

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

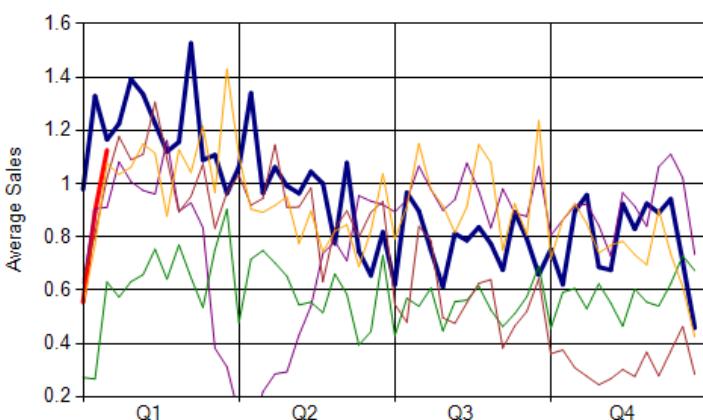
## Bay Area

Week 3

Ending: Sunday, January 23, 2022

| Counties / Groups                | Projects               | Traffic       | Sales      | Cancels     | Net Sales  | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |
|----------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|--------------------|--------------------|---------------------|
| Alameda                          | 27                     | 390           | 23         | 3           | 20         | 0.74       | 0.90              | -18%               | 1.06               | -30%                |
| Contra Costa                     | 27                     | 456           | 36         | 5           | 31         | 1.15       | 0.66              | 73%                | 0.65               | 77%                 |
| Sonoma, Napa                     | 8                      | 57            | 6          | 0           | 6          | 0.75       | 0.47              | 61%                | 0.38               | 97%                 |
| San Francisco, Marin             | 4                      | 45            | 5          | 0           | 5          | 1.25       | 0.58              | 114%               | 0.35               | 260%                |
| San Mateo                        | 5                      | 39            | 7          | 0           | 7          | 1.40       | 0.73              | 91%                | 0.72               | 94%                 |
| Santa Clara                      | 15                     | 286           | 23         | 0           | 23         | 1.53       | 1.27              | 21%                | 1.08               | 41%                 |
| Monterey, Santa Cruz, San Benito | 8                      | 66            | 7          | 3           | 4          | 0.50       | 1.13              | -56%               | 0.94               | -47%                |
| Solano                           | 18                     | 209           | 35         | 5           | 30         | 1.67       | 0.96              | 74%                | 0.57               | 192%                |
| <b>Current Week Totals</b>       | <b>Traffic : Sales</b> | <b>11 : 1</b> | <b>112</b> | <b>1548</b> | <b>142</b> | <b>16</b>  | <b>126</b>        | <b>1.13</b>        | <b>0.86</b>        | <b>31%</b>          |
| Per Project Average              |                        |               | 14         | 1.27        | 0.14       | 1.13       |                   |                    |                    |                     |
| <b>Year Ago - 01/24/2021</b>     | <b>Traffic : Sales</b> | <b>14 : 1</b> | <b>133</b> | <b>2292</b> | <b>165</b> | <b>10</b>  | <b>155</b>        | <b>1.17</b>        | <b>1.16</b>        | <b>1%</b>           |
| % Change                         |                        |               | -16%       | -32%        | -14%       | 60%        | -19%              | -3%                | -26%               | -14%                |

### 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 |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 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               | 0.58                      |
| ■            | 2020 | 158                  | 18                  | 0.88              | 0.06                | 0.81               | 0.80                      |
| ■            | 2021 | 135                  | 16                  | 1.24              | 0.08                | 1.16               | 0.93                      |
| ■            | 2022 | 112                  | 13                  | 0.94              | 0.08                | 0.86               | 0.86                      |
| % Change:    |      | -17%                 | -20%                | -24%              | 6%                  | -26%               | -8%                       |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing          |       |       | Market Commentary |   |  |  |  |  |
|--------------------|-------|-------|-------------------|---|--|--|--|--|
| <b>CONV</b>        |       |       |                   |   |  |  |  |  |
| <b>FHA</b>         |       |       |                   |   |  |  |  |  |
| <b>10 Yr Yield</b> |       |       |                   |   |  |  |  |  |
| 3.43%              | 3.50% | 3.25% | 3.60%             | U.S. homebuilding rose to a nine-month high in December amid a surge in multi-family housing projects, but soaring prices for materials after the government nearly doubled duties on imported Canadian softwood lumber could hamper activity later this year. The report from the Commerce Department also showed the housing construction backlog surged to a record high last month, underscoring the challenges builders are facing from supply strains, including labor shortages. Completions tumbled as well. Rising mortgage rates could also restrain homebuilding. Housing starts rose 1.4% to a seasonally adjusted annual rate of 1.702 million units last month, the highest level since March. Economists polled by Reuters had forecast starts falling to a rate of 1.650 million units. Single-family housing starts, which account for the largest share of the housing market, dropped 2.3% to a rate of 1.172 million units last month. Housing starts totaled 1.595 million in 2021, up 15.6% from 2020. But the outlook for home building this year is uncertain. According to the NAHB, the aggregate cost of residential construction materials had increased almost 19% since December 2021. The NAHB said higher material costs and shortages were adding weeks to typical single-family home construction times. Source: Reuters The Economic Times |  |  |  |  |
|                    |       |       |                   |   |  |  |  |  |

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| Development Name                 | Developer           | City Code               | Notes | Type | Projects Participating: 24      |          |            |         |            |            |              |          |                |               |                |
|----------------------------------|---------------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Alameda County                   |                     |                         |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Enclave - Alpine Collection      | Century             | FR                      |       | DTMJ | 81                              | 0        | 3          | 33      | 0          | 0          | 72           | 1        | 0.67           | 0.33          |                |
| Enclave - Cascade Collection     | Century             | FR                      |       | ATMJ | 81                              | 4        | 1          | 33      | 4          | 0          | 55           | 4        | 0.51           | 1.33          |                |
| Enclave - Sierra Collection      | Century             | FR                      |       | ATMJ | 70                              | 0        | 5          | 33      | 0          | 0          | 39           | 0        | 0.34           | 0.00          |                |
| Apricot Grove                    | DR Horton           | HY                      |       | DTMJ | 38                              | 0        | 1          | 37      | 4          | 1          | 19           | 7        | 1.56           | 2.33          |                |
| Hdeaway, The                     | DR Horton           | HY                      |       | ATMJ | 59                              | 0        | 3          | 22      | 2          | 0          | 40           | 3        | 1.14           | 1.00          |                |
| Pomegranate                      | DR Horton           | NK                      |       | DTMJ | 21                              | 0        | 3          | 26      | 0          | 0          | 16           | 3        | 1.12           | 1.00          |                |
| Aspect at Innovation             | Lennar              | FR                      |       | ATMJ | 167                             | 0        | 1          | 4       | 0          | 0          | 22           | 3        | 1.66           | 1.00          |                |
| Bungalows at Bridgeway           | Lennar              | NK                      |       | DTMJ | 91                              | 0        | 1          | 6       | 1          | 0          | 64           | 4        | 0.93           | 1.33          |                |
| Cottages at Bridgeway            | Lennar              | NK                      |       | DTMJ | 72                              | 0        | 3          | 7       | 0          | 0          | 68           | 1        | 0.98           | 0.33          |                |
| Courts at Bridgeway              | Lennar TSO          | NK                      |       | ATMJ | 81                              | 0        | TSO        | 6       | 0          | 0          | 58           | 0        | 1.20           | 0.00          |                |
| Lumiere at Innovation            | Lennar              | FR                      |       | ATMJ | 156                             | 0        | 1          | 4       | 0          | 0          | 9            | 3        | 0.98           | 1.00          |                |
| Matrix at Innovation             | Lennar              | FR                      |       | ATMJ | 53                              | 0        | 2          | 4       | 0          | 0          | 20           | 2        | 1.23           | 0.67          |                |
| Terraces at Bridgeway            | Lennar              | NK                      |       | ATMJ | 96                              | 0        | 1          | 6       | 0          | 0          | 30           | 0        | 1.29           | 0.00          |                |
| Towns at Bridgeway               | Lennar              | NK                      |       | ATMJ | 103                             | 3        | 3          | 6       | 0          | 0          | 59           | 3        | 0.97           | 1.00          |                |
| Villas at Bridgeway              | Lennar              | NK                      |       | DTMJ | 137                             | 0        | 1          | 6       | 1          | 0          | 79           | 5        | 1.14           | 1.67          |                |
| Aventura                         | Nuvera Homes        | FR                      |       | ATMJ | 16                              | 1        | 1          | 23      | 0          | 0          | 11           | 0        | 1.12           | 0.00          |                |
| Breeze at Bay37                  | Pulte               | AL                      |       | DTMJ | 30                              | 0        | 1          | 10      | 2          | 0          | 25           | 6        | 0.47           | 2.00          |                |
| Compass at Bay37                 | Pulte               | AL                      |       | ATMJ | 93                              | 2        | 2          | 10      | 2          | 1          | 38           | 3        | 0.72           | 1.00          |                |
| Landing at Bay37                 | Pulte               | AL                      |       | ATMJ | 96                              | 3        | 3          | 10      | 3          | 1          | 38           | 7        | 0.72           | 2.33          |                |
| Lookout at Bay37                 | Pulte               | AL                      |       | ATMJ | 138                             | 0        | 1          | 9       | 1          | 0          | 28           | 1        | 0.53           | 0.33          |                |
| Line at SoHay                    | Taylor Morrison     | HY                      |       | ATST | 198                             | 0        | 12         | 9       | 0          | 0          | 134          | 8        | 0.93           | 2.67          |                |
| Prime at SoHay                   | Taylor Morrison TSO | HY                      |       | ATST | 126                             | 0        | TSO        | 9       | 0          | 0          | 91           | 0        | 0.63           | 0.00          |                |
| Ellis at Central Station         | TRI Pointe          | OK                      |       | ATMJ | 128                             | 0        | 3          | 8       | 0          | 0          | 39           | 2        | 0.45           | 0.67          |                |
| Compass Bay- New port            | Trumark             | NK                      |       | ATMJ | 85                              | 0        | 3          | 7       | 3          | 0          | 78           | 3        | 1.07           | 1.00          |                |
| <b>TOTALS: No. Reporting: 24</b> |                     | <b>Avg. Sales: 0.83</b> |       |      | <b>Traffic to Sales: 14 : 1</b> |          |            |         | <b>55</b>  | <b>328</b> | <b>23</b>    | <b>3</b> | <b>1132</b>    | <b>69</b>     | <b>Net: 20</b> |

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

| Amador Valley                   |                |                         |  |      | Projects Participating: 3   |          |            |         |            |           |              |          |                |               |               |
|---------------------------------|----------------|-------------------------|--|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|                                 |                |                         |  |      | Units                       | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Broadway at Boulevard           | Brookfield TSO | DB                      |  | ATMJ | 110                         | 0        | TSO        | 14      | 0          | 0         | 73           | 1        | 1.35           | 0.33          |               |
| Hyde Park at Boulevard          | Brookfield TSO | DB                      |  | ATMJ | 102                         | 0        | TSO        | 19      | 0          | 0         | 84           | 0        | 0.86           | 0.00          |               |
| Skyline at Boulevard            | Lennar         | DB                      |  | ATMJ | 114                         | 0        | 4          | 29      | 0          | 0         | 92           | 4        | 0.79           | 1.33          |               |
| <b>TOTALS: No. Reporting: 3</b> |                | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: NA</b> |          |            |         | <b>4</b>   | <b>62</b> | <b>0</b>     | <b>0</b> | <b>249</b>     | <b>5</b>      | <b>Net: 0</b> |

City Codes: DB = Dublin

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| Development Name                               | Developer     | City Code               | Notes | Type | Projects Participating: 4       |          |            |           |            |           |              |           |                |               |
|--|---------------|-------------------------|-------|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|-----------|----------------|---------------|
| Diablo Valley                                  |               |                         |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Oak Park                                       | Davidon       | PH                      |       | DTMU | 34                              | 0        | 9          | 11        | 2          | 0         | 2            | 2         | 1.75           | 1.75          |
| Woodbury Highlands                             | Davidon       | LF                      |       | ATMU | 99                              | 0        | 21         | 38        | 1          | 0         | 14           | 2         | 0.20           | 0.67          |
| The Brant                                      | Lennar        | LF                      |       | ATMU | 66                              | 0        | 1          | 0         | 0          | 0         | 5            | 3         | 0.54           | 1.00          |
| Reserve at Pleasant Hill                       | Ponderosa TSO | PH                      |       | DTMU | 17                              | 0        | TSO        | 16        | 0          | 0         | 12           | 0         | 0.18           | 0.00          |
| <b>TOTALS: No. Reporting: 4</b>                |               | <b>Avg. Sales: 0.75</b> |       |      | <b>Traffic to Sales: 22 : 1</b> |          |            | <b>31</b> | <b>65</b>  | <b>3</b>  | <b>0</b>     | <b>33</b> | <b>7</b>       | <b>Net: 3</b> |
| City Codes: PH = Pleasant Hill, LF = Lafayette |               |                         |       |      |                                 |          |            |           |            |           |              |           |                |               |

| San Ramon Valley                |            |                         |  |      | Projects Participating: 2      |          |            |          |            |           |              |            |                |               |
|---------------------------------|------------|-------------------------|--|------|--------------------------------|----------|------------|----------|------------|-----------|--------------|------------|----------------|---------------|
|                                 |            |                         |  |      | Units                          | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Hillcrest at the Preserve       | Lennar     | SR                      |  | ATMU | 104                            | 0        | 2          | 3        | 2          | 0         | 86           | 2          | 1.06           | 0.67          |
| Ridgeview at the Preserve       | Lennar TSO | SR                      |  | ATMU | 73                             | 1        | S/O        | 3        | 1          | 0         | 73           | 1          | 0.91           | 0.33          |
| <b>TOTALS: No. Reporting: 2</b> |            | <b>Avg. Sales: 1.50</b> |  |      | <b>Traffic to Sales: 2 : 1</b> |          |            | <b>2</b> | <b>6</b>   | <b>3</b>  | <b>0</b>     | <b>159</b> | <b>3</b>       | <b>Net: 3</b> |
| City Codes: SR = San Ramon      |            |                         |  |      |                                |          |            |          |            |           |              |            |                |               |

| West Contra Costa               |          |                         |  |      | Projects Participating: 1      |          |            |          |            |           |              |           |                |               |
|---------------------------------|----------|-------------------------|--|------|--------------------------------|----------|------------|----------|------------|-----------|--------------|-----------|----------------|---------------|
|                                 |          |                         |  |      | Units                          | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Village 29                      | Lafferty | EC                      |  | ATMU | 29                             | 0        | 3          | 5        | 2          | 0         | 26           | 3         | 0.19           | 1.00          |
| <b>TOTALS: No. Reporting: 1</b> |          | <b>Avg. Sales: 2.00</b> |  |      | <b>Traffic to Sales: 3 : 1</b> |          |            | <b>3</b> | <b>5</b>   | <b>2</b>  | <b>0</b>     | <b>26</b> | <b>3</b>       | <b>Net: 2</b> |
| City Codes: EC = El Cerrito     |          |                         |  |      |                                |          |            |          |            |           |              |           |                |               |

| Antioch/Pittsburg                        |                     |                         |  |      | Projects Participating: 11      |          |            |           |            |           |              |            |                |                |
|--|---------------------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|----------------|
|  |                     |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD  |
| Cielo at Sand Creek- Horizon             | Century             | AN                      |  | DTMU | 175                             | 5        | 3          | 91        | 5          | 0         | 125          | 7          | 1.69           | 2.33           |
| Cielo at Sand Creek- Vista               | Century             | AN                      |  | DTMU | 96                              | 0        | 1          | 0         | 2          | 1         | 95           | 1          | 1.28           | 0.33           |
| Crest at Park Ridge                      | Davidon             | AN                      |  | DTMU | 300                             | 6        | 8          | 17        | 2          | 0         | 218          | 2          | 0.96           | 0.67           |
| Hills at Park Ridge                      | Davidon             | AN                      |  | DTMU | 225                             | 0        | 10         | 18        | 2          | 0         | 67           | 2          | 1.03           | 0.67           |
| Luca at Aviano                           | DeNova TSO          | AN                      |  | DTMU | 194                             | 0        | TSO        | 74        | 0          | 0         | 42           | 0          | 1.76           | 0.00           |
| Riverview at Monterra                    | K Hovnanian         | AN                      |  | DTMU | 100                             | 0        | 1          | 9         | 0          | 0         | 99           | 0          | 0.71           | 0.00           |
| Luna at Aviano                           | Lennar              | AN                      |  | DTMU | 102                             | 0        | 1          | 17        | 3          | 0         | 14           | 3          | 1.69           | 1.00           |
| Oriana at Aviano                         | Lennar              | AN                      |  | DTMU | 115                             | 5        | 4          | 17        | 5          | 0         | 15           | 4          | 1.81           | 1.33           |
| Haven at Vista Del Mar                   | Taylor Morrison TSO | PT                      |  | DTST | 60                              | 0        | TSO        | 6         | 1          | 0         | 38           | 3          | 0.69           | 1.00           |
| Retreat at Vista Del Mar                 | Taylor Morrison     | PT                      |  | DTMU | 142                             | 0        | 1          | 7         | 2          | 0         | 57           | 4          | 0.89           | 1.33           |
| Serene at Vista Del Mar                  | Taylor Morrison     | PT                      |  | DTMU | 120                             | 0        | 7          | 9         | 0          | 0         | 14           | 2          | 0.51           | 0.67           |
| <b>TOTALS: No. Reporting: 11</b>         |                     | <b>Avg. Sales: 1.91</b> |  |      | <b>Traffic to Sales: 12 : 1</b> |          |            | <b>36</b> | <b>265</b> | <b>22</b> | <b>1</b>     | <b>784</b> | <b>28</b>      | <b>Net: 21</b> |
| City Codes: AN = Antioch, PT = Pittsburg |                     |                         |  |      |                                 |          |            |           |            |           |              |            |                |                |

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| Development Name  | Developer         | City Code | Notes                   | Type | Projects Participating: 9       |          |            |         |            |            |              |          |                |               |
|---|-------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| East Contra Costa   |                   |           |                         |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Delta Coves   | Blue Mountain TSO | BI        |                         | DTMJ | 81                              | 0        | TSO        | 22      | 0          | 0          | 69           | 0        | 0.55           | 0.00          |
| Chandler  | Brookfield        | BT        |                         | DTMJ | 160                             | 0        | 7          | 40      | 3          | 0          | 37           | 6        | 1.66           | 2.00          |
| Southport at Delaney Park                                   | Brookfield        | OY        |                         | DTMJ | 104                             | 0        | 6          | 12      | 1          | 0          | 98           | 1        | 0.86           | 0.33          |
| Ashbury   | KB Home           | OY        |                         | ATST | 69                              | 0        | 2          | 1       | 0          | 1          | 67           | -1       | 0.90           | -0.33         |
| Alicante  | Meritage          | OY        |                         | DTMJ | 133                             | 0        | 3          | 15      | 0          | 1          | 93           | 4        | 1.57           | 1.33          |
| Vines, The  | Meritage          | OY        |                         | DTST | 63                              | 0        | 2          | 7       | 1          | 0          | 61           | 4        | 1.13           | 1.33          |
| Terrene   | Pulte             | BT        |                         | DTMJ | 326                             | 0        | 3          | 3       | 1          | 2          | 323          | -1       | 2.11           | -0.33         |
| Middlefield at Delaney Park                                 | Richmond American | OY        |                         | DTMJ | 96                              | 0        | 1          | 0       | 0          | 0          | 95           | 0        | 0.95           | 0.00          |
| Orchard Trails  | Shea              | BT        |                         | DTMJ | 78                              | 0        | 1          | 15      | 0          | 0          | 10           | 0        | 0.84           | 0.00          |
| <b>TOTALS: No. Reporting: 9</b>                             |                   |           | <b>Avg. Sales: 0.22</b> |      | <b>Traffic to Sales: 19 : 1</b> |          |            |         | <b>25</b>  | <b>115</b> | <b>6</b>     | <b>4</b> | <b>853</b>     | <b>13</b>     |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley |                   |           |                         |      |                                 |          |            |         |            |            |              |          |                |               |

| Sonoma, Napa Counties  |                   |     |                         |      | Projects Participating: 13      |          |            |         |            |           |              |          |                |               |
|--|-------------------|-----|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|  |                   |     |                         |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Village Station  | Blue Mountain     | SR  |                         | ATMJ | 110                             | 3        | 2          | 7       | 3          | 0         | 101          | 4        | 0.48           | 1.33          |
| Live Oak at University   | KB Home           | RP  |                         | DTMJ | 104                             | 0        | 1          | 5       | 1          | 0         | 103          | 0        | 0.78           | 0.00          |
| Sterling Hills at Quarry Heights II  | KB Home           | PET |                         | DTMJ | 91                              | 0        | 1          | 11      | 1          | 0         | 18           | 1        | 0.75           | 0.33          |
| Aspect   | Lafferty          | PET |                         | DTMJ | 18                              | 0        | 1          | 0       | 0          | 0         | 16           | 0        | 0.12           | 0.00          |
| Juniper at University  | Richmond American | RP  |                         | DTMJ | 150                             | 0        | 3          | 0       | 0          | 0         | 147          | 0        | 0.76           | 0.00          |
| Preserve at Kissing Ranch  | Richmond American | IC  |                         | DTMJ | 47                              | 0        | 2          | 4       | 1          | 0         | 45           | 2        | 0.44           | 0.67          |
| Meadow Creek   | Ryder TSO         | SR  |                         | DTMJ | 48                              | 0        | TSO        | 14      | 0          | 0         | 24           | 0        | 0.74           | 0.00          |
| Riverfront   | TRI Pointe        | PET |                         | DTMJ | 134                             | 0        | 3          | 16      | 0          | 0         | 63           | 5        | 1.00           | 1.67          |
| Arden  | W Marketing       | HB  |                         | DTMJ | 29                              | 0        | 5          | N/A     | 0          | 0         | 14           | 1        | 0.25           | 0.33          |
| City 44  | W Marketing       | SR  |                         | ATMJ | 44                              | 0        | 5          | N/A     | 0          | 0         | 6            | -1       | 0.29           | -0.33         |
| Paseo Vista  | W Marketing       | SR  |                         | DTST | 128                             | 0        | 3          | N/A     | 0          | 0         | 57           | 0        | 0.25           | 0.00          |
| RiverHouse   | W Marketing S/O   | HB  |                         | DTST | 8                               | 0        | S/O        | N/A     | 0          | 0         | 8            | 1        | 0.28           | 0.33          |
| The Gardens  | W Marketing       | SR  |                         | DTST | 87                              | 0        | 3          | N/A     | 0          | 0         | 81           | 0        | 0.99           | 0.00          |
| <b>TOTALS: No. Reporting: 8</b>  |                   |     | <b>Avg. Sales: 0.75</b> |      | <b>Traffic to Sales: 10 : 1</b> |          |            |         | <b>29</b>  | <b>57</b> | <b>6</b>     | <b>0</b> | <b>683</b>     | <b>13</b>     |
| City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, HB = Healdsburg |                   |     |                         |      |                                 |          |            |         |            |           |              |          |                |               |

| Marin County                             |             |    |                         |      | Projects Participating: 3       |          |            |         |            |           |              |          |                |               |
|--|-------------|----|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|  |             |    |                         |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Atherton Place                           | KB Home     | NV |                         | ATMJ | 50                              | 0        | 2          | 9       | 2          | 0         | 44           | 3        | 0.63           | 1.00          |
| Verandah                                 | Landsea TSO | NV | Rsv's                   | ATMJ | 80                              | 0        | TSO        | 13      | 1          | 0         | 9            | 1        | 0.41           | 0.33          |
| The Strand                               | Trumark     | SN | Rsv's                   | DTMJ | 37                              | 0        | 3          | 11      | 0          | 0         | 0            | 0        | 0.00           | 0.00          |
| <b>TOTALS: No. Reporting: 3</b>          |             |    | <b>Avg. Sales: 1.00</b> |      | <b>Traffic to Sales: 11 : 1</b> |          |            |         | <b>5</b>   | <b>33</b> | <b>3</b>     | <b>0</b> | <b>53</b>      | <b>4</b>      |
| City Codes: NV = Novato, SN = San Rafael |             |    |                         |      |                                 |          |            |         |            |           |              |          |                |               |

# The Ryness Report

Week Ending  
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| Development Name                | Developer  | City Code | Notes                   | Type | Projects Participating: 1 |          |            |                                |            |           |              |          |                |               |               |
|---------------------------------|------------|-----------|-------------------------|------|---------------------------|----------|------------|--------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| San Francisco County            |            |           |                         |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                        | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Lofton at Portola               | TRI Pointe | SF        |                         | ATMU | 54                        | 2        | 2          | 12                             | 2          | 0         | 16           | 3        | 0.35           | 1.00          |               |
| <b>TOTALS: No. Reporting: 1</b> |            |           | <b>Avg. Sales: 2.00</b> |      |                           |          |            | <b>Traffic to Sales: 6 : 1</b> | <b>2</b>   | <b>12</b> | <b>2</b>     | <b>0</b> | <b>16</b>      | <b>3</b>      | <b>Net: 2</b> |
| City Codes: SF = San Francisco  |            |           |                         |      |                           |          |            |                                |            |           |              |          |                |               |               |

| San Mateo County                             |        |    |                         |      | Projects Participating: 5 |          |            |                                |            |           |              |          |                |               |               |
|--|--------|----|-------------------------|------|---------------------------|----------|------------|--------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|  |        |    |                         |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                        | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Foster Square                                | Lennar | FC |                         | AAAT | 200                       | 0        | 1          | 1                              | 1          | 0         | 199          | 2        | 0.68           | 0.67          |               |
| One 90 - Borelle                             | Pulte  | SM |                         | DTMU | 29                        | 0        | 2          | 10                             | 0          | 0         | 22           | 1        | 0.41           | 0.33          |               |
| One 90 - Cobalt                              | Pulte  | SM |                         | ATMU | 54                        | 2        | 2          | 9                              | 2          | 0         | 3            | 3        | 1.31           | 1.00          |               |
| One 90 - Indigo                              | Pulte  | SM |                         | ATMU | 54                        | 4        | 2          | 10                             | 4          | 0         | 9            | 4        | 0.97           | 1.33          |               |
| One 90 - Slate                               | Pulte  | SM |                         | ATMU | 57                        | 0        | 3          | 9                              | 0          | 0         | 31           | 1        | 0.58           | 0.33          |               |
| <b>TOTALS: No. Reporting: 5</b>              |        |    | <b>Avg. Sales: 1.40</b> |      |                           |          |            | <b>Traffic to Sales: 6 : 1</b> | <b>10</b>  | <b>39</b> | <b>7</b>     | <b>0</b> | <b>264</b>     | <b>11</b>     | <b>Net: 7</b> |
| City Codes: FC = Foster City, SM = San Mateo |        |    |                         |      |                           |          |            |                                |            |           |              |          |                |               |               |

| Santa Clara County  |                 |    |                         |      | Projects Participating: 15 |          |            |                                 |            |            |              |          |                |               |                |
|---|-----------------|----|-------------------------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
|   |                 |    |                         |      | Units                      | New Rel. | Rel'd Rm'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Classics at MonteVista  | Classics        | MV |                         | ATMU | 15                         | 0        | 1          | 15                              | 1          | 0          | 14           | 1        | 0.48           | 0.33          |                |
| Maravilla   | Dividend TSO    | MV |                         | ATMU | 55                         | 0        | TSO        | 32                              | 0          | 0          | 40           | 4        | 1.32           | 1.33          |                |
| Alina at Glen Loma Ranch  | KB Home         | GL |                         | DTMU | 46                         | 0        | 1          | 10                              | 1          | 0          | 22           | 5        | 1.66           | 1.67          |                |
| Ascent at Glen Loma Ranch   | KB Home         | GL |                         | ATMU | 124                        | 3        | 3          | 18                              | 3          | 0          | 27           | 6        | 2.63           | 2.00          |                |
| Asher at Glen Loma Ranch  | KB Home         | GL |                         | DTMU | 35                         | 0        | 3          | 6                               | 0          | 0          | 21           | 2        | 1.58           | 0.67          |                |
| Latitude at Communications Hill   | KB Home         | SJ |                         | ATMU | 160                        | 0        | 3          | 15                              | 2          | 0          | 152          | 6        | 2.02           | 2.00          |                |
| Naya  | KB Home         | SC |                         | ATMU | 58                         | 0        | 3          | 39                              | 2          | 0          | 42           | 3        | 0.94           | 1.00          |                |
| Lavender  | Landsea         | MV | Rsv's                   | ATMU | 128                        | 2        | 2          | 21                              | 1          | 0          | 14           | 4        | 0.98           | 1.33          |                |
| Bellaterra - Bungalows Cluster Att/Det  | SummerHill      | LG |                         | ATMU | 76                         | 0        | 3          | 23                              | 2          | 0          | 22           | 4        | 0.91           | 1.33          |                |
| Bellaterra - Flats  | SummerHill      | LG |                         | ATMU | 80                         | 0        | 5          | 28                              | 3          | 0          | 30           | 5        | 0.83           | 1.67          |                |
| Bellaterra - Towns  | SummerHill      | LG |                         | ATMU | 97                         | 0        | 3          | 22                              | 1          | 0          | 22           | 3        | 0.61           | 1.00          |                |
| Montalvo Oaks (Detached)  | SummerHill      | MS |                         | DTMU | 21                         | 0        | 1          | 6                               | 0          | 0          | 20           | 1        | 0.55           | 0.33          |                |
| Nuevo - Terraces  | SummerHill      | SC |                         | ATST | 176                        | 0        | 7          | 34                              | 2          | 0          | 153          | 2        | 0.97           | 0.67          |                |
| Elev8tion- Towns  | Taylor Morrison | SV |                         | ATMU | 96                         | 3        | 1          | 7                               | 2          | 0          | 95           | 4        | 0.85           | 1.33          |                |
| Ov8tion   | Taylor Morrison | SV |                         | ATMU | 107                        | 5        | 4          | 10                              | 3          | 0          | 47           | 9        | 1.37           | 3.00          |                |
| <b>TOTALS: No. Reporting: 15</b>  |                 |    | <b>Avg. Sales: 1.53</b> |      |                            |          |            | <b>Traffic to Sales: 12 : 1</b> | <b>40</b>  | <b>286</b> | <b>23</b>    | <b>0</b> | <b>721</b>     | <b>59</b>     | <b>Net: 23</b> |
| City Codes: MV = Mountain View, GL = Gilroy, SJ = San Jose, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale |                 |    |                         |      |                            |          |            |                                 |            |            |              |          |                |               |                |

# The Ryness Report

Week Ending  
Sunday, January 23, 2022

Bay Area

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| Development Name  | Developer | City Code               | Notes | Type | Projects Participating: 8      |          |            |           |            |           |              |            |                |               |
|---|-----------|-------------------------|-------|------|--------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
| Monterey, Santa Cruz, San Benito Counties                                 |           |                         |       |      | Units                          | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Roberts Ranch   | KB Home   | HO                      |       | DTMU | 192                            | 0        | 4          | 24        | 1          | 0         | 97           | 3          | 1.97           | 1.00          |
| Serenity at Santana Ranch II  | Legacy    | HO                      | Rsv's | DTMU | 31                             | 0        | 2          | 3         | 1          | 0         | 23           | 3          | 0.82           | 1.00          |
| Polo Ranch  | Lennar    | SV                      |       | DTMU | 40                             | 0        | 3          | 0         | 0          | 0         | 16           | 3          | 1.20           | 1.00          |
| Montclair   | Meritage  | HO                      |       | DTMU | 99                             | 0        | 1          | 17        | 3          | 1         | 34           | 6          | 0.99           | 2.00          |
| Beach House II at the Dunes   | Shea      | MA                      |       | DTMU | 92                             | 3        | 3          | 8         | 1          | 0         | 34           | 4          | 1.35           | 1.33          |
| Enclave, The  | Shea      | SS                      |       | DTMU | 26                             | 0        | 5          | 11        | 0          | 2         | 16           | 1          | 0.47           | 0.33          |
| Sea House II at The Dunes   | Shea      | MA                      |       | ATMU | 79                             | 0        | 3          | 2         | 1          | 0         | 30           | 5          | 1.19           | 1.67          |
| Surf House II at The Dunes  | Shea      | MA                      |       | DTMU | 48                             | 0        | 3          | 1         | 0          | 0         | 11           | 2          | 0.44           | 0.67          |
| <b>TOTALS: No. Reporting: 8</b>   |           | <b>Avg. Sales: 0.50</b> |       |      | <b>Traffic to Sales: 9 : 1</b> |          |            | <b>24</b> | <b>66</b>  | <b>7</b>  | <b>3</b>     | <b>261</b> | <b>27</b>      | <b>Net: 4</b> |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside |           |                         |       |      |                                |          |            |           |            |           |              |            |                |               |

| Fairfield, Vacaville, Suisun, Dixon                                    |                     |                         |       |      | Projects Participating: 18     |          |            |           |            |           |              |            |                |                |
|--|---------------------|-------------------------|-------|------|--------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|----------------|
|  |                     |                         |       |      | Units                          | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD  |
| Luminescence at Liberty  | DeNova              | RV                      | Rsv's | AASF | 164                            | 3        | 3          | 11        | 2          | 1         | 11           | 1          | 0.39           | 0.33           |
| Luminescence at Liberty-Duets  | DeNova              | RV                      | Rsv's | AAAT | 148                            | 0        | 7          | 8         | 0          | 0         | 11           | 0          | 0.39           | 0.00           |
| Savannah II at Homestead   | DR Horton           | DX                      | New   | DTST | 74                             | 6        | 2          | 17        | 4          | 0         | 4            | 4          | 14.00          | 14.00          |
| Copperleaf at Homestead  | KB Home             | DX                      |       | DTST | 71                             | 1        | 2          | 1         | 2          | 0         | 69           | 2          | 1.09           | 0.67           |
| Wildhawk at Roberts Ranch  | KB Home             | VC                      |       | DTMU | 88                             | 0        | 3          | 3         | 1          | 0         | 6            | 1          | 0.51           | 0.33           |
| Creston at One Lake  | Lennar              | FF                      |       | DTMU | 130                            | 4        | 4          | 19        | 4          | 0         | 73           | 4          | 1.07           | 1.33           |
| Reserve at Browns Valley II  | Lennar              | VC                      |       | DTMU | 29                             | 0        | 2          | 1         | 1          | 0         | 11           | 1          | 0.83           | 0.33           |
| Homestead  | Meritage            | DX                      |       | DTMU | 99                             | 0        | 2          | 25        | 2          | 1         | 54           | 5          | 1.17           | 1.67           |
| Midway Grove at Homestead  | Richmond American   | DX                      |       | DTMU | 88                             | 0        | 3          | 4         | 1          | 0         | 79           | 3          | 1.02           | 1.00           |
| Orchards at Valley Glenn III   | Richmond American   | DX                      |       | DTMU | 80                             | 0        | 3          | 4         | 0          | 0         | 8            | 1          | 0.44           | 0.33           |
| Sutton at Parklane   | Richmond American   | DX                      |       | DTMU | 121                            | 0        | 1          | 7         | 2          | 1         | 40           | 3          | 0.91           | 1.00           |
| Farmstead Square   | Taylor Morrison     | VC                      |       | DTMU | 130                            | 0        | 3          | 18        | 2          | 0         | 65           | 8          | 1.08           | 2.67           |
| Meadow Wood at Homestead   | Taylor Morrison TSO | DX                      |       | DTMU | 60                             | 0        | TSO        | 15        | 3          | 1         | 11           | 6          | 2.85           | 2.00           |
| Oxford at Brighton Landings  | The New Home Co S/O | VC                      |       | DTMU | 74                             | 0        | S/O        | 1         | 1          | 0         | 74           | 1          | 0.48           | 0.33           |
| Sheffield at Brighton Landing  | The New Home Co     | VC                      |       | DTMU | 120                            | 4        | 2          | 24        | 4          | 0         | 115          | 4          | 0.82           | 1.33           |
| Marigold at The Villages   | TRI Pointe          | FF                      |       | DTMU | 119                            | 4        | 3          | 24        | 4          | 1         | 73           | 5          | 1.14           | 1.67           |
| Shimmer at One Lake  | TRI Pointe          | FF                      |       | DTMU | 96                             | 0        | 5          | 16        | 1          | 0         | 54           | 2          | 0.85           | 0.67           |
| Splash at One Lake   | TRI Pointe          | FF                      |       | DTMU | 72                             | 0        | 3          | 11        | 1          | 0         | 37           | 1          | 0.77           | 0.33           |
| <b>TOTALS: No. Reporting: 18</b>                                       |                     | <b>Avg. Sales: 1.67</b> |       |      | <b>Traffic to Sales: 6 : 1</b> |          |            | <b>48</b> | <b>209</b> | <b>35</b> | <b>5</b>     | <b>795</b> | <b>52</b>      | <b>Net: 30</b> |
| City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield |                     |                         |       |      |                                |          |            |           |            |           |              |            |                |                |

| Bay Area  |  |                         |  |  | Projects Participating: 117 |             |            |           |              |            |                 |
|---|--|-------------------------|--|--|-----------------------------|-------------|------------|-----------|--------------|------------|-----------------|
|   |  |                         |  |  | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Net Sales       |
| <b>GRAND TOTALS: No. Reporting: 112</b>   |  | <b>Avg. Sales: 1.13</b> |  |  | <b>314</b>                  | <b>1548</b> | <b>142</b> | <b>16</b> | <b>6029</b>  | <b>297</b> | <b>Net: 126</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |  |                         |  |  |                             |             |            |           |              |            |                 |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |  |                         |  |  |                             |             |            |           |              |            |                 |



# The Ryness Company

Marketing Research Department

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

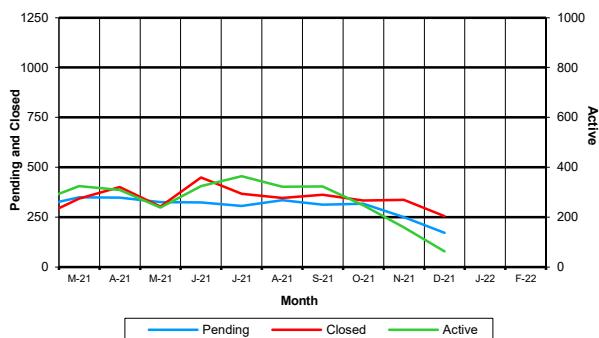
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

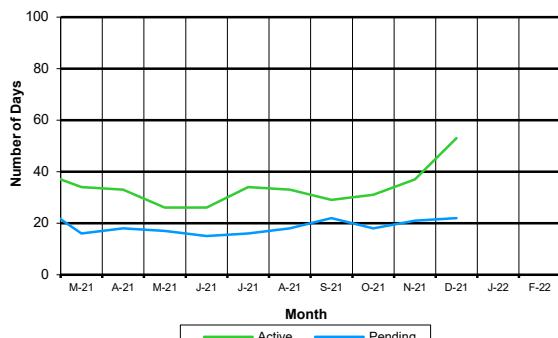
| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |           |
|--------|------------|-----------|-------|------------|-----------|
| May-21 | 238        | 26        | 325   | 17         | \$877,643 |
| Jun-21 | 325        | 26        | 324   | 15         | \$906,946 |
| Jul-21 | 364        | 34        | 306   | 16         | \$883,790 |
| Aug-21 | 322        | 33        | 335   | 18         | \$863,487 |
| Sep-21 | 323        | 29        | 313   | 22         | \$893,271 |
| Oct-21 | 247        | 31        | 318   | 18         | \$923,235 |
| Nov-21 | 159        | 37        | 250   | 21         | \$912,541 |
| Dec-21 | 62         | 53        | 171   | 22         | \$961,501 |



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

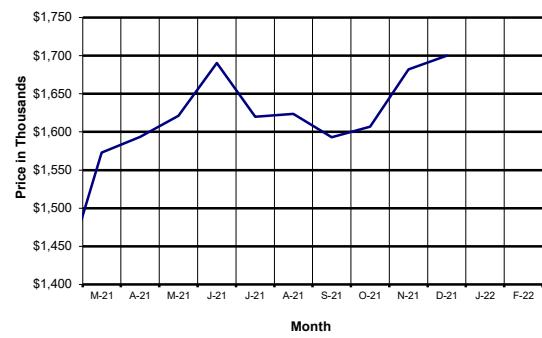


## San Jose Metro SFD Monthly MLS Survey

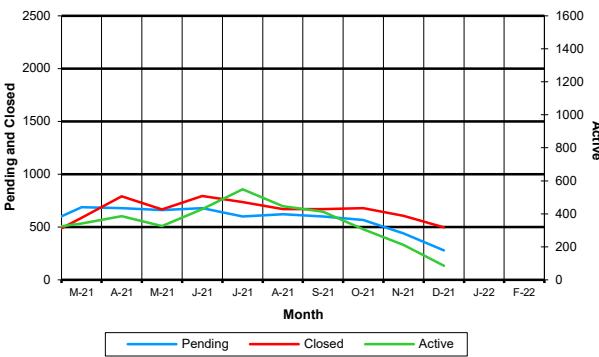
San Jose, Santa Clara & Sunnyvale

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |             |
|--------|------------|-----------|-------|------------|-------------|
| May-21 | 326        | 30        | 659   | 11         | \$1,621,132 |
| Jun-21 | 429        | 30        | 680   | 12         | \$1,690,350 |
| Jul-21 | 548        | 29        | 600   | 12         | \$1,619,904 |
| Aug-21 | 445        | 38        | 621   | 15         | \$1,623,724 |
| Sep-21 | 412        | 38        | 601   | 14         | \$1,593,222 |
| Oct-21 | 306        | 40        | 566   | 16         | \$1,606,899 |
| Nov-21 | 212        | 53        | 438   | 16         | \$1,682,047 |
| Dec-21 | 85         | 77        | 279   | 12         | \$1,700,281 |

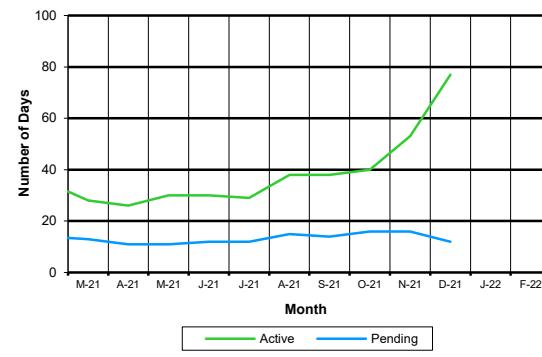
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

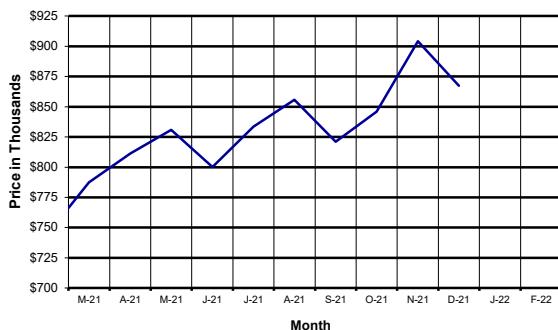
Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

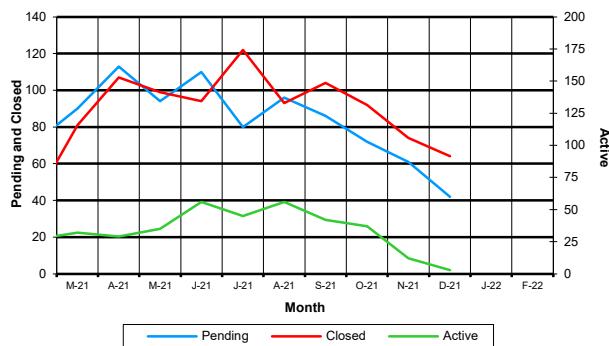
Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 35     | 13  | 94    | 7   | 99    | \$830,770  |
| Jun-21 | 56     | 12  | 110   | 8   | 94    | \$800,119  |
| Jul-21 | 45     | 15  | 80    | 11  | 122   | \$833,465  |
| Aug-21 | 56     | 18  | 96    | 13  | 93    | \$855,670  |
| Sep-21 | 42     | 15  | 86    | 14  | 104   | \$821,059  |
| Oct-21 | 37     | 15  | 72    | 14  | 92    | \$845,875  |
| Nov-21 | 12     | 25  | 61    | 14  | 74    | \$904,216  |
| Dec-21 | 3      | 5   | 42    | 10  | 64    | \$867,477  |

### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## Amador Valley SFD Monthly MLS Survey

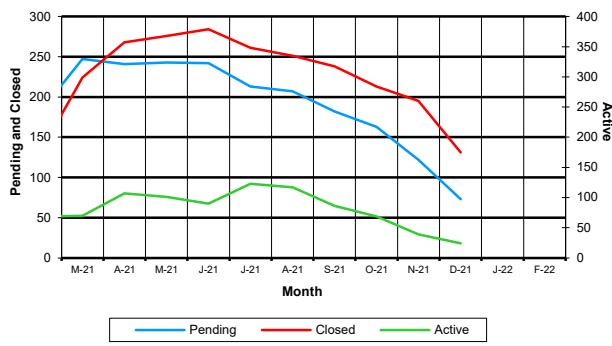
Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price  |
|--------|--------|-----|-------|-----|-------|-------------|
| May-21 | 101    | 31  | 243   | 7   | 276   | \$1,563,547 |
| Jun-21 | 90     | 21  | 242   | 9   | 284   | \$1,488,514 |
| Jul-21 | 123    | 24  | 213   | 9   | 261   | \$1,568,178 |
| Aug-21 | 117    | 23  | 207   | 11  | 251   | \$1,645,099 |
| Sep-21 | 86     | 32  | 182   | 12  | 238   | \$1,525,102 |
| Oct-21 | 69     | 41  | 163   | 10  | 213   | \$1,479,419 |
| Nov-21 | 39     | 68  | 122   | 10  | 195   | \$1,531,337 |
| Dec-21 | 24     | 53  | 73    | 14  | 131   | \$1,533,107 |

### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



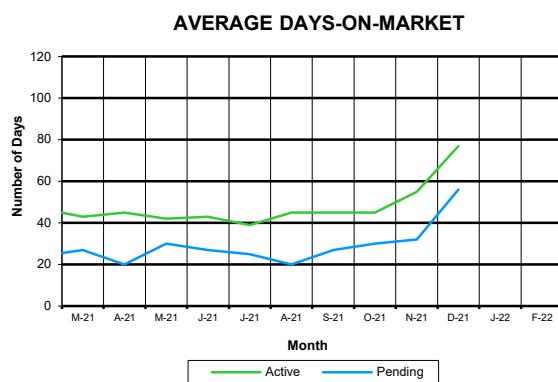


# The Ryness Company

Marketing Research Department

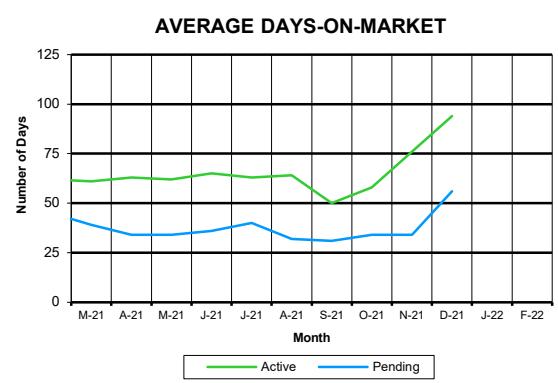
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |         |
|--------|------------|-----------|-------|------------|---------|
| May-21 | 136        | 42        | 108   | 30         | 692,361 |
| Jun-21 | 143        | 43        | 84    | 27         | 703,022 |
| Jul-21 | 204        | 39        | 92    | 25         | 695,719 |
| Aug-21 | 196        | 45        | 91    | 20         | 673,099 |
| Sep-21 | 222        | 45        | 104   | 27         | 670,000 |
| Oct-21 | 198        | 45        | 107   | 30         | 711,796 |
| Nov-21 | 162        | 55        | 80    | 32         | 703,983 |
| Dec-21 | 80         | 77        | 63    | 56         | 666,852 |



## San Francisco Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |           |
|--------|------------|-----------|-------|------------|-----------|
| May-21 | 637        | 62        | 356   | 34         | 1,388,205 |
| Jun-21 | 634        | 65        | 285   | 36         | 1,392,140 |
| Jul-21 | 625        | 63        | 293   | 40         | 1,382,088 |
| Aug-21 | 660        | 64        | 325   | 32         | 1,882,962 |
| Sep-21 | 983        | 50        | 393   | 31         | 1,510,985 |
| Oct-21 | 930        | 58        | 412   | 34         | 1,589,937 |
| Nov-21 | 640        | 76        | 347   | 34         | 1,636,971 |
| Dec-21 | 334        | 94        | 172   | 56         | 1,556,407 |





# The Ryness Company

Marketing Research Department

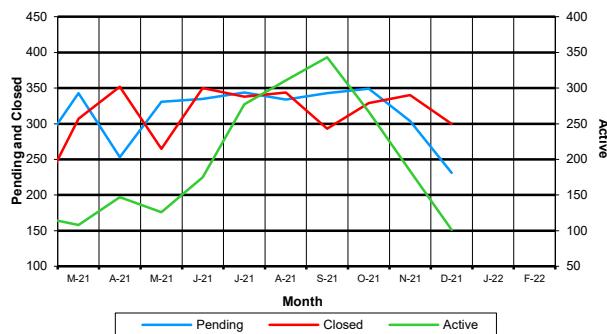
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month  | Active DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|------------|-------|-----|-------|------------|
| May-21 | 126        | 18    | 331 | 11    | \$719,453  |
| Jun-21 | 175        | 17    | 335 | 9     | \$712,251  |
| Jul-21 | 277        | 18    | 344 | 11    | \$690,100  |
| Aug-21 | 311        | 24    | 334 | 24    | \$703,090  |
| Sep-21 | 343        | 26    | 343 | 17    | \$725,260  |
| Oct-21 | 267        | 33    | 349 | 20    | \$715,975  |
| Nov-21 | 184        | 40    | 304 | 21    | \$714,891  |
| Dec-21 | 101        | 48    | 231 | 26    | \$735,336  |



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



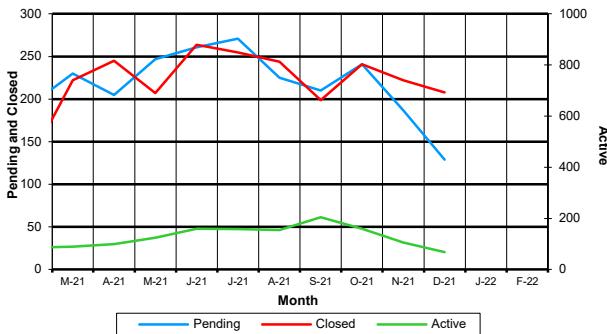
## Fairfield-Vacaville SFD Monthly MLS Survey

| Month  | Active DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|------------|-------|-----|-------|------------|
| May-21 | 125        | 18    | 247 | 14    | \$604,239  |
| Jun-21 | 160        | 22    | 261 | 14    | \$648,973  |
| Jul-21 | 158        | 22    | 271 | 18    | \$643,117  |
| Aug-21 | 155        | 27    | 225 | 20    | \$656,348  |
| Sep-21 | 204        | 27    | 210 | 19    | \$641,608  |
| Oct-21 | 160        | 34    | 241 | 22    | \$644,817  |
| Nov-21 | 105        | 38    | 187 | 24    | \$653,746  |
| Dec-21 | 67         | 43    | 129 | 26    | \$619,626  |

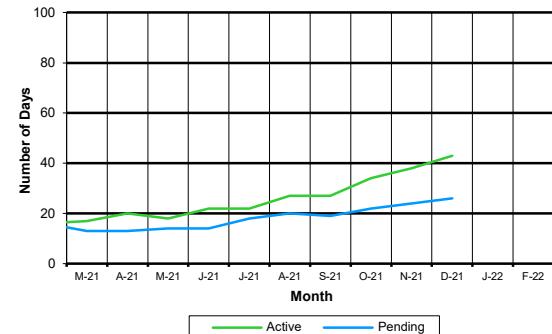
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



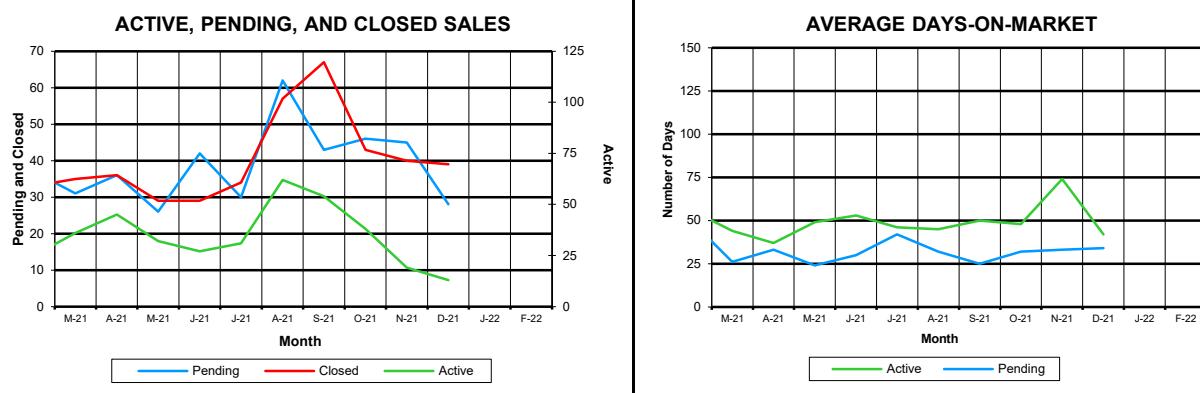


# The Ryness Company

Marketing Research Department

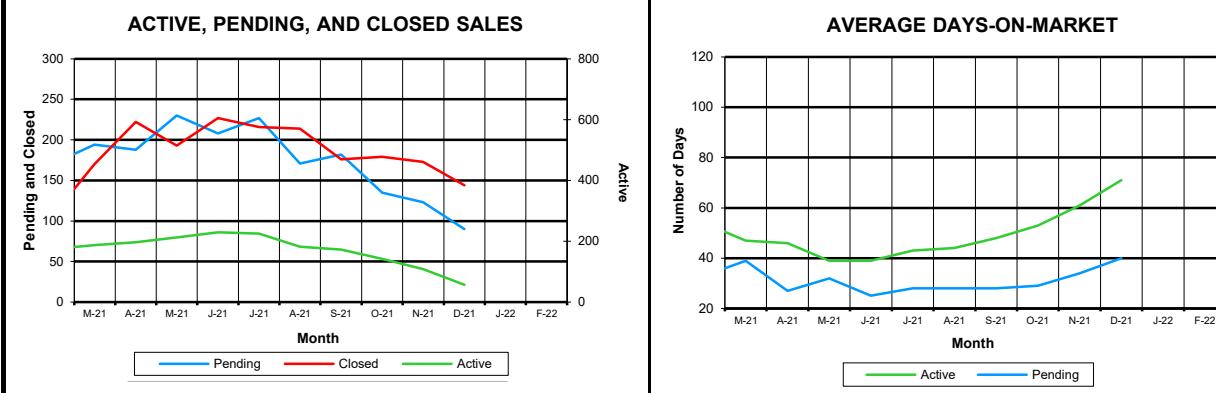
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| May-21 | 32         | 49        | 26    | \$419,958  |
| Jun-21 | 27         | 53        | 42    | \$470,551  |
| Jul-21 | 31         | 46        | 30    | \$423,838  |
| Aug-21 | 62         | 45        | 62    | \$538,690  |
| Sep-21 | 54         | 50        | 43    | \$477,925  |
| Oct-21 | 38         | 48        | 46    | \$559,334  |
| Nov-21 | 19         | 74        | 45    | \$635,579  |
| Dec-21 | 13         | 42        | 28    | \$511,893  |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |         |
|--------|------------|-----------|-------|------------|---------|
| May-21 | 213        | 39        | 230   | 32         | 781,311 |
| Jun-21 | 230        | 39        | 208   | 25         | 809,641 |
| Jul-21 | 225        | 43        | 227   | 28         | 766,970 |
| Aug-21 | 182        | 44        | 171   | 28         | 758,336 |
| Sep-21 | 173        | 48        | 182   | 28         | 821,798 |
| Oct-21 | 142        | 53        | 135   | 29         | 751,115 |
| Nov-21 | 109        | 61        | 123   | 34         | 749,803 |
| Dec-21 | 57         | 71        | 90    | 40         | 791,474 |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

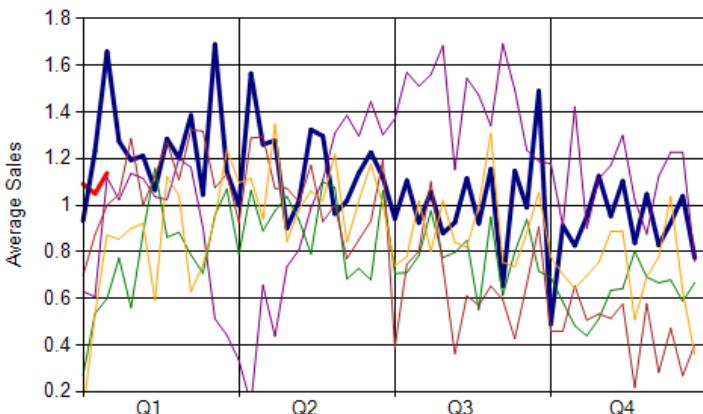
## Central Valley

Week 3

Ending: Sunday, January 23, 2022

| Counties / Groups            |                 | Projects | Traffic    | Sales       | Cancels    | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |            |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|------------|
| Tracy/Mountain House         |                 | 17       | 549        | 26          | 0          | 26        | 1.53       | 1.06              | 44%                | 1.02               | 50%                 |            |
| San Joaquin County           |                 | 37       | 1056       | 59          | 7          | 52        | 1.41       | 1.32              | 6%                 | 1.06               | 33%                 |            |
| Stanislaus County            |                 | 4        | 43         | 6           | 3          | 3         | 0.75       | 0.92              | -18%               | 0.88               | -15%                |            |
| Merced County                |                 | 17       | 252        | 16          | 8          | 8         | 0.47       | 0.70              | -33%               | 0.90               | -48%                |            |
| Madera County                |                 | 5        | 28         | 8           | 2          | 6         | 1.20       | 1.53              | -22%               | 1.23               | -3%                 |            |
| Fresno County                |                 | 22       | 226        | 25          | 4          | 21        | 0.95       | 0.97              | -2%                | 0.79               | 21%                 |            |
| <b>Current Week Totals</b>   | Traffic : Sales | 15:1     | <b>102</b> | <b>2154</b> | <b>140</b> | <b>24</b> | <b>116</b> | <b>1.14</b>       | <b>1.09</b>        | <b>4%</b>          | <b>0.97</b>         | <b>18%</b> |
| Per Project Average          |                 |          |            | 21          | 1.37       | 0.24      | 1.14       |                   |                    |                    |                     |            |
| <b>Year Ago - 01/24/2021</b> | Traffic : Sales | 12:1     | <b>91</b>  | <b>1883</b> | <b>162</b> | <b>11</b> | <b>151</b> | <b>1.66</b>       | <b>1.28</b>        | <b>30%</b>         | <b>1.06</b>         | <b>57%</b> |
| <b>% Change</b>              |                 |          | 12%        | 14%         | -14%       | 118%      | -23%       | -31%              | -14%               |                    | -9%                 |            |

### 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 |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 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               | 0.77                      |
| ■            | 2020 | 83                   | 22                  | 0.92              | 0.13                | 0.79               | 1.11                      |
| ■            | 2021 | 90                   | 22                  | 1.40              | 0.12                | 1.28               | 1.09                      |
| ■            | 2022 | 101                  | 18                  | 1.26              | 0.17                | 1.09               | 1.09                      |
| % Change:    |      | 12%                  | -19%                | -10%              | 35%                 | -14%               | 0%                        |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing                       |  |  | Market Commentary  |
|---------------------------------|--|--|--|
| <b>CONV</b>                     |  |  |  |
| <b>RATE</b>                     |  |  |  |
| <b>3.43%</b>                    |  |  | <b>U.S. homebuilding rose to a nine-month high in December amid a surge in multi-family housing projects, but soaring prices for materials after the government nearly doubled duties on imported Canadian softwood lumber could hamper activity later this year. The report from the Commerce Department also showed the housing construction backlog surged to a record high last month, underscoring the challenges builders are facing from supply strains, including labor shortages. Completions tumbled as well. Rising mortgage rates could also restrain homebuilding. Housing starts rose 1.4% to a seasonally adjusted annual rate of 1.702 million units last month, the highest level since March. Economists polled by Reuters had forecast starts falling to a rate of 1.650 million units. Single-family housing starts, which account for the largest share of the housing market, dropped 2.3% to a rate of 1.172 million units last month. Housing starts totaled 1.595 million in 2021, up 15.6% from 2020. But the outlook for home building this year is uncertain. According to the NAHB, the aggregate cost of residential construction materials had increased almost 19% since December 2021. The NAHB said higher material costs and shortages were adding weeks to typical single-family home construction times. Source: Reuters The Economic Times</b> |
| <b>FHA</b>                      |  |  |  |
| <b>3.25%</b>                    |  |  |  |
| <b>1.72%</b>                    |  |  |  |
| <b>10 Yr Yield</b>              |  |  |  |
| <b>EQUAL OPPORTUNITY LENDER</b> |  |  |  |

# The Ryness Report

Week Ending  
Sunday, January 23, 2022

Central Valley

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| Development Name   | Developer     | City Code | Notes | Type | Projects Participating: 17 |          |             |                                 |            |            |              |          |                |               |                |
|--|---------------|-----------|-------|------|----------------------------|----------|-------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Tracy/Mountain House   |               |           |       |      | Units                      | New Rel. | Rel'd Rrn'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Magnolia Park  | Bright TSO    | TR        |       | DTMJ | 42                         | 0        | TSO         | 4                               | 0          | 0          | 41           | 0        | 0.56           | 0.00          |                |
| Legacy at College Park                                       | Century       | MH        |       | DTMJ | 133                        | 4        | 2           | 75                              | 4          | 0          | 97           | 9        | 1.54           | 3.00          |                |
| Portfolio at College Park                                    | Century       | MH        |       | DTST | 112                        | 4        | 3           | 74                              | 4          | 0          | 99           | 5        | 1.57           | 1.67          |                |
| Hartwell at Ellis  | Landsea TSO   | TR        | Rsv's | DTMJ | 121                        | 0        | TSO         | 0                               | 0          | 0          | 52           | 0        | 1.92           | 0.00          |                |
| Kinbridge at Ellis   | Landsea TSO   | TR        |       | DTMJ | 83                         | 0        | TSO         | 0                               | 0          | 0          | 21           | 0        | 0.77           | 0.00          |                |
| Townsend at Ellis  | Landsea TSO   | TR        | Rsv's | DTMJ | 104                        | 0        | TSO         | 0                               | 0          | 0          | 42           | 2        | 2.58           | 0.67          |                |
| Amber at Tracy Hills   | Lennar TSO    | TH        |       | DTMJ | 160                        | 0        | TSO         | 56                              | 0          | 0          | 151          | 4        | 1.05           | 1.33          |                |
| Amethyst at Tracy Hills                                      | Lennar TSO    | TH        | New   | ATMJ | 132                        | 4        | TSO         | 83                              | 4          | 0          | 4            | 4        | 14.00          | 14.00         |                |
| Larimar at Tracy Hills                                       | Lennar TSO    | TH        |       | DTMJ | 133                        | 0        | TSO         | 56                              | 1          | 0          | 122          | 5        | 0.85           | 1.67          |                |
| Pearl at Tracy Hills   | Lennar TSO    | TH        |       | DTMJ | 200                        | 1        | TSO         | 39                              | 1          | 0          | 136          | 4        | 0.93           | 1.33          |                |
| Topaz at Tracy Hills   | Lennar TSO    | TH        |       | DTMJ | 139                        | 0        | TSO         | 18                              | 0          | 0          | 103          | 1        | 0.86           | 0.33          |                |
| Elissagaray Ranch  | Ponderosa TSO | TR        |       | DTMJ | 47                         | 0        | TSO         | 5                               | 0          | 0          | 44           | 0        | 0.31           | 0.00          |                |
| Bergamo at Mountain House                                    | Shea          | MH        |       | DTMJ | 137                        | 6        | 4           | 64                              | 6          | 0          | 78           | 7        | 1.70           | 2.33          |                |
| Briar Square at Mountain House                               | Shea          | MH        |       | DTMJ | 173                        | 0        | 2           | 4                               | 1          | 0          | 169          | 2        | 1.62           | 0.67          |                |
| Ean at Tracy Hills   | Shea          | TH        |       | DTMJ | 70                         | 0        | 1           | 0                               | 0          | 0          | 69           | 0        | 1.25           | 0.00          |                |
| Langston at Mountain House                                   | Shea          | MH        |       | ATMJ | 171                        | 5        | 3           | 56                              | 5          | 0          | 147          | 5        | 1.41           | 1.67          |                |
| Berkshire at Ellis   | Woodside      | TR        |       | DTMJ | 95                         | 0        | 4           | 15                              | 0          | 0          | 89           | 0        | 1.07           | 0.00          |                |
| <b>TOTALS: No. Reporting: 17</b>                             |               |           |       |      |                            |          |             | <b>Traffic to Sales: 21 : 1</b> | <b>19</b>  | <b>549</b> | <b>26</b>    | <b>0</b> | <b>1464</b>    | <b>48</b>     | <b>Net: 26</b> |
| Qty Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills |               |           |       |      |                            |          |             |                                 |            |            |              |          |                |               |                |

| Stockton/Lodi                       |             |    |  |      | Projects Participating: 8 |          |             |                                 |            |            |              |          |                |               |                |
|-------------------------------------|-------------|----|--|------|---------------------------|----------|-------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
|                                     |             |    |  |      | Units                     | New Rel. | Rel'd Rrn'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Palomino at Westlake                | DR Horton   | SK |  | DTMJ | 116                       | 4        | 5           | 40                              | 4          | 1          | 82           | 8        | 1.79           | 2.67          |                |
| Solari Ranch II                     | DR Horton   | SK |  | DTST | 65                        | 4        | 4           | 23                              | 4          | 1          | 18           | 8        | 0.98           | 2.67          |                |
| Aspire at River Terrace II          | K Hovnanian | SK |  | DTMJ | 107                       | 3        | 3           | 11                              | 2          | 0          | 56           | 6        | 1.36           | 2.00          |                |
| Encantada at Vineyard Terrace       | K Hovnanian | LD |  | DTMJ | 108                       | 1        | 1           | 4                               | 2          | 1          | 107          | 1        | 1.03           | 0.33          |                |
| Montevello II                       | KB Home     | SK |  | DTST | 154                       | 0        | 3           | 34                              | 1          | 0          | 83           | 4        | 1.31           | 1.33          |                |
| Santorini                           | KB Home     | SK |  | DTMJ | 86                        | 0        | 2           | 16                              | 1          | 0          | 36           | 5        | 1.45           | 1.67          |                |
| Verona at Destinations              | KB Home     | SK |  | ATMJ | 106                       | 3        | 2           | 23                              | 1          | 0          | 41           | 4        | 1.03           | 1.33          |                |
| Keys at Westlake                    | Lennar      | SK |  | DTMJ | 101                       | 2        | 2           | 21                              | 2          | 0          | 65           | 3        | 0.80           | 1.00          |                |
| <b>TOTALS: No. Reporting: 8</b>     |             |    |  |      |                           |          |             | <b>Traffic to Sales: 10 : 1</b> | <b>22</b>  | <b>172</b> | <b>17</b>    | <b>3</b> | <b>488</b>     | <b>39</b>     | <b>Net: 14</b> |
| Qty Codes: SK = Stockton, LD = Lodi |             |    |  |      |                           |          |             |                                 |            |            |              |          |                |               |                |

# The Ryness Report

Week Ending  
Sunday, January 23, 2022

Central Valley

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| Development Name                      | Developer           | City Code               | Notes | Type | Projects Participating: 30      |          |            |         |            |            |              |          |                |               |
|---------------------------------------|---------------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| San Joaquin County                    |                     |                         |       |      | Units                           | New Rel. | Rel'd Rn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Haven at River Islands                | Anthem United       | LP                      |       | DTMJ | 128                             | 0        | 1          | 8       | 1          | 0          | 127          | 1        | 0.89           | 0.33          |
| Turnleaf at the Collective            | Anthem United       | MN                      |       | AASF | 84                              | 3        | 10         | 19      | 1          | 1          | 65           | 1        | 0.52           | 0.33          |
| Griffin Park                          | Atherton            | MN                      |       | DTMJ | 156                             | 0        | 3          | 62      | 2          | 0          | 76           | 10       | 2.69           | 3.33          |
| Cascade at Stanford Crossing          | DR Horton           | LP                      |       | DTMJ | 100                             | 0        | 6          | 19      | 3          | 1          | 36           | 8        | 2.08           | 2.67          |
| Haven Villas at Sundance              | KB Home             | MN                      |       | DTMJ | 235                             | 0        | 1          | 12      | 0          | 0          | 204          | 2        | 1.52           | 0.67          |
| Riverchase at Stanford Crossing       | KB Home             | LP                      |       | DTMJ | 96                              | 0        | 3          | 22      | 1          | 0          | 75           | 3        | 1.44           | 1.00          |
| Balboa at River Islands               | Kiper               | LP                      |       | DTMJ | 77                              | 0        | 2          | 56      | 0          | 0          | 37           | 0        | 1.22           | 0.00          |
| Catalina II at River Islands          | Kiper               | LP                      |       | DTMJ | 101                             | 5        | 1          | 59      | 5          | 0          | 53           | 5        | 1.15           | 1.67          |
| Skye at River Islands                 | Kiper               | LP                      |       | DTMJ | 155                             | 0        | 0          | N/A     | 0          | 0          | 0            | 0        | 0.00           | 0.00          |
| Bella Vista Oakwood Shores II         | Lafferty            | MN                      |       | DTMJ | 157                             | 0        | 2          | 4       | 0          | 0          | 105          | 0        | 0.35           | 0.00          |
| Horizon at River Islands              | Lennar              | LP                      |       | DTMJ | 143                             | 3        | 2          | 26      | 3          | 0          | 57           | 5        | 1.18           | 1.67          |
| Arbor Bend - Cypress                  | Meritage            | MN                      |       | DTMJ | 175                             | 0        | 1          | 9       | 1          | 1          | 64           | 5        | 1.33           | 1.67          |
| Arbor Bend - Hawthorn                 | Meritage            | MN                      |       | DTMJ | 212                             | 0        | 3          | 59      | 0          | 0          | 21           | 6        | 1.21           | 2.00          |
| Arbor Bend- Linden                    | Meritage            | MN                      |       | DTMJ | 268                             | 0        | 1          | 59      | 0          | 0          | 62           | 6        | 1.29           | 2.00          |
| Laguna at River Islands               | Pulte               | LP                      |       | DTMJ | 110                             | 3        | 3          | 17      | 1          | 0          | 14           | 3        | 1.36           | 1.00          |
| Sanctuary at River Islands            | Pulte               | LP                      |       | DTMJ | 91                              | 2        | 3          | 19      | 2          | 0          | 16           | 5        | 1.56           | 1.67          |
| Sunset at River Islands               | Pulte               | LP                      |       | DTMJ | 122                             | 3        | 3          | 38      | 3          | 0          | 88           | 4        | 1.66           | 1.33          |
| Passport at Griffin Park              | Raymus              | MN                      |       | DTMJ | 100                             | 6        | 1          | 36      | 6          | 0          | 41           | 13       | 2.87           | 4.33          |
| Domain at Terra Ranch                 | Richmond American   | MN                      |       | DTMJ | 50                              | 0        | 1          | 0       | 0          | 0          | 49           | 0        | 1.00           | 0.00          |
| Encore at Stanford Crossing           | Richmond American   | LP                      |       | DTMJ | 104                             | 4        | 4          | 25      | 4          | 0          | 50           | 9        | 1.79           | 3.00          |
| Seasons at Stanford Crossing          | Richmond American   | LP                      |       | DTST | 89                              | 0        | 4          | 25      | 0          | 0          | 85           | 0        | 1.54           | 0.00          |
| Seasons at Stanford Crossing IV       | Richmond American   | LP                      | New   | DTST | 113                             | 4        | 1          | 25      | 3          | 0          | 3            | 3        | 10.50          | 10.50         |
| Legacy at Stanford Crossing           | Taylor Morrison TSO | LP                      |       | DTMJ | 60                              | 0        | TSO        | 34      | 1          | 0          | 12           | 4        | 1.65           | 1.33          |
| Venture at The Collective             | Taylor Morrison     | MN                      |       | DTMJ | 115                             | 0        | 4          | 13      | 1          | 1          | 97           | 5        | 0.79           | 1.67          |
| Waypointe at River Islands            | The New Home Co     | LP                      |       | DTMJ | 94                              | 3        | 1          | 34      | 3          | 0          | 19           | 3        | 1.10           | 1.00          |
| Breakwater at River Islands           | TRI Pointe TSO      | LP                      |       | DTMJ | 106                             | 0        | TSO        | 15      | 0          | 0          | 102          | 0        | 1.21           | 0.00          |
| Avalon at River Islands               | Trumark             | LP                      | Rsv's | DTMJ | 57                              | 0        | 4          | 28      | 0          | 0          | 0            | 0        | 0.00           | 0.00          |
| Origin at the Collective              | Trumark TSO         | MN                      |       | DTMJ | 59                              | 0        | TSO        | 5       | 0          | 0          | 57           | 0        | 0.47           | 0.00          |
| Hideaway at River Islands             | Van Daele           | LP                      |       | DTMJ | 120                             | 0        | 2          | 49      | 1          | 0          | 105          | 5        | 1.33           | 1.67          |
| Veranda at River Islands              | Van Daele           | LP                      |       | DTMJ | 101                             | 0        | 1          | 107     | 0          | 0          | 63           | 0        | 1.28           | 0.00          |
| <b>TOTALS: No. Reporting: 29</b>      |                     | <b>Avg. Sales: 1.31</b> |       |      | <b>Traffic to Sales: 21 : 1</b> |          |            |         | <b>68</b>  | <b>884</b> | <b>42</b>    | <b>4</b> | <b>1783</b>    | <b>106</b>    |
| Qty Codes: LP = Lathrop, MN = Manteca |                     |                         |       |      |                                 |          |            |         |            |            |              |          |                |               |

| Stanislaus County                                       |             |                         |  |      | Projects Participating: 4      |          |            |         |            |           |              |          |                |               |
|---|-------------|-------------------------|--|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|   |             |                         |  |      | Units                          | New Rel. | Rel'd Rn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Edgewater   | DR Horton   | WF                      |  | DTST | 75                             | 0        | 7          | 0       | 2          | 0         | 49           | 6        | 1.39           | 2.00          |
| Aspire at Apricot Grove II                              | K Hovnanian | PR                      |  | DTMJ | 150                            | 0        | 4          | 13      | 2          | 2         | 52           | 1        | 1.72           | 0.33          |
| Fieldstone  | KB Home     | HG                      |  | DTST | 69                             | 0        | 1          | 8       | 1          | 0         | 59           | 3        | 1.11           | 1.00          |
| Turnleaf at Patterson Ranch                             | KB Home     | PR                      |  | DTST | 190                            | 0        | 3          | 22      | 1          | 1         | 117          | 1        | 1.28           | 0.33          |
| <b>TOTALS: No. Reporting: 4</b>                         |             | <b>Avg. Sales: 0.75</b> |  |      | <b>Traffic to Sales: 7 : 1</b> |          |            |         | <b>15</b>  | <b>43</b> | <b>6</b>     | <b>3</b> | <b>277</b>     | <b>11</b>     |
| Qty Codes: WF = Waterford, PR = Patterson, HG = Hughson |             |                         |  |      |                                |          |            |         |            |           |              |          |                |               |

# The Ryness Report

Week Ending  
Sunday, January 23, 2022

Central Valley

Page  
3 of 4

| Development Name   | Developer       | City Code               | Notes | Type | Projects Participating: 17      |          |             |         |            |            |              |          |                |               |               |
|--|-----------------|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| Merced County  |                 |                         |       |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Summer Creek   | Bright          | MD                      |       | DTMU | 120                             | 0        | 1           | 7       | 0          | 0          | 116          | 0        | 0.82           | 0.00          |               |
| Bell Crossing  | DR Horton       | AT                      |       | DTST | 164                             | 3        | 1           | 6       | 3          | 1          | 163          | 3        | 1.52           | 1.00          |               |
| Monterra V   | DR Horton       | MD                      | New   | DTST | 35                              | 3        | 1           | 22      | 2          | 0          | 2            | 2        | 7.00           | 7.00          |               |
| Pacheco Pointe   | DR Horton       | LB                      |       | DTST | 118                             | 4        | 4           | 24      | 2          | 2          | 77           | 8        | 1.51           | 2.67          |               |
| Panorama   | DR Horton       | MD                      |       | DTST | 192                             | 0        | 7           | 21      | 1          | 0          | 172          | 1        | 1.25           | 0.33          |               |
| Stoneridge South   | DR Horton TSO   | MD                      |       | DTST | 96                              | 0        | TSO         | 6       | 0          | 0          | 85           | 4        | 1.73           | 1.33          |               |
| Villas, The  | DR Horton       | LB                      |       | DTST | 83                              | 0        | 5           | 1       | 1          | 0          | 78           | 0        | 1.53           | 0.00          |               |
| Aspire at Bellevue Ranch II  | K Hovnanian     | MD                      |       | DTST | 175                             | 0        | 1           | 9       | 2          | 2          | 174          | 0        | 1.07           | 0.00          |               |
| Manzanita  | Legacy          | LT                      |       | DTMU | 172                             | 0        | 3           | 5       | 0          | 0          | 169          | 1        | 0.93           | 0.33          |               |
| Sunflower  | Legacy          | MD                      | Rsv's | DTST | 144                             | 0        | 2           | 4       | 0          | 1          | 140          | -1       | 0.89           | -0.33         |               |
| The Pointe at Stonecreek   | Legacy          | LB                      |       | DTMU | 109                             | 0        | 3           | 26      | 1          | 0          | 12           | 1        | 0.56           | 0.33          |               |
| Mbraga - Summer II   | Lennar          | MD                      |       | DTMU | 115                             | 0        | 1           | 2       | 0          | 1          | 114          | 0        | 1.39           | 0.00          |               |
| Sunrise Ranch  | Meritage        | LB                      |       | DTMU | 87                              | 0        | 2           | 25      | 1          | 0          | 9            | 3        | 0.88           | 1.00          |               |
| Bellevue Ranch Phase 4   | Stonefield Home | MD                      |       | DTST | 45                              | 0        | 3           | 28      | 0          | 1          | 16           | -1       | 1.12           | -0.33         |               |
| Cypress Terrace  | Stonefield Home | MD                      |       | DTST | 125                             | 0        | 5           | 4       | 0          | 0          | 91           | 0        | 0.73           | 0.00          |               |
| Sunrise Ranch  | Stonefield Home | LB                      |       | ATST | 14                              | 0        | 1           | 42      | 0          | 0          | 6            | 1        | 0.25           | 0.33          |               |
| Villas II, The   | Stonefield Home | LB                      |       | DTST | 191                             | 1        | 1           | 20      | 3          | 0          | 65           | 8        | 1.25           | 2.67          |               |
| <b>TOTALS: No. Reporting: 17</b>                                       |                 | <b>Avg. Sales: 0.47</b> |       |      | <b>Traffic to Sales: 16 : 1</b> |          |             |         | <b>41</b>  | <b>252</b> | <b>16</b>    | <b>8</b> | <b>1489</b>    | <b>30</b>     | <b>Net: 8</b> |
| City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston |                 |                         |       |      |                                 |          |             |         |            |            |              |          |                |               |               |

| Madera County                             |             |                         |  |      | Projects Participating: 5      |          |             |         |            |           |              |          |                |               |               |
|---|-------------|-------------------------|--|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|   |             |                         |  |      | Units                          | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Pheasant Run                              | Century     | CW                      |  | DTMU | 70                             | 5        | 12          | 3       | 1          | 0         | 13           | 2        | 1.07           | 0.67          |               |
| Aspire at River Bend                      | K Hovnanian | MDA                     |  | DTMU | 171                            | 0        | 1           | 12      | 3          | 1         | 159          | 7        | 1.10           | 2.33          |               |
| Fielding Cottages                         | KB Home     | MDA                     |  | DTST | 95                             | 2        | 2           | 5       | 2          | 0         | 93           | 2        | 1.52           | 0.67          |               |
| Fielding Villas                           | KB Home     | MDA                     |  | DTST | 87                             | 0        | 5           | 6       | 0          | 1         | 70           | 2        | 1.15           | 0.67          |               |
| Riverstone - Clementine I                 | Lennar      | MDA                     |  | DTST | 108                            | 0        | 2           | 2       | 2          | 0         | 63           | 10       | 1.21           | 3.33          |               |
| <b>TOTALS: No. Reporting: 5</b>           |             | <b>Avg. Sales: 1.20</b> |  |      | <b>Traffic to Sales: 4 : 1</b> |          |             |         | <b>22</b>  | <b>28</b> | <b>8</b>     | <b>2</b> | <b>398</b>     | <b>23</b>     | <b>Net: 6</b> |
| City Codes: CW = Chowchilla, MDA = Madera |             |                         |  |      |                                |          |             |         |            |           |              |          |                |               |               |

| Development Name                 | Developer   | City Code               | Notes | Type | Projects Participating: 22     |          |            |         |            |            |              |          |                |               |                |
|----------------------------------|-------------|-------------------------|-------|------|--------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Fresno County                    |             |                         |       |      | Units                          | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Bravado                          | Century     | REE                     |       | DTMU | 182                            | 0        | 9          | 2       | 1          | 0          | 8            | 1        | 0.56           | 0.33          |                |
| Meadowood II                     | Century     | FR                      |       | ATMU | 127                            | 7        | 8          | 16      | 0          | 0          | 41           | 3        | 1.62           | 1.00          |                |
| Monarch                          | Century     | KB                      |       | DTMU | 64                             | 0        | 8          | 1       | 0          | 0          | 2            | 0        | 0.08           | 0.00          |                |
| Olivewood                        | Century     | FR                      |       | DTMU | 169                            | 12       | 9          | 31      | 3          | 0          | 49           | 7        | 1.52           | 2.33          |                |
| River Pointe                     | DR Horton   | REE                     |       | DTMU | 84                             | 0        | 4          | 15      | 1          | 1          | 41           | 0        | 0.98           | 0.00          |                |
| Aspire at Sunnyside              | K Hovnanian | FO                      |       | DTST | 132                            | 0        | 6          | 12      | 0          | 0          | 126          | 0        | 0.85           | 0.00          |                |
| Aspire at Sunnyside II           | K Hovnanian | FO                      |       | DTST | 143                            | 0        | 1          | 3       | 2          | 0          | 3            | 3        | 2.63           | 2.63          |                |
| Marshall Estates                 | KB Home     | FO                      |       | DTST | 76                             | 0        | 4          | 7       | 0          | 0          | 41           | 3        | 1.50           | 1.00          |                |
| Seville                          | KB Home S/O | FR                      |       | DTST | 129                            | 0        | S/O        | 17      | 2          | 0          | 129          | 2        | 1.34           | 0.67          |                |
| Anatole- Clementine              | Lennar      | FR                      |       | DTMU | 111                            | 4        | 4          | 3       | 3          | 0          | 50           | 6        | 1.14           | 2.00          |                |
| Anatole- Coronet                 | Lennar S/O  | FR                      |       | DTMU | 56                             | 0        | S/O        | 1       | 1          | 0          | 56           | 2        | 1.28           | 0.67          |                |
| Arboralla - Clementine           | Lennar      | CV                      |       | DTST | 137                            | 0        | 2          | 5       | 2          | 0          | 58           | 7        | 1.42           | 2.33          |                |
| Bella Vista Skye                 | Lennar      | FT                      |       | DTST | 54                             | 0        | 2          | 3       | 2          | 1          | 49           | 4        | 0.94           | 1.33          |                |
| Brambles- Starling               | Lennar      | FR                      |       | ATST | 150                            | 0        | 2          | 44      | 2          | 0          | 53           | 2        | 1.21           | 0.67          |                |
| Brambles- Wilde                  | Lennar      | FR                      |       | DTST | 89                             | 0        | 3          | 4       | 2          | 1          | 55           | 7        | 1.25           | 2.33          |                |
| Fancher Creek - Coronet          | Lennar      | FR                      |       | ATST | 80                             | 0        | 1          | 4       | 0          | 0          | 56           | 0        | 0.98           | 0.00          |                |
| Fancher Creek - Coronet II       | Lennar      | FR                      |       | DTMU | 138                            | 0        | 3          | 4       | 1          | 0          | 18           | 5        | 1.19           | 1.67          |                |
| Fancher Creek California II      | Lennar      | FR                      |       | DTMU | 106                            | 0        | 4          | 4       | 1          | 0          | 29           | 2        | 1.39           | 0.67          |                |
| Heirloom Ranch- Coronet          | Lennar      | FR                      |       | ATST | 89                             | 0        | 3          | 2       | 1          | 0          | 69           | 4        | 1.20           | 1.33          |                |
| Heritage Grove - Coronet         | Lennar      | CV                      |       | DTST | 63                             | 0        | 1          | 5       | 0          | 0          | 54           | 0        | 0.75           | 0.00          |                |
| Heritage Grove - Homestead       | Lennar      | CV                      |       | DTMU | 44                             | 0        | 4          | 5       | 0          | 0          | 40           | 1        | 0.55           | 0.33          |                |
| Veneto Park - Starling Townhomes | Lennar      | CV                      |       | ATMU | 160                            | 0        | 3          | 38      | 1          | 1          | 33           | 4        | 0.82           | 1.33          |                |
| <b>TOTALS: No. Reporting: 22</b> |             | <b>Avg. Sales: 0.95</b> |       |      | <b>Traffic to Sales: 9 : 1</b> |          |            |         | <b>81</b>  | <b>226</b> | <b>25</b>    | <b>4</b> | <b>1060</b>    | <b>63</b>     | <b>Net: 21</b> |

City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, FO = Fowler, CV = Clovis, FT = Fritch

| Central Valley  |                         |                                 | Projects Participating: 103 |             |            |           |              |            |                 |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|------------|-----------------|
|   |                         |                                 | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Net Sales       |
| <b>GRAND TOTALS: No. Reporting: 102</b>   | <b>Avg. Sales: 1.14</b> | <b>Traffic to Sales: 15 : 1</b> | <b>268</b>                  | <b>2154</b> | <b>140</b> | <b>24</b> | <b>6959</b>  | <b>320</b> | <b>Net: 116</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                         |                                 |                             |             |            |           |              |            |                 |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |                         |                                 |                             |             |            |           |              |            |                 |

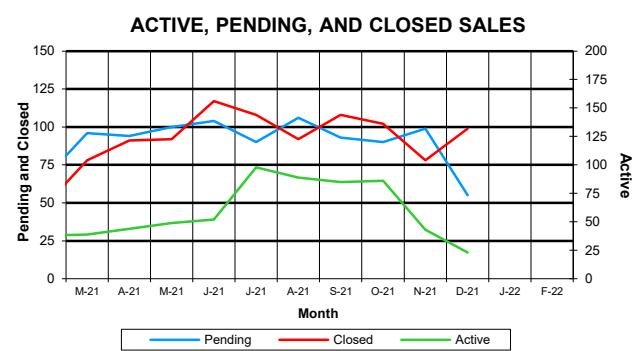


# The Ryness Company

Marketing Research Department

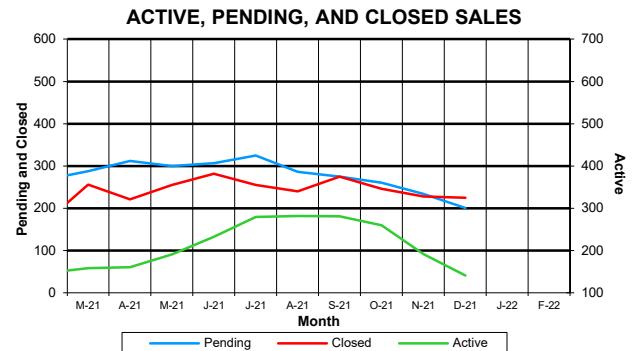
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 49     | 17  | 100   | 10  | 92    | 716,063    |
| Jun-21 | 52     | 16  | 104   | 13  | 117   | 757,282    |
| Jul-21 | 98     | 17  | 90    | 19  | 108   | 763,042    |
| Aug-21 | 89     | 24  | 106   | 20  | 92    | 733,410    |
| Sep-21 | 85     | 26  | 93    | 16  | 108   | 693,990    |
| Oct-21 | 86     | 27  | 90    | 24  | 102   | 725,387    |
| Nov-21 | 43     | 36  | 99    | 20  | 78    | 772,891    |
| Dec-21 | 23     | 39  | 55    | 22  | 99    | 774,259    |



## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 191    | 33  | 300   | 19  | 255   | \$430,179  |
| Jun-21 | 233    | 29  | 307   | 23  | 282   | \$448,688  |
| Jul-21 | 280    | 30  | 325   | 21  | 255   | \$443,210  |
| Aug-21 | 282    | 35  | 286   | 20  | 240   | \$464,896  |
| Sep-21 | 281    | 31  | 275   | 28  | 275   | \$459,173  |
| Oct-21 | 260    | 43  | 261   | 27  | 246   | \$435,363  |
| Nov-21 | 192    | 55  | 234   | 32  | 228   | \$447,367  |
| Dec-21 | 141    | 55  | 201   | 41  | 225   | \$437,410  |



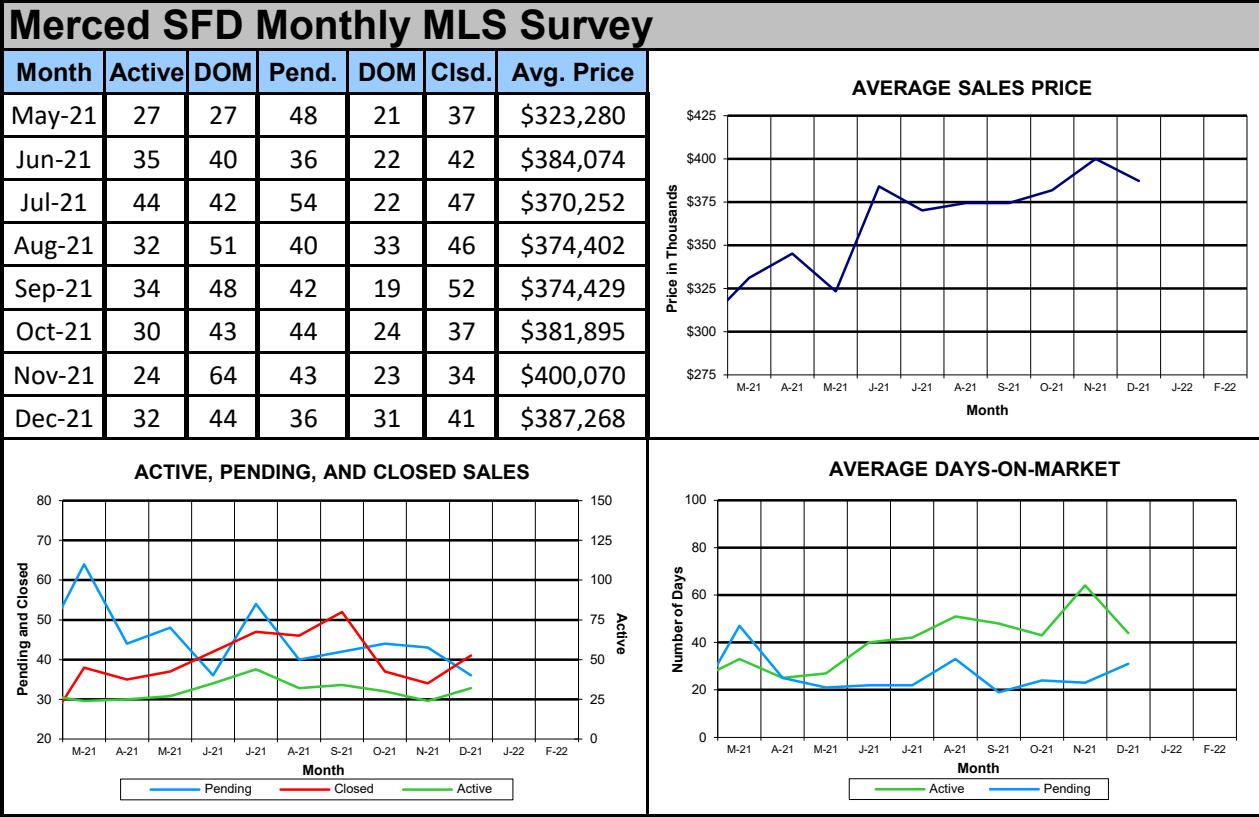
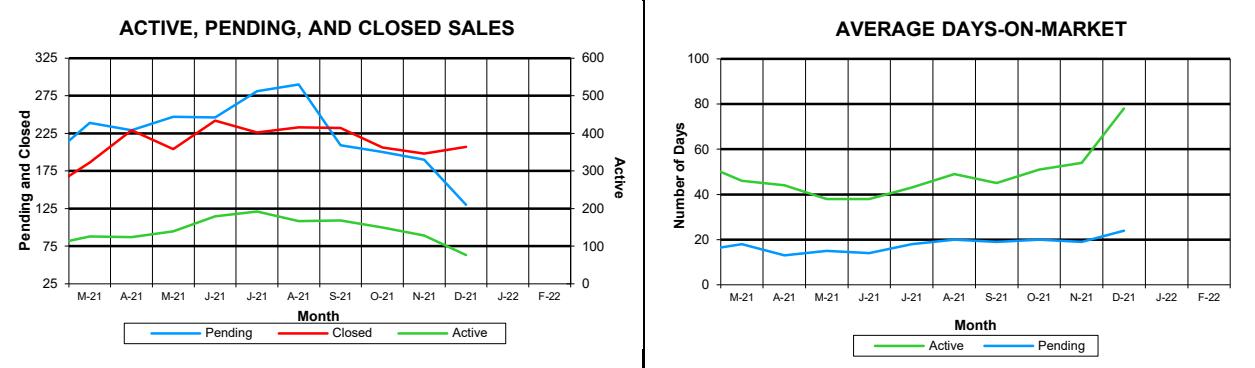


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 139    | 38  | 247   | 15  | 204   | \$484,232  |
| Jun-21 | 179    | 38  | 246   | 14  | 242   | \$470,636  |
| Jul-21 | 192    | 43  | 281   | 18  | 226   | \$449,793  |
| Aug-21 | 167    | 49  | 290   | 20  | 233   | \$462,091  |
| Sep-21 | 168    | 45  | 209   | 19  | 232   | \$460,727  |
| Oct-21 | 150    | 51  | 200   | 20  | 206   | \$471,994  |
| Nov-21 | 128    | 54  | 190   | 19  | 198   | \$474,799  |
| Dec-21 | 77     | 78  | 130   | 24  | 207   | \$473,305  |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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CALIBER  
HOME LOANS

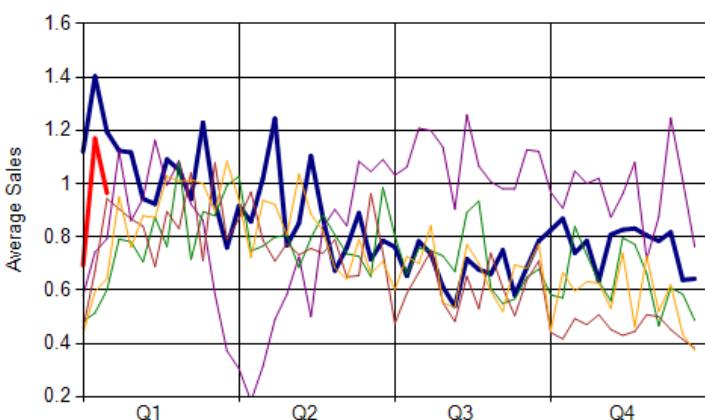
NATIONAL BUILDER DIVISION

**Ending: Sunday, January 23, 2022**

## Sacramento Week 3

| Counties / Groups            | Projects               | Traffic       | Sales      | Cancels     | Net Sales  | Avg. Sales | Year to Date Avg. | Diff.       | Prev. 13 Wks. Avg. | Diff.      |
|------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|-------------|--------------------|------------|
| South Sacramento             | 18                     | 444           | 20         | 1           | 19         | 1.06       | 1.11              | -5%         | 0.96               | 10%        |
| Central & North Sacramento   | 38                     | 746           | 44         | 5           | 39         | 1.03       | 0.89              | 15%         | 0.80               | 29%        |
| Folsom                       | 18                     | 353           | 18         | 2           | 16         | 0.89       | 0.76              | 17%         | 0.70               | 27%        |
| El Dorado                    | 10                     | 163           | 14         | 0           | 14         | 1.40       | 0.90              | 56%         | 0.54               | 161%       |
| Placer & Nevada              | 69                     | 1528          | 63         | 8           | 55         | 0.80       | 0.96              | -17%        | 0.81               | -1%        |
| Yolo                         | 3                      | 21            | 4          | 1           | 3          | 1.00       | 0.44              | 125%        | 0.75               | 33%        |
| Amador County                | 1                      | 15            | 0          | 0           | 0          | 0.00       | 0.33              | -100%       | 0.46               | -100%      |
| Northern Counties            | 10                     | 164           | 16         | 1           | 15         | 1.50       | 1.27              | 18%         | 0.65               | 129%       |
| <b>Current Week Totals</b>   | <b>Traffic : Sales</b> | <b>19 : 1</b> | <b>167</b> | <b>3434</b> | <b>179</b> | <b>18</b>  | <b>161</b>        | <b>0.96</b> | <b>0.94</b>        | <b>2%</b>  |
| Per Project Average          |                        |               | 21         | 1.07        | 0.11       | 0.96       |                   |             |                    |            |
| <b>Year Ago - 01/24/2021</b> | <b>Traffic : Sales</b> | <b>17 : 1</b> | <b>155</b> | <b>3462</b> | <b>204</b> | <b>19</b>  | <b>185</b>        | <b>1.19</b> | <b>1.24</b>        | <b>-4%</b> |
| % Change                     |                        |               | 8%         | -1%         | -12%       | -5%        | -13%              | -19%        | -24%               | -21%       |

### 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 |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 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               | 0.73                      |
| ■            | 2020 | 135                  | 22                  | 0.80              | 0.09                | 0.71               | 0.89                      |
| ■            | 2021 | 151                  | 21                  | 1.34              | 0.10                | 1.24               | 0.85                      |
| ■            | 2022 | 166                  | 20                  | 1.06              | 0.12                | 0.94               | 0.94                      |
| % Change:    |      | 10%                  | -6%                 | -21%              | 16%                 | -24%               | 11%                       |

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

| Financing                       |  |  | Market Commentary   |  |  |  |  |  |
|---------------------------------|--|--|---|--|--|--|--|--|
| <b>CONV</b>                     |  |  | U.S. homebuilding rose to a nine-month high in December amid a surge in multi-family housing projects, but soaring prices for materials after the government nearly doubled duties on imported Canadian softwood lumber could hamper activity later this year. The report from the Commerce Department also showed the housing construction backlog surged to a record high last month, underscoring the challenges builders are facing from supply strains, including labor shortages. Completions tumbled as well. Rising mortgage rates could also restrain homebuilding. Housing starts rose 1.4% to a seasonally adjusted annual rate of 1.702 million units last month, the highest level since March. Economists polled by Reuters had forecast starts falling to a rate of 1.650 million units. Single-family housing starts, which account for the largest share of the housing market, dropped 2.3% to a rate of 1.172 million units last month. Housing starts totaled 1.595 million in 2021, up 15.6% from 2020. But the outlook for home building this year is uncertain. According to the NAHB, the aggregate cost of residential construction materials had increased almost 19% since December 2021. The NAHB said higher material costs and shortages were adding weeks to typical single-family home construction times. Source: Reuters The Economic Times |  |  |  |  |  |
| <b>FHA</b>                      |  |  |   |  |  |  |  |  |
| <b>10 Yr Yield</b>              |  |  |   |  |  |  |  |  |
| <b>RATE</b>                     |  |  |   |  |  |  |  |  |
| 3.43%                           |  |  |   |  |  |  |  |  |
| 3.25%                           |  |  |   |  |  |  |  |  |
| <b>APR</b>                      |  |  |   |  |  |  |  |  |
| 3.50%                           |  |  |   |  |  |  |  |  |
| 3.60%                           |  |  |   |  |  |  |  |  |
| <b>EQUAL OPPORTUNITY LENDER</b> |  |  |   |  |  |  |  |  |

# The Ryness Report

Week Ending  
Sunday, January 23, 2022

Sacramento

Page  
1 of 6

| Development Name                 | Developer         | City Code               | Notes | Type | Projects Participating: 18      |          |            |         |            |            |              |          |                |               |                |
|----------------------------------|-------------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| South Sacramento                 |                   |                         |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Veranda at River Oaks            | Elliott           | GT                      |       | DTST | 60                              | 0        | 1          | 3       | 2          | 0          | 58           | 8        | 0.83           | 2.67          |                |
| Reridae                          | KB Home           | GT                      |       | DTST | 69                              | 0        | 5          | 23      | 1          | 0          | 53           | 3        | 1.21           | 1.00          |                |
| Travissio                        | KB Home           | LN                      |       | DTMJ | 422                             | 0        | 1          | 36      | 2          | 0          | 6            | 6        | 2.63           | 2.00          |                |
| Vintage Park                     | KB Home           | SO                      |       | DTST | 81                              | 0        | 1          | 6       | 2          | 0          | 66           | 6        | 1.93           | 2.00          |                |
| Antinori at Vineyard Creek       | Lennar            | SO                      |       | DTMJ | 96                              | 0        | 2          | 0       | 0          | 0          | 64           | 0        | 0.95           | 0.00          |                |
| Avila at Fieldstone              | Lennar            | VN                      |       | DTMJ | 134                             | 0        | 2          | 37      | 0          | 0          | 124          | 0        | 0.93           | 0.00          |                |
| Elements at Sterling Meadows     | Lennar            | LN                      |       | DTMJ | 289                             | 4        | 2          | 34      | 4          | 0          | 210          | 10       | 1.20           | 3.33          |                |
| Essentia at Sterling Meadows     | Lennar            | LN                      |       | DTST | 139                             | 0        | 3          | 17      | 0          | 0          | 68           | 0        | 1.04           | 0.00          |                |
| Oceano at Fieldstone             | Lennar            | VN                      |       | DTMJ | 120                             | 0        | 3          | 37      | 0          | 0          | 113          | 1        | 0.79           | 0.33          |                |
| Redwood at Parkside              | Lennar            | VN                      |       | DTMJ | 344                             | 4        | 1          | 16      | 4          | 0          | 317          | 7        | 0.91           | 2.33          |                |
| Laguna Ranch                     | Richmond American | LN                      |       | DTMJ | 80                              | 0        | 2          | 0       | 0          | 0          | 78           | 0        | 0.61           | 0.00          |                |
| Seasons at Stonebrook            | Richmond American | LN                      |       | DTMJ | 102                             | 3        | 4          | 22      | 1          | 1          | 40           | 0        | 1.34           | 0.00          |                |
| Woodberry at Bradshaw Crossing   | Richmond American | SO                      |       | DTMJ | 202                             | 0        | 4          | 0       | 0          | 0          | 85           | 0        | 0.95           | 0.00          |                |
| Barcelona at Madeira Meadows     | Taylor Morrison   | LN                      |       | DTMJ | 108                             | 0        | 2          | 45      | 0          | 0          | 98           | 2        | 0.84           | 0.67          |                |
| Sevilla at Madeira Meadows       | Taylor Morrison   | LN                      |       | DTMJ | 102                             | 0        | 8          | 45      | 0          | 0          | 85           | 3        | 0.73           | 1.00          |                |
| Valencia at Madeira Meadows      | Taylor Morrison   | LN                      |       | DTMJ | 121                             | 0        | 6          | 45      | 0          | 0          | 99           | 4        | 0.85           | 1.33          |                |
| Cedar Creek                      | TimLewis          | GT                      |       | DTMJ | 112                             | 4        | 2          | 21      | 3          | 0          | 21           | 6        | 0.90           | 2.00          |                |
| Reflections at Poppy Lane        | TimLewis          | LN                      |       | DTMJ | 73                              | 3        | 4          | 57      | 1          | 0          | 32           | 4        | 0.95           | 1.33          |                |
| <b>TOTALS: No. Reporting: 18</b> |                   | <b>Avg. Sales: 1.06</b> |       |      | <b>Traffic to Sales: 22 : 1</b> |          |            |         | <b>53</b>  | <b>444</b> | <b>20</b>    | <b>1</b> | <b>1617</b>    | <b>60</b>     | <b>Net: 19</b> |

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

| Central Sacramento                  |               |                         |  |      | Projects Participating: 17      |          |            |         |            |            |              |          |                |               |                |
|-------------------------------------|---------------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
|                                     |               |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Abbeys Gate at Northridge           | Black Pine    | CH                      |  | DTMJ | 46                              | 0        | 1          | 7       | 0          | 0          | 32           | 0        | 0.48           | 0.00          |                |
| Crocker Village- Alley Row          | Black Pine    | SO                      |  | DTMJ | 67                              | 0        | 3          | 11      | 0          | 0          | 48           | 0        | 0.58           | 0.00          |                |
| Crocker Village- Main Street        | Black Pine    | SO                      |  | DTMJ | 52                              | 0        | 2          | 11      | 0          | 0          | 40           | 0        | 0.49           | 0.00          |                |
| Brighton Station at Cresleigh Ranch | Cresleigh     | RO                      |  | DTMJ | 98                              | 0        | 2          | 51      | 0          | 0          | 93           | 0        | 0.75           | 0.00          |                |
| Mills Station at Cresleigh Ranch    | Cresleigh     | RO                      |  | DTMJ | 116                             | 0        | 4          | 50      | 0          | 0          | 95           | 3        | 0.77           | 1.00          |                |
| Heritage at Gum Ranch               | Elliott       | FO                      |  | DTMJ | 113                             | 0        | 1          | 32      | 1          | 0          | 112          | 1        | 0.80           | 0.33          |                |
| Canyon at Mitchell Village          | KB Home       | CH                      |  | DTST | 109                             | 4        | 4          | 21      | 4          | 0          | 71           | 7        | 1.44           | 2.33          |                |
| Heritage at Mitchell Village        | KB Home       | CH                      |  | DTMJ | 72                              | 0        | 4          | 16      | 1          | 0          | 53           | 3        | 0.88           | 1.00          |                |
| Oaks at Mitchell Village            | KB Home       | CH                      |  | DTST | 74                              | 4        | 3          | 19      | 4          | 0          | 55           | 4        | 1.42           | 1.33          |                |
| Ventana                             | Lennar        | RO                      |  | DTMJ | 160                             | 0        | 1          | 10      | 1          | 1          | 105          | 3        | 0.80           | 1.00          |                |
| Verdant                             | Lennar        | RO                      |  | DTST | 157                             | 3        | 3          | 11      | 2          | 0          | 98           | 4        | 1.05           | 1.33          |                |
| Viridian                            | Lennar        | RO                      |  | DTST | 185                             | 3        | 3          | 9       | 1          | 0          | 128          | 2        | 0.95           | 0.67          |                |
| Montelena                           | Premier Homes | RO                      |  | DTST | 169                             | 0        | 4          | 64      | 0          | 0          | 163          | 0        | 1.38           | 0.00          |                |
| Classics at Sutter Park             | TimLewis TSO  | SO                      |  | DTMJ | 25                              | 0        | TSO        | 0       | 0          | 0          | 24           | 0        | 0.21           | 0.00          |                |
| Traditionals at Sutter Park         | TimLewis      | SO                      |  | DTMJ | 34                              | 0        | 1          | 0       | 0          | 0          | 33           | 0        | 0.29           | 0.00          |                |
| Acacia at Cypress                   | Woodside      | RO                      |  | DTMJ | 99                              | 5        | 4          | 24      | 5          | 0          | 35           | 8        | 0.66           | 2.67          |                |
| Magnolia at Cypress                 | Woodside      | RO                      |  | DTMJ | 178                             | 0        | 1          | 25      | 2          | 0          | 119          | 5        | 0.95           | 1.67          |                |
| <b>TOTALS: No. Reporting: 17</b>    |               | <b>Avg. Sales: 1.18</b> |  |      | <b>Traffic to Sales: 17 : 1</b> |          |            |         | <b>41</b>  | <b>361</b> | <b>21</b>    | <b>1</b> | <b>1304</b>    | <b>40</b>     | <b>Net: 20</b> |

City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks

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| Development Name                 | Developer       | City Code               | Notes | Type | Projects Participating: 21      |          |             |         |            |            |              |          |                |               |                |
|----------------------------------|-----------------|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| North Sacramento                 |                 |                         |       |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Artisan - The Cove               | Beazer          | SO                      |       | DTST | 145                             | 0        | 10          | 9       | 0          | 1          | 94           | 0        | 0.78           | 0.00          |                |
| Edgeview - The Cove              | Beazer          | SO                      |       | ATST | 156                             | 0        | 11          | 18      | 0          | 0          | 91           | 1        | 1.09           | 0.33          |                |
| Westward - The Cove              | Beazer          | SO                      |       | DTST | 122                             | 0        | 10          | 7       | 0          | 0          | 56           | 4        | 0.59           | 1.33          |                |
| Windrow - The Cove               | Beazer          | SO                      |       | DTST | 167                             | 0        | 8           | 6       | 0          | 0          | 108          | 2        | 0.94           | 0.67          |                |
| Provence                         | Blue Mountain   | SO                      |       | ATST | 185                             | 0        | 4           | 15      | 0          | 0          | 104          | 3        | 0.91           | 1.00          |                |
| Mbraga                           | DR Horton       | AO                      |       | DTMJ | 162                             | 6        | 3           | 37      | 5          | 1          | 121          | 5        | 1.55           | 1.67          |                |
| Citrine at Barrett Ranch         | Lennar          | AO                      |       | DTST | 53                              | 0        | 4           | 12      | 1          | 1          | 16           | 2        | 0.74           | 0.67          |                |
| Garnet at Barrett Ranch          | Lennar          | AO                      |       | DTST | 149                             | 0        | 3           | 53      | 0          | 0          | 61           | 0        | 0.88           | 0.00          |                |
| Lapis at Barrett Ranch           | Lennar TSO      | AO                      |       | DTMJ | 149                             | 0        | TSO         | 53      | 0          | 0          | 66           | 0        | 0.95           | 0.00          |                |
| Northlake - Atla                 | Lennar TSO      | SO                      |       | DTMJ | 116                             | 0        | TSO         | 12      | 0          | 0          | 55           | 5        | 1.03           | 1.67          |                |
| Northlake - Bleau                | Lennar TSO      | SO                      |       | DTMJ | 236                             | 3        | TSO         | 12      | 3          | 0          | 59           | 6        | 1.11           | 2.00          |                |
| Northlake - Crestvue             | Lennar TSO      | SO                      |       | DTMJ | 97                              | 2        | TSO         | 12      | 2          | 0          | 53           | 7        | 1.00           | 2.33          |                |
| Northlake - Drifton              | Lennar TSO      | SO                      |       | DTMJ | 134                             | 1        | TSO         | 12      | 1          | 0          | 45           | 5        | 1.00           | 1.67          |                |
| Northlake - Lakelet              | Lennar          | SO                      |       | DTMJ | 134                             | 0        | 3           | 12      | 0          | 0          | 51           | 2        | 0.96           | 0.67          |                |
| Northlake - Shor                 | Lennar TSO      | SO                      |       | DTMJ | 140                             | 2        | TSO         | 12      | 3          | 0          | 58           | 5        | 1.09           | 1.67          |                |
| Northlake - Watersyde            | Lennar          | SO                      |       | DTMJ | 127                             | 0        | 3           | 12      | 0          | 0          | 55           | 2        | 1.03           | 0.67          |                |
| Northlake - Wavmrr               | Lennar TSO      | SO                      |       | DTMJ | 153                             | 1        | TSO         | 12      | 2          | 0          | 56           | 6        | 1.05           | 2.00          |                |
| Sunstone at Barrett Ranch        | Lennar          | AO                      |       | DTMJ | 131                             | 4        | 3           | 32      | 4          | 0          | 20           | 6        | 0.85           | 2.00          |                |
| NUVO Artisan Square              | The New Home Co | SO                      |       | ATST | 145                             | 0        | 2           | 0       | 2          | 0          | 126          | 2        | 1.34           | 0.67          |                |
| Everly at Natomas Meadows        | TRI Pointe      | NA                      |       | DTST | 94                              | 0        | 3           | 34      | 0          | 1          | 66           | -1       | 1.54           | -0.33         |                |
| Portisol at Artisan Square       | Williams TSO    | SO                      |       | ATST | 95                              | 0        | TSO         | 13      | 0          | 0          | 28           | 0        | 0.42           | 0.00          |                |
| <b>TOTALS: No. Reporting: 21</b> |                 | <b>Avg. Sales: 0.90</b> |       |      | <b>Traffic to Sales: 17 : 1</b> |          |             |         | <b>67</b>  | <b>385</b> | <b>23</b>    | <b>4</b> | <b>1389</b>    | <b>62</b>     | <b>Net: 19</b> |

City Codes: SO = Sacramento, AO = Antelope, NA = Natomas

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| Development Name                  | Developer         | City Code | Notes | Type | Projects Participating: 18 |          |             |         |                                 |           |              |            |                |               |             |           |                |
|-----------------------------------|-------------------|-----------|-------|------|----------------------------|----------|-------------|---------|---------------------------------|-----------|--------------|------------|----------------|---------------|-------------|-----------|----------------|
| Folsom Area                       |                   |           |       |      | Units                      | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales                      | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |             |           |                |
| Iron Ridge at Russell Ranch       | Anthem United TSO | FM        |       | DTMJ | 97                         | 0        | TSO         | 25      | 0                               | 0         | 92           | 0          | 0.94           | 0.00          |             |           |                |
| Sycamore Creek                    | JMC               | FM        |       | DTMJ | 86                         | 3        | 3           | 36      | 2                               | 0         | 38           | 4          | 0.65           | 1.33          |             |           |                |
| Enclave at Folsom Ranch           | KB Home           | FM        |       | DTST | 111                        | 4        | 1           | 18      | 4                               | 0         | 80           | 5          | 1.31           | 1.67          |             |           |                |
| Soleil at Folsom Ranch            | KB Home           | FM        |       | DTMJ | 109                        | 0        | 3           | 14      | 1                               | 0         | 57           | 4          | 1.39           | 1.33          |             |           |                |
| Aster at White Rock Springs       | Lennar            | FM        |       | DTMJ | 90                         | 0        | 3           | 8       | 0                               | 0         | 30           | 4          | 0.98           | 1.33          |             |           |                |
| Lunaria at White Rock Springs     | Lennar            | FM        |       | DTMJ | 45                         | 0        | 2           | 8       | 1                               | 0         | 28           | 1          | 0.92           | 0.33          |             |           |                |
| Rockcress at Folsom Ranch         | Lennar            | FM        |       | DTMJ | 118                        | 0        | 4           | 2       | 0                               | 0         | 54           | 0          | 1.08           | 0.00          |             |           |                |
| Steel Canyon at Russell Ranch     | Meritage          | FM        |       | DTMJ | 114                        | 0        | 1           | 2       | 1                               | 1         | 113          | 6          | 1.09           | 2.00          |             |           |                |
| Ladera at White Rock              | Richmond American | FM        |       | DTMJ | 56                         | 0        | 2           | 0       | 0                               | 0         | 54           | -1         | 0.62           | -0.33         |             |           |                |
| Mesa at White Rock                | Richmond American | FM        |       | DTMJ | 64                         | 0        | 1           | 0       | 0                               | 0         | 63           | 0          | 0.77           | 0.00          |             |           |                |
| Stone Bluff at White Rock         | Richmond American | FM        |       | DTMJ | 81                         | 3        | 3           | 9       | 2                               | 0         | 27           | 2          | 0.69           | 0.67          |             |           |                |
| Stone Haven at White Rock Springs | Richmond American | FM        |       | DTMJ | 42                         | 0        | 4           | 16      | 0                               | 0         | 6            | 1          | 0.74           | 0.33          |             |           |                |
| Folsom Ranch-Azure II             | Taylor Morrison   | FM        |       | DTMJ | 113                        | 7        | 9           | 15      | 1                               | 0         | 104          | 3          | 0.91           | 1.00          |             |           |                |
| Folsom Ranch-Dakota II            | Taylor Morrison   | FM        |       | DTMJ | 111                        | 2        | 6           | 15      | 1                               | 0         | 104          | 1          | 0.94           | 0.33          |             |           |                |
| Gold Hill at Russell Ranch        | The New Home Co   | FM        |       | DTMJ | 77                         | 0        | 1           | 12      | 0                               | 0         | 63           | 2          | 0.95           | 0.67          |             |           |                |
| Silver Crest at Russell Ranch     | The New Home Co   | FM        |       | DTMJ | 108                        | 0        | 1           | 3       | 1                               | 1         | 84           | 3          | 0.84           | 1.00          |             |           |                |
| Brookstone at Folsom Ranch        | TRI Pointe        | FM        |       | DTMJ | 145                        | 0        | 1           | 85      | 0                               | 0         | 120          | 2          | 1.06           | 0.67          |             |           |                |
| Creekstone at Folsom Ranch        | TRI Pointe        | FM        |       | DTMJ | 71                         | 4        | 2           | 85      | 4                               | 0         | 55           | 4          | 1.12           | 1.33          |             |           |                |
| <b>TOTALS: No. Reporting: 18</b>  |                   |           |       |      | <b>Avg. Sales: 0.89</b>    |          |             |         | <b>Traffic to Sales: 20 : 1</b> |           | <b>47</b>    | <b>353</b> | <b>18</b>      | <b>2</b>      | <b>1172</b> | <b>41</b> | <b>Net: 16</b> |

City Codes: FM = Folsom

| El Dorado County                        |               |    |  |      | Projects Participating: 10 |          |             |         |                                 |           |              |            |                |               |            |           |                |
|---|---------------|----|--|------|----------------------------|----------|-------------|---------|---------------------------------|-----------|--------------|------------|----------------|---------------|------------|-----------|----------------|
|   |               |    |  |      | Units                      | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales                      | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |            |           |                |
| Revere                                  | Blue Mountain | RE |  | DTMJ | 51                         | 0        | 4           | 11      | 1                               | 0         | 32           | 3          | 0.84           | 1.00          |            |           |                |
| Alder at Saratoga Estates               | Elliott       | BH |  | DTMJ | 115                        | 6        | 2           | 36      | 4                               | 0         | 71           | 4          | 0.90           | 1.33          |            |           |                |
| Manzanita at Saratoga                   | Elliott       | BH |  | DTMJ | 202                        | 4        | 1           | 22      | 3                               | 0         | 43           | 3          | 0.58           | 1.00          |            |           |                |
| Emerald Peak at Bass Lake               | Lennar        | BH |  | DTMJ | 113                        | 0        | 2           | 16      | 0                               | 0         | 29           | 1          | 0.48           | 0.33          |            |           |                |
| Hawk View at Bass Lake Hills            | Lennar        | BH |  | DTMJ | 114                        | 0        | 1           | 2       | 1                               | 0         | 86           | 3          | 0.77           | 1.00          |            |           |                |
| Heritage El Dorado Hills-Estates        | Lennar        | BH |  | DTMJ | 92                         | 0        | 1           | 2       | 0                               | 0         | 91           | 1          | 0.52           | 0.33          |            |           |                |
| Heritage El Dorado Hills-Legends        | Lennar        | BH |  | DTMJ | 165                        | 3        | 3           | 17      | 1                               | 0         | 160          | 3          | 0.91           | 1.00          |            |           |                |
| Heritage El Dorado Hills-Mosaic         | Lennar        | BH |  | DTMJ | 373                        | 0        | 1           | 17      | 1                               | 0         | 169          | 3          | 0.96           | 1.00          |            |           |                |
| Sapphire Cliff at Bass Lake Hills - EDH | Lennar        | BH |  | DTMJ | 23                         | 0        | 1           | 19      | 1                               | 0         | 17           | 2          | 0.57           | 0.67          |            |           |                |
| Edgelake at Serrano                     | TRI Pointe    | BH |  | DTMJ | 65                         | 0        | 1           | 21      | 2                               | 0         | 9            | 4          | 0.68           | 1.33          |            |           |                |
| <b>TOTALS: No. Reporting: 10</b>        |               |    |  |      | <b>Avg. Sales: 1.40</b>    |          |             |         | <b>Traffic to Sales: 12 : 1</b> |           | <b>17</b>    | <b>163</b> | <b>14</b>      | <b>0</b>      | <b>707</b> | <b>27</b> | <b>Net: 14</b> |

City Codes: RE = Rescue, BH = El Dorado Hills

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| Development Name                    | Developer     | City Code | Notes | Type | Projects Participating: 68 |          |             |         |            |           |              |          |                |               |
|-------------------------------------|---------------|-----------|-------|------|----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Placer County                       |               |           |       |      | Units                      | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Greyson at Twelve Bridges           | Beazer        | LL        |       | DTMJ | 49                         | 0        | 3           | 8       | 0          | 0         | 35           | 2        | 0.90           | 0.67          |
| Verrado at Solaire                  | Beazer        | R/V       |       | DTMJ | 76                         | 0        | 6           | 15      | 0          | 0         | 34           | 4        | 1.09           | 1.33          |
| Milestone at Sierra Pne             | Black Pne     | R/K       |       | DTST | 61                         | 0        | 2           | 19      | 0          | 0         | 37           | 1        | 0.62           | 0.33          |
| Carnelian                           | Blue Mountain | GB        | Rsv's | ATMJ | 28                         | 0        | 1           | 7       | 2          | 0         | 22           | 2        | 0.46           | 0.67          |
| Cresleigh Havenwood                 | Cresleigh     | LL        | Rsv's | DTMJ | 83                         | 0        | 2           | 11      | 1          | 0         | 9            | 2        | 0.41           | 0.67          |
| Balboa                              | DR Horton     | R/V       |       | DTST | 127                        | 0        | 4           | 13      | 1          | 1         | 67           | 6        | 1.63           | 2.00          |
| Cerrada                             | DR Horton     | LL        |       | DTST | 166                        | 0        | 2           | 33      | 0          | 0         | 136          | 6        | 1.37           | 2.00          |
| Heartland at Independence           | DR Horton     | LL        |       | DTMJ | 98                         | 0        | 6           | 22      | 0          | 1         | 30           | 5        | 1.41           | 1.67          |
| Traditions at Independence          | DR Horton     | LL        |       | DTST | 97                         | 0        | 4           | 15      | 0          | 0         | 30           | 4        | 1.16           | 1.33          |
| Winding Creek- The Wilds            | DR Horton     | R/V       |       | DTST | 120                        | 0        | 3           | 17      | 0          | 0         | 75           | 7        | 1.67           | 2.33          |
| Turkey Creek Estates                | Elliott       | LL        |       | DTMJ | 51                         | 0        | 2           | 40      | 1          | 0         | 23           | 1        | 0.76           | 0.33          |
| Broadlands                          | JMC           | LL        |       | DTST | 88                         | 0        | 5           | 8       | 1          | 0         | 83           | 5        | 1.02           | 1.67          |
| Fairbrook at Fiddymont Farms        | JMC           | R/V       |       | DTMJ | 115                        | 0        | 2           | 98      | 1          | 0         | 43           | 7        | 1.07           | 2.33          |
| Meadow brook at Fiddymont Farms     | JMC           | R/V       |       | DTMJ | 80                         | 0        | 1           | 122     | 0          | 0         | 41           | 3        | 1.01           | 1.00          |
| Monument Village at Sierra Vista    | JMC           | R/V       |       | DTST | 187                        | 0        | 6           | 30      | 0          | 1         | 179          | 0        | 1.31           | 0.00          |
| Palisade Village                    | JMC           | R/V       |       | DTST | 232                        | 0        | 3           | 38      | 0          | 0         | 182          | 0        | 1.51           | 0.00          |
| Pinnacle Village                    | JMC           | R/V       |       | DTMJ | 127                        | 0        | 2           | 18      | 0          | 0         | 121          | 0        | 0.88           | 0.00          |
| Prominence at Whitney Ranch         | JMC           | R/K       |       | DTMJ | 92                         | 0        | 2           | 86      | 1          | 0         | 64           | 1        | 0.91           | 0.33          |
| Sagebrook at Fiddymont Farms        | JMC           | R/V       |       | DTMJ | 122                        | 0        | 3           | 119     | 1          | 1         | 38           | 3        | 0.94           | 1.00          |
| Sentinel                            | JMC           | R/V       |       | DTST | 132                        | 0        | 2           | 47      | 0          | 0         | 126          | 0        | 1.29           | 0.00          |
| Aspire at Solaire                   | K Hovnanian   | R/V       |       | DTMJ | 147                        | 3        | 2           | 14      | 2          | 0         | 107          | 5        | 1.16           | 1.67          |
| Aspire at Solaire II                | K Hovnanian   | R/V       |       | DTST | 33                         | 0        | 2           | 12      | 2          | 0         | 13           | 7        | 0.99           | 2.33          |
| Creekside Preserve                  | K Hovnanian   | LL        |       | DTMJ | 71                         | 0        | 1           | 11      | 2          | 1         | 48           | 2        | 0.46           | 0.67          |
| Dorado at Twelve Bridges            | K Hovnanian   | LL        |       | DTMJ | 133                        | 0        | 2           | 6       | 1          | 0         | 124          | 2        | 0.85           | 0.67          |
| Firefly at Winding Creek            | K Hovnanian   | R/V       |       | DTMJ | 86                         | 3        | 3           | 25      | 4          | 1         | 46           | 8        | 1.04           | 2.67          |
| Copper Ridge                        | KB Home       | LL        |       | DTMJ | 79                         | 3        | 3           | 14      | 1          | 0         | 11           | 4        | 1.51           | 1.33          |
| Ventana - Twelve Bridges            | KB Home TSO   | LL        |       | DTMJ | 240                        | 0        | TSO         | 16      | 3          | 1         | 170          | 6        | 1.22           | 2.00          |
| Andorra at Sierra West              | Lennar        | R/V       |       | DTMJ | 111                        | 3        | 3           | 10      | 2          | 0         | 58           | 5        | 0.85           | 1.67          |
| Belle Maison at Campus Oaks         | Lennar        | R/V       |       | DTMJ | 132                        | 5        | 1           | 19      | 5          | 0         | 69           | 7        | 1.08           | 2.33          |
| Breckenridge at Sierra West         | Lennar        | R/V       |       | DTMJ | 181                        | 0        | 2           | 10      | 0          | 0         | 5            | 1        | 0.32           | 0.33          |
| Chantilly at Campus Oaks            | Lennar        | R/V       |       | DTMJ | 86                         | 0        | 3           | 19      | 0          | 0         | 21           | 4        | 1.21           | 1.33          |
| Covara II at Campus Oaks            | Lennar        | R/V       |       | DTMJ | 112                        | 4        | 3           | 25      | 4          | 0         | 52           | 5        | 0.91           | 1.67          |
| Emilia at Heritage Placer Vineyards | Lennar        | R/V       |       | DTMJ | 117                        | 0        | 3           | 4       | 0          | 0         | 7            | 2        | 0.30           | 0.67          |
| Heritage Solaire-Eclipse            | Lennar        | R/V       |       | AASF | 155                        | 0        | 1           | 0       | 0          | 0         | 154          | 0        | 0.80           | 0.00          |
| Heritage Solaire-Larissa            | Lennar        | R/V       |       | AASF | 162                        | 0        | 1           | 2       | 1          | 0         | 152          | 2        | 0.78           | 0.67          |
| Heritage Solaire-Meridian           | Lennar        | R/V       |       | AASF | 176                        | 0        | 2           | 1       | 1          | 0         | 174          | 3        | 0.88           | 1.00          |
| Lazio at Heritage Placer Vineyards  | Lennar        | R/V       |       | AASF | 142                        | 0        | 1           | 10      | 0          | 0         | 2            | 0        | 0.08           | 0.00          |
| Lumiere at Sierra West              | Lennar        | R/V       |       | DTMJ | 205                        | 3        | 2           | 10      | 2          | 0         | 59           | 3        | 0.85           | 1.00          |
| Meribel at Sierra West              | Lennar        | R/V       |       | DTMJ | 167                        | 4        | 3           | 10      | 3          | 0         | 65           | 7        | 0.90           | 2.33          |
| Mblise at Heritage Placer Vineyards | Lennar        | R/V       |       | DTST | 30                         | 0        | 3           | 8       | 0          | 0         | 10           | 3        | 0.45           | 1.00          |
| Nvara at Fiddymont                  | Lennar        | R/V       |       | DTST | 105                        | 3        | 2           | 20      | 3          | 0         | 77           | 5        | 0.95           | 1.67          |
| Pavia at Fiddymont Farm             | Lennar        | R/V       |       | DTST | 94                         | 0        | 3           | 20      | 0          | 0         | 72           | 3        | 0.88           | 1.00          |
| Sausalito Walk at Campus Oaks       | Lennar        | R/V       |       | DTST | 100                        | 0        | 3           | 18      | 0          | 0         | 82           | 1        | 0.94           | 0.33          |
| St. Mritz at Sierra                 | Lennar        | R/V       |       | DTMJ | 143                        | 0        | 3           | 10      | 1          | 0         | 61           | 4        | 0.87           | 1.33          |
| Windham at Sierra West              | Lennar        | R/V       |       | DTMJ | 153                        | 0        | 3           | 10      | 1          | 0         | 7            | 2        | 1.14           | 0.67          |

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| Development Name                    | Developer               | City Code | Notes | Type | Projects Participating: 68      |          |             |             |            |           |              |            |                |               |
|-------------------------------------|-------------------------|-----------|-------|------|---------------------------------|----------|-------------|-------------|------------|-----------|--------------|------------|----------------|---------------|
| Placer County (Continued ...)       |                         |           |       |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Meadowlands 60s                     | Meritage                | LL        |       | DTMJ | 92                              | 0        | 2           | 26          | 1          | 0         | 40           | 4          | 1.13           | 1.33          |
| Meadowlands 70s                     | Meritage                | LL        |       | DTMJ | 15                              | 0        | 3           | 15          | 0          | 0         | 12           | 0          | 0.58           | 0.00          |
| Roam at Winding Creek               | Meritage                | RV        |       | DTMJ | 95                              | 0        | 1           | 28          | 0          | 0         | 13           | 6          | 1.15           | 2.00          |
| Winding Creek - Trek                | Meritage                | RV        |       | DTMJ | 74                              | 0        | 2           | 12          | 0          | 0         | 61           | 1          | 1.27           | 0.33          |
| Eastridge at Whitney Ranch          | Richmond American       | RK        |       | DTMJ | 75                              | 0        | 3           | 5           | 0          | 0         | 72           | 0          | 0.87           | 0.00          |
| Revere at Independence              | Richmond American       | LL        |       | DTMJ | 122                             | 4        | 4           | 15          | 2          | 0         | 70           | 4          | 1.29           | 1.33          |
| Sagewood at Sierra Pne              | Richmond American       | RK        |       | DTMJ | 66                              | 0        | 2           | 2           | 0          | 0         | 64           | 2          | 0.98           | 0.67          |
| Windsong at Winding Creek           | Richmond American       | RV        |       | DTMJ | 71                              | 0        | 2           | 11          | 0          | 1         | 11           | 2          | 0.90           | 0.67          |
| Apollo at Solaire                   | Taylor Morrison         | RV        |       | DTMJ | 62                              | 0        | 10          | 12          | 1          | 0         | 52           | 2          | 1.04           | 0.67          |
| Arlington at Twelve Bridges         | Taylor Morrison         | LL        |       | DTST | 129                             | 0        | 33          | 28          | 0          | 0         | 93           | 1          | 1.08           | 0.33          |
| Belmont at Twelve Bridges           | Taylor Morrison         | LL        |       | DTMJ | 81                              | 0        | 3           | 32          | 0          | 0         | 59           | 3          | 0.68           | 1.00          |
| Calipso at Solaire                  | Taylor Morrison         | RV        |       | DTMJ | 44                              | 0        | 5           | 9           | 0          | 0         | 39           | 1          | 0.78           | 0.33          |
| Esplanade at Turkey Creek- Classics | Taylor Morrison         | LL        |       | AASF | 243                             | 4        | 29          | 22          | 3          | 0         | 45           | 4          | 1.18           | 1.33          |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison         | LL        |       | AASF | 180                             | 0        | 5           | 20          | 0          | 0         | 0            | 0          | 0.00           | 0.00          |
| Esplanade at Turkey Creek- Estates  | Taylor Morrison         | LL        |       | AASF | 180                             | 0        | 15          | 22          | 0          | 0         | 36           | 1          | 0.94           | 0.33          |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison         | LL        |       | AASF | 260                             | 0        | 29          | 22          | 0          | 0         | 36           | 0          | 0.94           | 0.00          |
| Saratoga at Twelte Bridges          | Taylor Morrison         | LL        |       | DTMJ | 96                              | 0        | 20          | 8           | 0          | 0         | 43           | 0          | 0.50           | 0.00          |
| Eureka Grove                        | The New Home Co         | GB        |       | DTMJ | 72                              | 0        | 1           | 30          | 1          | 0         | 21           | 5          | 1.21           | 1.67          |
| Summit at Whitney Ranch             | Tim Lewis               | RK        |       | DTMJ | 82                              | 3        | 3           | 30          | 1          | 0         | 68           | 1          | 0.54           | 0.33          |
| Illumination at Solaire             | TRI Pointe              | RV        |       | DTMJ | 106                             | 2        | 2           | 38          | 1          | 0         | 49           | 2          | 1.12           | 0.67          |
| Radiance at Solaire                 | TRI Pointe              | RV        |       | DTMJ | 106                             | 4        | 1           | 38          | 4          | 0         | 45           | 4          | 1.03           | 1.33          |
| Timbercove at Sierra Pne            | TRI Pointe              | RK        |       | DTST | 71                              | 1        | 1           | 9           | 1          | 0         | 70           | 0          | 1.11           | 0.00          |
| Bolero at Twelve Bridges            | Woodside                | LL        |       | DTMJ | 144                             | 0        | 1           | 14          | 1          | 0         | 97           | 7          | 0.96           | 2.33          |
| <b>TOTALS: No. Reporting: 68</b>    | <b>Avg. Sales: 0.81</b> |           |       |      | <b>Traffic to Sales: 24 : 1</b> |          | <b>293</b>  | <b>1518</b> | <b>63</b>  | <b>8</b>  | <b>4117</b>  | <b>200</b> | <b>Net: 55</b> |               |

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

| Nevada County                   |                         |    |  |      | Projects Participating: 1    |          |             |           |            |           |              |           |                |               |
|---------------------------------|-------------------------|----|--|------|------------------------------|----------|-------------|-----------|------------|-----------|--------------|-----------|----------------|---------------|
|                                 |                         |    |  |      | Units                        | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Timberwood Estates              | Hilbers                 | GV |  | DTST | 45                           | 0        | 4           | 10        | 0          | 0         | 19           | -1        | 0.12           | -0.33         |
| <b>TOTALS: No. Reporting: 1</b> | <b>Avg. Sales: 0.00</b> |    |  |      | <b>Traffic to Sales: N/A</b> |          | <b>4</b>    | <b>10</b> | <b>0</b>   | <b>0</b>  | <b>19</b>    | <b>-1</b> | <b>Net: 0</b>  |               |

City Codes: GV = Grass Valley

| Yolo County                     |                         |    |  |      | Projects Participating: 3      |          |             |           |            |           |              |          |                |               |
|---------------------------------|-------------------------|----|--|------|--------------------------------|----------|-------------|-----------|------------|-----------|--------------|----------|----------------|---------------|
|                                 |                         |    |  |      | Units                          | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Riverchase                      | Anthem United           | WS |  | DTST | 222                            | 0        | 3           | 6         | 0          | 0         | 209          | 0        | 0.96           | 0.00          |
| Harvest at Spring Lake          | Richmond American       | WL |  | DTMJ | 84                             | 4        | 3           | 9         | 3          | 1         | 36           | 2        | 0.88           | 0.67          |
| Cannery - Gala                  | The New Home Co         | DV |  | ATMJ | 120                            | 3        | 3           | 6         | 1          | 0         | 103          | 2        | 0.46           | 0.67          |
| <b>TOTALS: No. Reporting: 3</b> | <b>Avg. Sales: 1.00</b> |    |  |      | <b>Traffic to Sales: 5 : 1</b> |          | <b>9</b>    | <b>21</b> | <b>4</b>   | <b>1</b>  | <b>348</b>   | <b>4</b> | <b>Net: 3</b>  |               |

City Codes: WS = West Sacramento, WL = Woodland, DV = Davis

# The Ryness Report

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| Development Name                | Developer | City Code | Notes                   | Type | Projects Participating: 1 |          |            |                              |            |           |              |          |                |               |               |
|---------------------------------|-----------|-----------|-------------------------|------|---------------------------|----------|------------|------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| Amador County                   |           |           |                         |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                      | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Zinfandel Ridge II              | Tim Lewis | PLY       |                         | DTMU | 40                        | 0        | 1          | 15                           | 0          | 0         | 10           | 1        | 0.47           | 0.33          |               |
| <b>TOTALS: No. Reporting: 1</b> |           |           | <b>Avg. Sales: 0.00</b> |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>1</b>   | <b>15</b> | <b>0</b>     | <b>0</b> | <b>10</b>      | <b>1</b>      | <b>Net: 0</b> |
| City Codes: PLY = Plymouth      |           |           |                         |      |                           |          |            |                              |            |           |              |          |                |               |               |

| Sutter County                   |             |    |                         |      | Projects Participating: 1 |          |            |                                |            |           |              |          |                |               |               |
|---------------------------------|-------------|----|-------------------------|------|---------------------------|----------|------------|--------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|                                 |             |    |                         |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                        | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Aspire at Garden Glen           | K Hovnanian | LO |                         | DTMU | 170                       | 3        | 3          | 9                              | 2          | 0         | 115          | 5        | 1.20           | 1.67          |               |
| <b>TOTALS: No. Reporting: 1</b> |             |    | <b>Avg. Sales: 2.00</b> |      |                           |          |            | <b>Traffic to Sales: 5 : 1</b> | <b>3</b>   | <b>9</b>  | <b>2</b>     | <b>0</b> | <b>115</b>     | <b>5</b>      | <b>Net: 2</b> |
| City Codes: LO = Live Oak       |             |    |                         |      |                           |          |            |                                |            |           |              |          |                |               |               |

| Yuba County   |                   |     |                         |      | Projects Participating: 9 |          |            |                                 |            |            |              |          |                |               |                |
|---|-------------------|-----|-------------------------|------|---------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
|   |                   |     |                         |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Cresleigh Meadows at Plumas Ranch                               | Cresleigh         | PLK |                         | DTMU | 111                       | 0        | 2          | 54                              | 1          | 0          | 65           | 3        | 0.64           | 1.00          |                |
| Cresleigh Riverside at Plumas Ranch                             | Cresleigh         | PLK |                         | DTMU | 52                        | 0        | 3          | 5                               | 0          | 0          | 44           | -1       | 0.44           | -0.33         |                |
| Diamante at Plumas Lake   | DR Horton         | PLK |                         | DTST | 94                        | 3        | 2          | 24                              | 2          | 0          | 32           | 9        | 1.45           | 3.00          |                |
| Sumerset at The Orchards  | JMC               | MS  |                         | DTST | 96                        | 0        | 3          | 11                              | 0          | 0          | 90           | 3        | 1.02           | 1.00          |                |
| Sonoma Ranch  | Lennar            | PLK |                         | DTST | 208                       | 0        | 2          | 13                              | 0          | 0          | 200          | 2        | 1.00           | 0.67          |                |
| Windsor Crossing at River Oaks                                  | Lennar            | PLK |                         | DTST | 168                       | 0        | 1          | 14                              | 0          | 0          | 45           | 1        | 0.65           | 0.33          |                |
| Crosswinds at River Oaks  | Meritage          | PLK |                         | DTMU | 72                        | 4        | 3          | 21                              | 4          | 1          | 40           | 5        | 1.13           | 1.67          |                |
| Seasons at River Oaks   | Richmond American | OL  |                         | DTST | 83                        | 4        | 4          | 1                               | 4          | 0          | 60           | 7        | 1.11           | 2.33          |                |
| Seasons at Thoroughbred Acres                                   | Richmond American | OL  |                         | DTMU | 139                       | 4        | 4          | 12                              | 3          | 0          | 77           | 4        | 1.04           | 1.33          |                |
| <b>TOTALS: No. Reporting: 9</b>                                 |                   |     | <b>Avg. Sales: 1.44</b> |      |                           |          |            | <b>Traffic to Sales: 11 : 1</b> | <b>24</b>  | <b>155</b> | <b>14</b>    | <b>1</b> | <b>653</b>     | <b>33</b>     | <b>Net: 13</b> |
| City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst |                   |     |                         |      |                           |          |            |                                 |            |            |              |          |                |               |                |

| Sacramento  |                         |                                 | Projects Participating: 167 |             |            |           |              |            |                 |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|------------|-----------------|
|   |                         |                                 | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Net Sales       |
| <b>GRAND TOTALS: No. Reporting: 167</b>   | <b>Avg. Sales: 0.96</b> | <b>Traffic to Sales: 19 : 1</b> | <b>559</b>                  | <b>3434</b> | <b>179</b> | <b>18</b> | <b>11451</b> | <b>472</b> | <b>Net: 161</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                         |                                 |                             |             |            |           |              |            |                 |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |                         |                                 |                             |             |            |           |              |            |                 |



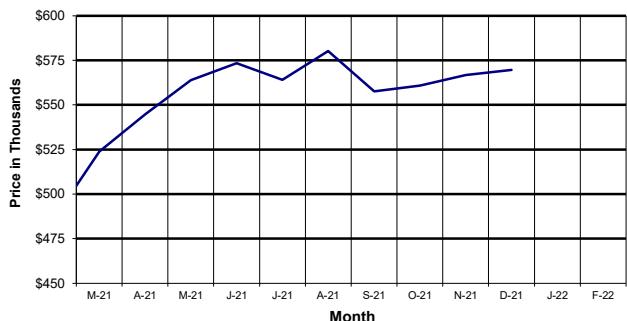
# The Ryness Company

Marketing Research Department

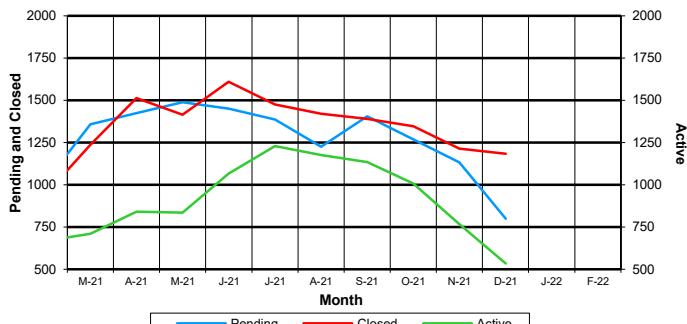
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 836    | 30  | 1,489 | 15  | 1,414 | \$563,866  |
| Jun-21 | 1,066  | 28  | 1,450 | 15  | 1,610 | \$573,377  |
| Jul-21 | 1,230  | 31  | 1,387 | 18  | 1,475 | \$564,023  |
| Aug-21 | 1,176  | 35  | 1,225 | 21  | 1,420 | \$580,299  |
| Sep-21 | 1,135  | 36  | 1,405 | 22  | 1,391 | \$557,624  |
| Oct-21 | 1,007  | 39  | 1,269 | 24  | 1,347 | \$560,893  |
| Nov-21 | 767    | 43  | 1,132 | 26  | 1,214 | \$566,756  |
| Dec-21 | 535    | 48  | 799   | 30  | 1,183 | \$569,728  |

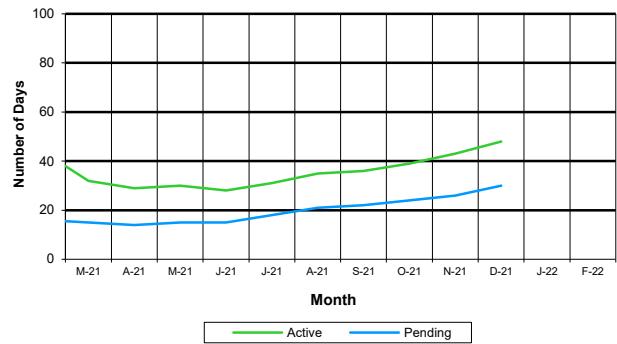
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



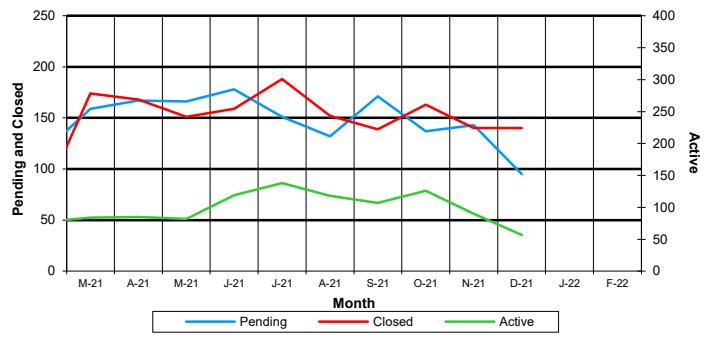
## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 82     | 19  | 166   | 19  | 151   | 323,499    |
| Jun-21 | 119    | 26  | 178   | 18  | 159   | 323,324    |
| Jul-21 | 138    | 26  | 151   | 20  | 188   | 330,251    |
| Aug-21 | 118    | 27  | 132   | 21  | 152   | 324,630    |
| Sep-21 | 107    | 33  | 171   | 21  | 139   | 359,107    |
| Oct-21 | 126    | 31  | 137   | 26  | 163   | 355,793    |
| Nov-21 | 90     | 42  | 143   | 20  | 140   | 339,384    |
| Dec-21 | 57     | 33  | 95    | 34  | 140   | 364,570    |

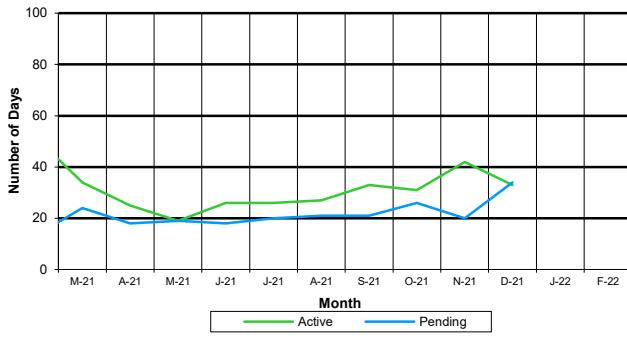
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



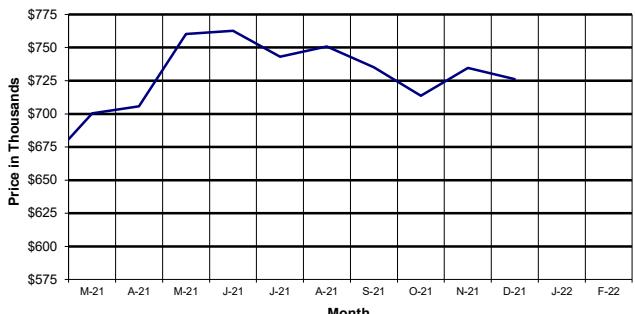
# The Ryness Company

Marketing Research Department

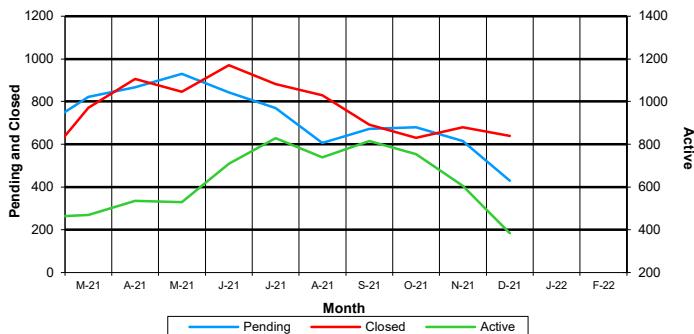
## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 529    | 37  | 929   | 19  | 846   | 760,290    |
| Jun-21 | 708    | 32  | 842   | 17  | 970   | 762,605    |
| Jul-21 | 829    | 38  | 769   | 19  | 882   | 743,192    |
| Aug-21 | 739    | 46  | 606   | 23  | 829   | 750,729    |
| Sep-21 | 815    | 48  | 672   | 25  | 692   | 735,158    |
| Oct-21 | 753    | 51  | 680   | 27  | 630   | 713,658    |
| Nov-21 | 605    | 59  | 615   | 29  | 680   | 734,692    |
| Dec-21 | 385    | 65  | 429   | 42  | 639   | 726,154    |

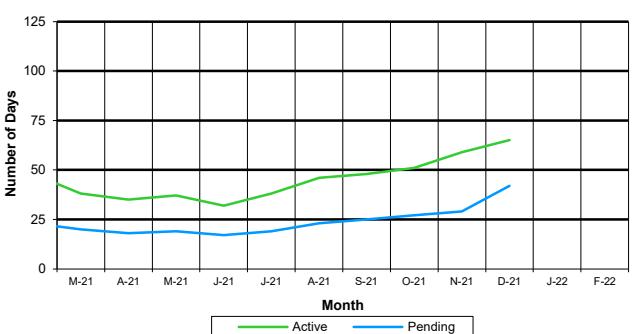
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



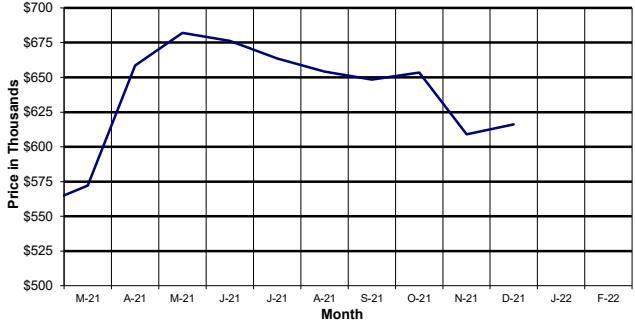
AVERAGE DAYS-ON-MARKET



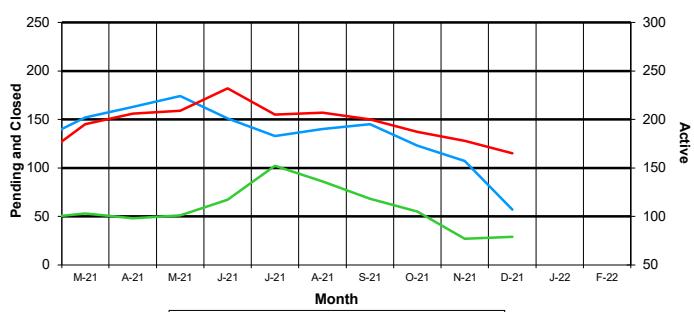
## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-21 | 101    | 47  | 174   | 23  | 159   | 682,003    |
| Jun-21 | 117    | 44  | 151   | 20  | 182   | 676,184    |
| Jul-21 | 152    | 41  | 133   | 24  | 155   | 663,476    |
| Aug-21 | 136    | 48  | 140   | 22  | 157   | 654,226    |
| Sep-21 | 118    | 44  | 145   | 28  | 150   | 648,462    |
| Oct-21 | 105    | 50  | 123   | 33  | 137   | 653,454    |
| Nov-21 | 77     | 52  | 107   | 38  | 128   | 608,995    |
| Dec-21 | 79     | 54  | 57    | 50  | 115   | 616,097    |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

