

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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NATIONAL BUILDER DIVISION

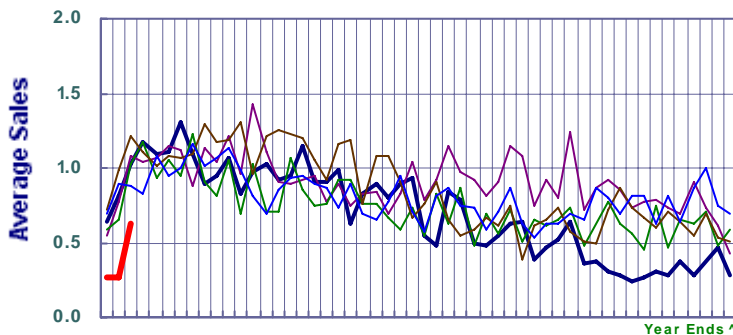
For Week 3, Ending: **January 20, 2019**

Bay Area

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda		50	1,130	26	8	18	0.36	0.30	19%	0.27	34%
Contra Costa		27	365	15	1	14	0.52	0.32	64%	0.30	73%
Sonoma, Napa		10	134	4	0	4	0.40	0.21	87%	0.28	42%
San Mateo		2	24	0	0	0	0.00	0.00	0%	0.18	0%
Santa Clara		38	586	38	2	36	0.95	0.54	75%	0.30	212%
Monterey, Santa Cruz, San Benito		5	251	8	0	8	1.60	0.73	118%	0.64	150%
Solano		14	333	12	0	12	0.86	0.56	54%	0.40	113%
Current Week Totals	Traffic : Sales 27 : 1	146	2,823	103	11	92	0.63	0.39	60%	0.31	106%
Per Project Average			19	0.71	0.08	0.63					
Year Ago - 01/21/2018	Traffic : Sales 38 : 1	140	5,798	152	9	143	1.02	0.73	41%	0.74	38%
% Change		4%	-51%	-32%	22%	-36%	-38%	-46%		-59%	

2019 Bay Area Survey

52 Weeks Comparison



Year To Date Averages Through Week 3 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	111	27	0.86	0.10	0.76	0.81
■	2015	104	27	0.81	0.08	0.73	0.85
■	2016	114	29	0.69	0.08	0.61	0.73
■	2017	139	24	0.91	0.11	0.80	0.90
■	2018	140	38	0.91	0.09	0.82	0.70
■	2019	142	16	0.47	0.08	0.39	0.39
% Change :		1%	-58%	-49%	-17%	-52%	-44%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.49%	4.49%
FHA	4.06%	4.06%
10 Yr Yield	2.76%	



Market Commentary

The housing market has been an area of concern in recent months, as buyers and builders have grappled with higher mortgage rates and costs that have led to a further deterioration in affordability. Homebuilder sentiment plummeted in December, sparking fears that the slowdown was set to intensify this year. While the NAHB index remains well-below its level this time of year, builders reported better conditions in January with the index edging up two points. The retreat in mortgage rates over the past two months has also helped allay concerns about the housing market. Since mid-November, conventional rates have fallen about 50 bps. Buyers look to be stepping back into the market. Mortgage applications for purchases have jumped more than 10% in each of the past two weeks to reach a new cycle high. After rebounding 1.9% in November, we are expecting existing home sales to fall by an identical amount in December. Sales have been held back by higher mortgage rates in November and December and poor weather, which kept many potential home buyers indoors. Sales are also being hindered by a lack of affordable product, and overall inventories remain relatively low. Home prices should moderate further, as sales have weakened significantly in parts of the country where home prices tend to be more expensive, including major markets along the West Coast and the more densely populated area in the Northeast. Inventories of higher-priced homes have risen and sellers are cutting their asking prices. We are looking for this to continue this year, as overall economic growth struggles and homeowners in higher tax states come to grips with the new tax law. Source: Wells Fargo bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type
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Alameda County				Projects			Participating : 26				In Area : 26			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	YTD	Av.Sls /Week	Av.Sls. /YTD	
Monarch at Soares Ranch	DR Horton	UC	ATMU	63	0	19	52	1	0	11	1	0.55	0.33	
Reserve, The	DR Horton	Hy	DTMU	179	0	6	15	1	0	123	2	1.27	0.67	
Element	KB Home	Hy	ATMU	49	6	6	22	2	0	20	4	0.99	1.33	
Primrose at Sanctuary Village	KB Home	Nk	DTMU	50	0	4	29	2	0	20	12	3.89	4.00	
Element	Lennar	Ok	ATMU	44	0	3	1	0	0	15	0	0.25	0.00	
Icona at Innovation	Lennar	Fr	ATMU	289	0	7	6	0	1	9	-1	0.24	-0.33	
Lighthouse	Lennar	Nk	ATMU	88	0	7	6	0	0	61	0	0.73	0.00	
Revo at Innovation	Lennar	Fr	ATMU	251	0	1	6	2	0	15	2	0.40	0.67	
Mission Crossing	Meritage	Hy	ATST	140	0	1	1	0	0	5	1	0.31	0.33	
Boulevard Heights	Pulte	Fr	ATMU	67	0	3	6	0	0	16	1	0.76	0.33	
Montecito	Pulte	Fr	ATMU	54	6	6	7	1	0	22	1	1.04	0.33	
Renato	Pulte	Fr	Update ATMU	43	0	TSO	0	0	0	23	0	0.27	0.00	
Promontory at Stonebrae	Richmond American	Hy	DTMU	96	0	3	32	0	1	14	-1	0.52	-0.33	
Theory at Innovation	Shea	Fr	ATMU	132	0	5	32	0	0	46	0	0.85	0.00	
Locale @ State Street - Rowhomes	SummerHill	Fr	ATMU	76	0	9	14	0	0	37	0	0.95	0.00	
Locale @ State Street Condos	SummerHill	Fr	ATMU	81	1	24	4	1	0	22	1	0.99	0.33	
Landing West	The New Home Co	Fr	ATMU	25	0	4	0	0	0	21	0	0.27	0.00	
Apex at Mission Stevenson	TRI Pointe	Fr	ATMU	77	0	10	27	0	0	41	0	0.84	0.00	
Palm	TRI Pointe	Fr	DTMU	31	0	4	20	1	0	4	1	0.21	0.33	
Saltcreek at Glass Bay	Trumark	Nk	DTMU	69	0	4	14	0	0	65	0	0.87	0.00	
Seagrass at Glass Bay	Trumark	Nk	DTMU	79	0	11	14	0	1	68	0	0.90	0.00	
Baker + Jamison	Van Daele	CV	ATMU	27	6	6	12	1	0	9	2	0.45	0.67	
Banks at Bayshores	William Lyon	Nk	DTMU	120	0	1	9	1	1	119	0	0.87	0.00	
Isles at Bayshores	William Lyon	Nk	DTMU	82	0	2	9	1	1	80	1	0.59	0.33	
Strand at Bayshores	William Lyon	Nk	ATMU	157	0	4	9	1	0	153	1	1.12	0.33	
Tides at Bayshores	William Lyon	Nk	DTMU	75	0	2	9	0	0	73	0	0.54	0.00	
TOTALS: No. Reporting: 26				Avg. Sales: 0.38		Traffic to Sales: 24 : 1		152	356	15	5	1092	28	Net: 10

City Codes: CV = Castro Valley, Fr = Fremont, Hy = Hayward, Nk = Newark, Ok = Oakland, UC = Union City

Amador Valley				Projects				Participating : 24				In Area : 24	
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Fillmore at Boulevard	Brookfield	Db	ATMU	80	0	6	35	0	0	2	1	0.26	0.33
Huntington at Boulevard	Brookfield	Db	DTMU	69	0	4	23	0	0	48	0	0.67	0.00
Wilshire at Boulevard	Brookfield	Db	ATMU	75	0	19	26	0	0	26	1	0.72	0.33
Riverton at Wallis Ranch	KB Home	Db	ATMU	125	0	5	9	1	0	112	2	0.87	0.67
Lincoln at Boulevard	Lennar	Db	DTMU	45	0	5	45	1	0	14	3	0.72	1.00
Madison at Boulevard	Lennar	Db	ATMU	107	0	8	24	2	2	99	0	1.37	0.00
Newbury at Boulevard	Lennar	Db	DTMU	49	0	3	309	2	0	4	3	0.33	1.00
Sunset at Boulevard	Lennar	Db	DTMU	60	0	12	20	0	0	24	0	0.48	0.00
Union at Boulevard	Lennar	Db	ATMU	62	0	TSO	24	0	0	44	0	0.61	0.00
Haven at Wallis Ranch	Meritage	Db	DTMU	75	0	5	1	1	0	67	2	1.34	0.67
Homestead at Irby Ranch	Meritage	Pl	DTMU	87	0	5	20	0	0	4	-1	0.33	-0.33
Rose Avenue Estates	Ponderosa	Pl	DTMU	16	0	4	23	0	0	3	0	0.14	0.00
Vines	Ponderosa	Lv	DTMU	49	0	5	10	0	0	39	1	0.35	0.33
Vineyard Collection	Ponderosa	Lv	DTMU	10	0	TSO	0	0	0	9	0	0.21	0.00
Sage - Harmony	Shea	Lv	ATMU	105	0	2	20	0	0	48	0	0.47	0.00
Sage - Synergy	Shea	Lv	ATMU	179	0	8	20	0	0	135	0	0.86	0.00
Sage - Tranquility	Shea	Lv	ATMU	107	0	5	20	0	0	100	0	0.63	0.00

(Amador Valley) Continued ...

Development Name	Developer	City Code	Notes	Type										
Amador Valley Continued ...					Projects Participating : 24						In Area : 24			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Apex	Taylor Morrison	Db	ATMU	122	0	4	7	0	1	59	0	1.20	0.00	
Ivy Oak at Wallis Ranch	Taylor Morrison	Db	DTMU	74	0	1	10	0	0	66	0	0.52	0.00	
Enclave	Tim Lewis	Db	DTMU	48	0	10	18	2	0	38	2	0.41	0.67	
Onyx at Jordan Ranch	TRI Pointe	Db	DTST	105	0	3	30	0	0	56	1	0.68	0.33	
Quartz at Jordan Ranch	TRI Pointe	Db	ATMU	45	5	5	30	2	0	30	2	0.57	0.67	
Slate at Jordan Ranch	TRI Pointe	Db	DTMU	56	0	2	30	0	0	54	1	0.52	0.33	
Fielding at Wallis Ranch	Trumark	Db	DTMU	139	0	4	20	0	0	129	0	0.95	0.00	
TOTALS: No. Reporting:		24	Avg. Sales: 0.33		Traffic to Sales: 70 : 1		125	774	11	3	1210	18	Net: 8	

City Codes: Db = Dublin, Lv = Livermore, Pl = Pleasanton

Diablo Valley					Projects Participating : 7						In Area : 7				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Verna Way	Castle	Cl	New	DTMU	6	0		25	0	0	0	0	0.00	0.00	
Davidon At Wilder	Davidon	Or		DTMU	60	0	18	13	0	0	29	0	0.39	0.00	
Tanager Heights	DeNova	PH		DTMU	18	0	4	23	0	0	14	1	0.45	0.33	
Stoneyridge	Landsea	WC		ATMU	30	0	5	2	0	0	25	0	0.27	0.00	
Trellis	Pulte	WC		ATMU	53	0	2	9	0	1	51	1	0.57	0.33	
Wilder	Taylor Morrison	Or		DTMU	61	0	6	13	0	0	28	0	0.19	0.00	
Greyson Place	TRI Pointe	PH		DTMU	44	0		26	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 7					Avg. Sales: -0.14		Traffic to Sales: 0 : 1		35	111	0	1	147	2	Net: -1

City Codes: Cl = Clayton, Or = Orinda, PH = Pleasant Hill, WC = Walnut Creek

San Ramon Valley					Projects Participating : 4							In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Foothills at The Preserve	Lennar	SR	DTMU	72	0	1	4	0	0	8	1	0.25	0.33	
Highlands at The Preserve	Lennar	SR	DTMU	121	0	4	4	0	0	11	3	0.34	1.00	
Meadows at The Preserve	Lennar	SR	DTMU	63	0	6	4	1	0	14	0	0.44	0.00	
Redhawk	Ponderosa	Dn	DTMU	20	0	4	14	0	0	10	0	0.13	0.00	
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 26 : 1		15	26	1	0	43	4	Net: 1		

City Codes: Dn = Danville, SR = San Ramon

West Contra Costa				Projects Participating : 5							In Area : 5		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Waterline Point Richmond	Shea	Rm	ATMU	60	0	2	18	1	0	15	2	0.31	0.67
Muir Pointe - The Tides	Taylor Morrison	Hc	DTST	51	0	3	3	0	0	47	0	0.45	0.00
Muir Pointe- The Cove	Taylor Morrison	Hc	DTST	93	0	3	4	0	0	64	0	0.61	0.00
Places at NOMA	William Lyon	Rm	DTST	95	0	2	13	0	0	7	0	0.44	0.00
Rows at NOMA	William Lyon	Rm	ATMU	98	0	5	13	0	0	1	1	0.37	0.37
TOTALS: No. Reporting: 5		Avg. Sales: 0.20		Traffic to Sales: 51 : 1		15	51	1	0	134	3	Net: 1	

City Codes: Hc = Hercules, Rm = Richmond

Antioch/Pittsburg					Projects				Participating : 2				In Area : 2	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Park Ridge	Davidon	An		DTMU	123	0	18	55	1	0	71	2	1.01	0.67
Verona	Meritage	An		DTMU	117	6	6	3	1	0	6	1	0.98	0.33

(Antioch/Pittsburg) Continued ...

Development Name	Developer	City Code	Notes	Type
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Antioch/Pittsburg

Continued ...

Projects

Participating : 2

In Area : 2

Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
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TOTALS: No. Reporting: 2

Avg. Sales: 1.00

Traffic to Sales: 29 : 1

24

58

2

0

77

3

Net: 2

City Codes: An = Antioch

East Contra Costa

Projects

Participating : 9

In Area : 9

Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
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Citrus at Emerson Ranch	Brookfield	Oy	DTMU	60	0	12	13	2	0	26	3	0.72	1.00
Laurel at Emerson Ranch	Brookfield	Oy	DTMU	117	0	9	15	2	0	81	4	1.23	1.33
Mosaic at the Lakes	Kiper	DB	DTMU	175	0	5	18	0	0	155	0	0.96	0.00
Regatta at the Lakes	Kiper	DB	DTMU	64	0	5	19	1	0	59	1	0.80	0.33
Palermo	Meritage	Bt	DTMU	96	0	4	3	1	0	16	0	0.59	0.00
Harper Parc	Nuvera Homes	Bt	DTMU	84	0	8	18	2	0	18	2	0.53	0.67
Bella Verde	Pulte	Bt	DTMU	48	4	3	3	1	0	1	1	1.00	1.00
Vista Dorado	Shea	Bt	DTMU	82	0	5	25	0	0	71	0	0.39	0.00
Wynstone at Barrington	TRI Pointe	Bt	DTMU	92	6	5	5	2	0	83	2	0.80	0.67

TOTALS: No. Reporting: 9

Avg. Sales: 1.22

Traffic to Sales: 11 : 1

56

119

11

0

510

13

Net: 11

City Codes: Bt = Brentwood, DB = Discovery Bay, Oy = Oakley

Sonoma, Napa Counties

Projects

Participating : 10

In Area : 10

Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
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West Pueblo Estates	Castle	Np	DTMU	19	0	3	15	0	0	16	1	0.47	0.33
Andersen Ranch	Davidon	Np	DTMU	35	0	8	9	0	0	27	0	0.67	0.00
DayBreak at Brody Ranch	DeNova	Pet	DTMU	61	0	3	40	1	0	23	1	0.84	0.33
Mill Creek at Brody Ranch	DeNova	Pet	ATST	138	0	1	8	0	0	12	0	0.52	0.00
Cypress at University	KB Home	RP	DTMU	149	6	18	17	1	0	125	2	1.02	0.67
Blume	Lafferty	RS	DTMU	57	0	1	7	1	0	8	1	0.32	0.33
Blume Townhomes	Lafferty	RS	Rsv's ATMU	16	0	2	7	0	0	1	0	0.04	0.00
Juniper at University	Richmond American	RP	DTMU	150	0	10	6	1	0	17	1	0.46	0.33
Mulberry at University	Richmond American	RP	DTMU	164	0	6	11	0	0	127	0	0.89	0.00
Laurel Park Estates	Ryder	Np	DTMU	18	0	3	14	0	0	13	0	0.34	0.00

TOTALS: No. Reporting: 10

Avg. Sales: 0.40

Traffic to Sales: 34 : 1

55

134

4

0

369

6

Net: 4

City Codes: Np = Napa, Pet = Petaluma, RP = Rohnert Park, RS = Santa Rosa

San Mateo County

Projects

Participating : 2

In Area : 2

Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
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Foster Square	Lennar	FC	ATMU	200	0	4	1	0	0	103	0	0.77	0.00
Marquis	Pulte	MP	ATMU	24	0	5	23	0	0	9	0	0.36	0.00

TOTALS: No. Reporting: 2

Avg. Sales: 0.00

Traffic to Sales: 0 : 1

9

24

0

0

112

0

Net: 0

City Codes: FC = Foster City, MP = Menlo Park

Santa Clara County

Projects

Participating : 38

In Area : 38

Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
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Palmero	California & Peninsula	MV	ATMU	33	6	6	42	2	0	17	4	1.86	1.33
Classics at Lawrence Station	Classics	Sv	New ATMU	34	1	2	64	4	0	4	4	3.50	3.50
Highlands of Los Gatos	Davidon	LG	DTMU	20	0	TSO	2	0	0	14	0	0.05	0.00
Asana	DeNova	SJ	Rsv's ATMU	250	0	9	15	4	0	17	5	1.53	1.67
Valencia	Dividend	MH	DTMU	84	0	4	37	0	0	38	0	1.01	0.00
Contempo at Centre Pointe	DR Horton	MI	ATMU	105	7	11	13	0	0	77	0	0.75	0.00

(Santa Clara County) Continued ...

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects		Participating : 38					In Area : 38		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Traditions at Centre Pointe	DR Horton	MI		ATMU	136	0	12	13	2	0	100	2	0.96	0.67
Apex at Berryessa Crossing	KB Home	SJ		ATMU	162	0	4	17	4	0	151	6	1.93	2.00
Circuit	KB Home	MI		ATMU	144	0	6	18	2	0	42	4	0.84	1.33
Lucente	KB Home	MI		ATMU	98	0	2	17	2	0	46	4	1.15	1.33
Metro II at Communications Hill	KB Home	SJ		ATMU	150	0	5	17	0	0	6	1	0.66	0.33
Cottleston	Lafferty	SJ	7	DTMU	17	0	2	3	2	0	3	2	0.06	0.67
Echo at The Vale	Landsea	Sv		ATMU	171	0	3	19	0	0	119	0	1.61	0.00
Nexus at The Vale	Landsea	Sv		ATMU	143	0	5	19	0	0	107	0	1.44	0.00
Siena	Landsea	MI		ATMU	73	0	4	4	0	0	45	0	1.09	0.00
Cambridge Place	Lennar	GI		DTMU	70	0	2	4	0	0	45	2	0.72	0.67
Estancia - Detached	Lennar	MV		DTMU	14	0	S/O	2	1	0	14	2	0.40	0.67
Estancia - Towns	Lennar	MV		ATMU	61	0	1	2	1	1	32	0	0.91	0.00
Lantana	Lennar	MH		DTMU	53	0	5	4	0	0	48	0	0.44	0.00
Lexington at Avenue One	Lennar	SJ		ATMU	190	0	5	11	0	0	52	0	1.06	0.00
Provence at Glen Loma	Lennar	GI		DTMU	43	0	4	5	0	0	0	-1	0.00	-0.33
SoMont	Lennar	MI		ATMU	138	0	7	10	0	1	105	-2	1.44	-0.67
Wisteria	Lennar	MH		DTMU	82	0	13	4	0	0	69	0	0.64	0.00
Onyx Series 5	Pulte	SJ		ATST	101	0	21	10	1	0	80	2	0.88	0.67
Onyx Series 6	Pulte	SJ		ATMU	49	0	2	10	1	0	47	1	0.63	0.33
Radius- Townhomes	Pulte	MV	Update	ATMU	124	6	19	16	7	0	100	10	1.11	3.33
Towns and Rows at Metro	Pulte	MI		ATST	303	0	8	26	0	0	202	3	1.39	1.00
6Sixty	Taylor Morrison	MV		ATMU	37	0	12	10	1	0	3	1	0.08	0.33
Nova at The Vale	Taylor Morrison	Sv		ATMU	136	0	13	25	2	0	93	3	2.06	1.00
Prynt	Taylor Morrison	MI		ATMU	25	0	6	2	0	0	18	0	0.33	0.00
Ellison Park	The New Home Co	MI		ATMU	114	0	4	21	0	0	84	0	1.18	0.00
Madison Gate - SFD	TRI Pointe	MH		DTMU	15	0	5	33	0	0	9	1	0.18	0.33
Madison Gate Towns	TRI Pointe	MH		ATMU	50	0	4	33	0	0	16	1	0.33	0.33
SP78	Trumark	SJ		ATMU	78	0	6	15	0	0	23	1	0.72	0.33
Gables, The	Van Daele	MH		ATMU	37	0	3	27	0	0	16	1	0.57	0.33
Veneto	Van Daele	MH		DTMU	14	0		5	0	0	0	0	0.00	0.00
Veneto TWH	Van Daele	MH		ATMU	60	0		5	0	0	0	0	0.00	0.00
Towne38	William Lyon	Cm		ATMU	38	0	2	6	2	0	21	2	0.80	0.67
TOTALS: No. Reporting:		38	Avg. Sales: 0.95		Traffic to Sales:		15 : 1	217	586	38	2	1863	59	Net: 36

City Codes: Cm = Campbell, GI = Gilroy, LG = Los Gatos, MH = Morgan Hill, MI = Milpitas, MV = Mountain View, SJ = San Jose, Sv = Sunnyvale

Monterey, Santa Cruz, San Benito Counties					Projects		Participating : 5					In Area : 5		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Knolls at Allendale	DeNova	Ho		DTST	67	6	5	23	2	0	8	3	0.61	1.00
The Lanes at Allendale	DeNova	Ho		DTST	101	8	6	58	4	0	40	7	1.73	2.33
Rancho Vista	Meritage	SJB		DTMU	85	0	2	22	1	0	14	0	0.38	0.00
Beach House at The Dunes	Shea	Ma		DTMU	106	0	3	74	1	0	87	1	0.62	0.33
Boat House at The Dunes	Shea	Ma		DTMU	30	0	2	74	0	0	20	0	0.34	0.00
TOTALS: No. Reporting:		5	Avg. Sales: 1.60		Traffic to Sales:		31 : 1	18	251	8	0	169	11	Net: 8

City Codes: Ho = Hollister, Ma = Marina, SJB = San Juan Bautista

Continued ...

THE RYNESS REPORT

Week Ending
Sunday, January 20, 2019

Bay Area Page 5 of: 5

Development Name	Developer	City Code	Notes	Type										
Benicia, Vallejo					Projects Participating : 1							In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Skyline	KB Home	VI	DTMU		71	0	2	23	1	0	29	2	0.81	0.67
TOTALS: No. Reporting:		1	Avg. Sales: 1.00		Traffic to Sales: 23 : 1		2	23	1	0	29	2	Net:	1

City Codes: VI = Vallejo

Fairfield, Vacaville, Suisun, Dixon					Projects		Participating : 13				In Area : 13			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Paradise 360	DeNova	Ff		DTST	68	0	1	20	2	0	36	5	0.77	1.67
Ashton Park at Southtown	DR Horton	Vc		DTST	37	0	7	7	2	0	2	2	0.74	0.74
Brookline	Meritage	Ff	New	DTMU	76	0		2	0	0	0	0	0.00	0.00
Brookline Estates	Meritage	Ff	New	DTMU	14	0	2	2	0	0	1	1	0.88	0.88
Larkspur at The Villages	Richmond American	Ff		DTMU	93	0	4	14	1	0	41	2	0.97	0.67
Orchards at Valley Glen	Richmond American	Dx		DTMU	110	0	4	3	0	0	106	-1	0.97	-0.33
Orchards at Valley Glenn II	Richmond American	Dx		DTMU	122	0	1	3	0	0	3	0	0.36	0.00
Brighton Landing	The New Home Co	Vc	New	DTMU	63	0	2	139	2	0	2	2	1.75	1.75
Bloom at Green Valley	TRI Pointe	Ff		DTMU	91	0	4	18	0	0	43	2	0.68	0.67
Harvest at Green Valley	TRI Pointe	Ff		DTMU	56	0	5	18	1	0	32	2	0.51	0.67
Lantana at the Village	TRI Pointe	Ff		DTMU	133	0	4	28	1	0	12	1	0.85	0.33
Addington at Brighton Landing	Woodside	Vc		DTST	190	0	3	29	2	0	111	3	1.03	1.00
Tandridge at Brighton Landing	Woodside	Vc		DTMU	105	0	6	27	0	0	99	0	0.91	0.00
TOTALS: No. Reporting:		13	Avg. Sales: 0.85		Traffic to Sales: 28 : 1		43	310	11	0	488	19	Net:	11

City Codes: Dx = Dixon, Ff = Fairfield, Vc = Vacaville

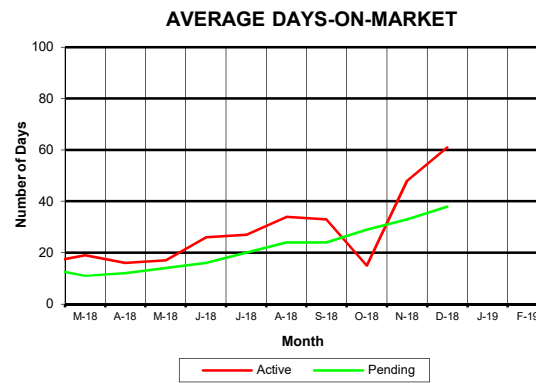
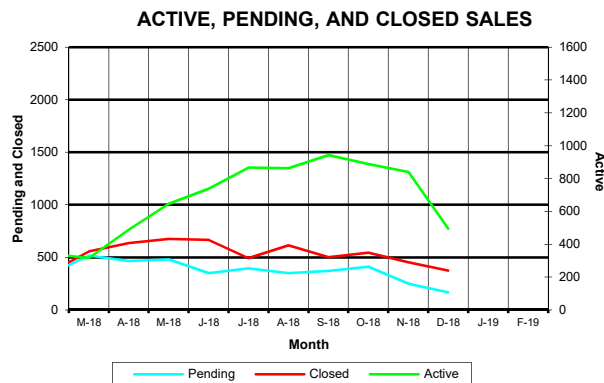
Bay Area					Projects Participating : 146					In Area : 146		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 146		Avg. Sales: 0.63		Traffic to Sales: 27 : 1		766	2823	103	11	6,243	168	Net: 92

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

San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

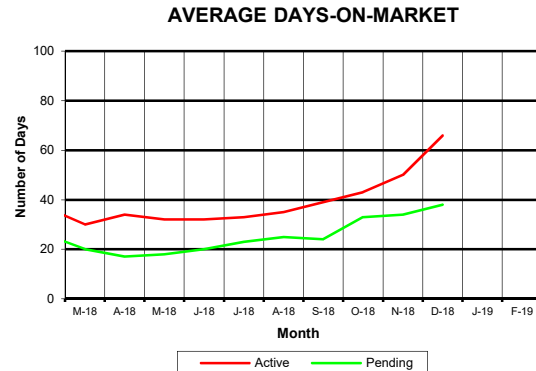
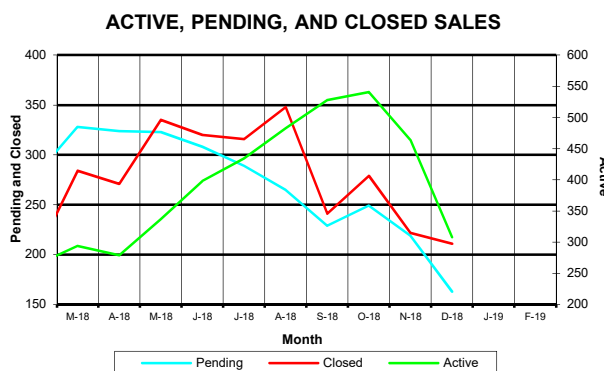
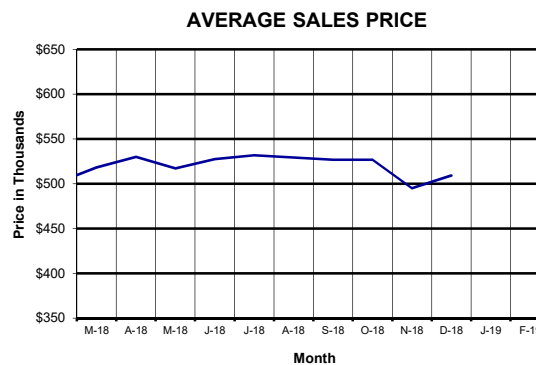
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	646	17	480	14	674	\$1,455,326
Jun-18	738	26	350	16	667	\$1,403,203
Jul-18	866	27	394	20	493	\$1,332,757
Aug-18	862	34	351	24	614	\$1,308,612
Sep-18	942	33	370	24	501	\$1,305,240
Oct-18	889	15	412	29	546	\$1,271,013
Nov-18	840	48	249	33	454	\$1,251,099
Dec-18	495	61	167	38	375	\$1,185,120



E. Contra Costa SFD Monthly MLS Survey

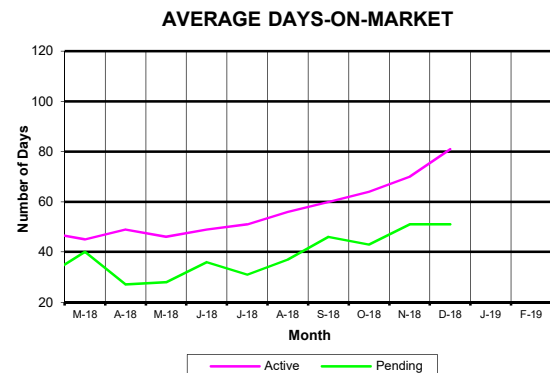
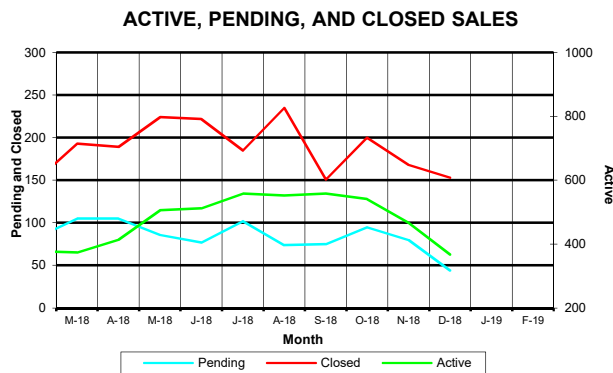
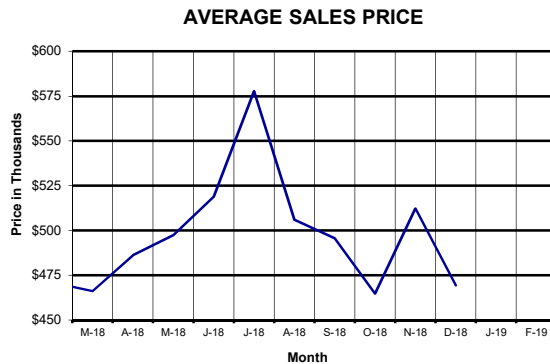
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	337	32	323	18	335	\$517,061
Jun-18	398	32	308	20	320	\$527,465
Jul-18	434	33	289	23	316	\$531,778
Aug-18	483	35	265	25	348	\$529,224
Sep-18	528	39	229	24	241	\$526,728
Oct-18	541	43	249	33	279	\$526,782
Nov-18	464	50	219	34	222	\$495,121
Dec-18	308	66	163	38	211	\$509,453



Fairfield-Vacaville SFD Monthly MLS Survey

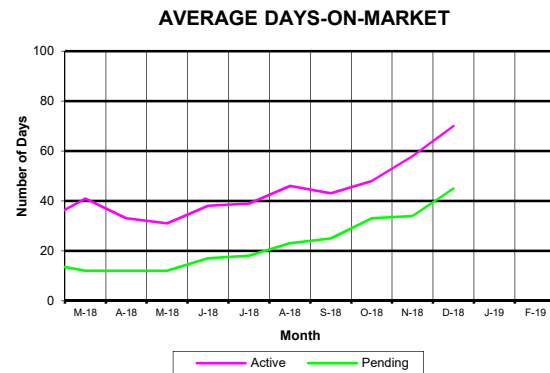
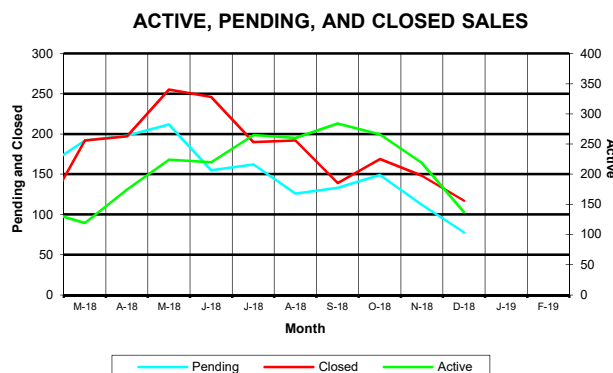
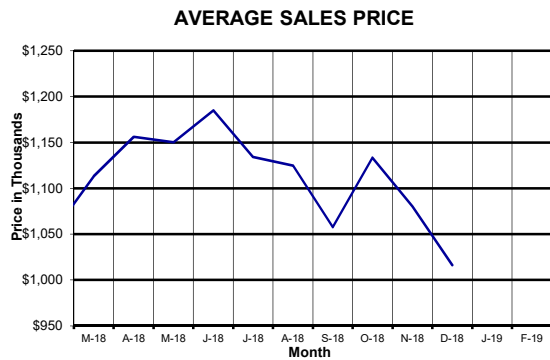
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	506	46	86	28	224	\$497,288
Jun-18	512	49	77	36	222	\$518,728
Jul-18	558	51	102	31	185	\$577,737
Aug-18	552	56	74	37	235	\$505,878
Sep-18	558	60	75	46	151	\$495,650
Oct-18	541	64	95	43	200	\$464,747
Nov-18	467	70	80	51	168	\$512,291
Dec-18	368	81	44	51	153	\$469,332



Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

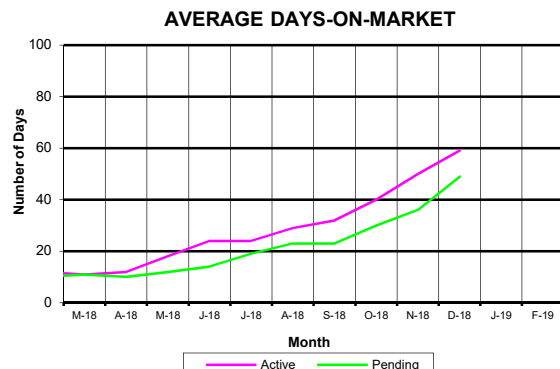
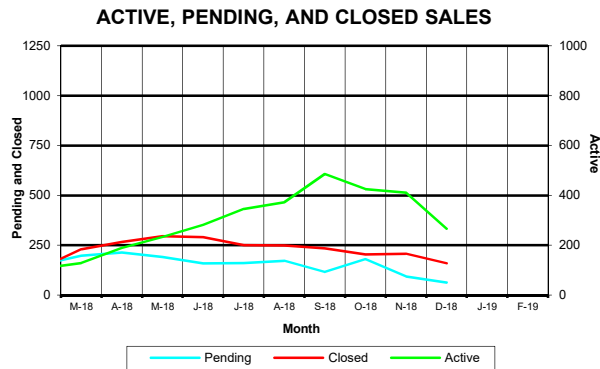
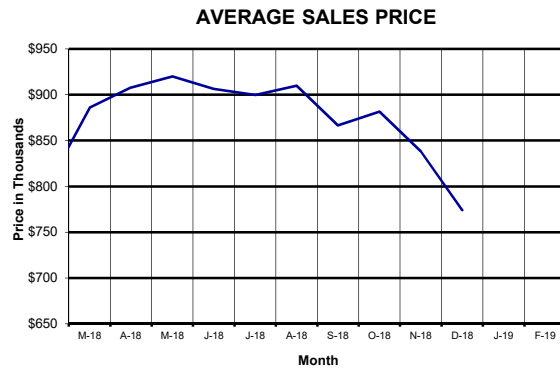
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	224	31	212	12	255	\$1,150,016
Jun-18	220	38	155	17	246	\$1,185,071
Jul-18	265	39	162	18	190	\$1,133,986
Aug-18	260	46	126	23	192	\$1,124,746
Sep-18	284	43	133	25	139	\$1,057,593
Oct-18	266	48	149	33	169	\$1,133,344
Nov-18	219	58	112	34	148	\$1,080,360
Dec-18	137	70	78	45	117	\$1,016,017



San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

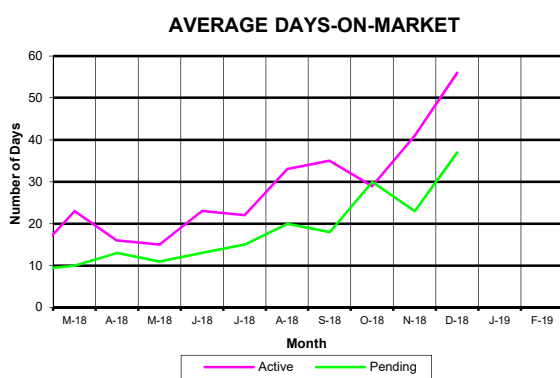
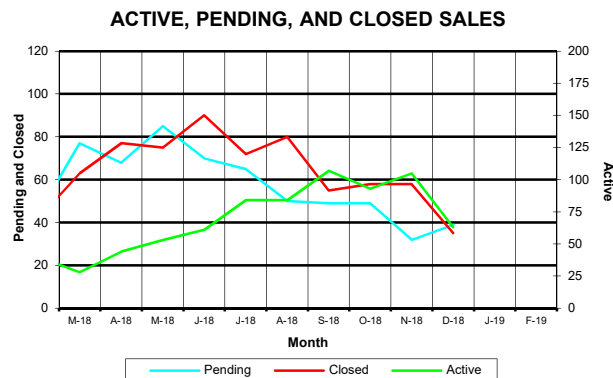
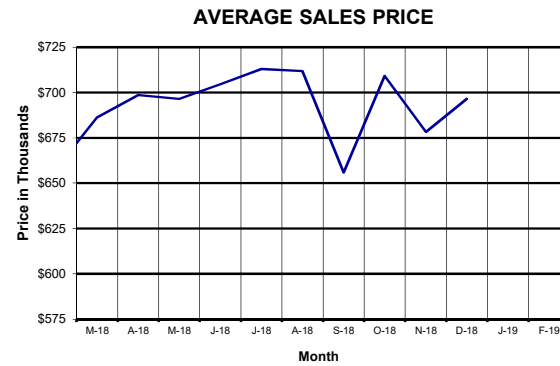
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	232	18	191	12	295	\$919,930
Jun-18	281	24	159	14	290	\$906,368
Jul-18	346	24	160	19	250	\$899,678
Aug-18	372	29	172	23	249	\$909,792
Sep-18	485	32	116	23	234	\$866,450
Oct-18	425	40	180	30	204	\$881,487
Nov-18	411	50	93	36	207	\$838,356
Dec-18	266	59	63	49	159	\$773,972



Amador Valley Attd. Monthly MLS Survey

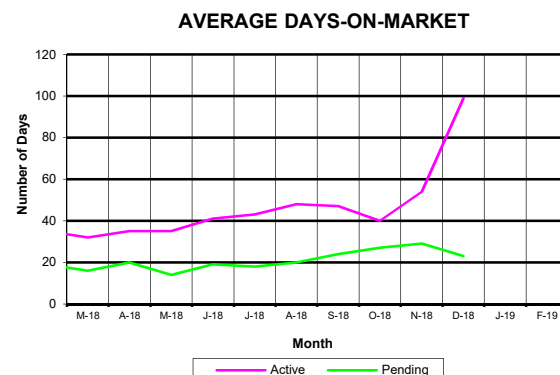
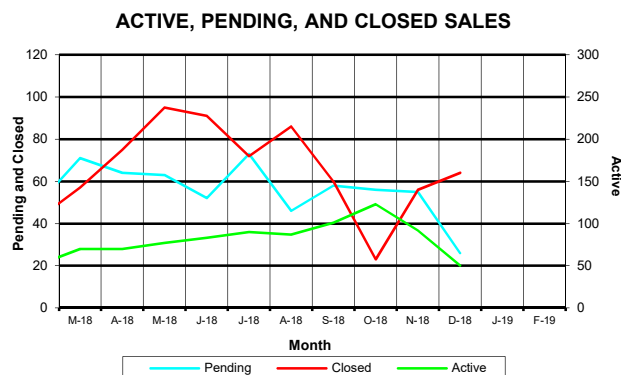
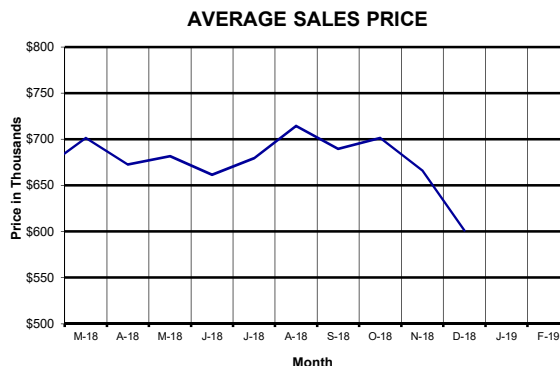
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	53	15	85	11	75	\$696,466
Jun-18	61	23	70	13	90	\$704,618
Jul-18	84	22	65	15	72	\$713,019
Aug-18	84	33	50	20	80	\$711,914
Sep-18	107	35	49	18	55	\$656,002
Oct-18	93	29	49	30	58	\$709,201
Nov-18	105	41	32	23	58	\$678,385
Dec-18	63	56	39	37	35	\$696,518



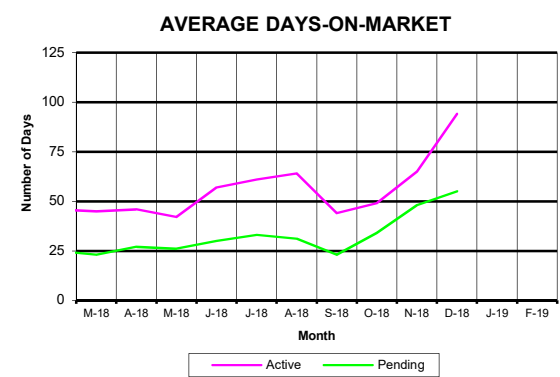
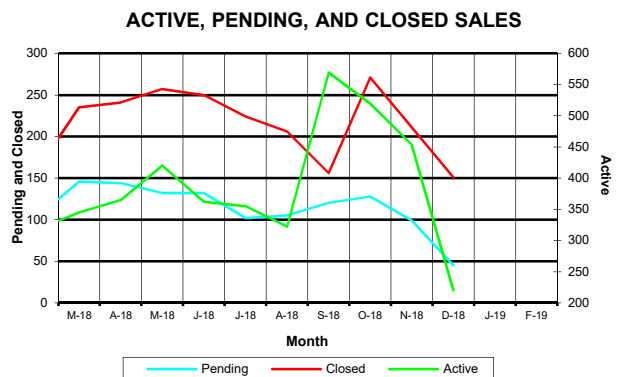
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	77	35	63	14	95	\$681,535
Jun-18	83	41	52	19	91	\$661,470
Jul-18	90	43	73	18	72	\$679,462
Aug-18	87	48	46	20	86	\$714,467
Sep-18	101	47	58	24	60	\$689,582
Oct-18	123	40	56	27	23	\$701,239
Nov-18	92	54	55	29	56	\$666,109
Dec-18	50	99	26	23	64	\$601,297



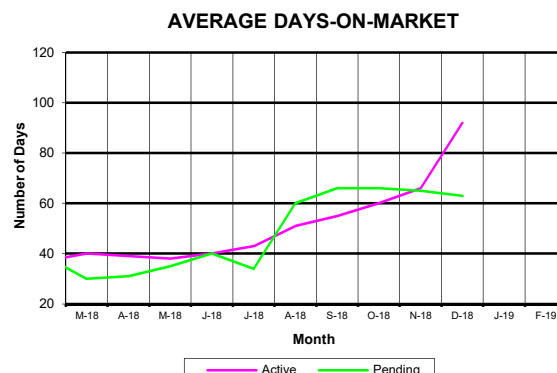
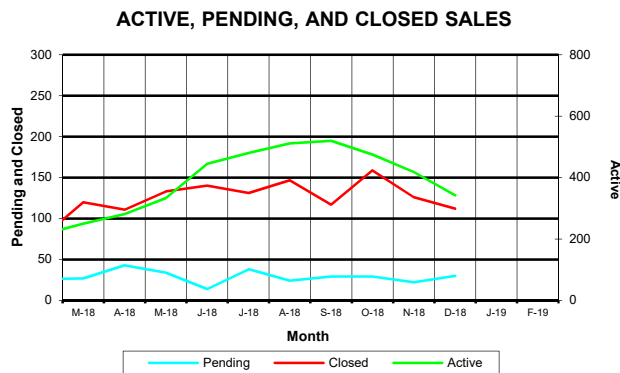
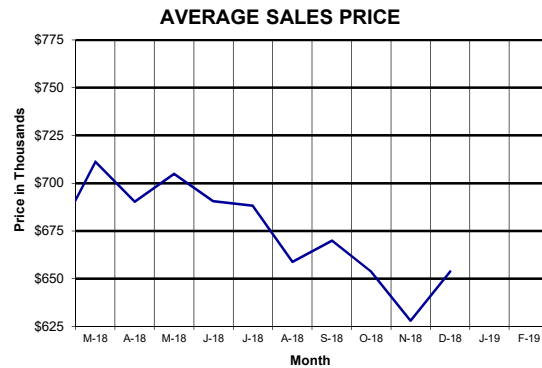
San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	420	42	132	26	257	\$1,382,403
Jun-18	362	57	132	30	250	\$1,325,858
Jul-18	355	61	102	33	224	\$1,252,946
Aug-18	322	64	105	31	206	\$1,335,190
Sep-18	569	44	120	23	156	\$1,277,755
Oct-18	519	49	128	34	271	\$1,363,463
Nov-18	453	65	99	48	211	\$1,275,462
Dec-18	220	94	45	55	151	\$1,393,055



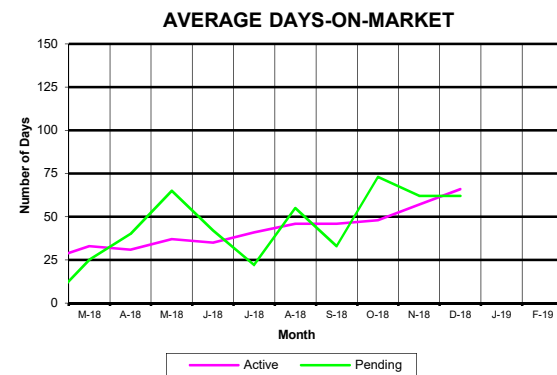
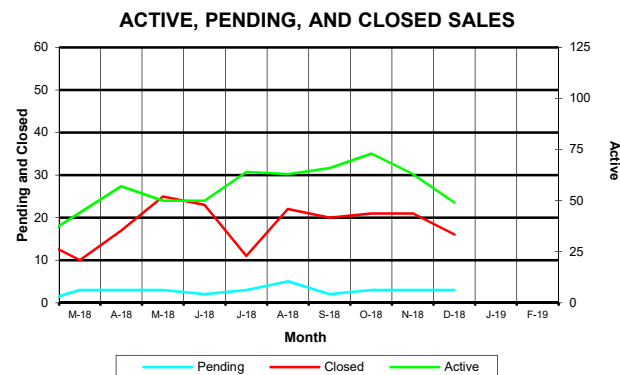
Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	333	38	34	35	133	\$704,994
Jun-18	445	40	14	40	140	\$690,476
Jul-18	480	43	38	34	131	\$688,225
Aug-18	511	51	24	60	147	\$658,895
Sep-18	520	55	29	66	117	\$669,878
Oct-18	475	60	29	66	159	\$653,655
Nov-18	419	66	22	65	126	\$628,100
Dec-18	343	92	30	63	112	\$653,866



Santa Rosa ATT Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	50	37	3	65	25	\$375,176
Jun-18	50	35	2	42	23	\$387,255
Jul-18	64	41	3	22	11	\$416,273
Aug-18	63	46	5	55	22	\$380,616
Sep-18	66	46	2	33	20	\$405,353
Oct-18	73	48	3	73	21	\$405,014
Nov-18	63	57	3	62	21	\$367,738
Dec-18	49	66	3	62	16	\$390,563



THE RYNESS REPORT

The Ryness Company Marketing Research Department

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NATIONAL BUILDER DIVISION

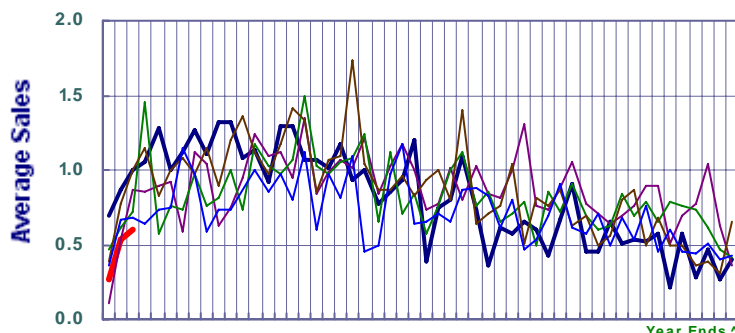
For Week 3, Ending: **January 20, 2019**

Central Valley

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Tracy/Mountain House		18	343	13	0	13	0.72	0.46	56%	0.38	92%
San Joaquin County		24	611	14	3	11	0.46	0.46	-1%	0.42	10%
Stanislaus County		5	53	6	0	6	1.20	0.40	200%	0.26	353%
Merced County		17	252	12	1	11	0.65	0.55	17%	0.48	36%
Madera County		1	2	0	0	0	0.00	0.00	0%	0.31	0%
Tulare and Kings Counties		1	11	1	0	1	1.00	0.33	200%	0.00	0%
Fresno County		9	94	7	4	3	0.33	0.44	-25%	0.76	-56%
Current Week Totals	Traffic : Sales 26 : 1	75	1,366	53	8	45	0.60	0.47	28%	0.45	34%
Per Project Average			18	0.71	0.11	0.60					
Year Ago - 01/21/2018	Traffic : Sales 27 : 1	59	1,832	68	9	59	1.00	0.73	38%	0.72	38%
% Change		27%	-25%	-22%	-11%	-24%	-40%	-36%		-38%	

2019 Central Valley Survey

52 Weeks Comparison



Year To Date Averages Through Week 3 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	45	25	0.57	0.08	0.49	0.71
■	2015	45	28	0.74	0.13	0.60	0.88
■	2016	45	27	0.59	0.07	0.52	0.82
■	2017	47	25	0.58	0.08	0.50	0.87
■	2018	62	25	0.98	0.13	0.85	0.80
■	2019	74	16	0.58	0.11	0.47	0.47
% Change :		20%	-34%	-41%	-17%	-45%	-42%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.49%	4.49%
FHA	4.06%	4.06%
10 Yr Yield	2.76%	



Market Commentary

The housing market has been an area of concern in recent months, as buyers and builders have grappled with higher mortgage rates and costs that have led to a further deterioration in affordability. Homebuilder sentiment plummeted in December, sparking fears that the slowdown was set to intensify this year. While the NAHB index remains well-below its level this time of year, builders reported better conditions in January with the index edging up two points. The retreat in mortgage rates over the past two months has also helped allay concerns about the housing market. Since mid-November, conventional rates have fallen about 50 bps. Buyers look to be stepping back into the market. Mortgage applications for purchases have jumped more than 10% in each of the past two weeks to reach a new cycle high. After rebounding 1.9% in November, we are expecting existing home sales to fall by an identical amount in December. Sales have been held back by higher mortgage rates in November and December and poor weather, which kept many potential home buyers indoors. Sales are also being hindered by a lack of affordable product, and overall inventories remain relatively low. Home prices should moderate further, as sales have weakened significantly in parts of the country where home prices tend to be more expensive, including major markets along the West Coast and the more densely populated area in the Northeast. Inventories of higher-priced homes have risen and sellers are cutting their asking prices. We are looking for this to continue this year, as overall economic growth struggles and homeowners in higher tax states come to grips with the new tax law. Source: Wells Fargo bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type												
Tracy/Mountain House				Projects							Participating : 18			In Area : 18		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD			
Valera	Bright	Tr	DTMU	71	0	9	12	0	0	51	-1	0.59	-0.33			
Meadowview at Mountian House	K Hovnanian	MH	DTMU	69	0	2	9	0	0	30	0	0.90	0.00			
Legacy at Ellis	Lennar	Tr	DTMU	77	0	3	8	1	0	68	1	0.55	0.33			
Legend at Ellis	Lennar	Tr	DTMU	126	0	5	8	0	0	96	2	0.78	0.67			
Primrose II	Lennar	Tr	DTMU	61	0	2	6	2	0	11	3	0.55	1.00			
Tribute II	Lennar	MH	DTMU	82	0	2	6	0	0	80	0	0.93	0.00			
Caprano at College Park	Meritage	MH	DTMU	77	0	6	3	0	0	64	1	0.79	0.33			
Fontina at College Park	Meritage	MH	DTMU	56	0	1	12	1	0	17	1	0.56	0.33			
Madronea at College Park	Meritage	MH	DTMU	81	0	5	5	1	0	76	1	0.91	0.33			
Inspirato at Mountain House	Richmond American	MH	DTMU	88	6	5	26	3	0	66	5	0.89	1.67			
Oliveto at Mountain House	Richmond American	MH	DTMU	88	0	6	20	0	0	23	0	0.59	0.00			
Wellington at Mountain House	Richmond American	MH	DTMU	66	6	5	21	2	0	40	2	0.80	0.67			
Ashford at Mountain House	Shea	MH	DTMU	117	0	5	53	0	0	85	1	0.82	0.33			
Prescott Mountain House	Shea	MH	DTMU	55	0	2	53	1	0	6	2	0.46	0.67			
Barcelona	Taylor Morrison	Tr	DTMU	51	0	4	20	1	0	46	1	0.76	0.33			
Zephyr Ranch	Taylor Morrison	MH	DTMU	98	0	TSO	3	0	0	12	2	0.85	0.67			
Sundance II	TRI Pointe	MH	DTMU	138	0	5	36	1	0	65	2	0.85	0.67			
Cascada at Cordes	Woodside	MH	DTMU	78	0	3	42	0	0	44	2	0.84	0.67			
TOTALS: No. Reporting:		18	Avg. Sales: 0.72		Traffic to Sales: 26 : 1		70	343	13	0	880	25	Net: 13			

City Codes: MH = Mountain House, Tr = Tracy

Calaveras County					Projects				Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Gallery at Greenhorn Creek		DeNova	AS	DTST	55	0	2	15	0	0	34	1	0.46	0.33
TOTALS: No. Reporting:		1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		2	15	0	0	34	1	Net: 0	

City Codes: AS = Angels Camp

Stockton/Lodi				Projects Participating : 4							In Area : 4		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Belluno	KB Home	Sk	DTST	91	0	5	15	1	0	32	3	0.67	1.00
Charlotte's Oaks	KB Home	Sk	DTST	61	0	3	3	1	0	50	0	1.02	0.00
Monteverello	KB Home	Sk	DTST	122	0	5	12	1	0	50	2	0.86	0.67
Villa Point at Destinations	Richmond American	Sk	DTST	122	0	3	8	0	0	25	3	0.58	1.00
TOTALS: No. Reporting:		4	Avg. Sales: 0.75		Traffic to Sales: 13 : 1		16	38	3	0	157	8	Net: 3

City Codes: Sk = Stockton

San Joaquin County					Projects				Participating : 19				In Area : 19			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>		
Reflections	Anthem United	Lp	DTMU		77	0	14	8	1	0	22	1	0.71	0.33		
Solera	Atherton	Mn	DTMU		354	0	3	65	2	0	175	2	1.23	0.67		
Sedona at Sundance	Caresco	Mn	DTMU		57	0	4	106	0	0	19	1	0.42	0.33		
Acero	DR Horton	Mn	DTST		89	0	7	10	1	0	82	1	1.30	0.33		
Palermo Estates	KB Home	Mn	DTST		133	0	4	9	1	1	111	1	1.13	0.33		
360 Lakeside at River Island	Kiper	Lp	DTMU		145	0	6	0	0	0	139	2	1.00	0.67		
Beacon Bay	Kiper	Lp	DTST		112	0	2	23	0	0	66	1	0.83	0.33		
Lakeside	Kiper	Lp	DTMU		46	0	3	32	0	0	1	1	0.10	0.33		
Bella Vista Oakwood Shores II	Lafferty	Mn	Rsv's DTMU		157	0	4	19	0	0	49	1	0.34	0.33		

(San Joaquin County) Continued ...

Development Name	Developer	City Code	Notes	Type										
San Joaquin County Continued ...					Projects Participating : 19						In Area : 19			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Dolcinea	Raymus	Mn	DTST	41	6	5	38	2	0	11	5	0.69	1.67	
Fox Chase at Woodward	Richmond American	Mn	ATMU	130	0	2	31	0	0	7	2	0.35	0.67	
Sandpointe at River Islands	Richmond American	Lp	DTMU	73	0	2	22	0	0	57	0	0.56	0.00	
Tidewater at River Islands	The New Home Co	Lp	DTMU	131	0	7	37	0	0	71	0	0.61	0.00	
Crystal Cove at River Island	Tim Lewis	Lp	DTMU	97	0	6	30	1	1	72	0	0.63	0.00	
Bridgeport	Van Daele	Lp	DTMU	91	0	3	26	0	1	12	0	0.60	0.00	
Castaway at River Islands	Van Daele	Lp	DTMU	114	0	3	27	1	0	39	2	1.18	0.67	
Latitude at River Islands	Van Daele	Lp	DTST	101	0	5	32	1	0	92	2	1.21	0.67	
Latitude at River Islands II	Van Daele	Lp	DTMU	74	0	2	32	1	0	2	2	0.24	0.67	
Woodward Estates	Woodside	Mn	DTMU	72	0	4	11	0	0	59	0	0.58	0.00	
TOTALS: No. Reporting:		19	Avg. Sales: 0.42		Traffic to Sales: 51 : 1		86	558	11	3	1086	24	Net: 8	

City Codes: Lp = Lathrop, Mn = Manteca

Modesto					Projects				Participating : 1				In Area : 1			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD		
Orchard Terrace KB Home Ce DTST					80	0	2	22	4	0	28	6	0.76	2.00		
TOTALS: No. Reporting: 1					Avg. Sales: 4.00		Traffic to Sales: 6 : 1		2	22	4	0	28	6	Net: 4	

City Codes: Ce = Ceres

Stanislaus County					Projects Participating : 4						In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Marcona	Bright	Ky	DTMU	140	0	7	12	0	0	109	0	0.75	0.00
Wilding Ranch	Bright	Pr	DTST	49	0	4	1	1	0	42	1	0.35	0.33
Belmont at Bridle Ridge	JKB	Od	Update DTMU	177	0	2	4	0	0	175	0	0.92	0.00
Monarch Country Living	Ramson	Nw	DTST	47	0	4	14	1	0	1	-1	0.05	-0.33
TOTALS: No. Reporting:		4	Avg. Sales: 0.50	Traffic to Sales: 16 : 1		17	31	2	0	327	0	Net:	2

City Codes: Ky = Keyes, Nw = Newman, Od = Oakdale, Pr = Patterson

Merced County					Projects				Participating : 17				In Area : 17			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>		
Aspire at Bellevue Ranch	K Hovnanian	Md		DTST	48	0	1	5	1	0	47	3	0.90	1.00		
Aspire at Bellevue Ranch II	K Hovnanian	Md		DTST	175	0	4	5	2	0	5	4	0.81	1.33		
Aspire at Sierra Vista	K Hovnanian	Md		DTST	91	0	4	8	1	0	26	3	0.86	1.00		
Four Seasons Los Banos	K Hovnanian	LB		DTMU	97	0	3	5	0	0	46	2	0.67	0.67		
Manzanita	Legacy	Lt		DTMU	172	0	4	35	0	0	14	1	0.58	0.33		
Sunflower	Legacy	Md	New/Rsv's	DTST	143	0	2	36	1	0	1	1	0.88	0.88		
Bellevue Ranch -Chateau Series IV	Lennar	Md		DTST	50	0	3	22	2	0	47	3	0.69	1.00		
Moraga - Skye	Lennar	Md		DTST	69	0	2	18	1	1	17	0	0.70	0.00		
Moraga-Chateau Series	Lennar	Md		DTST	104	0	4	18	0	0	32	1	0.82	0.33		
Cypress Terrace	Malet Development	Md	Rsv's	ATST	33	0	5	6	0	0	16	0	0.36	0.00		
Brookshire	Stonefield Home	LB		DTMU	172	0	5	20	2	0	49	2	0.50	0.67		
Campus Vista	Stonefield Home	Md		DTST	60	0	3	5	0	0	49	0	0.42	0.00		
Harvest Grove	Stonefield Home	LB		DTMU	56	0	2	20	1	0	47	4	0.59	1.33		
Mission Village South	Stonefield Home	LB		DTMU	67	0	4	20	1	0	29	1	0.35	0.33		
Sandstone	Stonefield Home	LB		DTMU	98	0	4	20	0	0	88	1	0.54	0.33		
Stone Ridge West	Stonefield Home	Md		DTST	86	0	3	8	0	0	20	0	0.61	0.00		
University Park	Stonefield Home	Md		DTST	52	0	2	1	0	0	37	1	0.52	0.33		

(Merced County) Continued ...

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects			Participating : 17				In Area : 17		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Continued ...														
TOTALS: No. Reporting:		17	Avg. Sales: 0.65		Traffic to Sales: 21 : 1		55	252	12	1	570	27	Net: 11	

City Codes: LB = Los Banos, Lt = Livingston, Md = Merced

Madera County					Projects			Participating : 1			In Area : 1				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Riverstone- Cambridge Collection		Lennar		Mda	DTMU	78	0	1	2	0	0	77	0	0.76	0.00
TOTALS: No. Reporting:		1		Avg. Sales: 0.00		Traffic to Sales: 0 : 1		1	2	0	0	77	0	Net: 0	

City Codes: Mda = Madera

Fresno County				Projects			Participating : 9				In Area : 9		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Aspire at Sun Valley	K Hovnanian	Coa	DTST	44	0	5	7	0	0	5	3	1.21	1.00
Olive Lane IV	KB Home	Fr	DTST	114	0	2	17	0	0	86	0	0.96	0.00
Chateau at Carriage House	Lennar	Fr	DTMU	84	0	7	17	0	1	59	-2	0.96	-0.67
Chateau at Summer Grove	Lennar	Fr	DTST	102	6	7	16	2	1	72	4	1.36	1.33
Daffodil Hill	Lennar	Fr	DTST	101	0	4	9	0	0	81	3	1.19	1.00
Ellingsworth - Chateau II	Lennar	Cv	DTST	108	0	4	3	0	0	92	0	0.97	0.00
Ellingsworth - Savannah Series	Lennar	Cv	DTST	164	0	3	3	2	1	117	0	1.23	0.00
Sterling Acres- Savannah	Lennar	Fr	DTST	102	6	6	4	3	1	31	4	0.79	1.33
Sterling Acres- Skye	Lennar	Fr	DTST	79	0	4	18	0	0	28	0	0.72	0.00
TOTALS: No. Reporting:		9	Avg. Sales: 0.33		Traffic to Sales: 13 : 1		42	94	7	4	571	12	Net: 3

City Codes: Coa = Coalinga, Cv = Clovis, Fr = Fresno

Tulare County					Projects			Participating : 1			In Area : 1				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Sequoia Trails- Aspen		Beazer		Vi	DTST	205	38	38	11	1	0	1	1	0.37	0.37
TOTALS: No. Reporting:		1		Avg. Sales: 1.00		Traffic to Sales: 11 : 1		38	11	1	0	1	1	Net:	1

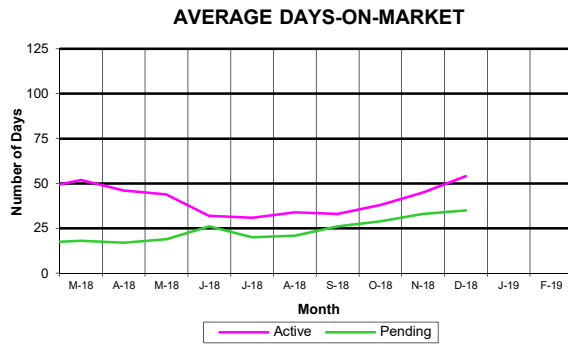
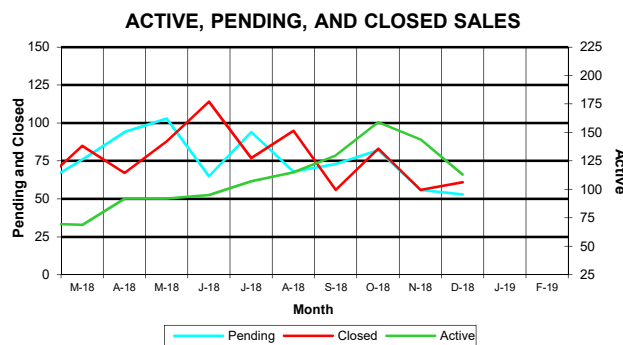
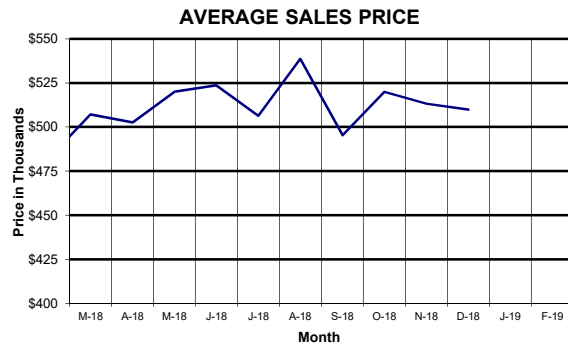
City Codes: Vi = Visalia

Central Valley					Projects Participating : 75					In Area : 75		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 75		Avg. Sales: 0.60		Traffic to Sales: 26 : 1		329	1366	53	8	3,731	104	Net: 45

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

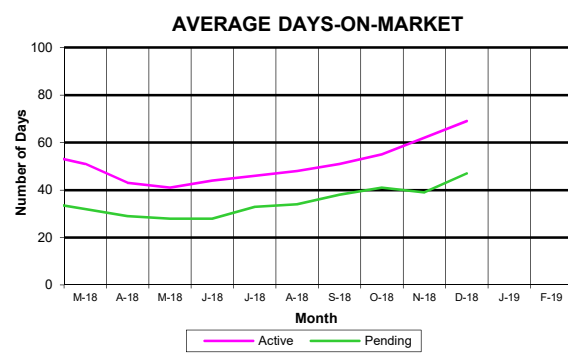
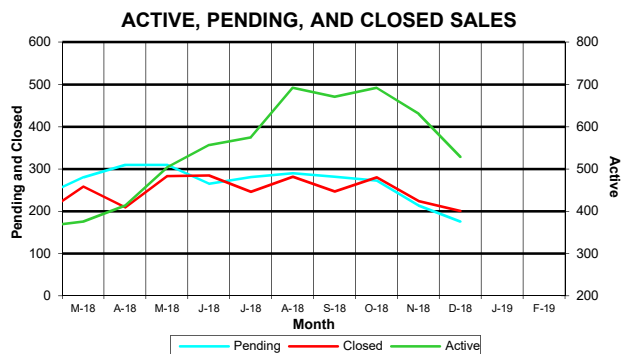
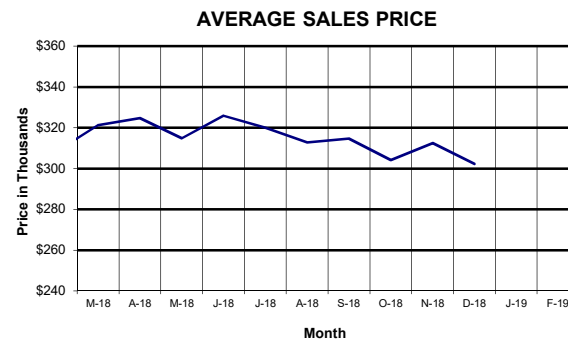
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	92	44	103	19	88	\$520,007
Jun-18	95	32	65	26	114	\$523,698
Jul-18	107	31	94	20	77	\$506,374
Aug-18	115	34	68	21	95	\$538,641
Sep-18	130	33	73	26	56	\$495,325
Oct-18	159	38	82	29	83	\$520,035
Nov-18	144	45	56	33	56	\$513,383
Dec-18	113	54	53	35	61	\$509,845



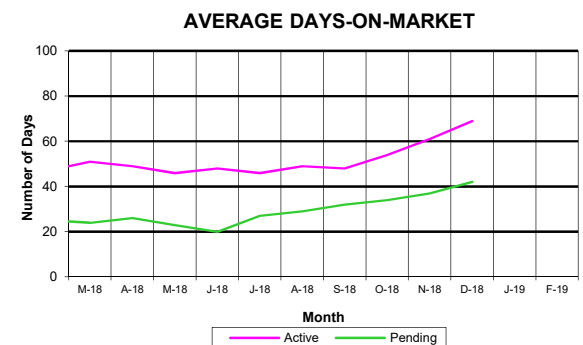
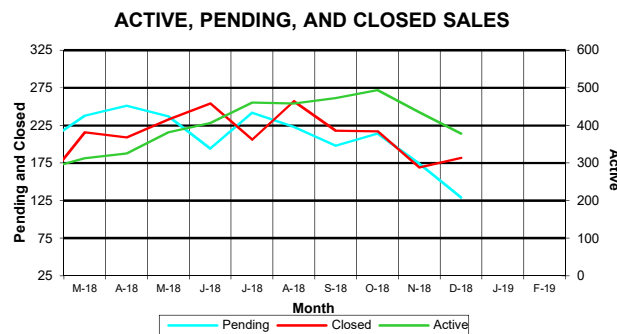
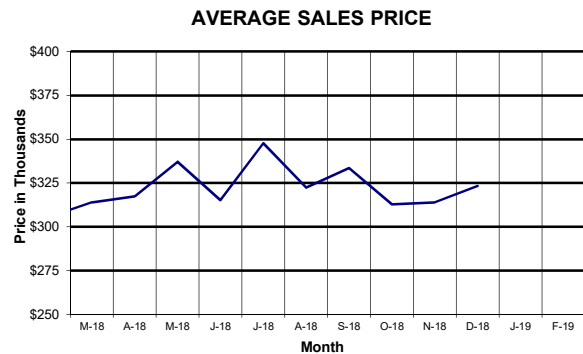
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	504	41	310	28	283	\$314,900
Jun-18	557	44	265	28	285	\$325,915
Jul-18	575	46	281	33	246	\$319,929
Aug-18	692	48	290	34	282	\$312,807
Sep-18	671	51	282	38	247	\$314,661
Oct-18	692	55	273	41	280	\$304,182
Nov-18	631	62	214	39	224	\$312,402
Dec-18	529	69	176	47	201	\$302,220



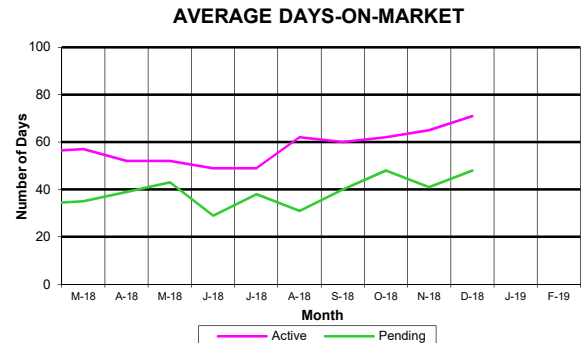
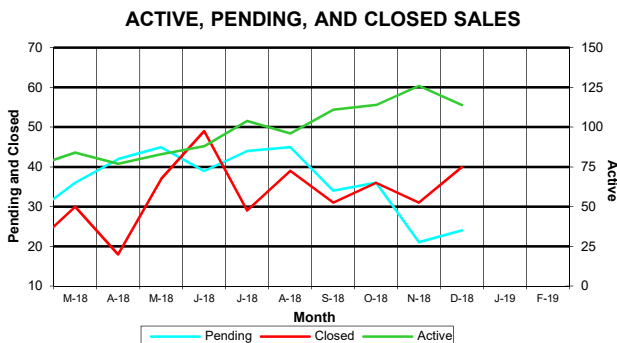
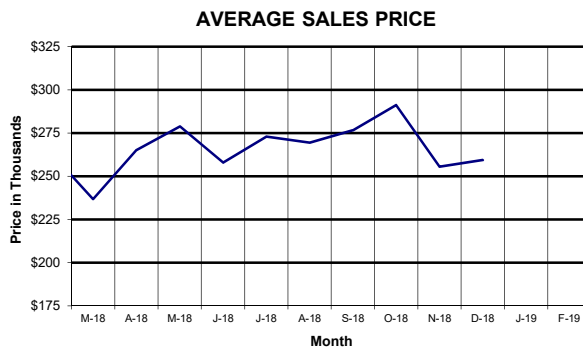
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	382	46	237	23	233	\$337,140
Jun-18	406	48	194	20	254	\$315,232
Jul-18	461	46	242	27	206	\$347,632
Aug-18	458	49	223	29	257	\$322,409
Sep-18	473	48	198	32	218	\$333,401
Oct-18	494	54	214	34	217	\$312,877
Nov-18	435	61	174	37	169	\$313,916
Dec-18	378	69	129	42	182	\$323,247



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	83	52	45	43	37	\$278,834
Jun-18	88	49	39	29	49	\$257,876
Jul-18	104	49	44	38	29	\$272,864
Aug-18	96	62	45	31	39	\$269,441
Sep-18	111	60	34	40	31	\$276,583
Oct-18	114	62	36	48	36	\$291,275
Nov-18	126	65	21	41	31	\$255,525
Dec-18	114	71	24	48	40	\$259,510



THE RYNESS REPORT

The Ryness Company Marketing Research Department

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NATIONAL BUILDER DIVISION

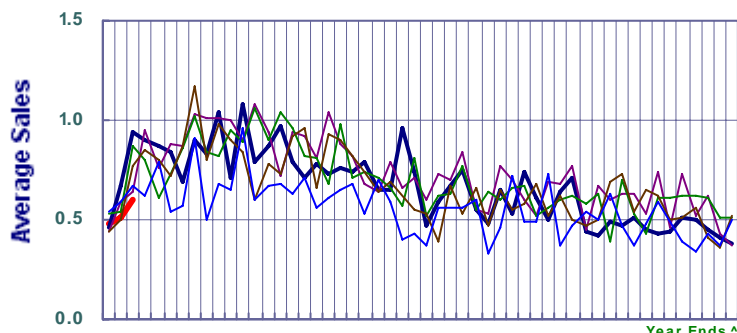
For Week 3, Ending: **January 20, 2019**

Sacramento

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
South Sacramento		28	742	20	2	18	0.64	0.42	52%	0.37	74%
Central & North Sacramento		33	590	17	2	15	0.45	0.61	-25%	0.50	-9%
Folsom		8	221	6	4	2	0.25	0.42	-41%	0.59	-58%
El Dorado		11	200	3	1	2	0.18	0.24	-25%	0.29	-38%
Placer		43	955	41	4	37	0.86	0.60	43%	0.43	99%
Yolo		9	165	5	2	3	0.33	0.41	-18%	0.45	-26%
Northern Counties		6	81	7	1	6	1.00	1.00	0%	1.16	-14%
Current Week Totals	Traffic : Sales 30 : 1	138	2,954	99	16	83	0.60	0.53	13%	0.47	29%
Per Project Average			21	0.72	0.12	0.60					
Year Ago - 01/21/2018	Traffic : Sales 26 : 1	123	3,236	126	10	116	0.94	0.61	55%	0.57	66%
% Change		12%	-9%	-21%	60%	-28%	-36%	-12%		-18%	

2019 Sacramento Survey

52 Weeks Comparison



Year To Date Averages Through Week 3 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	72	21	0.66	0.12	0.54	0.56
■	2015	99	19	0.60	0.11	0.49	0.66
■	2016	121	21	0.62	0.09	0.53	0.69
■	2017	143	24	0.67	0.11	0.56	0.73
■	2018	124	24	0.82	0.13	0.69	0.66
■	2019	138	20	0.62	0.09	0.53	0.53
% Change :		11%	-16%	-24%	-32%	-23%	-20%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.49%	4.49%
FHA	4.06%	4.06%
10 Yr Yield	2.76%	



Market Commentary

The housing market has been an area of concern in recent months, as buyers and builders have grappled with higher mortgage rates and costs that have led to a further deterioration in affordability. Homebuilder sentiment plummeted in December, sparking fears that the slowdown was set to intensify this year. While the NAHB index remains well-below its level this time of year, builders reported better conditions in January with the index edging up two points. The retreat in mortgage rates over the past two months has also helped allay concerns about the housing market. Since mid-November, conventional rates have fallen about 50 bps. Buyers look to be stepping back into the market. Mortgage applications for purchases have jumped more than 10% in each of the past two weeks to reach a new cycle high. After rebounding 1.9% in November, we are expecting existing home sales to fall by an identical amount in December. Sales have been held back by higher mortgage rates in November and December and poor weather, which kept many potential home buyers indoors. Sales are also being hindered by a lack of affordable product, and overall inventories remain relatively low. Home prices should moderate further, as sales have weakened significantly in parts of the country where home prices tend to be more expensive, including major markets along the West Coast and the more densely populated area in the Northeast. Inventories of higher-priced homes have risen and sellers are cutting their asking prices. We are looking for this to continue this year, as overall economic growth struggles and homeowners in higher tax states come to grips with the new tax law. Source: Wells Fargo bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects			Participating : 28				In Area : 28		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Parkview at Sterling Meadows	K Hovnanian	Ln		DTST	60	0	1	34	2	0	38	3	1.08	1.00
Shasta Ridge	KB Home	So		DTST	60	0	5	18	1	0	22	0	0.55	0.00
Sheldon Terrace	KB Home	Ln		DTST	175	6	6	97	1	0	3	3	0.36	1.00
Willow Creek at Monterey Village	KB Home	Ln		DTST	106	0	4	30	1	0	38	1	1.40	0.33
Bordeaux at Vineyard Creek	Lennar	So		DTST	73	0	2	22	1	1	69	1	0.77	0.33
Cambria at Fieldstone	Lennar	Vn		DTMU	130	0	4	23	1	0	109	1	0.94	0.33
Cascade at Parkside	Lennar	Vn		DTMU	152	0	1	25	0	0	130	0	0.68	0.00
Elements at Sterling Meadows	Lennar	Ln		DTST	159	0	1	62	2	0	13	6	0.72	2.00
Heritage Vineyard Creek	Lennar	So		DTMU	208	0	1	17	1	0	85	1	0.87	0.33
Indigo at Sterling Meadows	Lennar	Ln		DTST	94	0	6	67	0	0	47	2	1.17	0.67
Montair at Sterling Meadows	Lennar	Vn		DTST	78	0	3	67	0	0	35	1	0.87	0.33
Redwood at Parkside	Lennar	Vn		DTMU	244	0	3	25	2	1	174	2	0.90	0.67
Marbella	Meritage	Vn		DTST	56	0		15	0	0	0	0	0.00	0.00
Calistoga	Next Generation Capit	So		DTMU	35	0	5	19	1	0	16	0	0.38	0.00
Park One	Northwest Home Co	So		DTMU	38	0	3	22	0	0	25	0	0.67	0.00
Greyhawk Point	Richmond American	So		DTMU	77	0	4	16	0	0	58	2	0.96	0.67
Stonecrest at Sterling Meadows	Richmond American	Ln		DTMU	69	0	4	53	1	0	44	2	0.86	0.67
Aveiro at Madeira East III	Taylor Morrison	Ln		DTST	69	0	7	2	0	0	48	0	0.69	0.00
Caselman Ranch - Amaya	Taylor Morrison	Vn		DTMU	43	0	3	1	0	0	40	0	0.36	0.00
Caselman Ranch - Cavalo	Taylor Morrison	Vn		DTST	76	0	11	3	0	0	65	0	0.50	0.00
Caselman Ranch - Paloma	Taylor Morrison	Vn		DTST	97	0	3	10	1	0	94	3	0.72	1.00
Prado at Madeira East	Taylor Morrison	Ln		DTMU	205	0	7	4	2	0	155	2	0.62	0.67
Viana at Madeira East	Taylor Morrison	Ln		DTMU	206	2	1	10	1	0	177	2	0.70	0.67
Classics at Poppy Lane	Tim Lewis	Ln		DTMU	50	0	7	9	1	0	2	1	0.08	0.33
Latitudes	Tim Lewis	Vn		DTST	159	0	11	49	1	0	35	0	0.95	0.00
Legacy at Poppy Lane	Tim Lewis	Ln		DTMU	57	0	3	11	0	0	7	2	0.39	0.67
Traditions at Poppy Lane	Tim Lewis	Ln		DTST	94	0	5	11	0	0	5	0	0.41	0.00
Capital Reserve	Woodside	Ln		DTMU	84	0	6	20	0	0	71	0	0.63	0.00
TOTALS: No. Reporting:		28	Avg. Sales: 0.64		Traffic to Sales: 37 : 1		117	742	20	2	1605	35	Net:	18

City Codes: Ln = Elk Grove Laguna, So = Sacramento, Vn = Elk Grove Vineyard

Central Sacramento					Projects			Participating : 13				In Area : 13		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Creamery at Alkali Flat	Black Pine	So		DTMU	122	0	4	25	0	0	101	1	0.63	0.33
Estates at Curtis Park	Black Pine	So		DTMU	29	0	7	18	0	0	17	1	0.43	0.33
Veranda at Stone Creek	Elliott	RO		DTST	163	0	21	27	0	0	8	2	0.21	0.67
Ciara at Anatolia	Lennar	RO		DTMU	139	0	3	18	1	0	32	2	0.73	0.67
Highland Grove at Somerset Ranch	Lennar	RO		DTMU	208	0	1	38	4	0	178	4	0.96	1.33
Kensington Estates at Somerset Ranch	Lennar	RO		DTMU	222	0	2	38	0	0	187	4	1.01	1.33
Pointe at Somerset Ranch	Lennar	RO		DTST	62	6	6	38	1	0	3	2	0.70	0.67
McKinley Village - Birch	The New Home Co	So		DTMU	90	0	3	25	1	0	52	2	0.43	0.67
McKinley Village - Cottonwood	The New Home Co	So		DTMU	56	0	5	20	0	0	31	0	0.25	0.00
McKinley Village - Magnolia	The New Home Co	So		DTMU	84	0	3	22	0	0	71	2	0.58	0.67
McKinley Village - Mulberry	The New Home Co	So		DTST	82	0	2	3	0	0	80	1	0.65	0.33
Hidden Ridge	Watt	FO	Rsv's	DTMU	22	0	6	16	0	0	3	0	0.15	0.00
Camden at Somerset Ranch	Woodside	RO		DTMU	165	0	4	33	0	0	106	3	0.56	1.00

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects			Participating : 13				In Area : 13		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
TOTALS: No. Reporting:		13	Avg. Sales: 0.54		Traffic to Sales: 46 : 1		67	321	7	0	869	24	Net: 7	

City Codes: FO = Fair Oaks, RO = Rancho Cordova, So = Sacramento

North Sacramento					Projects			Participating : 20				In Area : 20		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Willow	Anthem United	So		DTMU	68	0	6	18	1	0	57	1	0.64	0.33
Brownstones at Natomas Field	Beazer	So		DTST	213	0	16	19	0	0	146	2	0.87	0.67
Bungalows at Natomas Field	Beazer	So		DTST	95	0	16	5	0	0	59	0	0.70	0.00
Cottages at Natomas Field	Beazer	So		DTST	179	0	14	15	1	0	104	2	0.75	0.67
Villas at Natomas Field	Beazer	So		ATST	216	0	13	13	0	0	153	1	0.92	0.33
Clementine at Westlake Village Greens	DR Horton	So	Update	DTST	49	0	14	5	0	0	16	1	0.69	0.33
Independence at Westlake Village Green	DR Horton	So	Update	DTST	38	0	5	7	4	0	32	8	1.38	2.67
Juniper at Westlake	DR Horton	So	Update	DTMU	66	0	5	9	0	1	25	3	1.18	1.00
Four Seasons Winter at Westshore	K Hovnanian	So		DTMU	184	0	10	5	0	0	174	0	1.30	0.00
Parkside at Westshore	K Hovnanian	So		DTST	131	0	6	16	0	0	95	3	1.22	1.00
Retreat at Westshore II	K Hovnanian	So		DTST	211	0	1	15	3	0	163	2	1.24	0.67
Village at Westshore	K Hovnanian	So		DTMU	162	0	1	0	0	0	161	0	0.97	0.00
Montauk at the Hamptons	KB Home	So		DTMU	342	0	2	17	1	0	200	1	1.20	0.33
Stonybrook at the Hamptons II	KB Home	So		DTST	80	0	5	4	0	0	66	1	1.10	0.33
Trevato	KB Home	So		DTMU	100	0	6	10	0	0	53	4	1.04	1.33
Catalina at Westshore	Lennar	So		DTST	101	0	3	19	0	0	54	3	1.13	1.00
Edgewood at Natomas Meadows	Lennar	So		DTMU	119	0	2	9	0	1	117	0	0.99	0.00
Heritage Westshore-Carmel	Lennar	So		DTST	82	0	2	17	0	0	80	2	0.66	0.67
Heritage Westshore-Coronado	Lennar	So		DTST	135	0	4	17	0	0	114	0	0.90	0.00
Elverta Park	Silverado	Ao	Rsv's	DTST	225	0	14	49	0	0	127	2	1.03	0.67
TOTALS: No. Reporting:		20	Avg. Sales: 0.40		Traffic to Sales: 27 : 1		145	269	10	2	1996	36	Net: 8	

City Codes: Ao = Antelope, So = Sacramento

Folsom Area					Projects			Participating : 8				In Area : 8		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Farmhouse at Willow Creek	Black Pine	Fm		DTMU	126	0	7	46	1	1	38	0	0.86	0.00
Cresleigh Domain	Cresleigh	Fm		DTMU	49	0	TSO	41	0	0	44	1	1.07	0.33
Braeburn at Harvest	Lennar	Fm		DTMU	54	0	5	19	2	1	17	1	0.40	0.33
Copperwood at Folsom Ranch	Lennar	Fm		DTMU	100	0	4	38	1	0	27	4	0.96	1.33
Gala at Harvest	Lennar	Fm		DTMU	62	0	7	19	0	1	27	0	0.64	0.00
Oakleaf at Folsom Ranch	Lennar	Fm		DTMU	81	6	6	38	1	0	25	4	0.92	1.33
Folsom Ranch-Azure	Taylor Morrison	Fm		DTMU	108	0	4	10	1	0	41	1	1.20	0.33
Folsom Ranch-Dakota	Taylor Morrison	Fm		DTMU	98	0	4	10	0	1	36	0	1.19	0.00
TOTALS: No. Reporting:		8	Avg. Sales: 0.25		Traffic to Sales: 37 : 1		37	221	6	4	255	11	Net: 2	

City Codes: Fm = Folsom

El Dorado County					Projects			Participating : 11				In Area : 11		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Cypress at Serrano	Lennar	EH		DTMU	50	0	2	20	0	0	19	2	0.49	0.67
Heritage El Dorado Hills-Estates	Lennar	EH		DTST	97	0	4	32	1	0	11	2	0.61	0.67
Heritage El Dorado Hills-Legends	Lennar	EH		DTST	164	0	6	32	0	0	13	0	0.72	0.00
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTST	369	0	4	32	0	0	11	0	0.61	0.00

(El Dorado County) Continued ...

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects				Participating : 11				In Area : 11	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Reflections at Heritage El Dorado Hills	Lennar	EH		DTST	140	0	4	32	1	1	69	0	1.06	0.00
Ridge at Blackstone	Lennar	EH		DTMU	99	0	2	0	0	0	97	0	0.48	0.00
Elms at The Promontory	Renasci Homes	EH		DTMU	48	0	3	15	0	0	45	2	0.30	0.67
Oaks at The Promontory	Renasci Homes	EH		DTMU	15	2	2	15	1	0	13	2	0.09	0.67
Overlook, The	Renasci Homes	EH		DTMU	28	0	2	18	0	0	18	0	0.19	0.00
Fiori at Serrano	Taylor Morrison	EH		DTMU	50	0	1	0	0	0	49	0	0.25	0.00
Vintage 38	Taylor Morrison	EH		DTMU	38	0	4	4	0	0	34	0	0.23	0.00
TOTALS: No. Reporting:		11	Avg. Sales: 0.18		Traffic to Sales: 67 : 1		34	200	3	1	379	8	Net:	2

City Codes: EH = El Dorado Hills

Placer County					Projects				Participating : 43				In Area : 43	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Rocklin Trails	Cresleigh	Rk		DTST	80	0	10	12	0	0	61	0	0.57	0.00
Manchester II	DR Horton	Rv	Update	DTST	62	6	7	15	1	0	13	4	0.56	1.33
Wexford	DR Horton	Rv	Update	DTMU	103	0	1	2	0	0	102	2	1.17	0.67
Innovations at Twelve Bridges	Elliott	LI		DTMU	193	6	6	20	2	0	171	4	0.68	1.33
Terra Vista at Stoneridge	Elliott	Rv		DTMU	98	0	4	12	1	0	94	2	0.62	0.67
Veranda at Stoneridge	Elliott	Rv		DTST	149	7	4	21	6	0	60	9	1.13	3.00
Timberwood Estates	Hilbers	GV		DTST	45	0		20	0	0	0	0	0.00	0.00
Avenue, The	JMC	LI		DTMU	50	0	4	15	0	0	5	0	0.26	0.00
Bluffs at Whitney Ranch	JMC	Rk		DTMU	75	0	2	20	2	0	66	4	0.63	1.33
Executive Series at Lakeside	JMC	LI		DTMU	291	0	4	2	0	0	276	1	0.46	0.33
Northwood at Fiddymment Farms	JMC	Rv		DTST	60	0	4	10	4	0	56	6	0.66	2.00
Overlook at Whitney Ranch	JMC	Rk		DTMU	100	0	2	5	0	0	98	0	0.67	0.00
Panorama at Whitney Ranch	JMC	Rk		DTMU	8	0	5	30	0	0	3	0	0.11	0.00
Park, The	JMC	Rk		DTMU	76	6	5	32	3	0	50	3	0.57	1.00
Reserve at Fiddymment Farm	JMC	Rv		DTMU	128	0	4	7	0	0	107	0	0.44	0.00
Ridge at Whitney Ranch	JMC	Rk		DTST	90	0	4	26	0	0	69	2	0.97	0.67
Summerwood at Fiddymment Farm	JMC	Rv		DTST	85	0	4	28	0	0	81	1	0.53	0.33
Valleybrook at Fiddymment Farm	JMC	Rv		DTMU	78	0	1	74	2	0	16	2	0.88	0.67
Walk, The	JMC	Rk		DTST	70	0	4	21	1	1	45	0	0.62	0.00
Wild Oak at Whitney Ranch	JMC	Rk		DTMU	91	0	9	37	0	0	82	-1	0.54	-0.33
Wildwood	JMC	Rv		DTMU	86	0	2	44	0	0	59	0	0.56	0.00
Aspire at Village Center	K Hovnanian	Rv		DTMU	56	0	2	8	1	0	17	3	1.68	1.00
Legato at Westpark II	KB Home	Rv		DTMU	86	0	5	14	0	1	81	0	0.67	0.00
Pebble Creek	KB Home	Rk		DTST	47	0	5	14	0	0	42	2	0.44	0.67
Corvara at Fiddymment Farm	Lennar	Rv	New	DTMU	67	0	2	8	1	0	1	1	0.88	0.88
Heritage Solaire-Eclipse	Lennar	Rv		DTMU	174	6	6	75	1	0	26	1	0.72	0.33
Heritage Solaire-Larissa	Lennar	Rv		DTST	144	0	3	75	2	0	32	3	0.86	1.00
Heritage Solaire-Meridian	Lennar	Rv		DTST	175	0	6	75	0	0	33	2	0.82	0.67
Ironwood	Lennar	Rk		DTMU	111	0	2	27	1	1	100	2	1.03	0.67
La Maison at Diamond Creek	Lennar	Rv		DTMU	81	0	2	5	0	0	79	1	0.75	0.33
Mira Vista at Verdera	Lennar	LI		DTMU	75	0	2	2	0	0	73	2	0.60	0.67
Montecito Walk at Westpark	Lennar	Rv		DTMU	122	0	5	19	1	0	98	2	0.89	0.67
Durango	Meritage	Rk		DTST	122	0	5	20	0	0	41	1	0.85	0.33
Summit, The	Meritage	Rv		DTMU	56	0	1	24	2	0	43	3	0.75	1.00
Blume at Solaire	Taylor Morrison	Rv		DTMU	73	3	5	1	3	0	40	3	0.80	1.00
Preserve at Secret Ravine	Taylor Morrison	Rk	Update	DTMU	169	0	2	4	3	1	167	3	0.81	1.00

(Placer County) Continued ...

Development Name	Developer	City Code	Notes	Type
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Placer County				Projects Participating : 43							In Area : 43		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Continued ...													
Treo at Solaire	Taylor Morrison	Rv	DTMU	72	3	3	10	3	0	42	3	0.81	1.00
Canyon View Whitney Ranch	The New Home Co	Rk	DTMU	92	0	2	35	0	0	21	0	0.48	0.00
Crowne Point	Tim Lewis	Rk	DTMU	156	0	4	31	1	0	120	3	0.45	1.00
Bromley at Solaire	Woodside	Rv	DTMU	86	0	6	7	0	0	72	0	0.46	0.00
Cottages at Spring Valley	Woodside	Rk	DTMU	210	0	1	16	0	0	136	0	0.93	0.00
Hillingdon at Solaire	Woodside	Rv	DTMU	71	0	1	12	0	0	62	0	0.39	0.00
Villas at Spring Valley	Woodside	Rk	DTST	160	0	4	20	0	0	112	1	0.76	0.33
TOTALS: No. Reporting:		43	Avg. Sales: 0.86		Traffic to Sales: 23 : 1		160	955	41	4	2952	75	Net: 37

City Codes: GV = Grass Valley, LI = Lincoln, Rk = Rocklin, Rv = Roseville

Yolo County				Projects Participating : 9							In Area : 9			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Riverchase	Anthem United	WS	DTMU	222	0	10	22	0	0	45	2	0.75	0.67	
Adeline	DR Horton	WI	DTST	77	0	12	14	1	0	8	2	0.72	0.67	
Grove at Spring Lake	Lennar	WI	DTST	225	0	3	28	1	1	94	0	0.98	0.00	
Orchard at Spring Lake	Lennar	WI	DTST	103	0	3	31	0	1	58	2	1.00	0.67	
Cannery - Tilton	Shea	Dv	DTMU	76	0	3	10	0	0	61	3	0.34	1.00	
Spring Lake - Ivy	Taylor Morrison	WI	DTMU	44	0	2	6	0	0	5	0	0.16	0.00	
Spring Lake - Laurel	Taylor Morrison	WI	DTMU	100	0	19	7	2	0	4	1	0.12	0.33	
Spring Lake - Olive	Taylor Morrison	WI	DTMU	70	0	14	5	0	0	3	0	0.10	0.00	
Cannery - Gala	The New Home Co	Dv	ATMU	120	0	4	42	1	0	33	1	0.49	0.33	
TOTALS: No. Reporting: 9				Avg. Sales: 0.33		Traffic to Sales: 33 : 1		70	165	5	2	311	11	Net: 3

City Codes: Dv = Davis, WI = Woodland, WS = West Sacramento

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.Sls /Week	Av.Sls. /YTD	
Pennington Ranch		KB Home		LO	DTST	97	6	5	14	3	0	49	8	2.12	2.67
TOTALS: No. Reporting:		1		Avg. Sales: 3.00		Traffic to Sales: 5 : 1		5	14	3	0	49	8	Net: 3	

City Codes: LO = Live Oak

Yuba County				Projects Participating : 5							In Area : 5		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Orchard Glen II	Beazer	PLk	DTST	46	0	4	13	0	0	40	0	0.52	0.00
Brookside	Hilbers	Ms	DTST	39	0	8	8	0	0	28	3	0.55	1.00
Premier Series at Orchard	JMC	Lda	DTST	300	8	8	15	1	0	230	2	0.39	0.67
Aspire at Wheeler Ranch	K Hovnanian	Ol	DTST	130	0	4	13	1	1	119	2	1.47	0.67
Sonoma Ranch	Lennar	PLk	DTST	137	3	3	18	2	0	40	5	0.91	1.67
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 17 : 1		27	67	4	1	457	12	Net: 3	

City Codes: Lda = Linda, Ms = Marysville, Ol = Olivehurst, PLk = Plumas Lake

THE RYNESS REPORT

Week Ending
Sunday, January 20, 2019

Sacramento Page 5 of: 5

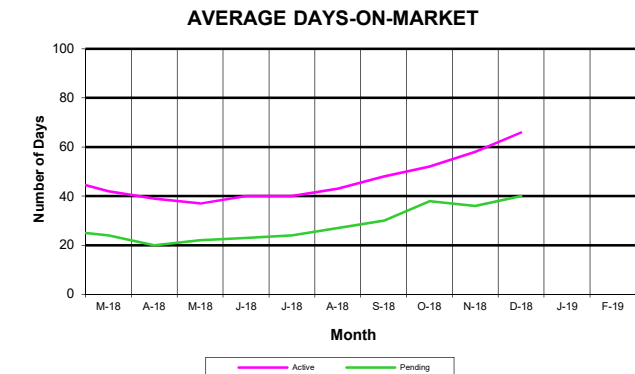
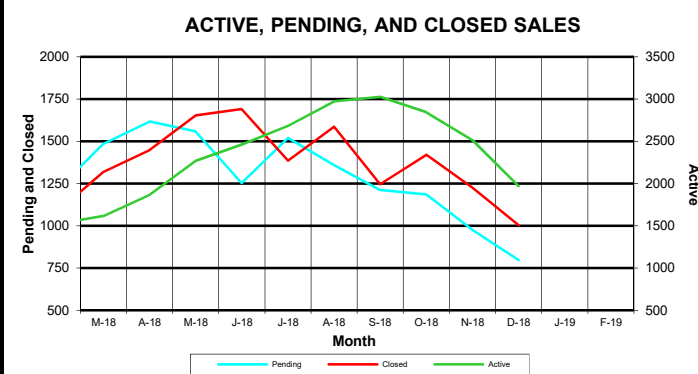
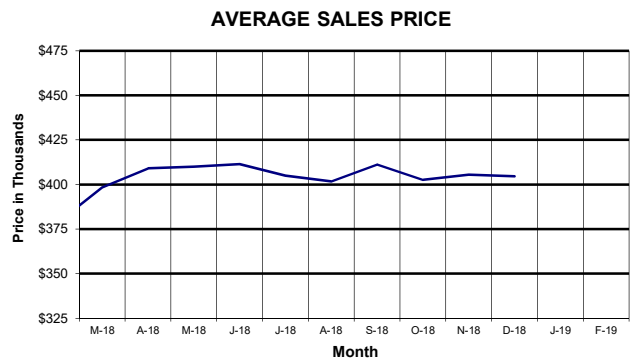
Development Name	Developer	City Code	Notes	Type
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Sacramento				Projects Participating : 138					In Area : 138			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 138		Avg. Sales: 0.60		Traffic to Sales: 30 : 1		662	2954	99	16	8,873	220	Net: 83

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

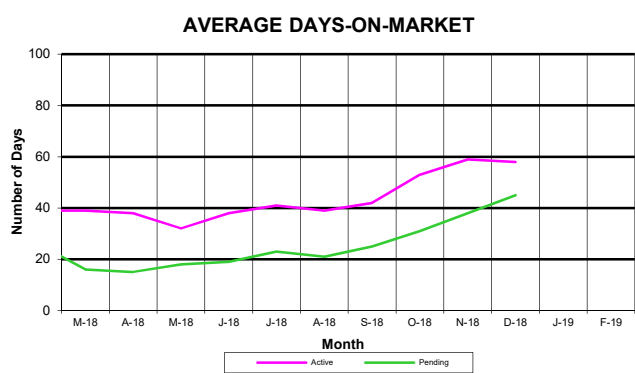
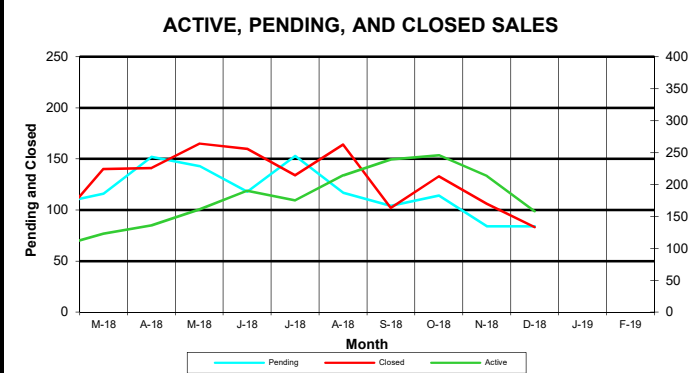
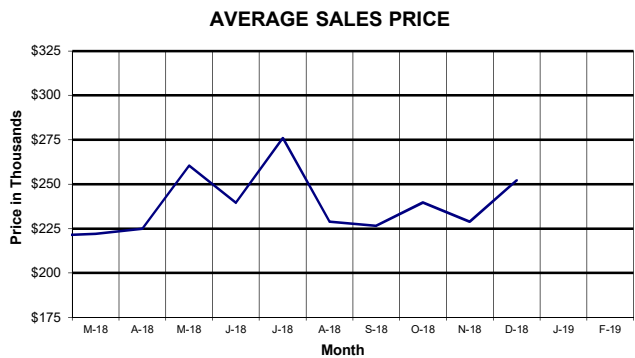
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	2,268	37	1,558	22	1,653	\$410,082
Jun-18	2,461	40	1,254	23	1,691	\$411,537
Jul-18	2,685	40	1,520	24	1,387	\$404,903
Aug-18	2,972	43	1,360	27	1,587	\$401,832
Sep-18	3,026	48	1,212	30	1,247	\$411,319
Oct-18	2,844	52	1,186	38	1,421	\$402,586
Nov-18	2,514	58	975	36	1,225	\$405,453
Dec-18	1,971	66	797	40	1,004	\$404,545



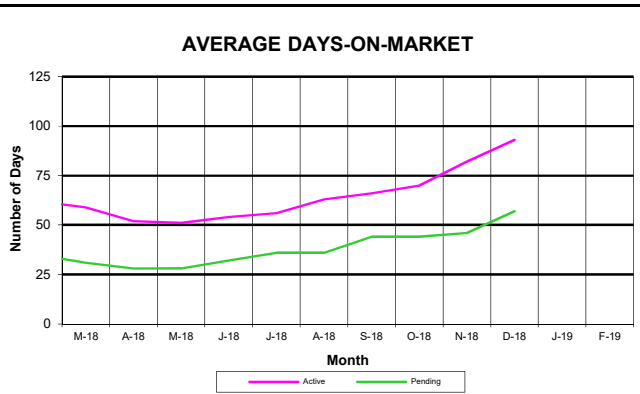
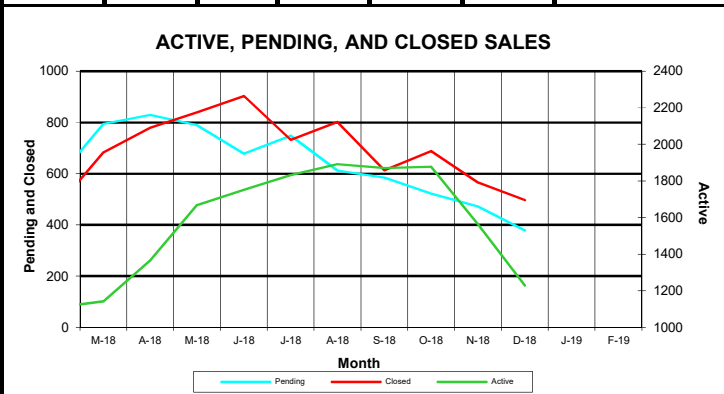
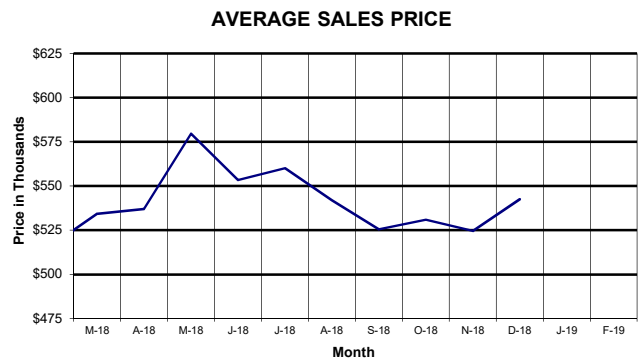
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	161	32	143	18	165	\$260,343
Jun-18	190	38	118	19	160	\$239,542
Jul-18	175	41	153	23	134	\$275,979
Aug-18	214	39	117	21	164	\$228,965
Sep-18	239	42	104	25	102	\$226,529
Oct-18	246	53	114	31	133	\$239,690
Nov-18	213	59	84	38	106	\$228,936
Dec-18	158	58	84	45	83	\$252,052



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	1,668	52	830	28	779	\$536,948
May-18	1,668	51	790	28	839	\$579,556
Jun-18	1,752	54	679	32	903	\$553,390
Jul-18	1,832	56	748	36	732	\$560,001
Aug-18	1,892	63	612	36	802	\$541,897
Sep-18	1,871	66	585	44	614	\$525,361
Oct-18	1,878	70	522	44	689	\$530,925
Nov-18	1,565	82	472	46	566	\$524,533



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-18	221	54	151	19	171	\$524,400
Jun-18	250	51	118	22	168	\$513,238
Jul-18	263	54	125	25	137	\$497,695
Aug-18	301	57	104	30	146	\$511,372
Sep-18	296	59	89	39	98	\$546,185
Oct-18	324	61	108	40	118	\$483,302
Nov-18	269	68	92	50	93	\$492,558
Dec-18	212	77	77	47	91	\$485,465

