

Ryness Report Quarterly Summary Data

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
Bay Area						
2021 Averages	117	15.3	1.16	0.07	1.08	13 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	113	13.6	1.03	0.07	0.96	13 : 1
1st Quarter	121	16.9	1.27	0.07	1.20	13 : 1
Alameda County						
2021 Averages	28	19.0	1.05	0.04	1.01	18 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	27	15.8	0.88	0.04	0.84	18 : 1
1st Quarter	28	22.1	1.22	0.05	1.17	18 : 1
Contra Costa County						
2021 Averages	30	16.9	1.29	0.10	1.19	13 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	28	16.2	1.17	0.09	1.08	14 : 1
1st Quarter	31	17.5	1.40	0.11	1.29	13 : 1
Sonoma, Napa Counties						
2021 Averages	8	8.9	0.92	0.10	0.82	10 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	8	9.0	0.87	0.13	0.74	10 : 1
1st Quarter	8	8.8	0.98	0.06	0.92	9 : 1
Marin County, San Francisco County						
2021 Averages	2	9.1	0.68	0.05	0.63	13 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	2	9.4	0.42	0.04	0.38	22 : 1
1st Quarter	3	8.8	0.88	0.06	0.82	10 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
San Mateo County						
2021 Averages	6	7.5	0.61	0.04	0.57	12 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	5	7.8	0.54	0.03	0.51	14 : 1
1st Quarter	6	7.2	0.67	0.05	0.62	11 : 1
Solano County						
2021 Averages	16	16.1	1.22	0.09	1.13	13 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	16	11.7	1.13	0.12	1.01	10 : 1
1st Quarter	16	20.4	1.31	0.06	1.25	16 : 1
Santa Clara County						
2021 Averages	21	13.0	1.36	0.04	1.32	10 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	21	12.1	1.15	0.03	1.12	11 : 1
1st Quarter	22	13.9	1.56	0.06	1.50	9 : 1
Monterey, Santa Cruz & San Benito						
2021 Averages	7	15.1	1.11	0.11	1.00	14 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	6	14.5	1.20	0.11	1.09	12 : 1
1st Quarter	8	15.6	1.05	0.12	0.93	15 : 1

Copyright -- The Ryness Company (The Ryness Report is a Service Mark of The Ryness Company)

811 San Ramon Valley Blvd., Danville, CA 94526 -- Phone (925) 820-3432

F:\Users\Xl\Quarterly Summaries2021 avg

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
Central Valley						
2021 Averages	105	16.8	1.33	0.12	1.21	13 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	108	14.4	1.28	0.11	1.17	11 : 1
1st Quarter	102	19.3	1.38	0.12	1.26	14 : 1
San Joaquin County						
2021 Averages	33	19.8	1.33	0.10	1.23	15 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	33	17.6	1.34	0.09	1.25	13 : 1
1st Quarter	32	22.1	1.32	0.12	1.20	17 : 1
Tracy/Mountain House						
2021 Averages	21	31.9	1.17	0.05	1.12	27 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	20	28.7	1.16	0.04	1.12	25 : 1
1st Quarter	21	34.9	1.19	0.05	1.14	29 : 1
Stanislaus County						
2021 Averages	4	9.7	1.29	0.16	1.14	8 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	4	7.7	1.31	0.15	1.16	6 : 1
1st Quarter	3	12.3	1.28	0.18	1.10	10 : 1
Merced County						
2021 Averages	20	13.0	1.67	0.22	1.45	8 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	19	10.3	1.42	0.24	1.18	7 : 1
1st Quarter	20	15.4	1.91	0.21	1.70	8 : 1
Fresno County						
2021 Averages	21	6.0	1.20	0.11	1.10	5 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	25	5.4	1.21	0.10	1.11	4 : 1
1st Quarter	17	6.7	1.19	0.11	1.08	6 : 1
Madera County						
2021 Averages	8	6.2	1.17	0.11	1.07	5 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	7	5.8	1.15	0.11	1.03	5 : 1
1st Quarter	8	6.6	1.20	0.10	1.10	6 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
Sacramento Valley						
2021 Averages	158	18.2	1.06	0.09	0.97	17 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	163	16.3	0.97	0.09	0.88	17 : 1
1st Quarter	154	20.3	1.16	0.09	1.07	18 : 1
South Sacramento						
2021 Averages	23	18.1	0.85	0.08	0.76	21 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	22	14.1	0.84	0.07	0.77	17 : 1
1st Quarter	24	21.8	0.86	0.10	0.76	25 : 1
Central/North Sacramento						
2021 Averages	41	21.5	1.02	0.08	0.94	21 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	42	19.1	0.97	0.09	0.88	20 : 1
1st Quarter	40	24.0	1.08	0.06	1.02	22 : 1
Folsom						
2021 Averages	15	25.5	1.18	0.08	1.11	22 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	16	24.4	1.05	0.08	0.98	23 : 1
1st Quarter	13	26.9	1.34	0.08	1.26	20 : 1
El Dorado County						
2021 Averages	10	15.6	0.89	0.06	0.82	18 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	9	16.3	0.67	0.04	0.63	24 : 1
1st Quarter	10	15.0	1.09	0.09	1.00	14 : 1
Placer/Nevada County						
2021 Averages	53	17.2	1.21	0.11	1.11	14 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	57	15.2	1.11	0.10	1.01	14 : 1
1st Quarter	49	19.5	1.34	0.11	1.23	15 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<i>Yolo County</i>						
2021 Averages	10	6.0	0.94	0.06	0.87	6 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	9	4.6	0.59	0.06	0.53	8 : 1
1st Quarter	10	7.3	1.23	0.07	1.16	6 : 1
<i>North Counties (Sutter and Yuba Counties)</i>						
2021 Averages	8	14.0	0.99	0.19	0.80	14 : 1
4th Quarter						:
3rd Quarter						:
2nd Quarter	9	13.2	0.93	0.19	0.74	14 : 1
1st Quarter	8	14.9	1.05	0.20	0.85	14 : 1

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

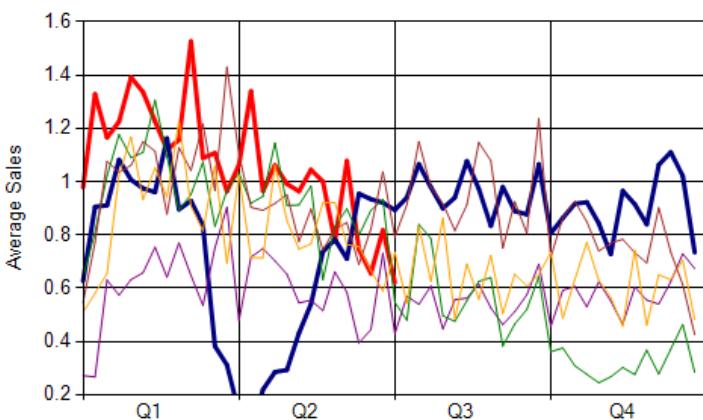


Ending: Sunday, July 11, 2021

Bay Area Week 27

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		29	430	13	4	9	0.31	0.98	-68%	0.84	-63%	
Contra Costa		28	380	22	0	22	0.79	1.17	-33%	1.08	-27%	
Sonoma, Napa		9	80	5	0	5	0.56	0.81	-32%	0.74	-25%	
San Francisco, Marin		2	23	1	0	1	0.50	0.63	-21%	0.38	30%	
San Mateo		5	37	2	0	2	0.40	0.57	-30%	0.51	-21%	
Santa Clara		22	261	10	0	10	0.45	1.28	-65%	1.13	-60%	
Monterey, Santa Cruz, San Benito		5	84	7	0	7	1.40	1.01	38%	1.09	28%	
Solano		16	184	17	1	16	1.00	1.13	-11%	1.01	-1%	
Current Week Totals	Traffic : Sales	19 : 1	116	1479	77	5	72	0.62	1.07	-42%	0.96	-35%
Per Project Average				13	0.66	0.04	0.62					
Year Ago - 07/12/2020	Traffic : Sales	12 : 1	150	1904	156	15	141	0.94	0.71	32%	0.60	57%
% Change			-23%	-22%	-51%	-67%	-49%	-34%	50%		60%	

52 Weeks Comparison



Year to Date Averages Through Week 27

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	129	31	0.94	0.10	0.83	0.73
■	2017	142	31	1.05	0.10	0.95	0.90
■	2018	126	31	1.03	0.09	0.94	0.70
■	2019	154	17	0.70	0.10	0.60	0.58
■	2020	152	12	0.82	0.12	0.70	0.80
■	2021	117	15	1.14	0.07	1.07	1.07
% Change:		-23%	23%	38%	-42%	52%	33%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary		
CONV					
RATE					
2.81%					
FHA					
RATE					
2.25%					
10 Yr Yield					
1.36%					
The housing market continues to struggle with low inventory and rising prices. Sales of new single-family homes fell 5.9% in May to 769,000, according to estimates released by the U.S. Census Bureau and the Department of Housing and Urban Development. That compares with April's revised rate of 817,000 but is 9.2% above the May 2020 estimate of 704,000. The median price of a new home, meanwhile, rose to \$374,400. The report follows one on existing homes released by the National Association of Realtors, which showed they fell 0.9% in May to an annual rate of 5.8 million units, marking the fourth straight monthly decline. Ruben Gonzalez, chief economist at Keller Williams, said the recent sharp drop in lumber prices could augur well for homebuilders in the second half of the year. "The fall in lumber prices was good news across the housing industry and we have hopefully moved past peak lumber prices and builders will be able to feel more confident putting product on the market with less uncertainty about costs," Gonzalez said. "Right now, we view shortage of housing inventory as the primary limiting factor for home sales as we start looking forward to the second half of the year." Source: Tim Smart U.S. News and World Report					

The Ryness Report

Week Ending
Sunday, July 11, 2021

Bay Area

Page
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21							In Area : 26			
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	12	1	1	39	17	0.49	0.63	
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	4	0	0	38	13	0.48	0.48	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	6	3	0	0	14	0	0.16	0.00	
Hideaway, The	DR Horton	HY		ATMJ	59	0	3	22	1	1	12	12	1.68	1.68	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	1	37	1	0	36	28	0.88	1.04	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	1	37	1	0	41	26	1.00	0.96	
Courts at Bridgeway	Lennar	NK		ATMJ	71	2	2	37	1	0	24	24	1.19	1.19	
Revo at Innovation	Lennar	FR		ATMJ	137	0	2	10	0	0	129	35	0.78	1.30	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	3	37	0	0	30	27	0.91	1.00	
Villas at Bridgeway	Lennar TSO	NK		DTMJ	136	0	TSO	37	1	0	44	31	1.07	1.15	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	3	8	0	0	6	6	0.24	0.24	
Compass at Bay37	Pulte	AL		ATMJ	93	0	4	8	0	0	12	12	0.48	0.48	
Landing at Bay37	Pulte	AL		ATMJ	96	0	25	8	0	0	4	4	0.16	0.16	
Lookout at Bay37	Pulte	AL		ATMJ	26	0	7	7	0	0	11	11	0.44	0.44	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	6	0	0	107	28	0.92	1.04	
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	2	6	0	0	89	17	0.76	0.63	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	3	3	3	2	0	29	18	0.49	0.67	
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	3	27	0	1	44	27	0.97	1.00	
Compass Bay- Newport	Trumark	NK		ATMJ	86	0	1	27	0	1	43	31	0.95	1.15	
Crest at Alameda Point	Trumark	AL		ATMJ	60	5	2	5	3	0	32	28	0.97	1.04	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	1	5	0	0	62	22	0.87	0.81	
TOTALS: No. Reporting: 21		Avg. Sales: 0.33			Traffic to Sales: 31 : 1				81	346	11	4	846	417	Net: 7
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland															

Amador Valley				Projects Participating: 8							In Area : 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		
Broadway at Boulevard	Brookfield	DB		ATMJ	110	0	5	13	1	0	37	37	1.42	1.37	
Hyde Park at Boulevard	Brookfield TSO	DB		ATMJ	102	0	TSO	13	0	0	67	22	0.96	0.81	
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	2	5	15	0	0	75	25	0.69	0.93	
Auburn Grove	Lennar	LV		ATST	100	0	4	0	0	0	96	23	0.85	0.85	
Downing at Boulevard	Lennar	DB		ATST	96	0	1	18	0	0	67	23	0.66	0.85	
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	1	11	1	0	73	28	0.83	1.04	
Sycamore	Ponderosa TSO	PL		DTMJ	36	0	TSO	11	0	0	32	5	0.26	0.19	
Uptown	Taylor Morrison TSO	LV		ATMJ	44	0	TSO	3	0	0	31	25	0.93	0.93	
TOTALS: No. Reporting: 8		Avg. Sales: 0.25			Traffic to Sales: 42 : 1				16	84	2	0	478	188	Net: 2
City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton															

The Ryness Report

Week Ending
Sunday, July 11, 2021

Bay Area

Page
2 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 4								In Area : 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	
Woodbury Highlands	Davidon	LF		ATMU	99	0	20	6	0	0	7	5	0.17	0.19	
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	3	0	0	32	19	0.86	0.70	
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	11	1	0	6	5	0.15	0.19	
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	7	0	0	58	8	0.21	0.30	
TOTALS: No. Reporting: 4			Avg. Sales: 0.25		Traffic to Sales: 27 : 1				20	27	1	0	103	37	Net: 1
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill															

San Ramon Valley					Projects Participating: 3								In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Highlands at The Preserve	Lennar	SR		DTMJ	122	0	3	11	0	0	112	21	0.70	0.78	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	1	11	1	0	51	28	0.96	1.04	
Ridgeview at the Preserve	Lennar	SR		ATMU	77	3	3	11	3	0	48	29	0.92	1.07	
TOTALS: No. Reporting: 3			Avg. Sales: 1.33		Traffic to Sales: 8 : 1				7	33	4	0	211	78	Net: 4
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 2								In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC		ATMU	29	0	7	3	0	0	21	10	0.19	0.37	
Places at NOVA	Taylor Morrison S/O	RM		DTST	95	0	S/O	1	1	0	95	15	0.66	0.56	
TOTALS: No. Reporting: 2			Avg. Sales: 0.50		Traffic to Sales: 4 : 1				7	4	1	0	116	25	Net: 1
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 9								In Area : 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		DTMJ	175	0	1	23	0	0	75	47	1.63	1.74	
Cielo at Sand Creek- Vista	Century	AN		DTMJ	96	0	2	24	0	0	65	43	1.41	1.59	
Crest at Park Ridge	Davidon TSO	AN		DTMJ	300	0	TSO	11	0	0	196	25	0.98	0.93	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	4	14	1	0	43	33	1.16	1.22	
Landing at Wildflower Station	DeNova	AN		ATST	98	8	8	14	1	0	87	69	2.48	2.56	
Stella at Aviano	DeNova	AN		DTST	127	0	1	30	0	0	92	57	2.35	2.11	
Riverview at Mtnterra	K Hovnanian	AN		DTMJ	100	0	5	4	2	0	85	13	0.76	0.48	
Haven at Vista Del Mar	Taylor Morrison TSO	PT		DTST	60	1	TSO	8	1	0	26	26	0.95	0.96	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	2	5	0	0	45	28	1.25	1.04	
TOTALS: No. Reporting: 9			Avg. Sales: 0.56		Traffic to Sales: 27 : 1				23	133	5	0	714	341	Net: 5
City Codes: AN = Antioch, PT = Pittsburg															

The Ryness Report

Week Ending
Sunday, July 11, 2021

Bay Area

Page
3 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10								In Area : 14		
East Contra Costa					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMU	81	0	2	44	1	0	60	32	0.62	1.19	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	3	15	1	0	77	24	0.89	0.89	
Southport at Delaney Park	Brookfield	OY		DTMU	104	0	6	15	2	0	77	27	0.89	1.00	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	3	3	19	3	0	191	67	1.56	2.48	
Ashbury	KB Home	OY		ATST	69	0	1	23	1	0	56	37	1.21	1.37	
Westerly at Delaney Park	KB Home	OY		DTMU	103	0	1	2	0	0	100	23	1.09	0.85	
Alicante	Meritage	OY		DTMU	133	2	2	23	0	0	54	49	1.73	1.81	
Vines, The	Meritage	OY		DTST	63	0	2	25	1	0	39	39	1.49	1.44	
Terrene	Pulte	BT		DTMU	326	0	2	14	1	0	293	83	2.34	3.07	
Middlefield at Delaney Park	Richmond American	OY		DTMU	96	2	2	3	1	0	84	39	1.17	1.44	
TOTALS: No. Reporting: 10					Traffic to Sales: 17 : 1				24	183	11	0	1031	420	Net: 11

City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood

Sonoma, Napa Counties					Projects Participating: 9								In Area : 16		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Village Station	Blue Mountain	SR	Rsv's	ATMU	110	0	2	5	0	0	85	18	0.47	0.67	
Live Oak at University	KB Home	RP		DTMU	104	0	2	8	1	0	81	37	0.78	1.37	
Aspect	Lafferty	PET		DTMU	18	0	5	0	0	0	12	4	0.11	0.15	
Blume	Lafferty	SR		DTMU	67	0	4	3	0	0	63	13	0.41	0.48	
Juniper at University	Richmond American	RP		DTMU	150	0	1	21	1	0	134	20	0.81	0.74	
Preserve at Kessing Ranch	Richmond American	IC		DTMU	47	0	3	2	0	0	37	17	0.51	0.63	
Meadow Creek	Ryder TSO	SR		DTMU	48	1	TSO	32	1	0	5	5	1.17	1.17	
Pear Tree	Taylor Morrison	NP		ATST	71	0	2	0	0	0	58	27	0.70	1.00	
Riverfront	TRI Pointe	PET		DTMU	134	3	3	9	2	0	47	35	1.34	1.30	
TOTALS: No. Reporting: 9					Traffic to Sales: 16 : 1				22	80	5	0	522	176	Net: 5

City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa

Marin County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Atherton Place	KB Home	NV		ATMU	50	0	2	9	1	0	34	30	0.81	1.11	
TOTALS: No. Reporting: 1					Traffic to Sales: 9 : 1				2	9	1	0	34	30	Net: 1

City Codes: NV = Novato

San Francisco County					Projects Participating: 1								In Area : 20		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Lofton at Potola	TRI Pointe	SF		ATMU	54	0	8	14	0	0	1	1	0.06	0.06	
TOTALS: No. Reporting: 1					Traffic to Sales: N/A				8	14	0	0	1	1	Net: 0

City Codes: SF = San Francisco

The Ryness Report

Week Ending
Sunday, July 11, 2021

Bay Area

Page
4 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5										In Area : 7			
San Mateo 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				
					Skyline Ridge	DR Horton	SB	DTMJ	40	4	4	9	1	0	36	21	0.63	0.78
Link 33	KB Home	RC		ATMJ	33	0	2	8	0	0	0	31	24	0.50	0.89			
Foster Square	Lennar	FC		AAAT	200	0	2	0	0	0	0	182	20	0.69	0.74			
One 90 - Borelle	Pulte	SM		DTMJ	29	0	1	10	0	0	0	6	6	0.24	0.24			
One 90 - State	Pulte	SM		ATMJ	57	0	1	10	1	0	4	4	0.16	0.16				
TOTALS: No. Reporting: 5			Avg. Sales: 0.40		Traffic to Sales: 19 : 1				10	37	2	0	259	75	Net: 2			
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM= San Mateo																		

Santa Clara County					Projects Participating: 22							In Area : 25					
					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		ATMJ	15	2	2	16	1	0	3	3	2.10	2.10			
Asana	DeNova	SJ	Rsv's	DTMJ	250	0	1	15	0	0	218	47	1.56	1.74			
Maravilla	Dividend	MV		ATMJ	55	1	4	21	1	0	2	2	0.88	0.88			
Redwoods at Montecito	Dividend	MV		ATMJ	33	2	4	17	3	0	24	24	2.21	2.21			
Amalfi	DR Horton	MV		ATMJ	58	0	2	11	1	0	36	33	1.02	1.22			
Montecito Estates	DR Horton	MH		DTMJ	24	0	3	17	1	0	9	9	0.61	0.61			
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	2	27	1	0	85	63	1.80	2.33			
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	2	3	0	0	148	47	1.07	1.74			
Naya	KB Home	SC		ATMJ	58	0	2	10	0	0	16	16	0.95	0.95			
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	2	3	0	0	188	50	1.06	1.85			
Momentum	Pan Cal	SV		ATMJ	18	0	2	4	0	0	8	8	1.47	1.47			
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	2	11	0	0	10	10	1.23	1.23			
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	5	12	0	0	7	7	0.86	0.86			
Montalvo Oaks	SummerHill	MS		ATMJ	15	0	9	5	0	0	6	6	0.43	0.43			
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	6	8	0	0	4	4	0.49	0.49			
Montecito Place	SummerHill	MV		ATMJ	83	0	2	5	0	0	81	38	1.11	1.41			
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	3	14	0	0	111	34	0.85	1.26			
Nuevo - Terraces	SummerHill	SC		ATST	176	0	11	28	1	0	124	41	0.95	1.52			
Portico	SummerHill	MV		ATMJ	16	0	2	8	0	0	14	14	0.54	0.52			
Elevation- Towns	Taylor Morrison	SV		ATMJ	96	0	3	10	1	0	76	29	0.90	1.07			
Ovation	Taylor Morrison	SV		ATMJ	107	0	2	8	0	0	8	8	1.27	1.27			
Harmony	Trumark	SV		DTMJ	58	0	1	8	0	0	47	33	0.98	1.22			
TOTALS: No. Reporting: 22		Avg. Sales: 0.45			Traffic to Sales: 26 : 1				72	261	10	0	1225	526	Net: 10		
City Codes: MV = Mountain View , SJ = San Jose, MH = Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno																	

The Ryness Report

Week Ending
Sunday, July 11, 2021

Bay Area

Page
5 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 6		
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		DTMJ	192	0	2	21	0	0	65	65	3.07	3.07	
Carousel at Westfield	Kiper	HO		DTST	92	3	3	18	4	0	87	29	1.22	1.07	
Mayfair at Westfield	Kiper TSO	HO		DTMJ	50	0	TSO	18	0	0	44	22	0.83	0.81	
Montclair	Meritage	HO		DTMJ	99	3	1	14	3	0	11	11	1.75	1.75	
Enclave, The	Shea	SS		DTMJ	26	0	2	13	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 5			Avg. Sales: 1.40		Traffic to Sales: 12 : 1				8	84	7	0	207	127	Net: 7
City Codes: HO = Hollister, SS = Seaside															

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16								In Area : 19		
					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	New	AASF	162	3	2	9	1	0	1	1	3.50	3.50	
Luminescence at Liberty-Duets	DeNova	RV	New	AAAT	148	6	6	9	0	0	0	0	0.00	0.00	
Savannah at Homestead	DR Horton	DX		DTST	85	0	1	13	3	0	68	53	1.74	1.96	
Copperleaf at Homestead	KB Home	DX		DTST	71	0	2	9	0	0	50	38	1.42	1.41	
Creston at One Lake	Lennar	FF		DTMJ	70	0	1	10	1	0	53	31	1.32	1.15	
Homestead	Meritage	DX		DTMJ	99	0	1	16	0	0	30	30	1.65	1.65	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	0	2	1	0	0	48	17	0.75	0.63	
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	1	2	1	0	61	28	1.24	1.04	
Sutton at Parklane	Richmond American	DX		DTMJ	121	3	3	2	1	0	18	18	1.14	1.14	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	2	14	0	0	41	31	1.28	1.15	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	2	18	0	0	62	10	0.48	0.37	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	2	2	18	2	0	66	23	0.52	0.85	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	1	37	1	0	87	32	0.78	1.19	
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	2	10	1	1	48	38	1.33	1.41	
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	6	2	13	6	0	32	20	0.90	0.74	
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	2	3	0	0	28	28	1.39	1.39	
TOTALS: No. Reporting: 16			Avg. Sales: 1.00		Traffic to Sales: 11 : 1				32	184	17	1	693	398	Net: 16
Qty Codes: RV = Rio Vista, DX = Dixon, FF = Fairfield, VC = Vacaville															

Bay Area			Projects Participating: 116						In Area : 163			
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting: 116			Avg. Sales: 0.62		Traffic to Sales: 19 : 1	332	1479	77	5	6440	2839	Net: 72
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												

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

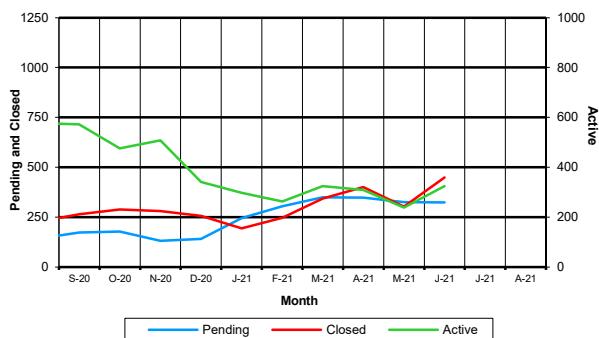
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

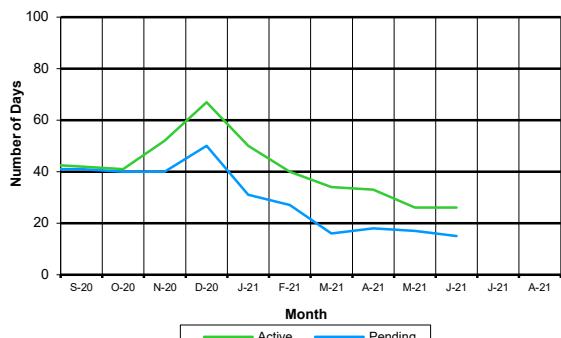
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Nov-20	508	52	131	40	\$826,397
Dec-20	341	67	140	50	\$817,347
Jan-21	298	50	245	31	\$826,758
Feb-21	263	40	305	27	\$837,703
Mar-21	324	34	350	16	\$889,733
Apr-21	309	33	347	18	\$861,580
May-21	238	26	325	17	\$877,643
Jun-21	325	26	324	15	\$906,946



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

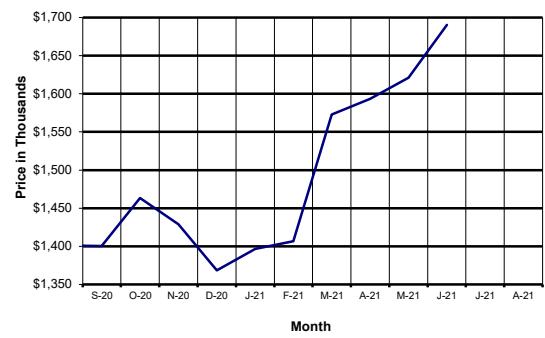


San Jose Metro SFD Monthly MLS Survey

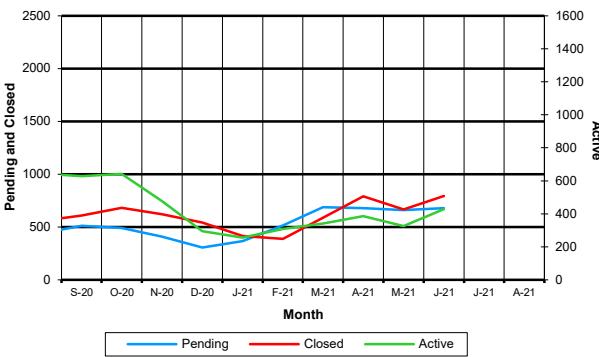
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Nov-20	476	48	409	32	\$1,429,055
Dec-20	294	64	307	36	\$1,368,594
Jan-21	255	42	368	19	\$1,396,636
Feb-21	309	35	516	14	\$1,406,651
Mar-21	342	28	687	13	\$1,572,946
Apr-21	386	26	678	11	\$1,593,508
May-21	326	30	659	11	\$1,621,132
Jun-21	429	30	680	12	\$1,690,350

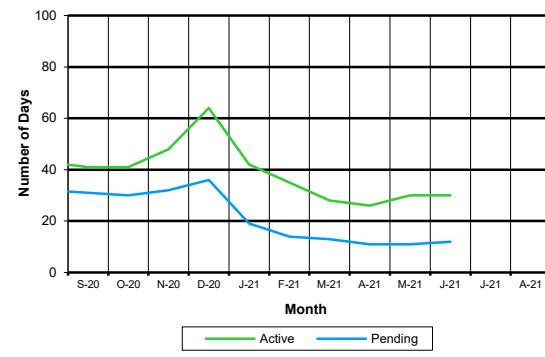
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





The Ryness Company

Marketing Research Department

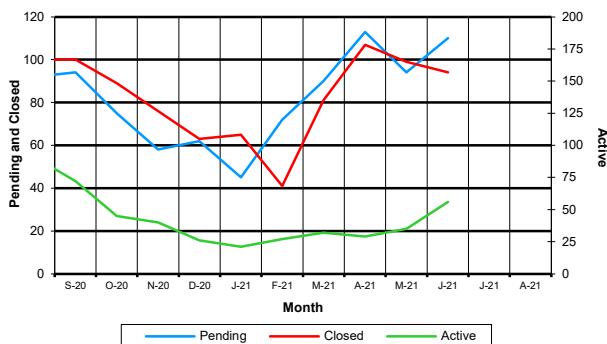
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

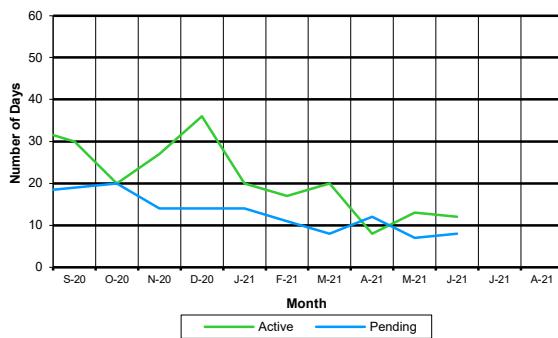
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Nov-20	40	27	58	14	\$732,178
Dec-20	26	36	62	14	\$719,101
Jan-21	21	20	45	14	\$730,489
Feb-21	27	17	72	11	\$745,011
Mar-21	32	20	90	8	\$787,401
Apr-21	29	8	113	12	\$811,307
May-21	35	13	94	7	\$830,770
Jun-21	56	12	110	8	\$800,119



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

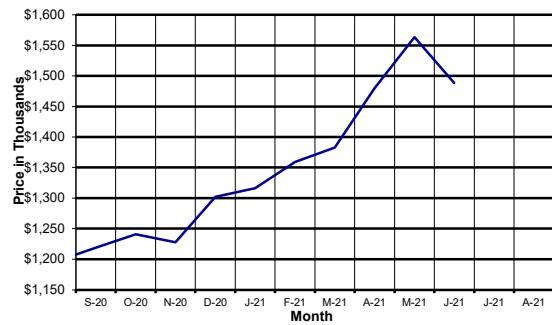


Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Nov-20	60	48	206	12	\$1,227,878
Dec-20	43	55	119	12	\$1,302,049
Jan-21	77	33	136	7	\$1,316,049
Feb-21	68	37	182	6	\$1,358,974
Mar-21	70	35	247	8	\$1,382,918
Apr-21	107	27	241	8	\$1,479,584
May-21	101	31	243	7	\$1,563,547
Jun-21	90	21	242	9	\$1,488,514

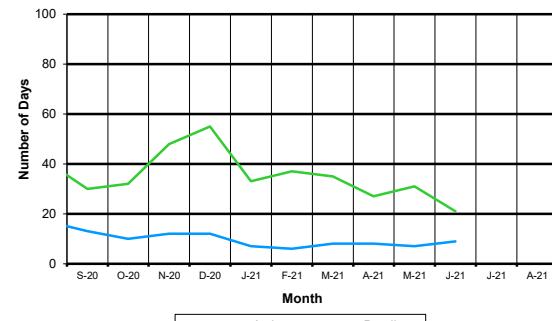
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



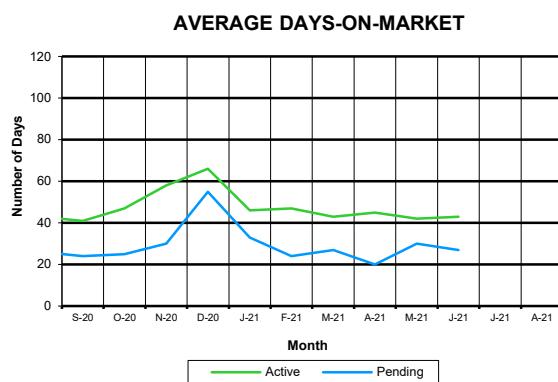
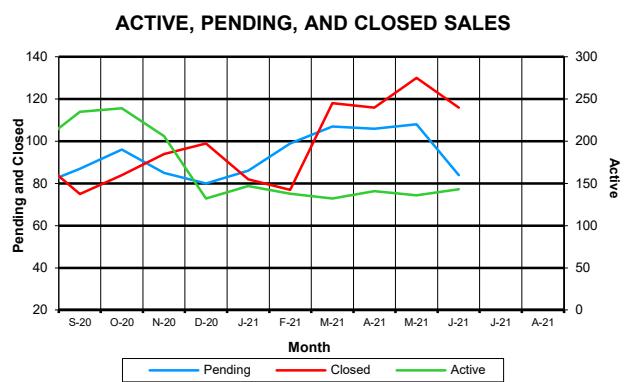


The Ryness Company

Marketing Research Department

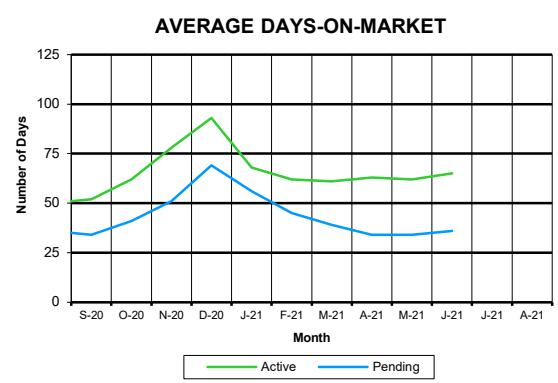
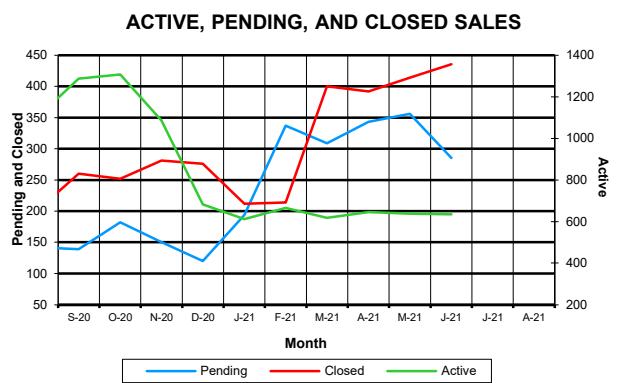
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	206	58	85	30	94	\$700,186
Dec-20	132	66	80	55	99	\$629,000
Jan-21	147	46	86	33	82	\$627,074
Feb-21	138	47	99	24	77	\$645,576
Mar-21	132	43	107	27	118	\$682,435
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022



San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	1,086	78	150	51	281	\$1,315,277
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140





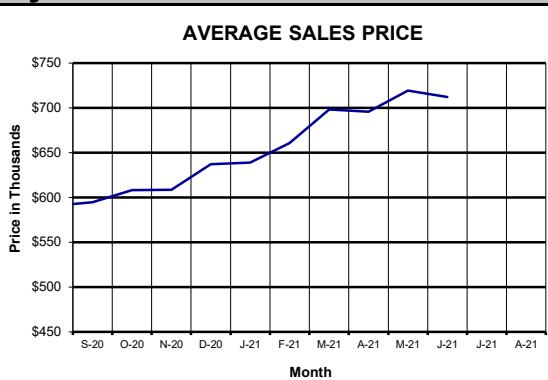
The Ryness Company

Marketing Research Department

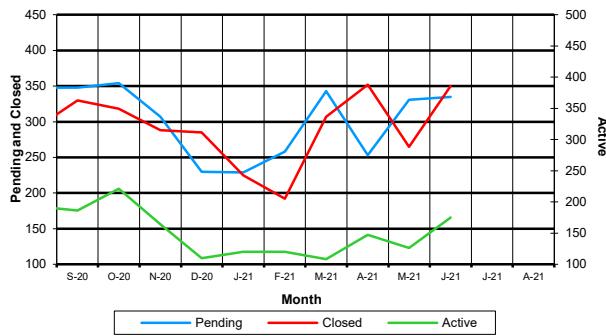
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

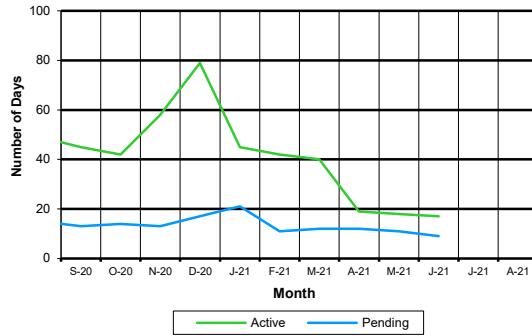
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Nov-20	164	58	307	13	\$608,552
Dec-20	110	79	230	17	\$637,312
Jan-21	120	45	229	21	\$639,053
Feb-21	120	42	258	11	\$660,758
Mar-21	108	40	343	12	\$698,352
Apr-21	147	19	253	12	\$695,542
May-21	126	18	331	11	\$719,453
Jun-21	175	17	335	9	\$712,251



ACTIVE, PENDING, AND CLOSED SALES



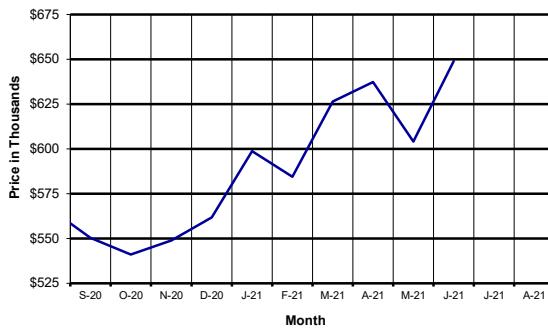
AVERAGE DAYS-ON-MARKET



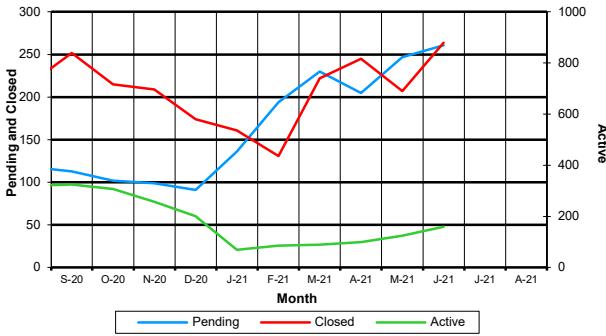
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Nov-20	257	43	99	27	\$548,873
Dec-20	201	44	91	22	\$561,831
Jan-21	69	27	136	22	\$598,708
Feb-21	85	16	194	16	\$584,418
Mar-21	89	17	230	13	\$626,553
Apr-21	99	20	205	13	\$637,379
May-21	125	18	247	14	\$604,239
Jun-21	160	22	261	14	\$648,973

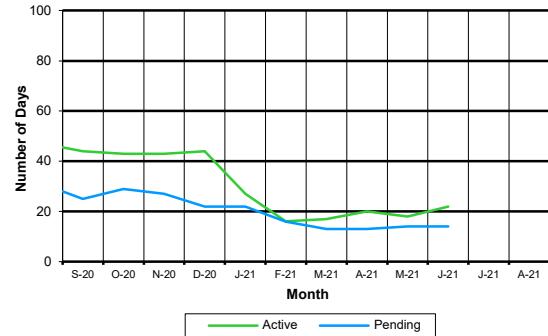
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



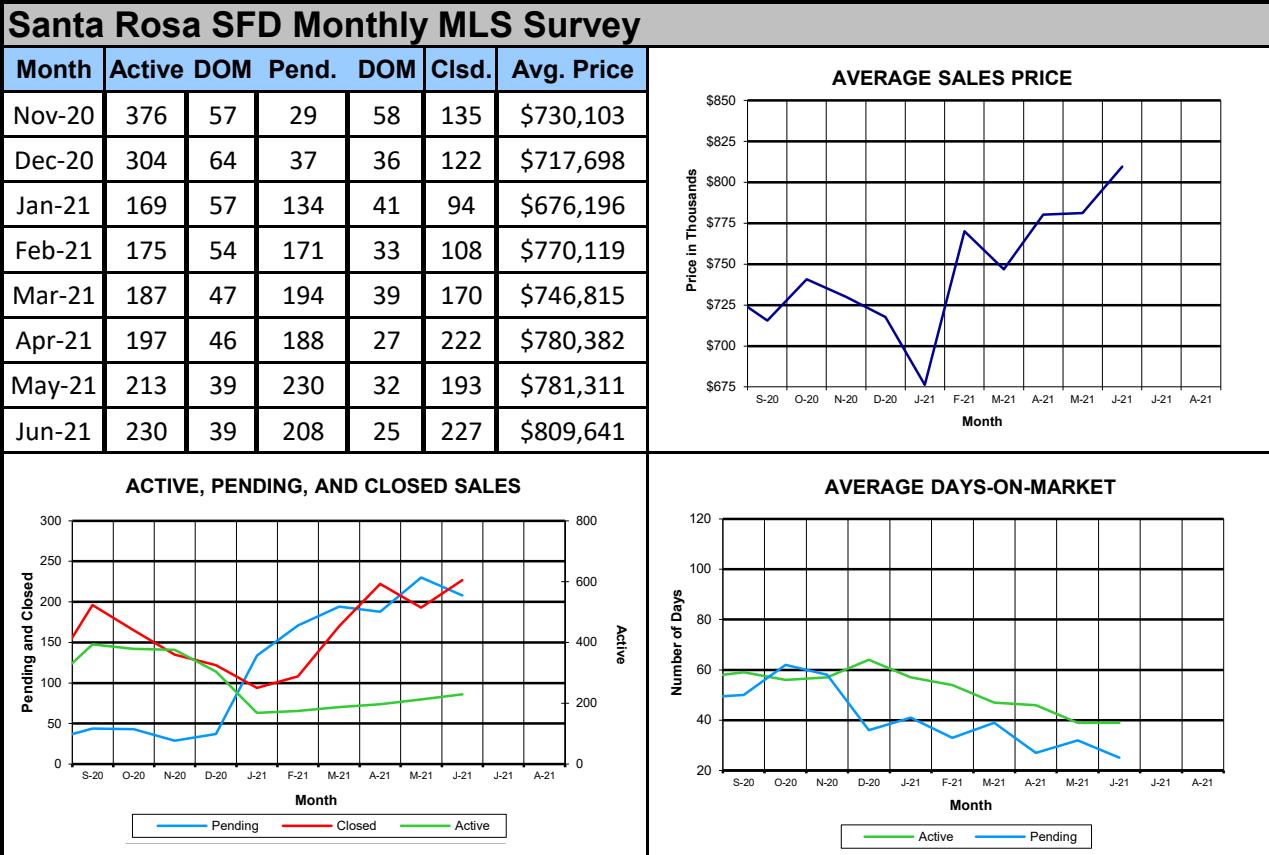
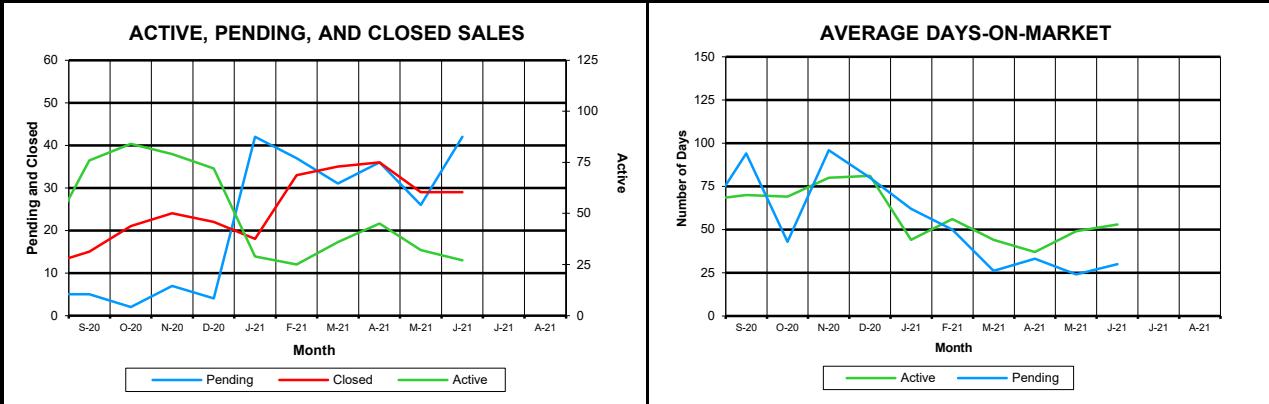


The Ryness Company

Marketing Research Department

Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Nov-20	79	80	7	\$393,667
Dec-20	72	81	4	\$392,432
Jan-21	29	44	42	\$411,338
Feb-21	25	56	37	\$400,166
Mar-21	36	44	31	\$367,216
Apr-21	45	37	36	\$414,122
May-21	32	49	26	\$419,958
Jun-21	27	53	42	\$470,551



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



CALIBER HOME LOANS

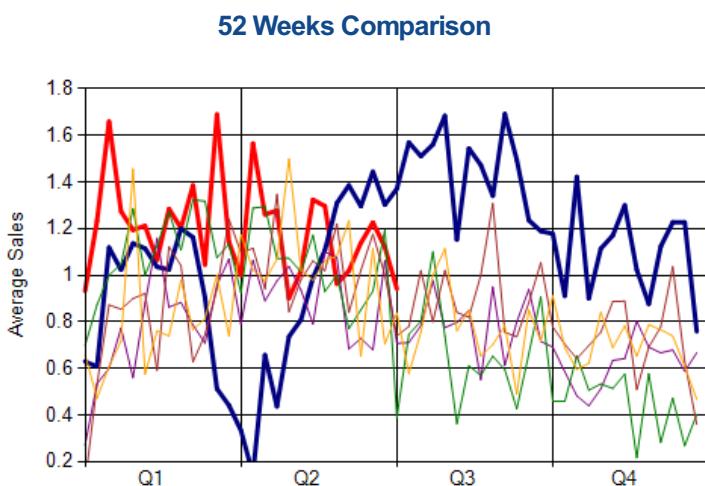
NATIONAL BUILDER DIVISION

Ending: Sunday, July 11, 2021

Central Valley

Week 27

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			18	419	24	2	22	1.22	1.13	8%	1.12	9%
San Joaquin County			32	557	28	3	25	0.78	1.21	-36%	1.25	-38%
Stanislaus County			6	30	6	0	6	1.00	1.13	-11%	1.16	-14%
Merced County			17	125	13	3	10	0.59	1.42	-59%	1.17	-50%
Madera County			7	26	10	1	9	1.29	1.08	20%	1.03	25%
Fresno County			22	188	25	1	24	1.09	1.10	0%	1.11	-2%
Current Week Totals	Traffic : Sales	13 : 1	102	1345	106	10	96	0.94	1.20	-22%	1.16	-19%
Per Project Average				13	1.04	0.10	0.94					
Year Ago - 07/12/2020	Traffic : Sales	12 : 1	93	2066	171	25	146	1.57	0.99	59%	1.04	50%
% Change			10%	-35%	-38%	-60%	-34%	-40%	21%		11%	



Year to Date Averages Through Week 27

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	28	1.03	0.13	0.90	0.81
■	2017	50	30	1.03	0.11	0.93	0.87
■	2018	67	24	1.19	0.16	1.04	0.80
■	2019	77	22	0.98	0.14	0.84	0.77
■	2020	82	21	1.16	0.20	0.96	1.11
■	2021	105	17	1.32	0.12	1.20	1.20
% Change:		27%	-22%	13%	-41%	24%	8%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.81%	APR 3.54%	The housing market continues to struggle with low inventory and rising prices. Sales of new single-family homes fell 5.9% in May to 769,000, according to estimates released by the U.S. Census Bureau and the Department of Housing and Urban Development. That compares with April's revised rate of 817,000 but is 9.2% above the May 2020 estimate of 704,000. The median price of a new home, meanwhile, rose to \$374,400. The report follows one on existing homes released by the National Association of Realtors, which showed they fell 0.9% in May to an annual rate of 5.8 million units, marking the fourth straight monthly decline. Ruben Gonzalez, chief economist at Keller Williams, said the recent sharp drop in lumber prices could augur well for homebuilders in the second half of the year. "The fall in lumber prices was good news across the housing industry and we have hopefully moved past peak lumber prices and builders will be able to feel more confident putting product on the market with less uncertainty about costs," Gonzalez said. "Right now, we view shortage of housing inventory as the primary limiting factor for home sales as we start looking forward to the second half of the year." Source: Tim Smart U.S. News and World Report
FHA	2.25%	2.91%	
10 Yr Yield	1.36%		

The Ryness Report

Week Ending
Sunday, July 11, 2021

Central Valley

Page
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 18								In Area : 18		
Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magnolia Park	Bright	TR		DTMJ	42	0	2	9	0	0	34	11	0.76	0.41	
Heritage at College Park	Century	MH		DTMJ	96	0	2	38	0	0	94	31	0.96	1.15	
Legacy at College Park	Century	MH		DTMJ	133	0	2	36	0	0	53	43	1.51	1.59	
Portfolio at College Park	Century	MH		DTST	112	0	2	36	1	1	54	42	1.54	1.56	
Provenance at College Park	Century	MH		DTMJ	68	0	2	9	0	0	66	17	0.86	0.63	
Reflection at College Park	Century	MH		DTMJ	87	0	2	11	0	0	85	26	1.10	0.96	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	2	1	26	1	0	120	30	1.03	1.11	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	1	26	0	0	101	25	0.87	0.93	
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	1	26	1	0	97	29	0.82	1.07	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	2	1	24	1	0	78	27	0.85	1.00	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	6	3	43	6	0	154	37	1.25	1.37	
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	12	0	0	37	11	0.33	0.41	
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	15	0	1	44	44	2.46	2.46	
Briar Square at Mountain House	Shea	MH		DTMJ	173	10	2	15	10	0	144	55	1.89	2.04	
Ean at Tracy Hills	Shea	TH		DTMJ	70	0	1	49	2	0	58	58	2.13	2.15	
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	27	0	0	121	19	1.59	0.70	
Berkshire at Ellis	Woodside	TR		DTMJ	95	3	3	12	2	0	70	34	1.27	1.26	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	5	0	0	58	22	1.05	0.81	
TOTALS: No. Reporting: 18					Traffic to Sales: 17 : 1				31	419	24	2	1468	561	Net: 22

City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills

Stockton/Lodi					Projects Participating: 8							In Area : 8			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Palomino at Westlake	DR Horton	SK		DTMJ	116	3	3	13	1	0	29	29	1.62	1.62	
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	3	3	3	2	0	34	34	2.59	2.59	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	2	1	1	0	82	40	1.08	1.48	
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	127	0	2	0	0	0	125	12	1.64	0.44	
Montevello II	KB Home	SK		DTST	154	2	2	28	2	0	45	32	1.27	1.19	
Verona at Destinations	KB Home	SK		ATMJ	106	2	2	22	1	0	13	13	1.10	1.10	
Keys at Westlake	Lennar	SK		DTMJ	101	0	4	14	0	1	40	21	0.75	0.78	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	1	0	0	0	40	13	0.89	0.48	
TOTALS: No. Reporting: 8					Traffic to Sales: 12 : 1				19	81	7	1	408	194	Net: 6

City Codes: SK = Stockton, LD = Lodi

The Ryness Report

Week Ending
Sunday, July 11, 2021

Central Valley

Page
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 24								In Area : 24		
San Joaquin County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Haven at River Island	Anthem United	LP		DTMJ	128	1	2	12	0	0	120	26	1.05	0.96	
Turnleaf at the Collective	Anthem United	MN		AASF	84	2	1	8	1	0	48	31	0.49	1.15	
Griffin Park	Atherton	MN	New	DTMJ	156	0	0	75	0	0	0	0	0.00	0.00	
Rosewood at Terra Ranch	Century TSO	MN		DTMJ	50	0	TSO	3	0	0	47	27	1.27	1.00	
Haven Villas at Sundance	KB Home	MN		DTMJ	235	0	1	24	1	0	155	30	1.46	1.11	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	1	10	2	0	41	41	1.70	1.70	
Balboa at River Islands	Kiper	LP		DTMJ	77	0	1	27	1	0	6	6	2.63	2.63	
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	5	45	0	0	25	25	1.39	1.39	
Newport at River Islands	Kiper	LP		DTMJ	131	0	5	4	0	0	126	36	1.28	1.33	
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	3	14	1	0	101	10	0.37	0.37	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	8	1	1	30	30	1.49	1.49	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	27	0	0	29	29	1.44	1.44	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	2	48	0	0	31	31	1.54	1.54	
Sundance	Meritage	MN		DTST	64	3	3	8	2	0	61	41	1.56	1.52	
Harvest at Sundance	Pulte	MN		DTMJ	65	0	1	21	2	0	53	53	2.03	1.96	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	3	12	0	0	35	35	1.39	1.39	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	2	2	24	2	0	33	33	1.56	1.56	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	1	1	0	0	83	34	1.29	1.26	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	3	3	10	2	0	48	47	1.76	1.74	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	2	17	1	0	68	38	0.72	1.41	
Breakwater at River Island	TRI Pointe	LP	Rsv's	DTMJ	106	3	3	13	4	0	92	42	1.64	1.56	
Origin at the Collective	Trumark	MN		DTMJ	59	0	1	10	0	0	47	28	0.51	1.04	
Hdeaway at River Islands	Van Daele	LP		DTMJ	120	0	4	27	0	0	84	32	1.64	1.19	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	28	1	1	50	50	2.36	2.36	
TOTALS: No. Reporting: 24		Avg. Sales: 0.79			Traffic to Sales: 23 : 1				49	476	21	2	1413	755	Net: 19

City Codes: LP = Lathrop, MN = Manteca

Modesto					Projects Participating: 1								In Area : 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	
Villa D'Este	DR Horton	MO		DTST	32	0	2	0	0	0	30	30	1.78	1.78	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				2	0	0	0	30	30	Net: 0

City Codes: MO = Modesto

Stanislaus County					Projects Participating: 5								In Area : 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	
Edgewater	DR Horton	WF		DTST	22	0	8	0	0	0	6	6	0.82	0.82	
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	0	5	2	0	0	64	1	0.93	0.04	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	3	2	6	3	0	12	12	5.25	5.25	
Fieldstone	KB Home	HG		DTST	69	3	2	8	3	0	39	39	1.54	1.54	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	0	3	14	0	0	96	33	1.52	1.22	
TOTALS: No. Reporting: 5		Avg. Sales: 1.20			Traffic to Sales: 5 : 1				20	30	6	0	217	91	Net: 6

City Codes: WF = Waterford, PR = Patterson, HG = Hughson

The Ryness Report

Week Ending
Sunday, July 11, 2021

Central Valley

Page
3 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 17								In Area : 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		DTMJ	120	0	4	14	1	0	94	30	0.83	1.11	
Solera II	Century	MD		DTMJ	113	3	6	11	3	0	71	60	1.97	2.22	
Bell Crossing	DR Horton	AT		DTST	151	7	7	7	2	1	137	67	1.72	2.48	
Brookshire	DR Horton	LB		DTST	50	0	3	0	0	0	47	16	0.76	0.59	
Mission Village South	DR Horton TSO	LB		DTMJ	91	0	TSO	0	0	0	89	10	0.81	0.37	
Monterra	DR Horton TSO	MD		DTST	165	0	TSO	0	0	0	138	62	1.73	2.30	
Pacheco Pointe	DR Horton TSO	LB		DTST	64	0	TSO	2	2	2	52	52	2.25	2.25	
Panorama	DR Horton TSO	MD		DTST	192	0	TSO	14	0	0	133	50	1.21	1.85	
Stoneridge South	DR Horton TSO	MD		DTST	69	0	TSO	12	0	0	46	46	2.18	2.18	
Villas, The	DR Horton TSO	LB		DTST	83	0	TSO	0	0	0	52	52	2.25	2.25	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	3	3	10	1	0	144	44	1.07	1.63	
Manzanita	Legacy	LT		DTMJ	172	4	4	23	0	0	146	26	0.95	0.96	
Sunflower	Legacy	MD	Rsv's	DTST	143	0	1	4	0	0	123	32	0.95	1.19	
Mbraga - Summer II	Lennar	MD		DTMJ	115	3	2	7	2	0	74	51	1.37	1.89	
Cypress Terrace	Stonefield Home	MD		DTST	90	4	1	7	1	0	85	18	0.88	0.67	
Shaunessey Village	Stonefield Home	LB		DTST	94	0	3	8	1	0	88	32	1.04	1.19	
Villas II, The	Stonefield Home	LB		DTST	191	0	1	6	0	0	34	34	1.41	1.41	
TOTALS: No. Reporting: 17								Traffic to Sales: 10 : 1	35	125	13	3	1553	682	Net: 10

City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston

Madera County					Projects Participating: 7								In Area : 7		
					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	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	4	2	5	4	1	125	32	1.07	1.19	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA		DTST	112	0	6	0	0	0	22	4	0.20	0.15	
Fielding Cottages	KB Home	MDA		DTST	95	4	2	7	3	0	78	64	2.36	2.37	
Fielding Villas	KB Home	MDA		DTST	87	0	2	7	0	0	41	37	1.24	1.37	
Riverstone - Clementine I	Lennar	MDA		DTST	108	3	3	1	1	0	23	23	0.95	0.95	
Riverstone Coronet	Lennar	MDA		DTST	103	2	3	3	1	0	68	30	1.21	1.11	
Riverstone Skye II	Lennar	MDA		DTST	67	4	4	3	1	0	63	27	1.26	1.00	
TOTALS: No. Reporting: 7								Traffic to Sales: 3 : 1	22	26	10	1	420	217	Net: 9

City Codes: MDA = Madera

The Ryness Report

Week Ending
Sunday, July 11, 2021

Central Valley

Page
4 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 25		
Fresno 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	
Arroyo at Loma Vista	Century	CV		DTMJ	132	0	3	6	4	0	129	116	1.54	4.30	
Locan Point	Century	FR		DTST	248	2	4	12	2	0	227	67	1.72	2.48	
Market Place	Century	FR		DTMJ	215	2	10	14	3	0	182	61	1.88	2.26	
Olivewood	Century	FR		DTMJ	169	3	5	8	1	0	7	7	1.69	1.69	
River Pointe	DR Horton	REE		DTMJ	84	0	3	4	1	1	30	30	2.16	2.16	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	1	2	0	0	122	28	1.02	1.04	
Seville	KB Home	FR		DTST	129	3	3	21	3	0	112	61	1.64	2.26	
Anatole- Clementine	Lennar	FR		DTMJ	111	0	1	1	1	0	28	28	1.77	1.77	
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	1	0	0	28	28	1.77	1.77	
Arboralla - Clementine	Lennar	CV		DTST	137	3	2	2	3	0	16	16	1.24	1.24	
Bella Vista Skye	Lennar	FT		DTST	54	0	3	0	0	0	16	16	0.66	0.66	
Brambles- Starling	Lennar	FR		ATST	150	0	2	23	0	0	20	20	1.26	1.26	
Brambles- Wilde	Lennar	FR		DTST	89	0	3	12	0	0	22	22	1.39	1.39	
Fancher Creek - Coronet	Lennar	FR		ATST	80	2	2	6	1	0	42	42	1.43	1.56	
Fancher Creek California	Lennar	FR		ATST	68	0	3	6	0	0	65	8	0.82	0.30	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	2	0	0	117	5	1.03	0.19	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	2	2	1	0	37	35	1.26	1.30	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	13	0	0	17	8	0.39	0.30	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	13	1	0	38	20	0.86	0.74	
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	3	3	13	2	0	29	17	0.66	0.63	
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	3	3	13	2	0	18	16	0.41	0.59	
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	2	14	0	0	9	9	0.74	0.74	
TOTALS: No. Reporting: 22		Avg. Sales: 1.09			Traffic to Sales: 8 : 1				66	188	25	1	1311	660	Net: 24

City Codes: CV = Clovis, FR = Fresno, REE = Reedley, FO = Fowler, FT = Friant

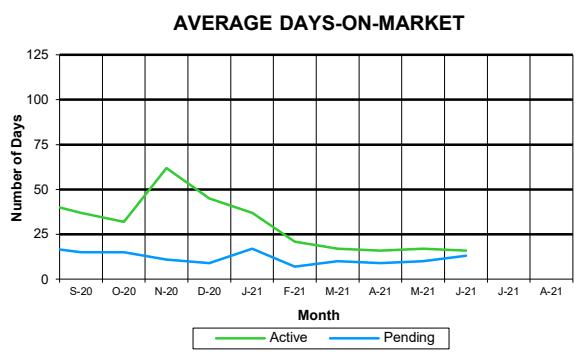
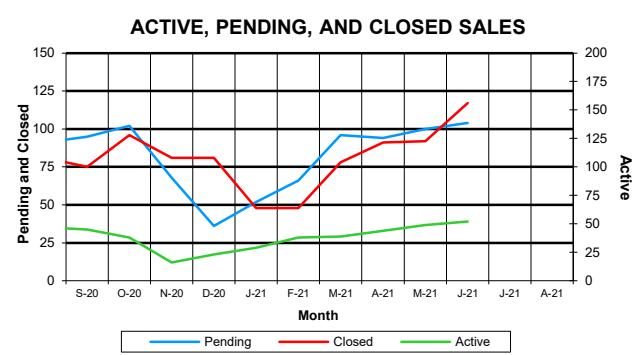
Central Valley			Projects Participating: 102					In Area : 105					
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
GRAND TOTALS: No. Reporting: 102			Avg. Sales: 0.94	Traffic to Sales: 13 : 1			244	1345	106	10	6820	3190	Net: 96
Project Types: AAAT = Active Adult ATT , 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

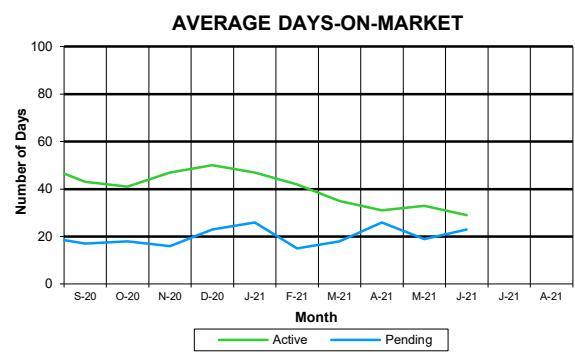
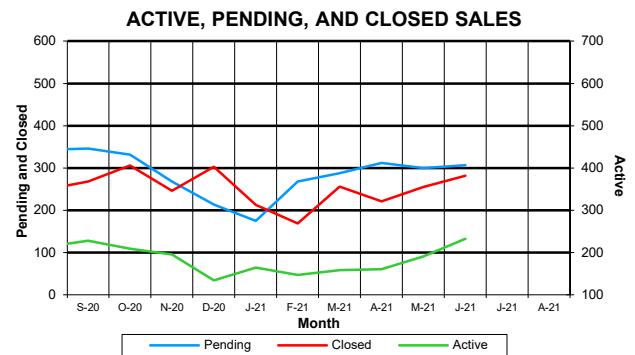
Tracy SFD Monthly MLS Survey

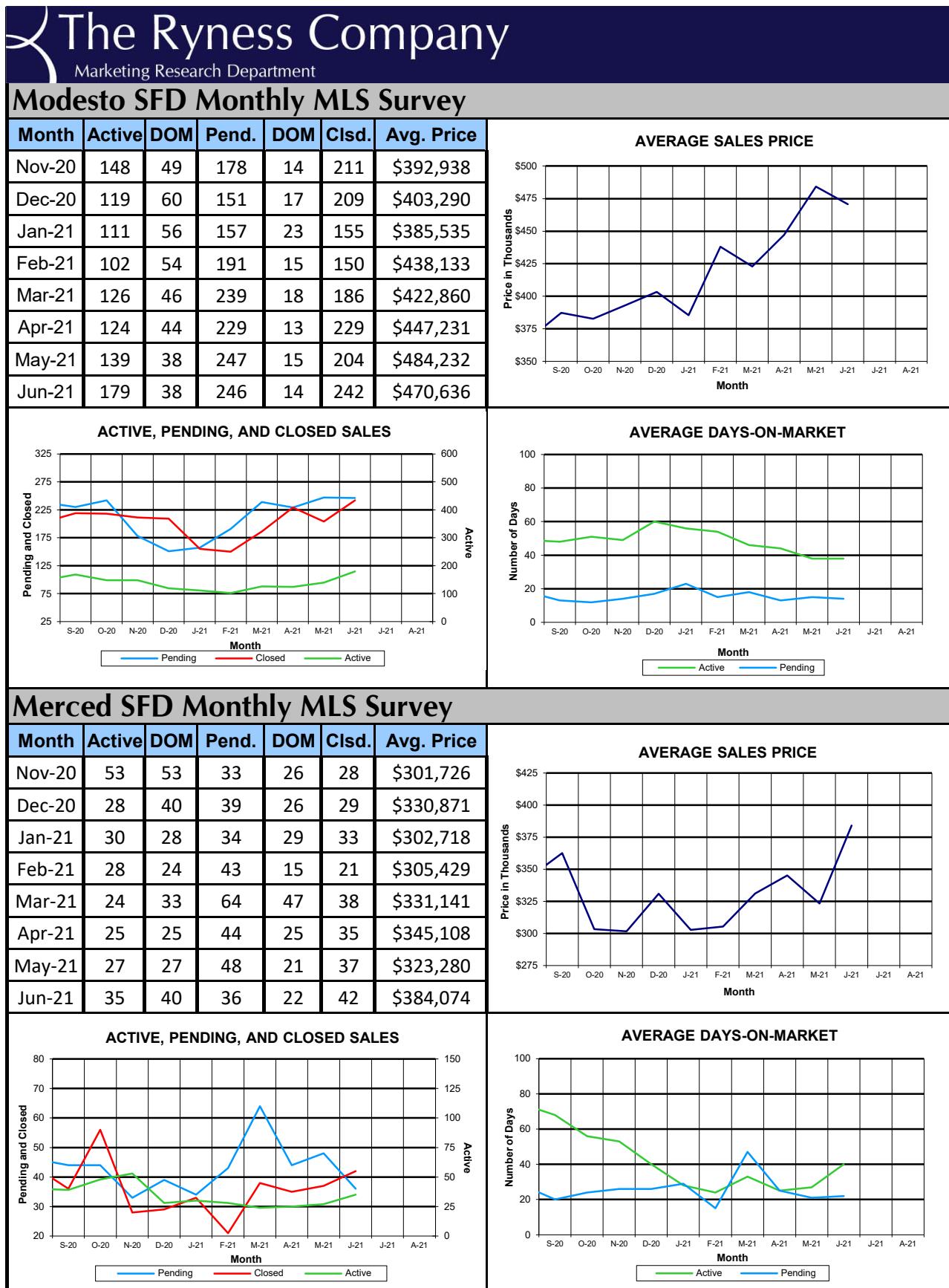
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	16	62	68	11	81	596,343
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	196	47	268	16	246	\$387,582
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688





THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

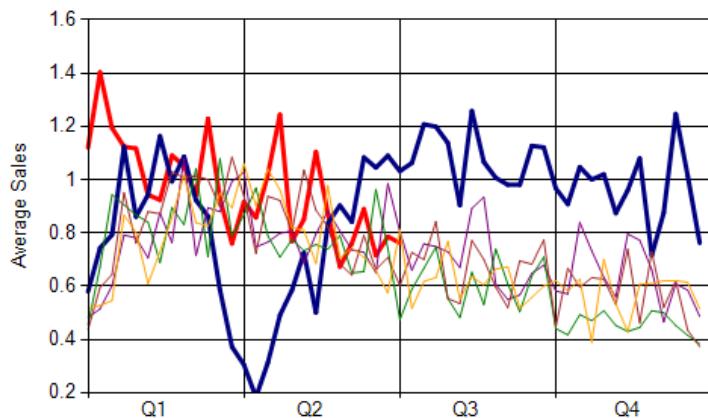
Sacramento

Week 27

Ending: Sunday, July 11, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento		22	345	17	1	16	0.73	0.76	-5%	0.77	-5%	
Central & North Sacramento		41	790	36	1	35	0.85	0.94	-9%	0.88	-3%	
Folsom		18	542	22	3	19	1.06	1.10	-4%	0.98	8%	
El Dorado		11	177	7	0	7	0.64	0.81	-22%	0.63	1%	
Placer & Nevada		60	1079	48	8	40	0.67	1.09	-39%	1.01	-34%	
Yolo		7	43	6	0	6	0.86	0.87	-2%	0.53	60%	
Northern Counties		9	115	6	1	5	0.56	0.79	-29%	0.74	-25%	
Current Week Totals	Traffic : Sales	22 : 1	168	3091	142	14	128	0.76	0.96	-21%	0.88	-13%
Per Project Average				18	0.85	0.08	0.76					
Year Ago - 07/12/2020	Traffic : Sales	14 : 1	161	2683	195	24	171	1.06	0.79	35%	0.74	43%
% Change				4%	15%	-27%	-42%	-25%	-28%	22%	19%	

52 Weeks Comparison



Year to Date Averages Through Week 27

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	132	27	0.92	0.13	0.79	0.69
■	2017	141	28	0.97	0.15	0.83	0.73
■	2018	128	26	0.92	0.13	0.79	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	148	16	0.94	0.16	0.77	0.89
■	2021	159	18	1.05	0.09	0.96	0.96
% Change:		7%	16%	12%	-43%	24%	8%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.81%	APR 3.54%	The housing market continues to struggle with low inventory and rising prices. Sales of new single-family homes fell 5.9% in May to 769,000, according to estimates released by the U.S. Census Bureau and the Department of Housing and Urban Development. That compares with April's revised rate of 817,000 but is 9.2% above the May 2020 estimate of 704,000. The median price of a new home, meanwhile, rose to \$374,400. The report follows one on existing homes released by the National Association of Realtors, which showed they fell 0.9% in May to an annual rate of 5.8 million units, marking the fourth straight monthly decline. Ruben Gonzalez, chief economist at Keller Williams, said the recent sharp drop in lumber prices could augur well for homebuilders in the second half of the year. "The fall in lumber prices was good news across the housing industry and we have hopefully moved past peak lumber prices and builders will be able to feel more confident putting product on the market with less uncertainty about costs," Gonzalez said. "Right now, we view shortage of housing inventory as the primary limiting factor for home sales as we start looking forward to the second half of the year." Source: Tim Smart U.S. News and World Report
FHA	2.25%	2.91%	
10 Yr Yield	1.36%		

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
1 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
South Sacramento				Units	New Rel.	Rel'd Rmr'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	2	2	0	0	35	29	0.83	1.07	
Meridae	KB Home	GT		DTST	69	3	3	16	3	0	30	30	1.89	1.89	
Sheldon Terrace	KB Home	LN		DTST	175	0	1	4	0	0	174	23	1.27	0.85	
Vintage Park	KB Home	SO		ATST	81	3	2	68	3	0	16	16	2.60	2.60	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	1	0	0	0	35	19	0.89	0.70	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	12	0	0	93	20	0.88	0.74	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	2	12	0	1	102	16	0.89	0.59	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	1	14	1	0	173	27	1.18	1.00	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	2	22	2	0	34	18	0.92	0.67	
Heritage Vineyard Creek	Lennar S/O	SO		DTMJ	207	0	S/O	1	1	0	207	23	0.91	0.85	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	3	12	0	0	95	15	0.83	0.56	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	1	2	1	0	283	26	0.88	0.96	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	1	0	0	78	16	0.79	0.59	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	1	14	1	0	5	5	2.69	2.69	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	1	14	0	0	77	24	1.26	0.89	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	1	44	0	0	80	19	0.90	0.70	
Milestone	Taylor Morrison	VN		DTMJ	121	0	1	0	0	0	120	28	1.06	1.04	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	0	2	46	0	0	59	12	0.67	0.44	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	2	1	45	2	0	63	17	0.71	0.63	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	1	3	0	0	50	4	0.34	0.15	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	4	3	7	3	0	8	8	1.37	1.37	
Glendon Vineyards	Woodside	VN		DTST	103	0	1	6	0	0	83	26	0.79	0.96	
TOTALS: No. Reporting: 22		Avg. Sales: 0.73			Traffic to Sales: 20 : 1				34	345	17	1	1900	421	Net: 16

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

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
2 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	3	6	0	0	27	17	0.71	0.63	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	2	22	0	0	43	23	0.79	0.85	
Crocker Village- Courts	Black Pine	SO		DTST	83	3	3	22	3	0	30	16	0.56	0.59	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	22	0	0	36	17	0.66	0.63	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	2	63	0	0	81	18	0.84	0.67	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	60	0	0	78	12	0.81	0.44	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	2	32	1	0	77	24	0.69	0.89	
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	15	1	0	37	37	1.75	1.75	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	1	9	1	0	33	27	1.03	1.00	
Oaks at Mitchell	KB Home	CH		DTST	74	0	2	11	0	0	24	24	2.21	2.21	
Ventana	Lennar	RO		DTMJ	160	0	1	12	1	0	85	16	0.82	0.59	
Verdant	Lennar	RO		DTST	157	0	2	5	0	0	72	28	1.11	1.04	
Viridian	Lennar	RO		DTST	342	3	3	13	2	0	96	29	0.90	1.07	
Montelena	Premier Homes TSO	RO		DTST	169	0	TSO	44	0	0	149	38	1.65	1.41	
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	2	3	1	0	22	7	0.26	0.26	
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	3	8	1	0	25	9	0.29	0.33	
Alderwood	Watt	RO		DTMJ	54	0	9	7	1	0	45	25	0.79	0.93	
Acacia at Cypress	Woodside	RO		DTMJ	99	0	4	13	0	0	3	3	0.12	0.12	
Cottonwood at Cypress	Woodside	RO		DTST	84	3	4	10	3	0	72	24	0.74	0.89	
Magnolia at Cypress	Woodside	RO		DTMJ	178	3	4	21	1	0	80	22	0.82	0.81	
TOTALS: No. Reporting: 20			Avg. Sales: 0.80		Traffic to Sales: 25 : 1				51	398	16	0	1115	416	Net: 16

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

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
3 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
North Sacramento				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Artisan - The Cove	Beazer	SO		DTST	145	0	6	3	0	0	70	34	0.76	1.26	
Edgeview - The Cove	Beazer	SO		ATST	156	0	14	15	2	0	67	39	1.22	1.44	
Westward - The Cove	Beazer TSO	SO		DTST	122	0	TSO	0	0	0	40	8	0.60	0.30	
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	93	23	1.07	0.85	
Provence	Blue Mountain	SO		ATST	185	0	1	15	1	0	80	32	0.93	1.19	
Castile at Parkebridge	DR Horton	SO		DTMJ	163	3	2	3	2	0	157	42	1.35	1.56	
Mbraga	DR Horton	AO		DTMJ	162	4	2	13	4	0	79	44	1.58	1.63	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	2	55	0	0	38	26	0.92	0.96	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	0	2	45	0	0	37	30	0.90	1.11	
Northlake - Atla	Lennar	SO		DTMJ	116	2	2	15	1	0	22	22	0.88	0.88	
Northlake - Bleau	Lennar	SO		DTMJ	236	5	3	16	2	0	25	25	0.99	0.99	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	2	15	0	0	21	21	0.84	0.84	
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	15	0	0	15	15	0.89	0.89	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	15	0	0	22	22	0.88	0.88	
Northlake - Shor	Lennar	SO		DTMJ	140	0	2	15	2	1	24	24	0.95	0.95	
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	0	TSO	15	0	0	24	24	0.95	0.95	
Northlake - Wavmrr	Lennar	SO		DTMJ	153	3	1	15	2	0	27	27	1.07	1.07	
NJVO Artisan Square	The New Home Co	SO		ATST	115	4	1	25	4	0	88	54	1.33	2.00	
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	56	0	0	39	39	2.63	2.63	
Mystique	Watt TSO	SO		ATST	57	0	TSO	13	0	0	47	10	0.53	0.37	
Portisol at Artisan Square	Watt TSO	SO		ATST	112	0	TSO	28	0	0	33	22	0.87	0.81	
TOTALS: No. Reporting: 21		Avg. Sales: 0.90			Traffic to Sales: 20 : 1				43	392	20	1	1048	583	Net: 19

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

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
4 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 18								In Area : 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	FM		DTMJ	97	0	1	5	0	1	80	29	1.14	1.07			
Sycamore Creek	JMC	FM		DTMJ	86	2	2	60	1	0	24	22	0.80	0.81			
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	1	14	0	0	55	45	1.67	1.67			
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	1	23	1	0	30	30	2.28	2.28			
Aster at White Rock Springs	Lennar	FM		DTMJ	90	3	3	5	2	0	5	5	1.94	1.94			
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	3	2	5	2	0	5	5	1.94	1.94			
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	3	21	3	0	24	24	1.08	1.08			
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	6	2	34	6	0	94	41	1.25	1.52			
Ladera at White Rock	Richmond American	FM		DTMJ	56	2	2	9	1	0	51	29	0.86	1.07			
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	2	0	1	0	62	38	1.15	1.41			
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	3	10	0	1	7	7	0.64	0.64			
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	4	19	1	0	89	28	1.03	1.04			
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	3	18	0	0	89	15	1.07	0.56			
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	2	67	1	0	42	24	1.10	0.89			
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	51	0	0	61	24	0.85	0.89			
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	3	1	67	3	0	93	21	1.10	0.78			
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	2	67	0	1	25	25	1.18	1.18			
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	1	67	0	0	76	20	0.90	0.74			
TOTALS: No. Reporting: 18					Avg. Sales: 1.06				Traffic to Sales: 25 : 1		37	542	22	3	912	432	Net: 19

City Codes: FM = Folsom

El Dorado County					Projects Participating: 11								In Area : 11				
					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	Rsv's	DTMJ	51	0	3	34	0	0	15	15	1.46	1.46			
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	1	29	0	0	58	29	1.13	1.07			
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	26	0	0	31	16	0.67	0.59			
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	2	1	0	0	37	21	0.78	0.78			
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	1	31	1	0	15	10	0.45	0.37			
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	2	19	0	0	72	19	0.87	0.70			
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	97	0	1	7	1	0	81	19	0.55	0.70			
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	164	0	2	6	0	0	131	18	0.89	0.67			
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	369	4	1	7	4	0	138	34	0.94	1.26			
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	3	3	9	1	0	3	3	1.91	1.91			
Sapphire Cliff at Bass Lake Hills-Cameron	Lennar	CK		DTMJ	31	0	0	8	0	0	0	0	0.00	0.00			
TOTALS: No. Reporting: 11					Avg. Sales: 0.64				Traffic to Sales: 25 : 1		20	177	7	0	581	184	Net: 7

City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
5 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 59							In Area : 61		
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	13	5	0	0	16	16	1.47	1.47
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	13	8	0	0	7	7	2.13	2.13
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	0	2	12	0	0	28	24	0.89	0.89
Carnelian	Blue Mountain	GB		ATMJ	28	0	1	11	1	0	9	9	0.45	0.45
Balboa	DR Horton	R/V		DTST	127	3	3	13	1	0	23	23	1.75	1.75
Cerrada	DR Horton	LL		DTST	166	3	1	8	3	0	96	51	1.35	1.89
Winding Creek- The Wilds	DR Horton	R/V		DTST	50	0	3	6	2	0	30	30	1.78	1.78
Turkey Creek Estates	Elliott	LL		DTMJ	51	5	2	143	5	0	8	8	3.50	3.50
Broadlands	JMC	LL		DTST	77	0	1	14	0	0	64	34	1.20	1.26
Fairbrook at Fiddymt Farms	JMC	R/V		DTMJ	115	0	1	15	2	0	18	18	1.47	1.47
Meadowbrook at Fiddymt Farms	JMC	R/V		DTMJ	80	0	2	13	0	0	21	21	1.69	1.69
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	3	39	0	0	152	42	1.39	1.56
Palisade Village	JMC	R/V		DTST	232	0	1	40	0	0	141	42	1.52	1.56
Pinnacle Village	JMC	R/V		DTMJ	127	0	3	33	0	0	120	29	1.09	1.07
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	1	55	1	0	47	31	1.12	1.15
Sagebrook at Fiddymt Farms	JMC	R/V		DTMJ	122	0	2	17	1	0	16	16	1.30	1.30
Sentinel	JMC	R/V		DTST	132	0	3	48	0	0	112	36	1.60	1.33
Westview at Whitney Ranch	JMC	R/K		DTMJ	97	0	2	4	0	0	95	13	0.79	0.48
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	1	1	2	1	98	41	1.53	1.52
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	2	2	0	36	16	0.47	0.59
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	1	2	1	1	108	35	0.92	1.30
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	1	10	1	0	20	20	1.24	1.24
Granite Bluff	KB Home	R/K		DTMJ	73	0	2	9	0	0	59	47	1.59	1.74
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	8	1	0	141	37	1.27	1.37
Andorra at Sierra West	Lennar	R/V		DTMJ	101	0	3	10	0	0	32	24	0.80	0.89
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	0	1	16	1	0	40	32	1.11	1.19
Corvara at Fiddymt Farm	Lennar	R/V		DTMJ	136	0	2	0	0	1	132	18	1.01	0.67
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	2	20	0	0	23	20	0.79	0.74
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	5	0	0	0	150	27	0.91	1.00
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	1	6	1	0	140	30	0.84	1.11
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	4	2	7	3	0	159	24	0.94	0.89
Lumiere at Sierra West	Lennar	R/V		DTMJ	74	0	1	10	0	0	37	28	0.90	1.04
Meribel at Sierra West	Lennar	R/V		DTMJ	98	0	2	7	0	0	39	21	0.88	0.78
Novara at Fiddymt	Lennar	R/V		DTST	105	0	2	17	0	0	51	18	0.96	0.67
Pavia at Fiddymt Farm	Lennar	R/V		DTST	94	3	3	15	1	0	52	23	0.96	0.85
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	0	1	14	0	0	54	21	0.91	0.78
St. Moritz at Sierra	Lennar	R/V		DTMJ	143	2	1	10	2	0	36	30	0.85	1.11
Meadowlands 60s	Meritage	LL		DTMJ	92	0	1	7	2	0	8	8	1.10	1.10
Winding Creek - Trek	Meritage	R/V		DTMJ	74	0	1	15	1	0	32	32	1.59	1.59
Eastridge at Whitney Ranch	Richmond American	R/K		DTMJ	75	3	3	4	2	1	57	31	1.03	1.15
Fieldstone at Fiddymt Ranch	Richmond American	R/V		DTMJ	71	0	1	1	0	0	70	15	1.00	0.56
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	10	0	0	37	37	1.42	1.37
Sagewood at Sierra Pne	Richmond American	R/K		DTMJ	66	0	1	16	2	0	45	33	1.21	1.22
Apollo at Solaire	Taylor Morrison	R/V		DTMJ	62	0	6	6	0	0	40	40	1.81	1.81
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	5	4	1	0	80	40	1.38	1.48

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
6 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 59								In Area : 61		
Placer County (Continued ...)					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	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	1	7	0	1	48	26	0.83	0.96	
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	4	7	1	1	25	25	1.13	1.13	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	14	53	3	0	20	20	1.94	1.94	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	4	74	1	0	18	18	1.75	1.75	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	12	75	2	0	16	16	1.56	1.56	
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	15	0	0	33	5	0.57	0.19	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	1	34	0	0	60	21	0.62	0.78	
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	2	20	0	0	17	17	1.07	1.07	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	2	2	0	0	100	26	0.89	0.96	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	20	0	0	14	14	0.88	0.88	
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	71	0	4	28	1	2	53	40	1.51	1.48	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	3	14	1	0	79	33	1.08	1.22	
Ramonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	3	10	0	0	80	22	0.65	0.81	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	3	5	0	0	85	30	0.70	1.11	
TOTALS: No. Reporting: 59			Avg. Sales: 0.68		Traffic to Sales: 22 : 1				168	1075	48	8	3427	1511	Net: 40
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay															

Nevada County					Projects Participating: 1								In Area : 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	
Timberwood Estates	Hilbers	GV		DTST	45	0	2	4	0	0	16	6	0.12	0.22	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: NA				2	4	0	0	16	6	Net: 0
City Codes: GV = Grass Valley															

Yolo County					Projects Participating: 7								In Area : 8		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Riverchase	Anthem United TSO	WS		DTST	222	0	TSO	4	1	0	202	33	1.07	1.22	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	1	3	0	0	111	26	0.93	0.96	
Magnolia at Spring Lake	Lennar	WL		DTMJ	78	0	2	4	0	0	74	24	0.70	0.89	
Summerstone at Spring Lake	Lennar	WL		DTST	87	2	1	4	2	0	84	26	0.80	0.96	
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	2	2	6	1	0	11	11	0.86	0.86	
Cannery - Gala	The New Home Co	DV		ATMJ	120	3	3	12	1	0	88	15	0.45	0.56	
Pines at Spring Lake	Woodside	WL		DTMJ	83	3	3	10	1	0	60	28	0.80	1.04	
TOTALS: No. Reporting: 7			Avg. Sales: 0.86		Traffic to Sales: 7 : 1				12	43	6	0	630	163	Net: 6
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis															

Sutter County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnian	LO		DTMJ	170	0	3	1	0	0	90	19	1.32	0.70	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: NA				3	1	0	0	90	19	Net: 0
City Codes: LO = Live Oak															

The Ryness Report

Week Ending
Sunday, July 11, 2021

Sacramento

Page
7 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Yuba County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	1	46	0	0	51	13	0.70	0.48	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	52	0	3	1	0	0	44	11	0.60	0.41	
Sumerset at The Orchards	JMC	MS		DTST	96	0	1	10	0	0	71	22	1.18	0.81	
Sonoma Ranch	Lennar	PLK		DTST	208	0	2	8	0	0	177	18	1.02	0.67	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	3	3	8	1	0	32	22	0.78	0.81	
Crosswinds at River Oaks	Meritage	PLK		DTMJ	72	3	2	20	2	0	10	10	1.37	1.37	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	14	1	1	31	31	1.19	1.15	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	1	7	2	0	56	34	1.21	1.26	
TOTALS: No. Reporting: 8		Avg. Sales: 0.63			Traffic to Sales: 19 : 1				15	114	6	1	472	161	Net: 5
City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst															

Sacramento			Projects Participating: 168					In Area : 172			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 168			Avg. Sales: 0.76	Traffic to Sales: 22 : 1	385	3091	142	14	10191	3896	Net: 128
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											

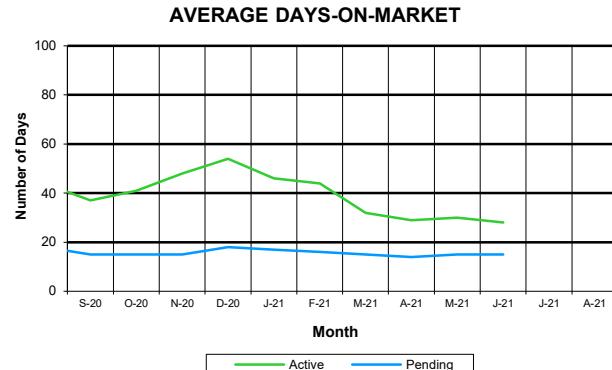
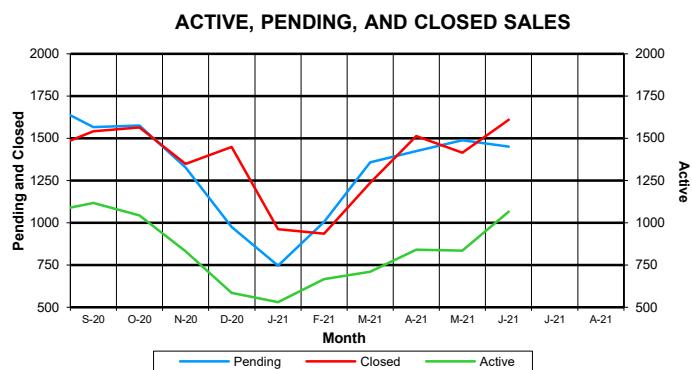


The Ryness Company

Marketing Research Department

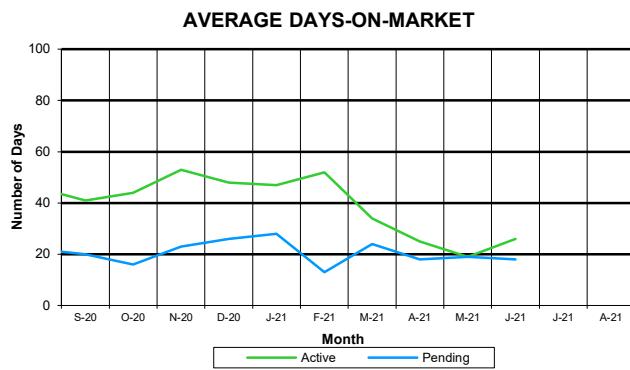
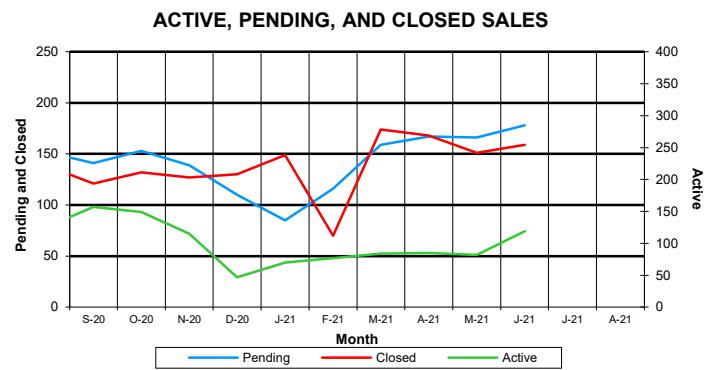
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	832	48	1,328	15	1,349	\$487,933
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377



Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	115	53	139	23	127	\$275,861
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324





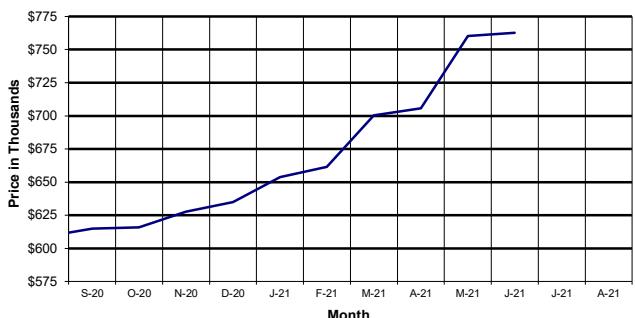
The Ryness Company

Marketing Research Department

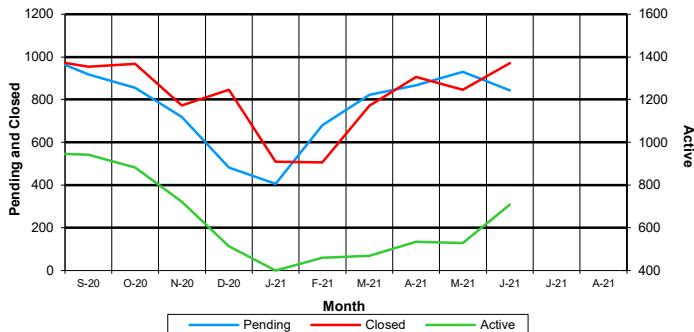
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	722	60	718	22	772	\$627,719
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605

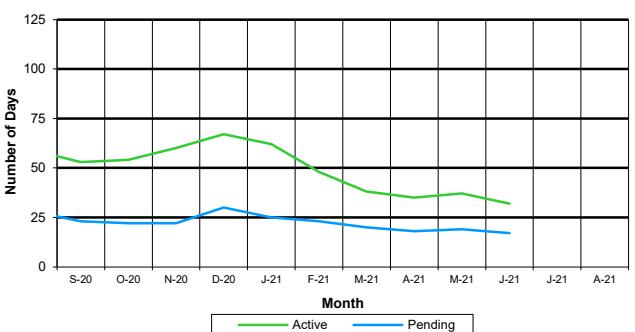
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



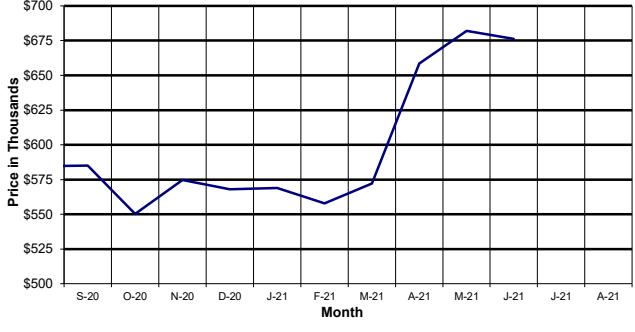
AVERAGE DAYS-ON-MARKET



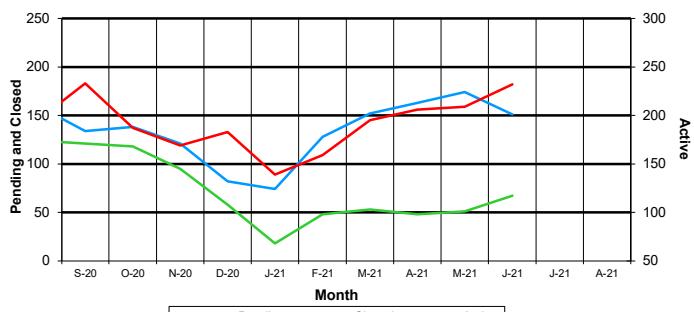
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	145	73	121	25	119	\$574,725
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195
Apr-21	98	47	163	21	156	\$658,498
May-21	101	47	174	23	159	\$682,003
Jun-21	117	44	151	20	182	\$676,184

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

