

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

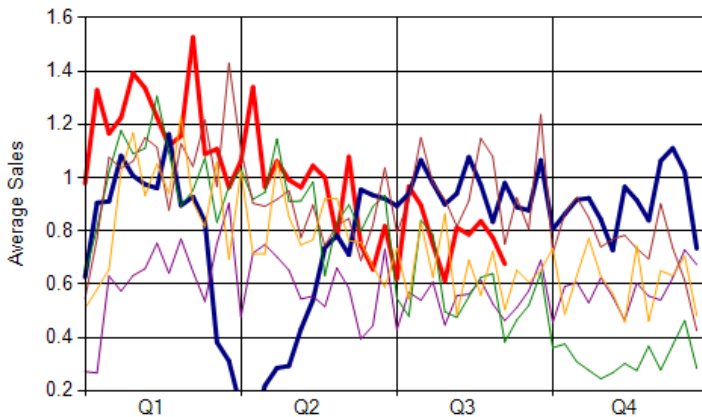
## Bay Area

Week 36

Ending: Sunday, September 12, 2021

| Counties / Groups                |                        |          |         |       |         |           | Avg. Sales | Year to Date |       | Prev. 13 Wks. |       |
|----------------------------------|------------------------|----------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|
|                                  |                        | Projects | Traffic | Sales | Cancels | Net Sales |            | Avg.         | Diff. | Avg.          | Diff. |
| Alameda                          |                        | 28       | 293     | 22    | 2       | 20        | 0.71       | 0.93         | -24%  | 0.73          | -2%   |
| Contra Costa                     |                        | 29       | 354     | 25    | 3       | 22        | 0.76       | 1.12         | -32%  | 0.98          | -23%  |
| Sonoma, Napa                     |                        | 9        | 57      | 7     | 0       | 7         | 0.78       | 0.77         | 1%    | 0.68          | 15%   |
| San Francisco, Marin             |                        | 2        | 14      | 0     | 0       | 0         | 0.00       | 0.57         | -100% | 0.34          | -100% |
| San Mateo                        |                        | 3        | 33      | 0     | 0       | 0         | 0.00       | 0.56         | -100% | 0.49          | -100% |
| Santa Clara                      |                        | 19       | 243     | 12    | 0       | 12        | 0.63       | 1.17         | -46%  | 0.88          | -28%  |
| Monterey, Santa Cruz, San Benito |                        | 9        | 140     | 7     | 0       | 7         | 0.78       | 0.90         | -13%  | 0.66          | 18%   |
| Solano                           |                        | 15       | 150     | 9     | 0       | 9         | 0.60       | 1.02         | -41%  | 0.74          | -19%  |
| Current Week Totals              | Traffic : Sales 16 : 1 | 114      | 1284    | 82    | 5       | 77        | 0.68       | 1.00         | -32%  | 0.80          | -15%  |
| Per Project Average              |                        |          | 11      | 0.72  | 0.04    | 0.68      |            |              |       |               |       |
| Year Ago - 09/13/2020            | Traffic : Sales 12 : 1 | 144      | 1589    | 138   | 10      | 128       | 0.89       | 0.77         | 16%   | 0.95          | -7%   |
| % Change                         |                        | -21%     | -19%    | -41%  | -50%    | -40%      | -24%       | 30%          |       | -16%          |       |

### 52 Weeks Comparison



### Year to Date Averages Through Week 36

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2016 | 131                  | 31                  | 0.89              | 0.11                | 0.78               | 0.73                      |
| ■            | 2017 | 141                  | 32                  | 1.06              | 0.11                | 0.95               | 0.90                      |
| ■            | 2018 | 125                  | 29                  | 0.95              | 0.09                | 0.86               | 0.70                      |
| ■            | 2019 | 158                  | 17                  | 0.68              | 0.10                | 0.58               | 0.58                      |
| ■            | 2020 | 151                  | 12                  | 0.88              | 0.11                | 0.77               | 0.80                      |
| ■            | 2021 | 117                  | 15                  | 1.07              | 0.07                | 1.00               | 1.00                      |
| % Change:    |      | -23%                 | 19%                 | 21%               | -41%                | 30%                | 24%                       |

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



## WEEKLY FINANCIAL NEWS

| Financing   |       |       | Market Commentary  |
|-------------|-------|-------|--|
| CONV        | RATE  | APR   | <p>After rising for three weeks, mortgage rates came back down a bit last week, but it didn't seem to have much effect on mortgage demand. Total application volume rose 1.6% last week compared with the previous week, according to the Mortgage Bankers Association's seasonally adjusted index. The average contract interest rate for 30-year fixed mortgages with conforming loan balances (\$548,250 or less) decreased to 3.03% from 3.06%, with points falling to 0.29 from 0.34 (including the origination fee) for loans with a 20% down payment. "Treasury yields fell last week, as investors continue to anxiously monitor if the rise in COVID-19 cases in several states starts to dampen economic activity. Mortgage rates slightly declined as a result," said Joel Kan, an MBA economist. Applications for a loan to purchase a home increased 3% for the week but were 16% lower than the same week one year ago. Homebuyers are hitting an affordability wall, and the supply of homes for sale, while increasing slightly, is still far too low. "The purchase index was at its highest level since early July, despite still continuing to lag 2020's pace," said Kan, adding, "There was also some easing in average loan sizes, which is potentially a sign that more first-time buyers looking for lower-priced homes are being helped by the recent uptick in for-sale inventory for both newly built homes and existing homes." Source: Diana Olick CNBC Real Estate</p> |
| FHA         | 2.76% | 2.97% |  |
|             | 2.25% | 2.91% |  |
| 10 Yr Yield | 1.32% |       |  |



| Development Name  | Developer           | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|---|---------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Alameda County  |                     |                  |       |                          | Projects Participating: 22 |          |            |         |            |           |              | In Area : 24 |               |              |
|   |                     |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Enclave - Alpine Collection   | Century             | FR               |       | DTMJ                     | 81                         | 0        | 2          | 12      | 1          | 2         | 46           | 24           | 0.52          | 0.67         |
| Enclave - Cascade Collection  | Century             | FR               |       | ATMJ                     | 81                         | 0        | 2          | 9       | 0          | 0         | 38           | 13           | 0.43          | 0.36         |
| Enclave - Sierra Collection   | Century             | FR               |       | ATMJ                     | 70                         | 0        | 1          | 12      | 0          | 0         | 22           | 8            | 0.23          | 0.22         |
| Hideaway, The   | DR Horton           | HY               |       | ATMJ                     | 59                         | 0        | 3          | 18      | 1          | 0         | 22           | 22           | 1.36          | 1.36         |
| Bungalows at Bridgeway  | Lennar              | NK               |       | DTMJ                     | 99                         | 0        | 2          | 8       | 1          | 0         | 43           | 35           | 0.86          | 0.97         |
| Cottages at Bridgeway   | Lennar              | NK               |       | DTMJ                     | 71                         | 0        | 2          | 12      | 1          | 0         | 51           | 36           | 1.02          | 1.00         |
| Courts at Bridgeway   | Lennar TSO          | NK               |       | ATMJ                     | 71                         | 0        | TSO        | 2       | 0          | 0         | 40           | 40           | 1.37          | 1.37         |
| Revo at Innovation  | Lennar              | FR               |       | ATMJ                     | 137                        | 0        | 5          | 0       | 0          | 0         | 132          | 38           | 0.75          | 1.06         |
| Terraces at Bridgeway   | Lennar TSO          | NK               |       | ATMJ                     | 31                         | 0        | TSO        | 2       | 1          | 0         | 12           | 12           | 2.80          | 2.80         |
| Towns at Bridgeway  | Lennar              | NK               |       | ATMJ                     | 103                        | 0        | 2          | 1       | 1          | 0         | 39           | 36           | 0.93          | 1.00         |
| Villas at Bridgeway   | Lennar              | NK               |       | DTMJ                     | 136                        | 0        | 2          | 10      | 1          | 0         | 51           | 38           | 1.02          | 1.06         |
| Breeze at Bay37   | Pulte TSO           | AL               |       | DTMJ                     | 30                         | 0        | TSO        | 12      | 0          | 0         | 13           | 13           | 0.38          | 0.38         |
| Compass at Bay37  | Pulte               | AL               |       | ATMJ                     | 93                         | 0        | 1          | 13      | 1          | 0         | 18           | 18           | 0.53          | 0.53         |
| Landing at Bay37  | Pulte               | AL               |       | ATMJ                     | 96                         | 0        | 18         | 12      | 0          | 0         | 11           | 11           | 0.32          | 0.32         |
| Lookout at Bay37  | Pulte               | AL               |       | ATMJ                     | 26                         | 0        | 2          | 13      | 2          | 0         | 16           | 16           | 0.47          | 0.47         |
| Line at SoHay   | Taylor Morrison     | HY               |       | ATST                     | 198                        | 0        | 12         | 4       | 4          | 0         | 112          | 33           | 0.89          | 0.92         |
| Prime at SoHay  | Taylor Morrison TSO | HY               |       | ATST                     | 126                        | 0        | TSO        | 3       | 0          | 0         | 91           | 19           | 0.73          | 0.53         |
| Ellis at Central Station  | TRI Pointe          | OK               |       | ATMJ                     | 128                        | 0        | 1          | 3       | 0          | 0         | 31           | 20           | 0.46          | 0.56         |
| Compass Bay- Dover  | Trumark             | NK               |       | DTMJ                     | 138                        | 0        | 6          | 37      | 1          | 0         | 50           | 33           | 0.92          | 0.92         |
| Compass Bay- New port   | Trumark             | NK               |       | ATMJ                     | 86                         | 0        | 2          | 37      | 1          | 0         | 52           | 40           | 0.96          | 1.11         |
| Crest at Alameda Point  | Trumark             | AL               |       | ATMJ                     | 60                         | 0        | 1          | 13      | 2          | 0         | 43           | 39           | 1.02          | 1.08         |
| Leeward at Alameda Point  | Trumark S/O         | AL               |       | ATMJ                     | 64                         | 0        | S/O        | 0       | 0          | 0         | 64           | 24           | 0.80          | 0.67         |
| TOTALS: No. Reporting: 22   |                     | Avg. Sales: 0.73 |       | Traffic to Sales: 13 : 1 |                            |          | 64         | 233     | 18         | 2         | 997          | 568          | Net: 16       |              |
| City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland |                     |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Amador Valley  |                 |                  |      |                          | Projects Participating: 6 |          |            |         |            |           |              | In Area : 6 |               |              |
|--|-----------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
|  |                 |                  |      |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sls /Week | Av. Sls /YTD |
| Broadway at Boulevard                                    | Brookfield      | DB               | ATMJ | 110                      | 0                         | 2        | 18         | 1       | 0          | 52        | 52           | 1.48        | 1.44          |              |
| Hyde Park at Boulevard                                   | Brookfield TSO  | DB               | ATMJ | 102                      | 0                         | TSO      | 3          | 0       | 0          | 73        | 28           | 0.92        | 0.78          |              |
| Downing at Boulevard                                     | Lennar          | DB               | ATST | 96                       | 4                         | 3        | 3          | 2       | 0          | 82        | 38           | 0.74        | 1.06          |              |
| Skyline at Boulevard                                     | Lennar          | DB               | ATMJ | 114                      | 0                         | 1        | 20         | 0       | 0          | 76        | 31           | 0.78        | 0.86          |              |
| Sycamore   | Ponderosa TSO   | PL               | DTMJ | 36                       | 0                         | TSO      | 11         | 0       | 0          | 33        | 6            | 0.25        | 0.17          |              |
| Uptown   | Taylor Morrison | LV               | ATMJ | 44                       | 0                         | 1        | 5          | 1       | 0          | 37        | 31           | 0.88        | 0.86          |              |
| TOTALS: No. Reporting: 6                                 |                 | Avg. Sales: 0.67 |      | Traffic to Sales: 15 : 1 |                           |          | 7          | 60      | 4          | 0         | 353          | 186         | Net: 4        |              |
| City Codes: DB = Dublin, PL = Pleasanton, LV = Livermore |                 |                  |      |                          |                           |          |            |         |            |           |              |             |               |              |

| Development Name  | Developer           | City Code        | Notes | Type                     |                           |          |            |         |            |           |              |             |                |               |
|---|---------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| Diablo Valley   |                     |                  |       |                          | Projects Participating: 4 |          |            |         |            |           |              | In Area : 4 |                |               |
|   |                     |                  |       |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Woodbury Highlands  | Davidon             | LF               |       | ATMJ                     | 99                        | 0        | 19         | 2       | 0          | 0         | 8            | 6           | 0.16           | 0.17          |
| Relevae at Wilder   | Landsea TSO         | OR               |       | DTMJ                     | 34                        | 0        | TSO        | 0       | 0          | 0         | 32           | 19          | 0.69           | 0.53          |
| Reserve at Pleasant Hill                                    | Ponderosa TSO       | PH               |       | DTMJ                     | 17                        | 0        | TSO        | 8       | 1          | 0         | 9            | 8           | 0.19           | 0.22          |
| Wilder  | Taylor Morrison S/O | OR               |       | DTMJ                     | 61                        | 0        | S/O        | 0       | 0          | 0         | 61           | 11          | 0.21           | 0.31          |
| TOTALS: No. Reporting: 4                                    |                     | Avg. Sales: 0.25 |       | Traffic to Sales: 10 : 1 |                           |          | 19         | 10      | 1          | 0         | 110          | 44          | Net: 1         |               |
| City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill |                     |                  |       |                          |                           |          |            |         |            |           |              |             |                |               |

| San Ramon Valley           |        |                  |      |                         | Projects Participating: 3 |          |            |         |            |           |              | In Area : 3 |                |               |
|----------------------------|--------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
|                            |        |                  |      |                         | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Highlands at The Preserve  | Lennar | SR               | DTMJ | 122                     | 0                         | 5        | 9          | 1       | 1          | 116       | 25           | 0.68        | 0.69           |               |
| Hillcrest at the Preserve  | Lennar | SR               | ATMJ | 104                     | 0                         | 3        | 0          | 0       | 0          | 65        | 42           | 1.05        | 1.17           |               |
| Ridgeview at the Preserve  | Lennar | SR               | ATMJ | 77                      | 0                         | 3        | 3          | 1       | 0          | 56        | 37           | 0.92        | 1.03           |               |
| TOTALS: No. Reporting: 3   |        | Avg. Sales: 0.33 |      | Traffic to Sales: 6 : 1 |                           |          | 11         | 12      | 2          | 1         | 237          | 104         | Net: 1         |               |
| City Codes: SR = San Ramon |        |                  |      |                         |                           |          |            |         |            |           |              |             |                |               |

| West Contra Costa           |          |                  |      |                      | Projects Participating: 1 |          |            |         |            |           |              | In Area : 1 |                |               |
|-----------------------------|----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
|                             |          |                  |      |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Village 29                  | Lafferty | EC               | ATMJ | 29                   | 0                         | 7        | 3          | 0       | 0          | 21        | 10           | 0.18        | 0.28           |               |
| TOTALS: No. Reporting: 1    |          | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 7          | 3       | 0          | 0         | 21           | 10          | Net: 0         |               |
| City Codes: EC = El Cerrito |          |                  |      |                      |                           |          |            |         |            |           |              |             |                |               |

| Antioch/Pittsburg                       |                 |                  |      |                          | Projects Participating: 11 |          |            |         |            |           |              | In Area : 13 |                 |                |
|---|-----------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|-----------------|----------------|
|   |                 |                  |      |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Avg. Sl's /Week | Avg. Sl's /YTD |
| Oelo at Sand Creek- Hbrizon             | Century         | AN               | DTMJ | 175                      | 0                          | 2        | 40         | 1       | 1          | 91        | 63           | 1.65         | 1.75            |                |
| Oelo at Sand Creek- Vista               | Century         | AN               | DTMJ | 96                       | 0                          | 1        | 29         | 2       | 0          | 80        | 58           | 1.45         | 1.61            |                |
| Crest at Park Ridge                     | Davidon         | AN               | DTMJ | 300                      | 0                          | 3        | 24         | 0       | 0          | 205       | 34           | 0.98         | 0.94            |                |
| Hills at Park Ridge                     | Davidon         | AN               | DTMJ | 225                      | 0                          | 1        | 22         | 3       | 0          | 52        | 42           | 1.13         | 1.17            |                |
| Landing at Wildflower Station           | DeNova S/O      | AN               | ATST | 98                       | 0                          | S/O      | 0          | 0       | 0          | 98        | 80           | 2.22         | 2.22            |                |
| Luca at Aviano                          | DeNova          | AN               | DTMJ | 194                      | 8                          | 3        | 35         | 5       | 0          | 11        | 11           | 2.26         | 2.26            |                |
| Stella at Aviano                        | DeNova          | AN               | DTST | 127                      | 0                          | 2        | 22         | 0       | 0          | 112       | 77           | 2.33         | 2.14            |                |
| Riverview at Monterra                   | K Hovnanian     | AN               | DTMJ | 100                      | 0                          | 2        | 1          | 0       | 0          | 98        | 26           | 0.82         | 0.72            |                |
| Haven at Vista Del Mar                  | Taylor Morrison | PT               | DTST | 60                       | 0                          | 4        | 6          | 1       | 0          | 28        | 28           | 0.77         | 0.78            |                |
| Retreat at Vista Del Mar                | Taylor Morrison | PT               | DTMJ | 142                      | 0                          | 5        | 4          | 1       | 0          | 48        | 31           | 1.06         | 0.86            |                |
| Serene at Vista Del Mar                 | Taylor Morrison | PT               | DTMJ | 120                      | 0                          | 4        | 11         | 0       | 0          | 4         | 4            | 0.48         | 0.48            |                |
| TOTALS: No. Reporting: 11               |                 | Avg. Sales: 1.09 |      | Traffic to Sales: 15 : 1 |                            |          | 27         | 194     | 13         | 1         | 827          | 454          | Net: 12         |                |
| City Codes: AN= Antioch, PT = Pittsburg |                 |                  |      |                          |                            |          |            |         |            |           |              |              |                 |                |

| Development Name  | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| East Contra Costa   |                   |                  |       |                          | Projects Participating: 10 |          |            |         |            |           |              | In Area : 13 |               |              |
|   |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Delta Coves   | Blue Muntain      | BI               |       | DTMJ                     | 81                         | 0        | 1          | 29      | 0          | 0         | 69           | 41           | 0.65          | 1.14         |
| Chandler  | Brookfield        | BT               |       | DTMJ                     | 160                        | 3        | 10         | 44      | 2          | 0         | 8            | 8            | 2.43          | 2.43         |
| Easton at Delaney Park                                      | Brookfield        | OY               |       | DTST                     | 80                         | 0        | 1          | 11      | 0          | 0         | 79           | 26           | 0.83          | 0.72         |
| Southport at Delaney Park                                   | Brookfield        | OY               |       | DTMJ                     | 104                        | 3        | 9          | 11      | 0          | 0         | 86           | 36           | 0.90          | 1.00         |
| Ashbury   | KB Home           | OY               |       | ATST                     | 69                         | 0        | 3          | 5       | 0          | 0         | 65           | 46           | 1.18          | 1.28         |
| Westerly at Delaney Park                                    | KB Home S/O       | OY               |       | DTMJ                     | 103                        | 0        | S/O        | 0       | 0          | 0         | 103          | 26           | 1.02          | 0.72         |
| Alicante  | Meritage          | OY               |       | DTMJ                     | 133                        | 4        | 3          | 17      | 3          | 0         | 72           | 67           | 1.79          | 1.86         |
| Vines, The  | Meritage          | OY               |       | DTST                     | 63                         | 0        | 4          | 7       | 0          | 0         | 51           | 51           | 1.45          | 1.42         |
| Terrene   | Pulte             | BT               |       | DTMJ                     | 326                        | 4        | 2          | 9       | 4          | 0         | 311          | 101          | 2.32          | 2.81         |
| Middlefield at Delaney Park                                 | Richmond American | OY               |       | DTMJ                     | 96                         | 0        | 4          | 2       | 0          | 1         | 86           | 41           | 1.07          | 1.14         |
| TOTALS: No. Reporting: 10                                   |                   | Avg. Sales: 0.80 |       | Traffic to Sales: 15 : 1 |                            |          | 37         | 135     | 9          | 1         | 930          | 443          | Net: 8        |              |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley |                   |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Sonoma, Napa Counties  |                   |                  |      |                         | Projects Participating: 9 |          |            |         |            |           |              | In Area : 16 |               |              |
|--|-------------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
|  |                   |                  |      |                         | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Village Station  | Blue Mountain     | SR               | ATMJ | 110                     | 0                         | 3        | 5          | 1       | 0          | 90        | 23           | 0.47         | 0.64          |              |
| Live Oak at University   | KB Home           | RP               | DTMJ | 104                     | 0                         | 3        | 5          | 1       | 0          | 92        | 48           | 0.81         | 1.33          |              |
| Sterling Hills at Quarry Heights II  | KB Home           | PET              | DTMJ | 91                      | 4                         | 3        | 2          | 2       | 0          | 4         | 4            | 0.82         | 0.82          |              |
| Aspect   | Lafferty          | PET              | DTMJ | 18                      | 0                         | 4        | 0          | 0       | 0          | 13        | 5            | 0.11         | 0.14          |              |
| Juniper at University  | Richmond American | RP               | DTMJ | 150                     | 0                         | 1        | 12         | 2       | 0          | 145       | 31           | 0.83         | 0.86          |              |
| Preserve at Kessing Ranch  | Richmond American | IC               | DTMJ | 47                      | 0                         | 1        | 1          | 1       | 0          | 39        | 19           | 0.47         | 0.53          |              |
| Meadow Creek   | Ryder TSO         | SR               | DTMJ | 48                      | 0                         | TSO      | 18         | 0       | 0          | 12        | 12           | 0.90         | 0.90          |              |
| Pear Tree  | Taylor Morrison   | NP               | ATST | 71                      | 0                         | 6        | 1          | 0       | 0          | 60        | 29           | 0.65         | 0.81          |              |
| Riverfront   | TRI Pointe        | PET              | DTMJ | 134                     | 0                         | 1        | 13         | 0       | 0          | 49        | 37           | 1.11         | 1.03          |              |
| TOTALS: No. Reporting: 9   |                   | Avg. Sales: 0.78 |      | Traffic to Sales: 8 : 1 |                           |          | 22         | 57      | 7          | 0         | 504          | 208          | Net: 7        |              |
| City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa |                   |                  |      |                         |                           |          |            |         |            |           |              |              |               |              |

| Marin County             |         |                  |      |                      | Projects Participating: 2 |          |            |         |            |           |              | In Area : 2 |               |              |
|--------------------------|---------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
|                          |         |                  |      |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sls /Week | Av. Sls /YTD |
| Atherton Place           | KB Home | NV               | ATMJ | 50                   | 0                         | 1        | 7          | 0       | 0          | 39        | 35           | 0.76        | 0.97          |              |
| Verandah                 | Landsea | NV               | ATMJ | 80                   | 0                         | 4        | 7          | 0       | 0          | 0         | 0            | 0.00        | 0.00          |              |
| TOTALS: No. Reporting: 2 |         | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 5          | 14      | 0          | 0         | 39           | 35          | Net: 0        |              |
| City Codes: NV = Novato  |         |                  |      |                      |                           |          |            |         |            |           |              |             |               |              |

| San Francisco County           |            |                  |      |                      | Projects Participating: 1 |          |            |         |            |           |              | In Area : 20 |               |              |
|--------------------------------|------------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
|                                |            |                  |      |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Lofton at Portola              | TRI Pointe | SF               | ATMJ | 54                   | 0                         | 5        | NA         | 0       | 0          | 4         | 4            | 0.15         | 0.15          |              |
| TOTALS: No. Reporting: 0       |            | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 5          | 0       | 0          | 0         | 4            | 4            | Net: 0        |              |
| City Codes: SF = San Francisco |            |                  |      |                      |                           |          |            |         |            |           |              |              |               |              |

| Development Name                             | Developer | City Code        | Notes | Type                  |                           |          |            |         |            |           |              |             |               |              |
|--|-----------|------------------|-------|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| San Mateo County                             |           |                  |       |                       | Projects Participating: 3 |          |            |         |            |           |              | In Area : 3 |               |              |
|  |           |                  |       |                       | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sls /Week | Av. Sls /YTD |
| Foster Square                                | Lennar    | FC               |       | AAAT                  | 200                       | 0        | 2          | 0       | 0          | 0         | 188          | 26          | 0.69          | 0.72         |
| One 90 - Borelle                             | Pulte     | SM               |       | DTMJ                  | 29                        | 0        | 2          | 17      | 0          | 0         | 10           | 10          | 0.29          | 0.29         |
| One 90 - Slate                               | Pulte     | SM               |       | ATMJ                  | 57                        | 0        | 2          | 16      | 0          | 0         | 8            | 8           | 0.23          | 0.23         |
| TOTALS: No. Reporting: 3                     |           | Avg. Sales: 0.00 |       | Traffic to Sales: N/A |                           |          | 6          | 33      | 0          | 0         | 206          | 44          | Net: 0        |              |
| City Codes: FC = Foster City, SM = San Mateo |           |                  |       |                       |                           |          |            |         |            |           |              |             |               |              |

| Santa Clara County  |                 |                  |      | Projects Participating: 19 |          |            |         |            |           |              | In Area : 22 |               |              |
|---|-----------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
|   |                 |                  |      | Units                      | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Classics at MonteVista  | Classics TSO    | MV               | ATMJ | 15                         | 0        | TSO        | 6       | 1          | 0         | 7            | 7            | 0.67          | 0.67         |
| Asana   | DeNova          | SJ               | DTMJ | 250                        | 0        | 2          | 9       | 0          | 0         | 233          | 62           | 1.56          | 1.72         |
| Cantera   | Dividend        | MV               | ATMJ | 15                         | 0        | 6          | 18      | 0          | 0         | 5            | 5            | 0.60          | 0.60         |
| Maravilla   | Dividend        | MV               | ATMJ | 55                         | 3        | 7          | 44      | 3          | 0         | 16           | 16           | 1.42          | 1.42         |
| Redwoods at Montecito   | Dividend        | MV               | ATMJ | 33                         | 0        | 6          | 18      | 0          | 0         | 26           | 26           | 1.31          | 1.31         |
| Amalfi  | DR Horton       | MV               | ATMJ | 58                         | 0        | 3          | 12      | 0          | 0         | 45           | 42           | 1.02          | 1.17         |
| Montecito Estates   | DR Horton       | MH               | DTMJ | 24                         | 0        | 1          | 11      | 2          | 0         | 20           | 20           | 0.84          | 0.84         |
| Latitude at Communications Hill   | KB Home         | SJ               | ATMJ | 160                        | 0        | 3          | 31      | 2          | 0         | 107          | 85           | 1.91          | 2.36         |
| Metro II at Communications Hill   | KB Home S/O     | SJ               | ATMJ | 150                        | 0        | S/O        | 0       | 0          | 0         | 150          | 49           | 1.02          | 1.36         |
| Naya  | KB Home         | SC               | ATMJ | 58                         | 0        | 2          | 14      | 1          | 0         | 22           | 22           | 0.85          | 0.85         |
| Momentum  | Pan Cal         | SV               | ATMJ | 18                         | 0        | 1          | 3       | 1          | 0         | 15           | 15           | 1.04          | 1.04         |
| Bellaterra - Bungalows Cluster Att/Det  | SummerHill      | LG               | ATMJ | 76                         | 0        | 7          | 10      | 0          | 0         | 5            | 5            | 0.95          | 0.95         |
| Bellaterra - Flats  | SummerHill      | LG               | ATMJ | 80                         | 0        | 8          | 8       | 0          | 0         | 12           | 12           | 0.70          | 0.70         |
| Bellaterra - Towns  | SummerHill      | LG               | ATMJ | 97                         | 0        | 12         | 10      | 0          | 0         | 8            | 8            | 0.47          | 0.47         |
| Montalvo Oaks   | SummerHill      | MS               | ATMJ | 15                         | 0        | 6          | 5       | 0          | 0         | 9            | 9            | 0.39          | 0.39         |
| Montalvo Oaks (Detached)  | SummerHill      | MS               | DTMJ | 21                         | 0        | 4          | 8       | 1          | 0         | 10           | 10           | 0.58          | 0.58         |
| Nuevo - Terraces  | SummerHill      | SC               | ATST | 176                        | 0        | 13         | 15      | 0          | 0         | 135          | 52           | 0.97          | 1.44         |
| Elev8tion- Towns  | Taylor Morrison | SV               | ATMJ | 96                         | 0        | 3          | 11      | 0          | 0         | 83           | 36           | 0.89          | 1.00         |
| Ov8tion   | Taylor Morrison | SV               | ATMJ | 107                        | 0        | 1          | 10      | 1          | 0         | 19           | 19           | 1.24          | 1.24         |
| TOTALS: No. Reporting: 19   |                 | Avg. Sales: 0.63 |      | Traffic to Sales: 20 : 1   |          |            | 85      | 243        | 12        | 0            | 927          | 500           | Net: 12      |
| City Codes: MV = Mountain View , SJ = San Jose, MH = Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno |                 |                  |      |                            |          |            |         |            |           |              |              |               |              |

| Development Name                                      | Developer | City Code        | Notes | Type                     |                           |          |            |         |            |           |              |              |               |              |
|---|-----------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Monterey, Santa Cruz, San Benito Counties             |           |                  |       |                          | Projects Participating: 9 |          |            |         |            |           |              | In Area : 10 |               |              |
|   |           |                  |       |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Roberts Ranch   | KB Home   | HO               |       | DTMJ                     | 192                       | 0        | 4          | 35      | 1          | 0         | 77           | 77           | 2.55          | 2.55         |
| Carousel at Westfield                                 | Kiper     | HO               | Rsv's | DTST                     | 92                        | 0        | 1          | 23      | 2          | 0         | 89           | 31           | 1.11          | 0.86         |
| Mayfair at Westfield                                  | Kiper     | HO               | Rsv's | DTMJ                     | 50                        | 4        | 3          | 23      | 1          | 0         | 45           | 23           | 0.73          | 0.64         |
| Serenity at Santana Ranch II                          | Legacy    | HO               | Rsv's | DTMJ                     | 31                        | 0        | 1          | 10      | 0          | 0         | 4            | 4            | 0.44          | 0.44         |
| Montclair   | Meritage  | HO               |       | DTMJ                     | 99                        | 0        | 3          | 18      | 0          | 0         | 19           | 19           | 1.24          | 1.24         |
| Beach House II at the Dunes                           | Shea      | MA               |       | DTMJ                     | 92                        | 0        | 2          | 12      | 2          | 0         | 12           | 12           | 1.95          | 1.95         |
| Enclave, The  | Shea      | SS               |       | DTMJ                     | 26                        | 0        | 2          | 7       | 0          | 0         | 4            | 4            | 0.26          | 0.26         |
| Sea House II at The Dunes                             | Shea      | MA               |       | ATMJ                     | 79                        | 4        | 3          | 12      | 1          | 0         | 4            | 4            | 0.65          | 0.65         |
| Surf House II at The Dunes                            | Shea      | MA               |       | DTMJ                     | 48                        | 0        | 0          | 0       | 0          | 0         | 0            | 0            | 0.00          | 0.00         |
| TOTALS: No. Reporting: 9                              |           | Avg. Sales: 0.78 |       | Traffic to Sales: 20 : 1 |                           |          | 19         | 140     | 7          | 0         | 254          | 174          | Net: 7        |              |
| City Codes: HO = Hollister, MA = Marina, SS = Seaside |           |                  |       |                          |                           |          |            |         |            |           |              |              |               |              |

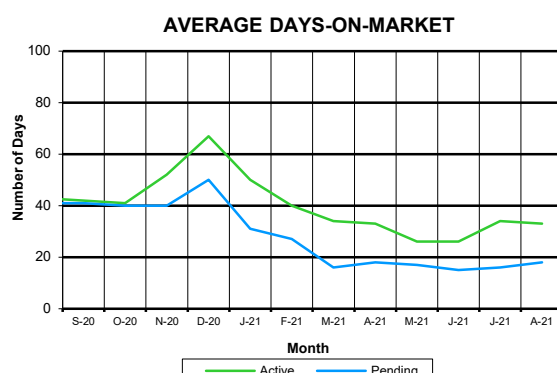
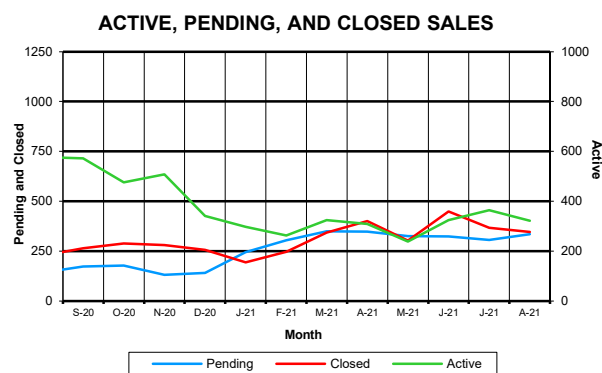
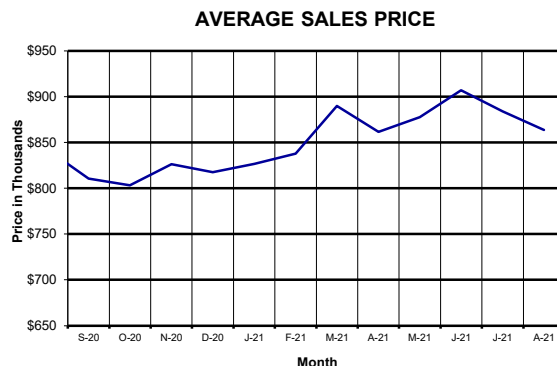
| Fairfield, Vacaville, Suisun, Dixon                                    |                   |                  |       |                          | Projects Participating: 15 |          |            |         |            |           |              | In Area : 18 |               |              |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
|  |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Luminescence at Liberty  | DeNova            | RV               | Rsv's | AASF                     | 164                        | 0        | 4          | 4       | 0          | 0         | 2            | 2            | 0.22          | 0.22         |
| Luminescence at Liberty-Duets  | DeNova            | RV               | Rsv's | AAAT                     | 148                        | 0        | 2          | 5       | 0          | 0         | 4            | 4            | 0.43          | 0.43         |
| Savannah at Homestead  | DR Horton         | DX               |       | DTST                     | 85                         | 0        | 2          | 7       | 1          | 0         | 83           | 68           | 1.72          | 1.89         |
| Copperleaf at Homestead  | KB Home           | DX               |       | DTST                     | 71                         | 0        | 1          | 3       | 0          | 0         | 58           | 46           | 1.31          | 1.28         |
| Creston at One Lake  | Lennar            | FF               |       | DTMJ                     | 70                         | 0        | 1          | 7       | 1          | 0         | 58           | 36           | 1.18          | 1.00         |
| Homestead  | Meritage TSO      | DX               |       | DTMJ                     | 99                         | 0        | TSO        | 22      | 2          | 0         | 42           | 42           | 1.55          | 1.55         |
| Midway Grove at Homestead  | Richmond American | DX               |       | DTMJ                     | 88                         | 0        | 2          | 2       | 1          | 0         | 68           | 35           | 1.17          | 0.97         |
| Sutton at Parklane   | Richmond American | DX               |       | DTMJ                     | 121                        | 0        | 2          | 9       | 0          | 0         | 23           | 23           | 0.93          | 0.93         |
| Farmstead Square   | Taylor Morrison   | VC               |       | DTMJ                     | 130                        | 0        | 4          | 9       | 1          | 0         | 48           | 38           | 1.17          | 1.06         |
| Bristol at Brighton Landing  | The New Home Co   | VC               |       | DTMJ                     | 64                         | 0        | 3          | 9       | 0          | 0         | 61           | 9            | 0.44          | 0.25         |
| Oxford at Brighton Landings  | The New Home Co   | VC               |       | DTMJ                     | 74                         | 0        | 2          | 9       | 0          | 0         | 72           | 29           | 0.53          | 0.81         |
| Sheffield at Brighton Landing  | The New Home Co   | VC               |       | DTMJ                     | 120                        | 0        | 2          | 18      | 1          | 0         | 95           | 40           | 0.78          | 1.11         |
| Marigold at The Villages   | TRI Pointe        | FF               |       | DTMJ                     | 119                        | 0        | 2          | 6       | 1          | 0         | 58           | 48           | 1.29          | 1.33         |
| Shimmer at One Lake  | TRI Pointe        | FF               |       | DTMJ                     | 48                         | 0        | 2          | 25      | 0          | 0         | 36           | 24           | 0.81          | 0.67         |
| Splash at One Lake   | TRI Pointe        | FF               |       | DTMJ                     | 72                         | 0        | 2          | 15      | 1          | 0         | 31           | 31           | 1.06          | 1.06         |
| TOTALS: No. Reporting: 15  |                   | Avg. Sales: 0.60 |       | Traffic to Sales: 17 : 1 |                            |          |            | 31      | 150        | 9         | 0            | 739          | 475           | Net: 9       |
| City Codes: RV = Rio Vista, DX = Dixon, FF = Fairfield, VC = Vacaville |                   |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Bay Area  |                  |                          | Projects Participating: 115 |         |            |           |              | In Area : 155 |           |
|---|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|
|   |                  |                          | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD      | Net Sales |
| GRAND TOTALS: No. Reporting: 114  | Avg. Sales: 0.68 | Traffic to Sales: 16 : 1 | 345                         | 1284    | 82         | 5         | 6148         | 3249          | Net: 77   |
| 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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                  |                          |                             |         |            |           |              |               |           |
| Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out   |                  |                          |                             |         |            |           |              |               |           |

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

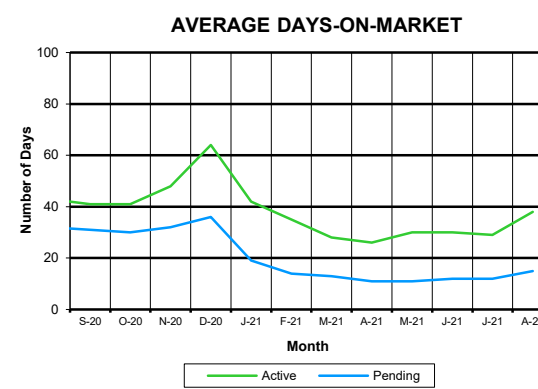
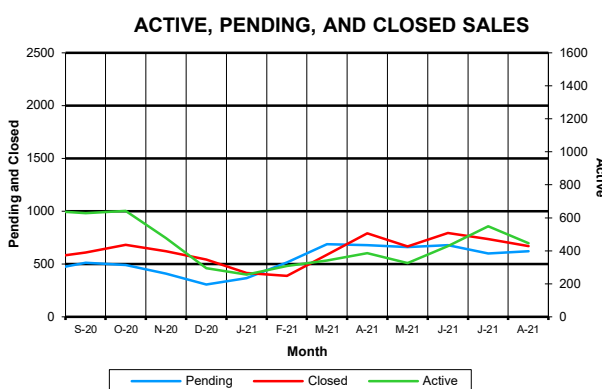
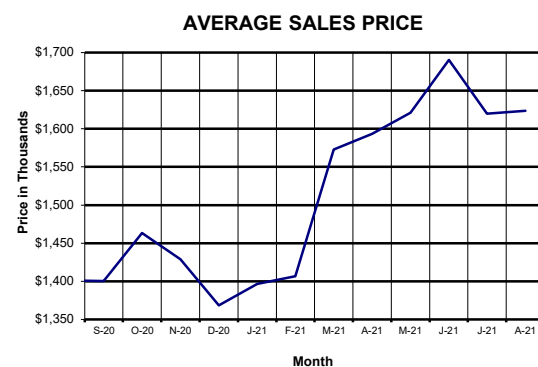
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 298    | 50  | 245   | 31  | 194   | \$826,758  |
| Feb-21 | 263    | 40  | 305   | 27  | 246   | \$837,703  |
| Mar-21 | 324    | 34  | 350   | 16  | 343   | \$889,733  |
| Apr-21 | 309    | 33  | 347   | 18  | 400   | \$861,580  |
| May-21 | 238    | 26  | 325   | 17  | 302   | \$877,643  |
| Jun-21 | 325    | 26  | 324   | 15  | 449   | \$906,946  |
| Jul-21 | 364    | 34  | 306   | 16  | 367   | \$883,790  |
| Aug-21 | 322    | 33  | 335   | 18  | 346   | \$863,487  |



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price  |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-21 | 255    | 42  | 368   | 19  | 414   | \$1,396,636 |
| Feb-21 | 309    | 35  | 516   | 14  | 389   | \$1,406,651 |
| Mar-21 | 342    | 28  | 687   | 13  | 587   | \$1,572,946 |
| Apr-21 | 386    | 26  | 678   | 11  | 791   | \$1,593,508 |
| May-21 | 326    | 30  | 659   | 11  | 665   | \$1,621,132 |
| Jun-21 | 429    | 30  | 680   | 12  | 793   | \$1,690,350 |
| Jul-21 | 548    | 29  | 600   | 12  | 737   | \$1,619,904 |
| Aug-21 | 445    | 38  | 621   | 15  | 669   | \$1,623,724 |

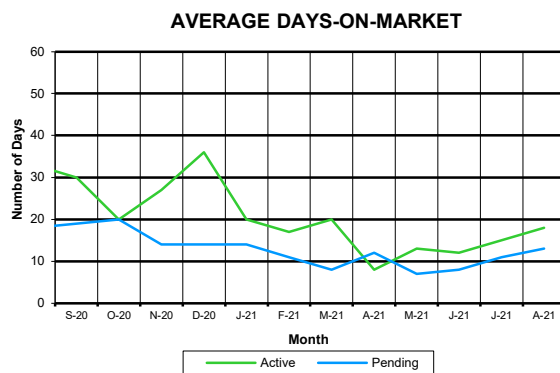
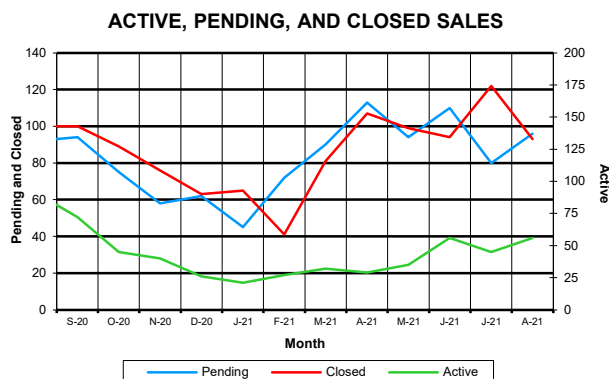




## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

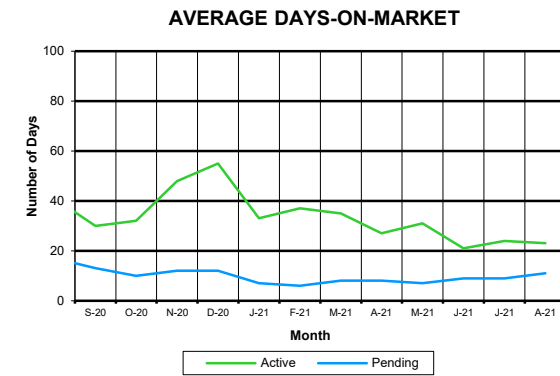
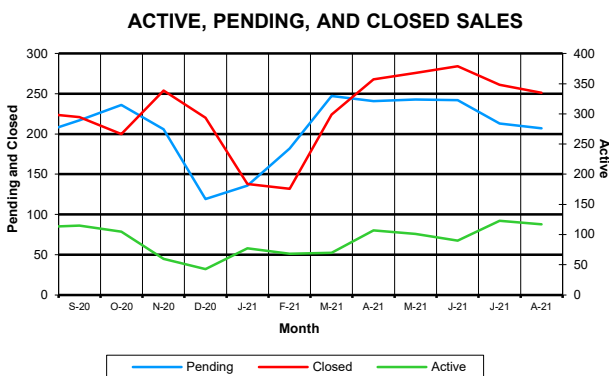
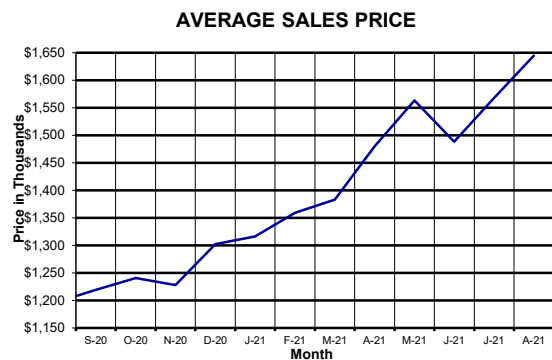
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 21     | 20  | 45    | 14  | 65    | \$730,489  |
| Feb-21 | 27     | 17  | 72    | 11  | 41    | \$745,011  |
| Mar-21 | 32     | 20  | 90    | 8   | 81    | \$787,401  |
| Apr-21 | 29     | 8   | 113   | 12  | 107   | \$811,307  |
| May-21 | 35     | 13  | 94    | 7   | 99    | \$830,770  |
| Jun-21 | 56     | 12  | 110   | 8   | 94    | \$800,119  |
| Jul-21 | 45     | 15  | 80    | 11  | 122   | \$833,465  |
| Aug-21 | 56     | 18  | 96    | 13  | 93    | \$855,670  |



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

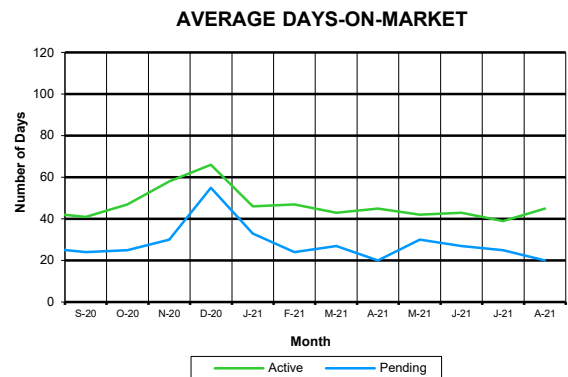
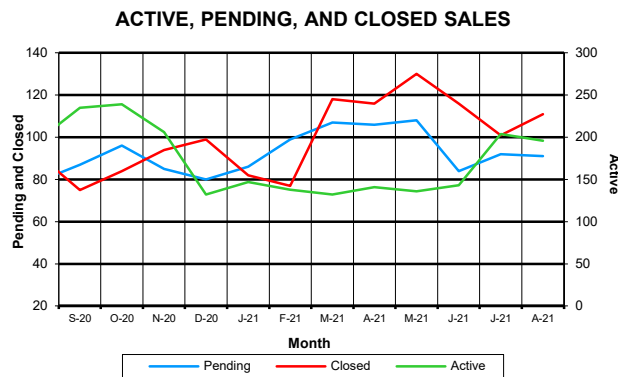
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price  |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-21 | 77     | 33  | 136   | 7   | 138   | \$1,316,049 |
| Feb-21 | 68     | 37  | 182   | 6   | 132   | \$1,358,974 |
| Mar-21 | 70     | 35  | 247   | 8   | 224   | \$1,382,918 |
| Apr-21 | 107    | 27  | 241   | 8   | 268   | \$1,479,584 |
| May-21 | 101    | 31  | 243   | 7   | 276   | \$1,563,547 |
| Jun-21 | 90     | 21  | 242   | 9   | 284   | \$1,488,514 |
| Jul-21 | 123    | 24  | 213   | 9   | 261   | \$1,568,178 |
| Aug-21 | 117    | 23  | 207   | 11  | 251   | \$1,645,099 |





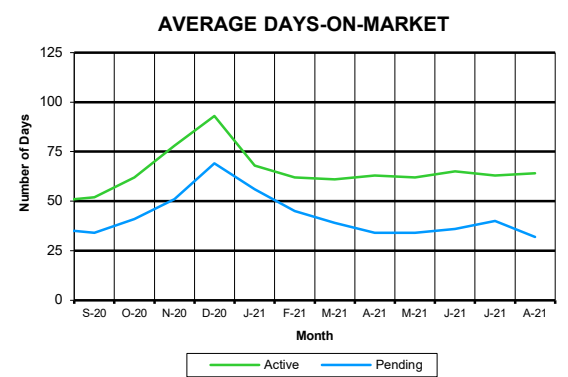
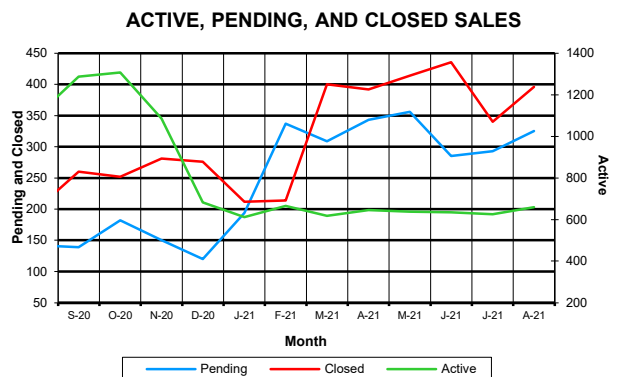
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 147    | 46  | 86    | 33  | 82    | \$627,074  |
| Feb-21 | 138    | 47  | 99    | 24  | 77    | \$645,576  |
| Mar-21 | 132    | 43  | 107   | 27  | 118   | \$682,435  |
| Apr-21 | 141    | 45  | 106   | 20  | 116   | \$671,001  |
| May-21 | 136    | 42  | 108   | 30  | 130   | \$692,361  |
| Jun-21 | 143    | 43  | 84    | 27  | 116   | \$703,022  |
| Jul-21 | 204    | 39  | 92    | 25  | 101   | \$695,719  |
| Aug-21 | 196    | 45  | 91    | 20  | 111   | \$673,099  |



## San Francisco Attd. Monthly MLS Survey

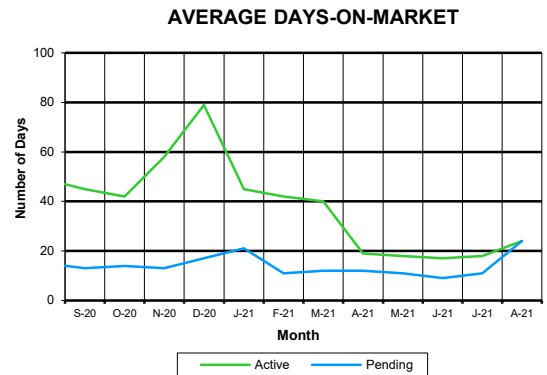
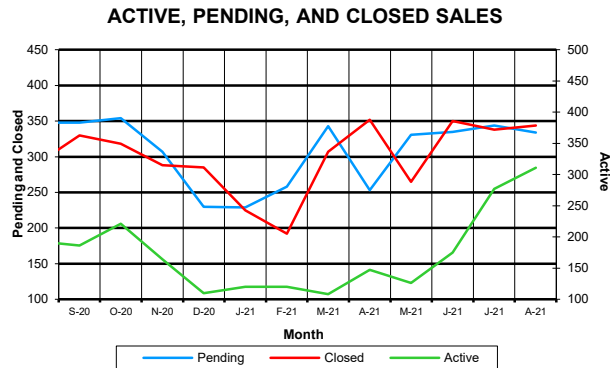
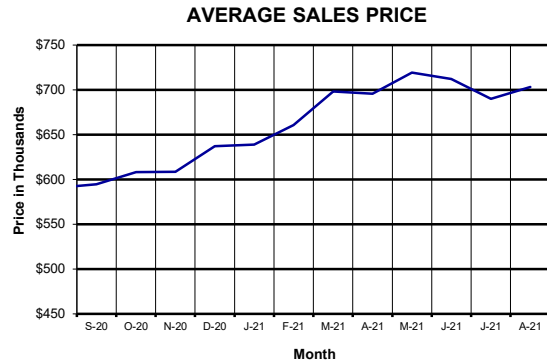
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price  |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-21 | 611    | 68  | 194   | 56  | 212   | \$1,235,108 |
| Feb-21 | 665    | 62  | 337   | 45  | 214   | \$1,304,482 |
| Mar-21 | 618    | 61  | 309   | 39  | 400   | \$1,347,677 |
| Apr-21 | 646    | 63  | 343   | 34  | 392   | \$1,359,977 |
| May-21 | 637    | 62  | 356   | 34  | 414   | \$1,388,205 |
| Jun-21 | 634    | 65  | 285   | 36  | 436   | \$1,392,140 |
| Jul-21 | 625    | 63  | 293   | 40  | 340   | \$1,382,088 |
| Aug-21 | 660    | 64  | 325   | 32  | 396   | \$1,882,962 |



## E. Contra Costa SFD Monthly MLS Survey

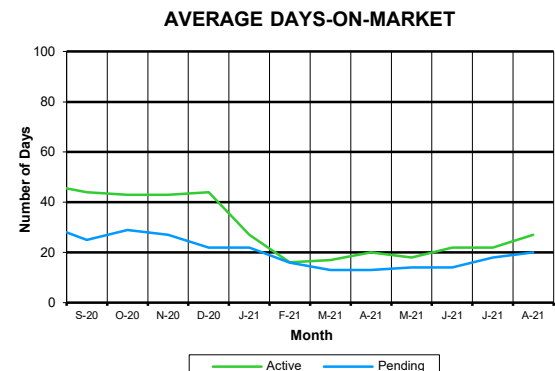
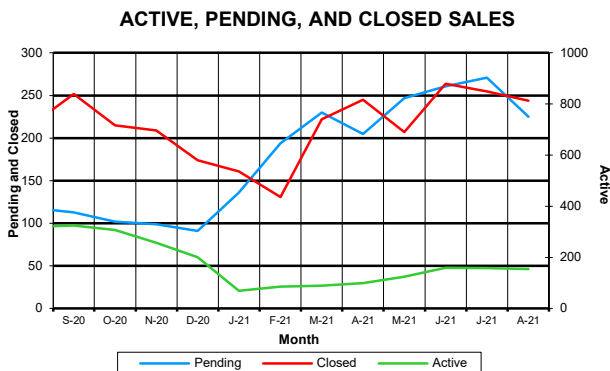
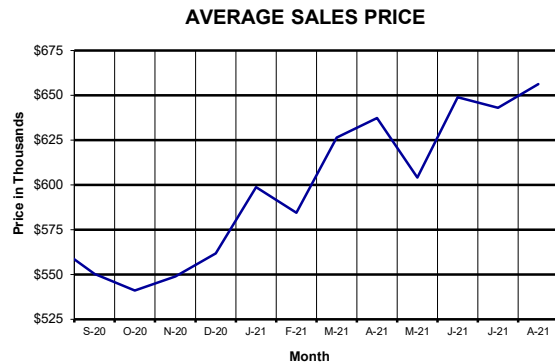
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 120    | 45  | 229   | 21  | 225   | \$639,053  |
| Feb-21 | 120    | 42  | 258   | 11  | 192   | \$660,758  |
| Mar-21 | 108    | 40  | 343   | 12  | 307   | \$698,352  |
| Apr-21 | 147    | 19  | 253   | 12  | 352   | \$695,542  |
| May-21 | 126    | 18  | 331   | 11  | 265   | \$719,453  |
| Jun-21 | 175    | 17  | 335   | 9   | 350   | \$712,251  |
| Jul-21 | 277    | 18  | 344   | 11  | 338   | \$690,100  |
| Aug-21 | 311    | 24  | 334   | 24  | 344   | \$703,090  |



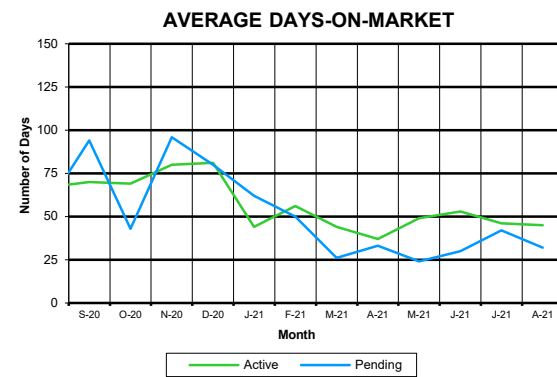
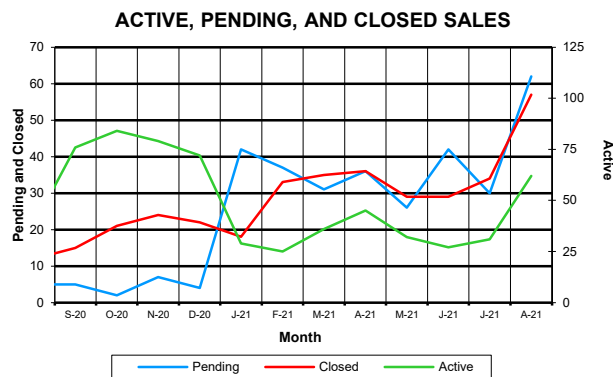
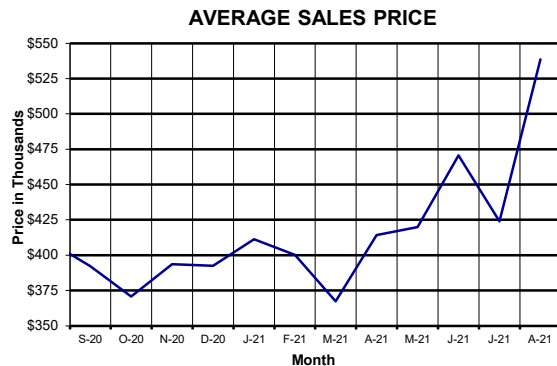
## Fairfield-Vacaville SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 69     | 27  | 136   | 22  | 161   | \$598,708  |
| Feb-21 | 85     | 16  | 194   | 16  | 131   | \$584,418  |
| Mar-21 | 89     | 17  | 230   | 13  | 222   | \$626,553  |
| Apr-21 | 99     | 20  | 205   | 13  | 245   | \$637,379  |
| May-21 | 125    | 18  | 247   | 14  | 207   | \$604,239  |
| Jun-21 | 160    | 22  | 261   | 14  | 264   | \$648,973  |
| Jul-21 | 158    | 22  | 271   | 18  | 255   | \$643,117  |
| Aug-21 | 155    | 27  | 225   | 20  | 244   | \$656,348  |



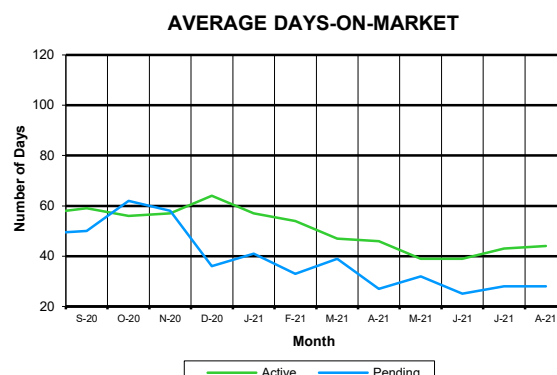
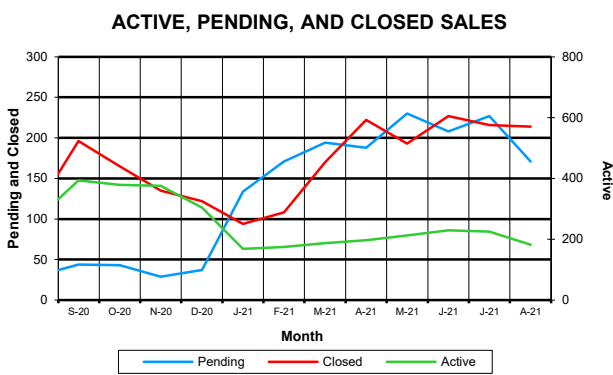
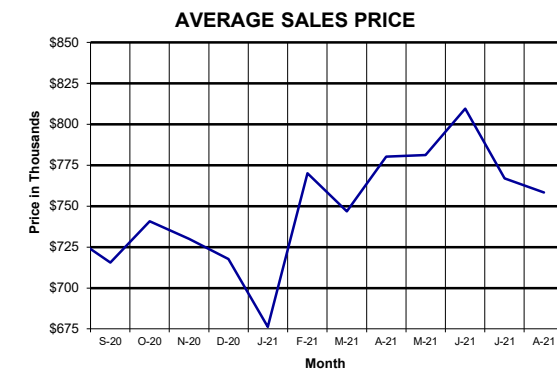
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 29     | 44  | 42    | 62  | 18    | \$411,338  |
| Feb-21 | 25     | 56  | 37    | 50  | 33    | \$400,166  |
| Mar-21 | 36     | 44  | 31    | 26  | 35    | \$367,216  |
| Apr-21 | 45     | 37  | 36    | 33  | 36    | \$414,122  |
| May-21 | 32     | 49  | 26    | 24  | 29    | \$419,958  |
| Jun-21 | 27     | 53  | 42    | 30  | 29    | \$470,551  |
| Jul-21 | 31     | 46  | 30    | 42  | 34    | \$423,838  |
| Aug-21 | 62     | 45  | 62    | 32  | 57    | \$538,690  |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 169    | 57  | 134   | 41  | 94    | 676,196    |
| Feb-21 | 175    | 54  | 171   | 33  | 108   | 770,119    |
| Mar-21 | 187    | 47  | 194   | 39  | 170   | 746,815    |
| Apr-21 | 197    | 46  | 188   | 27  | 222   | 780,382    |
| May-21 | 213    | 39  | 230   | 32  | 193   | 781,311    |
| Jun-21 | 230    | 39  | 208   | 25  | 227   | 809,641    |
| Jul-21 | 225    | 43  | 227   | 28  | 216   | 766,970    |
| Aug-21 | 182    | 44  | 171   | 28  | 214   | 758,336    |



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

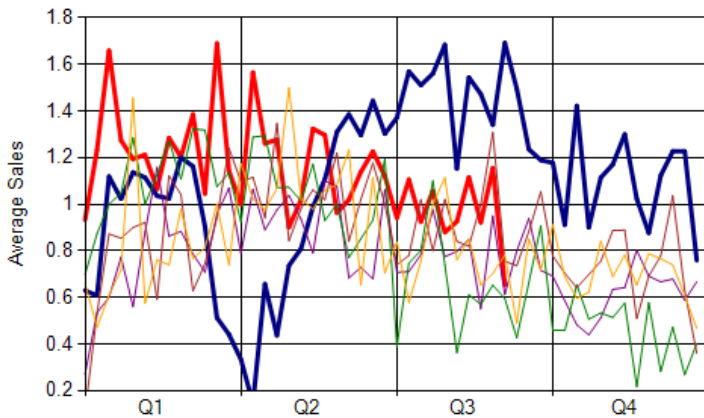
## Central Valley

Ending: Sunday, September 12, 2021

Week 36

| Counties / Groups            |  |                        |               | Projects   | Traffic     | Sales       | Cancels     | Net Sales   | Avg. Sales  | Year to Date Avg. | Diff.       | Prev. 13 Wks. Avg. | Diff.       |
|------------------------------|--|------------------------|---------------|------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------|--------------------|-------------|
| Tracy/Mountain House         |  |                        |               | 19         | 393         | 11          | 1           | 10          | 0.53        | 1.04              | -50%        | 0.90               | -42%        |
| San Joaquin County           |  |                        |               | 29         | 596         | 29          | 2           | 27          | 0.93        | 1.19              | -22%        | 1.16               | -20%        |
| Stanislaus County            |  |                        |               | 4          | 32          | 5           | 1           | 4           | 1.00        | 1.14              | -12%        | 1.15               | -13%        |
| Merced County                |  |                        |               | 17         | 113         | 11          | 4           | 7           | 0.41        | 1.31              | -69%        | 0.90               | -54%        |
| Madera County                |  |                        |               | 6          | 25          | 4           | 1           | 3           | 0.50        | 1.04              | -52%        | 1.01               | -51%        |
| Fresno County                |  |                        |               | 26         | 91          | 19          | 4           | 15          | 0.58        | 1.05              | -45%        | 1.07               | -46%        |
| <b>Current Week Totals</b>   |  | <b>Traffic : Sales</b> | <b>16 : 1</b> | <b>101</b> | <b>1250</b> | <b>79</b>   | <b>13</b>   | <b>66</b>   | <b>0.65</b> | <b>1.14</b>       | <b>-43%</b> | <b>1.04</b>        | <b>-37%</b> |
| Per Project Average          |  |                        |               |            | 12          | 0.78        | 0.13        | 0.65        |             |                   |             |                    |             |
| <b>Year Ago - 09/13/2020</b> |  | <b>Traffic : Sales</b> | <b>12 : 1</b> | <b>93</b>  | <b>1929</b> | <b>158</b>  | <b>19</b>   | <b>139</b>  | <b>1.49</b> | <b>1.12</b>       | <b>33%</b>  | <b>1.46</b>        | <b>3%</b>   |
| <b>% Change</b>              |  |                        |               | <b>9%</b>  | <b>-35%</b> | <b>-50%</b> | <b>-32%</b> | <b>-53%</b> | <b>-56%</b> | <b>2%</b>         |             | <b>-29%</b>        |             |

52 Weeks Comparison



Year to Date Averages Through Week 36

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2016 | 47                   | 27                  | 1.00              | 0.12                | 0.88               | 0.81                      |
| ■            | 2017 | 50                   | 30                  | 1.04              | 0.11                | 0.93               | 0.87                      |
| ■            | 2018 | 68                   | 23                  | 1.12              | 0.17                | 0.95               | 0.80                      |
| ■            | 2019 | 78                   | 23                  | 0.97              | 0.14                | 0.82               | 0.77                      |
| ■            | 2020 | 85                   | 22                  | 1.31              | 0.20                | 1.11               | 1.11                      |
| ■            | 2021 | 105                  | 16                  | 1.26              | 0.12                | 1.14               | 1.14                      |
| % Change:    |      | 24%                  | -28%                | -4%               | -42%                | 3%                 | 3%                        |

\* 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>APR</b>   | <p>After rising for three weeks, mortgage rates came back down a bit last week, but it didn't seem to have much effect on mortgage demand. Total application volume rose 1.6% last week compared with the previous week, according to the Mortgage Bankers Association's seasonally adjusted index. The average contract interest rate for 30-year fixed mortgages with conforming loan balances (\$548,250 or less) decreased to 3.03% from 3.06%, with points falling to 0.29 from 0.34 (including the origination fee) for loans with a 20% down payment. "Treasury yields fell last week, as investors continue to anxiously monitor if the rise in COVID-19 cases in several states starts to dampen economic activity. Mortgage rates slightly declined as a result," said Joel Kan, an MBA economist. Applications for a loan to purchase a home increased 3% for the week but were 16% lower than the same week one year ago. Homebuyers are hitting an affordability wall, and the supply of homes for sale, while increasing slightly, is still far too low. "The purchase index was at its highest level since early July, despite still continuing to lag 2020's pace," said Kan, adding, "There was also some easing in average loan sizes, which is potentially a sign that more first-time buyers looking for lower-priced homes are being helped by the recent uptick in for-sale inventory for both newly built homes and existing homes." Source: Diana Olick CNBC Real Estate</p> |
| <b>FHA</b>         | <b>2.76%</b> | <b>2.97%</b> |  |
|                    | <b>2.25%</b> | <b>2.91%</b> |  |
| <b>10 Yr Yield</b> | <b>1.32%</b> |              |  |



| Development Name   | Developer   | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|--|-------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Tracy/Mountain House                                       |             |                  |       |                          | Projects Participating: 20 |          |            |         |            |           |              | In Area : 20 |               |              |
|  |             |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Magnolia Park  | Bright TSO  | TR               |       | DTMJ                     | 42                         | 0        | TSO        | N/A     | 0          | 0         | 39           | 16           | 0.72          | 0.44         |
| Heritage at College Park                                   | Century S/O | MH               |       | DTMJ                     | 96                         | 0        | S/O        | 25      | 1          | 0         | 96           | 33           | 0.90          | 0.92         |
| Legacy at College Park                                     | Century     | MH               |       | DTMJ                     | 133                        | 0        | 3          | 76      | 0          | 0         | 62           | 52           | 1.40          | 1.44         |
| Portfolio at College Park                                  | Century     | MH               |       | DTST                     | 112                        | 0        | 2          | 53      | 2          | 0         | 70           | 58           | 1.59          | 1.61         |
| Provenance at College Park                                 | Century     | MH               |       | DTMJ                     | 68                         | 0        | 1          | 12      | 0          | 0         | 67           | 18           | 0.78          | 0.50         |
| Reflection at College Park                                 | Century     | MH               |       | DTMJ                     | 87                         | 0        | 2          | 15      | 0          | 0         | 85           | 26           | 0.99          | 0.72         |
| Hartwell at Ellis  | Landsea     | TR               | Rsv's | DTMJ                     | 121                        | 0        | 1          | 0       | 0          | 0         | 11           | 11           | 1.35          | 1.35         |
| Kinbridge at Ellis   | Landsea     | TR               | Rsv's | DTMJ                     | 83                         | 0        | 2          | 0       | 0          | 0         | 11           | 11           | 1.35          | 1.35         |
| Amber at Tracy Hills                                       | Lennar      | TH               |       | DTMJ                     | 160                        | 0        | 4          | 23      | 0          | 0         | 123          | 33           | 0.98          | 0.92         |
| Larimar at Tracy Hills                                     | Lennar      | TH               |       | DTMJ                     | 133                        | 0        | 4          | 7       | 0          | 0         | 106          | 30           | 0.85          | 0.83         |
| Pearl at Tracy Hills                                       | Lennar TSO  | TH               |       | DTMJ                     | 200                        | 0        | TSO        | 27      | 0          | 0         | 111          | 43           | 0.87          | 1.19         |
| Topaz at Tracy Hills                                       | Lennar      | TH               |       | DTMJ                     | 139                        | 0        | 2          | 23      | 0          | 0         | 89           | 38           | 0.88          | 1.06         |
| Vantage at Tracy Hills                                     | Meritage    | TH               |       | DTMJ                     | 182                        | 0        | 1          | 19      | 2          | 1         | 166          | 49           | 1.26          | 1.36         |
| Blissagaray Ranch  | Ponderosa   | TR               |       | DTMJ                     | 47                         | 0        | 2          | 7       | 1          | 0         | 42           | 16           | 0.35          | 0.44         |
| Bergamo at Mountain House                                  | Shea        | MH               |       | DTMJ                     | 137                        | 0        | 3          | 10      | 0          | 0         | 51           | 51           | 1.90          | 1.90         |
| Briar Square at Mountain House                             | Shea        | MH               |       | DTMJ                     | 173                        | 0        | 1          | 8       | 1          | 0         | 151          | 62           | 1.77          | 1.72         |
| Blair at Tracy Hills                                       | Shea        | TH               |       | DTMJ                     | 70                         | 0        | 1          | 36      | 0          | 0         | 65           | 65           | 1.79          | 1.81         |
| Langston at Mountain House                                 | Shea TSO    | MH               |       | ATMJ                     | 131                        | 0        | TSO        | 39      | 3          | 0         | 124          | 22           | 1.46          | 0.61         |
| Berkshire at Ellis   | Woodside    | TR               |       | DTMJ                     | 95                         | 0        | 1          | 10      | 1          | 0         | 79           | 43           | 1.23          | 1.19         |
| Zephyr at Ellis  | Woodside    | TR               |       | DTMJ                     | 76                         | 0        | 2          | 3       | 0          | 0         | 74           | 24           | 1.15          | 0.67         |
| TOTALS: No. Reporting: 19                                  |             | Avg. Sales: 0.53 |       | Traffic to Sales: 36 : 1 |                            |          |            | 32      | 393        | 11        | 1            | 1622         | 701           | Net: 10      |
| City Codes: TR= Tracy, MH= Mountain House, TH= Tracy Hills |             |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Stockton/Lodi                        |                   |    |                          | Projects Participating: 8 |          |            |         |            |           |              | In Area : 8 |               |              |
|--------------------------------------|-------------------|----|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
|                                      |                   |    |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sls /Week | Av. Sls /YTD |
| Palomino at Westlake                 | DR Horton         | SK | DTMJ                     | 116                       | 0        | 5          | 17      | 0          | 0         | 48           | 48          | 1.79          | 1.79         |
| Aspire at River Terrace II           | K Hovnanian       | SK | DTMJ                     | 107                       | 0        | 2          | 4       | 1          | 0         | 40           | 40          | 1.81          | 1.81         |
| Encantada at Vineyard Terrace        | K Hovnanian       | LD | DTMJ                     | 108                       | 0        | 2          | 10      | 2          | 0         | 85           | 43          | 1.00          | 1.19         |
| Montevello II                        | KB Home TSO       | SK | DTST                     | 154                       | 0        | TSO        | 26      | 2          | 0         | 58           | 45          | 1.30          | 1.25         |
| Santorini                            | KB Home           | SK | DTMJ                     | 86                        | 0        | 2          | 21      | 1          | 0         | 8            | 8           | 1.37          | 1.37         |
| Verona at Destinations               | KB Home           | SK | ATMJ                     | 106                       | 0        | 5          | 6       | 1          | 1         | 24           | 24          | 1.15          | 1.15         |
| Keys at Westlake                     | Lennar            | SK | DTMJ                     | 101                       | 0        | 1          | 21      | 0          | 0         | 47           | 28          | 0.76          | 0.78         |
| Seasons at Westlake Village          | Richmond American | SK | DTMJ                     | 41                        | 0        | 1          | 0       | 0          | 0         | 40           | 13          | 0.74          | 0.36         |
| TOTALS: No. Reporting: 8             | Avg. Sales: 0.75  |    | Traffic to Sales: 15 : 1 |                           |          |            | 18      | 105        | 7         | 1            | 350         | 249           | Net: 6       |
|                                      |                   |    |                          |                           |          |            |         |            |           |              |             |               |              |
| City Codes: SK = Stockton, LD = Lodi |                   |    |                          |                           |          |            |         |            |           |              |             |               |              |

| Development Name                       | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |                |               |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| San Joaquin County                     |                   |                  |       |                          | Projects Participating: 21 |          |            |         |            |           |              | In Area : 21 |                |               |
|  |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sl's /Week | Av. Sl's /YTD |
| Haven at River Islands                 | Anthem United     | LP               |       | DTMJ                     | 128                        | 0        | 1          | 24      | 0          | 0         | 125          | 31           | 1.01           | 0.86          |
| Turnleaf at the Collective             | Anthem United     | MN               |       | AASF                     | 84                         | 4        | 1          | 15      | 3          | 0         | 58           | 41           | 0.54           | 1.14          |
| Griffin Park                           | Atherton          | MN               |       | DTMJ                     | 156                        | 4        | 2          | 92      | 4          | 0         | 22           | 22           | 2.37           | 2.37          |
| Haven Villas at Sundance               | KB Home TSO       | MN               |       | DTMJ                     | 235                        | 0        | TSO        | 22      | 2          | 0         | 174          | 49           | 1.51           | 1.36          |
| Riverchase at Stanford Crossing        | KB Home           | LP               |       | DTMJ                     | 96                         | 0        | 3          | 8       | 1          | 0         | 54           | 54           | 1.63           | 1.63          |
| Balboa at River Islands                | Kiper             | LP               |       | DTMJ                     | 77                         | 0        | 2          | 24      | 0          | 0         | 19           | 19           | 1.68           | 1.68          |
| Catalina II at River Islands           | Kiper             | LP               |       | DTMJ                     | 101                        | 0        | 3          | 31      | 1          | 0         | 31           | 31           | 1.15           | 1.15          |
| Bella Vista Oakwood Shores II          | Lafferty          | MN               |       | DTMJ                     | 157                        | 0        | 4          | 17      | 0          | 0         | 103          | 12           | 0.36           | 0.33          |
| Horizon at River Islands               | Lennar            | LP               |       | DTMJ                     | 143                        | 0        | 3          | 10      | 0          | 0         | 40           | 40           | 1.37           | 1.37          |
| Arbor Bend - Cypress                   | Meritage          | MN               |       | DTMJ                     | 175                        | 0        | 3          | 18      | 0          | 0         | 41           | 41           | 1.41           | 1.41          |
| Arbor Bend- Linden                     | Meritage          | MN               |       | DTMJ                     | 268                        | 0        | 3          | 52      | 0          | 0         | 43           | 43           | 1.48           | 1.48          |
| Sunset at River Islands                | Pulte TSO         | LP               |       | DTMJ                     | 122                        | 0        | TSO        | 32      | 4          | 0         | 58           | 58           | 1.70           | 1.70          |
| Domain at Terra Ranch                  | Richmond American | MN               |       | DTMJ                     | 50                         | 0        | 3          | 5       | 2          | 1         | 45           | 45           | 1.49           | 1.49          |
| Encore at Stanford Crossing            | Richmond American | LP               |       | DTMJ                     | 104                        | 0        | 1          | 15      | 1          | 0         | 14           | 14           | 1.58           | 1.58          |
| Northpointe at Stanford Crossing       | Richmond American | LP               |       | DTMJ                     | 91                         | 0        | 3          | 0       | 0          | 0         | 88           | 39           | 1.20           | 1.08          |
| Seasons at Stanford Crossing           | Richmond American | LP               |       | DTST                     | 89                         | 4        | 2          | 8       | 3          | 0         | 67           | 66           | 1.85           | 1.83          |
| Venture at The Collective              | Taylor Morrison   | MN               |       | DTMJ                     | 115                        | 0        | 1          | 12      | 1          | 0         | 80           | 50           | 0.77           | 1.39          |
| Breakwater at River Islands            | TRI Pointe        | LP               |       | DTMJ                     | 106                        | 0        | 2          | 4       | 0          | 0         | 100          | 50           | 1.54           | 1.39          |
| Origin at the Collective               | Trumark           | MN               |       | DTMJ                     | 59                         | 0        | 1          | 11      | 0          | 0         | 56           | 37           | 0.55           | 1.03          |
| Hideaway at River Islands              | Van Daele         | LP               |       | DTMJ                     | 120                        | 0        | 1          | 28      | 0          | 0         | 90           | 38           | 1.50           | 1.06          |
| Veranda at River Islands               | Van Daele         | LP               |       | DTMJ                     | 101                        | 0        | 1          | 63      | 0          | 0         | 50           | 50           | 1.66           | 1.66          |
| TOTALS: No. Reporting: 21              |                   | Avg. Sales: 1.00 |       | Traffic to Sales: 22 : 1 |                            |          |            | 40      | 491        | 22        | 1            | 1358         | 830            | Net: 21       |
| City Codes: LP = Lathrop, MN = Manteca |                   |                  |       |                          |                            |          |            |         |            |           |              |              |                |               |

| Stanislaus County  |             |                  |      | Projects Participating: 4 |          |            |         |            |           |              | In Area : 4 |                |               |
|--|-------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
|  |             |                  |      | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Edgewater  | DR Horton   | WF               | DTST | 22                        | 0        | 7          | 3       | 1          | 1         | 13           | 13          | 0.80           | 0.80          |
| Aspire at Apricot Grove II                               | K Hovnanian | FR               | DTMJ | 150                       | 0        | 2          | 10      | 1          | 0         | 37           | 37          | 3.28           | 3.28          |
| Fieldstone   | KB Home     | HG               | DTST | 69                        | 4        | 3          | 14      | 2          | 0         | 48           | 48          | 1.40           | 1.40          |
| Turnleaf at Patterson Ranch                              | KB Home     | FR               | DTST | 190                       | 4        | 3          | 5       | 1          | 0         | 110          | 47          | 1.52           | 1.31          |
| TOTALS: No. Reporting: 4                                 |             | Avg. Sales: 1.00 |      | Traffic to Sales: 6 : 1   |          |            | 15      | 32         | 5         | 1            | 208         | 145            | Net: 4        |
| City Codes: WF = Waterford, FR = Patterson, HG = Hughson |             |                  |      |                           |          |            |         |            |           |              |             |                |               |

| Development Name   | Developer           | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |  |  |  |  |
|--|---------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|--|--|--|--|
| Merced County  |                     |                  |       |                          | Projects Participating: 18 |          |            |         |            |           |              | In Area : 18 |               |              |  |  |  |  |
|  |                     |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |  |  |  |  |
| Summer Creek   | Bright              | MD               |       | DTMJ                     | 120                        | 0        | 6          | N/A     | 0          | 0         | 100          | 36           | 0.82          | 1.00         |  |  |  |  |
| Solera II  | Century             | MD               |       | DTMJ                     | 113                        | 4        | 2          | 5       | 3          | 0         | 92           | 81           | 2.04          | 2.25         |  |  |  |  |
| Bell Crossing  | DR Horton           | AT               |       | DTST                     | 151                        | 0        | 2          | 6       | 1          | 0         | 146          | 76           | 1.65          | 2.11         |  |  |  |  |
| Monterra   | DR Horton TSO       | MD               |       | DTST                     | 165                        | 0        | TSO        | 17      | 0          | 0         | 146          | 70           | 1.65          | 1.94         |  |  |  |  |
| Pacheco Pointe   | DR Horton TSO       | LB               |       | DTST                     | 64                         | 0        | TSO        | 0       | 0          | 0         | 53           | 53           | 1.65          | 1.65         |  |  |  |  |
| Panorama   | DR Horton           | MD               |       | DTST                     | 192                        | 0        | 2          | 18      | 0          | 0         | 143          | 60           | 1.20          | 1.67         |  |  |  |  |
| Stoneridge South   | DR Horton           | MD               |       | DTST                     | 69                         | 4        | 3          | 14      | 3          | 1         | 55           | 55           | 1.82          | 1.82         |  |  |  |  |
| Villas, The  | DR Horton           | LB               |       | DTST                     | 83                         | 0        | 2          | 5       | 2          | 1         | 58           | 58           | 1.80          | 1.80         |  |  |  |  |
| Aspire at Bellevue Ranch II  | K Hovnanian TSO     | MD               |       | DTST                     | 175                        | 0        | TSO        | 4       | 1          | 0         | 156          | 56           | 1.08          | 1.56         |  |  |  |  |
| Manzanita  | Legacy              | LT               |       | DTMJ                     | 172                        | 0        | 2          | 11      | 0          | 0         | 156          | 36           | 0.96          | 1.00         |  |  |  |  |
| Sunflower  | Legacy              | MD               | Rsv's | DTST                     | 143                        | 0        | 2          | 4       | 0          | 0         | 131          | 40           | 0.94          | 1.11         |  |  |  |  |
| The Pointe at Stonecreek   | Legacy              | LB               |       | DTMJ                     | 109                        | 0        | 10         | 20      | 0          | 0         | 1            | 1            | 0.44          | 0.44         |  |  |  |  |
| Moraga - Summer II   | Lennar              | MD               |       | DTMJ                     | 115                        | 0        | 5          | 1       | 0          | 0         | 86           | 63           | 1.36          | 1.75         |  |  |  |  |
| Bellevue Ranch Phase 6   | Stonefield Home     | MD               |       | DTST                     | 18                         | 0        | 3          | 0       | 0          | 0         | 10           | 10           | 1.23          | 1.23         |  |  |  |  |
| Cypress Terrace  | Stonefield Home     | MD               |       | DTST                     | 90                         | 0        | 2          | 0       | 0          | 0         | 88           | 21           | 0.83          | 0.58         |  |  |  |  |
| Shaunessey Village   | Stonefield Home S/O | LB               |       | DTST                     | 94                         | 0        | S/O        | 0       | 1          | 0         | 94           | 38           | 1.00          | 1.06         |  |  |  |  |
| Sunrise Ranch  | Stonefield Home     | LB               |       | ATST                     | 14                         | 0        | 3          | 3       | 0          | 0         | 4            | 4            | 0.82          | 0.82         |  |  |  |  |
| Villas II, The   | Stonefield Home     | LB               |       | DTST                     | 191                        | 0        | 4          | 5       | 0          | 2         | 42           | 42           | 1.27          | 1.27         |  |  |  |  |
| TOTALS: No. Reporting: 17  |                     | Avg. Sales: 0.41 |       | Traffic to Sales: 10 : 1 |                            |          |            | 48      | 113        | 11        | 4            | 1561         | 800           | Net: 7       |  |  |  |  |
| City Codes: MD= Merced, AT= Atwater, LB= Los Banos, LT= Livingston |                     |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |  |  |  |  |

| Madera County             |             |                  |      |                         | Projects Participating: 6 |          |            |         |            |           |              | In Area : 6 |               |              |
|---------------------------|-------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
|                           |             |                  |      |                         | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sls /Week | Av. Sls /YTD |
| Aspire at River Bend      | K Hovnanian | MDA              | DTMJ | 171                     | 0                         | 2        | 9          | 1       | 0          | 133       | 40           | 1.06        | 1.11          |              |
| Fielding Cottages         | KB Home     | MDA              | DTST | 95                      | 0                         | 2        | 5          | 1       | 0          | 84        | 70           | 2.00        | 1.94          |              |
| Fielding Villas           | KB Home     | MDA              | DTST | 87                      | 0                         | 4        | 3          | 0       | 0          | 48        | 44           | 1.14        | 1.22          |              |
| Riverstone - Clementine I | Lennar      | MDA              | DTST | 108                     | 0                         | 1        | 3          | 0       | 0          | 25        | 25           | 0.75        | 0.75          |              |
| Riverstone Coronet        | Lennar      | MDA              | DTST | 103                     | 0                         | 1        | 5          | 2       | 0          | 91        | 53           | 1.40        | 1.47          |              |
| Riverstone Skye II        | Lennar      | MDA              | DTST | 67                      | 0                         | 2        | 0          | 0       | 1          | 65        | 29           | 1.10        | 0.81          |              |
| TOTALS: No. Reporting: 6  |             | Avg. Sales: 0.50 |      | Traffic to Sales: 6 : 1 |                           |          | 12         | 25      | 4          | 1         | 446          | 261         | Net: 3        |              |
| City Codes: MDA = Madera  |             |                  |      |                         |                           |          |            |         |            |           |              |             |               |              |

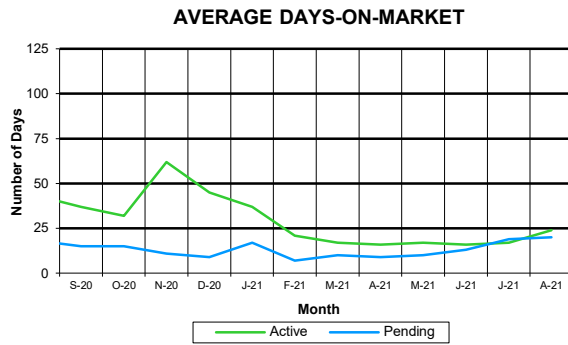
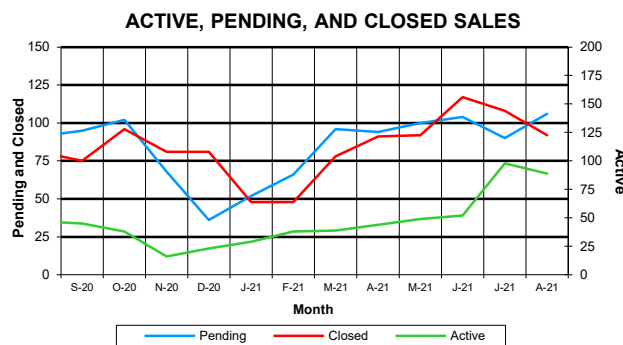
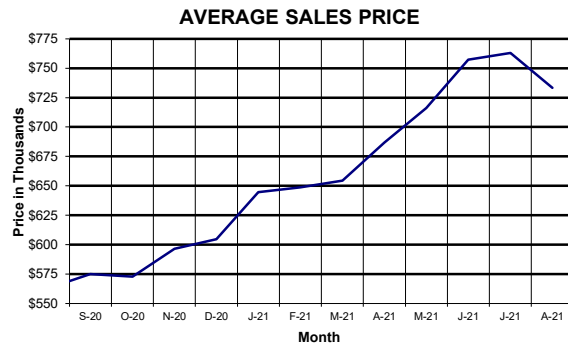


| Development Name  | Developer   | City Code        | Notes | Type                    |                            |          |            |         |            |           |              |              |                |               |
|---|-------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| Fresno County   |             |                  |       |                         | Projects Participating: 26 |          |            |         |            |           |              | In Area : 29 |                |               |
|   |             |                  |       |                         | Units                      | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD     | Avg. Sls /Week | Avg. Sls /YTD |
| Arroyo at Loma Vista  | Century     | CV               |       | DTMJ                    | 132                        | 0        | 1          | 0       | 2          | 0         | 131          | 118          | 1.41           | 3.28          |
| Locan Point   | Century     | FR               |       | DTST                    | 248                        | 4        | 3          | 7       | 1          | 0         | 240          | 80           | 1.71           | 2.22          |
| Market Place  | Century     | FR               |       | DTMJ                    | 215                        | 0        | 5          | 6       | 1          | 0         | 201          | 80           | 1.90           | 2.22          |
| Meadowood II  | Century     | FR               |       | ATMJ                    | 127                        | 0        | 3          | 2       | 0          | 0         | 15           | 15           | 2.39           | 2.39          |
| Monarch   | Century     | KB               |       | DTMJ                    | 64                         | 0        | 6          | 0       | 0          | 0         | 1            | 1            | 0.16           | 0.16          |
| Olivewood   | Century     | FR               |       | DTMJ                    | 169                        | 0        | 1          | 12      | 1          | 0         | 21           | 21           | 1.60           | 1.60          |
| River Pointe  | DR Horton   | REE              |       | DTMJ                    | 84                         | 0        | 2          | 3       | 0          | 0         | 38           | 38           | 1.66           | 1.66          |
| Aspire at Sunnyside   | K Hovnanian | FO               |       | DTST                    | 132                        | 0        | 4          | 4       | 0          | 0         | 122          | 28           | 0.94           | 0.78          |
| Marshall Estates  | KB Home     | FO               |       | DTST                    | 76                         | 0        | 2          | 24      | 2          | 0         | 25           | 25           | 3.02           | 3.02          |
| Seville   | KB Home     | FR               |       | DTST                    | 129                        | 0        | 2          | 3       | 1          | 1         | 116          | 65           | 1.50           | 1.81          |
| Anatole- Clementine   | Lennar      | FR               |       | DTMJ                    | 111                        | 0        | 2          | 0       | 1          | 0         | 32           | 32           | 1.29           | 1.29          |
| Anatole- Coronet  | Lennar      | FR               |       | DTMJ                    | 56                         | 4        | 3          | 3       | 4          | 0         | 38           | 38           | 1.53           | 1.53          |
| Arboralla - Clementine  | Lennar      | CV               |       | DTST                    | 137                        | 0        | 2          | 3       | 0          | 0         | 35           | 35           | 1.60           | 1.60          |
| Bella Vista Skye  | Lennar      | FT               |       | DTST                    | 54                         | 0        | 1          | 4       | 1          | 0         | 24           | 24           | 0.72           | 0.72          |
| Brambles- Starling  | Lennar      | FR               |       | ATST                    | 150                        | 0        | 4          | 8       | 0          | 0         | 35           | 35           | 1.41           | 1.41          |
| Brambles- Wilde   | Lennar      | FR               |       | DTST                    | 89                         | 0        | 5          | 0       | 0          | 1         | 26           | 26           | 1.05           | 1.05          |
| Fancher Creek - Coronet   | Lennar      | FR               |       | ATST                    | 80                         | 0        | 8          | 1       | 1          | 1         | 49           | 49           | 1.28           | 1.36          |
| Fancher Creek California  | Lennar      | FR               |       | ATST                    | 68                         | 0        | 2          | 2       | 1          | 0         | 66           | 9            | 0.75           | 0.25          |
| Fancher Creek California II   | Lennar      | FR               |       | DTMJ                    | 106                        | 0        | 3          | 0       | 0          | 0         | 7            | 7            | 3.77           | 3.77          |
| Heirloom Ranch- Chateau Series  | Lennar      | FR               |       | DTST                    | 208                        | 0        | 5          | 0       | 0          | 0         | 117          | 5            | 0.96           | 0.14          |
| Heirloom Ranch- Coronet   | Lennar      | FR               |       | ATST                    | 89                         | 0        | 4          | 2       | 1          | 0         | 45           | 43           | 1.17           | 1.19          |
| Heritage Grove - Clementine   | Lennar      | CV               |       | DTST                    | 21                         | 0        | 4          | 0       | 0          | 0         | 17           | 8            | 0.32           | 0.22          |
| Heritage Grove - Coronet  | Lennar      | CV               |       | DTST                    | 63                         | 0        | 2          | 2       | 1          | 0         | 50           | 32           | 0.94           | 0.89          |
| Heritage Grove - Homestead  | Lennar      | CV               |       | DTMJ                    | 44                         | 0        | 3          | 2       | 0          | 0         | 35           | 23           | 0.66           | 0.64          |
| Heritage Grove- Pinnacle  | Lennar TSO  | CV               |       | DTMJ                    | 47                         | 0        | TSO        | 2       | 1          | 1         | 26           | 24           | 0.49           | 0.67          |
| Veneto Park - Starling Townhomes  | Lennar      | CV               |       | ATMJ                    | 160                        | 0        | 2          | 1       | 0          | 0         | 9            | 9            | 0.43           | 0.43          |
| TOTALS: No. Reporting: 26   |             | Avg. Sales: 0.58 |       | Traffic to Sales: 5 : 1 |                            |          | 79         | 91      | 19         | 4         | 1521         | 870          | Net: 15        |               |
| City Codes: CV = Clovis, FR = Fresno, KB = Kingsburg, REE = Reedley, FO = Fowler, FT = Friant |             |                  |       |                         |                            |          |            |         |            |           |              |              |                |               |

| Central Valley  |                  |                          | Projects Participating: 103 |         |            |           |              | In Area : 106 |           |
|---|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|
|   |                  |                          | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD      | Net Sales |
| GRAND TOTALS: No. Reporting: 101  | Avg. Sales: 0.65 | Traffic to Sales: 16 : 1 | 244                         | 1250    | 79         | 13        | 7066         | 3856          | Net: 66   |
| 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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                  |                          |                             |         |            |           |              |               |           |
| Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out   |                  |                          |                             |         |            |           |              |               |           |

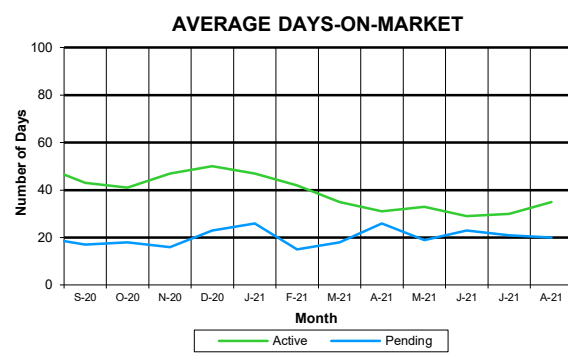
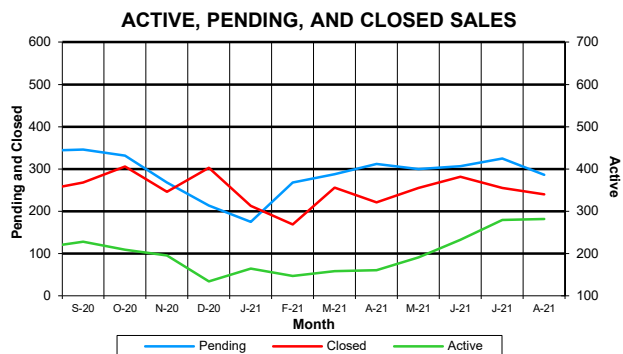
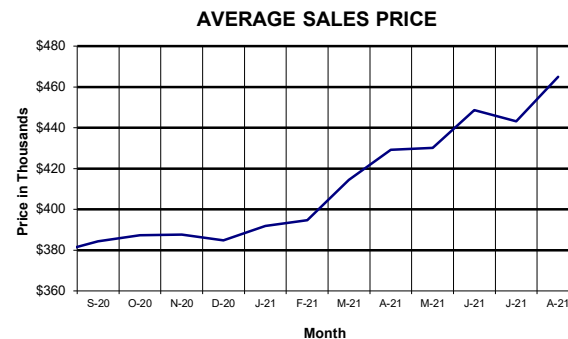
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 29     | 37  | 52    | 17  | 48    | 644,565    |
| Feb-21 | 38     | 21  | 66    | 7   | 48    | 648,786    |
| Mar-21 | 39     | 17  | 96    | 10  | 78    | 654,403    |
| Apr-21 | 44     | 16  | 94    | 9   | 91    | 686,730    |
| May-21 | 49     | 17  | 100   | 10  | 92    | 716,063    |
| Jun-21 | 52     | 16  | 104   | 13  | 117   | 757,282    |
| Jul-21 | 98     | 17  | 90    | 19  | 108   | 763,042    |
| Aug-21 | 89     | 24  | 106   | 20  | 92    | 733,410    |



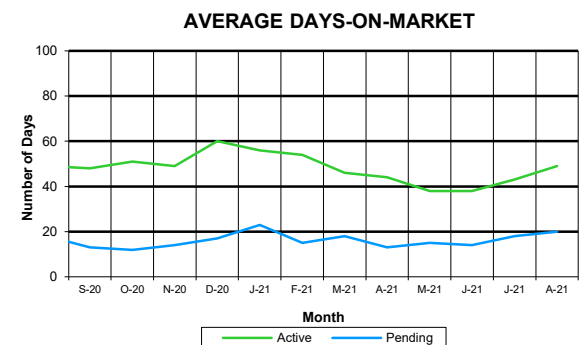
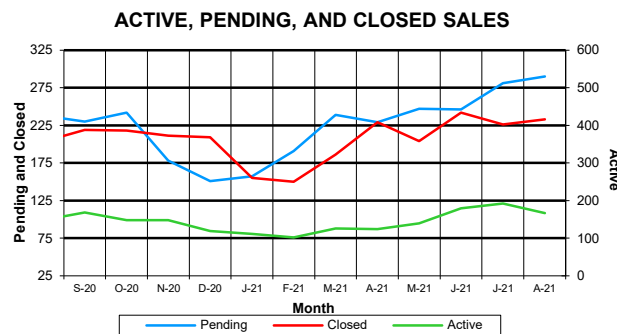
## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 165    | 47  | 175   | 26  | 213   | \$391,823  |
| Feb-21 | 147    | 42  | 268   | 15  | 169   | \$394,648  |
| Mar-21 | 159    | 35  | 288   | 18  | 256   | \$414,473  |
| Apr-21 | 161    | 31  | 312   | 26  | 221   | \$429,241  |
| May-21 | 191    | 33  | 300   | 19  | 255   | \$430,179  |
| Jun-21 | 233    | 29  | 307   | 23  | 282   | \$448,688  |
| Jul-21 | 280    | 30  | 325   | 21  | 255   | \$443,210  |
| Aug-21 | 282    | 35  | 286   | 20  | 240   | \$464,896  |



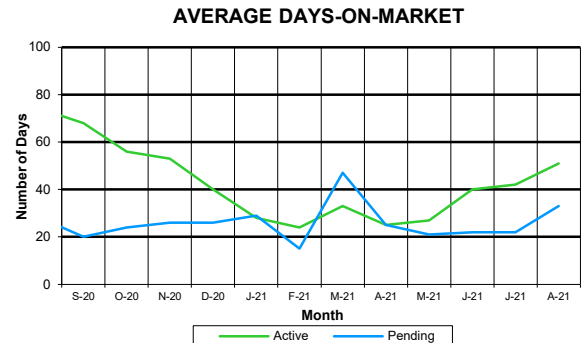
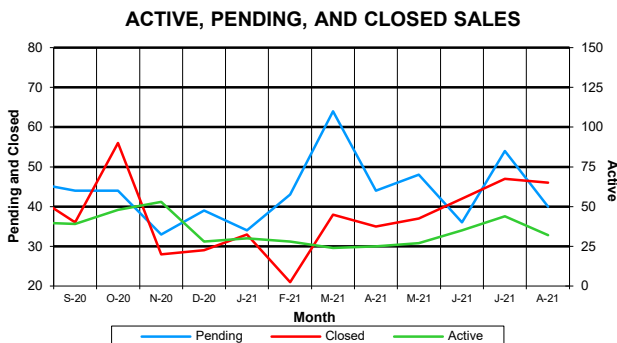
## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 111    | 56  | 157   | 23  | 155   | \$385,535  |
| Feb-21 | 102    | 54  | 191   | 15  | 150   | \$438,133  |
| Mar-21 | 126    | 46  | 239   | 18  | 186   | \$422,860  |
| Apr-21 | 124    | 44  | 229   | 13  | 229   | \$447,231  |
| May-21 | 139    | 38  | 247   | 15  | 204   | \$484,232  |
| Jun-21 | 179    | 38  | 246   | 14  | 242   | \$470,636  |
| Jul-21 | 192    | 43  | 281   | 18  | 226   | \$449,793  |
| Aug-21 | 167    | 49  | 290   | 20  | 233   | \$462,091  |



## Merced SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 30     | 28  | 34    | 29  | 33    | \$302,718  |
| Feb-21 | 28     | 24  | 43    | 15  | 21    | \$305,429  |
| Mar-21 | 24     | 33  | 64    | 47  | 38    | \$331,141  |
| Apr-21 | 25     | 25  | 44    | 25  | 35    | \$345,108  |
| May-21 | 27     | 27  | 48    | 21  | 37    | \$323,280  |
| Jun-21 | 35     | 40  | 36    | 22  | 42    | \$384,074  |
| Jul-21 | 44     | 42  | 54    | 22  | 47    | \$370,252  |
| Aug-21 | 32     | 51  | 40    | 33  | 46    | \$374,402  |



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

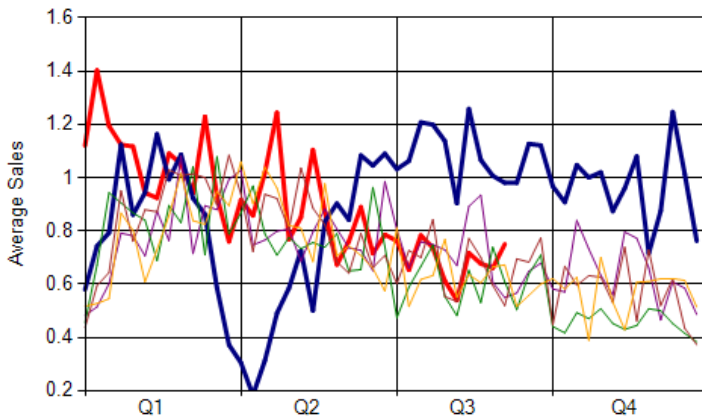
## Sacramento

Ending: Sunday, September 12, 2021

Week 36

| Counties / Groups          |  |                        |                   |         |       |         | Net Sales | Avg. Sales | Year to Date |       | Prev. 13 Wks. |       |
|----------------------------|--|------------------------|-------------------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|
|                            |  |                        | Projects          | Traffic | Sales | Cancels |           |            | Avg.         | Diff. | Avg.          | Diff. |
| South Sacramento           |  |                        | 20                | 288     | 21    | 2       | 19        | 0.95       | 0.77         | 23%   | 0.77          | 23%   |
| Central & North Sacramento |  |                        | 42                | 637     | 46    | 4       | 42        | 1.00       | 0.90         | 11%   | 0.80          | 25%   |
| Folsom                     |  |                        | 17                | 284     | 12    | 5       | 7         | 0.41       | 0.96         | -57%  | 0.76          | -46%  |
| El Dorado                  |  |                        | 8                 | 99      | 5     | 0       | 5         | 0.63       | 0.75         | -17%  | 0.55          | 14%   |
| Placer & Nevada            |  |                        | 64                | 1100    | 47    | 7       | 40        | 0.63       | 0.96         | -35%  | 0.69          | -9%   |
| Yolo                       |  |                        | 6                 | 24      | 4     | 0       | 4         | 0.67       | 0.79         | -16%  | 0.46          | 44%   |
| Amador County              |  |                        | 1                 | 8       | 0     | 0       | 0         | 0.00       | 1.67         | -100% | 2.50          | -100% |
| Northern Counties          |  |                        | 10                | 112     | 11    | 2       | 9         | 0.90       | 0.77         | 16%   | 0.61          | 48%   |
| Current Week Totals        |  | Traffic : Sales 17 : 1 | 168               | 2552    | 146   | 20      | 126       | 0.75       | 0.89         | -16%  | 0.71          | 5%    |
| Per Project Average        |  |                        | 15 0.87 0.12 0.75 |         |       |         |           |            |              |       |               |       |
| Year Ago - 09/13/2020      |  | Traffic : Sales 16 : 1 | 150               | 2651    | 168   | 21      | 147       | 0.98       | 0.86         | 14%   | 1.08          | -9%   |
| % Change                   |  |                        | 12%               | -4%     | -13%  | -5%     | -14%      | -23%       | 3%           |       | -34%          |       |

### 52 Weeks Comparison



### Year to Date Averages Through Week 36

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2016 | 131                  | 27                  | 0.89              | 0.15                | 0.75               | 0.69                      |
| ■            | 2017 | 138                  | 27                  | 0.94              | 0.15                | 0.79               | 0.73                      |
| ■            | 2018 | 129                  | 26                  | 0.89              | 0.14                | 0.74               | 0.66                      |
| ■            | 2019 | 141                  | 23                  | 0.90              | 0.13                | 0.77               | 0.73                      |
| ■            | 2020 | 150                  | 16                  | 1.01              | 0.15                | 0.86               | 0.89                      |
| ■            | 2021 | 161                  | 18                  | 0.98              | 0.09                | 0.89               | 0.89                      |
| % Change:    |      | 7%                   | 11%                 | -3%               | -39%                | 4%                 | -1%                       |

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



## WEEKLY FINANCIAL NEWS

| Financing   |       |       | Market Commentary  |
|-------------|-------|-------|--|
| CONV        | RATE  | APR   | <p>After rising for three weeks, mortgage rates came back down a bit last week, but it didn't seem to have much effect on mortgage demand. Total application volume rose 1.6% last week compared with the previous week, according to the Mortgage Bankers Association's seasonally adjusted index. The average contract interest rate for 30-year fixed mortgages with conforming loan balances (\$548,250 or less) decreased to 3.03% from 3.06%, with points falling to 0.29 from 0.34 (including the origination fee) for loans with a 20% down payment. "Treasury yields fell last week, as investors continue to anxiously monitor if the rise in COVID-19 cases in several states starts to dampen economic activity. Mortgage rates slightly declined as a result," said Joel Kan, an MBA economist. Applications for a loan to purchase a home increased 3% for the week but were 16% lower than the same week one year ago. Homebuyers are hitting an affordability wall, and the supply of homes for sale, while increasing slightly, is still far too low. "The purchase index was at its highest level since early July, despite still continuing to lag 2020's pace," said Kan, adding, "There was also some easing in average loan sizes, which is potentially a sign that more first-time buyers looking for lower-priced homes are being helped by the recent uptick in for-sale inventory for both newly built homes and existing homes." Source: Diana Olick CNBC Real Estate</p> |
| FHA         | 2.76% | 2.97% |  |
|             | 2.25% | 2.91% |  |
| 10 Yr Yield | 1.32% |       |  |



| Development Name   | Developer         | City Code                               | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|--|-------------------|---|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| South Sacramento   |                   |   |       |                          | Projects Participating: 20 |          |            |         |            |           |              | In Area : 20 |               |              |
|  |                   |   |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Veranda at River Oaks  | Elliott           | GT                                      |       | DTST                     | 60                         | 0        | 2          | 6       | 0          | 0         | 35           | 29           | 0.68          | 0.81         |
| Fleridae   | KB Home           | GT                                      |       | DTST                     | 69                         | 0        | 3          | 16      | 2          | 1         | 41           | 41           | 1.65          | 1.65         |
| Vintage Park   | KB Home           | SO                                      |       | ATST                     | 81                         | 0        | 2          | 21      | 0          | 0         | 29           | 29           | 1.92          | 1.92         |
| Antinori at Vineyard Creek   | Lennar            | SO                                      |       | DTMJ                     | 96                         | 0        | 1          | 4       | 0          | 0         | 45           | 29           | 0.93          | 0.81         |
| Avila at Fieldstone  | Lennar            | VN                                      |       | DTMJ                     | 134                        | 4        | 1          | 16      | 4          | 0         | 101          | 28           | 0.88          | 0.78         |
| Camarillo at Fieldstone  | Lennar            | VN                                      |       | DTMJ                     | 110                        | 0        | 3          | 16      | 2          | 0         | 104          | 18           | 0.84          | 0.50         |
| Elements at Sterling Meadows   | Lennar            | LN                                      |       | DTMJ                     | 289                        | 0        | 4          | 23      | 0          | 0         | 178          | 32           | 1.14          | 0.89         |
| Essentia at Sterling Meadows   | Lennar            | LN                                      |       | DTST                     | 139                        | 0        | 1          | 21      | 1          | 0         | 46           | 30           | 1.00          | 0.83         |
| Oceano at Fieldstone   | Lennar            | VN                                      |       | DTMJ                     | 120                        | 0        | 1          | 16      | 1          | 0         | 100          | 20           | 0.81          | 0.56         |
| Redwood at Parkside  | Lennar            | VN                                      |       | DTMJ                     | 300                        | 0        | 3          | 5       | 0          | 0         | 292          | 35           | 0.88          | 0.97         |
| Laguna Ranch   | Richmond American | LN                                      |       | DTMJ                     | 80                         | 0        | 2          | 0       | 0          | 0         | 78           | 16           | 0.72          | 0.44         |
| Seasons at Stonebrook  | Richmond American | <span style="color: red;">TSO</span> LN |       | DTMJ                     | 102                        | 0        | TSO        | 12      | 4          | 0         | 20           | 20           | 1.84          | 1.84         |
| Woodberry at Bradshaw Crossing   | Richmond American | SO                                      |       | DTMJ                     | 202                        | 0        | 5          | 8       | 0          | 0         | 84           | 31           | 1.20          | 0.86         |
| Barcelona at Madeira Meadows   | Taylor Morrison   | LN                                      |       | DTMJ                     | 108                        | 5        | 4          | 34      | 3          | 0         | 88           | 27           | 0.90          | 0.75         |
| Sevilla at Madeira Meadows   | Taylor Morrison   | LN                                      |       | DTMJ                     | 112                        | 0        | 1          | 35      | 2          | 0         | 68           | 21           | 0.70          | 0.58         |
| Valencia at Madeira Meadows  | Taylor Morrison   | LN                                      |       | DTMJ                     | 111                        | 0        | 3          | 34      | 0          | 1         | 71           | 25           | 0.72          | 0.69         |
| Cedar Creek  | TimLewis          | GT                                      |       | ATMJ                     | 112                        | 0        | 10         | 14      | 0          | 0         | 5            | 5            | 1.17          | 1.17         |
| Legacy at Poppy Lane   | TimLewis          | LN                                      |       | DTMJ                     | 54                         | 0        | 1          | 2       | 0          | 0         | 50           | 4            | 0.32          | 0.11         |
| Reflections at Poppy Lane  | TimLewis          | LN                                      |       | DTMJ                     | 73                         | 4        | 3          | 5       | 2          | 0         | 15           | 15           | 1.01          | 1.01         |
| Glendon Vineyards  | Woodside          | VN                                      |       | DTST                     | 103                        | 0        | 1          | 0       | 0          | 0         | 90           | 33           | 0.79          | 0.92         |
| TOTALS: No. Reporting: 20  |                   | Avg. Sales: 0.95                        |       | Traffic to Sales: 14 : 1 |                            |          |            | 51      | 288        | 21        | 2            | 1540         | 488           | Net: 19      |
| City Codes: GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard, LN = Elk Grove Laguna |                   |   |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Development Name   | Developer     | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|--|---------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Central Sacramento   |               |                  |       |                          | Projects Participating: 19 |          |            |         |            |           |              | In Area : 19 |               |              |
|  |               |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Abbeys Gate at Northridge  | Black Pine    | CH               |       | DTMJ                     | 46                         | 0        | 1          | 13      | 0          | 0         | 29           | 19           | 0.62          | 0.53         |
| Crocker Village- Alley Row   | Black Pine    | SO               |       | DTMJ                     | 67                         | 0        | 1          | 26      | 1          | 0         | 44           | 24           | 0.70          | 0.67         |
| Crocker Village- Courts  | Black Pine    | SO               |       | DTST                     | 83                         | 0        | 2          | 0       | 0          | 0         | 31           | 17           | 0.50          | 0.47         |
| Crocker Village- Main Street   | Black Pine    | SO               |       | DTMJ                     | 52                         | 0        | 1          | 27      | 0          | 0         | 38           | 19           | 0.60          | 0.53         |
| Brighton Station at Cresleigh Ranch  | Cresleigh TSO | RO               |       | DTMJ                     | 98                         | 0        | TSO        | 42      | 2          | 1         | 86           | 23           | 0.82          | 0.64         |
| Mills Station at Cresleigh Ranch   | Cresleigh     | RO               |       | DTMJ                     | 116                        | 0        | 1          | 39      | 2          | 0         | 84           | 18           | 0.80          | 0.50         |
| Heritage at Gum Ranch  | Elliott       | FO               |       | DTMJ                     | 94                         | 0        | 3          | 25      | 2          | 0         | 89           | 36           | 0.74          | 1.00         |
| Canyon at Mitchell Village   | KB Home       | CH               |       | DTST                     | 109                        | 0        | 2          | 18      | 2          | 0         | 49           | 49           | 1.63          | 1.63         |
| Heritage at Mitchell Village   | KB Home       | CH               |       | DTMJ                     | 72                         | 0        | 1          | 14      | 1          | 0         | 36           | 30           | 0.88          | 0.83         |
| Oaks at Mitchell   | KB Home TSO   | CH               |       | DTST                     | 74                         | 0        | TSO        | 21      | 1          | 0         | 29           | 29           | 1.46          | 1.46         |
| Ventana  | Lennar        | RO               |       | DTMJ                     | 160                        | 0        | 2          | 0       | 0          | 0         | 87           | 18           | 0.78          | 0.50         |
| Verdant  | Lennar TSO    | RO               |       | DTST                     | 157                        | 0        | TSO        | 3       | 0          | 0         | 78           | 34           | 1.05          | 0.94         |
| Viridian   | Lennar        | RO               |       | DTST                     | 185                        | 0        | 3          | 14      | 0          | 0         | 109          | 42           | 0.94          | 1.17         |
| Montelena  | Premier Homes | RO               |       | DTST                     | 169                        | 0        | 1          | 26      | 2          | 0         | 162          | 51           | 1.63          | 1.42         |
| Classics at Sutter Park  | TimLewis      | SO               |       | DTMJ                     | 25                         | 0        | 2          | 6       | 0          | 0         | 22           | 7            | 0.23          | 0.19         |
| Traditionals at Sutter Park  | TimLewis      | SO               |       | DTMJ                     | 34                         | 0        | 4          | 1       | 0          | 0         | 30           | 14           | 0.32          | 0.39         |
| Alderwood  | Watt          | RO               |       | DTMJ                     | 54                         | 0        | 3          | 2       | 0          | 1         | 51           | 31           | 0.77          | 0.86         |
| Acacia at Cypress  | Woodside      | RO               |       | DTMJ                     | 99                         | 0        | 3          | 3       | 0          | 0         | 14           | 14           | 0.41          | 0.41         |
| Magnolia at Cypress  | Woodside      | RO               |       | DTMJ                     | 178                        | 0        | 1          | 7       | 2          | 0         | 90           | 32           | 0.85          | 0.89         |
| TOTALS: No. Reporting: 19  |               | Avg. Sales: 0.68 |       | Traffic to Sales: 19 : 1 |                            |          |            | 31      | 287        | 15        | 2            | 1158         | 507           | Net: 13      |
| City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks |               |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Development Name   | Developer       | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| North Sacramento   |                 |                  |       |                          | Projects Participating: 23 |          |            |         |            |           |              | In Area : 23 |               |              |
|  |                 |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Artisan - The Cove                                       | Beazer          | SO               |       | DTST                     | 145                        | 4        | 5          | 2       | 2          | 0         | 78           | 42           | 0.77          | 1.17         |
| Edgeview - The Cove                                      | Beazer          | SO               |       | ATST                     | 156                        | 0        | 10         | 6       | 3          | 0         | 75           | 47           | 1.17          | 1.31         |
| Westward - The Cove                                      | Beazer          | SO               |       | DTST                     | 122                        | 0        | 4          | 4       | 1          | 0         | 41           | 9            | 0.54          | 0.25         |
| Windrow - The Cove                                       | Beazer          | SO               |       | DTST                     | 167                        | 4        | 2          | 12      | 2          | 0         | 95           | 25           | 0.99          | 0.69         |
| Provence   | Blue Mountain   | SO               |       | ATST                     | 185                        | 0        | 3          | 7       | 0          | 0         | 86           | 38           | 0.91          | 1.06         |
| Castile at Parkebridge                                   | DR Horton       | SO               |       | DTMJ                     | 163                        | 0        | 1          | 12      | 5          | 1         | 162          | 47           | 1.29          | 1.31         |
| Mbraga   | DR Horton       | AO               |       | DTMJ                     | 162                        | 0        | 2          | 10      | 2          | 0         | 90           | 55           | 1.52          | 1.53         |
| Citrine at Barrett Ranch                                 | Lennar          | AO               |       | DTST                     | 53                         | 0        | 1          | 12      | 1          | 0         | 3            | 3            | 1.17          | 1.17         |
| Garnet at Barrett Ranch                                  | Lennar          | AO               |       | DTST                     | 120                        | 0        | 3          | 48      | 1          | 0         | 49           | 37           | 0.98          | 1.03         |
| Lapis at Barrett Ranch                                   | Lennar          | AO               |       | DTMJ                     | 149                        | 0        | 1          | 51      | 2          | 1         | 48           | 41           | 0.96          | 1.14         |
| Northlake - Atla   | Lennar          | SO               |       | DTMJ                     | 116                        | 0        | 2          | 11      | 0          | 0         | 32           | 32           | 0.94          | 0.94         |
| Northlake - Bleau  | Lennar          | SO               |       | DTMJ                     | 236                        | 0        | 3          | 11      | 0          | 0         | 37           | 37           | 1.08          | 1.08         |
| Northlake - Crestvue                                     | Lennar          | SO               |       | DTMJ                     | 97                         | 0        | 4          | 11      | 2          | 0         | 29           | 29           | 0.85          | 0.85         |
| Northlake - Drifton                                      | Lennar          | SO               |       | DTMJ                     | 134                        | 0        | 2          | 11      | 2          | 0         | 24           | 24           | 0.93          | 0.93         |
| Northlake - Lakelet                                      | Lennar          | SO               |       | DTMJ                     | 134                        | 0        | 4          | 11      | 0          | 0         | 34           | 34           | 1.00          | 1.00         |
| Northlake - Shor   | Lennar          | SO               |       | DTMJ                     | 140                        | 0        | 2          | 11      | 0          | 0         | 36           | 36           | 1.05          | 1.05         |
| Northlake - Watersyde                                    | Lennar          | SO               |       | DTMJ                     | 127                        | 0        | 2          | 11      | 0          | 0         | 28           | 28           | 0.82          | 0.82         |
| Northlake - Wavmor                                       | Lennar          | SO               |       | DTMJ                     | 153                        | 0        | 1          | 11      | 0          | 0         | 33           | 33           | 0.97          | 0.97         |
| Sunstone at Barrett Ranch                                | Lennar          | AO               |       | DTMJ                     | 131                        | 0        | 2          | 4       | 0          | 0         | 1            | 1            | 0.22          | 0.22         |
| NUVO Artisan Square                                      | The New Home Co | SO               |       | ATST                     | 115                        | 0        | 1          | 33      | 2          | 0         | 104          | 70           | 1.39          | 1.94         |
| Everly at Natomas Meadows                                | TRI Pointe      | NA               |       | DTST                     | 94                         | 6        | 3          | 23      | 6          | 0         | 52           | 52           | 2.18          | 2.18         |
| Mystique   | Watt TSO        | SO               |       | ATST                     | 57                         | 0        | TSO        | 15      | 0          | 0         | 47           | 10           | 0.48          | 0.28         |
| Portisol at Artisan Square                               | Watt TSO        | SO               |       | ATST                     | 112                        | 0        | TSO        | 23      | 0          | 0         | 37           | 26           | 0.78          | 0.72         |
| TOTALS: No. Reporting: 23                                |                 | Avg. Sales: 1.26 |       | Traffic to Sales: 11 : 1 |                            |          |            | 58      | 350        | 31        | 2            | 1221         | 756           | Net: 29      |
| City Codes: SO = Sacramento, AO = Antelope, NA = Natomas |                 |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |



| Development Name              | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |                |               |
|-------------------------------|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| Folsom Area                   |                   |                  |       |                          | Projects Participating: 17 |          |            |         |            |           |              | In Area : 17 |                |               |
|                               |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD     | Av. Sl's /Week | Av. Sl's /YTD |
| Iron Ridge at Russell Ranch   | Anthem United TSO | FM               |       | DTMJ                     | 97                         | 0        | TSO        | 13      | 0          | 0         | 84           | 33           | 1.06           | 0.92          |
| Sycamore Creek                | JMC               | FM               |       | DTMJ                     | 86                         | 0        | 4          | 25      | 1          | 0         | 25           | 23           | 0.64           | 0.64          |
| Enclave at Folsom Ranch       | KB Home           | FM               |       | DTST                     | 111                        | 0        | 3          | 12      | 0          | 0         | 61           | 51           | 1.45           | 1.42          |
| Soleil at Folsom Ranch        | KB Home TSO       | FM               |       | DTMJ                     | 109                        | 0        | TSO        | 20      | 3          | 0         | 34           | 34           | 1.54           | 1.54          |
| Aster at White Rock Springs   | Lennar            | FM               |       | DTMJ                     | 90                         | 0        | 2          | 8       | 0          | 1         | 13           | 13           | 1.12           | 1.12          |
| Lunaria at White Rock Springs | Lennar            | FM               |       | DTMJ                     | 45                         | 4        | 2          | 4       | 3          | 0         | 16           | 16           | 1.38           | 1.38          |
| Rockcress at Folsom Ranch     | Lennar            | FM               |       | DTMJ                     | 118                        | 0        | 1          | 17      | 0          | 0         | 33           | 33           | 1.06           | 1.06          |
| Steel Canyon at Russell Ranch | Meritage          | FM               |       | DTMJ                     | 114                        | 0        | 4          | 24      | 1          | 1         | 100          | 47           | 1.19           | 1.31          |
| Ladera at White Rock          | Richmond American | FM               |       | DTMJ                     | 56                         | 0        | 2          | 7       | 0          | 1         | 54           | 32           | 0.79           | 0.89          |
| Mesa at White Rock            | Richmond American | FM               |       | DTMJ                     | 64                         | 0        | 2          | 3       | 1          | 0         | 62           | 38           | 0.98           | 1.06          |
| Stone Bluff at White Rock     | Richmond American | FM               |       | DTMJ                     | 81                         | 0        | 2          | 6       | 0          | 1         | 8            | 8            | 0.40           | 0.40          |
| Folsom Ranch-Azure II         | Taylor Morrison   | FM               |       | DTMJ                     | 113                        | 0        | 1          | 19      | 1          | 0         | 93           | 32           | 0.98           | 0.89          |
| Folsom Ranch-Dakota II        | Taylor Morrison   | FM               |       | DTMJ                     | 111                        | 0        | 5          | 20      | 0          | 0         | 97           | 23           | 1.05           | 0.64          |
| Gold Hill at Russell Ranch    | The New Home Co   | FM               |       | DTMJ                     | 77                         | 0        | 1          | 44      | 0          | 0         | 50           | 32           | 1.06           | 0.89          |
| Silver Crest at Russell Ranch | The New Home Co   | FM               |       | DTMJ                     | 108                        | 0        | 3          | 32      | 0          | 1         | 65           | 28           | 0.80           | 0.78          |
| Brookstone at Folsom Ranch    | TRI Pointe        | FM               |       | DTMJ                     | 145                        | 0        | 2          | 15      | 1          | 0         | 104          | 32           | 1.11           | 0.89          |
| Creekstone at Folsom Ranch    | TRI Pointe        | FM               |       | DTMJ                     | 71                         | 0        | 3          | 15      | 1          | 0         | 31           | 31           | 1.03           | 1.03          |
| TOTALS: No. Reporting: 17     |                   | Avg. Sales: 0.41 |       | Traffic to Sales: 24 : 1 |                            |          | 37         | 284     | 12         | 5         | 930          | 506          | Net: 7         |               |
| City Codes: FM= Folsom        |                   |                  |       |                          |                            |          |            |         |            |           |              |              |                |               |

| El Dorado County                              |               |                  |      | Projects Participating: 8 |          |            |         |            |           |              | In Area : 8 |                |               |
|---|---------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
|   |               |                  |      | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Revere  | Blue Mountain | RE               | DTMJ | 51                        | 0        | 3          | 23      | 1          | 0         | 19           | 19          | 0.99           | 0.99          |
| Manzanita at Saratoga                         | Elliott       | EH               | DTMJ | 202                       | 0        | 4          | 27      | 0          | 0         | 31           | 16          | 0.56           | 0.44          |
| Emerald Peak at Bass Lake                     | Lennar        | EH               | DTMJ | 113                       | 0        | 4          | 22      | 0          | 0         | 21           | 16          | 0.50           | 0.44          |
| Hawk View at Bass Lake Hills                  | Lennar TSO    | EH               | DTMJ | 114                       | 0        | TSO        | 1       | 1          | 0         | 78           | 25          | 0.85           | 0.69          |
| Heritage El Dorado Hills-Estates              | Lennar TSO    | EH               | DTMJ | 92                        | 0        | TSO        | 6       | 0          | 0         | 89           | 27          | 0.57           | 0.75          |
| Heritage El Dorado Hills-Legends              | Lennar TSO    | EH               | DTMJ | 165                       | 0        | TSO        | 6       | 0          | 0         | 141          | 28          | 0.90           | 0.78          |
| Heritage El Dorado Hills-Mosaic               | Lennar        | EH               | DTMJ | 373                       | 4        | 2          | 7       | 3          | 0         | 148          | 44          | 0.95           | 1.22          |
| Sapphire Cliff at Bass Lake Hills - EDH       | Lennar        | EH               | DTMJ | 23                        | 0        | 3          | 7       | 0          | 0         | 6            | 6           | 0.57           | 0.57          |
| TOTALS: No. Reporting: 8                      |               | Avg. Sales: 0.63 |      | Traffic to Sales: 20 : 1  |          |            | 16      | 99         | 5         | 0            | 533         | 181            | Net: 5        |
| City Codes: RE = Rescue, EH = El Dorado Hills |               |                  |      |                           |          |            |         |            |           |              |             |                |               |

| Development Name                    | Developer         | City Code | Notes | Type | Projects Participating: 63 |          |            |         |            |           |              | In Area : 64 |               |              |
|-------------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Placer County                       |                   |           |       |      | Units                      | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Greyson at Twelve Bridges           | Beazer            | LL        |       | DTMJ | 49                         | 0        | 11         | 4       | 1          | 0         | 18           | 18           | 0.91          | 0.91         |
| Verrado at Solaire                  | Beazer            | RV        |       | DTMJ | 76                         | 0        | 11         | 7       | 0          | 0         | 11           | 11           | 0.90          | 0.90         |
| Milestone at Sierra Fine            | Black Fine        | RK        |       | DTST | 61                         | 0        | 2          | 27      | 0          | 0         | 28           | 24           | 0.69          | 0.67         |
| Carnelian                           | Blue Mountain     | GB        |       | ATMJ | 28                         | 0        | 1          | 11      | 0          | 0         | 16           | 16           | 0.55          | 0.55         |
| Cresleigh Havenwood                 | Cresleigh         | LL        |       | DTMJ | 83                         | 0        | 3          | 6       | 1          | 0         | 1            | 1            | 0.32          | 0.32         |
| Balboa                              | DR Horton         | RV        |       | DTST | 127                        | 4        | 4          | 19      | 4          | 0         | 33           | 33           | 1.49          | 1.49         |
| Cerrada                             | DR Horton         | LL        |       | DTST | 166                        | 0        | 2          | 20      | 2          | 0         | 107          | 62           | 1.34          | 1.72         |
| Heartland at Independence           | DR Horton         | LL        |       | DTMJ | 98                         | 0        | 2          | 4       | 1          | 0         | 4            | 4            | 1.75          | 1.75         |
| Traditions at Independence          | DR Horton         | LL        |       | DTST | 97                         | 0        | 4          | 0       | 0          | 0         | 3            | 3            | 0.44          | 0.44         |
| Winding Creek- The Wilds            | DR Horton         | RV        |       | DTST | 50                         | 0        | 2          | 14      | 1          | 0         | 43           | 43           | 1.66          | 1.66         |
| Turkey Creek Estates                | Elliott           | LL        |       | DTMJ | 51                         | 0        | 2          | 89      | 1          | 0         | 15           | 15           | 1.33          | 1.33         |
| Broadlands                          | JMC               | LL        |       | DTST | 77                         | 0        | 3          | 20      | 0          | 0         | 73           | 43           | 1.17          | 1.19         |
| Fairbrook at Fiddymment Farms       | JMC               | RV        |       | DTMJ | 115                        | 0        | 2          | 85      | 0          | 0         | 20           | 20           | 0.94          | 0.94         |
| Meadowbrook at Fiddymment Farms     | JMC               | RV        |       | DTMJ | 80                         | 0        | 2          | 79      | 0          | 0         | 21           | 21           | 0.98          | 0.98         |
| Monument Village at Sierra Vista    | JMC               | RV        |       | DTST | 187                        | 7        | 2          | 27      | 7          | 0         | 160          | 50           | 1.35          | 1.39         |
| Palisade Village                    | JMC               | RV        |       | DTST | 232                        | 0        | 4          | 27      | 0          | 0         | 154          | 55           | 1.51          | 1.53         |
| Pinnacle Village                    | JMC               | RV        |       | DTMJ | 127                        | 0        | 2          | 22      | 0          | 0         | 121          | 30           | 1.02          | 0.83         |
| Prominence at Whitney Ranch         | JMC TSO           | RK        |       | DTMJ | 92                         | 0        | TSO        | 56      | 1          | 0         | 48           | 32           | 0.94          | 0.89         |
| Sagebrook at Fiddymment Farms       | JMC               | RV        |       | DTMJ | 122                        | 0        | 4          | 95      | 0          | 0         | 16           | 16           | 0.75          | 0.75         |
| Sentinel                            | JMC               | RV        |       | DTST | 132                        | 0        | 3          | 25      | 0          | 0         | 122          | 46           | 1.54          | 1.28         |
| Aspire at Solaire                   | K Hovnanian       | RV        |       | DTMJ | 147                        | 0        | 3          | 6       | 0          | 1         | 100          | 43           | 1.37          | 1.19         |
| Creekside Preserve                  | K Hovnanian       | LL        |       | DTMJ | 71                         | 0        | 2          | 3       | 2          | 1         | 38           | 18           | 0.45          | 0.50         |
| Dorado at Twelve Bridges            | K Hovnanian       | LL        |       | DTMJ | 133                        | 0        | 2          | 3       | 0          | 0         | 112          | 39           | 0.89          | 1.08         |
| Firefly at Winding Creek            | K Hovnanian       | RV        |       | DTMJ | 86                         | 0        | 3          | 5       | 1          | 0         | 21           | 21           | 0.84          | 0.84         |
| Granite Bluff                       | KB Home           | RK        |       | DTMJ | 73                         | 0        | 2          | 11      | 1          | 0         | 71           | 59           | 1.54          | 1.64         |
| Ventana - Twelve Bridges            | KB Home TSO       | LL        |       | DTMJ | 240                        | 0        | TSO        | 14      | 2          | 0         | 150          | 46           | 1.25          | 1.28         |
| Andorra at Sierra West              | Lennar            | RV        |       | DTMJ | 101                        | 4        | 4          | 5       | 0          | 0         | 38           | 30           | 0.77          | 0.83         |
| Belle Maison at Campus Oaks         | Lennar            | RV        |       | DTMJ | 132                        | 0        | 1          | 7       | 0          | 0         | 46           | 38           | 1.02          | 1.06         |
| Covara II at Campus Oaks            | Lennar            | RV        |       | DTMJ | 112                        | 0        | 1          | 1       | 1          | 1         | 33           | 30           | 0.87          | 0.83         |
| Emilia at Heritage Placer Vineyards | Lennar            | RV        |       | DTMJ | 117                        | 0        | 1          | 0       | 0          | 0         | 2            | 2            | 0.44          | 0.44         |
| Heritage Placer Vineyards: Lazio    | Lennar            | RV        |       | AASF | 142                        | 0        | 3          | 0       | 0          | 0         | 0            | 0            | 0.00          | 0.00         |
| Heritage Solaire-Eclipse            | Lennar            | RV        |       | AASF | 155                        | 0        | 3          | 5       | 1          | 0         | 152          | 29           | 0.87          | 0.81         |
| Heritage Solaire-Larissa            | Lennar            | RV        |       | AASF | 162                        | 0        | 1          | 5       | 1          | 0         | 146          | 36           | 0.83          | 1.00         |
| Heritage Solaire-Meridian           | Lennar            | RV        |       | AASF | 176                        | 0        | 1          | 4       | 0          | 0         | 163          | 28           | 0.91          | 0.78         |
| Lumiere at Sierra West              | Lennar            | RV        |       | DTMJ | 129                        | 0        | 1          | 5       | 0          | 0         | 43           | 34           | 0.86          | 0.94         |
| Meribel at Sierra West              | Lennar            | RV        |       | DTMJ | 98                         | 0        | 2          | 5       | 1          | 0         | 45           | 27           | 0.85          | 0.75         |
| Molise at Heritage Placer Vineyards | Lennar            | RV        |       | DTST | 30                         | 0        | 2          | 0       | 0          | 0         | 1            | 1            | 0.32          | 0.32         |
| Novara at Fiddymment                | Lennar            | RV        |       | DTST | 105                        | 4        | 4          | 14      | 2          | 0         | 60           | 27           | 0.97          | 0.75         |
| Pavia at Fiddymment Farm            | Lennar            | RV        |       | DTST | 94                         | 4        | 3          | 13      | 2          | 0         | 58           | 29           | 0.92          | 0.81         |
| Sausalito Walk at Campus Oaks       | Lennar            | RV        |       | DTST | 100                        | 0        | 1          | 6       | 1          | 0         | 61           | 28           | 0.90          | 0.78         |
| St. Moritz at Sierra                | Lennar            | RV        |       | DTMJ | 143                        | 0        | 2          | 5       | 1          | 0         | 46           | 40           | 0.90          | 1.11         |
| Meadowlands 60s                     | Meritage          | LL        |       | DTMJ | 92                         | 0        | 3          | 22      | 0          | 0         | 15           | 15           | 0.92          | 0.92         |
| Meadowlands 70s                     | Meritage          | LL        |       | DTMJ | 15                         | 0        | 4          | 7       | 0          | 0         | 4            | 4            | 2.15          | 2.15         |
| Winding Creek - Trek                | Meritage          | RV        |       | DTMJ | 74                         | 0        | 1          | 21      | 0          | 0         | 46           | 46           | 1.58          | 1.58         |
| Eastridge at Whitney Ranch          | Richmond American | RK        |       | DTMJ | 75                         | 0        | 2          | 10      | 0          | 0         | 61           | 35           | 0.95          | 0.97         |

| Development Name   | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |              |               |              |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Placer County (Continued ...)  |                   |                  |       |                          | Projects Participating: 63 |          |            |         |            |           |              | In Area : 64 |               |              |
|  |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD     | Av. Sls /Week | Av. Sls /YTD |
| Revere at Independence   | Richmond American | LL               |       | DTMJ                     | 122                        | 0        | 2          | 5       | 1          | 0         | 47           | 47           | 1.34          | 1.31         |
| Sagewood at Sierra Fine  | Richmond American | RK               |       | DTMJ                     | 66                         | 0        | 4          | 5       | 0          | 0         | 52           | 40           | 1.13          | 1.11         |
| Apollo at Solaire  | Taylor Morrison   | RV               |       | DTMJ                     | 62                         | 0        | 13         | 9       | 1          | 0         | 43           | 43           | 1.38          | 1.38         |
| Arlington at Twelve Bridges  | Taylor Morrison   | LL               |       | DTST                     | 150                        | 0        | 20         | 5       | 1          | 0         | 84           | 44           | 1.25          | 1.22         |
| Belmont at Twelve Bridges  | Taylor Morrison   | LL               |       | DTMJ                     | 62                         | 1        | 7          | 1       | 0          | 0         | 52           | 30           | 0.77          | 0.83         |
| Calipso at Solaire   | Taylor Morrison   | RV               |       | DTMJ                     | 44                         | 0        | 6          | 7       | 1          | 1         | 32           | 32           | 1.03          | 1.03         |
| Esplanade at Turkey Creek- Classics                                      | Taylor Morrison   | LL               |       | AASF                     | 243                        | 1        | 21         | 53      | 5          | 1         | 35           | 35           | 1.81          | 1.81         |
| Esplanade at Turkey Creek- Estates                                       | Taylor Morrison   | LL               |       | AASF                     | 180                        | 0        | 5          | 50      | 0          | 0         | 25           | 25           | 1.30          | 1.30         |
| Esplanade at Turkey Creek- Premiers                                      | Taylor Morrison   | LL               |       | AASF                     | 260                        | 0        | 24         | 50      | 1          | 1         | 17           | 17           | 0.88          | 0.88         |
| Saratoga at Twelve Bridges   | Taylor Morrison   | LL               |       | DTMJ                     | 82                         | 0        | 5          | 5       | 0          | 0         | 35           | 7            | 0.52          | 0.19         |
| Summit at Whitney Ranch  | TimLewis          | RK               |       | DTMJ                     | 82                         | 0        | 2          | 18      | 0          | 0         | 63           | 24           | 0.59          | 0.67         |
| Illumination at Solaire  | TRI Pointe        | RV               |       | DTMJ                     | 106                        | 0        | 5          | 23      | 0          | 0         | 24           | 24           | 0.97          | 0.97         |
| La Madera at Twelve Bridges  | TRI Pointe        | LL               |       | DTMJ                     | 102                        | 0        | 3          | 0       | 0          | 1         | 99           | 25           | 0.82          | 0.69         |
| Radiance at Solaire  | TRI Pointe        | RV               |       | DTMJ                     | 106                        | 0        | 6          | 23      | 0          | 0         | 16           | 16           | 0.64          | 0.64         |
| Timbercove at Sierra Fine  | TRI Pointe        | RK               |       | DTST                     | 71                         | 0        | 3          | 18      | 1          | 0         | 57           | 44           | 1.29          | 1.22         |
| Bolero at Twelve Bridges   | Woodside          | LL               |       | DTMJ                     | 144                        | 0        | 3          | 5       | 0          | 0         | 85           | 39           | 1.03          | 1.08         |
| Flamonte at Twelve Bridges   | Woodside          | LL               |       | DTMJ                     | 95                         | 0        | 3          | 3       | 1          | 0         | 80           | 22           | 0.61          | 0.61         |
| Tramonte at Twelve Bridges   | Woodside          | LL               |       | DTMJ                     | 100                        | 0        | 5          | 0       | 0          | 0         | 86           | 31           | 0.66          | 0.86         |
| TOTALS: No. Reporting: 63  |                   | Avg. Sales: 0.63 |       | Traffic to Sales: 23 : 1 |                            |          |            | 255     | 1094       | 47        | 7            | 3458         | 1793          | Net: 40      |
| City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay |                   |                  |       |                          |                            |          |            |         |            |           |              |              |               |              |

| Nevada County                 |         |                  |      |                      | Projects Participating: 1 |          |            |         |            |           |              | In Area : 2 |               |              |
|-------------------------------|---------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
|                               |         |                  |      |                      | Units                     | New Rel. | Ref'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                   | 0                         | 1        | 6          | 0       | 0          | 19        | 9            | 0.13        | 0.25          |              |
| TOTALS: No. Reporting: 1      |         | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 1          | 6       | 0          | 0         | 19           | 9           | Net: 0        |              |
| City Codes: GV = Grass Valley |         |                  |      |                      |                           |          |            |         |            |           |              |             |               |              |

| Yolo County   |                   |                  |      |                         | Projects Participating: 6 |          |            |         |            |           |              | In Area : 7 |               |              |
|---|-------------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
|   |                   |                  |      |                         | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sls /Week | Av. Sls /YTD |
| Riverchase  | Anthem United     | WS               | DTST | 222                     | 4                         | 3        | 8          | 2       | 0          | 206       | 37           | 1.04        | 1.03          |              |
| Magnolia at Spring Lake                                     | Lennar            | WL               | DTMJ | 78                      | 0                         | 1        | 1          | 0       | 0          | 77        | 27           | 0.67        | 0.75          |              |
| Summerstone at Spring Lake                                  | Lennar S/O        | WL               | DTST | 87                      | 0                         | S/O      | 1          | 1       | 0          | 87        | 29           | 0.76        | 0.81          |              |
| Harvest at Spring Lake                                      | Richmond American | WL               | DTMJ | 84                      | 0                         | 1        | 8          | 0       | 0          | 15        | 15           | 0.69        | 0.69          |              |
| Cannery - Gala  | The New Home Co   | DV               | ATMJ | 120                     | 0                         | 1        | 3          | 1       | 0          | 94        | 21           | 0.46        | 0.58          |              |
| Phes at Spring Lake   | Woodside          | WL               | DTMJ | 83                      | 0                         | 1        | 3          | 0       | 0          | 65        | 33           | 0.77        | 0.92          |              |
| TOTALS: No. Reporting: 6                                    |                   | Avg. Sales: 0.67 |      | Traffic to Sales: 6 : 1 |                           |          | 7          | 24      | 4          | 0         | 544          | 162         | Net: 4        |              |
| City Codes: WS = West Sacramento, WL = Woodland, DV = Davis |                   |                  |      |                         |                           |          |            |         |            |           |              |             |               |              |

| Development Name           | Developer | City Code        | Notes | Type                  |                           |          |            |         |            |           |              |             |                |               |
|----------------------------|-----------|------------------|-------|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| Amador County              |           |                  |       |                       | Projects Participating: 1 |          |            |         |            |           |              | In Area : 1 |                |               |
|                            |           |                  |       |                       | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Zinfandel Ridge II         | TimLewis  | FLY              | DTMJ  |                       | 40                        | 0        | 2          | 8       | 0          | 0         | 5            | 5           | 2.19           | 2.19          |
| TOTALS: No. Reporting: 1   |           | Avg. Sales: 0.00 |       | Traffic to Sales: N/A |                           |          | 2          | 8       | 0          | 0         | 5            | 5           | Net: 0         |               |
| City Codes: FLY = Plymouth |           |                  |       |                       |                           |          |            |         |            |           |              |             |                |               |

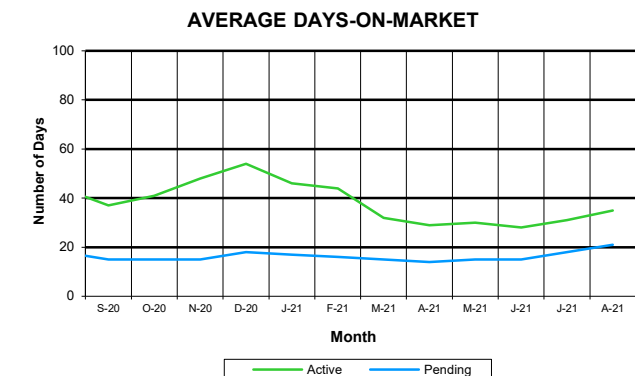
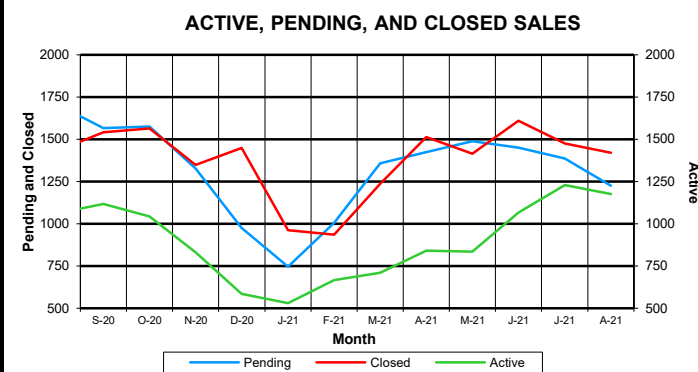
| Sutter County             |  |                  |  |    | Projects Participating: 1 |          |            |         |            |           |              | In Area : 1 |                |               |      |      |
|---------------------------|--|------------------|--|----|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|------|------|
|                           |  |                  |  |    | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |      |      |
| Aspire at Garden Glen     |  | K Hovnanian TSO  |  | LO | DTMJ                      |          | 170        | 0       | TSO        | 3         | 1            | 0           | 99             | 28            | 1.28 | 0.78 |
| TOTALS: No. Reporting: 1  |  | Avg. Sales: 1.00 |  |    | Traffic to Sales: 3 : 1   |          |            | 0       | 3          | 1         | 0            | 99          | 28             | Net: 1        |      |      |
| City Codes: LO = Live Oak |  |                  |  |    |                           |          |            |         |            |           |              |             |                |               |      |      |

| Yuba County   |                   |                  |      | Projects Participating: 9 |          |            |         |            |           |              | In Area : 9 |                |               |
|---|-------------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
|   |                   |                  |      | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD    | Av. Sl's /Week | Av. Sl's /YTD |
| Cresleigh Meadows at Plumas Ranch                               | Cresleigh         | PLK              | DTMJ | 111                       | 0        | 3          | 39      | 0          | 1         | 57           | 19          | 0.69           | 0.53          |
| Cresleigh Riverside at Plumas Ranch                             | Cresleigh         | PLK              | DTMJ | 52                        | 0        | 3          | 6       | 0          | 0         | 44           | 11          | 0.54           | 0.31          |
| Diamante at Plumas Lake   | DR Horton TSO     | PLK              | DTST | 94                        | 0        | TSO        | 20      | 2          | 0         | 4            | 4           | 1.27           | 1.27          |
| Sunnyside at The Orchards                                       | JMC TSO           | MS               | DTST | 96                        | 0        | TSO        | 6       | 3          | 0         | 85           | 36          | 1.23           | 1.00          |
| Sonoma Ranch  | Lennar            | PLK              | DTST | 208                       | 0        | 3          | 8       | 1          | 0         | 179          | 20          | 0.98           | 0.56          |
| Windsor Crossing at River Oaks                                  | Lennar            | PLK              | DTST | 168                       | 0        | 1          | 7       | 1          | 0         | 38           | 28          | 0.76           | 0.78          |
| Crosswinds at River Oaks  | Meritage          | PLK              | DTMJ | 72                        | 4        | 3          | 15      | 3          | 1         | 22           | 22          | 1.35           | 1.35          |
| Seasons at River Oaks   | Richmond American | OL               | DTST | 83                        | 0        | 3          | 8       | 0          | 0         | 36           | 36          | 1.02           | 1.00          |
| Seasons at Thoroughbred Acres                                   | Richmond American | OL               | DTMJ | 139                       | 0        | 4          | 0       | 0          | 0         | 62           | 40          | 1.12           | 1.11          |
| TOTALS: No. Reporting: 9  |                   | Avg. Sales: 0.89 |      | Traffic to Sales: 11 : 1  |          |            | 20      | 109        | 10        | 2            | 527         | 216            | Net: 8        |
| City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst |                   |                  |      |                           |          |            |         |            |           |              |             |                |               |

| Sacramento   |                  |                          |     | Projects Participating: 168 |         |            |           |              | In Area : 171 |           |
|--|------------------|--------------------------|-----|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|
|  |                  |                          |     | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD      | Net Sales |
| GRAND TOTALS: No. Reporting: 168   | Avg. Sales: 0.75 | Traffic to Sales: 17 : 1 | 478 | 2552                        | 146     | 20         | 10034     | 4651         | Net: 126      |           |
| 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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                  |                          |     |                             |         |            |           |              |               |           |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out   |                  |                          |     |                             |         |            |           |              |               |           |

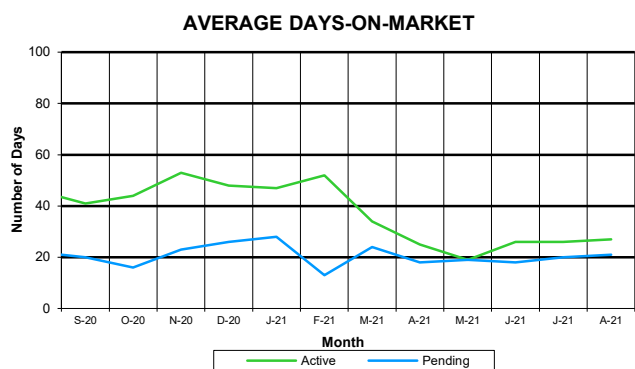
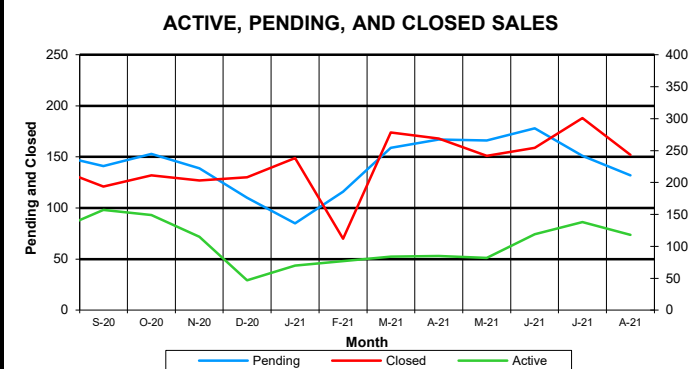
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 531    | 46  | 747   | 17  | 963   | \$487,890  |
| Feb-21 | 668    | 44  | 1,006 | 16  | 935   | \$485,450  |
| Mar-21 | 710    | 32  | 1,359 | 15  | 1,236 | \$523,890  |
| Apr-21 | 841    | 29  | 1,425 | 14  | 1,513 | \$544,654  |
| May-21 | 836    | 30  | 1,489 | 15  | 1,414 | \$563,866  |
| Jun-21 | 1,066  | 28  | 1,450 | 15  | 1,610 | \$573,377  |
| Jul-21 | 1,230  | 31  | 1,387 | 18  | 1,475 | \$564,023  |
| Aug-21 | 1,176  | 35  | 1,225 | 21  | 1,420 | \$580,299  |



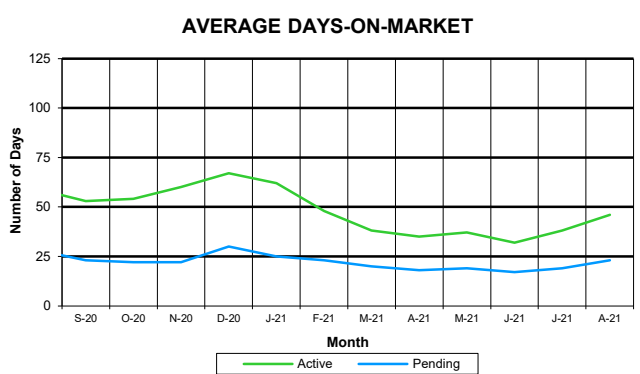
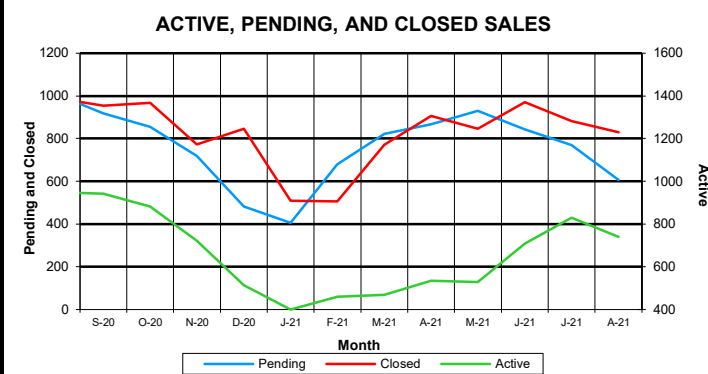
## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 70     | 47  | 85    | 28  | 149   | \$289,463  |
| Feb-21 | 77     | 52  | 116   | 13  | 70    | \$271,417  |
| Mar-21 | 84     | 34  | 159   | 24  | 174   | \$291,493  |
| Apr-21 | 85     | 25  | 167   | 18  | 168   | \$327,501  |
| May-21 | 82     | 19  | 166   | 19  | 151   | \$323,499  |
| Jun-21 | 119    | 26  | 178   | 18  | 159   | \$323,324  |
| Jul-21 | 138    | 26  | 151   | 20  | 188   | \$330,251  |
| Aug-21 | 118    | 27  | 132   | 21  | 152   | \$324,630  |



## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 400    | 62  | 406   | 25  | 509   | \$653,951  |
| Feb-21 | 459    | 48  | 680   | 23  | 505   | \$661,570  |
| Mar-21 | 469    | 38  | 822   | 20  | 771   | \$700,368  |
| Apr-21 | 535    | 35  | 867   | 18  | 906   | \$705,767  |
| May-21 | 529    | 37  | 929   | 19  | 846   | \$760,290  |
| Jun-21 | 708    | 32  | 842   | 17  | 970   | \$762,605  |
| Jul-21 | 829    | 38  | 769   | 19  | 882   | \$743,192  |
| Aug-21 | 739    | 46  | 606   | 23  | 829   | \$750,729  |



## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-21 | 635    | 106 | 135   | 59  | 90    | \$568,943  |
| Feb-21 | 575    | 109 | 132   | 66  | 85    | \$557,885  |
| Mar-21 | 548    | 104 | 133   | 62  | 146   | \$572,195  |
| Apr-21 | 567    | 99  | 179   | 63  | 129   | \$658,498  |
| May-21 | 512    | 95  | 167   | 65  | 134   | \$682,003  |
| Jun-21 | 531    | 93  | 149   | 46  | 156   | \$676,184  |
| Jul-21 | 535    | 92  | 157   | 58  | 167   | \$663,476  |
| Aug-21 | 521    | 96  | 130   | 50  | 149   | \$654,226  |

