4	0.50	0.80	
Auburn Grove	Lennar	LV		ATST	100	4	8	7	1	0	78	5	0.85	1.00	
Downing at Boulevard	Lennar	DB		ATST	96	0	2	0	0	0	47	3	0.59	0.60	
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	4	35	0	0	49	4	0.74	0.80	
Sycamore	Ponderosa TSO	PL		DTMJ	36	0	TSO	0	0	0	28	0	0.28	0.00	
Uptown	Taylor Morrison	LV		ATMJ	44	0	5	9	1	0	13	7	1.15	1.40	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.40</b>		<b>Traffic to Sales: 13 : 1</b>				38	188	15	1	502	49	<b>Net: 14</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 5		
Diablo Valley					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	Davidon	LF		ATMU	99	0	19	2	0	0	2	0	0.10	0.00	
Mbraga Town Center	KB Home	MG		ATMU	36	0	4	12	0	0	26	8	0.35	1.60	
Relevae at Wilder	Landsea	OR	Rsv's	DTMJ	34	4	4	1	4	0	17	4	1.12	0.80	
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	1	8	1	0	2	1	0.12	0.20	
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	3	0	0	53	3	0.21	0.60	
<b>TOTALS: No. Reporting: 5</b>					<b>Traffic to Sales: 5 : 1</b>				28	26	5	0	100	16	<b>Net: 5</b>
City Codes: LF = Lafayette, MG = Mbraga, OR = Orinda, PH = Pleasant Hill															

San Ramon 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	Avg. Sls /Week	Avg. Sls /YTD	
Highlands at The Preserve	Lennar	SR		DTMJ	121	4	10	41	2	0	96	5	0.69	1.00	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	8	41	2	0	31	8	1.00	1.60	
Ridgeview at the Preserve	Lennar	SR		ATMU	52	0	7	41	0	0	24	5	0.80	1.00	
<b>TOTALS: No. Reporting: 3</b>					<b>Traffic to Sales: 31 : 1</b>				25	123	4	0	151	18	<b>Net: 4</b>
City Codes: SR = San Ramon															

West Contra Costa					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	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC	Rsv's	ATMU	29	0	10	4	1	0	14	3	0.16	0.60	
Waterline Point Richmond	Shea	RM		ATMU	60	0	5	13	3	0	50	3	0.32	0.60	
Races at NOVA	Taylor Morrison	RM		DTST	95	0	2	6	0	0	84	4	0.68	0.80	
Rows at NOVA	Taylor Morrison	RM		ATMU	98	2	1	7	1	0	93	6	0.85	1.20	
<b>TOTALS: No. Reporting: 4</b>					<b>Traffic to Sales: 6 : 1</b>				18	30	5	0	241	16	<b>Net: 5</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					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	Avg. Sls /Week	Avg. Sls /YTD	
Celo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	4	70	2	0	39	11	1.62	2.20	
Celo at Sand Creek- Vista	Century	AN		DTMJ	96	5	4	56	5	0	34	12	1.41	2.40	
Crest at Park Ridge	Davidon TSO	AN		DTMJ	300	0	TSO	21	0	0	171	0	0.97	0.00	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	3	15	0	0	17	7	1.12	1.40	
Landing at Wildflower Station	DeNova	AN		ATST	98	0	5	9	2	0	30	12	2.28	2.40	
Stella at Aviano	DeNova	AN		DTST	127	0	5	31	2	0	44	9	2.57	1.80	
Riverview at Monterra	K Hovnanian	AN		DTMU	100	0	5	9	3	1	81	9	0.91	1.80	
Verona	Meritage	AN		DTMU	117	0	1	13	2	0	116	2	1.03	0.40	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	2	1	12	1	0	9	9	1.70	1.80	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	4	6	0	0	21	4	1.48	0.80	
<b>TOTALS: No. Reporting: 10</b>					<b>Traffic to Sales: 14 : 1</b>				32	242	17	1	562	75	<b>Net: 16</b>
City Codes: AN = Antioch, PT = Pittsburg															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9								In Area : 9		
East Contra Costa					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	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	6	34	2	0	58	6	0.90	1.20	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	9	34	2	0	56	6	0.87	1.20	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	4	8	33	3	0	138	14	1.38	2.80	
Ashbury	KB Home	OY		ATST	69	0	4	2	1	0	24	5	0.99	1.00	
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	6	0	0	0	82	5	1.17	1.00	
Alicante	Meritage	OY		DTMJ	133	0	6	24	3	0	15	10	1.64	2.00	
Vines, The	Meritage	OY		DTST	63	6	6	34	7	0	14	14	3.38	2.80	
Terrene	Pulte	BT		DTMJ	326	0	12	16	0	0	225	15	2.18	3.00	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	6	1	1	0	52	7	1.05	1.40	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 2.11</b>			<b>Traffic to Sales: 9 : 1</b>				<b>63</b>	<b>178</b>	<b>19</b>	<b>0</b>	<b>664</b>	<b>82</b>	<b>Net: 19</b>

City Codes: OY = Oakley, BT = Brentwood

Sonoma, Napa Counties					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	Avg. Sls /Week	Avg. Sls /YTD	
Mockingbird Lane	DeNava	SX		DTST	16	0	5	12	1	2	11	2	0.37	0.40	
Live Oak at University	KB Home	RP		DTMJ	104	0	6	27	1	0	51	7	0.62	1.40	
Aspect	Lafferty	PET		DTMJ	18	0	2	0	0	0	8	0	0.09	0.00	
Blume	Lafferty	RS		DTMJ	67	0	1	6	1	0	55	5	0.42	1.00	
Juniper at University	Richmond American	RP		DTMJ	150	0	3	12	2	0	118	4	0.82	0.80	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	6	3	1	0	24	4	0.47	0.80	
Pear Tree	Taylor Morrison	NP		ATST	71	0	5	4	1	0	42	11	0.69	2.20	
Riverfront	TRI Pointe	PET		DTMJ	134	4	7	16	1	0	18	6	1.37	1.20	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 10 : 1</b>				<b>35</b>	<b>80</b>	<b>8</b>	<b>2</b>	<b>327</b>	<b>39</b>	<b>Net: 6</b>

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

Marin 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	
Atherton Place	KB Home	NV		ATMJ	50	0	6	11	2	0	13	9	0.65	1.80	
Bahia Heights	Ryder	NV		DTMJ	9	0	4	6	0	1	4	0	0.30	0.00	
Hamilton Cottages	Ryder	NV		AASF	16	0	1	2	0	0	15	2	0.31	0.40	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 10 : 1</b>				<b>11</b>	<b>19</b>	<b>2</b>	<b>1</b>	<b>32</b>	<b>11</b>	<b>Net: 1</b>

City Codes: NV = Novato

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 7								In Area : 7		
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	
Residences at Anson	DR Horton	BU		ATMU	22	0	4	4	1	0	18	4	0.46	0.80	
Skyline Ridge	DR Horton	SB		DTMJ	40	4	8	11	1	0	18	3	0.51	0.60	
Link 33	KB Home	RC		ATMU	33	0	6	34	2	0	9	2	0.22	0.40	
Residences at Wheeler Plaza	KB Home	CS		ATMU	109	0	6	10	0	0	87	1	1.05	0.20	
Foster Square	Lennar	FC		AAAT	200	0	6	1	0	0	163	1	0.68	0.20	
One90 - Borelle	Pulte	SM		ATMU	57	0	3	1	0	0	0	0	0.00	0.00	
One90 - Slate	Pulte	SM		DTMJ	29	0	3	1	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.57</b>		<b>Traffic to Sales: 16 : 1</b>				<b>36</b>	<b>62</b>	<b>4</b>	<b>0</b>	<b>295</b>	<b>11</b>	<b>Net: 4</b>	

City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City, SM = San Mateo

Santa Clara County					Projects Participating: 23								In Area : 23		
					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		DTMU	250	0	1	28	3	0	185	14	1.57	2.80	
Prism	Dividend	SV		ATMU	62	2	4	27	2	0	53	15	1.38	3.00	
Amalfi	DR Horton	MV		ATMU	58	0	5	18	2	0	11	8	0.84	1.60	
Catalyst at Communications Hill	KB Home	SJ		ATMU	98	5	4	8	4	0	94	12	1.05	2.40	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	6	23	2	0	36	14	1.43	2.80	
Metro II at Communications Hill	KB Home	SJ		ATMU	150	4	6	46	4	0	113	12	0.97	2.40	
Promenade at Communications Hill II	KB Home	SJ		DTMU	44	0	3	3	1	0	11	11	2.08	2.20	
Catalina	Landsea	SC	Rsv's	ATMU	93	5	4	16	5	0	66	13	0.82	2.60	
Estancia	Lennar	MV		ATMU	75	0	5	2	0	0	62	3	0.44	0.60	
Lexington at Avenue One	Lennar	SJ		ATMU	190	4	5	15	4	0	154	16	0.99	3.20	
Margaux at Glen Loma	Lennar	GL		DTMU	84	0	5	7	0	0	79	2	0.87	0.40	
Capitol - Retreat	Pulte	SJ		ATST	95	4	7	17	2	0	82	9	0.80	1.80	
UrbanOak Rows	Pulte	SJ		ATMU	97	0	5	15	0	0	78	5	0.76	1.00	
UrbanOak Towns	Pulte S/O	SJ		ATMU	72	0	S/O	15	1	0	72	7	1.29	1.40	
UrbanOak Vista	Pulte	SJ		ATMU	66	0	7	14	0	0	43	10	1.26	2.00	
Montecito Place	SummerHill	MV		ATMU	83	0	17	9	1	0	54	11	1.06	2.20	
Nuevo - E-Towns	SummerHill	SC		ATMU	114	0	11	13	2	0	82	5	0.76	1.00	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	23	12	1	0	92	9	0.85	1.80	
Nuevo E-States	SummerHill	SC		DTMU	41	0	3	4	1	0	27	3	0.37	0.60	
Portico	SummerHill	MV		ATMU	16	0	11	5	1	0	5	5	1.21	1.00	
Elev8tion- Towns	Taylor Morrison	SV		ATMU	96	0	14	9	6	0	55	8	0.89	1.60	
Glen Loma Ranch - Nir	TRI Pointe	GL		DTMU	67	0	1	10	0	0	66	1	0.75	0.20	
Harmony	Trumark	SV		DTMU	58	0	11	14	0	0	18	4	0.69	0.80	
<b>TOTALS: No. Reporting: 23</b>		<b>Avg. Sales: 1.83</b>		<b>Traffic to Sales: 8 : 1</b>				<b>158</b>	<b>330</b>	<b>42</b>	<b>0</b>	<b>1538</b>	<b>197</b>	<b>Net: 42</b>	

City Codes: SJ = San Jose, SV = Sunnyvale, MV = Mountain View, SC = Santa Clara, GL = Gilroy

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Monterey, Santa Cruz, San Benito Counties					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	3	3	1	0	81	1	0.93	0.20	
Monte Bella II	KB Home	SL		DTST	78	0	4	24	2	0	74	8	1.66	1.60	
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	1	12	2	0	90	3	0.96	0.60	
Carousel at Westfield	Kiper	HO		DTST	92	0	5	30	0	0	66	8	1.34	1.60	
Mayfair at Westfield	Kiper	HO		DTMJ	50	0	5	30	0	0	29	7	0.94	1.40	
Solorio	Meritage	HO		DTMJ	65	0	7	19	0	0	58	5	1.05	1.00	
Solorio - 27's	Meritage	HO		ATST	36	0	2	1	0	0	34	0	0.62	0.00	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.71</b>		<b>Traffic to Sales: 24 : 1</b>				<b>27</b>	<b>119</b>	<b>5</b>	<b>0</b>	<b>432</b>	<b>32</b>	<b>Net: 5</b>

City Codes: HO = Hollister, SL = Salinas

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 15							In Area : 15			
					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	
Ava at Villages	DR Horton	FF		DTST	87	0	5	59	2	0	57	13	2.83	2.60	
Savannah at Homestead	DR Horton	DX		DTST	85	4	7	37	4	0	23	8	1.34	1.60	
Copperleaf at Homestead	KB Home	DX		DTST	71	0	7	3	1	0	18	6	1.37	1.20	
Creston at One Lake	Lennar	FF		DTMJ	70	0	7	16	0	0	26	4	1.43	0.80	
Cambridge at Brighton Landing	Meritage	VC		DTMJ	67	0	8	17	0	0	59	3	1.07	0.60	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	4	8	23	1	0	38	7	0.90	1.40	
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	7	3	0	0	40	7	1.47	1.40	
Orchards at Valley Glen II	Richmond American	DX		DTMJ	122	0	2	8	2	0	120	5	1.04	1.00	
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	7	11	8	3	0	86	8	0.89	1.60	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	2	5	7	1	0	17	7	1.68	1.40	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	6	24	1	0	58	4	0.54	0.80	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	4	7	24	3	0	50	11	0.48	2.20	
Preston at Brighton Landing	The New Home Co	VC		DTMJ	87	0	7	46	1	0	77	8	0.85	1.60	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	7	46	2	0	58	7	0.64	1.40	
Shimmer at One Lake	TRI Pointe	FF	Rsv's	DTMJ	45	0	5	21	2	0	15	3	1.11	0.60	
<b>TOTALS: No. Reporting: 15</b>			<b>Avg. Sales: 1.53</b>		<b>Traffic to Sales: 15 : 1</b>				<b>99</b>	<b>342</b>	<b>23</b>	<b>0</b>	<b>742</b>	<b>101</b>	<b>Net: 23</b>

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

Bay Area					Projects Participating: 120					In Area : 120	
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 120</b>		<b>Avg. Sales: 1.39</b>		<b>Traffic to Sales: 14 : 1</b>	<b>685</b>	<b>2328</b>	<b>172</b>	<b>5</b>	<b>6310</b>	<b>748</b>	<b>Net: 167</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



# The Ryness Company

Marketing Research Department

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

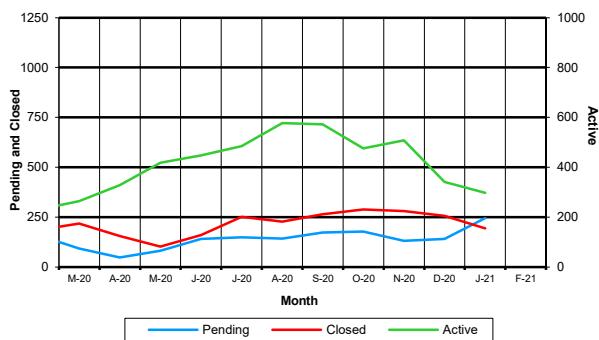
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-20	448	47	140	35	\$791,847
Jul-20	485	43	149	46	\$818,151
Aug-20	577	43	142	41	\$842,417
Sep-20	572	42	172	41	\$810,503
Oct-20	476	41	178	40	\$803,096
Nov-20	508	52	131	40	\$826,397
Dec-20	341	67	140	50	\$817,347
Jan-21	298	50	245	31	\$826,758



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

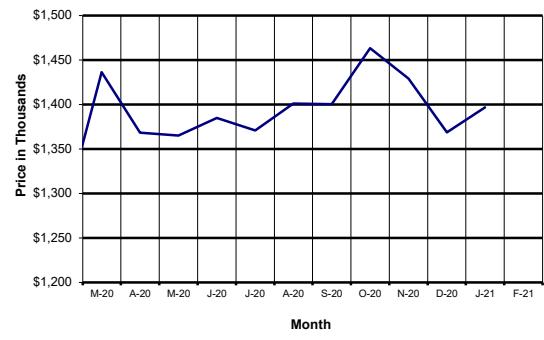


## San Jose Metro SFD Monthly MLS Survey

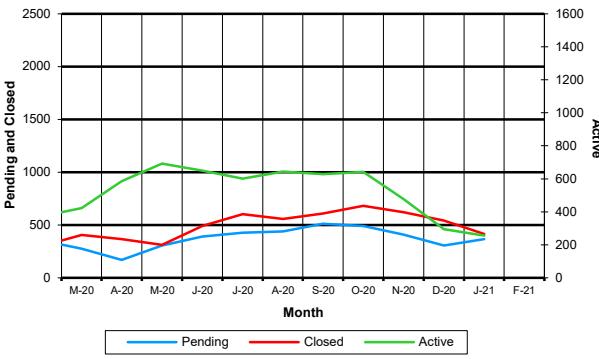
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-20	649	49	390	30	\$1,384,959
Jul-20	601	46	426	36	\$1,370,879
Aug-20	644	43	439	32	\$1,400,977
Sep-20	628	41	511	31	\$1,400,491
Oct-20	641	41	492	30	\$1,463,270
Nov-20	476	48	409	32	\$1,429,055
Dec-20	294	64	307	36	\$1,368,594
Jan-21	255	42	368	19	\$1,396,636

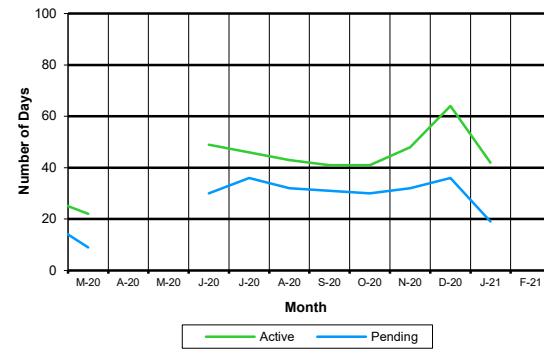
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

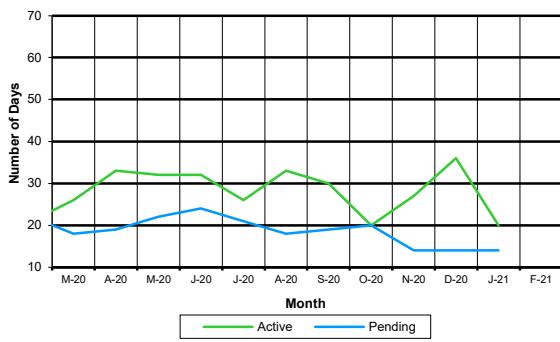
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	107	32	99	24	57	\$667,268
Jul-20	111	26	91	21	99	\$699,711
Aug-20	91	33	92	18	100	\$700,734
Sep-20	72	30	94	19	100	\$679,710
Oct-20	45	20	75	20	89	\$706,312
Nov-20	40	27	58	14	76	\$732,178
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

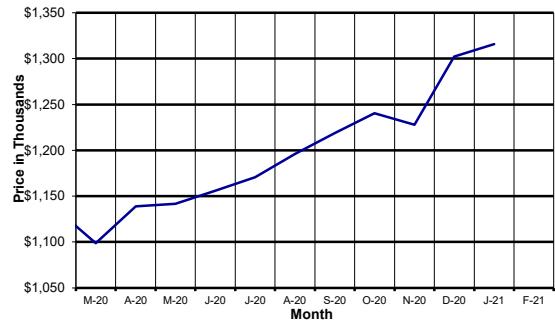


## Amador Valley SFD Monthly MLS Survey

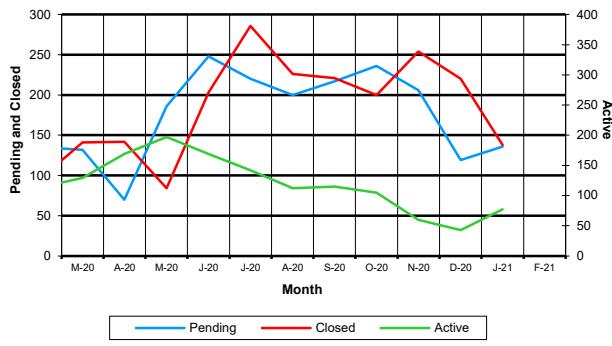
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	169	46	248	18	203	\$1,155,864
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

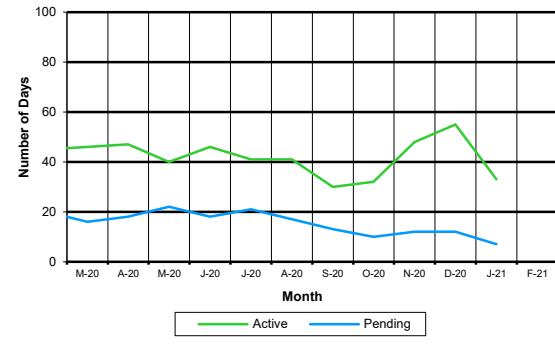
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

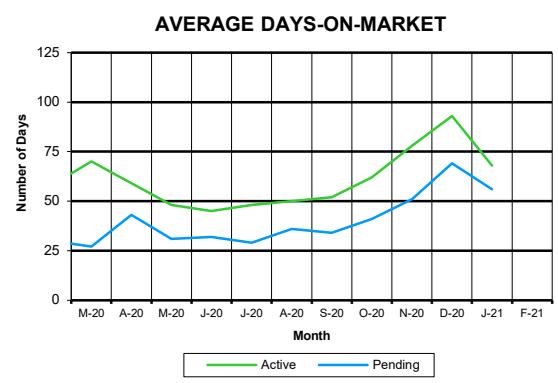
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	144	37	59	30	57	\$711,299
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



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	736	45	129	32	140	\$1,374,713
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





# The Ryness Company

Marketing Research Department

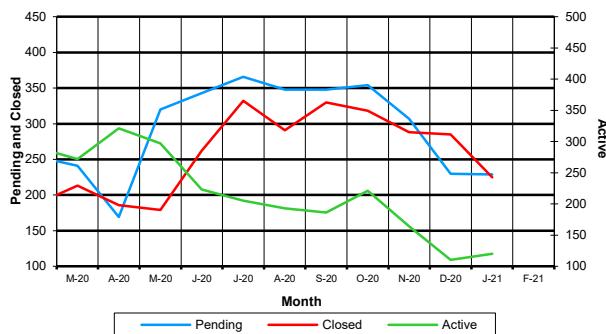
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

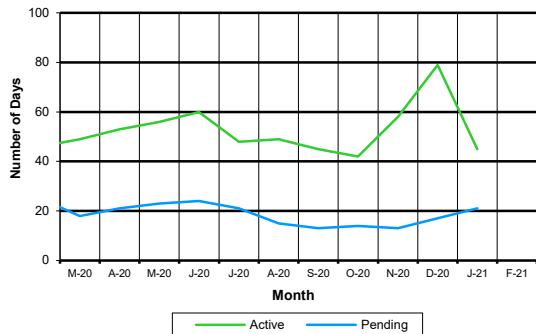
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-20	223	60	343	24	\$561,397
Jul-20	205	48	366	21	\$578,252
Aug-20	193	49	348	15	\$590,593
Sep-20	186	45	348	13	\$594,715
Oct-20	221	42	354	14	\$608,156
Nov-20	164	58	307	13	\$608,552
Dec-20	110	79	230	17	\$637,312
Jan-21	120	45	229	21	\$639,053



### ACTIVE, PENDING, AND CLOSED SALES



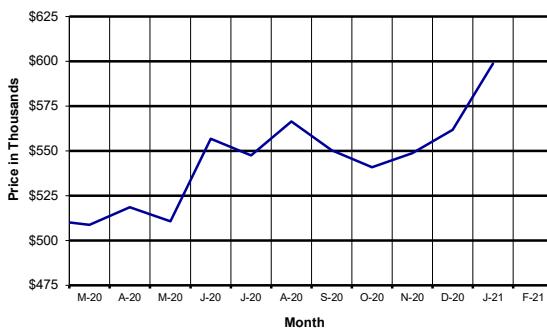
### AVERAGE DAYS-ON-MARKET



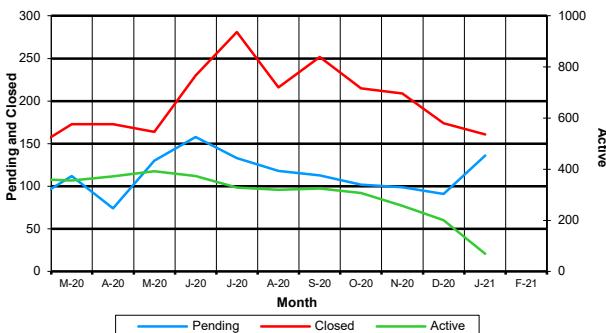
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-20	374	51	158	38	\$556,773
Jul-20	328	47	133	31	\$547,595
Aug-20	320	47	118	31	\$566,562
Sep-20	325	44	113	25	\$550,392
Oct-20	307	43	102	29	\$540,991
Nov-20	257	43	99	27	\$548,873
Dec-20	201	44	91	22	\$561,831
Jan-21	69	27	136	22	\$598,708

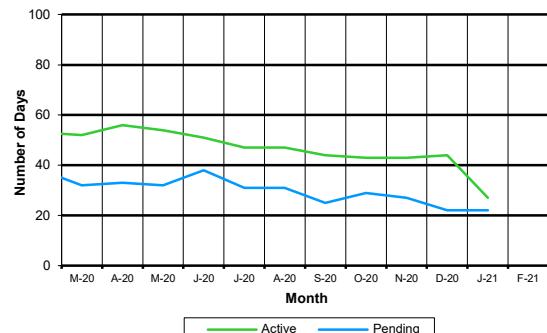
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

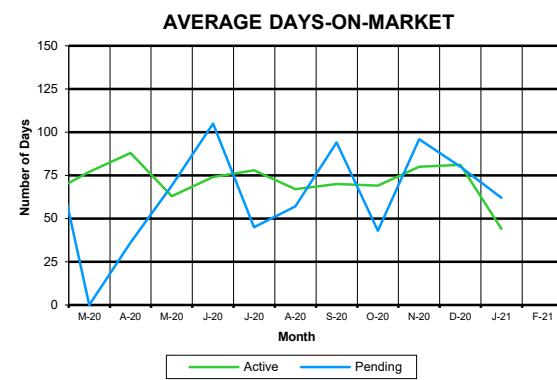
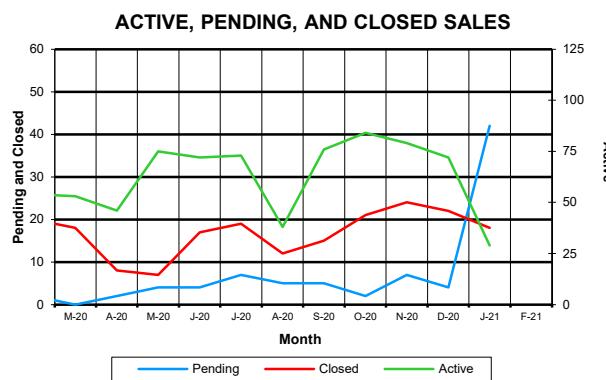


# The Ryness Company

Marketing Research Department

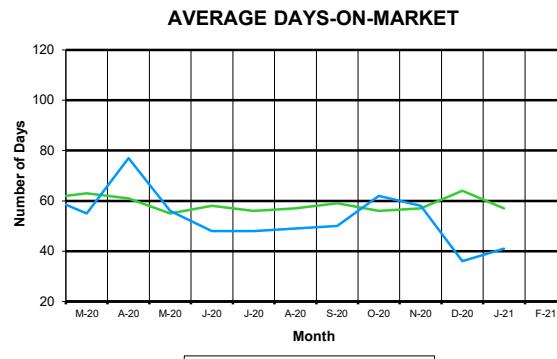
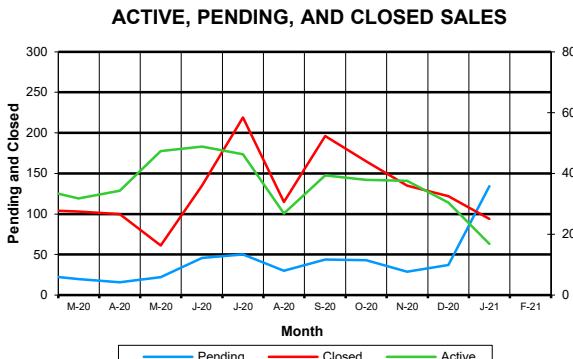
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jun-20	72	74	4	\$365,807
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



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jun-20	488	58	46	\$682,648
Jul-20	463	56	50	\$730,439
Aug-20	269	57	30	\$732,236
Sep-20	394	59	44	\$715,512
Oct-20	379	56	43	\$740,726
Nov-20	376	57	29	\$730,103
Dec-20	304	64	37	\$717,698
Jan-21	169	57	134	\$676,196



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



**CALIBER  
HOME LOANS**

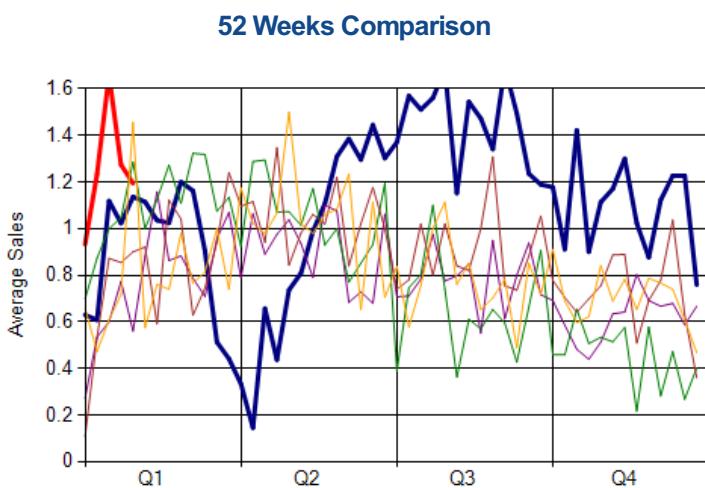
NATIONAL BUILDER DIVISION

***Ending: Sunday, February 7, 2021***

# Central Valley

## Week 5

Counties / Groups			Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
									Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			21	724	22	0	22	1.05	1.14	-8%	1.19	-12%
San Joaquin County			29	679	30	4	26	0.90	1.22	-27%	1.15	-22%
Stanislaus County			3	29	4	1	3	1.00	0.92	8%	1.14	-13%
Merced County			21	310	44	7	37	1.76	1.61	9%	1.30	36%
Madera County			9	73	13	3	10	1.11	1.38	-20%	0.92	21%
Fresno County			15	130	19	0	19	1.27	1.06	20%	0.89	42%
Current Week Totals	Traffic : Sales	15 : 1	98	1945	132	15	117	1.19	1.26	-5%	1.13	6%
Per Project Average				20	1.35	0.15	1.19					
Year Ago - 02/09/2020	Traffic : Sales	24 : 1	87	2694	114	17	97	1.11	0.94	18%	0.77	46%
% Change			13%	-28%	16%	-12%	21%	7%	33%		47%	



## Year to Date Averages Through Week 5

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	54	28	0.83	0.10	0.73	0.81
■	2017	48	26	0.78	0.12	0.66	0.87
■	2018	62	28	1.12	0.14	0.98	0.80
■	2019	74	18	0.68	0.13	0.55	0.77
■	2020	85	28	1.07	0.16	0.91	1.11
■	2021	93	21	1.38	0.13	1.26	1.26
% Change:		9%	-23%	29%	-23%	39%	13%

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



# WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.60%	APR 2.89%	Considering the momentum in the single-family sector, it comes as little surprise that builder confidence remains exceptionally high. The NAHB Housing Market Index dropped two points to 83 during January, but is still only slightly below the high water mark of 90 reached in November. Several factors appear to have pulled down builder confidence from on high. For one, the re-emergence of COVID is likely keeping potential buyers at home, which helps explain the recent dropoff in the prospective buyer traffic, sub-component. Supply-side challenges namely surging lumber prices, which can significantly drive up the cost of building a home, are also creating some challenges. The housing market had a remarkable run in 2020. New home sales rose 1.6% in December to an 842K-unit pace. As much of the rest of the economy was left reeling from the pandemic, housing has benefited from record-low mortgage rates, desire for more living space and demographic tailwinds. Sales for 2020 as a whole came in at 811K units, marking an 18.8% increase from the prior year and the highest yearly total since 2006. Overall, we expect housing to remain at the forefront of the recovery. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary
FHA	2.25%	2.91%	
10 Yr Yield	1.15%		

# The Ryness Report

Week Ending  
Sunday, February 7, 2021

Central Valley

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1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
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	2	5	14	2	0	27	4	1.18	0.80	
Expression at College Park	Century	MH		DTMJ	72	0	5	27	1	0	67	3	0.89	0.60	
Heritage at College Park	Century	MH		DTMJ	96	0	6	26	0	0	66	3	0.87	0.60	
Legacy at College Park	Century	MH		DTMJ	133	0	28	66	2	0	19	9	1.45	1.80	
Portfolio at College Park	Century	MH		DTMJ	112	0	7	57	0	0	20	8	1.52	1.60	
Provenance at College Park	Century	MH		DTMJ	68	0	6	27	0	0	52	3	0.95	0.60	
Reflection at College Park	Century	MH		DTMJ	87	0	6	27	0	0	62	3	1.12	0.60	
Santosha	DeNova	TR		DTMJ	71	0	3	0	0	0	68	5	2.27	1.00	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	1	61	1	0	93	4	0.99	0.80	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	2	1	61	2	0	82	6	0.87	1.20	
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	1	61	1	0	84	6	0.89	1.20	
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	2	2	61	1	0	75	7	0.78	1.40	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	2	2	35	2	0	58	7	0.83	1.40	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	4	4	12	4	0	129	12	1.28	2.40	
Elssagaray Ranch	Ponderosa	TR		DTMJ	47	0	1	7	3	0	31	5	0.34	1.00	
Briar Square at Mbtain House	Shea	MH		DTMJ	173	0	9	65	0	0	95	6	1.75	1.20	
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	7	21	0	0	10	10	1.89	2.00	
Langston at Mbtain House	Shea	MH		ATMJ	131	0	9	39	0	0	106	4	1.96	0.80	
Sungold	Taylor Morrison	TR		DTMJ	62	2	2	19	0	0	53	7	1.51	1.40	
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	7	13	0	0	39	3	1.18	0.60	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	6	25	3	0	41	5	1.24	1.00	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 1.05</b>			<b>Traffic to Sales: 33 : 1</b>				<b>118</b>	<b>724</b>	<b>22</b>	<b>0</b>	<b>1277</b>	<b>120</b>	<b>Net: 22</b>

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

Stockton/Lodi					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	
The Cove at Westlake	Caresco	SK		DTMJ	46	2	1	31	1	0	21	2	0.84	0.40	
Aspire at River Terrace	K Hvnianian	SK		DTST	83	0	2	10	0	0	81	0	1.83	0.00	
Encantada at Vineyard Terrace	K Hvnianian	LD		DTMJ	108	4	6	11	3	1	52	10	0.96	2.00	
Lavaux at Vineyard Terrace	K Hvnianian	LD		DTMJ	127	0	3	11	2	0	124	11	2.29	2.20	
Mntevello II	KB Home	SK		DTST	154	0	6	28	0	0	24	11	1.77	2.20	
Keys at Westlake	Lennar	SK		DTMJ	101	0	8	28	1	0	27	8	0.87	1.60	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	7	8	1	1	34	7	1.47	1.40	
Villa Point at Destinations	Richmond American	SK		DTMJ	122	0	4	0	0	0	118	5	0.79	1.00	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 16 : 1</b>				<b>37</b>	<b>127</b>	<b>8</b>	<b>2</b>	<b>481</b>	<b>54</b>	<b>Net: 6</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
Sunday, February 7, 2021

Central Valley

Page  
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
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	LP		DTMJ	128	0	4	24	1	0	101	7	1.09	1.40	
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	7	8	0	0	18	1	0.24	0.20	
Arlington	DR Horton	MN		DTMJ	148	0	7	1	1	0	133	4	1.38	0.80	
Bella Vita	DR Horton	LP		DTMJ	76	0	5	65	2	0	49	8	1.63	1.60	
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	0	4	37	0	0	32	1	0.60	0.20	
Haven Villas at Sundance	KB Home	MN		DTMJ	152	0	7	37	1	0	131	6	1.56	1.20	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	1	1	1	0	5	5	2.33	2.33	
Catalina at River Island	Kiper TSO	LP		DTMJ	72	0	TSO	39	0	0	63	3	1.61	0.60	
Newport at River Islands	Kiper	LP		DTMJ	131	0	7	61	0	0	96	6	1.26	1.20	
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMJ	157	0	TSO	49	0	0	92	1	0.37	0.20	
Sundance	Meritage	MN		DTST	64	6	8	22	6	1	32	12	1.87	2.40	
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	10	19	0	0	57	7	1.11	1.40	
Harvest at Sundance	Pulte	MN		DTMJ	65	0	5	15	1	0	6	6	1.45	1.20	
Passport North	Raymus	MN		DTMJ	36	0	2	39	1	0	29	7	1.60	1.40	
Fox Chase at Woodward	Richmond American	MN		DTMJ	130	0	1	0	0	0	129	1	1.01	0.20	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	4	9	16	2	0	56	7	1.32	1.40	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	9	1	0	0	6	5	1.14	1.00	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	2	4	8	2	0	39	9	0.53	1.80	
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	4	7	36	2	0	57	7	1.67	1.40	
Origin at the Collective	Trumark	MN		DTMJ	59	6	10	25	1	1	21	2	0.30	0.40	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	5	49	1	0	65	13	2.23	2.60	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.95</b>			<b>Traffic to Sales: 25 : 1</b>				<b>112</b>	<b>552</b>	<b>22</b>	<b>2</b>	<b>1217</b>	<b>118</b>	<b>Net: 20</b>

City Codes: LP = Lathrop, MN = Manteca

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	19	1	0	64	1	1.36	0.20	
Fieldstone	KB Home	HG		DTST	69	0	3	4	2	0	7	7	2.13	2.13	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	0	7	6	1	1	67	4	1.63	0.80	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 7 : 1</b>				<b>15</b>	<b>29</b>	<b>4</b>	<b>1</b>	<b>138</b>	<b>12</b>	<b>Net: 3</b>

City Codes: PR = Patterson, HG = Hughson

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
Merced 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	
Summer Creek	Bright	MD		DTMJ	120	3	4	18	3	0	71	7	0.78	1.40	
Bell Crossing	DR Horton	AT		DTST	151	0	2	18	4	1	77	7	1.34	1.40	
Brookshire	DR Horton	LB		DTST	50	0	9	21	0	2	37	6	0.93	1.20	
Mission Village South	DR Horton	LB		DTMJ	91	0	7	6	0	0	84	5	0.95	1.00	
Mission Village South 5A	DR Horton	LB	New	DTMJ	10	0	4	6	1	0	1	1	0.88	0.88	
Monterra	DR Horton	MD		DTST	103	4	7	9	2	0	89	13	1.55	2.60	
Pacheco Pointe	DR Horton	LB	New	DTST	59	0	1	0	3	0	4	4	3.50	3.50	
Panorama	DR Horton TSO	MD		DTST	192	3	TSO	14	3	1	93	10	1.06	2.00	
Shaunessey	DR Horton	LB		DTST	70	9	4	17	6	0	41	15	1.05	3.00	
Villas, The	DR Horton	LB	New	DTST	78	0	9	21	3	0	3	3	2.63	2.63	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	4	5	6	2	1	108	8	0.95	1.60	
Manzanita	Legacy	LT		DTMJ	172	5	5	35	0	0	122	2	0.93	0.40	
Sunflower	Legacy TSO	MD		DTST	143	0	TSO	15	0	0	94	3	0.87	0.60	
Mbraga - Chateau II	Lennar	MD		DTMJ	52	4	6	5	3	0	40	7	1.24	1.40	
Mbraga - Skye II	Lennar	MD		DTMJ	66	0	5	3	1	0	56	11	1.69	2.20	
Mbraga - Summer II	Lennar	MD		DTMJ	115	4	7	4	4	0	39	16	1.21	3.20	
Bellevue Ranch	Stonefield Home	MD		DTST	123	4	6	56	4	1	106	11	1.09	2.20	
Brookshire	Stonefield Home TSO	LB		DTMJ	153	0	TSO	0	0	0	152	0	0.74	0.00	
Cypress Terrace	Stonefield Home	MD		DTST	82	0	4	15	0	0	75	8	1.00	1.60	
Shaunessey Village	Stonefield Home	LB		DTST	81	4	1	25	4	0	70	14	1.11	2.80	
Villas II, The	Stonefield Home	LB		DTST	191	0	6	16	1	1	4	4	1.87	1.87	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 1.76</b>			<b>Traffic to Sales: 7 : 1</b>				<b>92</b>	<b>310</b>	<b>44</b>	<b>7</b>	<b>1366</b>	<b>155</b>	<b>Net: 37</b>
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston															

Madera County					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	Avg. Sls /Week	Avg. Sls /YTD	
Tesoro Viejo- Bluffs	DR Horton	MDA		DTMJ	39	0	2	2	2	0	37	6	0.64	1.20	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	4	9	8	3	2	98	5	1.04	1.00	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA		DTST	112	0	8	0	0	0	20	2	0.23	0.40	
Fielding Cottages	KB Home	MDA		DTST	95	4	4	40	1	0	26	12	2.36	2.40	
Fielding Villas	KB Home	MDA		DTST	87	4	4	1	1	0	8	4	0.73	0.80	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	11	0	0	9	9	4.20	4.20	
Riverstone Coronet	Lennar	MDA		DTST	103	4	7	6	3	1	47	9	1.38	1.80	
Riverstone- Pinnacle	Lennar	MDA		DTMJ	57	0	4	1	0	0	53	2	0.55	0.40	
Riverstone Skye II	Lennar	MDA		DTST	67	4	8	4	3	0	45	9	1.60	1.80	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 1.11</b>			<b>Traffic to Sales: 6 : 1</b>				<b>47</b>	<b>73</b>	<b>13</b>	<b>3</b>	<b>343</b>	<b>58</b>	<b>Net: 10</b>
City Codes: MDA = Madera															

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15								In Area : 15		
Fresno 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	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	4	7	10	2	0	99	5	1.01	1.00	
Inspirado	K Hovnanian	FR		DTST	109	0	2	6	1	0	107	10	1.86	2.00	
Laurel Grove	KB Home	FR		DTST	178	4	4	37	3	0	144	11	1.37	2.20	
Seville	KB Home	FR		DTST	129	4	9	26	2	0	63	12	1.37	2.40	
Bella Vista Skye	Lennar	FT		DTST	54	4	4	2	2	0	5	5	2.33	2.33	
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	3	2	3	0	91	3	0.80	0.60	
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	5	3	0	0	5	5	0.67	1.00	
Fancher Creek California	Lennar	FR		ATST	68	0	6	3	1	0	58	1	1.02	0.20	
Fancher Creek- Chateau	Lennar	FR		ATST	61	0	1	3	0	0	60	3	1.05	0.60	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	8	5	0	0	114	2	1.25	0.40	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	5	8	5	2	0	8	6	1.08	1.20	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	6	7	0	0	14	5	0.63	1.00	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	7	7	0	0	21	3	0.95	0.60	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	7	7	0	0	13	1	0.59	0.20	
Heritage Grove- Phnacle	Lennar	CV		DTMU	47	4	6	7	3	0	6	4	0.27	0.80	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 1.27</b>			<b>Traffic to Sales: 7 : 1</b>				<b>83</b>	<b>130</b>	<b>19</b>	<b>0</b>	<b>808</b>	<b>76</b>	<b>Net: 19</b>

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

Central Valley			Projects Participating: 98					In Area : 98			
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 98</b>			<b>Avg. Sales: 1.19</b>	<b>Traffic to Sales: 15 : 1</b>	<b>504</b>	<b>1945</b>	<b>132</b>	<b>15</b>	<b>5630</b>	<b>593</b>	<b>Net: 117</b>

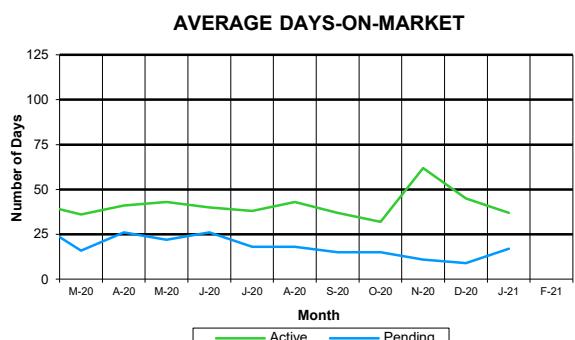
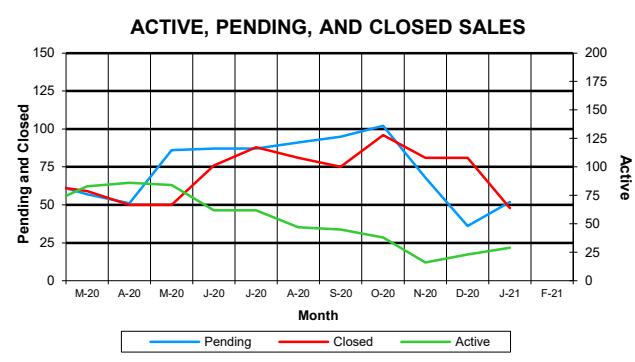
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row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

# The Ryness Company

Marketing Research Department

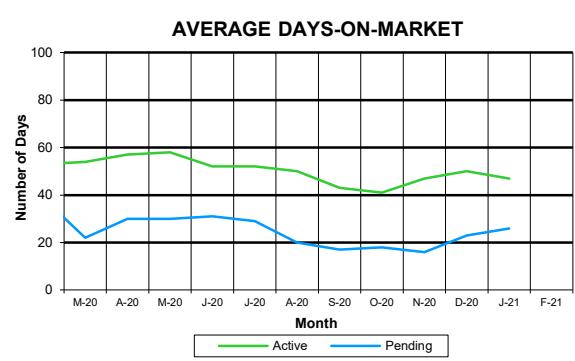
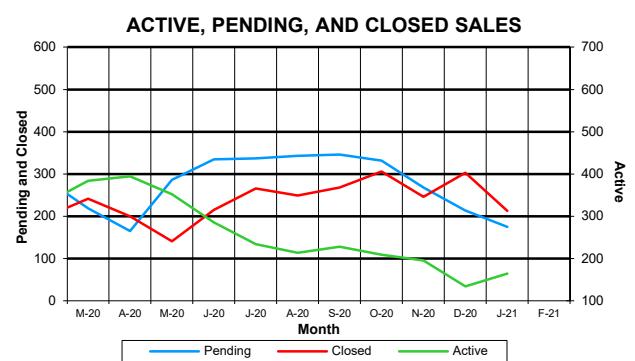
## Tracy SFD Monthly MLS Survey

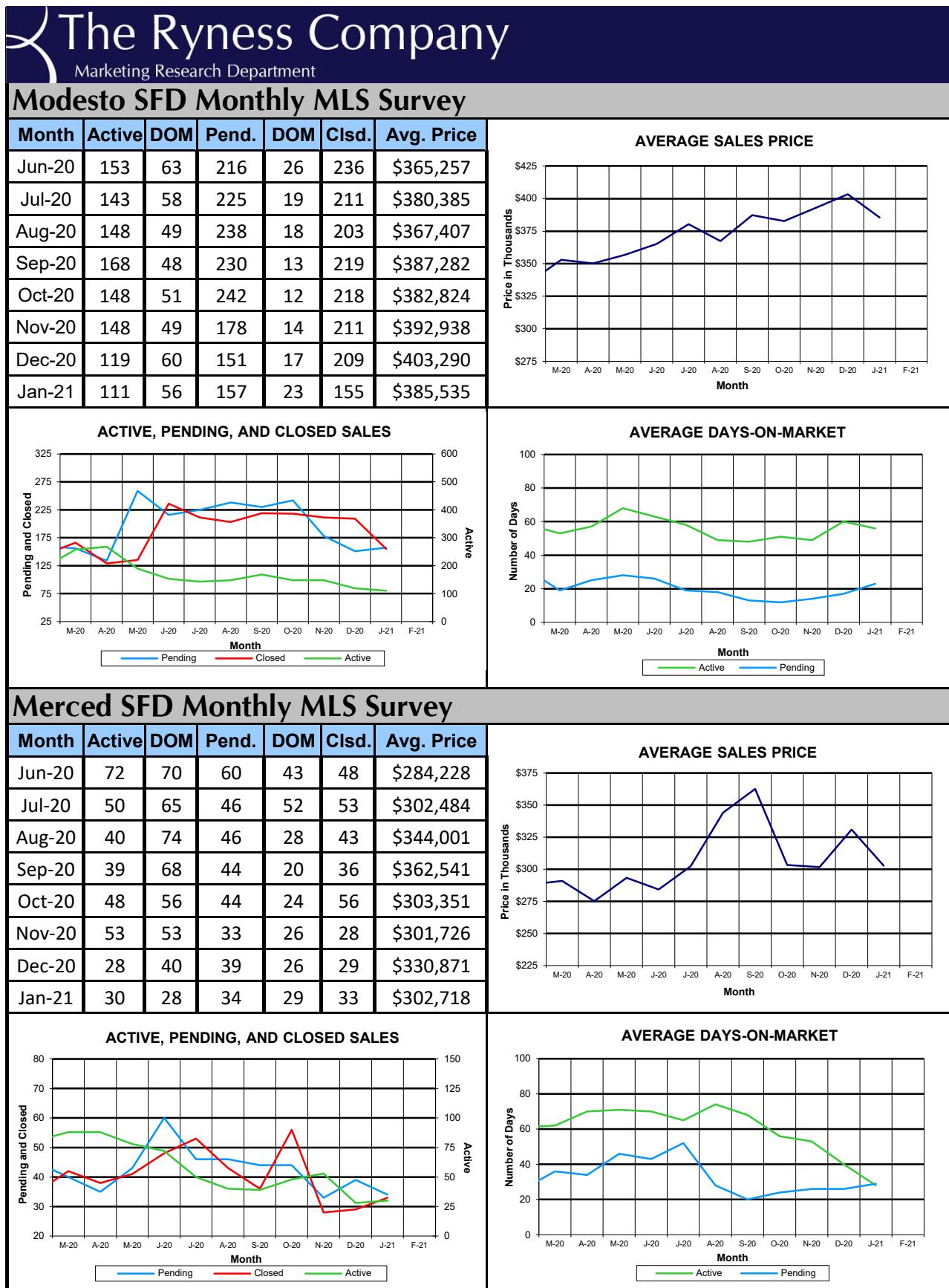
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	62	40	87	26	76	542,180
Jul-20	62	38	87	18	88	540,378
Aug-20	47	43	91	18	81	563,141
Sep-20	45	37	95	15	75	575,059
Oct-20	38	32	102	15	96	572,838
Nov-20	16	62	68	11	81	596,343
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	286	52	335	31	215	\$346,361
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





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

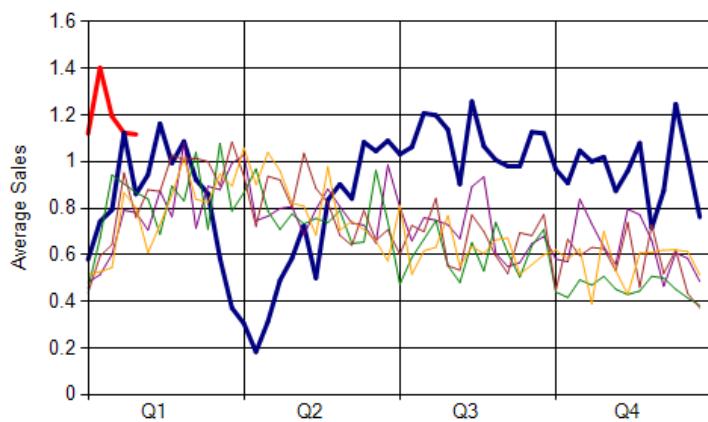
## Sacramento

Week 5

Ending: Sunday, February 7, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		24	521	32	1	31	1.29	1.07	21%	0.95	36%	
Central & North Sacramento		41	986	47	1	46	1.12	1.10	2%	0.97	15%	
Folsom		12	301	23	0	23	1.92	1.55	24%	1.29	48%	
El Dorado		10	141	9	1	8	0.80	1.20	-33%	0.90	-11%	
Placer & Nevada		47	861	47	4	43	0.91	1.25	-27%	1.05	-13%	
Yolo		11	63	6	1	5	0.45	1.29	-65%	1.12	-59%	
Northern Counties		9	115	18	2	16	1.78	0.95	86%	0.76	135%	
<b>Current Week Totals</b>	Traffic : Sales	16 : 1	<b>154</b>	<b>2988</b>	<b>182</b>	<b>10</b>	<b>172</b>	<b>1.12</b>	<b>1.19</b>	<b>-6%</b>	<b>1.01</b>	<b>10%</b>
Per Project Average				19	1.18	0.06	1.12					
<b>Year Ago - 02/09/2020</b>	Traffic : Sales	28 : 1	<b>142</b>	<b>4088</b>	<b>147</b>	<b>13</b>	<b>134</b>	<b>0.94</b>	<b>0.84</b>	<b>12%</b>	<b>0.69</b>	<b>36%</b>
% Change			8%	-27%	24%	-23%	28%	18%	41%		46%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 5

### 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	145	23	0.72	0.09	0.63	0.69
■	2017	143	26	0.80	0.12	0.68	0.73
■	2018	125	25	0.91	0.14	0.77	0.66
■	2019	138	21	0.73	0.10	0.63	0.73
■	2020	136	23	0.91	0.09	0.82	0.89
■	2021	152	20	1.29	0.10	1.19	1.19
% Change:		12%	-11%	41%	10%	45%	33%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.60%	APR 2.89%	Considering the momentum in the single-family sector, it comes as little surprise that builder confidence remains exceptionally high. The NAHB Housing Market Index dropped two points to 83 during January, but is still only slightly below the high water mark of 90 reached in November. Several factors appear to have pulled down builder confidence from on high. For one, the re-emergence of COVID is likely keeping potential buyers at home, which helps explain the recent dropoff in the prospective buyer traffic, sub-component. Supply-side challenges namely surging lumber prices, which can significantly drive up the cost of building a home, are also creating some challenges. The housing market had a remarkable run in 2020. New home sales rose 1.6% in December to an 842K-unit pace. As much of the rest of the economy was left reeling from the pandemic, housing has benefited from record-low mortgage rates, desire for more living space and demographic tailwinds. Sales for 2020 as a whole came in at 811K units, marking an 18.8% increase from the prior year and the highest yearly total since 2006. Overall, we expect housing to remain at the forefront of the recovery. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary
FHA	RATE 2.25%	APR 2.91%	
10 Yr Yield	1.15%		

# 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 Rnr'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	1	0	9	3	0.45	0.60	
Murieta Gardens	K Hovnanian	RM		DTMJ	78	0	1	1	2	0	77	4	0.77	0.80	
Bridgewater	KB Home	SO		DTMJ	85	0	6	31	3	1	76	9	1.62	1.80	
Sheldon Terrace	KB Home	LN		DTST	175	6	9	17	3	0	166	15	1.44	3.00	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	6	3	0	0	19	3	1.11	0.60	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	6	20	1	0	77	4	0.92	0.80	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	7	18	0	0	89	3	0.96	0.60	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	8	27	0	0	152	6	1.21	1.20	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	6	27	0	0	18	2	1.19	0.40	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	6	21	3	0	189	5	0.92	1.00	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	5	20	1	0	86	6	0.92	1.20	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	8	4	0	0	264	7	0.88	1.40	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	6	71	0	0	66	4	0.86	0.80	
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	1	1	0	0	74	0	0.76	0.00	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	4	9	15	2	0	61	8	1.56	1.60	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	4	7	50	4	0	63	6	0.94	1.20	
Milestone	Taylor Morrison	VN		DTMJ	121	4	10	19	4	0	106	14	1.16	2.80	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	0	6	45	0	0	51	4	0.77	0.80	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	6	45	0	0	51	5	0.76	1.00	
Classics at Poppy Lane	Tim Lewis	LN		DTMJ	72	0	3	10	0	0	69	3	0.53	0.60	
Latitudes	Tim Lewis	LN		DTST	159	0	3	26	0	0	153	0	1.06	0.00	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	2	8	0	0	48	2	0.38	0.40	
Traditions at Poppy Lane	Tim Lewis	LN		DTMJ	88	3	2	23	3	0	80	6	0.67	1.20	
Glendon Vineyards	Woodside	VN		DTST	103	5	8	13	5	0	67	10	0.81	2.00	
<b>TOTALS: No. Reporting: 24</b>		<b>Avg. Sales: 1.29</b>			<b>Traffic to Sales: 16 : 1</b>				<b>135</b>	<b>521</b>	<b>32</b>	<b>1</b>	<b>2111</b>	<b>129</b>	<b>Net: 31</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
Central Sacramento				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		
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	7	26	0	0	14	4	0.87	0.80	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	8	29	0	0	23	3	0.72	0.60	
Crocker Village- Courts	Black Pine	SO		DTST	83	0	3	20	1	0	17	3	0.55	0.60	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	9	29	0	0	22	3	0.68	0.60	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	4	78	0	0	70	7	0.94	1.40	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	76	0	0	70	4	0.94	0.80	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	7	29	0	0	60	7	0.67	1.40	
Veranda at Stone Creek	Elliott	RO		DTST	163	12	8	43	12	0	141	25	0.97	5.00	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	6	15	1	0	11	5	1.08	1.00	
Qara at Anatolia	Lennar	RO		DTMJ	139	0	1	0	0	0	138	0	0.91	0.00	
Ventana	Lennar	RO		DTMJ	160	0	7	7	1	0	73	4	0.90	0.80	
Verdant	Lennar	RO		DTST	157	0	6	17	0	0	50	6	1.16	1.20	
Viridian	Lennar	RO		DTST	342	4	9	8	2	0	74	7	0.88	1.40	
Montelena	Premier Homes	RO		DTST	169	4	8	61	4	0	122	11	1.79	2.20	
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	6	10	1	0	16	1	0.25	0.20	
Garden Homes at Sutter Park	TimLewis	SO		DTST	29	0	8	7	0	0	18	0	0.29	0.00	
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	11	8	1	0	17	1	0.27	0.20	
Alderwood	Watt	RO		DTMJ	54	0	3	30	0	0	21	1	0.60	0.20	
Cottonwood at Cypress	Woodside	RO		DTST	84	0	10	15	0	0	53	5	0.71	1.00	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	8	57	1	1	64	6	0.85	1.20	
Sequoia at Cypress	Woodside	RO		DTMJ	62	5	6	22	5	0	41	5	0.55	1.00	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 1.33</b>		<b>Traffic to Sales: 20 : 1</b>				<b>137</b>	<b>587</b>	<b>29</b>	<b>1</b>	<b>1115</b>	<b>108</b>	<b>Net: 28</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: 20								In Area : 20		
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	10	7	0	0	38	4	0.54	0.80	
Edgeview - The Cove	Beazer	SO		ATST	156	3	21	8	3	0	38	11	1.15	2.20	
Westward - The Cove	Beazer	SO		DTST	122	0	11	4	0	0	31	2	0.69	0.40	
Windrow - The Cove	Beazer	SO		DTST	167	0	2	11	1	0	75	5	1.15	1.00	
Bloom	DR Horton	SO		DTST	84	0	2	22	1	0	82	5	1.82	1.00	
Castile at Parkebridge	DR Horton	SO		DTMJ	152	0	4	60	0	0	125	10	1.33	2.00	
Mbraga	DR Horton	AO		DTMJ	162	0	5	26	2	0	41	6	1.46	1.20	
Ravenna at Parkebridge	DR Horton	SO		DTMJ	106	0	10	121	0	0	86	6	1.76	1.20	
Atla at Northlake	Lennar	SO		DTMJ	116	4	5	5	2	0	4	4	1.27	1.27	
Bleau at Northlake	Lennar	SO		DTMJ	236	4	6	3	0	0	3	3	0.95	0.95	
Crestvue at Northlake	Lennar	SO		DTMJ	97	4	9	5	0	0	4	4	1.27	1.27	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	5	18	0	0	15	3	0.78	0.60	
Lakelet at Northlake	Lennar	SO		DTMJ	134	4	9	5	1	0	4	4	1.27	1.27	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	0	7	17	0	0	16	9	0.84	1.80	
Shor at Northlake	Lennar	SO		DTMJ	140	4	7	5	1	0	4	4	1.27	1.27	
Watersyde at Northlake	Lennar	SO		DTMJ	127	4	5	5	1	0	4	4	1.27	1.27	
Wavnor at Northlake	Lennar	SO		DTMJ	153	4	5	5	1	0	4	4	1.27	1.27	
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	5	51	4	0	45	11	1.02	2.20	
Mystique	Watt	SO		ATST	57	0	8	5	0	0	36	-1	0.54	-0.20	
Portisal at Artisan Square	Watt TSO	SO		ATST	112	0	TSO	16	1	0	16	5	0.99	1.00	
<b>TOTALS: No. Reporting: 20</b>															
<b>Avg. Sales: 0.90</b>		<b>Traffic to Sales: 22 : 1</b>				<b>136</b>	<b>399</b>	<b>18</b>	<b>0</b>	<b>671</b>	<b>103</b>	<b>Net: 18</b>			
City Codes: SO = Sacramento, AO = Antelope															

Folsom Area					Projects Participating: 12								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	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	2	12	2	0	60	9	1.25	1.80	
Sycamore Creek	JMC	FM		DTMJ	86	0	5	5	2	0	8	6	0.98	1.20	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	4	8	19	3	0	23	13	2.09	2.60	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	5	6	42	5	0	69	16	1.29	3.20	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	9	10	0	0	27	5	0.73	1.00	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	6	14	0	0	29	5	0.90	1.00	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	3	9	24	3	0	67	6	1.05	1.20	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	2	6	35	2	0	83	9	1.36	1.80	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	4	6	53	3	0	23	5	1.42	1.00	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	7	29	0	0	44	7	0.88	1.40	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	5	7	29	1	0	78	6	1.24	1.20	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	4	8	29	2	0	62	6	0.99	1.20	
<b>TOTALS: No. Reporting: 12</b>															
<b>Avg. Sales: 1.92</b>		<b>Traffic to Sales: 13 : 1</b>				<b>79</b>	<b>301</b>	<b>23</b>	<b>0</b>	<b>573</b>	<b>93</b>	<b>Net: 23</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	Avg. Sls /Week	Avg. Sls /YTD		
Manzanita at Saratoga	Elliott	BH			DTMJ	202	0	9	17	1	0	26	11	1.08	2.20
Saratoga Estates- Alder	Elliott	BH		DTMJ	115	0	5	38	3	1	39	10	1.33	2.00	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	4	8	7	1	0	27	11	1.07	2.20	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	8	4	0	0	6	1	0.55	0.20	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	9	24	0	0	54	1	0.88	0.20	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	97	0	7	11	0	0	63	1	0.50	0.20	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	164	0	8	11	0	0	119	6	0.95	1.20	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	369	4	8	11	1	0	110	6	0.88	1.20	
Sienna Ridge Estates	Lennar	BH		DTMJ	76	0	4	0	0	0	66	2	0.67	0.40	
Collina at Serrano	Woodside	BH		DTMJ	72	4	8	18	3	0	53	11	0.77	2.20	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 16 : 1</b>				<b>74</b>	<b>141</b>	<b>9</b>	<b>1</b>	<b>563</b>	<b>60</b>	<b>Net: 8</b>

City Codes: BH = El Dorado Hills

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47								In Area : 46		
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	0	5	34	1	0	16	12	1.67	2.40	
Cerrada	DR Horton	LL		DTST	166	6	7	27	6	0	57	12	1.16	2.40	
Broadlands	JMC	LL		DTST	77	0	5	19	1	0	42	12	1.34	2.40	
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	10	55	0	0	123	13	1.41	2.60	
Palisade Village	JMC	RV		DTST	157	0	34	81	0	0	99	0	1.40	0.00	
Pinnacle Village	JMC	RV		DTMJ	128	0	6	37	1	0	98	7	1.11	1.40	
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	7	50	1	1	20	4	0.99	0.80	
Ridge at Whitney Ranch II	JMC	RK		DTST	48	0	3	21	0	0	45	4	0.85	0.80	
Sentinel	JMC	RV		DTST	132	0	12	57	0	0	87	11	1.81	2.20	
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	7	33	0	0	82	0	0.83	0.00	
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	5	8	2	0	62	5	1.47	1.00	
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	7	4	1	0	26	6	0.48	1.20	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	4	2	2	0	82	9	0.86	1.80	
Granite Bluff	KB Home	RK		DTMJ	73	0	4	23	2	0	21	9	1.39	1.80	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	6	6	27	4	0	117	13	1.31	2.60	
Andorra at Sierra West	Lennar	RV		DTMJ	101	4	7	3	1	0	13	5	0.72	1.00	
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	9	4	0	0	15	7	1.06	1.40	
Corvara at Fiddym Farm	Lennar	RV		DTMJ	134	0	6	21	1	0	118	4	1.09	0.80	
Corvara II at Campus Oaks	Lennar	RV		DTMJ	112	4	8	4	1	0	5	2	0.71	0.40	
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	9	8	0	0	132	9	0.92	1.80	
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	5	8	0	0	119	9	0.83	1.80	
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	7	8	0	0	139	4	0.94	0.80	
LaMaison II at Diamond Creek	Lennar	RV		DTST	57	0	3	4	1	2	54	4	0.78	0.80	
Luniere at Sierra West	Lennar	RV		DTMJ	74	0	8	3	0	0	17	8	0.89	1.60	
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	6	3	1	0	23	5	1.04	1.00	
Novara at Fiddym	Lennar	RV		DTST	105	0	9	8	0	0	36	3	1.16	0.60	
Pavia at Fiddym Farm	Lennar	RV		DTST	94	0	9	9	1	1	34	5	1.06	1.00	
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	6	10	0	0	39	6	1.05	1.20	
St. Mritz at Sierra	Lennar	RV		DTMJ	143	0	6	3	0	0	15	9	0.74	1.80	
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	8	27	0	0	30	4	0.91	0.80	
Fieldstone at Fiddym Ranch	Richmond American	RV		DTMJ	71	0	6	7	0	0	58	3	1.21	0.60	
Revere at Independence	Richmond American	LL		DTMJ	122	0	8	4	0	0	2	2	0.48	0.40	
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	0	7	21	1	0	16	4	1.06	0.80	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	7	2	0	0	41	1	1.13	0.20	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	2	9	16	2	0	24	2	0.66	0.40	
Catalina at Fiddym Farm	Taylor Morrison	RV		DTMJ	47	0	2	0	0	0	45	1	0.85	0.20	
Monarch at Fiddym Farm	Taylor Morrison	RV		DTMJ	91	0	6	37	2	0	72	14	1.07	2.80	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	10	1	0	0	29	1	0.80	0.20	
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	4	0	0	0	88	0	0.58	0.00	
Park View at Whitney Ranch	The New Home Co	RK		DTMJ	60	0	5	20	0	0	55	4	0.56	0.80	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	2	4	7	2	0	46	7	0.61	1.40	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	3	9	37	3	0	83	9	0.92	1.80	
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	76	8	8	35	7	0	21	8	1.60	1.60	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	4	8	37	3	0	63	17	1.23	3.40	
Plomonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	5	18	0	0	67	9	0.66	1.80	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47								In Area : 46		
Placer County (Continued ...)					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	
Tramonte at Twelve Bridges	Woodside	LL		DTMU	100	0	5	13	0	0	66	11	0.66	2.20	
<b>TOTALS: No. Reporting: 47</b>			<b>Avg. Sales: 0.91</b>		<b>Traffic to Sales: 19 : 1</b>			<b>331</b>	<b>889</b>	<b>47</b>	<b>4</b>	<b>2542</b>	<b>294</b>		<b>Net: 43</b>
City Codes: RK = Rocklin, LL = Lincoln, RV = Roseville															
Nevada 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	Avg. Sls /Week	Avg. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	3	5	0	0	12	2	0.11	0.40	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>			<b>3</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>12</b>	<b>2</b>		<b>Net: 0</b>
City Codes: GV = Grass Valley															
Yolo County					Projects Participating: 11								In Area : 11		
					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	
Riverchase	Anthem United	WS		DTST	222	0	2	4	3	0	179	10	1.07	2.00	
Aspire at Stone's Throw	K Hovnanian	WN		DTST	100	0	3	5	1	0	88	11	1.13	2.20	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	7	23	0	0	93	8	0.96	1.60	
Magnolia at Spring Lake	Lennar	WL		DTMU	78	0	6	7	1	0	58	8	0.70	1.60	
Summerstone at Spring Lake	Lennar	WL		DTST	87	0	10	6	0	0	61	3	0.73	0.60	
Sunflower at Spring Lake	Lennar	WL		DTMU	85	0	5	6	1	1	80	8	0.97	1.60	
Spring Lake - Ivy	Taylor Morrison	WL		DTST	44	0	7	1	0	0	37	3	0.27	0.60	
Spring Lake - Laurel	Taylor Morrison	WL		DTMU	100	0	6	2	0	0	89	9	0.64	1.80	
Spring Lake - Olive	Taylor Morrison	WL		DTST	70	0	1	0	0	0	69	2	0.50	0.40	
Cannery - Gala	The New Home Co	DV		ATMU	120	0	5	7	0	0	73	0	0.42	0.00	
Pines at Spring Lake	Woodside	WL		DTMU	83	0	5	2	0	0	41	9	0.77	1.80	
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.45</b>		<b>Traffic to Sales: 11 : 1</b>			<b>57</b>	<b>63</b>	<b>6</b>	<b>1</b>	<b>868</b>	<b>71</b>		<b>Net: 5</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 Rm'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		DTMU	170	4	6	11	3	0	76	5	1.65	1.00	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 3.00</b>		<b>Traffic to Sales: 4 : 1</b>			<b>6</b>	<b>11</b>	<b>3</b>	<b>0</b>	<b>76</b>	<b>5</b>		<b>Net: 3</b>

City Codes: LO = Live Oak

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Yuba County					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	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTST	28	0	1	9	2	0	27	2	0.61	0.40	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	147	0	4	23	0	0	44	6	0.86	1.20	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	52	0	2	6	1	0	37	4	0.72	0.80	
Sumerset at The Orchards	JMC	MS		DTST	60	4	3	21	7	0	57	8	1.49	1.60	
Sonoma Ranch	Lennar	PLK		DTST	208	0	8	20	2	2	164	5	1.09	1.00	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	8	6	1	0	10	0	0.52	0.00	
Seasons at River Oaks	Richmond American	OL		DTST	83	4	7	4	2	0	7	7	1.69	1.40	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	8	15	0	0	27	5	1.12	1.00	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 1.63</b>			<b>Traffic to Sales: 7 : 1</b>				<b>41</b>	<b>104</b>	<b>15</b>	<b>2</b>	<b>373</b>	<b>37</b>	<b>Net: 13</b>

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

Sacramento			Projects Participating: 155					In Area : 154		
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 155</b>	<b>Avg. Sales: 1.11</b>	<b>Traffic to Sales: 17 : 1</b>	<b>999</b>	<b>3021</b>	<b>182</b>	<b>10</b>	<b>8904</b>	<b>902</b>	<b>Net: 172</b>	

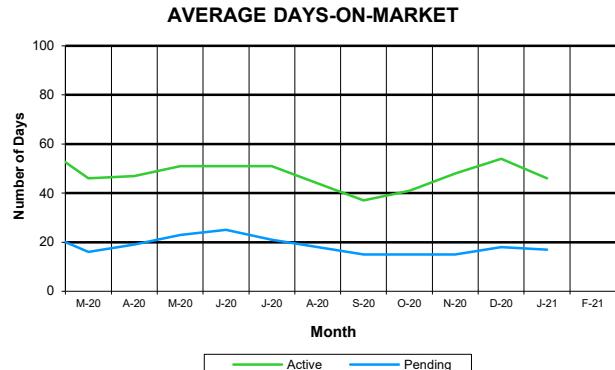
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row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

# The Ryness Company

Marketing Research Department

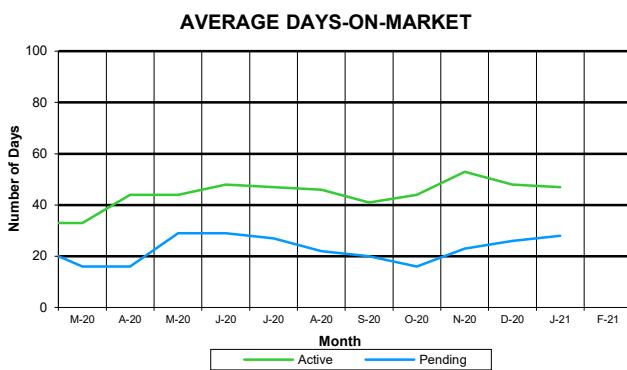
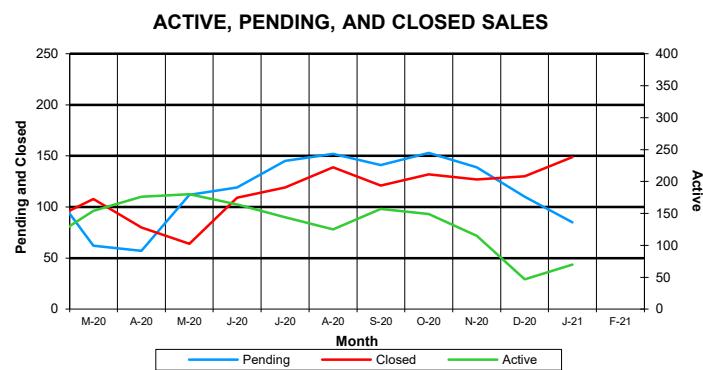
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	1,300	51	1,586	25	1,410	\$452,830
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



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	164	48	119	29	109	\$255,744
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



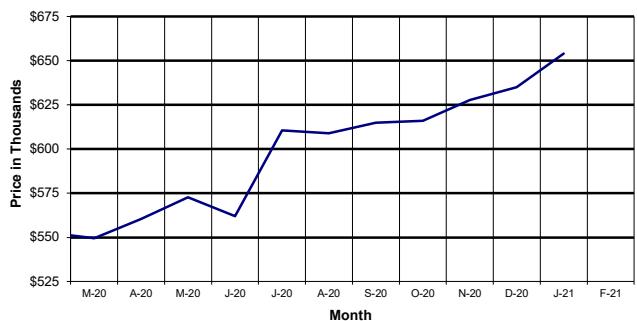
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Marketing Research Department

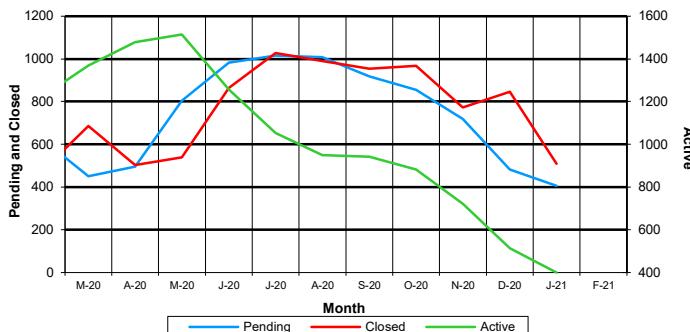
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	1,256	65	982	37	864	\$562,065
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

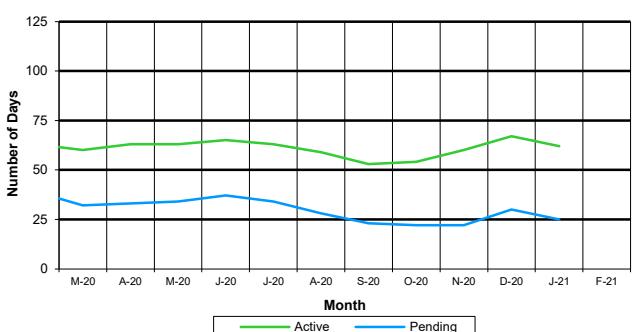
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



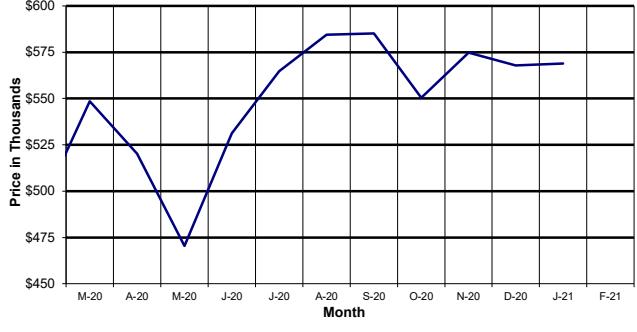
AVERAGE DAYS-ON-MARKET



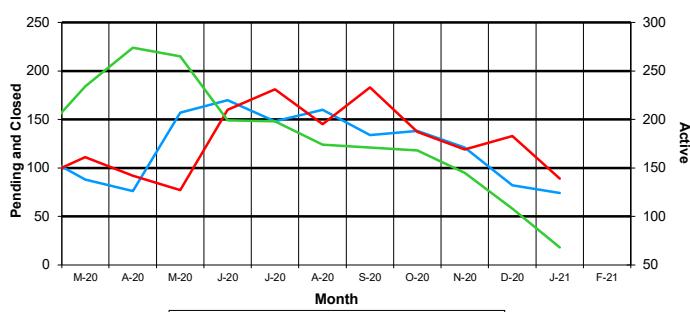
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-20	199	73	170	35	160	\$531,305
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

