

THE RYNES REPORT

The Ryness Company Marketing Research Department

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For Week 6, Ending: **February 10, 2019**

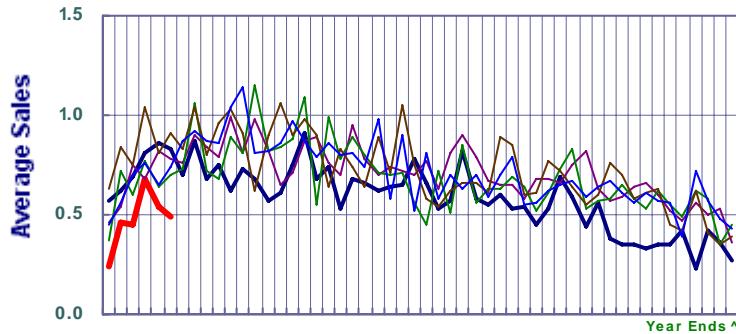
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Central-North Orange	78	3,380	48	5	43	0.55	0.44	24%	0.36	53%	
Coastal-South Orange	37	739	10	4	6	0.16	0.34	-52%	0.29	-44%	
Los Angeles	53	1,066	23	3	20	0.38	0.42	-9%	0.33	15%	
Santa Clarita / Antelope	17	648	12	1	11	0.65	0.41	57%	0.44	47%	
Ventura	10	302	11	0	11	1.10	0.57	93%	0.40	175%	
Santa Barbara-San Luis Obispo	11	897	13	1	12	1.09	0.71	54%	0.45	145%	
Kern-Tulare-Kings	25	385	15	4	11	0.44	0.84	-47%	0.73	-40%	
Current Week Totals	Traffic : Sales 56 : 1	231	7,417	132	18	114	0.49	0.48	3%	0.39	26%
Per Project Average			32	0.57	0.08	0.49					
Year Ago - 02/11/2018	Traffic : Sales 36 : 1	179	5,856	164	15	149	0.83	0.68	22%	0.60	39%
% Change		29%	27%	-20%	20%	-23%	-41%	-30%		-34%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 6 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	125	49	0.69	0.10	0.59	0.71
■	2015	142	49	0.86	0.12	0.74	0.73
■	2016	187	40	0.67	0.11	0.56	0.68
■	2017	141	36	0.86	0.15	0.71	0.71
■	2018	170	30	0.83	0.09	0.74	0.58
■	2019	227	27	0.57	0.10	0.48	0.48
% Change :		34%	-9%	-30%	10%	-35%	-18%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.35%	4.35%
FHA	3.93%	3.93%
10 Yr Yield	2.66%	



Market Commentary

More consumers now see the door to homeownership slowly squeaking open, but they still think it's pretty pricey. The share of Americans who say it is a good time to buy a home increased 4 percentage points to 15% in January compared with December, according to a monthly survey from Fannie Mae. The share is still down sizably from the start of 2018, when housing demand was soaring and home prices were rising at a much faster clip. Home price gains have been shrinking since last summer and are now rising at the slowest pace in more than six years, according to CoreLogic. Consequently, the share of Americans who say home prices will go up fell 1 percentage point to 30%. That share has been declining for four straight months and is down a whopping 22 percentage points from a year ago, according to Fannie Mae. While consumer confidence in housing is rising this year, it was still a bit unsteady in the fourth quarter of last year. Attitudes toward homebuying are improving this year because it appears that mortgage rates will not be increasing as much as previously expected. The share of those who expect rates to go up over the next year fell 3 percentage points to 53% in the Fannie Mae survey. The Federal Reserve has signaled it may not be as aggressive in hiking interest rates as previously forecast. "Overall, these results are in line with our forecast that, amid improving affordability conditions, home sales should stabilize in 2019 after declining last year for the first time in four years," said Doug Duncan, Fannie Mae's chief economist. Cooler home prices and lower interest rates certainly increase affordability and help consumers feel better about buying. *Diana Olick CNBC Real Estate Reporter*

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 62			In Area : 62		
Central Orange					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			
Beverly at Eastwood Village	Brookfield	Ir		DTMU	80	0	4	36	0	0	35	2	0.44	0.33			
Delano at Eastwood Village	Brookfield	Ir		ATMU	129	0	6	75	0	0	123	4	1.19	0.67			
Legado at Portola Springs	Brookfield	Ir		DTMU	190	0	23	35	0	0	137	3	0.89	0.50			
Carissa	California Pacific	Ir	Update	ATMU	96	0	5	39	2	0	21	3	0.77	0.50			
Talise	California Pacific	Ir	Update	DTMU	112	0	8	49	0	0	32	3	0.53	0.50			
C2E Irvine	Intracorp	Ir		ATMU	71	0	4	19	2	0	43	6	0.87	1.00			
Lux	Intracorp	Ir		ATMU	39	5	3	76	2	0	9	9	3.71	3.71			
Barcelona at Los Olivos Village	Irvine Pacific	Ir		DTMU	169	0	1	29	0	0	22	1	0.64	0.17			
Como at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	85	3	3	25	1	0	51	1	0.74	0.17			
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	123	0	4	26	0	0	39	1	0.57	0.17			
Marin at Eastwood Village	Irvine Pacific	Ir		DTMU	325	0	4	51	0	0	287	2	1.84	0.33			
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	135	3	4	28	1	0	42	1	0.61	0.17			
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	95	3	3	22	2	0	30	3	0.43	0.50			
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	149	0	2	34	0	0	62	4	0.90	0.67			
Deco at Cadence Park	K Hovnanian	Ir		SFD	93	0	5	11	0	0	31	0	0.71	0.00			
Elderberry at Portola Springs	KB Home	Ir		DTMU	68	0	1	27	1	0	53	9	0.68	1.50			
Euclid Place	KB Home	An	Rsv's	DTMU	39	0	7	26	0	0	0	0	0.00	0.00			
Prado at Cadence Park	KB Home	Ir		ATT	87	0	3	23	2	0	12	2	0.51	0.33			
Adagio at Cadence park	Lennar	Ir		DTMU	53	0	1	118	0	0	41	0	0.88	0.00			
Aldea at Travata	Lennar	Ir		AASF	105	0	3	6	0	0	9	-1	0.20	-0.17			
Aurora at Altair Irvine	Lennar	Ir		DTMU	82	0	3	48	1	0	56	5	0.69	0.83			
Cantata at Cadence Park	Lennar	Ir		DTMU	67	3	4	118	2	0	29	7	0.62	1.17			
Capella at Cadence Park	Lennar	Ir		DTMU	62	0	2	118	1	0	13	2	0.28	0.33			
Castillo at Travata	Lennar	Ir		DTMU	77	0	4	77	0	0	53	5	0.88	0.83			
Celestial at Altair Irvine	Lennar	Ir		DTMU	86	3	4	36	1	0	42	5	0.52	0.83			
Chorus at Cadence Park	Lennar	Ir		ATMU	56	0	5	118	1	2	38	2	1.04	0.33			
Crescendo at Cadence Park	Lennar	Ir		DTMU	63	0	2	118	0	0	7	0	0.15	0.00			
Eclipse at Altair Irvine	Lennar	Ir		DTMU	79	0	4	36	0	0	54	1	0.66	0.17			
Encore at Cadence Park	Lennar	Ir		DTMU	106	0	2	118	0	0	25	1	0.54	0.17			
Hudson at Central Park West	Lennar	Ir		ATMU	176	0	2	40	1	0	106	1	1.91	0.17			
Lumiere	Lennar	Ir		DTMU	79	0	4	83	0	0	35	0	0.52	0.00			
Marcato at Cadence Park	Lennar	Ir		DTMU	48	0	3	118	0	0	31	0	0.67	0.00			
Obsidian at Parasol Park	Lennar	Ir		ATMU	77	0	5	8	0	1	68	-3	0.60	-0.50			
Palencia at Travata	Lennar	Ir		DTMU	61	0	1	22	0	0	24	0	0.37	0.00			
Rockefeller Central Park West	Lennar	Ir		ATMU	22	0	2	40	0	0	14	0	0.15	0.00			
Serenade at Cadence Park	Lennar	Ir		DTMU	46	0	5	118	0	0	22	-1	0.47	-0.17			
Solstice at Altair Irvine	Lennar	Ir		DTMU	65	0	3	48	0	0	47	0	0.58	0.00			
Starlight at Altair Irvine	Lennar	Ir		DTMU	91	0	4	51	0	0	41	2	0.50	0.33			
Tribeca at Central Park West	Lennar	Ir		ATMU	120	0	5	40	0	0	65	0	0.73	0.00			
Windchime at Parasol Park	Lennar	Ir		ATMU	118	0	4	2	0	0	111	-1	1.16	-0.17			
Tapestry Walk	Olson	An		ATMU	120	0	6	17	4	1	111	3	1.28	0.50			
Greenleaf	Pinnacle	GG		ATT	17	0	3	16	0	0	6	0	0.20	0.00			
Duet at Cadence Park	Pulte	Ir		SFD	96	0	4	20	0	0	26	0	1.02	0.00			
Avila at Eastwood Village	Richmond American	Ir		DTMU	83	0	2	28	0	0	59	1	0.76	0.17			
Caballetta at Cadence Park	Richmond American	Ir		ATT	70	0	12	35	0	0	10	2	0.27	0.33			
Juniper at Portola Springs	Richmond American	Ir		DTMU	109	0	12	29	0	0	55	4	0.55	0.67			
Artisan at South Coast	Shea	SA		DTMU	42	0	4	27	0	0	10	3	0.31	0.50			
Padova at Orchid Hills	Shea	Ir		DTMU	70	0	2	45	0	0	65	1	0.68	0.17			
Avery at The Grove	Taylor Morrison	SA		DTMU	22	0	7	15	0	0	0	0	0.00	0.00			

(Central Orange) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 62			In Area : 62		
Central Orange Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Muse at Cadence Park	Taylor Morrison	Ir		ATMU	70	0	22	23	2	0	23	2	0.63	0.33			
Vintage at Old town	Taylor Morrison	Ts		ATMU	140	0	3	36	0	0	6	1	0.58	0.17			
Lucca at Orchard Hills	The New Home Co	Ir		DTMU	40	0	2	22	0	0	38	0	0.45	0.00			
Marywood Hills	The New Home Co	Or		DTMU	40	0	6	27	0	0	6	3	0.14	0.50			
Morro at Eastwood Village	The New Home Co	Ir		DTMU	81	0	8	37	0	0	32	0	0.41	0.00			
Lyric at Cadence Park	TRI Pointe	Ir		DTMU	70	0	13	32	1	0	17	1	0.37	0.17			
StrataPointe	TRI Pointe	BP		ATMU	149	0	10	10	1	0	139	2	1.41	0.33			
Varenna	TRI Pointe	Ir		DTMU	135	0	18	33	1	1	81	1	0.61	0.17			
Lewis + Mason	Trumark	An		ATT	153	0	15	25	1	0	39	3	1.91	0.50			
Magnolia Park I and II	Van Daele	An		SFD	53	0	14	38	1	0	35	6	0.96	1.00			
Calistoga at Eastwood	William Lyon	Ir		DTMU	60	0	3	14	0	0	57	0	0.41	0.00			
Calistoga II at Eastwood	William Lyon	Ir		DTMU	24	0	1	14	0	0	23	2	0.41	0.33			
Flora Park	William Lyon	Cy		AASF	244	3	4	62	2	0	139	14	3.20	2.33			
TOTALS: No. Reporting:	62	Avg. Sales: 0.45			Traffic to Sales: 82 : 1	333	2717	33	5	2937	128	Net: 28					

City Codes: An = Anaheim, BP = Buena Park, Cy = Cypress, GG = Garden Grove, Ir = Irvine, Or = Orange, SA = Santa Ana, Ts = Tustin

North Orange	Projects							Participating : 9			In Area : 9		
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Newbury	Brandywine	YL	DTMU	15	0	3	19	0	0	12	1	0.22	0.17
Magnolia at Loma Vista	Lennar	YL	ATMU	62	3	4	101	1	0	14	14	2.58	2.58
Portarosa	Lennar	Br	ATMU	103	0	2	31	1	0	93	2	1.11	0.33
Primrose at Loma Vista	Lennar	YL	ATMU	94	6	3	101	6	0	24	24	4.42	4.42
Jasmine at Loma Vista	Melia	YL	ATMU	36	3	8	67	0	0	10	10	2.41	2.41
Portola Walk	Olson	LH	ATT	50	1	4	31	2	0	11	2	0.60	0.33
Skylark	Shea	LH	ATMU	32	0	2	22	0	0	4	1	0.13	0.17
Wedgewood	Shea	YL	DTMU	22	3	3	86	1	0	4	4	0.23	0.67
Agave at La Floresta	The New Home Co	Br	AAAT	80	0	9	13	1	0	30	2	0.43	0.33
TOTALS: No. Reporting:	9	Avg. Sales: 1.33			Traffic to Sales: 39 : 1	38	471	12	0	202	60	Net: 12	

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

North Coastal Orange	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			
Aura	DeNova	CM	DTMU	33	0	5	14	1	0	28	2	0.35	0.33
Elara	DeNova	CM	DTMU	56	0	9	32	2	0	24	3	0.54	0.50
Place, The	Intracorp	CM	DTMU	42	0	6	17	0	0	20	6	0.43	1.00
Ebb Tide	MBK	NB	DTMU	81	0	4	9	0	0	77	2	0.88	0.33
17 West Live/Work	Meritage	CM	ATMU	89	0	9	8	0	0	44	2	0.55	0.33
17 West Lofts	Meritage	CM	ATMU	46	0	17	14	0	0	26	1	0.32	0.17
Parkside Estates	Shea	HB	DTMU	111	0	4	98	0	0	23	7	0.76	1.17
TOTALS: No. Reporting:	7	Avg. Sales: 0.43			Traffic to Sales: 64 : 1	54	192	3	0	242	23	Net: 3	

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

South Coastal Orange	Projects							Participating : 6			In Area : 6		
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Aqua Sea Summit	Taylor Morrison	SCI	DTMU	127	0	6	9	0	0	121	-2	0.65	-0.33
Azure Sea Summit	Taylor Morrison	SCI	DTMU	81	3	4	10	1	0	63	3	0.37	0.50
Indigo Sea Summit	Taylor Morrison	SCI	DTMU	24	0	1	0	1	1	19	1	0.15	0.17

(South Coastal Orange) Continued ...

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South Coastal Orange Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Sapphire Sea Summit	Taylor Morrison	SCI		DTMU	77	0	1	9	0	0	68	2	0.40	0.33			
Grand Monarch	William Lyon	DA		ATMU	37	6	8	1	0	0	19	1	0.10	0.17			
South Cove	Zephyr	DA		ATMU	168	0	4	36	0	0	53	4	0.88	0.67			
TOTALS: No. Reporting:	6	Avg. Sales:	0.17		Traffic to Sales:	33 : 1		24	65	2	1	343	9	Net:	1		

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

South Inland Orange					Projects							Participating : 31			In Area : 31		
					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			
Oaks, The	Baldwin and Sons	Lfo	Update	DTMU	304	0	43	85	0	1	61	0	0.32	0.00			
Christopher Homes at Ladera Ranch	Christopher	LR		DTMU	36	0	2	10	0	0	34	-1	0.42	-0.17			
Highmark at Ironridge	KB Home	Lfo		DTMU	83	0	1	24	0	0	32	4	0.53	0.67			
Brookhaven	Landsea	Lfo		DTMU	80	0	11	28	0	0	24	1	0.37	0.17			
Copperleaf/Silveroak at IronRidge	Landsea	Lfo		ATMU	251	0	7	16	0	0	13	3	1.54	0.50			
Sagebluff	Landsea	Lfo		DTMU	65	0	5	26	1	0	40	1	0.56	0.17			
Windstone	Landsea	Lfo		DTMU	85	0	17	30	0	0	27	0	0.38	0.00			
Avant at Esencia	Lennar	RMV		SFD	105	0	3	43	1	0	40	8	0.60	1.33			
Avocet at Esencia	Lennar	RMV		DTMU	95	0	3	10	0	0	86	0	0.48	0.00			
Citron at Esencia	Lennar	RMV		DTMU	120	0	2	3	0	0	118	3	0.72	0.50			
Heirloom at Esencia	Lennar	RMV		DTMU	86	0	S/O	2	0	0	86	3	0.45	0.50			
Iris at Esencia	Lennar	RMV		DTMU	94	0	2	22	0	0	69	4	0.59	0.67			
Vivaz at Esencia	Lennar	RMV		DTMU	79	0	3	39	1	0	47	5	0.73	0.83			
Veranda	MBK	RMV	Update	ATMU	86	0	14	32	0	0	72	1	0.58	0.17			
Modena at Esencia	Meritage	RMV		ATT	118	0	4	25	0	0	41	3	0.53	0.50			
Sage at Esencia	Meritage	RMV		ATMU	125	0	1	0	0	0	124	1	0.99	0.17			
Alondra	Shea	RMV		DTMU	121	0	1	25	0	0	106	4	0.58	0.67			
Bristol at Baker Ranch	Shea	Lfo		DTMU	85	0	3	35	0	0	55	1	0.99	0.17			
Cortesa	Shea	RMV		DTMU	135	0	4	32	0	0	101	2	0.55	0.33			
Rowe	Shea	Lfo		ATMU	228	0	2	4	0	0	222	4	1.20	0.67			
Cove at Pacifica San Juan	Taylor Morrison	SJC		ATMU	70	3	4	16	1	0	42	2	0.76	0.33			
Azure at Esencia	The New Home Co	RMV		ATMU	80	0	7	29	0	1	66	2	1.01	0.33			
Cobalt at Esencia	The New Home Co	RMV		ATMU	72	0	5	29	0	0	23	2	0.35	0.33			
Sky Ranch at Covenant Hills	The New Home Co	LR		DTMU	28	0	1	25	0	0	17	3	0.60	0.50			
Topaz at Esencia	The New Home Co	RMV		DTMU	56	0	6	25	1	0	11	2	0.24	0.33			
Aria at Esencia	TRI Pointe	RMV		DTMU	151	0	2	7	1	0	149	2	0.84	0.33			
Viridian	TRI Pointe	RMV		DTMU	72	0	12	26	0	1	29	0	0.74	0.00			
Artisan	William Lyon	LR		DTMU	14	0	3	0	0	0	10	0	0.05	0.00			
Artisan II	William Lyon	LR		DTMU	15	0		0	0	0	0	0	0.00	0.00			
Briosa	William Lyon	RMV		DTMU	50	0	1	8	1	0	42	2	0.34	0.33			
Reverie at Esencia	William Lyon	RMV		DTMU	118	0	3	18	1	0	39	3	0.74	0.50			
TOTALS: No. Reporting:	31	Avg. Sales:	0.16		Traffic to Sales:	84 : 1		172	674	8	3	1826	65	Net:	5		

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

San Gabriel Valley					Projects							Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Palmera	Brandywine	BP	New	ATMU	23	0	2	100	3	0	3	3	7.00	7.00			
Pacific Villas	Williams	BP		SFD	47	0	8	20	0	0	34	1	0.84	0.17			

(San Gabriel Valley) Continued ...

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Development Name	Developer	City Code	Notes	Type									
San Gabriel Valley					Projects		Participating : 2			In Area : 2			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Continued ...													
TOTALS: No. Reporting:	2	Avg. Sales: 1.50	Traffic to Sales: 40 : 1		10		120	3	0	37	4	Net: 3	

City Codes: BP = Baldwin Park

Northeast Los Angeles				Projects		Participating : 4			In Area : 4			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
E.R.B.	Warmington	LA	DTMU	45	0	2	24	1	0	31	0	0.48
Coolidge Place	Watt	LA	SFD	30	0		8	0	0	0	0	0.00
Bridewell	Williams	HP	DTMU	9	0	6	6	0	0	3	-1	0.08
Echo Two Four	Williams	HP	ATMU	24	0	10	13	1	0	14	5	0.30
TOTALS: No. Reporting:	4	Avg. Sales: 0.50	Traffic to Sales: 26 : 1		18		51	2	0	48	4	Net: 2

City Codes: HP = Highland Park, LA = Los Angeles

West Los Angeles				Projects		Participating : 4			In Area : 4			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Collection at Playa Vista	Brookfield	PVst	ATMU	66	0	16	25	0	0	37	3	0.43
Jewel at Playa Vista	Brookfield	PVst	DTMU	14	0	1	8	0	0	13	1	0.12
Ashton on Lanark	Meritage	Wa	SFD	7	0		3	0	0	0	0	0.00
Seabluff	The New Home Co	PVst	ATT	75	0	10	14	1	0	36	2	0.71
TOTALS: No. Reporting:	4	Avg. Sales: 0.25	Traffic to Sales: 50 : 1		27		50	1	0	86	6	Net: 1

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles				Projects		Participating : 9			In Area : 9			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Riverdale	Brandywine	LB	SFD	131	0	S/O	6	0	0	131	3	1.77
Pacific Landing	DR Horton	EIS	DTMU	24	0	2	4	0	0	13	7	0.41
Waypointe	DR Horton	EIS	ATT	34	0	5	2	0	0	4	0	0.20
Crescent Square	Far West Industries	SH	DTMU	25	0	4	0	0	0	21	-1	0.25
Edgemont	KB Home	Com	SFD	62	0	3	22	0	0	15	0	0.81
Vista Pointe	KB Home	LA	Update	56	3	3	49	3	1	21	14	2.94
Magnolia Walk	Olson	WBK	SFD	94	4	5	33	0	0	65	10	1.83
Pacific Bougainvillea	Pacific	Tor	SFD	63	0	4	33	0	0	19	1	0.27
Asher Pointe	Watt	GRD	DTMU	21	0	3	41	0	0	11	2	0.24
TOTALS: No. Reporting:	9	Avg. Sales: 0.22	Traffic to Sales: 63 : 1		29		190	3	1	300	36	Net: 2

City Codes: Com = Compton, EIS = El Segundo, GRD = Gardena, LA = Los Angeles, LB = Long Beach, SH = Signal Hill, Tor = Torrance, WBK = Willowbrook

San Fernando Valley				Projects		Participating : 15			In Area : 15			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Bristol at Northpointe	DR Horton	WH	DTMU	47	0	2	2	0	1	43	3	0.71
Hampton at Northpointe	DR Horton	WH	DTMU	32	0	2	6	0	0	23	2	0.60
Kingston at Northpointe	DR Horton	WH	DTMU	11	0	1	6	0	0	10	2	0.26
Monroe at Hazeltine	Etco Homes	VN	DTMU	24	1	2	4	1	0	7	1	0.16
Brighton	KB Home	VN	SFD	58	0	5	19	1	0	22	2	0.78
Sagecrest	KB Home	LVT	DTMU	65	0	3	18	0	0	6	6	0.54
Sterling at West Hills	Pulte	WH	New	143	0	2	21	0	0	52	2	0.43
Vesper Village	Richmond American	PC	DTMU	25	0	4	8	0	0	2	2	0.13
District at Northridge	Shea	Nor	ATMU	153	0	3	21	0	0	132	6	0.93
												1.00

(San Fernando Valley) Continued ...

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Development Name	Developer	City Code	Notes	Type
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San Fernando Valley				Projects			Participating : 15			In Area : 15				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Avanti	The New Home Co	CS		ATMU	72	0	6	9	0	0	66	1	0.42	0.17
Glen, The	Warmington	VG		ATMU	63	0	3	16	1	0	50	1	0.68	0.17
Entrada at Sylmar	Watt	Syl		SFD	20	0	1	7	0	0	2	0	0.05	0.00
New Heights	Watt	WH		DTMU	43	3	2	11	1	0	1	1	0.23	0.23
Palmilla	Williams	Syl		SFD	12	0	6	52	0	0	6	0	0.17	0.00
Tovara West	Williams	Syl		ATMU	125	0	8	29	3	1	33	6	1.05	1.00
TOTALS: No. Reporting:		15	Avg. Sales: 0.33		Traffic to Sales: 33 : 1			50	229	7	2	455	35	Net: 5

City Codes: CS = Calabasas, LVT = Lake View Terrace, Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

East San Gabriel				Projects			Participating : 14			In Area : 14				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Bradbury	Brandywine	LAP	SFD	45	3	2	45	1	0	21	5	0.59	0.83	
Citrus + Palm at Rosedale	Brookfield	Az	ATMU	112	0	3	52	0	0	109	4	2.00	0.67	
Barcelona	Crestwood	Po	SFD	36	0	4	18	1	0	25	4	0.58	0.67	
Motif at Glendora Place	DR Horton	GLD	ATMU	106	0	S/O	3	0	0	106	7	1.10	1.17	
Avendale at Phillips Ranch	Lennar	Po	DTMU	56	0	3	20	0	0	21	0	0.46	0.00	
Crossings at Phillips Ranch	Lennar	Po	DTMU	68	0	2	20	0	0	22	2	0.48	0.33	
South Pointe	Lennar	DB	DTMU	99	0	2	38	0	0	79	2	0.81	0.33	
Citrus Promenade	Meritage	COV	ATMU	117	0	2	21	0	0	16	8	0.87	1.33	
Manzanita Walk	Olson	HAH	ATT	21	0	11	13	1	0	7	2	0.40	0.33	
Grove, The	Richmond American	Po	SFD	123	0	3	8	0	0	117	2	1.15	0.33	
Moreton Place	Watt	GLD	DTST	40	0	3	63	0	0	4	0	0.12	0.00	
La Colina Estates	William Lyon	GLD	DTMU	121	0	4	10	0	0	42	2	0.21	0.33	
Meadow Park	William Lyon	CL	ATMU	95	0	3	8	1	0	36	1	0.34	0.17	
Senna	Williams	Az	ATT	70	0	1	5	1	0	69	1	0.66	0.17	
TOTALS: No. Reporting:		14	Avg. Sales: 0.36		Traffic to Sales: 65 : 1			43	324	5	0	674	40	Net: 5

City Codes: Az = Azusa, CL = Claremont, COV = Covina, DB = Diamond Bar, GLD = Glendora, HAH = Hacienda Heights, LAP = La Puente, Po = Pomona

West San Gabriel				Projects			Participating : 3			In Area : 3				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Arbor Walk	Olson	Arc	ATMU	15	0	13	21	0	0	0	0	0.00	0.00	
Union Walk	Olson	ELM	ATMU	62	0	2	7	1	0	60	4	0.83	0.67	
VuePointe	TRI Pointe	ELM	ATMU	102	0	5	8	0	0	97	1	1.21	0.17	
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 36 : 1			20	36	1	0	157	5	Net: 1

City Codes: Arc = Arcadia, ELM = El Monte

Southeast Los Angeles				Projects			Participating : 2			In Area : 2				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Corte Bella	Ventana	BLF	ATMU	30	0	7	33	0	0	10	0	0.19	0.00	
Garden House	Ventana	BLF	ATMU	24	0	3	33	1	0	14	1	0.27	0.17	
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 66 : 1			10	66	1	0	24	1	Net: 1

City Codes: BLF = Bellflower

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 14			In Area : 14			
					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				
Brighton at Five Knolls	Brookfield	SC		DTMU	82	0	S/O	8	0	0	82	1	0.46	0.17				
Highglen at Five Knolls	Brookfield	SC		DTMU	60	0	2	9	0	0	58	0	0.33	0.00				
Eagle Crest	Frontier	La		DTMU	43	0	8	7	0	0	26	1	0.46	0.17				
Galloway at Five Knolls	Lennar	SC		AASF	140	0	2	71	1	0	20	2	0.47	0.33				
Arista of Aliento	Pardee	SC		DTMU	112	0	9	64	0	0	74	4	0.72	0.67				
Cresta at Aliento	Pardee	SC		DTMU	67	0	18	49	0	1	23	1	0.50	0.17				
Lyra at Skyline Ranch	Pardee	SC		DTMU	84	0	9	63	0	0	11	1	0.76	0.17				
Sola at Skyline Ranch	Pardee	SC		DTMU	73	0	9	83	1	0	19	3	1.32	0.50				
Verano	Pardee	SC		AASF	95	0	15	104	1	0	43	0	0.49	0.00				
Celestia at Skyline	TRI Pointe	SC		DTMU	72	0	6	46	1	0	14	3	0.97	0.50				
Lucera at Aliento	TRI Pointe	SC		DTMU	67	0	1	0	0	0	66	3	0.63	0.50				
Mystral at Skyline	TRI Pointe	SC		DTMU	78	0	7	22	1	0	12	5	0.83	0.83				
Paloma at West Creek	TRI Pointe	SC		ATMU	155	0	6	48	3	0	68	7	1.32	1.17				
Tierno at Aliento	TRI Pointe	SC		DTMU	121	0	15	29	1	0	67	3	0.64	0.50				
TOTALS: No. Reporting:	14	Avg. Sales:	0.57					Traffic to Sales:	67 : 1		107	603	9	1	583	34	Net:	8

City Codes: La = Lancaster, SC = Santa Clarita

					Projects							Participating : 3			In Area : 3			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Sunset Landing	Beazer	La		SFD	143	0	16	16	0	0	59	-1	0.58	-0.17				
Dorado Skies II	KB Home	La		SFD	79	4	4	15	3	0	55	8	1.11	1.33				
Pacific Magnolia	Pacific	Plmd		SFD	40	0	3	14	0	0	12	1	0.39	0.17				
TOTALS: No. Reporting:	3	Avg. Sales:	1.00					Traffic to Sales:	15 : 1		23	45	3	0	126	8	Net:	3

City Codes: La = Lancaster, Plmd = Palmdale

					Projects							Participating : 4			In Area : 6			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Pinnacle at Wood Ranch	Century	SV		ATMU	37	0	2	24	1	0	19	3	0.44	0.50				
Belwood Place	DR Horton	SV		DTMU	48	3	3	16	3	0	6	6	1.75	1.75				
Arroyo Vista at the Woodlands	KB Home	SV		DTMU	108	0	2	10	0	0	69	4	0.42	0.67				
Westerly	Landsea	SV		ATMU	211	0	14	71	1	0	46	3	1.23	0.50				
TOTALS: No. Reporting:	4	Avg. Sales:	1.25					Traffic to Sales:	24 : 1		21	121	5	0	140	16	Net:	5

City Codes: SV = Simi Valley

					Projects							Participating : 6			In Area : 8			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Mariposa at Springville	KB Home	Cm		ATMU	130	4	2	18	3	0	65	6	1.01	1.00				
Barcelo at Solana Heights	Lennar	Ve		DTMU	59	0	6	11	0	0	53	5	0.61	0.83				
Anacapa at The Farm	Williams	Ve		ATT	32	0	6	38	0	0	26	-1	0.32	-0.17				
Olivas at The Farm	Williams	Ve		SFD	70	0	19	38	1	0	48	3	0.60	0.50				
Sespe at The Farm	Williams	Ve		SFD	25	0	3	38	0	0	22	2	0.27	0.33				
Topa Topa at The Farm	Williams	Ve		SFD	36	0	1	38	2	0	35	2	0.44	0.33				
TOTALS: No. Reporting:	6	Avg. Sales:	1.00					Traffic to Sales:	30 : 1		37	181	6	0	249	17	Net:	6

City Codes: Cm = Camarillo, Ve = Ventura

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Development Name	Developer	City Code	Notes	Type									
San Luis Obispo					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
Arroyos at Righetti Ranch	Williams	SLO		DTMU	52	0	14	384	5	1	15	7	0.64
Paseos at Righetti Ranch	Williams	SLO		DTMU	33	0	6	384	1	0	6	2	0.26
TOTALS: No. Reporting:	2	Avg. Sales: 2.50	Traffic to Sales: 128 : 1		20			768	6	1	21	9	Net: 5

City Codes: SLO = San Luis Obispo

Santa Barbara					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
Winslowe	City Ventures	Ga		ATMU	175	4	4	34	2	0	44	9	1.02
Los Carneros	Comstock Homes	Ga		DTMU	233	0	3	17	0	0	223	6	1.43
Amarena at Tree Farm	Lennar	Ga		DTMU	15	0	1	5	0	0	8	3	0.20
Limone at Tree Farm	Lennar	Ga		DTMU	18	1	2	8	1	0	11	1	0.27
Mela at Tree Farm	Lennar	Ga		ATMU	30	1	2	17	1	0	17	1	0.20
Oliva at Tree Farm	Lennar	Ga		ATT	24	0	TSO	4	0	0	22	2	0.46
Pera at Tree Farm	Lennar	Ga		DTMU	43	0	11	14	1	0	22	3	0.26
Shea Homes at Rice Ranch	Shea	Orct		ATMU	114	4	4	15	1	0	42	3	0.44
Gardens	Williams	SMRA		DTMU	126	0	11	15	1	0	101	9	1.08
TOTALS: No. Reporting:	9	Avg. Sales: 0.78	Traffic to Sales: 18 : 1		38			129	7	0	490	37	Net: 7

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

Desert					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
Asher Ranch II	Frontier	RD		SFD	73	0	4	8	0	0	43	6	0.77
TOTALS: No. Reporting:	1	Avg. Sales: 0.00	Traffic to Sales: 0 : 1		4			8	0	0	43	6	Net: 0

City Codes: RD = Rosamond

Kern					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
Sera Vista	DR Horton	BAK		SFD	79	0	1	20	1	0	57	10	1.20
Aspire at Union Village	K Hovnanian	BAK		SFD	153	3	4	21	1	0	44	8	1.21
Westwind	Legacy	BAK		DTMU	159	0	3	34	0	1	91	3	0.38
California at Ashe Meadows	Lennar	BAK		SFD	46	0	2	12	0	0	13	7	0.58
Chateau at Ashe Meadows	Lennar	BAK		SFD	40	3	4	6	3	1	14	6	0.80
Gossamer Grove Savannah	Lennar	SHA		SFD	78	0	2	11	1	0	52	10	1.20
Gossamer Grove Skye	Lennar	SHA		SFD	100	0	4	15	0	0	69	4	1.18
Gossamer Grove Tract 6773	Lennar	BAK		SFD	76	0	3	0	0	0	63	0	0.66
Skye at Ashe Meadows	Lennar	BAK		SFD	157	0	2	17	1	0	16	5	0.68
Northampton	Woodside	BAK		SFD	150	0	2	25	1	0	107	4	0.62
TOTALS: No. Reporting:	10	Avg. Sales: 0.60	Traffic to Sales: 20 : 1		27			161	8	2	526	57	Net: 6

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings					Projects			Participating : 14			In Area : 14		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Arbor Trail	DR Horton	Vi		SFD	77	0	1	19	0	0	29	3	0.28
Laurel Heights	DR Horton	Vi		DTMU	54	0	2	21	0	0	4	3	0.42
Montecito	DR Horton	TU		SFD	189	3	2	19	3	0	48	5	0.62
Orchard Walk	DR Horton	Vi		DTMU	52	0	2	35	0	0	16	10	1.53
Quail Creek	DR Horton	TU		SFD	77	0	3	6	0	0	66	2	0.73

(Tulare/Kings) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 14			In Area : 14		
Tulare/Kings Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD			
River Run	DR Horton	Vi		SFD	55	0	5	11	0	1	22	7	0.82	1.17			
Wood Ranch	DR Horton	Vi		SFD	80	0	2	19	0	0	78	4	0.75	0.67			
Cambridge at Legacy	Lennar	Hf		DTMU	79	0	4	5	0	0	73	0	0.60	0.00			
Cambridge at Silver Oaks	Lennar	Vi		DTMU	85	0	1	5	0	0	80	0	0.55	0.00			
Cambridge at Silver Oaks II	Lennar	Vi		DTMU	90	3	4	5	1	0	83	6	1.21	1.00			
Chateau at The Vistas VI	Lennar	Vi		DTMU	94	0	3	9	1	0	58	7	1.11	1.17			
Legacy 2 Cambridge	Lennar	Hf		SFD	62	0	3	5	2	1	43	5	0.85	0.83			
Windmills Cambridge Collection	Lennar	TU		SFD	42	0	3	17	0	0	27	5	0.68	0.83			
Ridge Creek	Woodside	DI		SFD	170	0	3	40	0	0	29	2	0.58	0.33			
TOTALS: No. Reporting:	14	Avg. Sales:	0.36		Traffic to Sales:	31 : 1		38	216	7	2	656	59	Net:	5		

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

LA-Orange-North	Projects							Participating : 231			In Area : 235				
		Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales							
GRAND TOTALS: No. Reporting:	231	Avg. Sales:	0.49		Traffic to Sales:	56 : 1		1,143	7417	132	18	10,165	659	Net:	114

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

THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 6, Ending: **February 10, 2019**

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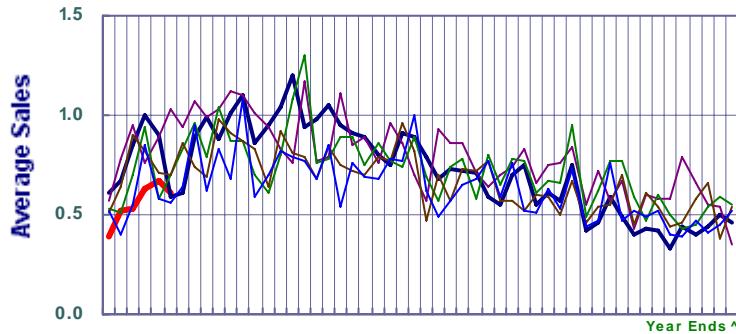
Inland Empire

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Central-North Central Riverside	34	1,305	34	13	21	0.62	0.58	7%	0.60	3%	
Desert Riverside	5	155	4	0	4	0.80	0.73	9%	0.53	52%	
Murrieta - Temecula	24	463	10	3	7	0.29	0.42	-30%	0.38	-23%	
Northwest Riverside	34	1,587	31	5	26	0.76	0.48	60%	0.41	88%	
South Riverside	48	1,258	34	3	31	0.65	0.59	10%	0.46	41%	
Central-East San Bernardino	16	416	6	1	5	0.31	0.43	-28%	0.35	-10%	
Desert San Bernardino	6	97	7	0	7	1.17	0.64	83%	0.55	112%	
NW-SW San Bernardino	42	1,453	30	3	27	0.64	0.67	-5%	0.54	19%	
Current Week Totals	Traffic : Sales 43 : 1	209	6,734	156	28	128	0.61	0.56	10%	0.47	29%
Per Project Average			32	0.75	0.13	0.61					
Year Ago - 02/11/2018	Traffic : Sales 46 : 1	128	4,549	98	23	75	0.59	0.71	-18%	0.67	-12%
% Change		63%	48%	59%	22%	71%	5%	-21%		-29%	

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 6 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	69	34	0.79	0.22	0.57	0.63
■	2015	92	32	0.80	0.13	0.67	0.67
■	2016	158	29	0.76	0.14	0.62	0.72
■	2017	107	32	1.05	0.17	0.88	0.79
■	2018	131	38	0.93	0.16	0.77	0.69
■	2019	204	30	0.71	0.15	0.56	0.56
% Change :		55%	-19%	-23%	-3%	-27%	-19%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.35%	4.35%
FHA	3.93%	3.93%
10 Yr Yield	2.66%	



Market Commentary

More consumers now see the door to homeownership slowly squeaking open, but they still think it's pretty pricey. The share of Americans who say it is a good time to buy a home increased 4 percentage points to 15% in January compared with December, according to a monthly survey from Fannie Mae. The share is still down sizably from the start of 2018, when housing demand was soaring and home prices were rising at a much faster clip. Home price gains have been shrinking since last summer and are now rising at the slowest pace in more than six years, according to CoreLogic. Consequently, the share of Americans who say home prices will go up fell 1 percentage point to 30%. That share has been declining for four straight months and is down a whopping 22 percentage points from a year ago, according to Fannie Mae. While consumer confidence in housing is rising this year, it was still a bit unsteady in the fourth quarter of last year. Attitudes toward homebuying are improving this year because it appears that mortgage rates will not be increasing as much as previously expected. The share of those who expect rates to go up over the next year fell 3 percentage points to 53% in the Fannie Mae survey. The Federal Reserve has signaled it may not be as aggressive in hiking interest rates as previously forecast. "Overall, these results are in line with our forecast that, amid improving affordability conditions, home sales should stabilize in 2019 after declining last year for the first time in four years," said Doug Duncan, Fannie Mae's chief economist. Cooler home prices and lower interest rates certainly increase affordability and help consumers feel better about buying. *Diana Olick CNBC Real Estate Reporter*

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 7			In Area : 7		
Central Riverside					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			
					145	0	5	35	0	0	7	-3	0.52	-0.50			
Stonecreek at Green Valley Ranch	KB Home	Prs		DTMU	200	0	26	26	0	1	144	-1	1.02	-0.17			
Stonecrest at The Cove	KB Home	SJ		SFD	87	3	3	26	2	0	61	5	1.11	0.83			
Arterra	Lennar	SJ		SFD	164	0	2	36	0	0	76	1	0.80	0.17			
Luz Del Sol	Signature	SJ		DTMU	96	0	10	28	0	0	16	1	0.51	0.17			
Collection at Hideaway	William Lyon	He		SFD	97	0	10	28	1	0	14	1	0.45	0.17			
Court at Hideaway	William Lyon	He		SFD	92	0	24	12	1	2	61	1	1.19	0.17			
TOTALS: No. Reporting:	7	Avg. Sales: 0.14	Traffic to Sales: 48 : 1		80	191	4	3	379	5	Net: 1						

City Codes: He = Hemet, Prs = Perris, SJ = San Jacinto

North Central Riverside					Projects							Participating : 27			In Area : 29		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD			
Hyde Park	Beazer	MV		SFD	274	8	18	19	1	0	41	11	0.92	1.83			
Camellia Pointe at Summerwind Trails	DR Horton	CI		DTMU	121	0	3	10	0	0	3	3	0.55	0.55			
Retreat at Summerwind Trails	DR Horton	CI		DTMU	41	0	2	7	0	0	1	1	0.18	0.18			
Windsor at the Fairways	DR Horton	Be		DTMU	64	0	1	2	1	0	63	2	0.71	0.33			
Four Seasons Beaumont	K Hovnanian	Be		DTMU	914	3	4	20	3	1	826	11	2.10	1.83			
Bella Cortina	KB Home	MV		DTMU	159	3	25	70	2	1	67	3	0.97	0.50			
Daybreak	KB Home	MV		DTMU	114	0	14	33	1	1	44	3	0.73	0.50			
Meadow Creek	Lennar	MV		SFD	161	0	5	38	1	1	104	3	1.27	0.50			
Painted Sky at Summerwind Trails	Lennar	CI		DTMU	105	0	2	24	0	0	4	4	0.97	0.97			
Wildflower at Summerland Trails	Lennar	CI		DTMU	141	0	1	30	0	0	2	2	0.48	0.48			
Abrio at Sundance	Pardee	Be		DTMU	82	0	7	54	1	0	40	5	0.86	0.83			
Alisio at Sundance	Pardee	Be		DTST	84	3	18	80	3	0	7	7	2.88	2.88			
Avid	Pardee	Be		SFD	103	0	27	56	0	0	9	0	0.44	0.00			
Beacon at Sundance	Pardee	Be		DTMU	114	0	11	48	1	0	45	3	1.09	0.50			
Cascade at Sundance	Pardee	Be		SFD	151	0	9	30	0	0	120	3	1.44	0.50			
Daybreak at Sundance	Pardee	Be		SFD	139	0	15	50	0	0	81	3	0.97	0.50			
Elan	Pardee	Be		SFD	81	0	26	56	0	1	3	-1	0.15	-0.17			
Elara at Sundance	Pardee	Be		SFD	248	0	2	42	1	0	222	8	1.68	1.33			
Mira	Pardee	Be		SFD	92	0	34	56	0	0	6	-2	0.29	-0.33			
Vita	Pardee	Be		SFD	152	0	24	56	3	0	18	5	0.88	0.83			
Athens	William Lyon	MV		SFD	86	3	3	72	2	0	71	7	0.62	1.17			
Augusta	William Lyon	MV		SFD	140	0	2	29	1	0	122	3	1.41	0.50			
Avia at Olivewood	William Lyon	Be		SFD	160	0	12	52	0	1	23	2	0.67	0.33			
Capella at Olivewood	William Lyon	Be		SFD	308	0	9	52	1	0	20	2	0.59	0.33			
Lugano at Olivewood	William Lyon	Be		SFD	240	0	7	52	2	0	19	3	0.56	0.50			
Provence at Olivewood	William Lyon	Be		SFD	67	0	5	52	3	2	25	11	0.73	1.83			
Oak Ridge at The Fairways	Woodside	Be		DTMU	148	0	3	24	3	2	109	6	0.73	1.00			
TOTALS: No. Reporting:	27	Avg. Sales: 0.74	Traffic to Sales: 37 : 1		289	1114	30	10	2095	108	Net: 20						

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

Desert Riverside					Projects							Participating : 5			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD			
Floresta	Beazer	LQ		DTMU	82	4	3	74	1	0	1	1	0.70	0.70			
Vermillion at Escena	Beazer	PS		DTMU	72	0	5	5	0	0	65	0	0.29	0.00			
Hacienda Pointe	DR Horton	In		DTMU	137	3	3	10	2	0	116	9	0.86	1.50			
ICON	Far West Industries	PS		DTMU	46	0	20	27	0	0	15	2	0.41	0.33			

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Development Name	Developer	City Code	Notes	Type										
Desert Riverside					Projects			Participating : 5			In Area : 6			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Continued ...														
Four Seasons at Terra Lago	K Hovnanian	In		DTMU	716	3	3	39	1	0	331	7	1.34	1.17
TOTALS: No. Reporting: 5	Avg. Sales: 0.80		Traffic to Sales: 39 : 1		34	155	4	0	528	19	Net: 4			

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

Murrieta - Temecula				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
Agave at Spencer's Crossing	Brookfield	Mu	DTMU	119	0	19	27	0	0	9	3	0.23	0.50
Juniper at Spencer's Crossing	Brookfield	Mu	DTMU	114	0	11	25	1	1	96	0	0.69	0.00
Bellevue at The Promontory	Cornerstone	Mu	SFD	94	0	2	25	0	0	19	1	0.23	0.17
Brighton at The Promontory	Cornerstone	Mu	SFD	110	0	2	27	0	0	4	3	0.18	0.50
Calistoga at The Promontory	Cornerstone	Mu	SFD	64	0	4	19	0	0	37	0	0.34	0.00
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu	SFD	65	0	3	3	1	1	9	3	0.42	0.50
Emerson at Alderwood	DR Horton	Mu	DTMU	60	0	2	0	0	0	58	2	0.82	0.33
Hunters Pointe at Alderwood	DR Horton	Mu	DTMU	66	0	1	0	0	0	65	0	0.92	0.00
Indigo Place	DR Horton	Te	DTMU	54	0	4	3	0	0	35	2	0.75	0.33
Oaks, The at Santa Rosa Highlands	DR Horton	Mu	SFD	77	0	2	5	0	0	7	1	0.33	0.17
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu	ATT	68	0	4	2	0	0	11	2	0.51	0.33
Sequoia at Santa Rosa Highlands	DR Horton	Mu	SFD	51	0	4	9	0	0	8	3	0.37	0.50
Santolina at Spencer's Crossing	KB Home	Mu	SFD	108	0	10	13	0	0	20	2	0.53	0.33
Westpark	KB Home	Mu	DTMU	64	3	4	38	2	0	8	3	0.27	0.50
Marbella at Terracina	Lennar	Te	SFD	200	0	5	39	0	1	151	5	1.59	0.83
Nicolas Heights	Lennar	Te	SFD	83	0	8	47	1	0	36	1	0.60	0.17
Vista Bella	Melia	Mu	ATMU	80	0	9	34	0	0	23	1	0.72	0.17
Braeburn at Spencer's Crossing	Pardee	Mu	SFD	82	0	8	19	2	0	13	5	0.33	0.83
Tamarack at Spencer's Crossing	Pardee	Mu	DTMU	84	0	12	11	0	0	61	-1	0.90	-0.17
Sycamore at Spencer's Crossing	Richmond American	Mu	SFD	55	0	4	23	0	0	51	0	0.37	0.00
Sycamore North at Spencers Crossing	Richmond American	Mu	DTMU	46	0	4	23	0	0	42	6	0.60	1.00
Preserve	William Lyon	Mu	SFD	207	0	1	46	2	0	70	10	1.25	1.67
Laurel at Spencer's Crossing	Woodside	Mu	DTMU	92	0	1	14	1	0	91	5	0.69	0.83
Ventana at Creekside Village	Woodside	Mu	DTMU	83	0	S/O	11	0	0	83	2	0.78	0.33
TOTALS: No. Reporting: 24	Avg. Sales: 0.29		Traffic to Sales: 46 : 1		124	463	10	3	1007	59	Net: 7		

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside				Projects			Participating : 34			In Area : 34			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Paseo at Sendero	Century	Ev	DTMU	82	0	5	19	1	0	1	1	0.11	0.17
Tramonte at Citrus Heights	City Ventures	Rs	SFD	165	0	1	36	0	0	38	5	1.19	0.83
Sunset Ridge at The Heights	DR Horton	Rs	DTMU	40	0	S/O	0	1	0	40	1	0.79	0.17
Granite Ridge	Far West Industries	JU	DTMU	192	0	19	71	2	0	104	7	2.24	1.17
Barrington Place North	Frontier	JU	DTMU	101	0	6	29	1	0	19	1	0.47	0.17
Barrington Place South	Frontier	JU	DTMU	75	0	7	23	0	1	15	3	0.37	0.50
Hillcrest	Frontier	Rs	DTMU	26	0	6	10	0	0	7	-1	0.17	-0.17
Bella Vista Estates	Griffin	Rs	DTMU	35	0	TSO	57	0	0	31	1	0.21	0.17
Bella Vista III	Griffin	Rs	DTMU	15	0	10	57	1	0	5	2	0.12	0.33
Capistrano at Spring Mountain Ranch	KB Home	Rs	DTMU	159	0	2	41	1	1	126	9	1.83	1.50
Monterey at Spring Mountain Ranch	KB Home	Rs	SFD	156	6	4	45	4	0	124	13	1.43	2.17
Trails at Mockingbird Canyon	KB Home	Rs	DTMU	59	0	3	22	0	0	4	0	0.07	0.00
Adagio at Sierra Bella	Lennar	Co	DTMU	118	0	2	206	0	0	1	1	0.10	0.17

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Northwest Riverside Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Autumn Grove	Lennar	Rs	SFD		85	0	2	18	1	0	52	2	0.81	0.33				
Floral Ridge at Citrus Heights	Lennar	Rs	SFD		81	0	4	92	2	0	28	5	0.23	0.83				
Hideaway at Sycamore Creek	Lennar	Co	SFD		88	0	3	56	0	0	18	7	0.75	1.17				
Oakwood at Sycamore Creek	Lennar	Co	SFD		104	0	1	56	1	0	11	2	0.46	0.33				
Orchard at Citrus Heights	Lennar	Rs	SFD		105	0	2	82	2	0	103	5	0.85	0.83				
Solana at Sendero	Lennar	Ev	SFD		136	0	15	42	0	1	34	-1	1.52	-0.17				
Sonata at Sierra Bella	Lennar	Co	DTMU		119	0	3	206	0	0	3	2	0.30	0.33				
Sonoma at Sendoro	Lennar	Ev	SFD		94	0	13	53	0	0	11	1	0.49	0.17				
Sterling at Terramor	Lennar	Co	DTMU		105	3	5	37	2	0	30	5	0.51	0.83				
Tranquility at Riverbend	Lennar	JU	DTMU		217	0	8	48	2	0	152	3	0.99	0.50				
Harris Farm	RC Hobbs	Rs	ATT		36	0	10	8	0	0	16	0	0.56	0.00				
Bedford at Whitney	The New Home Co	Co	SFD		40	0	13	68	0	0	5	1	0.24	0.17				
Citron at Bedford	TRI Pointe	Co	ATT		101	0	8	15	1	0	15	4	0.73	0.67				
Terrassa Villas	TRI Pointe	Co	DTMU		52	0	2	5	1	0	50	2	0.31	0.33				
Seville	Van Daele	Co	DTMU		52	0	8	32	2	0	32	6	0.59	1.00				
Valencia	Van Daele	Co	DTMU		40	0	S/O	32	1	0	40	3	0.73	0.50				
Boardwalk Townhomes	West Coast Home Buil Co		ATT		148	0	9	25	1	0	54	5	0.80	0.83				
Cameos at Turnleaf	William Lyon	JU	DTMU		216	0	2	20	0	0	112	3	1.47	0.50				
Rivera	William Lyon	Rs	SFD		71	0	1	19	3	2	22	2	0.80	0.33				
Sky Ridge	William Lyon	Rs	DTMU		90	3	3	1	1	0	87	1	0.36	0.17				
Nova	Woodside	Co	SFD		96	0	2	56	0	0	4	1	0.20	0.17				
TOTALS: No. Reporting:	34	Avg. Sales:	0.76	Traffic to Sales:	51 : 1		179	1587	31	5	1394	102	Net:	26				

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

South Riverside					Projects								Participating : 48			In Area : 49		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Glen at Summerly	Beazer	LE	DTMU		57	0	5	27	0	0	0	0	0.00	0.00				
Provence at Heritage Ranch	Beazer	Wn	DTMU		122	6	14	18	1	0	10	4	0.25	0.67				
Province at Audie Murphy Ranch	Brookfield	Me	DTMU		93	0	4	14	1	0	87	4	0.60	0.67				
Savannah at Audie Murphy Ranch	Brookfield	Me	DTMU		129	0	10	14	2	0	15	3	0.35	0.50				
Oak Hills II	Delsa	Me	SFD		21	0	1	9	0	0	17	2	0.26	0.33				
Crescent Pointe at Sierra Ridge	DR Horton	Me	SFD		87	0	3	5	0	0	15	4	0.67	0.67				
Larkspur at Spencer's Crossing	DR Horton	Me	New	DTMU	100	0	2	7	1	0	1	1	2.33	2.33				
Laurel Pointe at Summerly	DR Horton	LE	DTMU		56	3	4	4	1	0	2	2	0.58	0.58				
Linden Pointe at Summerly	DR Horton	LE	DTMU		95	0	1	2	0	0	94	6	1.20	1.00				
McKenna Pointe	DR Horton	LE	DTMU		81	0	S/O	1	1	1	81	0	1.20	0.00				
Paloma at Sierra Ridge	DR Horton	Me	SFD		63	3	4	5	2	0	11	5	0.49	0.83				
Retreat at Holiday	DR Horton	Me	AASF		108	0	2	5	0	0	91	2	0.92	0.33				
Tribute at Audrey Murphy Ranch	DR Horton	Me	DTMU		88	0	12	5	0	0	24	3	0.54	0.50				
Boulder Estates	Griffin	Me	New	DTMU	29	0	8	352	0	0	0	0	0.00	0.00				
Alure	KB Home	FRV	DTMU		51	0	1	27	0	0	41	1	0.68	0.17				
Autumn Winds	KB Home	Wn	DTMU		141	0	13	28	1	0	16	14	1.70	2.33				
Camberly Place	KB Home	FRV	DTMU		132	0	33	33	0	0	34	6	0.69	1.00				
Cypress at Hidden Hills	KB Home	Me	SFD		131	0	20	22	2	1	99	7	1.15	1.17				
Peppertree at Hidden Hills	KB Home	Me	DTMU		86	0	30	20	0	0	15	3	0.34	0.50				
Heritage Heights	Lennar	Me	DTMU		122	7	13	33	2	0	94	5	1.16	0.83				
Horizon II at Morningstar Ranch	Lennar	Wn	DTMU		94	0	1	2	0	0	93	1	0.82	0.17				
Mariposa at The Lakes	Lennar	Me	SFD		110	0	2	26	1	0	96	5	0.93	0.83				

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South Riverside					Projects					Participating : 48			In Area : 49	
Continued ...														
Mountain Sky at Conestoga	Lennar	Wn		SFD	113	0	9	31	0	0	22	0	0.81	0.00
Newport at Heritage Lake	Lennar	Me		DTMU	117	0	5	29	2	0	68	12	0.77	2.00
Parkview at Heritage Lake	Lennar	Me		DTMU	69	3	4	27	1	0	53	4	0.68	0.67
Salt Creek at Conestoga	Lennar	Wn		SFD	111	0	5	24	2	0	19	7	0.70	1.17
Sunrise II at Morningstar Ranch	Lennar	Wn		DTMU	95	0	1	22	2	0	81	4	0.71	0.67
Village at Menifee Town Center	Lennar	Me		SFD	125	0	15	31	0	0	33	1	1.03	0.17
Bella Sol	Meritage	Wn		SFD	97	0	1	2	0	0	96	3	0.74	0.50
Kingston at Audie Murphy Ranch	Meritage	Me		DTMU	102	6	14	22	0	0	25	4	0.63	0.67
Cottonwood at Pacific Mayfield	Pacific	Me		DTMU	190	0	4	8	0	0	180	3	0.31	0.50
Aura at Westridge	Pardee	LE		DTMU	100	0	TSO	24	0	0	99	1	0.85	0.17
Avena	Pardee	Wn		DTMU	84	0	10	22	0	0	38	6	0.64	1.00
Canvas at Centennial	Pardee	Me		SFD	89	4	11	34	1	0	12	3	0.34	0.50
Easton at Centennial	Pardee	Me		DTMU	92	0	9	34	2	0	9	2	0.26	0.33
Kadence at Centennial	Pardee	Me		SFD	85	0	8	34	1	1	11	2	0.31	0.33
Newpark at Centennial	Pardee	Me		DTMU	93	0	12	34	1	0	14	1	0.41	0.17
Starling at Canyon Hills	Pardee	LE		DTMU	107	0	12	24	2	0	48	3	0.50	0.50
Vantage at Westridge	Pardee	LE		SFD	101	0	2	24	0	0	96	0	0.72	0.00
Brixton	Pulte	Me		SFD	64	0	2	21	1	0	10	6	0.58	1.00
Reflections	Pulte	Me		DTMU	54	0	18	25	0	0	30	1	0.54	0.17
Windsor	Pulte	Me		SFD	63	5	14	27	0	0	7	1	0.33	0.17
Marisol at Summerly Homes	Richmond American	LE		DTMU	51	0	1	19	3	0	43	6	0.79	1.00
Sendero at Summerly	Richmond American	LE		SFD	65	0	3	9	1	0	10	6	0.61	1.00
The Ridge at Audie Murphy	Richmond American	Me		DTMU	86	0	4	12	0	0	82	2	0.81	0.33
Alder at Summerly	William Lyon	LE		SFD	65	0	10	16	0	0	44	2	1.03	0.33
Willow Tree at Audie Murphy Ranch	William Lyon	Me		SFD	102	0	16	28	0	0	80	0	0.94	0.00
Dakota at Audie Murphy Ranch	Woodside	Me		DTMU	112	0	9	16	0	0	76	3	0.64	0.50
TOTALS: No. Reporting:	48	Avg. Sales:	0.65	Traffic to Sales:	37 : 1	382	1258	34	3	2222	161	Net:	31	

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

Central San Bernardino					Projects	Participating : 12				In Area : 12				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Adams Grove	Crestwood	Ri		SFD	75	3	4	14	1	0	17	2	0.36	0.33
Wildrose	Frontier	Col		DTMU	110	0	2	4	0	1	30	0	0.64	0.00
Jasmine at Arboretum	Lennar	Fn		DTMU	134	0	6	25	0	0	10	1	0.65	0.17
Lavender at Arboretum	Lennar	Fn		DTMU	130	0	11	23	0	0	6	0	0.39	0.00
Lilac at Arboretum	Lennar	Fn		DTMU	167	0	8	29	1	0	5	2	0.32	0.33
Magnolia at Arboretum	Lennar	Fn		DTMU	100	0	8	28	0	0	5	1	0.32	0.17
Shady Trails at Laurel Oak	Lennar	Fn		SFD	99	0	1	70	0	0	34	6	1.13	1.00
Stonehaven	Lennar	Fn		DTMU	96	0	12	28	0	0	81	4	0.89	0.67
Belrose	Pulte	Fn		DTMU	103	0	9	10	0	0	3	3	0.91	0.91
Monterra	Pulte	Fn		DTMU	95	0	7	21	0	0	84	4	1.63	0.67
Serrano Village	RC Hobbs	Ri		DTMU	33	0	9	17	0	0	24	4	0.50	0.67
Summit Place	William Lyon	Fn		SFD	94	0	1	76	1	0	9	2	0.42	0.33
TOTALS: No. Reporting:	12	Avg. Sales:	0.17	Traffic to Sales:	115 : 1	78	345	3	1	308	29	Net:	2	

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

Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 4			In Area : 4		
East San Bernardino					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Veranda Heights	Beazer	SB		SFD	38	0	5	13	0	0	5	3	0.27	0.50			
Villas at The U	GFR	SB		DTST	45	0	5	24	1	0	13	3	0.99	0.50			
Serrano at Glenrose Ranch	Richmond American	Hi		DTMU	118	0	1	5	0	0	106	0	0.70	0.00			
Citrus Lane	Sea Country	LL	Update	DTMU	35	0	5	29	2	0	30	6	0.29	1.00			
TOTALS: No. Reporting:	4	Avg. Sales: 0.75		Traffic to Sales: 24 : 1			16	71	3	0	154	12	Net: 3				

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

Desert San Bernardino					Projects							Participating : 6			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Agave Pointe at Silverstone	DR Horton	Vic		DTMU	44	3	S/O	12	3	0	44	9	0.87	1.50			
Juniper at Silverstone	DR Horton	Vic		DTMU	64	3	4	12	3	0	46	5	0.91	0.83			
Diamond Ridge	Frontier	Vic		SFD	122	0	7	21	0	0	31	2	0.50	0.33			
Stone Briar II	Frontier	Ad		DTST	116	0	3	11	0	0	4	1	0.30	0.17			
Falcon Ridge	KB Home	Vic		SFD	59	0	3	21	0	0	44	2	0.50	0.33			
Wildflower	KB Home	Vic		DTMU	194	0	2	20	1	0	188	4	0.92	0.67			
TOTALS: No. Reporting:	6	Avg. Sales: 1.17		Traffic to Sales: 14 : 1			19	97	7	0	357	23	Net: 7				

City Codes: Ad = Adelanto, Vic = Victorville

West San Bernardino					Projects							Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Founders	Trumark	CH		ATMU	76	0	3	35	0	0	73	-1	1.33	-0.17			
TOTALS: No. Reporting:	1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1			3	35	0	0	73	-1	Net: 0				

City Codes: CH = Chino Hills

Northwest San Bernardino					Projects							Participating : 8			In Area : 8		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Madera Estates at Day Creek	DR Horton	RC		DTMU	51	3	4	7	1	0	13	5	1.05	0.83			
Palazzo at Day Creek Square	DR Horton	RC		ATMU	66	0	3	6	1	0	9	3	0.86	0.50			
Solstice at Day Creek	DR Horton	RC		ATMU	127	0	2	5	0	0	18	7	1.34	1.17			
Veranda at Day Creek Square	DR Horton	RC		ATMU	100	0	5	6	0	1	7	3	0.74	0.50			
Springtime at Harvest	KB Home	Up		DTMU	125	6	4	41	6	1	115	12	1.11	2.00			
Westridge at Sycamore Hills	Taylor Morrison	Up		DTMU	145	0	17	52	1	0	33	6	0.91	1.00			
Bungalows at Terra Vista	Van Daele	RC		SFD	81	0	7	96	2	0	18	9	1.03	1.50			
Row at Terra Vista	Van Daele	RC		ATT	133	0	15	96	0	0	6	1	0.34	0.17			
TOTALS: No. Reporting:	8	Avg. Sales: 1.13		Traffic to Sales: 28 : 1			57	309	11	2	219	46	Net: 9				

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects							Participating : 33			In Area : 33		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Holiday at Emerald Park	Brookfield	OR	New	ATMU	91	0	14	38	0	0	0	0	0.00	0.00			
Marigold at New Haven	Brookfield	On		DTMU	84	0	11	59	1	0	56	4	0.99	0.67			
Solstice at Emerald Park	Brookfield	OR	New	ATMU	126	0	6	37	0	0	0	0	0.00	0.00			
Solstice at New Haven	Brookfield	On		ATT	93	0	13	38	0	0	80	2	1.42	0.33			
Waverly	Brookfield	On		DTST	196	0	15	45	0	0	159	3	0.90	0.50			
Bungalows at Stonebrook	Century	Ch		DTMU	76	0	8	25	0	0	16	-1	0.63	-0.17			
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	25	0	0	7	1	0.27	0.17			
Coventry at Park Place	Christopher	On		DTMU	102	0	6	36	1	0	35	5	0.81	0.83			

(Southwest San Bernardino) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 33			In Area : 33		
					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			
Southwest San Bernardino																	
Continued ...																	
Cara Pointe at Avenida	DR Horton	On		SFD	97	0	3	6	0	0	21	7	0.83	1.17			
Persimmon Place at Avenida	DR Horton	On		SFD	80	0	2	5	2	0	37	10	1.46	1.67			
Willowleaf at Avenida	DR Horton	On		SFD	52	0	4	5	0	0	14	6	0.55	1.00			
Lago Los Serranos	JTECC Investment	CH		ATMU	95	0	11	30	0	0	38	0	0.82	0.00			
Cottages on 4th	KB Home	On		SFD	55	6	12	21	0	0	36	0	1.36	0.00			
Northpark	KB Home	On		SFD	190	0	7	48	4	0	37	12	1.46	2.00			
Turnleaf	KB Home	Ch		SFD	185	0	23	32	2	0	66	13	1.45	2.17			
Willowmore at Park Place	KB Home	On		SFD	60	0	8	37	1	0	12	3	0.69	0.50			
Amelia at The Preserve	Lennar	Ch		DTMU	110	0	7	47	0	0	76	7	0.97	1.17			
Autumn Field at The Preserve	Lennar	Ch		SFD	82	0	7	15	0	0	75	1	1.07	0.17			
Camden II at Park Place	Lennar	On		DTMU	88	0	13	85	1	0	69	1	1.16	0.17			
Eagle Rock at Grand Park	Lennar	On		SFD	134	0	11	12	0	0	69	3	0.97	0.50			
Montarra	Lennar	CH		DTMU	102	0	1	61	0	0	96	0	0.50	0.00			
Montarra II at Vila Borba	Lennar	CH		DTMU	100	0	5	61	0	0	75	2	0.79	0.33			
Olive Grove at The Preserve	Lennar	Ch		SFD	114	2	2	33	1	0	54	2	0.78	0.33			
Pacific Crest at Grand Park	Lennar	On		SFD	90	0	2	10	0	0	88	1	1.24	0.17			
Sierra Peak at Grand Park	Lennar	On		SFD	104	0	7	36	0	0	81	4	1.24	0.67			
Heirloom at The Preserve	Richmond American	Ch	Update	SFD	104	3	7	45	4	0	92	4	1.13	0.67			
Meadowood at Park Place	Taylor Morrison	On		DTMU	102	0	10	35	1	0	48	8	1.14	1.33			
Seville at Park Place	The New Home Co	On		DTMU	75	0	6	33	1	0	30	2	0.68	0.33			
St. James @ Park Place	TRI Pointe	On		DTMU	207	0	18	17	0	0	164	4	0.74	0.67			
Centerhouse	Trumark	On		ATT	114	0	16	37	0	1	65	2	1.53	0.33			
Laurel Lane	William Lyon	Ch		DTMU	70	0	3	0	0	0	67	1	0.78	0.17			
Stonewater at Park Place	Woodside	On		DTMU	79	0	2	62	0	0	37	4	0.87	0.67			
Sunrise at the Harvest	Woodside	Ch		DTMU	56	0	3	33	0	0	37	3	0.62	0.50			
TOTALS: No. Reporting:	33	Avg. Sales:	0.55	Traffic to Sales:	58 : 1			271	1109	19	1	1837	114	Net:	18		

City Codes: CH = Chino Hills, Ch = Chino, On = Ontario, OR = Ontario Ranch

Inland Empire	Projects							Participating : 209			In Area : 213				
								Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting:	209	Avg. Sales:	0.61	Traffic to Sales:	43 : 1			1,532	6734	156	28	10,573	677	Net:	128

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

THE RYNES REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 6, Ending: **February 10, 2019**

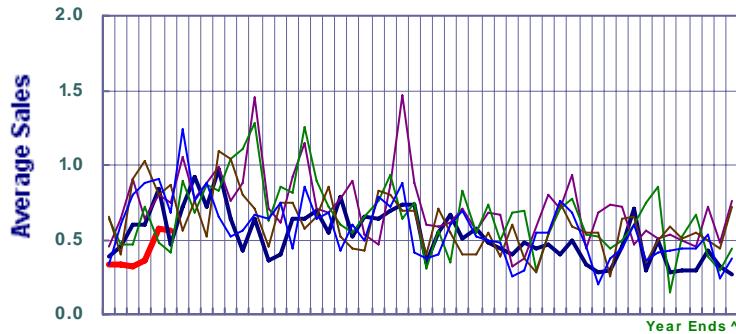
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Central San Diego	2	94	0	0	0	0.00	0.08	-100%	0.23	0%	
East San Diego	6	174	4	1	3	0.50	0.67	-25%	0.58	-14%	
No. Coastal San Diego	29	777	18	2	16	0.55	0.32	71%	0.36	52%	
No. Inland San Diego	34	859	32	4	28	0.82	0.50	65%	0.37	123%	
South Bay San Diego	30	831	14	4	10	0.33	0.37	-10%	0.29	15%	
Current Week Totals	Traffic : Sales 40 : 1	101	2,735	68	11	57	0.56	0.41	36%	0.35	59%
Per Project Average			27	0.67	0.11	0.56					
Year Ago - 02/11/2018	Traffic : Sales 57 : 1	70	2,586	45	12	33	0.47	0.59	-20%	0.57	-17%
% Change		44%	6%	51%	-8%	73%	20%	-30%		-38%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 6 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	33	38	0.82	0.17	0.65	0.57
■	2015	34	54	0.82	0.07	0.75	0.60
■	2016	54	45	0.64	0.09	0.55	0.65
■	2017	45	44	0.87	0.13	0.74	0.71
■	2018	70	38	0.70	0.14	0.56	0.52
■	2019	101	25	0.51	0.10	0.41	0.41
% Change :		44%	-34%	-26%	-26%	-26%	-20%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.35%	4.35%
FHA	3.93%	3.93%
10 Yr Yield	2.66%	



Market Commentary

More consumers now see the door to homeownership slowly squeaking open, but they still think it's pretty pricey. The share of Americans who say it is a good time to buy a home increased 4 percentage points to 15% in January compared with December, according to a monthly survey from Fannie Mae. The share is still down sizably from the start of 2018, when housing demand was soaring and home prices were rising at a much faster clip. Home price gains have been shrinking since last summer and are now rising at the slowest pace in more than six years, according to CoreLogic. Consequently, the share of Americans who say home prices will go up fell 1 percentage point to 30%. That share has been declining for four straight months and is down a whopping 22 percentage points from a year ago, according to Fannie Mae. While consumer confidence in housing is rising this year, it was still a bit unsteady in the fourth quarter of last year. Attitudes toward homebuying are improving this year because it appears that mortgage rates will not be increasing as much as previously expected. The share of those who expect rates to go up over the next year fell 3 percentage points to 53% in the Fannie Mae survey. The Federal Reserve has signaled it may not be as aggressive in hiking interest rates as previously forecast. "Overall, these results are in line with our forecast that, amid improving affordability conditions, home sales should stabilize in 2019 after declining last year for the first time in four years," said Doug Duncan, Fannie Mae's chief economist. Cooler home prices and lower interest rates certainly increase affordability and help consumers feel better about buying. *Diana Olick CNBC Real Estate Reporter*

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Development Name	Developer	City Code	Notes	Type									
Central San Diego					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
Elevate	Colrich	SDD		ATMU	62	9	17	70	0	0	16	-1	0.31
Park at Bankers Hill	Zephyr	SDD		ATMU	60	0	1	24	0	0	38	2	0.39
TOTALS: No. Reporting:	2	Avg. Sales: 0.00	Traffic to Sales: 0 : 1		18			94	0	0	54	1	Net: 0

City Codes: SDD = San Diego

East San Diego					Projects			Participating : 6			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Main Ranch	California West Comm EC	SFD		DTMU	139	0	8	72	1	0	43	9	1.06
Lakeshore	KB Home	SDE		DTMU	49	0	5	10	0	0	39	1	0.71
Lake Ridge at Weston	Pardee	Ste		DTMU	129	0	7	26	0	0	52	2	0.85
Sandstone at Weston	Pardee	Ste		DTMU	81	0	17	18	0	1	58	2	0.94
Prism at Weston	TRI Pointe	Ste		DTMU	142	0	10	26	2	0	45	6	0.73
Talus at Weston	TRI Pointe	Ste		DTMU	63	0	16	22	1	0	42	4	0.68
TOTALS: No. Reporting:	6	Avg. Sales: 0.50	Traffic to Sales: 44 : 1		63			174	4	1	279	24	Net: 3

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

No. Coastal San Diego					Projects			Participating : 29			In Area : 29		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Francia at Mission Lane	Beazer	Oc		DTMU	59	0	12	14	1	1	42	3	0.52
Palomar at Mission Lane	Beazer	Oc		ATT	86	0	14	9	0	0	5	1	0.27
Pepper Tree at Mission Lane	Beazer	Oc		DTMU	83	0	11	6	1	0	47	2	0.58
Rancho at Mission Lane	Beazer	Oc		ATMU	50	0	1	1	0	0	49	2	0.84
Vela at Mission Lane	Beazer	Oc		ATT	63	0	11	9	0	0	5	0	0.27
Encinitas Enclave	California West Comm En			DTMU	19	0	5	22	0	0	14	0	0.21
Tides	City Ventures	Oc		ATT	58	0	6	14	1	0	10	4	0.35
Acacia at The Preserve	Cornerstone	Cb		ATMU	48	0	5	54	1	0	8	2	0.20
Agave at The Preserve	Cornerstone	Cb		ATMU	88	0	13	46	0	0	65	3	0.40
Altura at Pacific Ridge	Cornerstone	Oc		DTMU	72	0	8	38	0	0	9	1	0.26
Blue Sage at The Preserve	Cornerstone	Cb		ATMU	102	0	9	54	1	0	17	3	0.42
Brisas at Pacific Ridge	Cornerstone	Oc		ATMU	117	0	14	13	0	0	40	1	0.38
Cypress at The Preserve	Cornerstone	Cb		DTMU	56	0	13	56	0	0	6	0	0.14
Lucero at Pacific Ridge	Cornerstone	Oc		ATMU	130	0	9	12	1	0	31	2	0.33
Artesian Estates at Del Sur	Lennar	SDC		DTMU	39	0	1	13	0	0	38	0	0.48
Castello at Heritage Bluffs	Lennar	SDC		DTMU	37	0	1	20	1	0	36	1	0.21
Collection at St. Cloud	Lennar	Oc		ATMU	80	0	10	4	0	0	0	0	0.00
Corzano at Heritage Bluffs	Lennar	SDC		DTMU	26	0	1	10	0	0	25	1	0.14
Toscana at Heritage Bluffs	Lennar	SDC		DTMU	27	0	2	12	0	0	25	0	0.15
Carmel at Pacific Highlands Ranch	Pardee	SDC		DTMU	105	0	10	36	2	0	22	4	1.43
Sendero at Pacific Highland Ranch	Pardee	SDC		DTMU	112	16	15	70	2	0	33	9	2.14
Terraza at Pacific Highland Ranch	Pardee	SDC		DTMU	81	0	9	28	2	1	22	3	1.43
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC		DTMU	79	0	5	34	0	0	15	4	0.97
Vista Santa Fe at Pacific Highlands Ranch	Pardee	SDC		DTMU	44	0	5	62	2	0	3	3	0.40
Alcove	Shea	En		DTMU	13	3	6	29	1	0	4	3	0.26
Kensington at The Square	Shea	Cb		ATT	125	4	8	54	2	0	32	3	1.26
One Oak	Shea	En		DTMU	28	0	16	34	0	0	3	0	0.05
Vista Del Mar	Van Daele	Oc		ATMU	38	0	5	15	0	0	33	0	0.55
Hideaway at St. Cloud	William Lyon	Oc		ATMU	122	0	18	8	0	0	18	1	0.59
													0.17

(No. Coastal San Diego) Continued ...

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Development Name	Developer	City Code	Notes	Type									
No. Coastal San Diego					Projects		Participating : 29			In Area : 29			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
TOTALS: No. Reporting:	29	Avg. Sales:	0.55	Traffic to Sales:	43 : 1								Net: 16

City Codes: Cb = Carlsbad, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego					Projects		Participating : 34			In Area : 34			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Estancia Bernardo	Ambient	Es	DTMU		13	0	3	7	0	0	10	-1	0.17
Rancho Palomar	Ambient	Es	DTMU		22	5	10	84	0	0	7	3	0.18
Aurora Heights	Beazer	Fb	DTMU		124	1	12	41	0	0	1	1	0.12
Candela at Rancho Tesoro	Brookfield	SM	DTMU		56	0	4	24	2	2	49	5	0.55
Terracina at Rancho Tesoro	Brookfield	SM	DTMU		117	0	10	23	3	0	68	5	0.77
Vientos at Rancho Tesoro	Brookfield	SM	DTMU		102	0	13	23	1	0	51	1	0.58
SL Rey	California West Comm	Bo	DTMU		93	0	5	23	1	0	23	1	0.48
Westerly at Rancho Tesoro	California West Comm	SM	DTMU		71	0	7	20	0	0	64	2	0.73
The Estates at San Elijo Hills	Davidson	SM	DTMU		58	0	6	52	1	0	52	2	0.41
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU		64	0	9	8	0	0	33	3	0.46
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		124	3	2	6	2	0	86	7	1.19
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		106	0	9	5	2	1	91	4	1.26
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD		136	0	8	8	2	0	70	3	0.97
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU		51	0	13	8	1	1	17	3	0.37
Solara at Skyline	DR Horton	Vi	ATMU		80	0	16	3	0	0	1	0	0.08
Verano at Skyline	DR Horton	Vi	ATMU		109	0	6	7	0	0	11	5	0.82
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU		75	0	13	6	0	0	58	2	0.80
Thornbush	HQT	SM	SFD		14	0	12	25	1	0	2	1	0.11
Lexington	KB Home	Es	DTMU		43	0	14	20	0	0	28	4	0.21
Sierra	KB Home	Vi	ATMU		60	0	7	19	2	0	2	2	0.18
Andalucia at Harmony Grove	Lennar	Es	DTMU		129	0	16	21	0	0	84	3	0.43
Avante	Lennar	SDN	ATMU		119	0	20	26	0	0	20	3	0.61
Avila	Lennar	Vi	ATT		47	0	12	14	2	0	14	5	0.76
Cavalli at Harmony Grove Village	Lennar	Es	DTMU		64	0	11	25	1	0	16	4	0.56
Del Sur Skye	Lennar	SDN	ATMU		94	0	15	39	4	0	32	4	1.13
Seabreeze at Harmony Grove	Lennar	Es	DTMU		109	0	6	10	0	0	103	2	0.53
Sterling Heights at The Lakes	Lennar	SDN	DTMU		110	0	15	151	2	0	9	2	0.72
Sur 33 at Del Sur	Lennar	SDN	DTMU		96	0	12	27	2	0	84	5	0.84
Whittingham at Harmony Grove Village	Lennar	Es	DTMU		120	0	15	33	0	0	45	3	0.74
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU		116	0	8	12	0	0	20	1	0.43
Estates at Canyon Grove	Shea	Es	DTMU		82	0	5	27	1	0	72	4	0.61
Heritage Collection at Canyon Grove	Shea	Es	DTMU		97	0	5	27	0	0	86	3	0.72
Promontory at Civita	The New Home Co	SDN	ATMU		133	0	8	27	2	0	49	4	0.76
Citron Stella Park	William Lyon	Es	ATT		63	0	3	8	0	0	39	7	1.24
TOTALS: No. Reporting:	34	Avg. Sales:	0.82	Traffic to Sales:	27 : 1								Net: 28

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

South San Diego					Projects		Participating : 3			In Area : 3			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU		100	0	4	38	0	0	71	3	0.34
Tesoro Vista del Sur	Cornerstone	SDS	ATMU		134	0	5	30	1	0	42	2	0.59
Signature	Heritage	CHV	Update	SFD	79	0	7	33	0	0	38	1	0.44
													0.17

(South San Diego) Continued ...

THE RYNES REPORT

Week Ending
Sunday, February 10, 2019

San Diego-Imperial

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Development Name	Developer	City Code	Notes	Type											
South San Diego					Projects		Participating : 3			In Area : 3					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
TOTALS: No. Reporting:	3	Avg. Sales:	0.33	Traffic to Sales:	101 : 1			16	101	1	0	151	6	Net:	1
City Codes: CHV = Chula Vista, SDS = San Diego															
South Bay San Diego					Projects		Participating : 27			In Area : 27					
					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	
Hampshire at Bayside Landing	Beazer	IB	ATMU		73	0	1	0	0	0	72	3	0.74	0.50	
Flora at Escaya	Brookfield	CHV	ATST		107	0	16	26	0	0	46	-1	0.53	-0.17	
Haciendas at Escaya	Brookfield	CHV	DTMU		76	0	10	20	1	0	46	6	0.53	1.00	
Prado at Escaya	Brookfield	CHV	SFD		130	0	18	31	0	0	52	3	0.59	0.50	
Aventine at Otay Ranch	Cornerstone	CHV	SFD		100	0	8	28	0	0	28	3	0.38	0.50	
Cambria at Otay Ranch	Cornerstone	CHV	DTMU		60	0	10	26	0	0	12	1	0.39	0.17	
Monterra at Otay Ranch	Cornerstone	CHV	ATMU		36	0	5	28	1	1	1	0	0.08	0.00	
Lovina	Heritage	CHV	SFD		78	0	12	30	0	0	66	0	0.67	0.00	
Suwerte	Heritage	CHV	ATT		212	0	8	52	0	0	4	-2	0.19	-0.33	
Skylar at Millenia	KB Home	CHV	Update	DTMU	79	0	5	24	1	1	42	2	0.70	0.33	
Castellena at Escaya	Lennar	CHV	DTMU		77	0	21	26	0	1	50	1	0.57	0.17	
Indigo at Escaya	Lennar	CHV	DTMU		111	0	11	39	0	0	64	7	0.73	1.17	
Millenia Boulevard	Lennar	CHV	ATMU		78	0	12	30	1	0	45	4	1.53	0.67	
Valencia at Escaya	Lennar	CHV	DTMU		118	0	12	25	1	0	52	2	0.59	0.33	
Meridian Communities EVO/TRIO/METR Meridian Group	CHV	ATMU			217	0	11	29	1	0	166	6	1.28	1.00	
Cantamar	Pacific Coast	CHV	DTMU		111	0	8	33	0	1	31	1	0.50	0.17	
Monte Villa	Pacific Coast	CHV	DTMU		72	0	11	16	0	0	39	0	0.47	0.00	
Parc Place	Pacific Coast	CHV	Update	ATT	162	0	8	41	2	0	73	2	0.74	0.33	
Tosara II	Pacific Coast	CHV	Update	ATMU	79	0	16	27	0	0	31	0	0.27	0.00	
Moderna at Playa Del Sol	Pardee	SDS	ATMU		44	0	7	19	2	0	15	5	0.44	0.83	
Veraz at Playa Del Sol	Pardee	SDS	ATMU		111	0	9	9	0	0	11	1	0.32	0.17	
Element at Millenia	Shea	CHV	SFD		70	0	2	37	0	0	68	1	0.59	0.17	
Seville at Escaya	Shea	CHV	DTMU		135	0	6	23	2	0	54	2	0.62	0.33	
Sierra at Escaya	Shea	CHV	SFD		122	0	11	28	1	0	60	2	0.69	0.33	
Strata at Escaya	Shea	CHV	ATMU		72	0	7	24	0	0	53	4	0.95	0.67	
Vista Del Cielo	Shea	CHV	DTMU		52	0	4	22	0	0	37	2	0.43	0.33	
Z at Millenia	Shea	CHV	ATMU		106	0	3	37	0	0	65	2	0.56	0.33	
TOTALS: No. Reporting:	27	Avg. Sales:	0.33	Traffic to Sales:	56 : 1			252	730	13	4	1283	57	Net:	9

City Codes: CHV = Chula Vista, IB = Imperial Beach, SDS = San Diego

San Diego-Imperial	Projects		Participating : 101			In Area : 101								
			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:	0.56	Traffic to Sales:	40 : 1		922	2735	68	11	3,821	247	Net:	57

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