

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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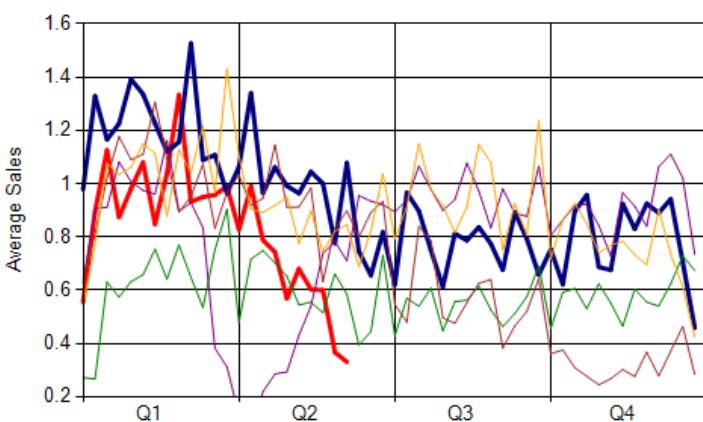
NATIONAL BUILDER DIVISION

**Ending: Sunday, June 12, 2022**

## Bay Area Week 23

| 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                     | 296           | 21         | 2           | 19         | 0.73       | 0.84              | -13%               | 0.84               | -13%                |
| Contra Costa                     | 19                     | 195           | 5          | 4           | 1          | 0.05       | 0.76              | -93%               | 0.71               | -93%                |
| Sonoma, Napa                     | 8                      | 46            | 2          | 0           | 2          | 0.25       | 0.55              | -55%               | 0.50               | -50%                |
| San Francisco, Marin             | 2                      | 31            | 0          | 0           | 0          | 0.00       | 0.53              | -100%              | 0.40               | -100%               |
| San Mateo                        | 5                      | 49            | 0          | 0           | 0          | 0.00       | 0.83              | -100%              | 0.77               | -100%               |
| Santa Clara                      | 11                     | 105           | 4          | 0           | 4          | 0.36       | 1.01              | -64%               | 0.83               | -56%                |
| Monterey, Santa Cruz, San Benito | 7                      | 66            | 5          | 0           | 5          | 0.71       | 0.96              | -25%               | 0.89               | -20%                |
| Solano                           | 22                     | 229           | 6          | 4           | 2          | 0.09       | 0.91              | -90%               | 0.82               | -89%                |
| <b>Current Week Totals</b>       | <b>Traffic : Sales</b> | <b>24 : 1</b> | <b>100</b> | <b>1017</b> | <b>43</b>  | <b>10</b>  | <b>33</b>         | <b>0.33</b>        | <b>0.83</b>        | <b>-60%</b>         |
| Per Project Average              |                        |               | 10         | 0.43        | 0.10       | 0.33       |                   |                    |                    |                     |
| <b>Year Ago - 06/13/2021</b>     | <b>Traffic : Sales</b> | <b>11 : 1</b> | <b>116</b> | <b>1548</b> | <b>137</b> | <b>12</b>  | <b>125</b>        | <b>1.08</b>        | <b>1.13</b>        | <b>-4%</b>          |
| % Change                         |                        |               | -14%       | -34%        | -69%       | -17%       | -74%              | -69%               | -26%               | -28%                |

### 52 Weeks Comparison



### Year to Date Averages Through Week 23

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 142                  | 31                  | 1.07              | 0.10                | 0.97               | 0.90                      |
| ■            | 2018 | 128                  | 32                  | 1.05              | 0.08                | 0.96               | 0.70                      |
| ■            | 2019 | 152                  | 18                  | 0.72              | 0.10                | 0.62               | 0.58                      |
| ■            | 2020 | 153                  | 13                  | 0.78              | 0.12                | 0.66               | 0.80                      |
| ■            | 2021 | 117                  | 16                  | 1.20              | 0.07                | 1.13               | 0.93                      |
| ■            | 2022 | 103                  | 11                  | 0.93              | 0.10                | 0.83               | 0.83                      |
| % Change:    |      | -13%                 | -27%                | -22%              | 44%                 | -26%               | -11%                      |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing                |                      |                     | Market Commentary  |                      |                     |  |  |
|--------------------------|----------------------|---------------------|--|----------------------|---------------------|--|--|
| <b>CONV</b>              |                      |                     | During April, total housing starts inched 0.2% lower to a 1.72 million-unit pace. New home production likely fell again during May. April's decline in total starts was entirely on the single-family side. The 4.6% drop in single-family permits adds to the evidence that builders are beginning to scale back as sharply higher mortgage rates put a dent in new home demand. The increase in financing costs has occurred just as the construction industry is finally starting to see some relief in terms of building material pricing and availability. Multifamily starts soared during April, however, multifamily permits fell 1.0% during April. The pullback in permits suggests growth in new multifamily development may soon begin to slow. Compared to last year's record pace, apartment vacancy rates still remain near historic lows and rents are still rising at an above-average rate in many large markets. Despite the recent modest declines in total permits, permits are still running ahead of starts, meaning there is still a fairly healthy backlog of projects. All told, we estimate a more-moderate but still strong 1.719 million-unit pace for total housing starts during May. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |                      |                     |  |  |
| <b>FHA</b>               |                      |                     |  |                      |                     |  |  |
| <b>10 Yr Yield</b>       |                      |                     |  |                      |                     |  |  |
| CONV                     | RATE<br><b>5.23%</b> | APR<br><b>5.24%</b> | FHA  | RATE<br><b>4.45%</b> | APR<br><b>4.79%</b> |  |  |
| EQUAL OPPORTUNITY LENDER | 3.31%                |                     |  |                      |                     |  |  |

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| Development Name                 | Developer           | City Code               | Notes | Type | Projects Participating: 20      |          |            |           |            |           |              |             |                |                |
|----------------------------------|---------------------|-------------------------|-------|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|-------------|----------------|----------------|
| Alameda County                   |                     |                         |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Avg. Sls /Week | Avg. Sls /YTD  |
| Enclave - Alpine Collection      | Century             | FR                      |       | DTMJ | 81                              | 0        | 2          | 7         | 0          | 0         | 79           | 7           | 0.62           | 0.30           |
| Enclave - Cascade Collection     | Century             | FR                      |       | ATMJ | 81                              | 0        | 1          | 7         | 2          | 0         | 77           | 27          | 0.60           | 1.17           |
| Enclave - Sierra Collection      | Century             | FR                      |       | ATMJ | 70                              | 0        | 2          | 7         | 1          | 0         | 54           | 15          | 0.40           | 0.65           |
| Atlas at Mission Village         | KB Home             | HY                      |       | ATMJ | 72                              | 4        | 2          | 15        | 3          | 1         | 27           | 27          | 6.52           | 6.52           |
| Aspect at Innovation             | Lennar              | FR                      |       | ATMJ | 167                             | 0        | 5          | 14        | 1          | 0         | 39           | 20          | 1.17           | 0.87           |
| Bungalows at Bridgewater         | Lennar              | NK                      |       | DTMJ | 91                              | 0        | 1          | 12        | 0          | 0         | 90           | 30          | 1.01           | 1.30           |
| Chroma at Innovation             | Lennar              | FR                      |       | ATMJ | 146                             | 0        | 4          | 10        | 1          | 0         | 6            | 6           | 1.45           | 1.45           |
| Courts at Bridgewater            | Lennar              | NK                      |       | ATMJ | 81                              | 0        | 1          | 12        | 0          | 0         | 71           | 13          | 1.04           | 0.57           |
| Lumiere at Innovation            | Lennar              | FR                      |       | ATMJ | 156                             | 0        | 5          | 10        | 0          | 0         | 23           | 17          | 0.79           | 0.74           |
| Matrix at Innovation             | Lennar              | FR                      |       | ATMJ | 53                              | 0        | 2          | 14        | 1          | 0         | 30           | 12          | 0.83           | 0.52           |
| Terraces at Bridgewater          | Lennar              | NK                      |       | ATMJ | 96                              | 0        | 1          | 12        | 1          | 0         | 45           | 15          | 1.04           | 0.65           |
| Towns at Bridgewater             | Lennar              | NK                      |       | ATMJ | 103                             | 0        | 3          | 12        | 1          | 0         | 72           | 16          | 0.89           | 0.70           |
| Villas at Bridgewater            | Lennar              | NK                      |       | DTMJ | 137                             | 0        | 2          | 12        | 0          | 0         | 98           | 24          | 1.10           | 1.04           |
| Breeze at Bay37                  | Pulte               | AL                      |       | DTMJ | 30                              | 0        | 2          | 5         | 0          | 0         | 28           | 9           | 0.38           | 0.39           |
| Compass at Bay37                 | Pulte               | AL                      |       | ATMJ | 93                              | 0        | 2          | 4         | 0          | 0         | 46           | 11          | 0.63           | 0.48           |
| Landing at Bay37                 | Pulte               | AL                      |       | ATMJ | 96                              | 0        | 1          | 4         | 0          | 0         | 74           | 43          | 1.01           | 1.87           |
| Lookout at Bay37                 | Pulte               | AL                      |       | ATMJ | 138                             | 0        | 4          | 4         | 0          | 0         | 36           | 9           | 0.49           | 0.39           |
| Line at SoHay                    | Taylor Morrison     | HY                      |       | ATST | 198                             | 0        | 15         | 4         | 3          | 0         | 161          | 35          | 0.98           | 1.52           |
| Prime at SoHay                   | Taylor Morrison TSO | HY                      |       | ATST | 126                             | 0        | TSO        | 4         | 0          | 0         | 91           | 0           | 0.55           | 0.00           |
| Ellis at Central Station         | TRI Pointe          | OK                      |       | ATMJ | 128                             | 3        | 3          | 13        | 1          | 0         | 54           | 17          | 0.50           | 0.74           |
| <b>TOTALS: No. Reporting: 20</b> |                     | <b>Avg. Sales: 0.70</b> |       |      | <b>Traffic to Sales: 12 : 1</b> |          |            | <b>58</b> | <b>182</b> | <b>15</b> | <b>1</b>     | <b>1201</b> | <b>353</b>     | <b>Net: 14</b> |

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

| Amador Valley                   |            |                         |  |      | Projects Participating: 6       |          |            |           |            |           |              |            |                |               |
|---------------------------------|------------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|                                 |            |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Broadway at Boulevard           | Brookfield | DB                      |  | ATMJ | 110                             | 0        | 4          | 6         | 0          | 0         | 89           | 17         | 1.20           | 0.74          |
| Hyde Park at Boulevard          | Brookfield | DB                      |  | ATMJ | 102                             | 0        | 2          | 0         | 1          | 0         | 100          | 16         | 0.85           | 0.70          |
| Melrose at Boulevard            | Brookfield | DB                      |  | DTMJ | 75                              | 4        | 9          | 31        | 5          | 0         | 18           | 18         | 2.47           | 2.47          |
| Lombard at Boulevard            | Lennar     | DB                      |  | DTMJ | 100                             | 0        | 3          | 40        | 0          | 0         | 7            | 7          | 1.69           | 1.69          |
| Skyline at Boulevard            | Lennar     | DB                      |  | ATMJ | 114                             | 0        | 3          | 2         | 0          | 1         | 107          | 19         | 0.79           | 0.83          |
| Venice at Boulevard             | Lennar     | DB                      |  | ATMJ | 91                              | 0        | 4          | 35        | 0          | 0         | 3            | 3          | 0.70           | 0.70          |
| <b>TOTALS: No. Reporting: 6</b> |            | <b>Avg. Sales: 0.83</b> |  |      | <b>Traffic to Sales: 19 : 1</b> |          |            | <b>25</b> | <b>114</b> | <b>6</b>  | <b>1</b>     | <b>324</b> | <b>80</b>      | <b>Net: 5</b> |

City Codes: DB = Dublin

| Diablo Valley                   |         |                         |  |      | Projects Participating: 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 |
| Oak Park                        | Davidon | PH                      |  | DTMJ | 34                          | 0        | 10         | 3         | 0          | 0         | 7            | 7         | 0.33           | 0.33          |
| Woodbury Highlands              | Davidon | LF                      |  | ATMJ | 99                          | 0        | 14         | 4         | 0          | 0         | 28           | 16        | 0.31           | 0.70          |
| The Brant                       | Lennar  | LF                      |  | ATMJ | 66                          | 0        | 3          | 0         | 0          | 0         | 9            | 7         | 0.31           | 0.30          |
| <b>TOTALS: No. Reporting: 3</b> |         | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: NA</b> |          |            | <b>27</b> | <b>7</b>   | <b>0</b>  | <b>0</b>     | <b>44</b> | <b>30</b>      | <b>Net: 0</b> |

City Codes: PH = Pleasant Hill, LF = Lafayette

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| Development Name                | Developer | City Code | Notes                    | Type | Projects Participating: 1 |          |            |                              |            |           |              |          |               |              |                |
|---------------------------------|-----------|-----------|--------------------------|------|---------------------------|----------|------------|------------------------------|------------|-----------|--------------|----------|---------------|--------------|----------------|
| San Ramon Valley                |           |           |                          |      | 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 |                |
| Hillcrest at the Preserve       | Lennar    | SR        |                          | ATMU | 104                       | 0        | 3          | 1                            | 0          | 1         | 98           | 14       | 0.97          | 0.61         |                |
| <b>TOTALS: No. Reporting: 1</b> |           |           | <b>Avg. Sales: -1.00</b> |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>3</b>   | <b>1</b>  | <b>0</b>     | <b>1</b> | <b>98</b>     | <b>14</b>    | <b>Net: -1</b> |
| City Codes: SR = San Ramon      |           |           |                          |      |                           |          |            |                              |            |           |              |          |               |              |                |

| Antioch/Pittsburg                        |                 |                          |  |      | Projects Participating: 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 |                |
| Oelo at Sand Creek- Horizon              | Century         | AN                       |  | DTMJ | 175                       | 0        | 5          | 20                           | 0          | 1         | 146          | 28       | 1.55          | 1.22         |                |
| Crest at Park Ridge                      | Davidon         | AN                       |  | DTMJ | 300                       | 0        | 5          | 10                           | 0          | 0         | 240          | 24       | 0.97          | 1.04         |                |
| Hills at Park Ridge                      | Davidon         | AN                       |  | DTMJ | 225                       | 0        | 4          | 9                            | 0          | 0         | 92           | 27       | 1.08          | 1.17         |                |
| Luca at Aviano                           | DeNova          | AN                       |  | DTMJ | 194                       | 0        | 5          | 28                           | 0          | 0         | 74           | 32       | 1.69          | 1.39         |                |
| Luna at Aviano                           | Lennar          | AN                       |  | DTMJ | 102                       | 0        | 4          | 1                            | 0          | 1         | 26           | 15       | 0.92          | 0.65         |                |
| Oriana at Aviano                         | Lennar          | AN                       |  | DTMJ | 115                       | 0        | 6          | 1                            | 0          | 0         | 32           | 21       | 1.13          | 0.91         |                |
| Haven at Vista Del Mar                   | Taylor Morrison | PT                       |  | DTST | 60                        | 0        | 6          | 5                            | 0          | 0         | 43           | 8        | 0.57          | 0.35         |                |
| Retreat at Vista Del Mar                 | Taylor Morrison | PT                       |  | DTMJ | 142                       | 0        | 1          | 2                            | 0          | 0         | 74           | 21       | 0.88          | 0.91         |                |
| Serene at Vista Del Mar                  | Taylor Morrison | PT                       |  | DTMJ | 120                       | 0        | 3          | 6                            | 0          | 0         | 31           | 19       | 0.66          | 0.83         |                |
| <b>TOTALS: No. Reporting: 9</b>          |                 | <b>Avg. Sales: -0.22</b> |  |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>39</b>  | <b>82</b> | <b>0</b>     | <b>2</b> | <b>758</b>    | <b>195</b>   | <b>Net: -2</b> |
| City Codes: AN = Antioch, PT = Pittsburg |                 |                          |  |      |                           |          |            |                              |            |           |              |          |               |              |                |

| East Contra Costa   |               |                         |  |      | Projects Participating: 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 |               |
| Delta Coves   | Blue Mountain | BI                      |  | DTMJ | 81                        | 4        | 3          | 20                              | 2          | 0          | 74           | 5        | 0.51          | 0.22         |               |
| Chandler  | Brookfield    | BT                      |  | DTMJ | 160                       | 0        | 4          | 12                              | 0          | 0          | 59           | 28       | 1.40          | 1.22         |               |
| Bennett Estates   | DeNova        | BT                      |  | DTMJ | 14                        | 0        | 1          | 31                              | 0          | 0          | 5            | 5        | 1.09          | 1.09         |               |
| Woodbury at Emerson Ranch                                   | Lennar        | OY                      |  | DTMJ | 104                       | 0        | 3          | 13                              | 1          | 1          | 24           | 24       | 1.47          | 1.47         |               |
| Alicante  | Meritage      | OY                      |  | DTMJ | 133                       | 0        | 2          | 13                              | 1          | 0          | 131          | 42       | 1.66          | 1.83         |               |
| Orchard Trails  | Shea          | BT                      |  | DTMJ | 78                        | 0        | 4          | 16                              | 1          | 0          | 27           | 17       | 0.85          | 0.74         |               |
| <b>TOTALS: No. Reporting: 6</b>                             |               | <b>Avg. Sales: 0.67</b> |  |      |                           |          |            | <b>Traffic to Sales: 21 : 1</b> | <b>17</b>  | <b>105</b> | <b>5</b>     | <b>1</b> | <b>320</b>    | <b>121</b>   | <b>Net: 4</b> |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley |               |                         |  |      |                           |          |            |                                 |            |            |              |          |               |              |               |

| Sonoma, Napa Counties  |                   |                         |  |      | Projects Participating: 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 |               |
| Willow at University District                                  | DR Horton         | RP                      |  | DTMJ | 128                       | 0        | 1          | 21                              | 0          | 0         | 22           | 22       | 1.54          | 1.54         |               |
| Sterling Hills at Quarry Heights II                            | KB Home           | PET                     |  | DTMJ | 91                        | 0        | 2          | 9                               | 0          | 0         | 30           | 13       | 0.68          | 0.57         |               |
| Aspect   | Lafferty          | PET                     |  | DTMJ | 18                        | 0        | 1          | 0                               | 0          | 0         | 16           | 0        | 0.10          | 0.00         |               |
| Seasons at University District                                 | Richmond American | RP                      |  | DTMJ | 52                        | 3        | 3          | 3                               | 1          | 0         | 8            | 8        | 0.56          | 0.56         |               |
| Meadow Creek   | Ryder TSO         | SR                      |  | DTMJ | 48                        | 0        | TSO        | 5                               | 0          | 0         | 32           | 8        | 0.61          | 0.35         |               |
| Riverfront   | TRI Pointe        | PET                     |  | DTMJ | 134                       | 0        | 2          | 8                               | 1          | 0         | 77           | 19       | 0.93          | 0.83         |               |
| City 44  | W Marketing TSO   | SR                      |  | ATMJ | 44                        | 0        | TSO        | 0                               | 0          | 0         | 22           | 15       | 0.54          | 0.65         |               |
| Paseo Vista  | W Marketing TSO   | SR                      |  | DTST | 128                       | 0        | TSO        | 0                               | 0          | 0         | 60           | 3        | 0.24          | 0.13         |               |
| <b>TOTALS: No. Reporting: 8</b>                                |                   | <b>Avg. Sales: 0.25</b> |  |      |                           |          |            | <b>Traffic to Sales: 23 : 1</b> | <b>9</b>   | <b>46</b> | <b>2</b>     | <b>0</b> | <b>267</b>    | <b>88</b>    | <b>Net: 2</b> |
| City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa |                   |                         |  |      |                           |          |            |                                 |            |           |              |          |               |              |               |

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| Development Name                         | Developer | City Code | Notes                   | Type | Projects Participating: 2   |          |            |         |            |           |              |          |                |               |
|--|-----------|-----------|-------------------------|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Marin 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 |
| Verandah                                 | Landsea   | NV        | Rsv's                   | ATMU | 80                          | 0        | 3          | 28      | 0          | 0         | 24           | 16       | 0.57           | 0.70          |
| The Strand (Detached)                    | Trumark   | SN        |                         | DTMJ | 37                          | 0        | 12         | NA      | 0          | 0         | 10           | 10       | 0.33           | 0.43          |
| <b>TOTALS: No. Reporting: 1</b>          |           |           | <b>Avg. Sales: 0.00</b> |      | <b>Traffic to Sales: NA</b> |          |            |         | <b>15</b>  | <b>28</b> | <b>0</b>     | <b>0</b> | <b>34</b>      | <b>26</b>     |
| City Codes: NV = Novato, SN = San Rafael |           |           |                         |      |                             |          |            |         |            |           |              |          |                |               |

| San Francisco County            |            |    |                         |      | Projects Participating: 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 |
| Lofton at Portola               | TRI Pointe | SF |                         | ATMU | 54                          | 0        | 3          | 3       | 0          | 0         | 18           | 5        | 0.27           | 0.22          |
| <b>TOTALS: No. Reporting: 1</b> |            |    | <b>Avg. Sales: 0.00</b> |      | <b>Traffic to Sales: NA</b> |          |            |         | <b>3</b>   | <b>3</b>  | <b>0</b>     | <b>0</b> | <b>18</b>      | <b>5</b>      |
| City Codes: SF = San Francisco  |            |    |                         |      |                             |          |            |         |            |           |              |          |                |               |

| San Mateo County                             |            |                         |  |      | Projects Participating: 5   |          |            |         |            |           |              |          |                |               |
|--|------------|-------------------------|--|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|  |            |                         |  |      | Units                       | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| One 90 - Borelle                             | Pulte      | SM                      |  | DTMU | 29                          | 0        | 4          | 6       | 0          | 0         | 24           | 3        | 0.33           | 0.13          |
| One 90 - Cobalt                              | Pulte      | SM                      |  | ATMU | 54                          | 0        | 2          | 6       | 0          | 0         | 14           | 14       | 0.63           | 0.61          |
| One 90 - Indigo                              | Pulte      | SM                      |  | ATMU | 54                          | 0        | 4          | 6       | 0          | 0         | 37           | 32       | 1.26           | 1.39          |
| One 90 - Slate                               | Pulte      | SM                      |  | ATMU | 57                          | 0        | 3          | 6       | 0          | 0         | 48           | 18       | 0.66           | 0.78          |
| Laguna Vista                                 | SummerHill | FC                      |  | ATMU | 70                          | 0        | 4          | 25      | 0          | 0         | 22           | 22       | 1.81           | 1.81          |
| <b>TOTALS: No. Reporting: 5</b>              |            | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: NA</b> |          |            |         | <b>17</b>  | <b>49</b> | <b>0</b>     | <b>0</b> | <b>145</b>     | <b>89</b>     |
| City Codes: SM = San Mateo, FC = Foster City |            |                         |  |      |                             |          |            |         |            |           |              |          |                |               |

| Santa Clara County   |                 |                         |       |      | Projects Participating: 12      |          |            |         |            |            |              |          |                |               |
|--|-----------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
|  |                 |                         |       |      | 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 |
| Andalusia  | Dividend        | MH                      | Rsv's | ATMU | 46                              | 0        | 8          | 28      | 0          | 0          | 4            | 4        | 0.78           | 0.78          |
| Ascent at Glen Loma Ranch  | KB Home         | GL                      |       | ATMU | 124                             | 0        | 4          | 8       | 0          | 0          | 58           | 37       | 1.92           | 1.61          |
| Asher at Glen Loma Ranch   | KB Home         | GL                      |       | DTMU | 35                              | 0        | 4          | 3       | 0          | 0          | 31           | 12       | 0.93           | 0.52          |
| Latitude at Communications Hill  | KB Home         | SJ                      |       | ATMU | 160                             | 0        | 3          | 3       | 0          | 0          | 157          | 11       | 1.65           | 0.48          |
| Lavender   | Landsea         | SV                      | Rsv's | ATMU | 128                             | 0        | 1          | 6       | 1          | 0          | 39           | 29       | 1.14           | 1.26          |
| Gateway at Central   | Pulte           | SJ                      |       | ATMU | 72                              | 0        | 1          | 8       | 1          | 0          | 7            | 7        | 1.69           | 1.69          |
| Bellaterra - Bungalow Cluster Att/Det  | SummerHill      | LG                      |       | ATMU | 76                              | 0        | 8          | 12      | 0          | 0          | 40           | 22       | 0.90           | 0.96          |
| Bellaterra - Flats   | SummerHill      | LG                      |       | ATMU | 80                              | 0        | 9          | 8       | 0          | 0          | 39           | 14       | 0.69           | 0.61          |
| Bellaterra - Towns   | SummerHill      | LG                      |       | ATMU | 97                              | 0        | 10         | 12      | 2          | 0          | 36           | 17       | 0.64           | 0.74          |
| Nuevo - Terraces   | SummerHill      | SC                      |       | ATST | 176                             | 0        | 11         | 14      | 0          | 0          | 165          | 14       | 0.93           | 0.61          |
| Ovation  | Taylor Morrison | SV                      |       | ATMU | 107                             | 0        | 9          | 3       | 0          | 0          | 66           | 28       | 1.22           | 1.22          |
| Jasper   | Trumark         | MH                      |       | ATMU | 101                             | 0        | 13         | NA      | 0          | 0          | 16           | 16       | 0.99           | 0.99          |
| <b>TOTALS: No. Reporting: 11</b>   |                 | <b>Avg. Sales: 0.36</b> |       |      | <b>Traffic to Sales: 26 : 1</b> |          |            |         | <b>81</b>  | <b>105</b> | <b>4</b>     | <b>0</b> | <b>658</b>     | <b>211</b>    |
| City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara |                 |                         |       |      |                                 |          |            |         |            |            |              |          |                |               |

# The Ryness Report

Week Ending  
Sunday, June 12, 2022

Bay Area

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| Development Name  | Developer      | City Code | Notes                   | Type | Projects Participating: 7       |          |             |         |            |           |              |          |                |               |
|---|----------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Monterey, Santa Cruz, San Benito Counties                                 |                |           |                         |      | 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 |
| Roberts Ranch   | KB Home        | HO        |                         | DTMJ | 192                             | 0        | 4           | 17      | 1          | 0         | 128          | 34       | 1.85           | 1.48          |
| Polo Ranch  | Lennar         | SV        |                         | DTMJ | 40                              | 0        | 2           | 1       | 0          | 0         | 28           | 15       | 0.84           | 0.65          |
| Montclair   | Meritage       | HO        |                         | DTMJ | 99                              | 4        | 3           | 15      | 1          | 0         | 71           | 43       | 1.31           | 1.87          |
| Beach House II at the Dunes   | Shea           | MA        |                         | DTMJ | 92                              | 0        | 2           | 16      | 0          | 0         | 56           | 26       | 1.24           | 1.13          |
| Enclave, The  | Shea <b>SO</b> | SS        |                         | DTMJ | 26                              | 1        | S/O         | 6       | 3          | 0         | 26           | 11       | 0.48           | 0.48          |
| Sea House II at The Dunes   | Shea           | MA        |                         | ATMJ | 79                              | 0        | 1           | 2       | 0          | 0         | 43           | 18       | 0.95           | 0.78          |
| Surf House II at The Dunes  | Shea           | MA        |                         | DTMJ | 48                              | 0        | 2           | 9       | 0          | 0         | 22           | 13       | 0.49           | 0.57          |
| <b>TOTALS: No. Reporting: 7</b>   |                |           | <b>Avg. Sales: 0.71</b> |      | <b>Traffic to Sales: 13 : 1</b> |          |             |         | <b>14</b>  | <b>66</b> | <b>5</b>     | <b>0</b> | <b>374</b>     | <b>160</b>    |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside |                |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |

| Fairfield, Vacaville, Suisun, Dixon                                    |                            |    |                         |      | Projects Participating: 22      |          |             |         |            |            |              |          |                |               |
|--|----------------------------|----|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|
|  |                            |    |                         |      | 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 |
| Horizon at One Lake  | Brookfield                 | FF |                         | ATMU | 50                              | 2        | 4           | 22      | 0          | 0          | 6            | 6        | 0.82           | 0.82          |
| Lakeside at One Lake   | Brookfield                 | FF |                         | ATMJ | 58                              | 2        | 4           | 20      | 2          | 0          | 6            | 6        | 0.82           | 0.82          |
| Monte Verde  | Century                    | FF |                         | DTMJ | 124                             | 0        | 2           | 46      | 1          | 0          | 1            | 1        | 0.78           | 0.78          |
| Luminescence at Liberty  | DeNova                     | RV |                         | AASF | 311                             | 0        | 4           | 23      | 0          | 1          | 56           | 34       | 1.16           | 1.48          |
| Savannah II at Homestead   | DR Horton                  | DX |                         | DTST | 74                              | 0        | 4           | 5       | 0          | 0          | 32           | 32       | 1.58           | 1.58          |
| Wildhawk at Roberts Ranch  | KB Home                    | VC |                         | DTMJ | 88                              | 0        | 5           | 19      | 0          | 0          | 32           | 27       | 1.00           | 1.17          |
| Creston at One Lake  | Lennar <b>TSO</b>          | FF |                         | DTMJ | 130                             | 0        | TSO         | 7       | 1          | 0          | 95           | 26       | 1.08           | 1.13          |
| Reserve at Browns Valley II  | Lennar                     | VC |                         | DTMJ | 29                              | 0        | 2           | 1       | 0          | 0          | 27           | 17       | 0.81           | 0.74          |
| Homestead  | Meritage                   | DX |                         | DTMJ | 99                              | 0        | 2           | 27      | 0          | 0          | 80           | 31       | 1.21           | 1.35          |
| Tramore Village at Vanden Meadows                                      | Meritage                   | VC |                         | DTMJ | 111                             | 0        | 3           | 1       | 0          | 0          | 4            | 4        | 0.43           | 0.43          |
| Waterford Vanden Meadows 60s   | Meritage                   | VC |                         | DTMJ | 83                              | 0        | 2           | 11      | 0          | 0          | 7            | 7        | 0.63           | 0.63          |
| Midway Grove at Homestead  | Richmond American          | DX |                         | DTMJ | 88                              | 0        | 9           | 4       | 0          | 1          | 77           | 1        | 0.79           | 0.04          |
| Orchards at Valley Glenn III   | Richmond American          | DX |                         | DTMJ | 80                              | 0        | 3           | 4       | 0          | 0          | 21           | 14       | 0.55           | 0.61          |
| Seasons at Homestead   | Richmond American          | DX |                         | DTMJ | 85                              | 0        | 4           | 4       | 0          | 0          | 7            | 7        | 0.68           | 0.68          |
| Sutton at Parklane   | Richmond American          | DX |                         | DTMJ | 121                             | 0        | 5           | 4       | 0          | 1          | 59           | 22       | 0.92           | 0.96          |
| Carmello at Roberts Ranch  | Taylor Morrison <b>TSO</b> | VC |                         | DTMJ | 74                              | 0        | TSO         | 4       | 2          | 0          | 26           | 26       | 1.96           | 1.96          |
| Farmstead Square   | Taylor Morrison            | VC |                         | DTMJ | 130                             | 0        | 4           | 4       | 0          | 0          | 76           | 19       | 0.95           | 0.83          |
| Meadow Wood at Homestead   | Taylor Morrison            | DX |                         | DTMJ | 60                              | 0        | 4           | 8       | 0          | 0          | 25           | 20       | 1.05           | 0.87          |
| Sheffield at Brighton Landing  | The New Home Co            | VC |                         | DTMJ | 120                             | 0        | 2           | 0       | 0          | 1          | 118          | 7        | 0.74           | 0.30          |
| Marigold at The Villages   | TRI Pointe                 | FF |                         | DTMJ | 119                             | 0        | 2           | 3       | 0          | 0          | 94           | 26       | 1.12           | 1.13          |
| Shimmer at One Lake  | TRI Pointe                 | FF |                         | DTMJ | 96                              | 0        | 3           | 4       | 0          | 0          | 68           | 16       | 0.81           | 0.70          |
| Splash at One Lake   | TRI Pointe                 | FF |                         | DTMJ | 72                              | 0        | 3           | 8       | 0          | 0          | 51           | 15       | 0.75           | 0.65          |
| <b>TOTALS: No. Reporting: 22</b>                                       |                            |    | <b>Avg. Sales: 0.09</b> |      | <b>Traffic to Sales: 38 : 1</b> |          |             |         | <b>71</b>  | <b>229</b> | <b>6</b>     | <b>4</b> | <b>968</b>     | <b>364</b>    |
| City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville |                            |    |                         |      |                                 |          |             |         |            |            |              |          |                |               |

# The Ryness Report

*Week Ending*  
Sunday, June 12, 2022

Bay Area

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| Development Name  | Developer | City Code | Notes | Type | Projects Participating: 102 |         |            |           |              |          |           |
|---|-----------|-----------|-------|------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| <b>Bay Area</b>   |           |           |       |      | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| <b>GRAND TOTALS:</b> No. Reporting: 100   |           |           |       |      | 379                         | 1017    | 43         | 10        | 5209         | 1736     | Net: 33   |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |           |           |       |      |                             |         |            |           |              |          |           |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |           |           |       |      |                             |         |            |           |              |          |           |



# The Ryness Company

Marketing Research Department

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

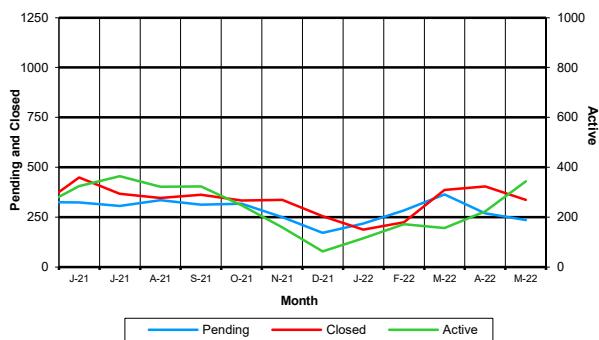
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

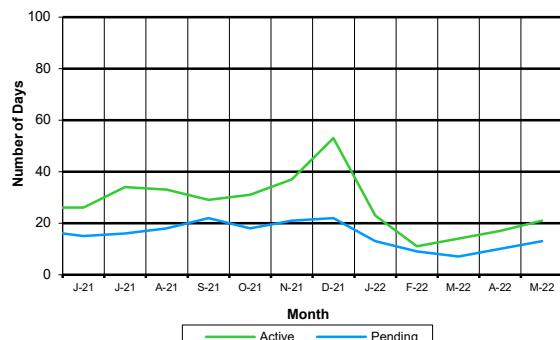
| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |           |
|--------|------------|-----------|-------|------------|-----|-----------|
| Oct-21 | 247        | 31        | 318   | 18         | 333 | 923,235   |
| Nov-21 | 159        | 37        | 250   | 21         | 337 | 912,541   |
| Dec-21 | 62         | 53        | 171   | 22         | 255 | 961,501   |
| Jan-22 | 115        | 23        | 217   | 13         | 187 | 891,286   |
| Feb-22 | 172        | 11        | 284   | 9          | 224 | 981,926   |
| Mar-22 | 156        | 14        | 363   | 7          | 386 | 1,053,845 |
| Apr-22 | 223        | 17        | 269   | 10         | 404 | 1,057,560 |
| May-22 | 343        | 21        | 235   | 13         | 336 | 1,035,397 |



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

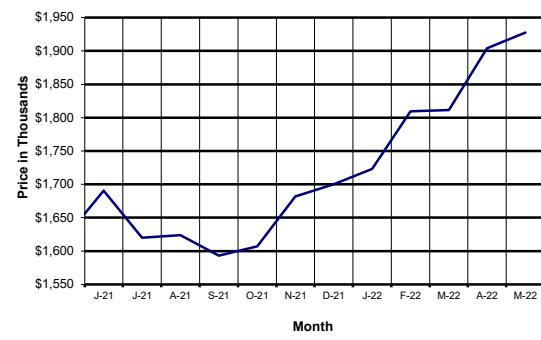


## San Jose Metro SFD Monthly MLS Survey

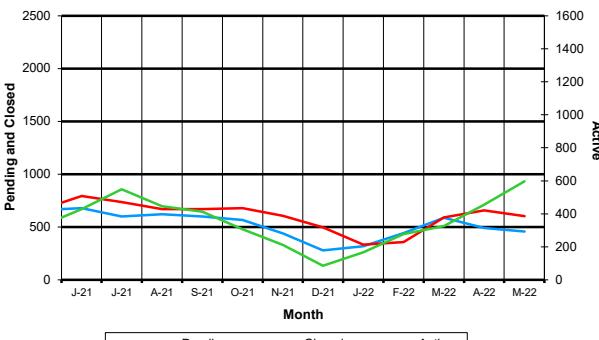
San Jose, Santa Clara & Sunnyvale

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |           |
|--------|------------|-----------|-------|------------|-----|-----------|
| Oct-21 | 306        | 40        | 566   | 16         | 678 | 1,606,899 |
| Nov-21 | 212        | 53        | 438   | 16         | 607 | 1,682,047 |
| Dec-21 | 85         | 77        | 279   | 12         | 497 | 1,700,281 |
| Jan-22 | 166        | 34        | 318   | 15         | 334 | 1,723,298 |
| Feb-22 | 278        | 23        | 443   | 8          | 357 | 1,809,662 |
| Mar-22 | 326        | 23        | 587   | 9          | 592 | 1,811,625 |
| Apr-22 | 455        | 22        | 490   | 10         | 656 | 1,904,125 |
| May-22 | 598        | 24        | 458   | 13         | 603 | 1,927,395 |

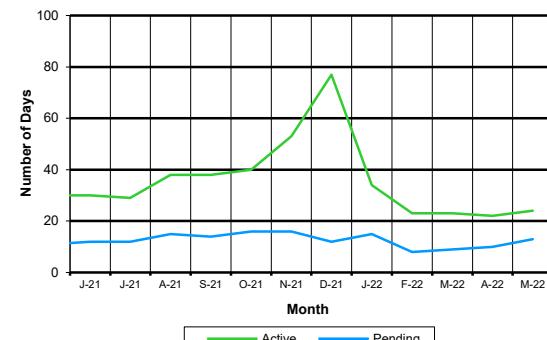
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





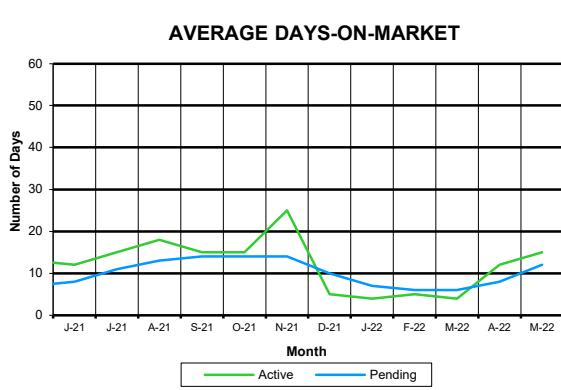
# The Ryness Company

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## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

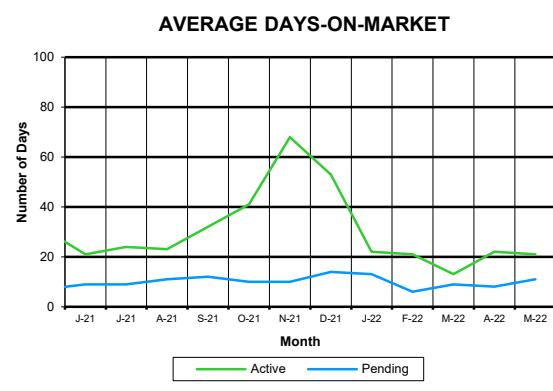
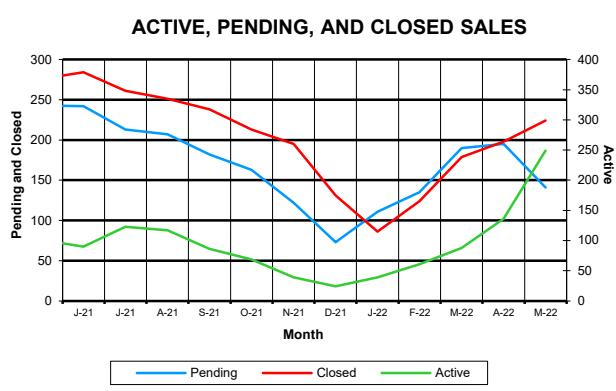
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 37     | 15  | 72    | 14  | 92    | 845,875    |
| Nov-21 | 12     | 25  | 61    | 14  | 74    | 904,216    |
| Dec-21 | 3      | 5   | 42    | 10  | 64    | 867,477    |
| Jan-22 | 15     | 4   | 34    | 7   | 45    | 890,832    |
| Feb-22 | 18     | 5   | 62    | 6   | 41    | 926,881    |
| Mar-22 | 30     | 4   | 77    | 6   | 84    | 993,418    |
| Apr-22 | 40     | 12  | 74    | 8   | 88    | 992,875    |
| May-22 | 66     | 15  | 53    | 12  | 93    | 999,018    |



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 69     | 41  | 163   | 10  | 213   | 1,479,419  |
| Nov-21 | 39     | 68  | 122   | 10  | 195   | 1,531,337  |
| Dec-21 | 24     | 53  | 73    | 14  | 131   | 1,533,107  |
| Jan-22 | 39     | 22  | 111   | 13  | 86    | 1,631,792  |
| Feb-22 | 61     | 21  | 135   | 6   | 124   | 1,606,440  |
| Mar-22 | 88     | 13  | 190   | 9   | 179   | 1,785,443  |
| Apr-22 | 136    | 22  | 195   | 8   | 198   | 1,807,648  |
| May-22 | 249    | 21  | 141   | 11  | 224   | 1,910,805  |



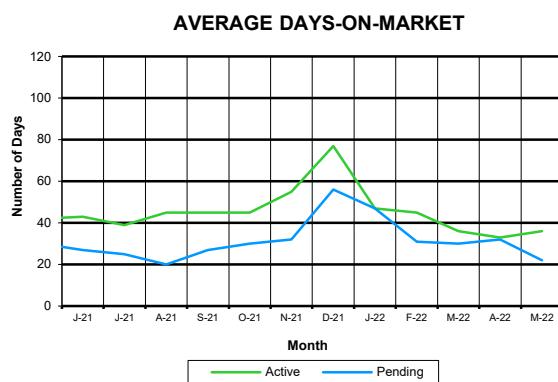


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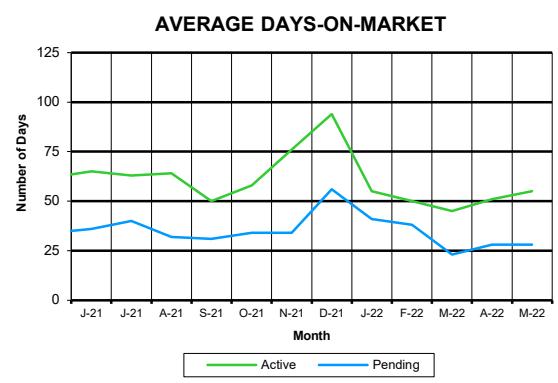
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 198    | 45  | 107   | 30  | 107   | 711,796    |
| Nov-21 | 162    | 55  | 80    | 32  | 125   | 703,983    |
| Dec-21 | 80     | 77  | 63    | 56  | 98    | 666,852    |
| Jan-22 | 138    | 47  | 60    | 47  | 62    | 716,423    |
| Feb-22 | 151    | 45  | 82    | 31  | 71    | 600,788    |
| Mar-22 | 159    | 36  | 85    | 30  | 109   | 692,157    |
| Apr-22 | 147    | 33  | 82    | 32  | 110   | 730,835    |
| May-22 | 168    | 36  | 68    | 22  | 103   | 771,182    |



## San Francisco Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 930    | 58  | 412   | 34  | 455   | 1,589,937  |
| Nov-21 | 640    | 76  | 347   | 34  | 475   | 1,636,971  |
| Dec-21 | 334    | 94  | 172   | 56  | 358   | 1,556,407  |
| Jan-22 | 541    | 55  | 241   | 41  | 215   | 1,417,904  |
| Feb-22 | 628    | 50  | 252   | 38  | 297   | 1,526,995  |
| Mar-22 | 787    | 45  | 396   | 23  | 457   | 1,562,537  |
| Apr-22 | 917    | 51  | 329   | 28  | 452   | 1,492,500  |
| May-22 | 1,033  | 55  | 334   | 28  | 458   | 1,571,470  |





# The Ryness Company

Marketing Research Department

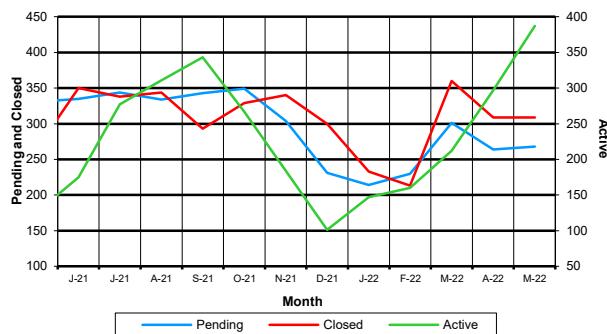
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

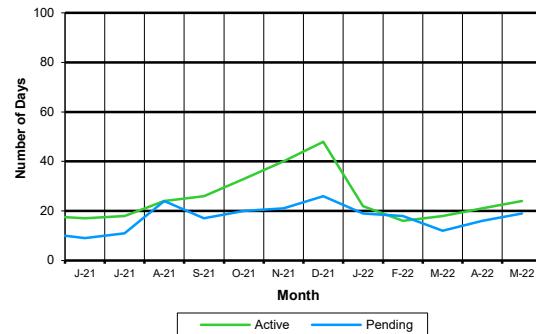
| Month  | Active DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|------------|-------|-----|-------|------------|
| Oct-21 | 267        | 33    | 349 | 20    | 329        |
| Nov-21 | 184        | 40    | 304 | 21    | 340        |
| Dec-21 | 101        | 48    | 231 | 26    | 300        |
| Jan-22 | 147        | 22    | 214 | 19    | 233        |
| Feb-22 | 160        | 16    | 230 | 18    | 213        |
| Mar-22 | 212        | 18    | 301 | 12    | 360        |
| Apr-22 | 297        | 21    | 264 | 16    | 309        |
| May-22 | 387        | 24    | 268 | 19    | 309        |
|        |            |       |     |       | 795,529    |



### ACTIVE, PENDING, AND CLOSED SALES



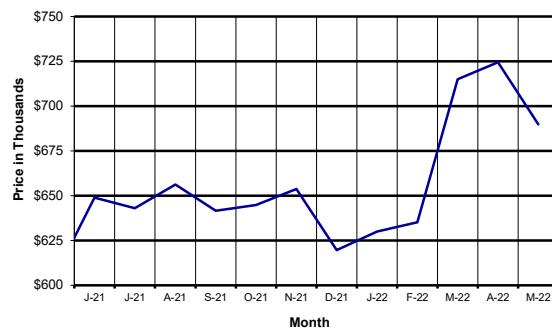
### AVERAGE DAYS-ON-MARKET



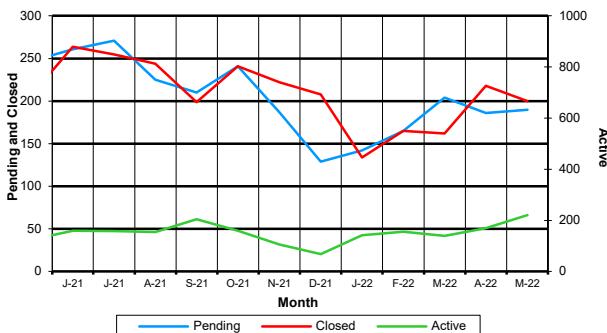
## Fairfield-Vacaville SFD Monthly MLS Survey

| Month  | Active DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|------------|-------|-----|-------|------------|
| Oct-21 | 160        | 34    | 241 | 22    | 241        |
| Nov-21 | 105        | 38    | 187 | 24    | 222        |
| Dec-21 | 67         | 43    | 129 | 26    | 208        |
| Jan-22 | 142        | 28    | 142 | 23    | 134        |
| Feb-22 | 156        | 24    | 165 | 20    | 165        |
| Mar-22 | 140        | 19    | 204 | 16    | 162        |
| Apr-22 | 170        | 26    | 186 | 16    | 218        |
| May-22 | 221        | 28    | 190 | 22    | 200        |
|        |            |       |     |       | 689,814    |

### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



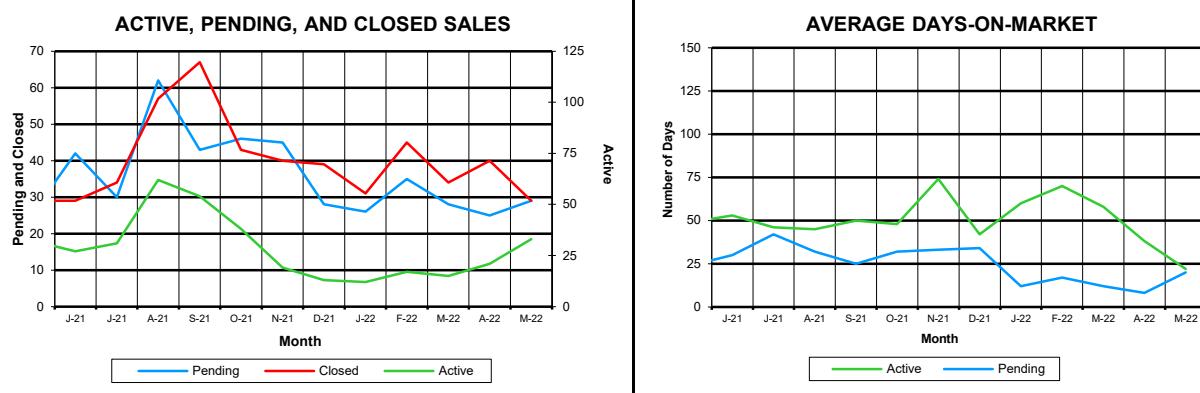


# The Ryness Company

Marketing Research Department

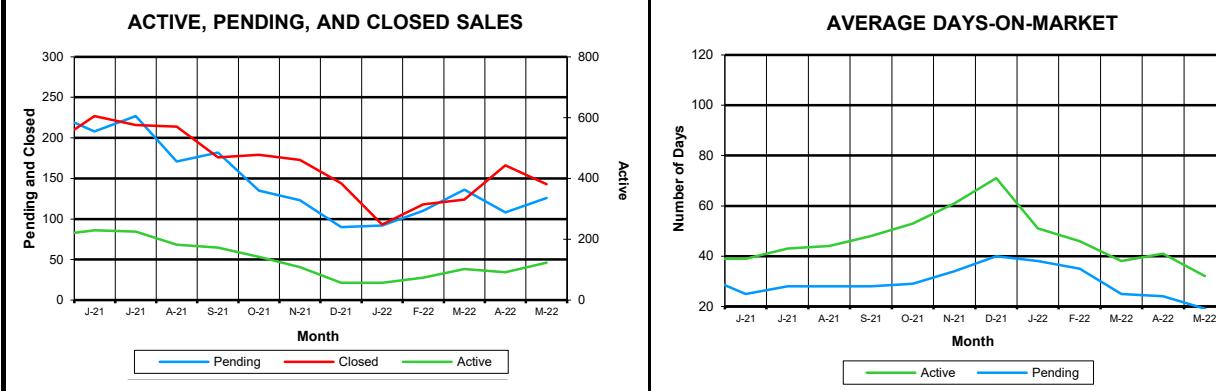
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |    |         |
|--------|------------|-----------|-------|------------|----|---------|
| Oct-21 | 54         | 50        | 43    | 25         | 67 | 477,925 |
| Nov-21 | 38         | 48        | 46    | 32         | 43 | 559,334 |
| Dec-21 | 19         | 74        | 45    | 33         | 40 | 635,579 |
| Jan-22 | 13         | 42        | 28    | 34         | 39 | 511,893 |
| Feb-22 | 12         | 60        | 26    | 12         | 31 | 604,378 |
| Mar-22 | 17         | 70        | 35    | 17         | 45 | 605,400 |
| Apr-22 | 15         | 58        | 28    | 12         | 34 | 602,058 |
| May-22 | 21         | 38        | 25    | 8          | 40 | 589,647 |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |         |
|--------|------------|-----------|-------|------------|-----|---------|
| Oct-21 | 142        | 53        | 135   | 29         | 179 | 751,115 |
| Nov-21 | 109        | 61        | 123   | 34         | 173 | 749,803 |
| Dec-21 | 57         | 71        | 90    | 40         | 144 | 791,474 |
| Jan-22 | 57         | 51        | 92    | 38         | 93  | 889,222 |
| Feb-22 | 74         | 46        | 110   | 35         | 118 | 896,745 |
| Mar-22 | 102        | 38        | 136   | 25         | 124 | 815,671 |
| Apr-22 | 92         | 41        | 108   | 24         | 166 | 867,859 |
| May-22 | 123        | 32        | 126   | 19         | 143 | 857,577 |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

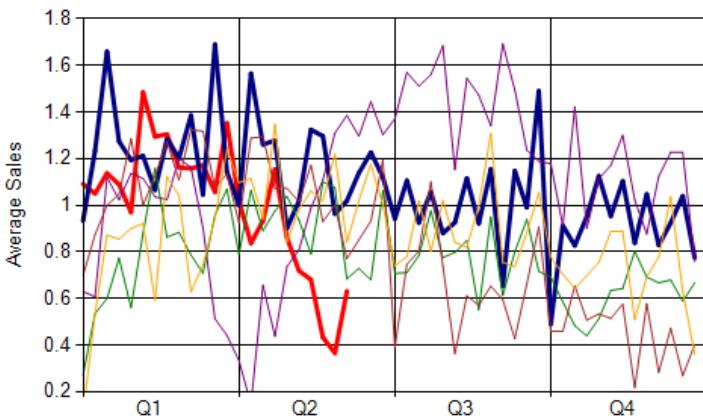
## Central Valley

Week 23

Ending: Sunday, June 12, 2022

| 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. |             |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|-------------|
| Tracy/Mountain House         |                 | 12       | 127        | 7           | 0          | 7         | 0.58       | 0.98              | -40%               | 1.03               | -43%                |             |
| San Joaquin County           |                 | 46       | 759        | 44          | 10         | 34        | 0.74       | 1.14              | -35%               | 1.04               | -29%                |             |
| Stanislaus County            |                 | 7        | 48         | 4           | 1          | 3         | 0.43       | 1.24              | -65%               | 1.21               | -65%                |             |
| Merced County                |                 | 12       | 83         | 7           | 1          | 6         | 0.50       | 0.65              | -23%               | 0.47               | 7%                  |             |
| Madera County                |                 | 4        | 20         | 2           | 0          | 2         | 0.50       | 0.95              | -47%               | 0.61               | -18%                |             |
| Fresno County                |                 | 22       | 95         | 20          | 7          | 13        | 0.59       | 0.92              | -36%               | 0.80               | -26%                |             |
| <b>Current Week Totals</b>   | Traffic : Sales | 13:1     | <b>103</b> | <b>1132</b> | <b>84</b>  | <b>19</b> | <b>65</b>  | <b>0.63</b>       | <b>1.00</b>        | <b>-37%</b>        | <b>0.91</b>         | <b>-31%</b> |
| Per Project Average          |                 |          |            | 11          | 0.82       | 0.18      | 0.63       |                   |                    |                    |                     |             |
| <b>Year Ago - 06/13/2021</b> | Traffic : Sales | 13:1     | <b>106</b> | <b>1548</b> | <b>119</b> | <b>11</b> | <b>108</b> | <b>1.02</b>       | <b>1.21</b>        | <b>-16%</b>        | <b>1.22</b>         | <b>-17%</b> |
| <b>% Change</b>              |                 |          |            | -3%         | -27%       | -29%      | 73%        | -40%              | -38%               | -18%               | -26%                |             |

### 52 Weeks Comparison



### Year to Date Averages Through Week 23

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 50                   | 31                  | 1.02              | 0.11                | 0.91               | 0.87                      |
| ■            | 2018 | 67                   | 25                  | 1.23              | 0.15                | 1.08               | 0.80                      |
| ■            | 2019 | 76                   | 22                  | 0.99              | 0.14                | 0.85               | 0.77                      |
| ■            | 2020 | 80                   | 21                  | 1.08              | 0.20                | 0.88               | 1.11                      |
| ■            | 2021 | 106                  | 17                  | 1.33              | 0.12                | 1.21               | 1.09                      |
| ■            | 2022 | 102                  | 14                  | 1.17              | 0.17                | 1.00               | 1.00                      |
| % Change:    |      | -3%                  | -17%                | -13%              | 40%                 | -18%               | -8%                       |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing          |  |  | Market Commentary  |
|--------------------|--|--|--|
| <b>CONV</b>        |  |  |  |
| <b>RATE</b>        |  |  |  |
| <b>5.23%</b>       |  |  | <b>5.24%</b>   |
| <b>FHA</b>         |  |  | <b>4.45%</b>   |
| <b>APR</b>         |  |  | <b>4.79%</b>   |
| <b>10 Yr Yield</b> |  |  | 3.31%  |
|                    |  |  |  |
|                    |  |  | During April, total housing starts inched 0.2% lower to a 1.72 million-unit pace. New home production likely fell again during May. April's decline in total starts was entirely on the single-family side. The 4.6% drop in single-family permits adds to the evidence that builders are beginning to scale back as sharply higher mortgage rates put a dent in new home demand. The increase in financing costs has occurred just as the construction industry is finally starting to see some relief in terms of building material pricing and availability. Multifamily starts soared during April, however, multifamily permits fell 1.0% during April. The pullback in permits suggests growth in new multifamily development may soon begin to slow. Compared to last year's record pace, apartment vacancy rates still remain near historic lows and rents are still rising at an above-average rate in many large markets. Despite the recent modest declines in total permits, permits are still running ahead of starts, meaning there is still a fairly healthy backlog of projects. All told, we estimate a more-moderate but still strong 1.719 million-unit pace for total housing starts during May. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |

# The Ryness Report

Week Ending  
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Central Valley

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| Development Name  | Developer          | City Code | Notes                   | Type | Projects Participating: 12      |          |            |         |            |           |              |          |                |               |  |  |  |  |
|---|--------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|--|--|--|
| Tracy/Mountain House  |                    |           |                         |      | 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 |  |  |  |  |
| Magnolia Park   | Bright             | TR        |                         | DTMJ | 42                              | 0        | 1          | 5       | 0          | 0         | 41           | 0        | 0.44           | 0.00          |  |  |  |  |
| Legacy at College Park  | Century            | MH        |                         | DTMJ | 133                             | 0        | 3          | 27      | 0          | 0         | 125          | 36       | 1.50           | 1.57          |  |  |  |  |
| Hartwell at Ellis   | Landsea <b>TSO</b> | TR        |                         | DTMJ | 121                             | 0        | TSO        | 0       | 0          | 0         | 74           | 24       | 1.57           | 1.04          |  |  |  |  |
| Kinbridge at Ellis  | Landsea            | TR        |                         | DTMJ | 83                              | 0        | 3          | 0       | 0          | 0         | 35           | 14       | 0.74           | 0.61          |  |  |  |  |
| Townsend at Ellis   | Landsea            | TR        | Rsv's                   | DTMJ | 104                             | 0        | 2          | 3       | 3          | 0         | 96           | 57       | 2.65           | 2.48          |  |  |  |  |
| Amethyst at Tracy Hills                                       | Lennar             | TH        |                         | ATMJ | 132                             | 5        | 7          | 22      | 0          | 0         | 29           | 29       | 1.43           | 1.43          |  |  |  |  |
| Hillview  | Lennar             | TR        |                         | DTMJ | 214                             | 3        | 3          | 1       | 1          | 0         | 3            | 3        | 2.63           | 2.63          |  |  |  |  |
| Pearl at Tracy Hills  | Lennar             | TH        |                         | DTMJ | 200                             | 0        | 3          | 25      | 1          | 0         | 155          | 23       | 0.93           | 1.00          |  |  |  |  |
| Topaz at Tracy Hills  | Lennar             | TH        |                         | DTMJ | 139                             | 2        | 2          | 22      | 2          | 0         | 121          | 19       | 0.86           | 0.83          |  |  |  |  |
| Bergamo at Mountain House                                     | Shea               | MH        |                         | DTMJ | 137                             | 0        | 3          | 11      | 0          | 0         | 97           | 26       | 1.47           | 1.13          |  |  |  |  |
| Langston at Mountain House                                    | Shea               | MH        |                         | ATMJ | 171                             | 0        | 3          | 7       | 0          | 0         | 164          | 22       | 1.32           | 0.96          |  |  |  |  |
| Berkshire at Ellis  | Woodside           | TR        |                         | DTMJ | 98                              | 0        | 3          | 4       | 0          | 0         | 95           | 6        | 0.92           | 0.26          |  |  |  |  |
| <b>TOTALS: No. Reporting: 12</b>                              |                    |           | <b>Avg. Sales: 0.58</b> |      | <b>Traffic to Sales: 18 : 1</b> |          |            |         | 33         | 127       | 7            | 0        | 1035           | 259           |  |  |  |  |
| <b>Net: 7</b>   |                    |           |                         |      |                                 |          |            |         |            |           |              |          |                |               |  |  |  |  |
| City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills |                    |           |                         |      |                                 |          |            |         |            |           |              |          |                |               |  |  |  |  |

| Stockton/Lodi                        |                     |    |                         |      | Projects Participating: 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 |  |  |  |  |
| Palomino at Westlake                 | DR Horton           | SK |                         | DTMJ | 116                            | 0        | 4          | 0       | 0          | 0         | 112          | 38       | 1.70           | 1.65          |  |  |  |  |
| Solari Ranch II                      | DR Horton           | SK |                         | DTST | 65                             | 6        | 4          | 13      | 6          | 0         | 48           | 38       | 1.25           | 1.65          |  |  |  |  |
| Aspire at River Terrace II           | K Hovnanian         | SK |                         | DTMJ | 107                            | 0        | 2          | 4       | 1          | 1         | 70           | 20       | 1.14           | 0.87          |  |  |  |  |
| Encantada at Vineyard Terrace        | K Hovnanian         | LD |                         | DTMJ | 108                            | 0        | 1          | 0       | 0          | 0         | 107          | 1        | 0.86           | 0.04          |  |  |  |  |
| Montevello II                        | KB Home             | SK |                         | DTST | 103                            | 0        | 2          | 0       | 0          | 0         | 101          | 22       | 1.21           | 0.96          |  |  |  |  |
| Santorini                            | KB Home             | SK |                         | DTMJ | 86                             | 0        | 5          | 6       | 0          | 0         | 57           | 26       | 1.27           | 1.13          |  |  |  |  |
| Verona at Destinations               | KB Home             | SK |                         | ATMJ | 106                            | 0        | 3          | 13      | 0          | 0         | 71           | 34       | 1.19           | 1.48          |  |  |  |  |
| Keys at Westlake                     | Lennar              | SK |                         | DTMJ | 101                            | 0        | 1          | 14      | 3          | 0         | 84           | 21       | 0.83           | 0.91          |  |  |  |  |
| Westlake                             | Meritage <b>TSO</b> | SK |                         | DTMJ | 84                             | 0        | TSO        | 12      | 0          | 0         | 15           | 15       | 1.14           | 1.14          |  |  |  |  |
| Autumn Trails at Westlake            | Richmond American   | SK |                         | DTMJ | 112                            | 4        | 4          | 5       | 3          | 0         | 20           | 20       | 1.31           | 1.31          |  |  |  |  |
| Summers Bend at Westlake             | Richmond American   | SK |                         | DTMJ | 96                             | 0        | 5          | 6       | 0          | 1         | 12           | 12       | 0.90           | 0.90          |  |  |  |  |
| <b>TOTALS: No. Reporting: 11</b>     |                     |    | <b>Avg. Sales: 1.00</b> |      | <b>Traffic to Sales: 6 : 1</b> |          |            |         | 31         | 73        | 13           | 2        | 697            | 247           |  |  |  |  |
| <b>Net: 11</b>                       |                     |    |                         |      |                                |          |            |         |            |           |              |          |                |               |  |  |  |  |
| City Codes: SK = Stockton, LD = Lodi |                     |    |                         |      |                                |          |            |         |            |           |              |          |                |               |  |  |  |  |

# The Ryness Report

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| Development Name                 | Developer         | City Code | Notes                   | Type  | Projects Participating: 35      |             |         |            |            |              |          |                |               |                |
|----------------------------------|-------------------|-----------|-------------------------|-------|---------------------------------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| San Joaquin 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 |                |
| Turnleaf at the Collective       | Anthem United     | MN        |                         | AASF  | 84                              | 0           | 5       | 7          | 0          | 1            | 79       | 15             | 0.54          | 0.65           |
| Griffin Park                     | Atherton          | MN        |                         | DTMJ  | 156                             | 0           | 1       | 23         | 0          | 0            | 109      | 43             | 2.26          | 1.87           |
| Cascade at Stanford Crossing     | DR Horton         | LP        |                         | DTMJ  | 100                             | 0           | 3       | 20         | 1          | 0            | 71       | 43             | 1.90          | 1.87           |
| Pinnacle at North Main           | DR Horton         | MN        |                         | DTMJ  | 87                              | 0           | 5       | 13         | 1          | 0            | 18       | 18             | 1.75          | 1.75           |
| Summit at North Main             | DR Horton         | MN        |                         | DTST  | 67                              | 0           | 2       | 13         | 0          | 0            | 15       | 15             | 1.13          | 1.13           |
| Haven Villas at Sundance         | KB Home           | MN        |                         | DTMJ  | 235                             | 0           | 3       | 10         | 0          | 0            | 231      | 29             | 1.50          | 1.26           |
| Riverchase at Stanford Crossing  | KB Home           | LP        |                         | DTMJ  | 96                              | 0           | 4       | 4          | 0          | 0            | 92       | 20             | 1.28          | 0.87           |
| Balboa at River Islands          | Kiper             | LP        | Rsv's                   | DTMJ  | 77                              | 0           | 3       | 31         | 0          | 0            | 61       | 24             | 1.21          | 1.04           |
| Catalina II at River Islands     | Kiper             | LP        |                         | DTMJ  | 101                             | 0           | 1       | 22         | 1          | 0            | 75       | 27             | 1.14          | 1.17           |
| Freestone                        | Kiper             | MN        |                         | DTMJ  | 60                              | 0           | 2       | 18         | 0          | 0            | 24       | 24             | 1.57          | 1.57           |
| Skye at River Islands            | Kiper             | LP        |                         | DTMJ  | 155                             | 0           | 2       | 116        | 1          | 0            | 27       | 27             | 0.86          | 1.17           |
| Bella Vista Oakwood Shores II    | Lafferty          | MN        |                         | DTMJ  | 157                             | 0           | 12      | 13         | 0          | 0            | 109      | 4              | 0.34          | 0.17           |
| Horizon at River Islands         | Lennar TSO        | LP        |                         | DTMJ  | 143                             | 0           | TSO     | 9          | 1          | 0            | 88       | 36             | 1.29          | 1.57           |
| Arbor Bend - Cypress             | Meritage          | MN        |                         | DTMJ  | 175                             | 4           | 4       | 16         | 3          | 0            | 105      | 46             | 1.54          | 2.00           |
| Arbor Bend - Hawthorn            | Meritage          | MN        |                         | DTMJ  | 212                             | 6           | 4       | 22         | 5          | 1            | 47       | 32             | 1.26          | 1.39           |
| Arbor Bend- Linden               | Meritage          | MN        |                         | DTMJ  | 268                             | 0           | 3       | 11         | 1          | 1            | 92       | 36             | 1.35          | 1.57           |
| Laguna at River Islands          | Pulte             | LP        |                         | DTMJ  | 110                             | 0           | 6       | 25         | 0          | 3            | 37       | 26             | 1.22          | 1.13           |
| Sanctuary at River Islands       | Pulte             | LP        |                         | DTMJ  | 91                              | 0           | 5       | 30         | 0          | 1            | 40       | 29             | 1.32          | 1.26           |
| Sunset at River Islands          | Pulte             | LP        |                         | DTMJ  | 122                             | 0           | 1       | 1          | 1          | 1            | 121      | 37             | 1.65          | 1.61           |
| Passport at Griffin Park         | Raymus            | MN        |                         | DTMJ  | 100                             | 0           | 2       | 9          | 3          | 0            | 93       | 65             | 2.71          | 2.83           |
| Birch at Arbor Bend              | Richmond American | MN        |                         | ATST  | 60                              | 0           | 6       | 2          | 0          | 0            | 7        | 7              | 0.86          | 0.86           |
| Encore at Stanford Crossing      | Richmond American | LP        |                         | DTMJ  | 104                             | 0           | 2       | 6          | 1          | 0            | 71       | 30             | 1.48          | 1.30           |
| Magnolia at Arbor Bend           | Richmond American | MN        |                         | DTMJ  | 52                              | 0           | 5       | 5          | 0          | 0            | 12       | 12             | 1.47          | 1.47           |
| Seasons at Stanford Crossing IV  | Richmond American | LP        |                         | DTST  | 113                             | 0           | 2       | 5          | 0          | 0            | 21       | 21             | 1.04          | 1.04           |
| Legacy at Stanford Crossing      | Taylor Morrison   | LP        |                         | DTMJ  | 60                              | 0           | 2       | 12         | 0          | 0            | 37       | 29             | 1.36          | 1.26           |
| Venture at The Collective        | Taylor Morrison   | MN        |                         | DTMJ  | 115                             | 0           | 2       | 5          | 0          | 0            | 103      | 11             | 0.72          | 0.48           |
| Waypointe at River Islands       | The New Home Co   | LP        |                         | DTMJ  | 94                              | 0           | 4       | 42         | 0          | 0            | 39       | 23             | 1.05          | 1.00           |
| Breakwater at River Islands      | TRI Pointe        | LP        |                         | DTMJ  | 106                             | 0           | 2       | 3          | 0          | 0            | 103      | 1              | 0.99          | 0.04           |
| The Cove at River Islands        | TRI Pointe        | LP        |                         | DTMJ  | 77                              | 0           | 2       | 67         | 0          | 0            | 22       | 22             | 1.54          | 1.54           |
| Avalon at River Islands          | Trumark           | LP        |                         | DTMJ  | 57                              | 4           | 7       | 27         | 0          | 0            | 27       | 27             | 1.28          | 1.28           |
| Avalon Point at River Islands    | Trumark           | LP        |                         | DTMJ  | 69                              | 4           | 5       | 27         | 0          | 0            | 24       | 24             | 1.57          | 1.57           |
| Dawn at The Collective           | Trumark           | MN        |                         | AASF  | 76                              | 0           | 4       | 9          | 3          | 0            | 6        | 6              | 0.49          | 0.49           |
| Vida at The Collective           | Trumark           | MN        |                         | AASF  | 103                             | 0           | 1       | 9          | 8          | 0            | 16       | 16             | 0.98          | 0.98           |
| Hideaway at River Islands        | Van Daele         | LP        |                         | DTMJ  | 120                             | 0           | 2       | 31         | 1          | 0            | 116      | 16             | 1.17          | 0.70           |
| Veranda at River Islands         | Van Daele         | LP        |                         | DTMJ  | 101                             | 0           | 2       | 23         | 0          | 0            | 83       | 20             | 1.20          | 0.87           |
| <b>TOTALS: No. Reporting: 35</b> |                   |           | <b>Avg. Sales: 0.66</b> |       | <b>Traffic to Sales: 22 : 1</b> |             |         | <b>116</b> | <b>686</b> | <b>31</b>    | <b>8</b> | <b>2221</b>    | <b>861</b>    | <b>Net: 23</b> |

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

Week Ending  
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| Development Name   | Developer   | City Code               | Notes | Type | Projects Participating: 5       |          |            |         |            |           |              |          |                |               |
|--|-------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Stanislaus 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 |
| Bruin Heights  | DR Horton   | WF                      |       | DTST | 51                              | 0        | 6          | 5       | 1          | 1         | 19           | 19       | 1.17           | 1.17          |
| Edgewater  | DR Horton   | WF                      |       | DTST | 75                              | 0        | 3          | 1       | 0          | 0         | 69           | 29       | 1.25           | 1.26          |
| Aspire at Apricot Grove II                               | K Hovnanian | PR                      |       | DTMJ | 150                             | 0        | 3          | 6       | 0          | 0         | 83           | 32       | 1.65           | 1.39          |
| Fieldstone II  | KB Home     | HG                      |       | DTST | 50                              | 0        | 1          | 8       | 1          | 0         | 7            | 7        | 0.96           | 0.96          |
| Turnleaf at Patterson Ranch                              | KB Home     | PR                      |       | DTST | 190                             | 0        | 1          | 5       | 0          | 0         | 142          | 26       | 1.28           | 1.13          |
| <b>TOTALS: No. Reporting: 5</b>                          |             | <b>Avg. Sales: 0.20</b> |       |      | <b>Traffic to Sales: 13 : 1</b> |          |            |         | 14         | 25        | 2            | 1        | 320            | 113           |
| City Codes: WF = Waterford, PR = Patterson, HG = Hughson |             |                         |       |      |                                 |          |            |         |            |           |              |          |                |               |

| Turlock                              |         |                         |  |      | Projects Participating: 2       |          |            |         |            |           |              |          |                |               |
|--------------------------------------|---------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                                      |         |                         |  |      | 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 |
| Marcona                              | Bright  | KY                      |  | DTMJ | 116                             | 2        | 2          | 10      | 2          | 0         | 8            | 8        | 2.43           | 2.43          |
| Les Chateaux                         | KB Home | TK                      |  | DTMJ | 60                              | 0        | 3          | 13      | 0          | 0         | 21           | 21       | 1.29           | 1.29          |
| <b>TOTALS: No. Reporting: 2</b>      |         | <b>Avg. Sales: 1.00</b> |  |      | <b>Traffic to Sales: 12 : 1</b> |          |            |         | 5          | 23        | 2            | 0        | 29             | 29            |
| City Codes: KY = Keyes, TK = Turlock |         |                         |  |      |                                 |          |            |         |            |           |              |          |                |               |

| Merced County                           |                     |                         |  |      | Projects Participating: 12      |          |            |         |            |           |              |          |                |               |
|---|---------------------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|   |                     |                         |  |      | 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                             | 0        | 1          | 20      | 0          | 0         | 117          | 1        | 0.73           | 0.04          |
| Silhouette at Sunrise Ranch             | Century             | LB                      |  | DTMJ | 95                              | 3        | 9          | 7       | 1          | 0         | 7            | 7        | 0.43           | 0.43          |
| Monterra V                              | DR Horton           | MD                      |  | DTST | 35                              | 0        | 3          | 5       | 0          | 0         | 28           | 28       | 1.38           | 1.38          |
| Pacheco Pointe                          | DR Horton           | LB                      |  | DTST | 118                             | 0        | 9          | 1       | 1          | 0         | 109          | 44       | 1.53           | 1.91          |
| Panorama                                | DR Horton           | MD                      |  | DTST | 192                             | 0        | 10         | 6       | 3          | 1         | 180          | 13       | 1.14           | 0.57          |
| Sunflower                               | Legacy              | MD                      |  | DTST | 144                             | 0        | 1          | 0       | 0          | 0         | 142          | 1        | 0.80           | 0.04          |
| The Pointe at Stonecreek                | Legacy              | LB                      |  | DTMJ | 109                             | 0        | 4          | 10      | 0          | 0         | 33           | 22       | 0.80           | 0.96          |
| Sunrise Ranch                           | Meritage <b>TSO</b> | LB                      |  | DTMJ | 87                              | 0        | TSO        | 21      | 1          | 0         | 28           | 22       | 0.92           | 0.96          |
| Bellevue Ranch Phase 4                  | Stonefield Home     | MD                      |  | DTST | 45                              | 0        | 3          | 7       | 1          | 0         | 40           | 23       | 1.17           | 1.00          |
| Cypress Terrace                         | Stonefield Home     | MD                      |  | DTST | 125                             | 0        | 2          | 2       | 0          | 0         | 101          | 10       | 0.70           | 0.43          |
| Sunrise Ranch                           | Stonefield Home     | LB                      |  | ATST | 14                              | 0        | 3          | 0       | 0          | 0         | 8            | 3        | 0.18           | 0.13          |
| Villas II, The                          | Stonefield Home     | LB                      |  | DTST | 191                             | 0        | 1          | 4       | 0          | 0         | 75           | 18       | 1.04           | 0.78          |
| <b>TOTALS: No. Reporting: 12</b>        |                     | <b>Avg. Sales: 0.50</b> |  |      | <b>Traffic to Sales: 12 : 1</b> |          |            |         | 46         | 83        | 7            | 1        | 868            | 192           |
| City Codes: MD = Merced, LB = Los Banos |                     |                         |  |      |                                 |          |            |         |            |           |              |          |                |               |

| Madera County                             |                    |                         |  |      | Projects Participating: 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 |
| Greenhills Estates                        | Century            | CW                      |  | DTMJ | 70                              | 0        | 10         | 5       | 0          | 0         | 2            | 2        | 0.18           | 0.18          |
| Pheasant Run                              | Century            | CW                      |  | DTMJ | 70                              | 2        | 12         | 8       | 1          | 0         | 35           | 24       | 1.09           | 1.04          |
| Fielding Villas                           | KB Home <b>S/O</b> | MDA                     |  | DTST | 87                              | 0        | S/O        | 4       | 1          | 0         | 87           | 19       | 1.07           | 0.83          |
| Riverstone - Clementine I                 | Lennar             | MDA                     |  | DTST | 108                             | 0        | 2          | 3       | 0          | 0         | 82           | 29       | 1.14           | 1.26          |
| <b>TOTALS: No. Reporting: 4</b>           |                    | <b>Avg. Sales: 0.50</b> |  |      | <b>Traffic to Sales: 10 : 1</b> |          |            |         | 24         | 20        | 2            | 0        | 206            | 74            |
| City Codes: CW = Chowchilla, MDA = Madera |                    |                         |  |      |                                 |          |            |         |            |           |              |          |                |               |

# The Ryness Report

Week Ending  
Sunday, June 12, 2022

Central Valley

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| Development Name                 | Developer   | City Code               | Notes | Type | Projects Participating: 22     |          |            |            |            |           |              |             |                |                |
|----------------------------------|-------------|-------------------------|-------|------|--------------------------------|----------|------------|------------|------------|-----------|--------------|-------------|----------------|----------------|
| 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  |
| Bravado                          | Century     | REE                     |       | DTMU | 182                            | 5        | 13         | 14         | 3          | 0         | 19           | 11          | 0.55           | 0.48           |
| Meadowood II                     | Century     | FR                      |       | ATMU | 127                            | 0        | 7          | 9          | 2          | 1         | 82           | 46          | 1.81           | 2.00           |
| Monarch                          | Century     | KB                      |       | DTMU | 64                             | 4        | 10         | 5          | 1          | 0         | 19           | 17          | 0.42           | 0.74           |
| Olivewood                        | Century     | FR                      |       | DTMU | 169                            | 0        | 12         | 7          | 2          | 0         | 97           | 55          | 1.86           | 2.39           |
| The Crossings II                 | Century     | KER                     |       | DTMU | 104                            | 2        | 14         | 5          | 2          | 0         | 27           | 27          | 1.66           | 1.66           |
| River Pointe                     | DR Horton   | REE                     |       | DTMU | 84                             | 0        | 9          | 3          | 0          | 0         | 66           | 25          | 1.07           | 1.09           |
| Aspire at Sunnyside              | K Hovnanian | FO                      |       | DTST | 132                            | 0        | 6          | 0          | 0          | 0         | 126          | 0           | 0.75           | 0.00           |
| Aspire at Sunnyside II           | K Hovnanian | FO                      |       | DTST | 143                            | 0        | 1          | 1          | 2          | 0         | 20           | 20          | 0.95           | 0.95           |
| Marshall Estates                 | KB Home     | FO                      |       | DTST | 76                             | 0        | 3          | 8          | 0          | 0         | 60           | 22          | 1.27           | 0.96           |
| Anatole- Clementine              | Lennar      | FR                      |       | DTMU | 137                            | 0        | 5          | 1          | 1          | 3         | 79           | 35          | 1.24           | 1.52           |
| Anatole- Coronet                 | Lennar      | FR                      |       | DTMU | 99                             | 0        | 2          | 1          | 0          | 0         | 61           | 7           | 0.96           | 0.30           |
| Arboralla - Clementine           | Lennar      | CV                      |       | DTST | 137                            | 4        | 3          | 3          | 3          | 0         | 89           | 38          | 1.46           | 1.65           |
| Brambles- Starling               | Lennar      | FR                      |       | ATST | 150                            | 0        | 4          | 13         | 0          | 2         | 69           | 18          | 1.08           | 0.78           |
| Brambles- Wilde                  | Lennar      | FR                      |       | DTST | 89                             | 0        | 1          | 13         | 1          | 0         | 60           | 12          | 0.94           | 0.52           |
| Daffodil Hill - Clementine       | Lennar      | FR                      |       | DTMU | 109                            | 3        | 3          | 1          | 1          | 0         | 26           | 26          | 1.82           | 1.82           |
| Fancher Creek - Coronet          | Lennar      | FR                      |       | ATST | 80                             | 0        | 3          | 2          | 0          | 0         | 58           | 2           | 0.75           | 0.09           |
| Fancher Creek - Coronet II       | Lennar      | FR                      |       | DTMU | 138                            | 0        | 7          | 2          | 0          | 0         | 18           | 5           | 0.51           | 0.22           |
| Fancher Creek California II      | Lennar      | FR                      |       | DTMU | 106                            | 0        | 2          | 2          | 1          | 1         | 45           | 18          | 1.10           | 0.78           |
| Heirloom Ranch- Coronet          | Lennar TSO  | FR                      |       | ATST | 89                             | 0        | TSO        | 0          | 0          | 0         | 86           | 19          | 1.11           | 0.83           |
| Heritage Grove - Coronet         | Lennar      | CV                      |       | DTST | 63                             | 0        | 1          | 2          | 0          | 0         | 62           | 6           | 0.67           | 0.26           |
| Sterling Acres- Coronet          | Lennar      | FR                      |       | DTMU | 95                             | 0        | 1          | 1          | 1          | 0         | 31           | 31          | 2.03           | 2.03           |
| Veneto Park - Starling Townhomes | Lennar      | CV                      |       | ATMU | 160                            | 0        | 5          | 2          | 0          | 0         | 48           | 19          | 0.80           | 0.83           |
| <b>TOTALS: No. Reporting: 22</b> |             | <b>Avg. Sales: 0.59</b> |       |      | <b>Traffic to Sales: 5 : 1</b> |          |            | <b>112</b> | <b>95</b>  | <b>20</b> | <b>7</b>     | <b>1248</b> | <b>459</b>     | <b>Net: 13</b> |

City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis

| Central Valley  |                         |                                 | Projects Participating: 103 |             |            |           |              |             |                |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
|   |                         |                                 | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Net Sales      |
| <b>GRAND TOTALS: No. Reporting: 103</b>   | <b>Avg. Sales: 0.63</b> | <b>Traffic to Sales: 13 : 1</b> | <b>381</b>                  | <b>1132</b> | <b>84</b>  | <b>19</b> | <b>6624</b>  | <b>2234</b> | <b>Net: 65</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                         |                                 |                             |             |            |           |              |             |                |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |                         |                                 |                             |             |            |           |              |             |                |

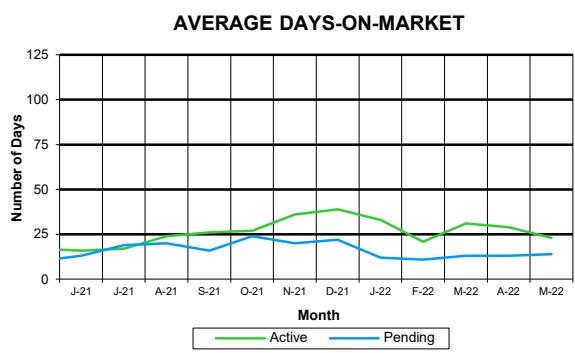


# The Ryness Company

Marketing Research Department

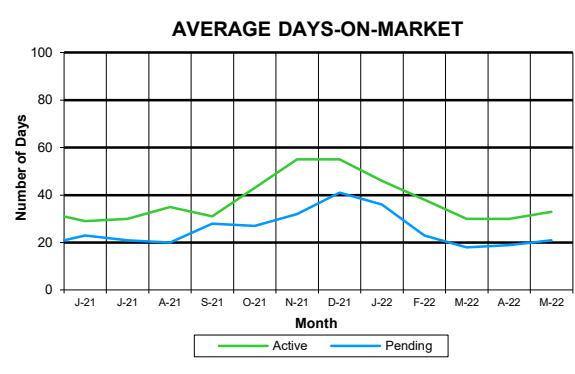
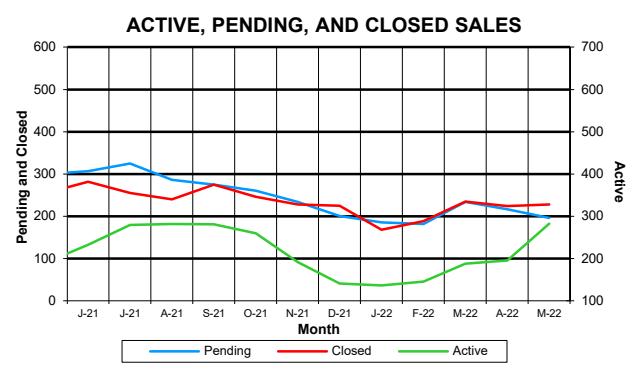
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 86     | 27  | 90    | 24  | 102   | 725,387    |
| Nov-21 | 43     | 36  | 99    | 20  | 78    | 772,891    |
| Dec-21 | 23     | 39  | 55    | 22  | 99    | 774,259    |
| Jan-22 | 25     | 33  | 54    | 12  | 60    | 739,033    |
| Feb-22 | 43     | 21  | 53    | 11  | 58    | 781,671    |
| Mar-22 | 41     | 31  | 81    | 13  | 83    | 868,542    |
| Apr-22 | 52     | 29  | 66    | 13  | 84    | 863,320    |
| May-22 | 120    | 23  | 42    | 14  | 77    | 884,642    |



## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 260    | 43  | 261   | 27  | 246   | 435,363    |
| Nov-21 | 192    | 55  | 234   | 32  | 228   | 447,367    |
| Dec-21 | 141    | 55  | 201   | 41  | 225   | 437,410    |
| Jan-22 | 137    | 46  | 186   | 36  | 168   | 432,133    |
| Feb-22 | 146    | 38  | 182   | 23  | 189   | 466,753    |
| Mar-22 | 188    | 30  | 234   | 18  | 235   | 491,466    |
| Apr-22 | 196    | 30  | 217   | 19  | 224   | 501,793    |
| May-22 | 283    | 33  | 196   | 21  | 228   | 488,636    |



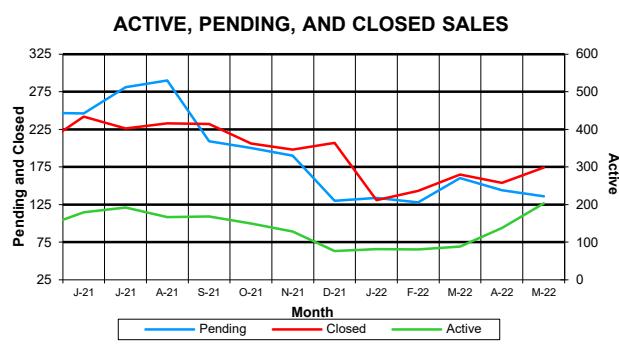


# The Ryness Company

Marketing Research Department

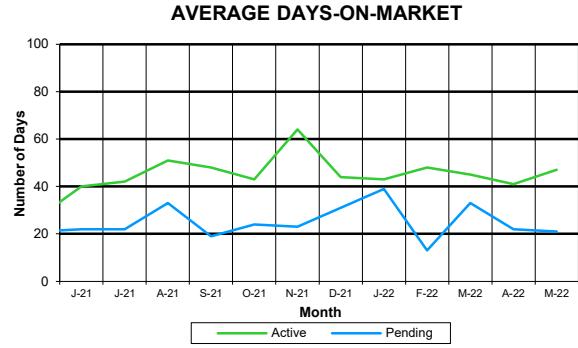
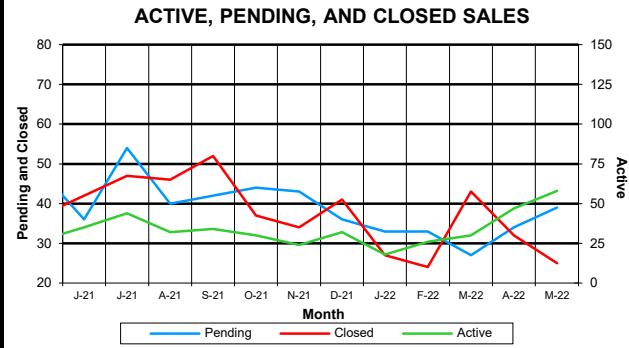
## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 150    | 51  | 200   | 20  | 206   | 471,994    |
| Nov-21 | 128    | 54  | 190   | 19  | 198   | 474,799    |
| Dec-21 | 77     | 78  | 130   | 24  | 207   | 473,305    |
| Jan-22 | 82     | 37  | 134   | 21  | 131   | 451,174    |
| Feb-22 | 81     | 53  | 128   | 22  | 143   | 501,184    |
| Mar-22 | 88     | 50  | 160   | 19  | 165   | 496,951    |
| Apr-22 | 138    | 39  | 144   | 13  | 154   | 508,932    |
| May-22 | 203    | 35  | 136   | 18  | 174   | 509,604    |



## Merced SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 30     | 43  | 44    | 24  | 37    | 381,895    |
| Nov-21 | 24     | 64  | 43    | 23  | 34    | 400,070    |
| Dec-21 | 32     | 44  | 36    | 31  | 41    | 387,268    |
| Jan-22 | 18     | 43  | 33    | 39  | 27    | 377,370    |
| Feb-22 | 26     | 48  | 33    | 13  | 24    | 421,170    |
| Mar-22 | 30     | 45  | 27    | 33  | 43    | 423,583    |
| Apr-22 | 47     | 41  | 34    | 22  | 32    | 373,108    |
| May-22 | 58     | 47  | 39    | 21  | 25    | 421,362    |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

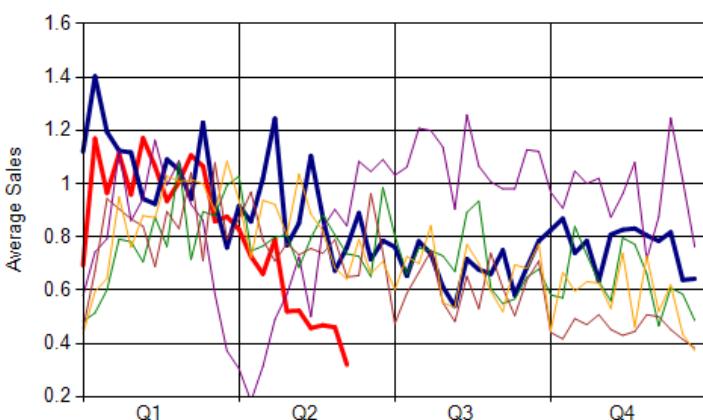
**Ending: Sunday, June 12, 2022**

## Sacramento

### Week 23

| Counties / Groups            | Projects               | Traffic       | Sales      | Cancels     | Net Sales  | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |             |             |
|------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|--------------------|--------------------|---------------------|-------------|-------------|
| South Sacramento             | 19                     | 176           | 5          | 2           | 3          | 0.16       | 0.89              | -82%               | 0.77               | -79%                |             |             |
| Central & North Sacramento   | 40                     | 297           | 18         | 4           | 14         | 0.35       | 0.88              | -60%               | 0.78               | -55%                |             |             |
| Folsom                       | 16                     | 180           | 3          | 3           | 0          | 0.00       | 0.73              | -100%              | 0.64               | -100%               |             |             |
| El Dorado                    | 10                     | 103           | 3          | 1           | 2          | 0.20       | 0.65              | -69%               | 0.53               | -63%                |             |             |
| Placer & Nevada              | 70                     | 736           | 41         | 18          | 23         | 0.33       | 0.78              | -58%               | 0.69               | -53%                |             |             |
| Yolo                         | 6                      | 32            | 9          | 1           | 8          | 1.33       | 0.84              | 59%                | 0.74               | 79%                 |             |             |
| Amador County                | 1                      | 10            | 0          | 0           | 0          | 0.00       | 0.26              | -100%              | 0.31               | -100%               |             |             |
| Northern Counties            | 13                     | 124           | 9          | 3           | 6          | 0.46       | 0.96              | -52%               | 0.85               | -46%                |             |             |
| <b>Current Week Totals</b>   | <b>Traffic : Sales</b> | <b>19 : 1</b> | <b>175</b> | <b>1658</b> | <b>88</b>  | <b>32</b>  | <b>0.32</b>       | <b>0.81</b>        | <b>-61%</b>        | <b>0.72</b>         | <b>-55%</b> |             |
| Per Project Average          |                        |               | 9          | 0.50        | 0.18       | 0.32       |                   |                    |                    |                     |             |             |
| <b>Year Ago - 06/13/2021</b> | <b>Traffic : Sales</b> | <b>19 : 1</b> | <b>163</b> | <b>2697</b> | <b>141</b> | <b>17</b>  | <b>124</b>        | <b>0.76</b>        | <b>0.99</b>        | <b>-23%</b>         | <b>0.93</b> | <b>-19%</b> |
| <b>% Change</b>              |                        |               | 7%         | -39%        | -38%       | 88%        | -55%              | -58%               | -18%               |                     | -23%        |             |

### 52 Weeks Comparison



### Year to Date Averages Through Week 23

### Annual

| Graph Legend     | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|------------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■                | 2017 | 142                  | 28                  | 1.00              | 0.15                | 0.85               | 0.73                      |
| ■                | 2018 | 127                  | 26                  | 0.94              | 0.14                | 0.80               | 0.66                      |
| ■                | 2019 | 141                  | 23                  | 0.90              | 0.11                | 0.79               | 0.73                      |
| ■                | 2020 | 146                  | 16                  | 0.89              | 0.17                | 0.72               | 0.89                      |
| ■                | 2021 | 157                  | 19                  | 1.09              | 0.09                | 0.99               | 0.85                      |
| ■                | 2022 | 170                  | 15                  | 0.95              | 0.14                | 0.81               | 0.81                      |
| <b>% Change:</b> |      | 8%                   | -19%                | -12%              | 49%                 | -18%               | -4%                       |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing          |       |       | Market Commentary |       |  |  |  |  |  |
|--------------------|-------|-------|-------------------|-------|--|--|--|--|--|
| <b>CONV</b>        |       |       |                   |       |  |  |  |  |  |
| <b>FHA</b>         |       |       |                   |       |  |  |  |  |  |
| <b>10 Yr Yield</b> |       |       |                   |       |  |  |  |  |  |
| 5.23%              | 5.24% | 4.45% | 4.79%             | 3.31% | During April, total housing starts inched 0.2% lower to a 1.72 million-unit pace. New home production likely fell again during May. April's decline in total starts was entirely on the single-family side. The 4.6% drop in single-family permits adds to the evidence that builders are beginning to scale back as sharply higher mortgage rates put a dent in new home demand. The increase in financing costs has occurred just as the construction industry is finally starting to see some relief in terms of building material pricing and availability. Multifamily starts soared during April, however, multifamily permits fell 1.0% during April. The pullback in permits suggests growth in new multifamily development may soon begin to slow. Compared to last year's record pace, apartment vacancy rates still remain near historic lows and rents are still rising at an above-average rate in many large markets. Despite the recent modest declines in total permits, permits are still running ahead of starts, meaning there is still a fairly healthy backlog of projects. All told, we estimate a more-moderate but still strong 1.719 million-unit pace for total housing starts during May. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |  |  |  |  |
|                    |       |       |                   |       |  |  |  |  |  |

# The Ryness Report

Week Ending  
Sunday, June 12, 2022

Sacramento

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| Development Name                 | Developer         | City Code | Notes                   | Type | Projects Participating: 19      |          |             |         |            |            |              |          |                |               |
|----------------------------------|-------------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|
| South Sacramento                 |                   |           |                         |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| The Retreats                     | K Hovnanian       | RM        |                         | DTMJ | 62                              | 0        | 2           | 0       | 0          | 0          | 1            | 1        | 0.78           | 0.78          |
| Allegro                          | KB Home           | LN        |                         | ATMJ | 72                              | 0        | 1           | 7       | 0          | 0          | 31           | 31       | 1.61           | 1.61          |
| Pleridae                         | KB Home           | GT        |                         | DTST | 69                              | 0        | 1           | 3       | 0          | 0          | 68           | 18       | 1.06           | 0.78          |
| Traviso                          | KB Home           | LN        |                         | DTMJ | 422                             | 0        | 2           | 8       | 1          | 0          | 27           | 27       | 1.21           | 1.17          |
| Vintage Park                     | KB Home           | SO        |                         | DTST | 81                              | 0        | 1           | 11      | 0          | 0          | 77           | 17       | 1.42           | 0.74          |
| Antinori at Vineyard Creek       | Lennar            | SO        |                         | DTMJ | 95                              | 0        | 1           | 9       | 0          | 0          | 81           | 17       | 0.93           | 0.74          |
| Elements at Sterling Meadows     | Lennar            | LN        |                         | DTMJ | 289                             | 0        | 4           | 7       | 0          | 0          | 239          | 39       | 1.22           | 1.70          |
| Essentia at Sterling Meadows     | Lennar            | LN        |                         | DTST | 139                             | 3        | 3           | 8       | 0          | 0          | 85           | 17       | 1.00           | 0.74          |
| Redwood at Parkside              | Lennar            | VN        |                         | DTMJ | 344                             | 0        | 6           | 9       | 0          | 1          | 336          | 26       | 0.91           | 1.13          |
| Cornerstone Commons              | Meritage          | LN        |                         | DTMJ | 83                              | 0        | 4           | 8       | 0          | 0          | 5            | 5        | 0.60           | 0.60          |
| Cornerstone Crossings            | Meritage          | LN        |                         | DTMJ | 78                              | 0        | 4           | 4       | 0          | 0          | 6            | 6        | 0.72           | 0.72          |
| Laguna Ranch II                  | Richmond American | LN        |                         | DTMJ | 100                             | 0        | 1           | 11      | 1          | 0          | 4            | 4        | 3.11           | 3.11          |
| Seasons at Stonebrook            | Richmond American | LN        |                         | DTMJ | 102                             | 0        | 3           | 2       | 0          | 0          | 64           | 24       | 1.28           | 1.04          |
| Seasons at the Farm              | Richmond American | GT        |                         | DTMJ | 87                              | 0        | 1           | 4       | 2          | 1          | 14           | 14       | 0.98           | 0.98          |
| Barcelona at Madeira Meadows     | Taylor Morrison   | LN        |                         | DTMJ | 108                             | 0        | 2           | 18      | 0          | 0          | 106          | 10       | 0.77           | 0.43          |
| Sevilla at Madeira Meadows       | Taylor Morrison   | LN        |                         | DTMJ | 102                             | 0        | 6           | 19      | 1          | 0          | 96           | 14       | 0.71           | 0.61          |
| Valencia at Madeira Meadows      | Taylor Morrison   | LN        |                         | DTMJ | 121                             | 0        | 4           | 18      | 0          | 0          | 117          | 22       | 0.85           | 0.96          |
| Cedar Creek                      | Tim Lewis         | GT        |                         | DTMJ | 112                             | 0        | 2           | 6       | 0          | 0          | 36           | 21       | 0.83           | 0.91          |
| Reflections at Poppy Lane        | Tim Lewis         | LN        |                         | DTMJ | 73                              | 0        | 2           | 24      | 0          | 0          | 44           | 16       | 0.82           | 0.70          |
| <b>TOTALS: No. Reporting: 19</b> |                   |           | <b>Avg. Sales: 0.16</b> |      | <b>Traffic to Sales: 35 : 1</b> |          |             |         | <b>50</b>  | <b>176</b> | <b>5</b>     | <b>2</b> | <b>1437</b>    | <b>329</b>    |
|                                  |                   |           |                         |      |                                 |          |             |         |            |            |              |          |                | <b>Net: 3</b> |

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

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| Development Name  | Developer         | City Code | Notes                   | Type | Projects Participating: 20      |          |             |         |            |            |              |          |                |               |  |  |  |  |
|---|-------------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|--|--|--|--|
| Central 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 |  |  |  |  |
| Abbeys Gate at Northridge   | Black Pine        | CH        |                         | DTMJ | 46                              | 0        | 4           | 3       | 0          | 0          | 42           | 10       | 0.49           | 0.43          |  |  |  |  |
| Crocker Village- Alley Row  | Black Pine        | SO        |                         | DTMJ | 67                              | 0        | 2           | 2       | 0          | 0          | 65           | 6        | 0.64           | 0.26          |  |  |  |  |
| Crocker Village- Main Street  | Black Pine        | SO        |                         | DTMJ | 52                              | 0        | 5           | 2       | 0          | 0          | 47           | 1        | 0.46           | 0.04          |  |  |  |  |
| Brighton Station at Cresleigh Ranch   | Cresleigh         | RO        |                         | DTMJ | 98                              | 0        | 1           | 4       | 0          | 0          | 97           | 4        | 0.67           | 0.17          |  |  |  |  |
| Mills Station at Cresleigh Ranch  | Cresleigh         | RO        |                         | DTMJ | 116                             | 0        | 2           | 15      | 1          | 0          | 111          | 19       | 0.77           | 0.83          |  |  |  |  |
| Heritage at Gum Ranch   | Elliott           | FO        |                         | DTMJ | 251                             | 0        | 2           | 22      | 0          | 1          | 119          | 8        | 0.75           | 0.35          |  |  |  |  |
| Montrose at The Ranch   | K Hovnanian       | RO        |                         | DTMJ | 113                             | 3        | 3           | 2       | 2          | 0          | 28           | 28       | 1.38           | 1.38          |  |  |  |  |
| Sagebrush at The Ranch  | K Hovnanian       | RO        |                         | DTMJ | 116                             | 0        | 1           | 1       | 1          | 0          | 33           | 33       | 1.63           | 1.63          |  |  |  |  |
| Springs at The Ranch  | K Hovnanian       | RO        |                         | DTMJ | 173                             | 0        | 2           | 1       | 0          | 0          | 65           | 65       | 3.20           | 3.20          |  |  |  |  |
| Canyon at Mitchell Village  | KB Home           | CH        |                         | DTST | 109                             | 0        | 9           | 6       | 0          | 1          | 97           | 33       | 1.40           | 1.43          |  |  |  |  |
| Heritage at Mitchell Village  | KB Home           | CH        |                         | DTMJ | 72                              | 0        | 6           | 5       | 0          | 1          | 66           | 16       | 0.82           | 0.70          |  |  |  |  |
| Oaks at Mitchell Village  | KB Home           | CH        |                         | DTST | 74                              | 0        | 1           | 4       | 0          | 0          | 73           | 22       | 1.24           | 0.96          |  |  |  |  |
| Ventana   | Lennar            | RO        |                         | DTMJ | 160                             | 0        | 1           | 14      | 3          | 0          | 137          | 35       | 0.91           | 1.52          |  |  |  |  |
| Verdant   | Lennar            | RO        |                         | DTST | 157                             | 0        | 4           | 7       | 0          | 0          | 118          | 24       | 1.04           | 1.04          |  |  |  |  |
| Viridian  | Lennar            | RO        |                         | DTST | 185                             | 0        | 3           | 14      | 1          | 1          | 149          | 23       | 0.96           | 1.00          |  |  |  |  |
| Elevate at Montelena  | Premier Homes     | RO        |                         | DTMJ | 152                             | 0        | 2           | 9       | 0          | 0          | 1            | 1        | 0.16           | 0.16          |  |  |  |  |
| Village 8 at Montelena  | Premier Homes     | RO        |                         | DTMJ | 81                              | 0        | 1           | 18      | 1          | 0          | 7            | 7        | 1.14           | 1.14          |  |  |  |  |
| Seasons at Montelena  | Richmond American | RO        |                         | DTMJ | 125                             | 4        | 3           | 7       | 2          | 0          | 15           | 15       | 1.05           | 1.05          |  |  |  |  |
| Acacia at Cypress   | Woodside          | RO        |                         | DTMJ | 99                              | 0        | 3           | 2       | 0          | 0          | 60           | 33       | 0.82           | 1.43          |  |  |  |  |
| Magnolia at Cypress   | Woodside          | RO        |                         | DTMJ | 178                             | 0        | 3           | 6       | 0          | 0          | 144          | 30       | 0.99           | 1.30          |  |  |  |  |
| <b>TOTALS: No. Reporting: 20</b>  |                   |           | <b>Avg. Sales: 0.35</b> |      | <b>Traffic to Sales: 13 : 1</b> |          |             |         | <b>58</b>  | <b>144</b> | <b>11</b>    | <b>4</b> | <b>1474</b>    | <b>413</b>    |  |  |  |  |
| City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks |                   |           |                         |      |                                 |          |             |         |            |            |              |          |                |               |  |  |  |  |
| <b>Net: 7</b>   |                   |           |                         |      |                                 |          |             |         |            |            |              |          |                |               |  |  |  |  |

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| Development Name                 | Developer                                 | City Code               | Notes | Type | Projects Participating: 20      |          |            |           |            |           |              |             |                |               |
|----------------------------------|---|-------------------------|-------|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|-------------|----------------|---------------|
| North Sacramento                 |   |                         |       |      | 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 |
| Artisan - The Cove               | Beazer                                    | SO                      |       | DTST | 145                             | 0        | 4          | 6         | 0          | 0         | 107          | 14          | 0.76           | 0.61          |
| Edgeview - The Cove              | Beazer                                    | SO                      |       | ATST | 156                             | 0        | 6          | 1         | 0          | 0         | 109          | 19          | 1.06           | 0.83          |
| Westward - The Cove              | Beazer                                    | SO                      |       | DTST | 122                             | 0        | 4          | 4         | 0          | 0         | 63           | 11          | 0.55           | 0.48          |
| Windrow - The Cove               | Beazer                                    | SO                      |       | DTST | 167                             | 0        | 2          | 4         | 0          | 0         | 123          | 17          | 0.91           | 0.74          |
| Provence                         | Blue Mountain                             | SO                      |       | ATST | 185                             | 0        | 4          | 5         | 0          | 0         | 113          | 12          | 0.84           | 0.52          |
| Mbraga                           | DR Horton                                 | AO                      |       | DTMJ | 162                             | 4        | 4          | 12        | 2          | 0         | 158          | 42          | 1.61           | 1.83          |
| Citrine at Barrett Ranch         | Lennar                                    | AO                      |       | DTST | 53                              | 0        | 3          | 8         | 1          | 0         | 30           | 16          | 0.72           | 0.70          |
| Garnet at Barrett Ranch          | Lennar                                    | AO                      |       | DTST | 149                             | 0        | 2          | 14        | 0          | 0         | 80           | 19          | 0.90           | 0.83          |
| Lapis at Barrett Ranch           | Lennar                                    | AO                      |       | DTMJ | 149                             | 0        | 2          | 12        | 1          | 0         | 81           | 15          | 0.91           | 0.65          |
| Northlake - Atla                 | Lennar                                    | SO                      |       | DTMJ | 116                             | 0        | 2          | 7         | 1          | 0         | 74           | 24          | 1.01           | 1.04          |
| Northlake - Bleau                | Lennar                                    | SO                      |       | DTMJ | 236                             | 0        | 1          | 7         | 0          | 0         | 78           | 25          | 1.07           | 1.09          |
| Northlake - Crestvue             | Lennar                                    | SO                      |       | DTMJ | 97                              | 0        | 2          | 7         | 0          | 0         | 64           | 18          | 0.88           | 0.78          |
| Northlake - Drifton              | Lennar                                    | SO                      |       | DTMJ | 134                             | 0        | 2          | 7         | 0          | 0         | 64           | 24          | 0.99           | 1.04          |
| Northlake - Lakelet              | Lennar <span style="color:red">TSO</span> | SO                      |       | DTMJ | 134                             | 0        | TSO        | 7         | 0          | 0         | 65           | 16          | 0.89           | 0.70          |
| Northlake - Shor                 | Lennar                                    | SO                      |       | DTMJ | 140                             | 0        | 1          | 11        | 0          | 0         | 74           | 21          | 1.01           | 0.91          |
| Northlake - Watersyde            | Lennar                                    | SO                      |       | DTMJ | 127                             | 0        | 3          | 11        | 0          | 0         | 71           | 18          | 0.97           | 0.78          |
| Northlake - Wavmr                | Lennar                                    | SO                      |       | DTMJ | 153                             | 0        | 3          | 11        | 0          | 0         | 73           | 23          | 1.00           | 1.00          |
| Sunstone at Barrett Ranch        | Lennar                                    | AO                      |       | DTMJ | 131                             | 0        | 2          | 8         | 1          | 0         | 43           | 29          | 0.99           | 1.26          |
| NUVO Artisan Square              | The New Home Co                           | SO                      |       | ATST | 145                             | 0        | 1          | 4         | 1          | 0         | 139          | 15          | 1.22           | 0.65          |
| Portisal at Artisan Square       | Williams                                  | SO                      |       | ATST | 95                              | 0        | 3          | 7         | 0          | 0         | 57           | 29          | 0.66           | 1.26          |
| <b>TOTALS: No. Reporting: 20</b> |   | <b>Avg. Sales: 0.35</b> |       |      | <b>Traffic to Sales: 22 : 1</b> |          |            | <b>51</b> | <b>153</b> | <b>7</b>  | <b>0</b>     | <b>1666</b> | <b>407</b>     | <b>Net: 7</b> |

City Codes: SO = Sacramento, AO = Antelope

| Folsom Area                       |                   |                         |  |      | Projects Participating: 16      |          |            |           |            |           |              |            |                |               |
|-----------------------------------|-------------------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|                                   |                   |                         |  |      | 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 |
| Sycamore Creek                    | JMC               | FM                      |  | DTMJ | 86                              | 0        | 6          | 5         | 0          | 1         | 39           | 5          | 0.50           | 0.22          |
| Enclave at Folsom Ranch           | KB Home           | FM                      |  | DTST | 111                             | 0        | 2          | 7         | 0          | 0         | 109          | 34         | 1.35           | 1.48          |
| Soleil at Folsom Ranch            | KB Home           | FM                      |  | DTMJ | 109                             | 0        | 2          | 8         | 0          | 1         | 88           | 35         | 1.44           | 1.52          |
| Aster at White Rock Springs       | Lennar            | FM                      |  | DTMJ | 90                              | 0        | 3          | 6         | 0          | 0         | 44           | 18         | 0.87           | 0.78          |
| Brass Pointe at Russell Ranch     | Lennar            | FM                      |  | DTMJ | 142                             | 0        | 1          | 8         | 0          | 0         | 5            | 5          | 0.81           | 0.81          |
| Gold Cliff at Russell Ranch       | Lennar            | FM                      |  | DTMJ | 63                              | 0        | 2          | 8         | 0          | 0         | 7            | 7          | 1.14           | 1.14          |
| Lunaria at White Rock Springs     | Lennar            | FM                      |  | DTMJ | 45                              | 0        | 3          | 4         | 0          | 0         | 42           | 15         | 0.83           | 0.65          |
| Platinum Peak at Russell Ranch    | Lennar            | FM                      |  | DTMJ | 100                             | 0        | 2          | 6         | 0          | 0         | 6            | 6          | 1.83           | 1.83          |
| Rockcress at Folsom Ranch         | Lennar            | FM                      |  | DTMJ | 118                             | 4        | 4          | 6         | 1          | 0         | 68           | 14         | 0.97           | 0.61          |
| Stone Bluff at White Rock Springs | Richmond American | FM                      |  | DTMJ | 81                              | 0        | 6          | 3         | 0          | 1         | 45           | 20         | 0.76           | 0.87          |
| Stone Haven at White Rock Springs | Richmond American | FM                      |  | DTMJ | 42                              | 0        | 2          | 3         | 0          | 0         | 23           | 18         | 0.82           | 0.78          |
| Folsom Ranch-Azure II             | Taylor Morrison   | FM                      |  | DTMJ | 113                             | 0        | 2          | 3         | 0          | 0         | 111          | 10         | 0.83           | 0.43          |
| Gold Hill at Russell Ranch        | The New Home Co   | FM                      |  | DTMJ | 77                              | 0        | 3          | 33        | 0          | 0         | 74           | 13         | 0.86           | 0.57          |
| Silver Crest at Russell Ranch     | The New Home Co   | FM                      |  | DTMJ | 108                             | 0        | 1          | 40        | 0          | 0         | 97           | 16         | 0.81           | 0.70          |
| Brookstone at Folsom Ranch        | TRI Pointe        | FM                      |  | DTMJ | 145                             | 0        | 1          | 20        | 0          | 0         | 140          | 22         | 1.05           | 0.96          |
| Creekstone at Folsom Ranch        | TRI Pointe        | FM                      |  | DTMJ | 71                              | 3        | 2          | 20        | 2          | 0         | 61           | 10         | 0.88           | 0.43          |
| <b>TOTALS: No. Reporting: 16</b>  |                   | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: 60 : 1</b> |          |            | <b>42</b> | <b>180</b> | <b>3</b>  | <b>3</b>     | <b>959</b> | <b>248</b>     | <b>Net: 0</b> |

City Codes: FM = Folsom

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| Development Name   | Developer     | City Code | Notes                   | Type | Projects Participating: 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 |  |  |  |  |
| Revere   | Blue Mountain | RE        |                         | DTMJ | 51                              | 0        | 2           | 6       | 0          | 0          | 34           | 5        | 0.58           | 0.22          |  |  |  |  |
| Alder at Saratoga Estates                                  | Elliott       | BH        |                         | DTMJ | 115                             | 0        | 4           | 19      | 0          | 1          | 89           | 22       | 0.90           | 0.96          |  |  |  |  |
| Manzanita at Saratoga                                      | Elliott       | BH        |                         | DTMJ | 103                             | 0        | 2           | 20      | 1          | 0          | 55           | 15       | 0.58           | 0.65          |  |  |  |  |
| Ponderosa at Saratoga                                      | Elliott TSO   | BH        |                         | DTMJ | 56                              | 0        | TSO         | 12      | 0          | 0          | 8            | 8        | 0.86           | 0.86          |  |  |  |  |
| Emerald Peak at Bass Lake                                  | Lennar        | BH        |                         | DTMJ | 113                             | 0        | 4           | 6       | 0          | 0          | 41           | 13       | 0.51           | 0.57          |  |  |  |  |
| Hawk View at Bass Lake Hills                               | Lennar        | BH        |                         | DTMJ | 114                             | 0        | 2           | 8       | 1          | 0          | 102          | 19       | 0.78           | 0.83          |  |  |  |  |
| Heritage El Dorado Hills-Mosaic                            | Lennar        | BH        |                         | DTMJ | 373                             | 0        | 6           | 7       | 0          | 0          | 200          | 34       | 1.02           | 1.48          |  |  |  |  |
| Sapphire Cliff at Bass Lake Hills - CP                     | Lennar        | CK        |                         | DTMJ | 31                              | 0        | 1           | 7       | 0          | 0          | 4            | 4        | 0.23           | 0.23          |  |  |  |  |
| Sapphire Cliff at Bass Lake Hills - EDH                    | Lennar        | BH        |                         | DTMJ | 23                              | 0        | 2           | 7       | 0          | 0          | 20           | 5        | 0.40           | 0.22          |  |  |  |  |
| Edgelake at Serrano  | TRI Pointe    | BH        |                         | DTMJ | 65                              | 0        | 2           | 11      | 1          | 0          | 24           | 19       | 0.72           | 0.83          |  |  |  |  |
| <b>TOTALS: No. Reporting: 10</b>                           |               |           | <b>Avg. Sales: 0.20</b> |      | <b>Traffic to Sales: 34 : 1</b> |          |             |         | <b>25</b>  | <b>103</b> | <b>3</b>     | <b>1</b> | <b>577</b>     | <b>144</b>    |  |  |  |  |
| City Codes: RE=Rescue, BH=El Dorado Hills, CK=Cameron Park |               |           |                         |      |                                 |          |             |         |            |            |              |          |                |               |  |  |  |  |
| <b>Net: 2</b>  |               |           |                         |      |                                 |          |             |         |            |            |              |          |                |               |  |  |  |  |

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| Development Name                    | Developer       | City Code | Notes | Type | Projects Participating: 69 |          |             |         |            |           |              |          |                |               |
|-------------------------------------|-----------------|-----------|-------|------|----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| 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 |
| Verrado at Solaire                  | Beazer          | R/V       |       | DTMU | 76                         | 0        | 12          | 3       | 0          | 0         | 44           | 14       | 0.86           | 0.61          |
| Millstone at Sierra Pne             | Black Pine      | R/K       |       | DTST | 61                         | 0        | 2           | 4       | 0          | 0         | 59           | 23       | 0.74           | 1.00          |
| Carnelian                           | Blue Mountain   | GB        |       | ATMU | 28                         | 0        | 3           | 3       | 0          | 0         | 25           | 5        | 0.37           | 0.22          |
| Cresleigh Havenwood                 | Cresleigh       | LL        |       | DTMU | 83                         | 0        | 4           | 7       | 0          | 1         | 21           | 14       | 0.50           | 0.61          |
| Balboa                              | DR Horton       | R/V       |       | DTST | 127                        | 0        | 2           | 7       | 2          | 1         | 113          | 52       | 1.85           | 2.26          |
| Heartland at Independence           | DR Horton       | LL        |       | DTMU | 98                         | 0        | 4           | 6       | 1          | 1         | 58           | 33       | 1.40           | 1.43          |
| Traditions at Independence          | DR Horton       | LL        |       | DTST | 97                         | 3        | 4           | 12      | 2          | 0         | 57           | 31       | 1.24           | 1.35          |
| Winding Creek- The Wilds            | DR Horton       | R/V       |       | DTST | 120                        | 4        | 3           | 6       | 4          | 1         | 112          | 44       | 1.73           | 1.91          |
| Turkey Creek Estates                | Elliott         | LL        |       | DTMU | 240                        | 0        | 4           | 26      | 0          | 0         | 39           | 17       | 0.78           | 0.74          |
| Edgefield Place                     | JMC             | R/K       |       | DTMU | 83                         | 0        | 2           | 39      | 1          | 0         | 15           | 15       | 1.13           | 1.13          |
| Excelsior Village at Sierra Vista   | JMC             | R/V       |       | DTMU | 80                         | 0        | 8           | 11      | 0          | 0         | 2            | 2        | 0.27           | 0.27          |
| Fairbrook at Fiddym Farms           | JMC             | R/V       |       | DTMU | 115                        | 0        | 3           | 28      | 0          | 0         | 50           | 14       | 0.83           | 0.61          |
| Meadow brook at Fiddym Farms        | JMC             | R/V       |       | DTMU | 80                         | 0        | 4           | 29      | 0          | 0         | 47           | 9        | 0.78           | 0.39          |
| Monument Village at Sierra Vista    | JMC             | R/V       |       | DTST | 187                        | 0        | 4           | 2       | 0          | 0         | 183          | 4        | 1.16           | 0.17          |
| Palisade Village                    | JMC             | R/V       |       | DTST | 232                        | 3        | 3           | 30      | 2          | 0         | 198          | 16       | 1.41           | 0.70          |
| Prominence at Whitney Ranch         | JMC             | R/K       |       | DTMU | 92                         | 0        | 3           | 42      | 1          | 1         | 71           | 8        | 0.79           | 0.35          |
| Sagebrook at Fiddym Farms           | JMC             | R/V       |       | DTMU | 122                        | 0        | 3           | 31      | 0          | 0         | 52           | 17       | 0.86           | 0.74          |
| Sentinel                            | JMC             | R/V       |       | DTST | 132                        | 0        | 2           | 17      | 0          | 0         | 126          | 0        | 1.07           | 0.00          |
| Tribute Pointe                      | JMC             | R/K       |       | DTMU | 99                         | 0        | 6           | 7       | 0          | 0         | 7            | 7        | 0.53           | 0.53          |
| Wrenwood at Whitney Ranch           | JMC             | R/K       |       | DTMU | 158                        | 0        | 3           | 5       | 0          | 2         | 7            | 7        | 0.68           | 0.68          |
| Aspire at Solaire                   | K Hovnanian     | R/V       |       | DTMU | 147                        | 0        | 1           | 0       | 0          | 0         | 122          | 20       | 1.09           | 0.87          |
| Aspire at Solaire II                | K Hovnanian     | R/V       |       | DTST | 33                         | 0        | 2           | 0       | 0          | 0         | 20           | 14       | 0.60           | 0.61          |
| Creekside Preserve                  | K Hovnanian     | LL        |       | DTMU | 71                         | 0        | 3           | 1       | 0          | 0         | 65           | 19       | 0.52           | 0.83          |
| Dorado at Twelve Bridges            | K Hovnanian S/O | LL        |       | DTMU | 133                        | 0        | S/O         | 2       | 1          | 0         | 133          | 11       | 0.81           | 0.48          |
| Firefly at Winding Creek            | K Hovnanian     | R/V       |       | DTMU | 86                         | 0        | 5           | 3       | 0          | 1         | 69           | 31       | 1.08           | 1.35          |
| Bartlett at Mason Trails            | KB Home         | R/V       |       | DTMU | 53                         | 0        | 5           | 10      | 0          | 0         | 25           | 25       | 1.37           | 1.37          |
| Copper Ridge                        | KB Home         | LL        |       | DTMU | 79                         | 0        | 2           | 10      | 0          | 0         | 29           | 22       | 1.06           | 0.96          |
| Cortland at Mason Trails            | KB Home         | R/V       |       | DTMU | 110                        | 0        | 2           | 10      | 0          | 0         | 29           | 29       | 1.59           | 1.59          |
| Ventana - Twelve Bridges            | KB Home         | LL        |       | DTMU | 240                        | 0        | 5           | 3       | 0          | 1         | 210          | 46       | 1.32           | 2.00          |
| Andorra at Sierra West              | Lennar          | R/V       |       | DTMU | 193                        | 0        | 3           | 10      | 0          | 0         | 76           | 23       | 0.86           | 1.00          |
| Belle Maison at Campus Oaks         | Lennar          | R/V       |       | DTMU | 132                        | 0        | 1           | 8       | 1          | 0         | 79           | 17       | 0.94           | 0.74          |
| Breckenridge at Sierra West         | Lennar          | R/V       |       | DTMU | 182                        | 0        | 2           | 7       | 1          | 1         | 16           | 12       | 0.45           | 0.52          |
| Chantilly at Campus Oaks            | Lennar          | R/V       |       | DTMU | 86                         | 0        | 1           | 5       | 1          | 0         | 35           | 18       | 0.94           | 0.78          |
| Covara II at Campus Oaks            | Lennar          | R/V       |       | DTMU | 112                        | 0        | 4           | 4       | 0          | 1         | 63           | 16       | 0.82           | 0.70          |
| Emilia at Heritage Placer Vineyards | Lennar          | R/V       |       | DTMU | 257                        | 0        | 2           | 11      | 0          | 0         | 22           | 17       | 0.50           | 0.74          |
| Heritage Solaire-Larissa            | Lennar          | R/V       |       | AASF | 162                        | 0        | 3           | 0       | 0          | 0         | 159          | 9        | 0.74           | 0.39          |
| Lazio at Heritage Placer Vineyards  | Lennar          | R/V       |       | AASF | 311                        | 0        | 1           | 11      | 0          | 0         | 23           | 21       | 0.50           | 0.91          |
| Lumiere at Sierra West              | Lennar          | R/V       |       | DTMU | 205                        | 3        | 3           | 11      | 2          | 0         | 79           | 23       | 0.89           | 1.00          |
| Meribel at Sierra West              | Lennar          | R/V       |       | DTMU | 167                        | 0        | 3           | 7       | 0          | 0         | 78           | 20       | 0.85           | 0.87          |
| Mblise at Heritage Placer Vineyards | Lennar          | R/V       |       | DTST | 178                        | 5        | 2           | 11      | 4          | 0         | 34           | 27       | 0.81           | 1.17          |
| Nvara at Fiddym                     | Lennar          | R/V       |       | DTST | 105                        | 0        | 3           | 6       | 0          | 0         | 90           | 18       | 0.89           | 0.78          |
| Pavia at Fiddym Farm                | Lennar          | R/V       |       | DTST | 94                         | 4        | 3           | 6       | 2          | 0         | 89           | 20       | 0.87           | 0.87          |
| Sausalito Walk at Campus Oaks       | Lennar          | R/V       |       | DTST | 101                        | 0        | 5           | 5       | 1          | 0         | 96           | 15       | 0.90           | 0.65          |
| St. Mritz at Sierra                 | Lennar          | R/V       |       | DTMU | 144                        | 0        | 2           | 8       | 1          | 0         | 80           | 23       | 0.89           | 1.00          |
| Windham at Sierra West              | Lennar          | R/V       |       | DTMU | 105                        | 0        | 4           | 6       | 0          | 1         | 20           | 15       | 0.77           | 0.65          |

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| Development Name                    | Developer                  | City Code | Notes | Type | Projects Participating: 69      |          |            |         |            |           |              |          |               |                |
|-------------------------------------|----------------------------|-----------|-------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|----------------|
| Placer County (Continued ...)       |                            |           |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD   |
| Encore at Meadowlands               | Meritage <b>TSO</b>        | LL        |       | DTMJ | 83                              | 0        | TSO        | 9       | 0          | 0         | 21           | 21       | 1.47          | 1.47           |
| Meadowlands 60s                     | Meritage                   | LL        |       | DTMJ | 92                              | 0        | 5          | 11      | 0          | 0         | 56           | 20       | 1.01          | 0.87           |
| Roam at Winding Creek               | Meritage                   | RV        |       | DTMJ | 95                              | 0        | 1          | 27      | 0          | 0         | 26           | 19       | 0.83          | 0.83           |
| Eastridge at Whitney Ranch          | Richmond American          | RK        |       | DTMJ | 75                              | 0        | 2          | 0       | 0          | 0         | 73           | 1        | 0.71          | 0.04           |
| Revere at Independence              | Richmond American          | LL        |       | DTMJ | 122                             | 0        | 5          | 8       | 0          | 1         | 83           | 17       | 1.12          | 0.74           |
| Seasons at Sierra Vista             | Richmond American          | RV        |       | DTMJ | 143                             | 0        | 3          | 8       | 0          | 1         | 3            | 3        | 0.20          | 0.20           |
| Windsong at Winding Creek           | Richmond American          | RV        |       | DTMJ | 71                              | 3        | 1          | 22      | 2          | 0         | 26           | 17       | 0.81          | 0.74           |
| Apollo at Solaire                   | Taylor Morrison <b>S/O</b> | RV        |       | DTMJ | 62                              | 0        | S/O        | 1       | 1          | 0         | 62           | 12       | 0.88          | 0.52           |
| Arlington at Twelve Bridges         | Taylor Morrison            | LL        |       | DTST | 129                             | 2        | 18         | 8       | 0          | 0         | 110          | 18       | 1.04          | 0.78           |
| Belmont at Twelve Bridges           | Taylor Morrison            | LL        |       | DTMJ | 81                              | 0        | 14         | 5       | 0          | 0         | 67           | 11       | 0.63          | 0.48           |
| Calipso at Solaire                  | Taylor Morrison            | RV        |       | DTMJ | 44                              | 0        | 1          | 0       | 1          | 0         | 43           | 5        | 0.61          | 0.22           |
| Esplanade at Turkey Creek- Classics | Taylor Morrison            | LL        |       | AASF | 243                             | 0        | 23         | 11      | 1          | 1         | 62           | 19       | 1.06          | 0.83           |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison            | LL        |       | AASF | 180                             | 0        | 33         | 11      | 0          | 1         | 3            | 3        | 0.14          | 0.14           |
| Esplanade at Turkey Creek- Estates  | Taylor Morrison            | LL        |       | AASF | 180                             | 0        | 14         | 12      | 2          | 0         | 57           | 20       | 0.98          | 0.87           |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison            | LL        |       | AASF | 260                             | 0        | 22         | 12      | 2          | 0         | 56           | 22       | 0.96          | 0.96           |
| Fiddymont Farm- Magnolia            | Taylor Morrison            | RV        |       | DTMJ | 99                              | 0        | 7          | 12      | 1          | 0         | 5            | 5        | 1.52          | 1.52           |
| Saratoga at Twelve Bridges          | Taylor Morrison            | LL        |       | DTMJ | 96                              | 3        | 19         | 11      | 0          | 0         | 64           | 21       | 0.60          | 0.91           |
| Solaire- Vail                       | Taylor Morrison            | RV        |       | DTMJ | 74                              | 0        | 12         | 9       | 1          | 2         | 24           | 24       | 1.39          | 1.39           |
| Eureka Grove                        | The New Home Co            | GB        |       | DTMJ | 72                              | 0        | 3          | 19      | 1          | 0         | 45           | 29       | 1.21          | 1.26           |
| Rocklin Meadows                     | The New Home Co            | RK        |       | DTMJ | 27                              | 0        | 2          | 36      | 0          | 0         | 1            | 1        | 0.30          | 0.30           |
| Summit at Whitney Ranch             | Tim Lewis                  | RK        |       | DTMJ | 82                              | 0        | 4          | 14      | 0          | 0         | 76           | 9        | 0.52          | 0.39           |
| Illumination at Solaire             | TRI Pointe                 | RV        |       | DTMJ | 106                             | 0        | 11         | 4       | 0          | 0         | 65           | 18       | 1.02          | 0.78           |
| Radiance at Solaire                 | TRI Pointe                 | RV        |       | DTMJ | 106                             | 0        | 2          | 4       | 0          | 0         | 61           | 20       | 0.96          | 0.87           |
| Bolero at Twelve Bridges            | Woodside                   | LL        |       | DTMJ | 144                             | 0        | 3          | 7       | 1          | 0         | 118          | 28       | 0.97          | 1.22           |
| <b>TOTALS: No. Reporting: 69</b>    | <b>Avg. Sales: 0.32</b>    |           |       |      | <b>Traffic to Sales: 18 : 1</b> |          |            | 351     | 731        | 40        | 18           | 4234     | 1206          | <b>Net: 22</b> |

City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln

| Nevada County                   |                         |    |  |      | Projects Participating: 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  |
| Timberwood Estates              | Hilbers                 | GV |  | DTST | 45                             | 1        | 1          | 5       | 1          | 0         | 26           | 6        | 0.14          | 0.26          |
| <b>TOTALS: No. Reporting: 1</b> | <b>Avg. Sales: 1.00</b> |    |  |      | <b>Traffic to Sales: 5 : 1</b> |          |            | 1       | 5          | 1         | 0            | 26       | 6             | <b>Net: 1</b> |

City Codes: GV = Grass Valley

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| Development Name  | Developer         | City Code               | Notes | Type | Projects Participating: 6      |          |            |           |            |           |              |            |                |               |
|---|-------------------|-------------------------|-------|------|--------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
| Yolo 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 |
| Riverchase  | Anthem United S/O | WS                      |       | DTST | 222                            | 0        | S/O        | 4         | 2          | 0         | 222          | 13         | 0.94           | 0.57          |
| Iris  | Lennar            | WL                      |       | DTMJ | 97                             | 0        | 3          | 6         | 1          | 0         | 3            | 3          | 1.31           | 1.31          |
| The Hideaway  | Meritage          | WN                      | New   | DTMJ | 148                            | 7        | 2          | 7         | 5          | 0         | 5            | 5          | 17.50          | 17.50         |
| Harvest at Spring Lake  | Richmond American | WL                      |       | DTMJ | 84                             | 0        | 4          | 4         | 0          | 0         | 59           | 25         | 0.97           | 1.09          |
| Cannery - Gala  | The New Home Co   | DV                      |       | ATMJ | 120                            | 0        | 2          | 1         | 0          | 0         | 118          | 17         | 0.48           | 0.74          |
| Revival   | Tim Lewis         | WL                      |       | DTST | 72                             | 0        | 2          | 10        | 1          | 1         | 4            | 4          | 0.65           | 0.65          |
| <b>TOTALS: No. Reporting: 6</b>   |                   | <b>Avg. Sales: 1.33</b> |       |      | <b>Traffic to Sales: 4 : 1</b> |          |            | <b>13</b> | <b>32</b>  | <b>9</b>  | <b>1</b>     | <b>411</b> | <b>67</b>      | <b>Net: 8</b> |
| City Codes: WS = West Sacramento, WL = Woodland, WN = Winters, DV = Davis |                   |                         |       |      |                                |          |            |           |            |           |              |            |                |               |

| Amador County                   |           |                         |  |      | Projects Participating: 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 |
| Zinfandel Ridge II              | Tim Lewis | PLY                     |  | DTMJ | 40                           | 0        | 2          | 10       | 0          | 0         | 15           | 6         | 0.36           | 0.26          |
| <b>TOTALS: No. Reporting: 1</b> |           | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |            | <b>2</b> | <b>10</b>  | <b>0</b>  | <b>0</b>     | <b>15</b> | <b>6</b>       | <b>Net: 0</b> |
| City Codes: PLY = Plymouth      |           |                         |  |      |                              |          |            |          |            |           |              |           |                |               |

| Butte County                    |           |                         |     |      | Projects Participating: 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 |
| Sparrow                         | DR Horton | CO                      | New | DTMJ | 86                             | 3        | 2          | 1        | 1          | 0         | 1            | 1        | 3.50           | 3.50          |
| <b>TOTALS: No. Reporting: 1</b> |           | <b>Avg. Sales: 1.00</b> |     |      | <b>Traffic to Sales: 1 : 1</b> |          |            | <b>2</b> | <b>1</b>   | <b>1</b>  | <b>0</b>     | <b>1</b> | <b>1</b>       | <b>Net: 1</b> |
| City Codes: CO = Chico          |           |                         |     |      |                                |          |            |          |            |           |              |          |                |               |

| Shasta County                   |           |                         |  |      | Projects Participating: 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 |
| Ro                              | DR Horton | RD                      |  | DTST | 50                           | 0        | 2          | 41       | 0          | 0         | 0            | 0        | 0.00           | 0.00          |
| <b>TOTALS: No. Reporting: 1</b> |           | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |            | <b>2</b> | <b>41</b>  | <b>0</b>  | <b>0</b>     | <b>0</b> | <b>0</b>       | <b>Net: 0</b> |
| City Codes: RD = Redding        |           |                         |  |      |                              |          |            |          |            |           |              |          |                |               |

| Sutter County                   |             |                         |  |      | Projects Participating: 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                            | 0        | 4          | 6        | 1          | 0         | 137          | 27         | 1.18           | 1.17          |
| <b>TOTALS: No. Reporting: 1</b> |             | <b>Avg. Sales: 1.00</b> |  |      | <b>Traffic to Sales: 6 : 1</b> |          |            | <b>4</b> | <b>6</b>   | <b>1</b>  | <b>0</b>     | <b>137</b> | <b>27</b>      | <b>Net: 1</b> |
| City Codes: LO = Live Oak       |             |                         |  |      |                                |          |            |          |            |           |              |            |                |               |

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| Development Name                    | Developer                                   | City Code               | Notes | Type | Projects Participating: 10      |          |             |           |            |           |              |            |                |               |
|-------------------------------------|---|-------------------------|-------|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
| Yuba 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 |
| Cresleigh Meadows at Plumas Ranch   | Cresleigh                                   | PLK                     |       | DTMJ | 111                             | 0        | 2           | 18        | 0          | 0         | 87           | 25         | 0.72           | 1.09          |
| Cresleigh Riverside at Plumas Ranch | Cresleigh                                   | PLK                     |       | DTMJ | 52                              | 0        | 2           | 0         | 0          | 0         | 45           | 0          | 0.37           | 0.00          |
| Diamante at Plumas Lake             | DR Horton                                   | PLK                     |       | DTST | 94                              | 0        | 3           | 10        | 1          | 0         | 66           | 43         | 1.57           | 1.87          |
| Sumerset at The Orchards            | JMC   | MS                      |       | DTST | 96                              | 0        | 3           | 7         | 1          | 0         | 93           | 6          | 0.86           | 0.26          |
| Aspire at Caliterra Ranch           | K Hovnanian                                 | WH                      |       | DTMJ | 145                             | 0        | 4           | 9         | 1          | 1         | 12           | 12         | 1.17           | 1.17          |
| Butte Vista at Cobblestone          | KB Home                                     | PLK                     |       | DTMJ | 147                             | 0        | 1           | 10        | 2          | 0         | 27           | 27         | 2.20           | 2.20          |
| Windsor Crossing at River Oaks      | Lennar                                      | PLK                     |       | DTST | 168                             | 0        | 1           | 6         | 0          | 0         | 69           | 25         | 0.77           | 1.09          |
| Crosswinds at River Oaks            | Meritage <span style="color:red">TSO</span> | PLK                     |       | DTMJ | 72                              | 0        | TSO         | 12        | 1          | 0         | 62           | 27         | 1.12           | 1.17          |
| Seasons at River Oaks               | Richmond American                           | OL                      |       | DTST | 83                              | 0        | 2           | 1         | 0          | 2         | 70           | 17         | 0.94           | 0.74          |
| Seasons at Thoroughbred Acres       | Richmond American                           | OL                      |       | DTMJ | 139                             | 0        | 6           | 3         | 1          | 0         | 90           | 17         | 0.96           | 0.74          |
| <b>TOTALS: No. Reporting: 10</b>    |   | <b>Avg. Sales: 0.40</b> |       |      | <b>Traffic to Sales: 11 : 1</b> |          |             | <b>24</b> | <b>76</b>  | <b>7</b>  | <b>3</b>     | <b>621</b> | <b>199</b>     | <b>Net: 4</b> |

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

| Sacramento  |  |                         | Projects Participating: 175 |                                 |            |             |              |           |              |             |                |
|---|--|-------------------------|-----------------------------|---------------------------------|------------|-------------|--------------|-----------|--------------|-------------|----------------|
|   |  |                         | Rel'd Rrn'g                 | Traffic                         | Wk's Sales | Wk's Cans   | Sold to Date | Sold YTD  | Net Sales    |             |                |
| <b>GRAND TOTALS: No. Reporting: 175</b>   |  | <b>Avg. Sales: 0.32</b> |                             | <b>Traffic to Sales: 19 : 1</b> | <b>625</b> | <b>1658</b> | <b>88</b>    | <b>32</b> | <b>11558</b> | <b>3053</b> | <b>Net: 56</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |  |                         |                             |                                 |            |             |              |           |              |             |                |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |  |                         |                             |                                 |            |             |              |           |              |             |                |



# The Ryness Company

Marketing Research Department

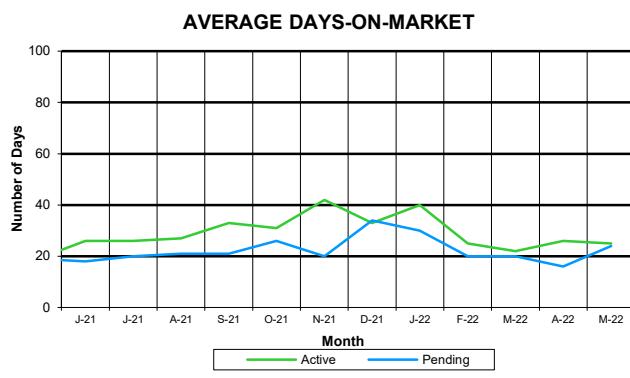
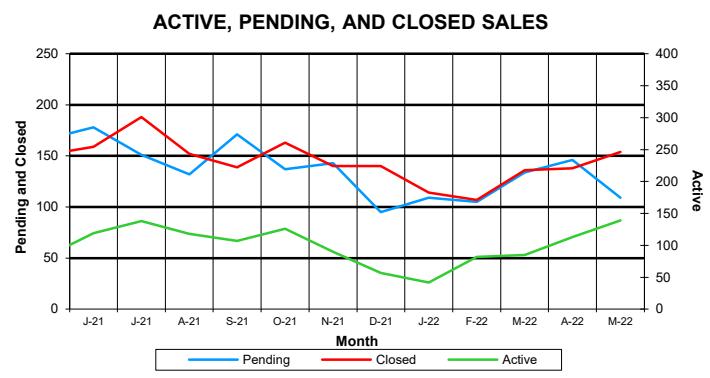
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 1,007  | 39  | 1,269 | 24  | 1,347 | 560,893    |
| Nov-21 | 767    | 43  | 1,132 | 26  | 1,214 | 566,756    |
| Dec-21 | 535    | 48  | 799   | 30  | 1,183 | 569,728    |
| Jan-22 | 768    | 40  | 897   | 24  | 882   | 570,426    |
| Feb-22 | 648    | 30  | 809   | 19  | 953   | 595,141    |
| Mar-22 | 695    | 29  | 1,098 | 17  | 1,167 | 617,037    |
| Apr-22 | 918    | 29  | 1,272 | 16  | 1,250 | 625,390    |
| May-22 | 1,226  | 30  | 886   | 18  | 1,137 | 638,117    |



## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 126    | 31  | 137   | 26  | 163   | 355,793    |
| Nov-21 | 90     | 42  | 143   | 20  | 140   | 339,384    |
| Dec-21 | 57     | 33  | 95    | 34  | 140   | 364,570    |
| Jan-22 | 42     | 40  | 109   | 30  | 114   | 345,660    |
| Feb-22 | 82     | 25  | 105   | 20  | 107   | 381,093    |
| Mar-22 | 85     | 22  | 134   | 20  | 136   | 385,298    |
| Apr-22 | 113    | 26  | 146   | 16  | 138   | 394,990    |
| May-22 | 139    | 25  | 109   | 24  | 154   | 384,452    |



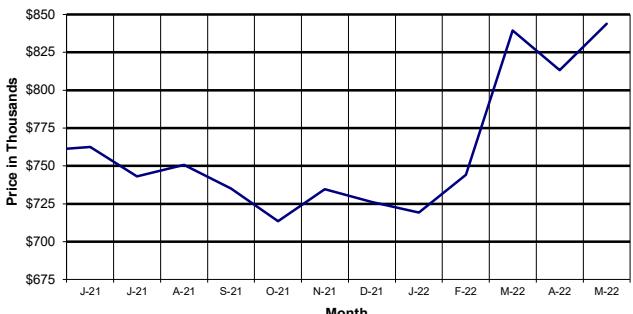
# The Ryness Company

Marketing Research Department

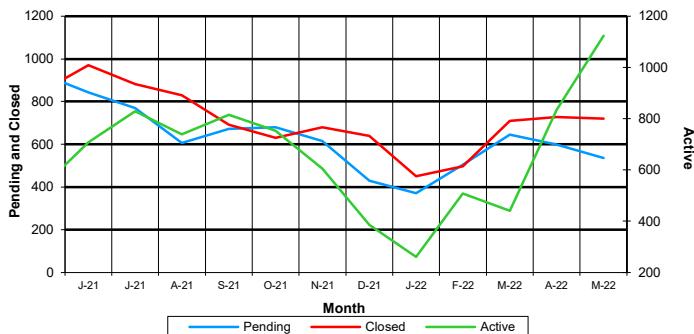
## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 753    | 51  | 680   | 27  | 630   | 713,658    |
| Nov-21 | 605    | 59  | 615   | 29  | 680   | 734,692    |
| Dec-21 | 385    | 65  | 429   | 42  | 639   | 726,154    |
| Jan-22 | 261    | 43  | 371   | 24  | 450   | 719,233    |
| Feb-22 | 508    | 37  | 504   | 25  | 497   | 744,259    |
| Mar-22 | 440    | 31  | 645   | 21  | 710   | 839,492    |
| Apr-22 | 834    | 33  | 598   | 17  | 728   | 813,132    |
| May-22 | 1,124  | 36  | 535   | 19  | 720   | 843,754    |

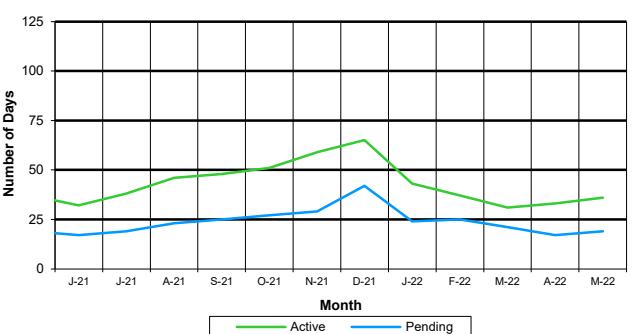
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



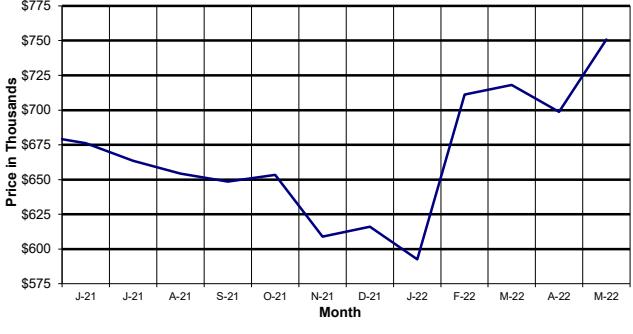
AVERAGE DAYS-ON-MARKET



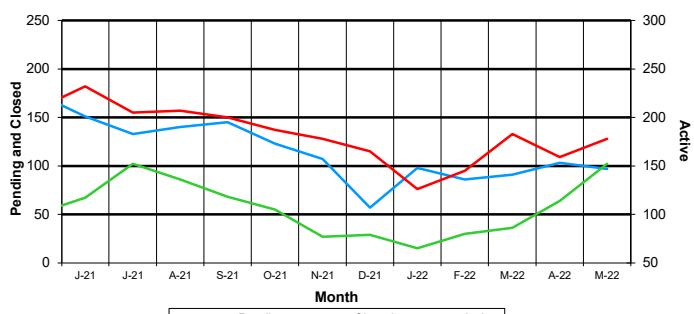
## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-21 | 105    | 50  | 123   | 33  | 137   | 653,454    |
| Nov-21 | 77     | 52  | 107   | 38  | 128   | 608,995    |
| Dec-21 | 79     | 54  | 57    | 50  | 115   | 616,097    |
| Jan-22 | 65     | 51  | 98    | 27  | 76    | 592,505    |
| Feb-22 | 80     | 45  | 86    | 34  | 95    | 711,203    |
| Mar-22 | 86     | 44  | 91    | 22  | 133   | 718,155    |
| Apr-22 | 114    | 38  | 103   | 15  | 109   | 698,720    |
| May-22 | 152    | 34  | 97    | 27  | 128   | 750,961    |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

