

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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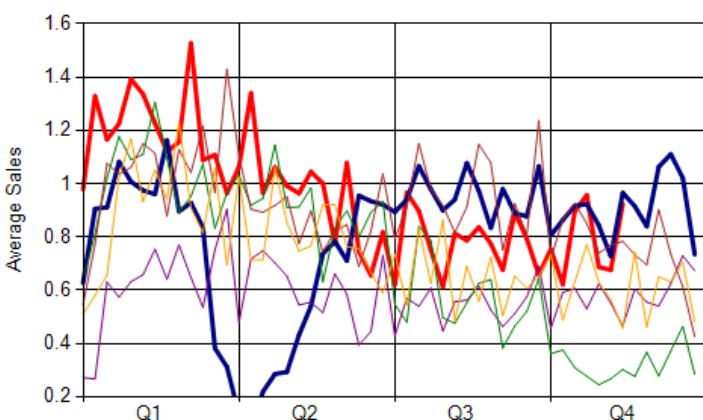
NATIONAL BUILDER DIVISION

**Ending: Sunday, November 21, 2021**

## Bay Area Week 46

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda	29	455	41	4	37	1.28	0.93	37%	0.87	46%
Contra Costa	27	348	26	2	24	0.89	1.04	-15%	0.78	14%
Sonoma, Napa	9	64	3	0	3	0.33	0.72	-54%	0.55	-39%
San Francisco, Marin	4	42	0	0	0	0.00	0.47	-100%	0.34	-100%
San Mateo	4	36	6	1	5	1.25	0.64	96%	0.88	43%
Santa Clara	19	358	24	0	24	1.26	1.13	12%	0.88	44%
Monterey, Santa Cruz, San Benito	9	61	11	1	10	1.11	0.87	28%	0.76	45%
Solano	17	111	7	1	6	0.35	0.93	-62%	0.63	-44%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>13 : 1</b>	<b>118</b>	<b>1475</b>	<b>118</b>	<b>9</b>	<b>109</b>	<b>0.92</b>	<b>0.95</b>	<b>-3%</b>
Per Project Average			13	1.00	0.08	0.92				
<b>Year Ago - 11/22/2020</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>141</b>	<b>1651</b>	<b>140</b>	<b>11</b>	<b>129</b>	<b>0.91</b>	<b>0.79</b>	<b>15%</b>
<b>% Change</b>			-16%	-11%	-16%	-18%	-16%	1%	20%	-14%

### 52 Weeks Comparison



### Year to Date Averages Through Week 46

### 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	133	29	0.86	0.11	0.75	0.73
■	2017	142	32	1.04	0.10	0.93	0.90
■	2018	126	26	0.84	0.10	0.75	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	150	12	0.90	0.11	0.79	0.80
■	2021	116	14	1.02	0.07	0.95	0.95
% Change:		-23%	18%	14%	-36%	20%	19%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>			Demand for housing remains quite robust. Existing home sales jumped 7% in September to a 6.29 million-unit annual pace, while new home sales leaped 14% to an 800K-unit pace, or the strongest since March. The recent strength in sales suggests the slowdown in home buying this summer had more to do with limited inventory and builders struggling to deliver enough homes rather than faltering demand. For October, we forecast existing home sales moderated to a 6.22 million-unit annual pace while new home sales declined 0.7% to a 794K-unit pace. The 2.3% decline in pending home sales for September suggests some weakness as they lead existing sales by one or two months. The recent move higher in mortgage rates and persistently high home prices may also have weighed on sales during the month. When it comes to new homes, the ongoing supply logjams and labor shortages that have plagued homebuilders remain the largest constraint on sales. With supply lengthening project timelines, the growing backlog of projects should keep builders busy for the next couple of years. We have recently boosted our housing forecast for 2021 and 2022 accordingly, but slightly lowered our estimates for 2023. Source: Wells Fargo Bank Weekly Economic & Financial Commentary					
<b>FHA</b>								
<b>10 Yr Yield</b>								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24										
Alameda 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	
Enclave - Alpine Collection	Century	FR		DTMJ	81	6	5	25	6	2	62	40	0.63	0.87	
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	25	1	0	46	21	0.47	0.46	
Enclave - Sierra Collection	Century	FR		ATMJ	70	4	4	24	1	0	31	17	0.29	0.37	
Apricot Grove	DR Horton	HY		DTMJ	38	4	4	22	2	0	10	10	3.18	3.18	
Hdeaway, The	DR Horton	HY		ATMJ	59	4	4	21	2	0	32	32	1.22	1.22	
Pomegranate	DR Horton	NK		DTMJ	21	6	4	3	3	0	8	8	1.51	1.51	
Aspect at Innovation	Lennar	FR		ATMJ	167	0	1	1	1	0	7	7	1.63	1.63	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	2	31	1	0	52	44	0.86	0.96	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	1	31	2	0	61	46	1.01	1.00	
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	1	31	1	0	48	48	1.23	1.23	
Lumiere at Innovation	Lennar	FR	New	ATMJ	156	5	1	2	4	0	4	4	28.00	28.00	
Matrix at Innovation	Lennar	FR		ATMJ	422	3	2	1	2	0	8	8	1.10	1.10	
Terraces at Bridgeway	Lennar	NK		ATMJ	31	0	1	31	0	0	22	22	1.54	1.54	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	2	31	1	0	45	42	0.87	0.91	
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	1	31	3	0	66	53	1.10	1.15	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	6	0	0	15	15	0.34	0.34	
Compass at Bay37	Pulte	AL		ATMJ	93	3	3	6	2	0	31	31	0.70	0.70	
Landing at Bay37	Pulte	AL		ATMJ	96	0	2	5	1	0	27	27	0.61	0.61	
Lookout at Bay37	Pulte	AL		ATMJ	138	0	2	5	0	0	24	24	0.54	0.54	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	5	4	1	0	119	40	0.88	0.87	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	3	0	0	91	19	0.67	0.41	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	5	2	1	34	23	0.44	0.50	
Compass Bay- Newport	Trumark	NK		ATMJ	85	0	3	39	2	0	70	58	1.09	1.26	
Crest at Alameda Point	Trumark	AL		ATMJ	60	0	3	12	0	0	57	53	1.10	1.15	
<b>TOTALS: No. Reporting: 24</b>		<b>Avg. Sales: 1.46</b>			<b>Traffic to Sales: 10 : 1</b>				<b>56</b>	<b>395</b>	<b>38</b>	<b>3</b>	<b>970</b>	<b>692</b>	<b>Net: 35</b>

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

Amador Valley					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	
Broadway at Boulevard	Brookfield	DB		ATMJ	110	3	6	28	1	0	60	60	1.33	1.30	
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	2	3	11	1	0	79	34	0.89	0.74	
Downing at Boulevard	Lennar	DB		ATST	96	0	3	1	0	1	93	49	0.77	1.07	
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	3	17	0	0	81	36	0.76	0.78	
Uptown	Taylor Morrison TSO	LV		ATMJ	44	0	TSO	3	1	0	43	37	0.82	0.80	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 20 : 1</b>				<b>15</b>	<b>60</b>	<b>3</b>	<b>1</b>	<b>356</b>	<b>216</b>	<b>Net: 2</b>

City Codes: DB = Dublin, LV = Livermore

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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	
Woodbury Highlands	Davidon	LF		ATMU	99	0	16	6	1	0	11	9	0.18	0.20	
The Brant	Lennar	LF	New	ATMU	66	3	2	4	1	0	1	1	3.50	3.50	
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMU	17	0	TSO	10	0	0	12	11	0.21	0.24	
Avant	Warmington	WC	Rsv's	ATMU	19	0	12	21	1	0	7	7	1.14	1.14	
<b>TOTALS: No. Reporting: 4</b>					<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 14 : 1</b>	<b>30</b>	<b>41</b>	<b>3</b>	<b>0</b>	<b>31</b>	<b>28</b>	<b>Net: 3</b>
City Codes: LF = Lafayette, PH = Pleasant Hill, WC = Walnut Creek															

San Ramon 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	
Highlands at The Preserve	Lennar	SR		DTMU	122	0	1	3	0	0	121	30	0.67	0.65	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	2	3	2	0	78	55	1.08	1.20	
Ridgeview at the Preserve	Lennar	SR		ATMU	77	0	2	3	0	0	67	48	0.94	1.04	
<b>TOTALS: No. Reporting: 3</b>					<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 5 : 1</b>	<b>5</b>	<b>9</b>	<b>2</b>	<b>0</b>	<b>266</b>	<b>133</b>	<b>Net: 2</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	1	6	11	0	0	23	12	0.18	0.26	
<b>TOTALS: No. Reporting: 1</b>					<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>	<b>6</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>12</b>	<b>Net: 0</b>
City Codes: EC = El Cerrito															

Antioch/Pittsburg					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	
Celo at Sand Creek- Horizon	Century	AN		DTMU	175	0	3	45	1	0	109	81	1.67	1.76	
Celo at Sand Creek- Vista	Century	AN		DTMU	96	0	4	31	0	0	90	68	1.38	1.48	
Orest at Park Ridge	Davidon	AN		DTMU	300	7	9	11	1	0	211	40	0.97	0.87	
Hills at Park Ridge	Davidon	AN		DTMU	225	5	5	15	0	0	59	49	1.05	1.07	
Luca at Aviano	DeNova	AN		DTMU	194	10	2	46	8	0	32	32	2.15	2.15	
Riverview at Montterra	K Hovnanian	AN		DTMU	100	0	2	1	0	0	98	26	0.75	0.57	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	3	12	0	1	29	29	0.63	0.63	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	3	9	1	0	50	33	0.91	0.72	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	3	1	10	2	0	10	10	0.55	0.55	
<b>TOTALS: No. Reporting: 9</b>					<b>Avg. Sales: 1.33</b>			<b>Traffic to Sales: 14 : 1</b>	<b>32</b>	<b>180</b>	<b>13</b>	<b>1</b>	<b>688</b>	<b>368</b>	<b>Net: 12</b>
City Codes: AN = Antioch, PT = Pittsburg															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
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	BI		DTMJ	81	0	4	14	0	0	69	41	0.59	0.89
Chandler	Brookfield	BT		DTMJ	160	0	11	45	2	0	22	22	1.66	1.66
Easton at Delaney Park	Brookfield	OY		DTST	80	0	2	12	0	0	78	25	0.74	0.54
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	9	12	0	0	95	45	0.90	0.98
Ashbury	KB Home	OY		ATST	69	0	2	3	0	0	67	48	1.03	1.04
Alicante	Meritage	OY		DTMJ	133	0	1	13	1	0	83	78	1.66	1.70
Vines, The	Meritage	OY		DTST	63	0	1	1	0	0	57	57	1.26	1.24
Terrene	Pulte	BT		DTMJ	326	0	1	0	1	1	325	115	2.26	2.50
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	3	2	0	0	93	48	1.03	1.04
Orchard Trails	Shea	BT		DTMJ	78	5	1	5	4	0	10	10	3.50	3.50
<b>TOTALS: No. Reporting: 10</b>					<b>Traffic to Sales: 13 : 1</b>				<b>35</b>	<b>107</b>	<b>8</b>	<b>1</b>	<b>899</b>	<b>489</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

Sonoma, Napa Counties					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
Village Station	Blue Mountain	SR	Rsv's	ATMJ	110	0	4	12	0	0	92	25	0.46	0.54
Live Oak at University	KB Home	RP		DTMJ	104	0	3	7	0	0	101	57	0.82	1.24
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	8	2	0	13	13	0.88	0.88
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	8	0.13	0.17
Juniper at University	Richmond American	RP		DTMJ	150	0	3	0	0	0	147	33	0.79	0.72
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	3	0	0	0	40	20	0.43	0.43
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	29	0	0	18	18	0.77	0.77
Pear Tree	Taylor Morrison	NP		ATST	71	0	2	1	1	0	69	38	0.68	0.83
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	7	0	0	58	46	1.07	1.00
<b>TOTALS: No. Reporting: 9</b>					<b>Traffic to Sales: 21 : 1</b>				<b>20</b>	<b>64</b>	<b>3</b>	<b>0</b>	<b>554</b>	<b>258</b>
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa														

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	1	10	0	0	41	37	0.67	0.80
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	4	10	0	0	0	0	0.00	0.00
The Strand	Trumark	SN	Rsv's	DTMJ	37	0	3	6	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 3</b>					<b>Traffic to Sales: NA</b>				<b>8</b>	<b>26</b>	<b>0</b>	<b>0</b>	<b>41</b>	<b>37</b>
City Codes: NV = Novato, SN = San Rafael														

San Francisco 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
Lofton at Portola	TRI Pointe	SF	Rsv's	ATMJ	54	0	2	16	0	0	9	9	0.24	0.24
<b>TOTALS: No. Reporting: 1</b>					<b>Traffic to Sales: NA</b>				<b>2</b>	<b>16</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>9</b>
City Codes: SF = San Francisco														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4										
San Mateo 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	
Foster Square	Lennar	FC		AAAT	200	4	4	1	1	0	196	34	0.69	0.74	
One 90 - Borelle	Pulte	SM		DTMJ	29	3	2	12	2	0	19	19	0.43	0.43	
One 90 - Indigo	Pulte	SM	New	ATMJ	54	3	2	12	1	0	1	1	3.50	3.50	
One 90 - Slate	Pulte	SM		ATMJ	57	0	2	11	2	1	24	24	0.54	0.54	
<b>TOTALS: No. Reporting: 4</b>					<b>Avg. Sales: 1.25</b>			<b>Traffic to Sales: 6 : 1</b>	<b>10</b>	<b>36</b>	<b>6</b>	<b>1</b>	<b>240</b>	<b>78</b>	<b>Net: 5</b>
City Codes: FC = Foster City, SM = San Mateo															

Santa Clara County					Projects Participating: 19										
					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	
Classics at MonteVista	Classics	MV		ATMJ	15	1	2	11	1	0	10	10	0.49	0.49	
Asana	DeNova	SJ		DTMJ	250	0	3	15	0	0	247	76	1.55	1.65	
Cantera	Dividend	MV	Rsv's	ATMJ	15	0	5	11	0	0	10	10	0.55	0.55	
Maravilla	Dividend	MV	Rsv's	ATMJ	55	5	6	29	0	0	26	26	1.22	1.22	
Redwoods at Montecito	Dividend	MV		ATMJ	33	0	3	6	0	0	30	30	1.00	1.00	
Amalfi	DR Horton	MV		ATMJ	58	0	2	13	2	0	56	53	1.03	1.15	
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	46	0	2	14	1	0	11	11	2.57	2.57	
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	0	3	41	0	0	5	5	3.89	3.89	
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	6	3	8	6	0	13	13	3.03	3.03	
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	4	2	23	3	0	130	108	1.97	2.35	
Naya	KB Home	SC		ATMJ	58	0	1	24	1	0	34	34	0.95	0.95	
Lavender	Landsea	SC		ATMJ	128	0	2	19	1	0	4	4	0.76	0.76	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	7	26	1	0	13	13	0.85	0.85	
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	9	22	1	0	19	19	0.70	0.70	
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	6	18	0	0	14	14	0.52	0.52	
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	6	13	1	0	15	15	0.55	0.55	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	8	35	1	0	140	57	0.94	1.24	
Elev8tion- Towns	Taylor Morrison	SV		ATMJ	96	0	1	12	2	0	89	42	0.86	0.91	
Ov8tion	Taylor Morrison	SV		ATMJ	107	5	2	18	3	0	33	33	1.31	1.31	
<b>TOTALS: No. Reporting: 19</b>					<b>Avg. Sales: 1.26</b>			<b>Traffic to Sales: 15 : 1</b>	<b>73</b>	<b>358</b>	<b>24</b>	<b>0</b>	<b>899</b>	<b>573</b>	<b>Net: 24</b>
City Codes: MV = Mountain View, SJ = San Jose, GL = Gilroy, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale															

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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	1	18	1	1	89	89	2.22	2.22
Carousel at Westfield	Kiper <b>S/O</b>	HO	Rsv's	DTST	92	0	S/O	10	1	0	92	34	1.02	0.74
Mayfair at Westfield	Kiper	HO		DTMU	50	0	1	10	0	0	47	25	0.65	0.54
Serenity at Santana Ranch II	Legacy	HO		DTMU	31	0	3	N/A	0	0	12	12	0.63	0.63
Polo Ranch	Lennar	SV		DTMU	40	3	3	2	1	0	4	4	0.93	0.93
Montclair	Meritage	HO		DTMU	99	0	1	6	1	0	24	24	0.95	0.95
Beach House II at the Dunes	Shea	MA		DTMU	92	3	3	5	2	0	24	24	1.49	1.49
Enclave, The	Shea	SS		DTMU	26	0	2	5	2	0	11	11	0.44	0.44
Sea House II at The Dunes	Shea	MA		ATMU	79	3	3	2	1	0	19	19	1.18	1.18
Surf House II at The Dunes	Shea	MA		DTMU	48	4	2	3	2	0	5	5	0.31	0.31
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.11</b>		<b>Traffic to Sales: 6 : 1</b>				<b>19</b>	<b>61</b>	<b>11</b>	<b>1</b>	<b>327</b>	<b>247</b>
City Codes: HO = Hillister, SV = Scotts Valley, MA = Marina, SS = Seaside														

Fairfield, Vacaville, Suisun, Dixon					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
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	164	0	1	5	0	0	7	7	0.36	0.36
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	7	5	2	0	11	11	0.57	0.57
Copperleaf at Homestead	KB Home	DX		DTST	71	0	1	2	0	0	65	53	1.20	1.15
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	3	11	0	0	2	2	0.70	0.70
Creston at One Lake	Lennar <b>TSO</b>	FF		DTMU	95	0	TSO	10	0	0	70	48	1.18	1.04
Reserve at Browns Valley II	Lennar	VC		DTMU	29	0	2	1	0	1	5	5	1.17	1.17
Homestead	Meritage	DX		DTMU	99	0	1	20	0	0	44	44	1.18	1.18
Midway Grove at Homestead	Richmond American	DX		DTMU	88	0	1	4	0	0	72	39	1.06	0.85
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	4	4	0	0	3	3	0.32	0.32
Sutton at Parklane	Richmond American	DX		DTMU	121	4	4	4	1	0	28	28	0.80	0.80
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	5	14	0	0	56	46	1.09	1.00
Bristol at Brighton Landing	The New Home Co <b>S/O</b>	VC		DTMU	64	0	S/O	2	1	0	64	12	0.43	0.26
Oxford at Brighton Landings	The New Home Co	VC		DTMU	74	0	1	2	0	0	73	30	0.50	0.65
Sheffield at Brighton Landing	The New Home Co	VC		DTMU	120	0	3	12	1	0	106	51	0.81	1.11
Marigold at The Villages	TRI Pointe	FF		DTMU	119	0	2	8	1	0	64	54	1.16	1.17
Shimmer at One Lake	TRI Pointe	FF		DTMU	48	3	3	4	1	0	43	31	0.79	0.67
Splash at One Lake	TRI Pointe	FF	Rsv's	DTMU	72	0	1	3	0	0	35	35	0.89	0.89
<b>TOTALS: No. Reporting: 17</b>			<b>Avg. Sales: 0.35</b>		<b>Traffic to Sales: 16 : 1</b>				<b>39</b>	<b>111</b>	<b>7</b>	<b>1</b>	<b>748</b>	<b>499</b>
City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield														

Bay Area					Projects Participating: 119						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 118</b>		<b>Avg. Sales: 0.92</b>		<b>Traffic to Sales: 13 : 1</b>	<b>350</b>	<b>1475</b>	<b>118</b>	<b>9</b>	<b>6051</b>	<b>3639</b>	<b>Net: 109</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											

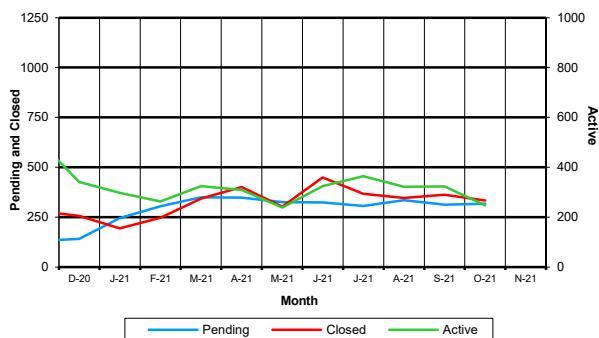
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

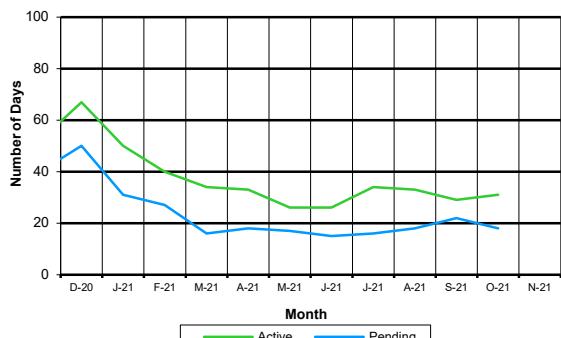
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	324	34	350	16	343	\$889,733
Apr-21	309	33	347	18	400	\$861,580
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946
Jul-21	364	34	306	16	367	\$883,790
Aug-21	322	33	335	18	346	\$863,487
Sep-21	323	29	313	22	362	\$893,271
Oct-21	247	31	318	18	333	\$923,235



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

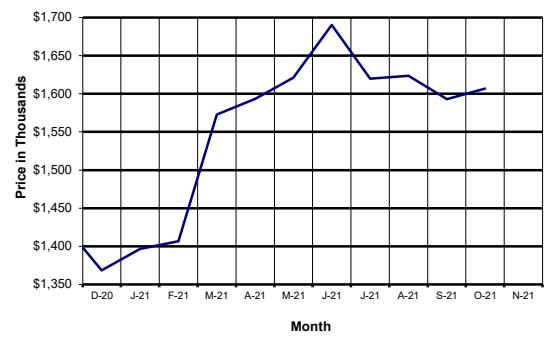


## San Jose Metro SFD Monthly MLS Survey

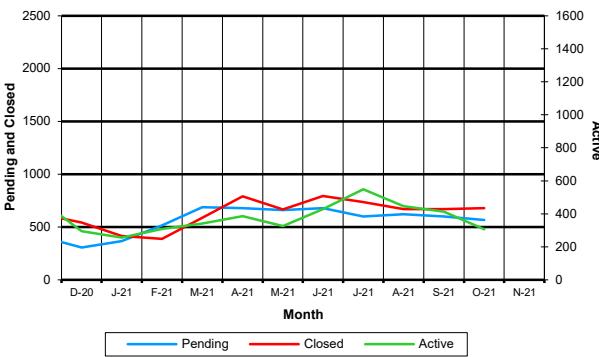
San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	342	28	687	13	587	\$1,572,946
Apr-21	386	26	678	11	791	\$1,593,508
May-21	326	30	659	11	665	\$1,621,132
Jun-21	429	30	680	12	793	\$1,690,350
Jul-21	548	29	600	12	737	\$1,619,904
Aug-21	445	38	621	15	669	\$1,623,724
Sep-21	412	38	601	14	671	\$1,593,222
Oct-21	306	40	566	16	678	\$1,606,899

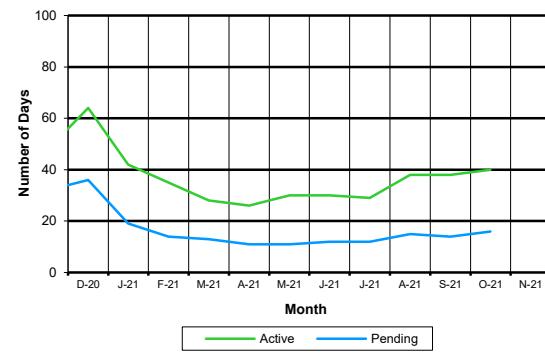
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

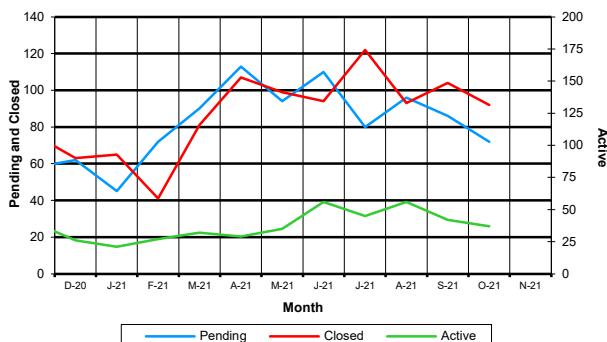
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

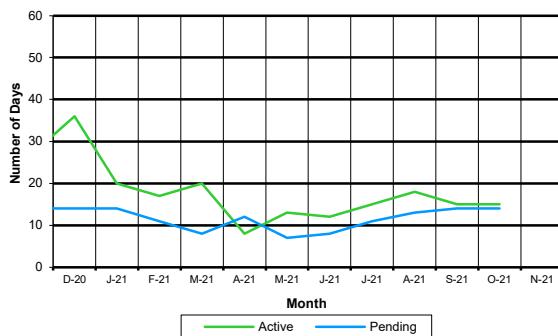
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465
Aug-21	56	18	96	13	93	\$855,670
Sep-21	42	15	86	14	104	\$821,059
Oct-21	37	15	72	14	92	\$845,875



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

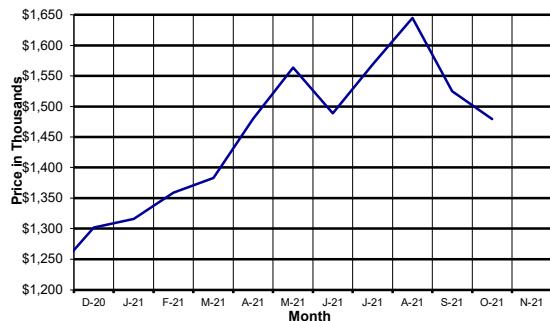


## Amador Valley SFD Monthly MLS Survey

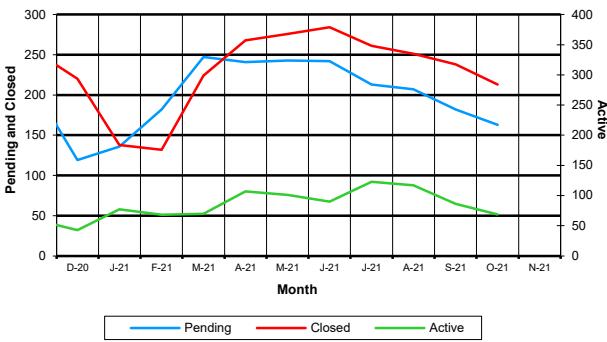
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178
Aug-21	117	23	207	11	251	\$1,645,099
Sep-21	86	32	182	12	238	\$1,525,102
Oct-21	69	41	163	10	213	\$1,479,419

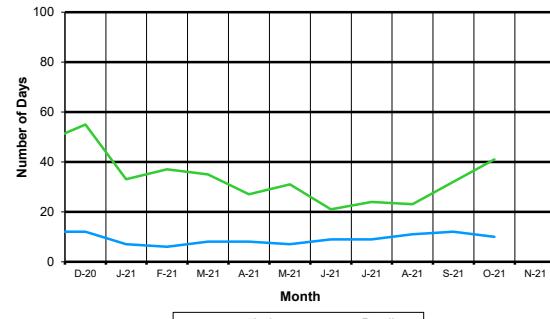
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



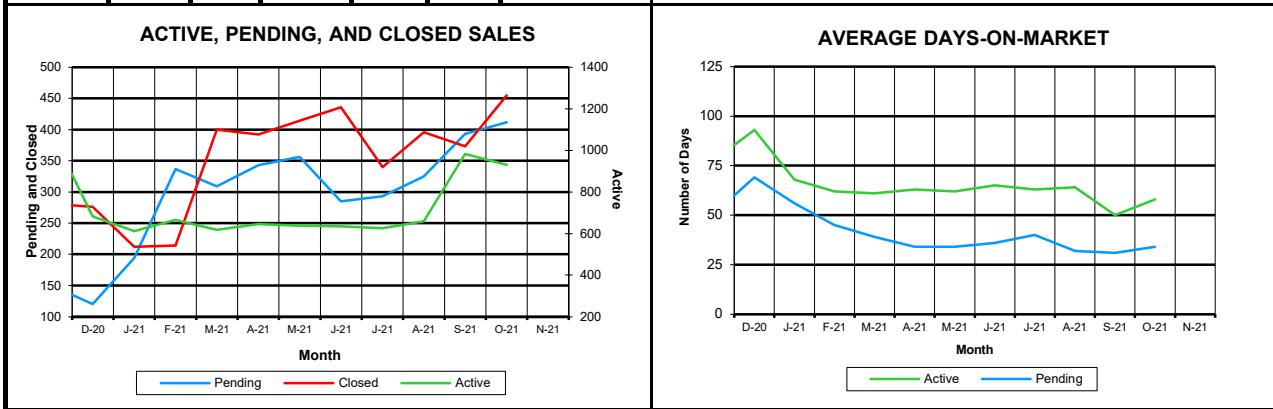
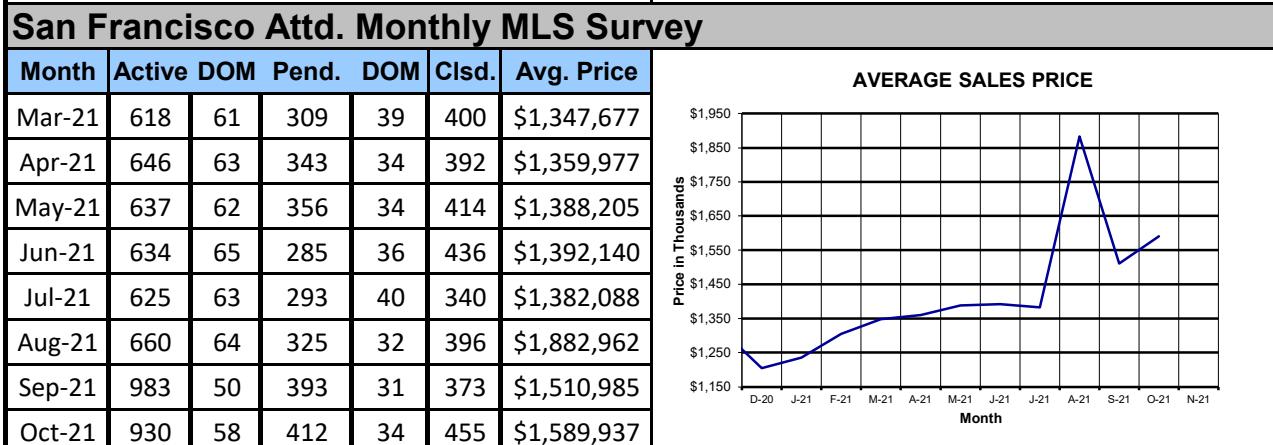
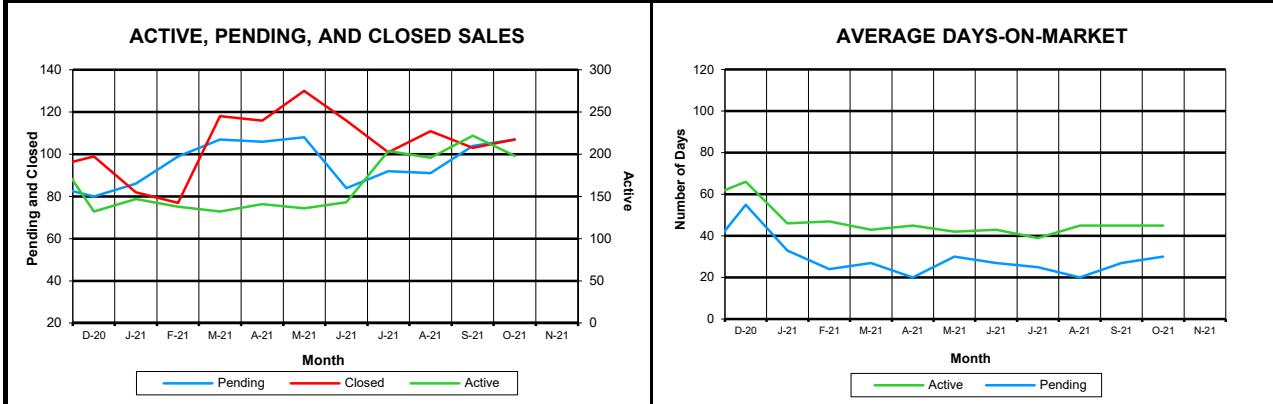


# The Ryness Company

Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	132	43	107	27	118	\$682,435
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022
Jul-21	204	39	92	25	101	\$695,719
Aug-21	196	45	91	20	111	\$673,099
Sep-21	222	45	104	27	103	\$670,000
Oct-21	198	45	107	30	107	\$711,796



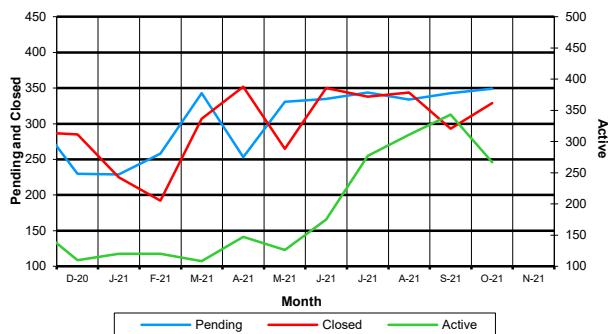
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-21	108	40	343	\$698,352
Apr-21	147	19	253	\$695,542
May-21	126	18	331	\$719,453
Jun-21	175	17	335	\$712,251
Jul-21	277	18	344	\$690,100
Aug-21	311	24	334	\$703,090
Sep-21	343	26	343	\$725,260
Oct-21	267	33	349	\$715,975



### ACTIVE, PENDING, AND CLOSED SALES



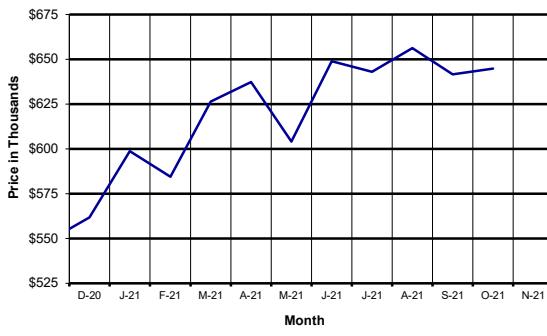
### AVERAGE DAYS-ON-MARKET



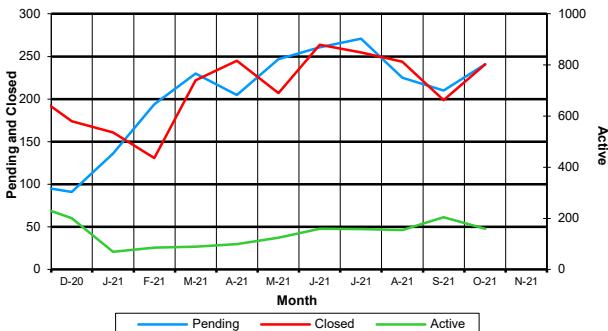
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-21	89	17	230	\$626,553
Apr-21	99	20	205	\$637,379
May-21	125	18	247	\$604,239
Jun-21	160	22	261	\$648,973
Jul-21	158	22	271	\$643,117
Aug-21	155	27	225	\$656,348
Sep-21	204	27	210	\$641,608
Oct-21	160	34	241	\$644,817

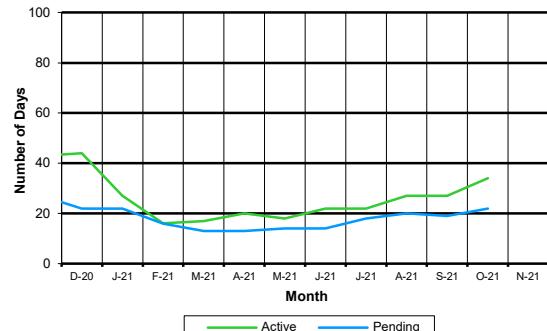
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



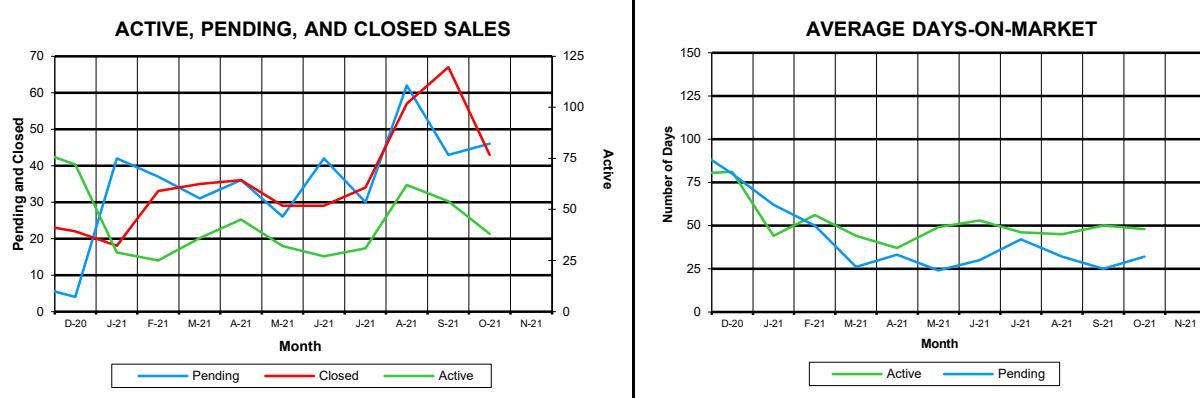


# The Ryness Company

Marketing Research Department

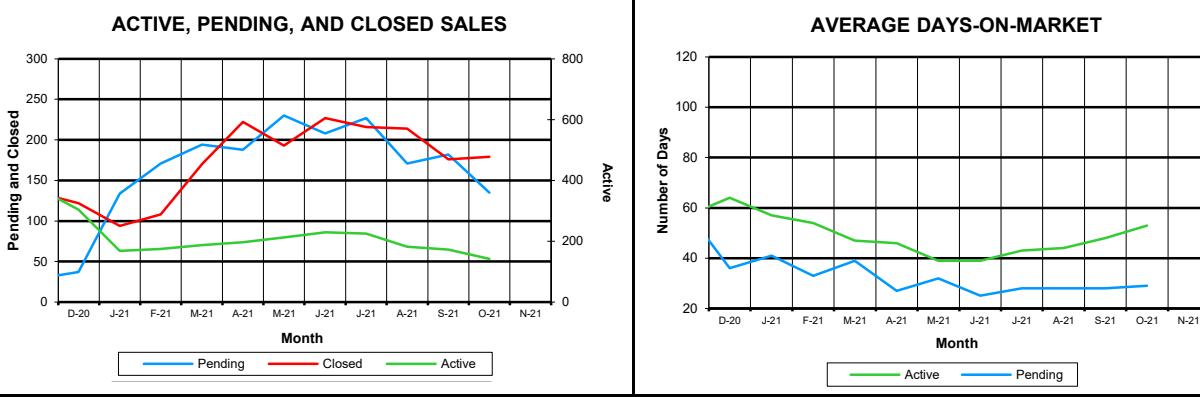
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
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
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



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-21	187	47	194	\$746,815
Apr-21	197	46	188	\$780,382
May-21	213	39	230	\$781,311
Jun-21	230	39	208	\$809,641
Jul-21	225	43	227	\$766,970
Aug-21	182	44	171	\$758,336
Sep-21	173	48	182	\$821,798
Oct-21	142	53	135	\$751,115



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

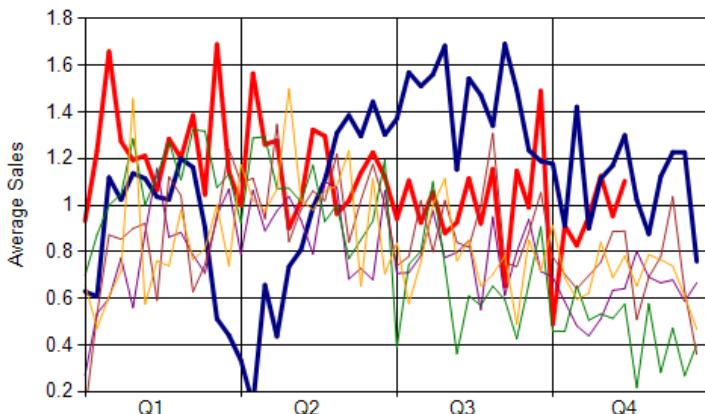


## Central Valley Week 46

Ending: Sunday, November 21, 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.	
Tracy/Mountain House		17	515	21	3	18	1.06	1.04	2%	0.93	14%	
San Joaquin County		37	680	49	11	38	1.03	1.14	-10%	1.00	3%	
Stanislaus County		4	25	4	1	3	0.75	1.11	-32%	1.04	-28%	
Merced County		18	177	24	2	22	1.22	1.29	-5%	1.07	14%	
Madera County		5	17	9	0	9	1.80	1.09	66%	1.18	52%	
Fresno County		25	100	29	2	27	1.08	1.00	8%	0.89	21%	
<b>Current Week Totals</b>	Traffic : Sales	11:1	<b>106</b>	<b>1514</b>	<b>136</b>	<b>19</b>	<b>117</b>	<b>1.10</b>	<b>1.11</b>	<b>-1%</b>	<b>0.98</b>	<b>12%</b>
Per Project Average				14	1.28	0.18	1.10					
<b>Year Ago - 11/22/2020</b>	Traffic : Sales	14:1	<b>88</b>	<b>1394</b>	<b>103</b>	<b>13</b>	<b>90</b>	<b>1.02</b>	<b>1.13</b>	<b>-9%</b>	<b>1.26</b>	<b>-19%</b>
% Change				20%	9%	32%	46%	30%	8%	-1%		
											-22%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 46

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	0.97	0.12	0.84	0.81
■	2017	51	29	1.02	0.12	0.90	0.87
■	2018	70	21	1.03	0.17	0.86	0.80
■	2019	79	22	0.93	0.15	0.78	0.77
■	2020	86	21	1.32	0.19	1.13	1.11
■	2021	105	15	1.23	0.12	1.11	1.11
% Change:		22%	-29%	-6%	-35%	-2%	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>			Demand for housing remains quite robust. Existing home sales jumped 7% in September to a 6.29 million-unit annual pace, while new home sales leaped 14% to an 800K-unit pace, or the strongest since March. The recent strength in sales suggests the slowdown in home buying this summer had more to do with limited inventory and builders struggling to deliver enough homes rather than faltering demand. For October, we forecast existing home sales moderated to a 6.22 million-unit annual pace while new home sales declined 0.7% to a 794K-unit pace. The 2.3% decline in pending home sales for September suggests some weakness as they lead existing sales by one or two months. The recent move higher in mortgage rates and persistently high home prices may also have weighed on sales during the month. When it comes to new homes, the ongoing supply logjams and labor shortages that have plagued homebuilders remain the largest constraint on sales. With supply lengthening project timelines, the growing backlog of projects should keep builders busy for the next couple of years. We have recently boosted our housing forecast for 2021 and 2022 accordingly, but slightly lowered our estimates for 2023. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary
<b>APR</b>			
<b>2.89%</b>			
<b>FHA</b>			
<b>2.25%</b>			
<b>10 Yr Yield</b>			
<b>1.59%</b>			

# The Ryness Report

Week Ending  
Sunday, November 21, 2021

Central Valley

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1 of 4

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	TR		DTMJ	42	0	1	6	0	0	39	16	0.61	0.35	
Legacy at College Park	Century	MH		DTMJ	133	0	3	79	1	1	78	68	1.44	1.48	
Portfolio at College Park	Century	MH		DTST	112	0	3	60	3	1	83	71	1.53	1.54	
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	6	6	2	2	0	29	29	1.60	1.60	
Kinbridge at Ellis	Landsea TSO	TR		DTMJ	83	0	TSO	2	0	0	18	18	0.99	0.99	
Townsend at Ellis	Landsea	TR	Rsv's	DTMJ	104	6	6	2	2	0	23	23	3.16	3.16	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	1	47	5	0	140	50	1.03	1.09	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	4	47	4	0	113	37	0.84	0.80	
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	3	28	0	0	128	60	0.93	1.30	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	1	26	0	0	99	48	0.89	1.04	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	2	2	20	1	0	176	59	1.24	1.28	
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	6	0	0	44	18	0.34	0.39	
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	69	0	0	62	62	1.68	1.68	
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	3	30	0	0	165	76	1.73	1.65	
Ean at Tracy Hills	Shea	TH		DTMJ	70	0	1	8	0	0	69	69	1.49	1.50	
Langston at Mountain House	Shea	MH		ATMJ	171	0	2	64	1	0	132	30	1.39	0.65	
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	1	19	2	1	88	52	1.19	1.13	
<b>TOTALS: No. Reporting: 17</b>			<b>Avg. Sales: 1.06</b>		<b>Traffic to Sales: 25 : 1</b>				<b>39</b>	<b>515</b>	<b>21</b>	<b>3</b>	<b>1486</b>	<b>786</b>	<b>Net: 18</b>
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills															

Stockton/Lodi					Projects Participating: 9										
					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	4	19	4	1	63	63	1.71	1.71	
Solari Ranch II	DR Horton	SK		DTST	65	0	1	8	0	0	10	10	1.08	1.08	
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	1	5	2	1	44	44	1.37	1.37	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	3	5	0	0	96	54	1.01	1.17	
Montevello II	KB Home	SK		DTST	154	0	1	15	2	0	73	60	1.34	1.30	
Santorini	KB Home	SK		DTMJ	86	0	2	22	2	0	29	29	1.83	1.83	
Verona at Destinations	KB Home	SK		ATMJ	106	0	2	17	2	2	30	30	0.97	0.97	
Keys at Westlake	Lennar	SK		DTMJ	101	0	3	35	0	0	54	35	0.75	0.76	
Seasons at Westlake Village	Richmond American S/O	SK		DTMJ	41	0	S/O	0	1	0	41	14	0.64	0.30	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 10 : 1</b>				<b>17</b>	<b>126</b>	<b>13</b>	<b>4</b>	<b>440</b>	<b>339</b>	<b>Net: 9</b>
City Codes: SK = Stockton, LD = Lodi															

# The Ryness Report

Week Ending  
Sunday, November 21, 2021

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 28										
San Joaquin 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	
Haven at River Islands	Anthem United	LP		DTMJ	128	0	3	15	0	0	125	31	0.94	0.67	
Turnleaf at the Collective	Anthem United	MN		AASF	84	3	5	16	0	1	63	46	0.54	1.00	
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	3	49	6	1	51	51	2.64	2.64	
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	4	3	15	5	2	24	24	2.90	2.90	
Haven Villas at Sundance	KB Home	MN		DTMJ	235	6	3	27	4	0	190	65	1.52	1.41	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	3	10	1	1	64	64	1.48	1.48	
Balboa at River Islands	Kiper	LP		DTMJ	77	5	2	51	4	0	29	29	1.36	1.36	
Catalina II at River Islands	Kiper	LP		DTMJ	101	2	1	21	1	0	39	39	1.05	1.05	
Skye at River Islands	Kiper	LP		DTMJ	155	0	0	37	0	0	0	0	0.00	0.00	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	3	9	0	0	104	13	0.36	0.28	
Horizon at River Islands	Lennar TSO	LP		DTMJ	143	0	TSO	20	1	0	46	46	1.18	1.18	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	2	12	0	0	51	51	1.30	1.30	
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	1	24	0	0	12	12	1.45	1.45	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	3	26	0	0	50	50	1.28	1.28	
Laguna at River Islands	Pulte	LP		DTMJ	110	3	1	11	2	0	2	2	1.56	1.56	
Sanctuary at River Islands	Pulte	LP		DTMJ	91	3	2	6	1	0	1	1	0.78	0.78	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	3	14	1	0	73	73	1.65	1.65	
Passport at Griffin Park	Raymus	MN		DTMJ	100	4	3	56	3	0	12	12	2.27	2.27	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	4	7	1	0	46	46	1.15	1.15	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	3	3	6	1	0	29	29	1.54	1.54	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	1	0	1	1	90	41	1.08	0.89	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	4	4	1	0	81	80	1.75	1.74	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	5	12	1	1	88	58	0.77	1.26	
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	1	24	0	0	12	12	1.45	1.45	
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	13	0	0	102	52	1.36	1.13	
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	5	0	0	57	38	0.51	0.83	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	1	22	0	0	94	42	1.34	0.91	
Veranda at River Islands	Van Daele	LP		DTMJ	101	3	3	42	2	0	61	61	1.52	1.52	
<b>TOTALS: No. Reporting: 28</b>	<b>Avg. Sales: 1.04</b>				<b>Traffic to Sales: 15 : 1</b>				<b>63</b>	<b>554</b>	<b>36</b>	<b>7</b>	<b>1596</b>	<b>1068</b>	<b>Net: 29</b>
City Codes: LP = Lathrop, MN = Manteca															

Stanislaus County					Projects Participating: 4										
					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	
Edgewater	DR Horton	WF		DTST	75	0	6	3	2	0	34	34	1.29	1.29	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	3	2	1	1	50	50	2.35	2.35	
Fieldstone	KB Home	HG		DTST	69	0	4	8	0	0	52	52	1.17	1.17	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	2	12	1	0	114	51	1.39	1.11	
<b>TOTALS: No. Reporting: 4</b>	<b>Avg. Sales: 0.75</b>				<b>Traffic to Sales: 6 : 1</b>				<b>15</b>	<b>25</b>	<b>4</b>	<b>1</b>	<b>250</b>	<b>187</b>	<b>Net: 3</b>
City Codes: WF = Waterford, PR = Patterson, HG = Hughson															

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
Merced 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	
Summer Creek	Bright TSO	MD		DTMJ	120	0	TSO	7	0	0	113	49	0.85	1.07	
Solera II	Century	MD		DTMJ	113	0	5	2	0	0	105	94	1.91	2.04	
Bell Crossing	DR Horton	AT		DTST	160	0	2	10	0	0	158	88	1.60	1.91	
Monterra	DR Horton	MD		DTST	165	4	2	10	2	0	158	82	1.60	1.78	
Pacheco Pointe	DR Horton	LB		DTST	64	0	2	3	2	0	59	59	1.40	1.40	
Panorama	DR Horton	MD		DTST	192	6	3	29	5	0	164	81	1.27	1.76	
Stoneridge South	DR Horton TSO	MD		DTST	69	0	TSO	6	0	0	66	66	1.64	1.64	
Villas, The	DR Horton TSO	LB		DTST	83	2	TSO	7	4	1	76	76	1.80	1.80	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	4	4	13	2	0	171	71	1.11	1.54	
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	10	2	0	169	49	0.98	1.07	
Sunflower	Legacy	MD	Rsv's	DTST	143	0	1	4	1	0	136	45	0.91	0.98	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	5	15	3	0	10	10	0.81	0.81	
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	4	3	1	1	104	81	1.42	1.76	
Sunrise Ranch	Meritage	LB		DTMJ	87	0	3	16	0	0	1	1	0.78	0.78	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	4	4	27	1	0	11	11	2.08	2.08	
Cypress Terrace	Stonefield Home	MD		DTST	91	0	2	2	0	0	89	22	0.77	0.48	
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	2	5	0	0	5	5	0.34	0.34	
Villas II, The	Stonefield Home	LB		DTST	191	0	2	8	1	0	53	53	1.23	1.23	
<b>TOTALS: No. Reporting: 18</b>	<b>Avg. Sales: 1.22</b>				<b>Traffic to Sales: 7 : 1</b>				<b>41</b>	<b>177</b>	<b>24</b>	<b>2</b>	<b>1648</b>	<b>943</b>	<b>Net: 22</b>

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

Madera 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	
Pheasant Run	Century	CW		DTMJ	70	0	2	2	1	0	6	6	1.91	1.91	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	4	3	7	3	0	146	53	1.08	1.15	
Fielding Cottages	KB Home	MDA		DTST	95	0	2	1	0	0	87	73	1.67	1.59	
Fielding Villas	KB Home	MDA		DTST	87	0	1	5	1	0	58	54	1.12	1.17	
Riverstone - Clementine I	Lennar	MDA		DTST	108	6	5	2	4	0	47	47	1.09	1.09	
<b>TOTALS: No. Reporting: 5</b>	<b>Avg. Sales: 1.80</b>				<b>Traffic to Sales: 2 : 1</b>				<b>13</b>	<b>17</b>	<b>9</b>	<b>0</b>	<b>344</b>	<b>233</b>	<b>Net: 9</b>

City Codes: CW = Chowchilla, MDA = Madera

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 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
Bravado	Century	REE		DTMJ	182	0	5	0	0	0	3	3	0.57	0.57
Market Place	Century TSO	FR		DTMJ	215	0	TSO	0	0	0	213	92	1.84	2.00
Meadowood II	Century TSO	FR		ATMJ	127	0	TSO	12	2	0	25	25	1.54	1.54
Monarch	Century	KB		DTMJ	64	0	8	0	0	0	2	2	0.12	0.12
Olivewood	Century	FR		DTMJ	169	0	4	14	2	0	29	29	1.25	1.25
River Pointe	DR Horton TSO	REE		DTMJ	84	0	TSO	1	1	0	41	41	1.25	1.25
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	32	0.91	0.70
Marshall Estates	KB Home	FO		DTST	76	0	5	9	0	2	36	36	1.97	1.97
Seville	KB Home	FR		DTST	129	2	3	14	3	0	126	75	1.45	1.63
Anatole- Clementine	Lennar	FR		DTMJ	111	4	6	1	0	0	41	41	1.18	1.18
Anatole- Coronet	Lennar	FR		DTMJ	56	5	6	1	1	0	46	46	1.32	1.32
Arboralla - Clementine	Lennar	CV		DTST	137	3	5	4	2	0	48	48	1.51	1.51
Bella Vista Skye	Lennar	FT		DTST	54	4	6	2	1	0	37	37	0.86	0.86
Brambles- Starling	Lennar	FR		ATST	150	6	7	3	2	0	41	41	1.18	1.18
Brambles- Wilde	Lennar	FR		DTST	89	5	6	5	3	0	37	37	1.06	1.06
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	2	4	0	0	55	55	1.14	1.20
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	4	4	4	2	0	9	9	1.47	1.47
Fancher Creek California II	Lennar	FR		DTMJ	106	8	5	6	6	0	24	24	2.02	2.02
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	3	0	0	117	5	0.88	0.11
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	4	3	0	0	58	56	1.20	1.22
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	2	3	0	0	19	10	0.30	0.22
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	2	3	0	0	53	35	0.84	0.76
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	4	5	3	1	0	37	25	0.59	0.54
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	0	2	3	0	0	40	38	0.63	0.83
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	4	2	2	3	0	17	17	0.55	0.55
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 1.08</b>			<b>Traffic to Sales: 3 : 1</b>			<b>100</b>	<b>100</b>	<b>29</b>	<b>2</b>	<b>1280</b>	<b>859</b>	<b>Net: 27</b>

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

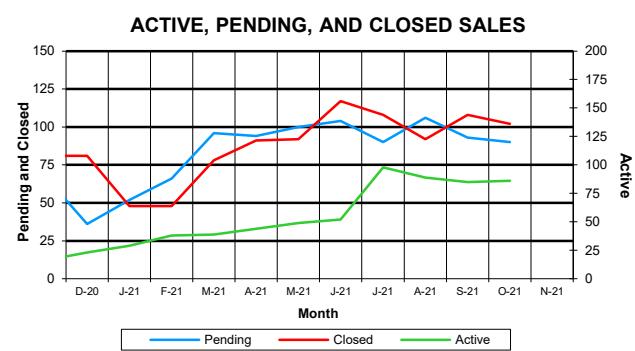
Central Valley			Projects Participating: 106								
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 106</b>		<b>Avg. Sales: 1.10</b>	<b>Traffic to Sales: 11 : 1</b>		<b>288</b>	<b>1514</b>	<b>136</b>	<b>19</b>	<b>7044</b>	<b>4415</b>	<b>Net: 117</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 , DTMJ = 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

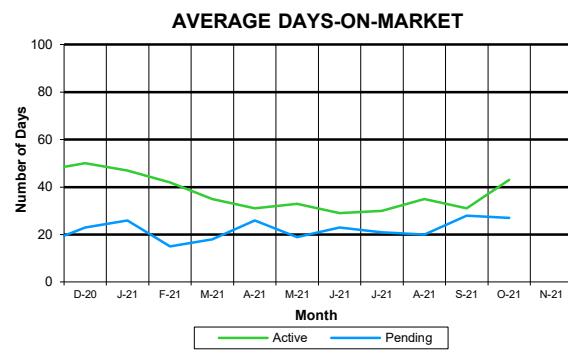
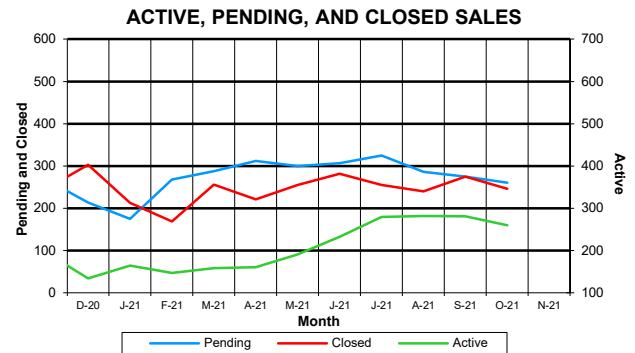
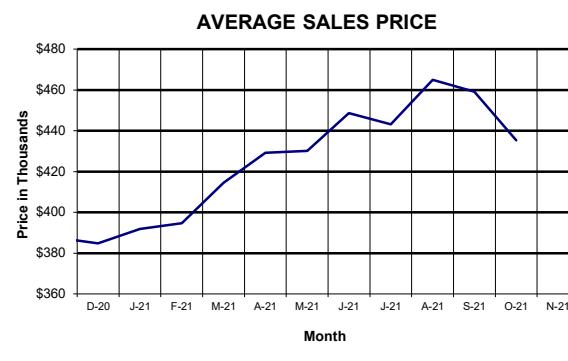
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410
Sep-21	85	26	93	16	108	693,990
Oct-21	86	27	90	24	102	725,387



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210
Aug-21	282	35	286	20	240	\$464,896
Sep-21	281	31	275	28	275	\$459,173
Oct-21	260	43	261	27	246	\$435,363



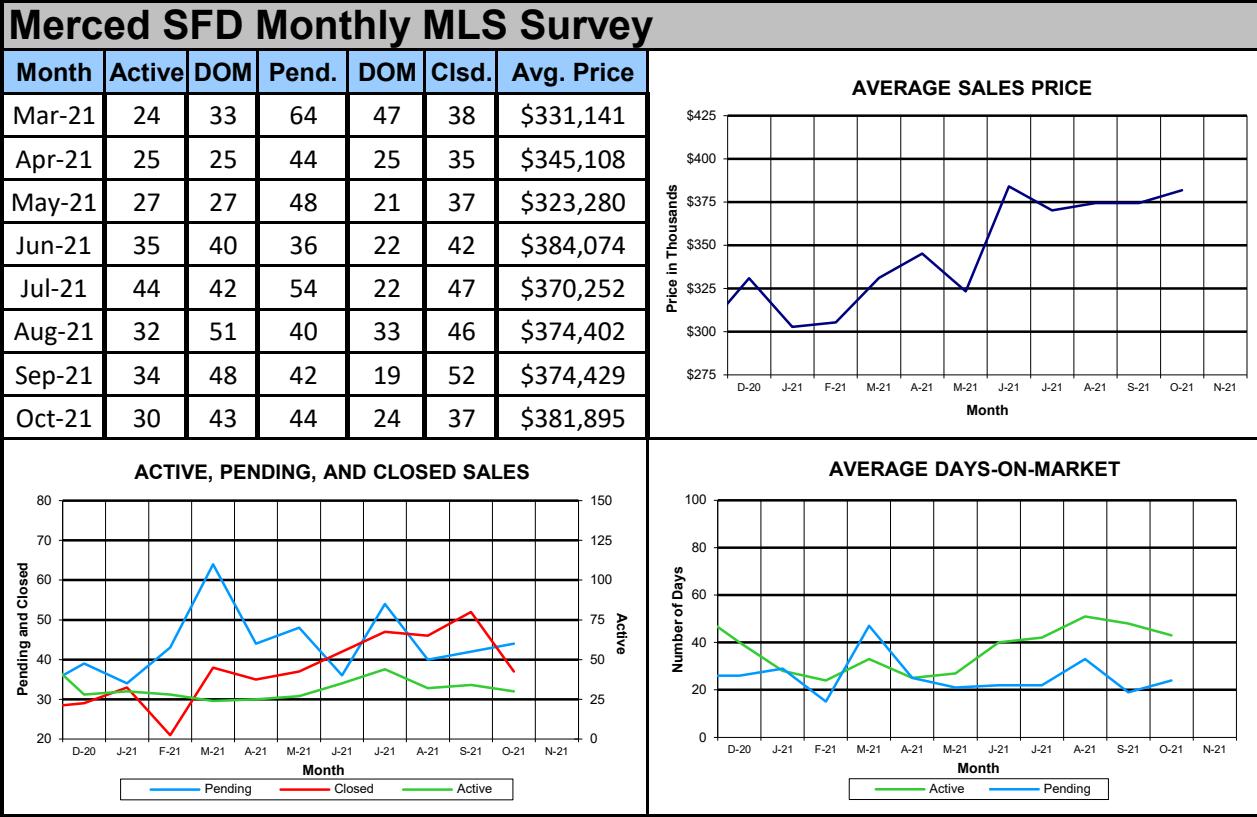
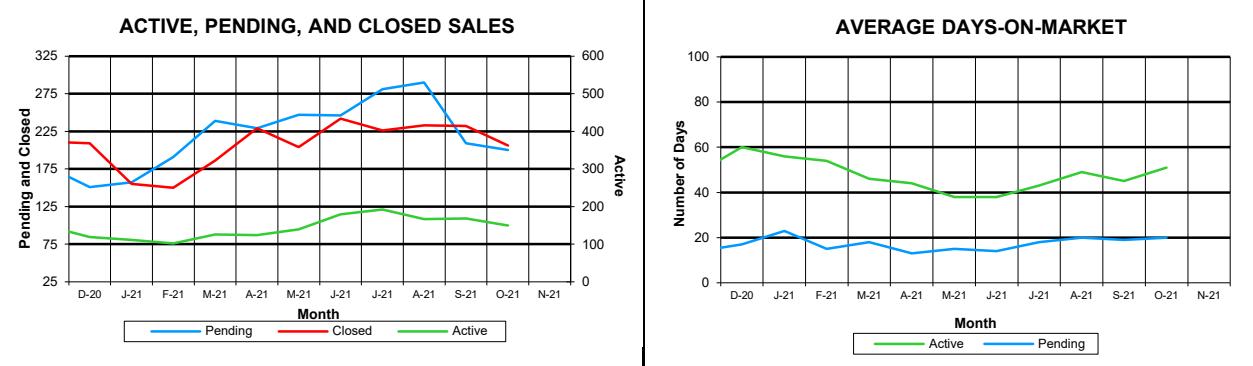


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	126	46	239	18	186	\$422,860
Apr-21	124	44	229	13	229	\$447,231
May-21	139	38	247	15	204	\$484,232
Jun-21	179	38	246	14	242	\$470,636
Jul-21	192	43	281	18	226	\$449,793
Aug-21	167	49	290	20	233	\$462,091
Sep-21	168	45	209	19	232	\$460,727
Oct-21	150	51	200	20	206	\$471,994



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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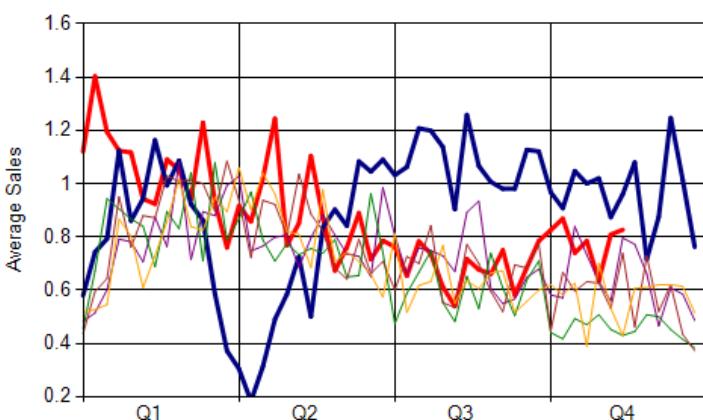
NATIONAL BUILDER DIVISION

**Ending: Sunday, November 21, 2021**

## Sacramento Week 46

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento	19	252	24	2	22	1.16	0.80	44%	0.86	35%	
Central & North Sacramento	40	515	39	5	34	0.85	0.88	-4%	0.82	4%	
Folsom	17	315	13	1	12	0.71	0.92	-23%	0.71	-1%	
El Dorado	10	104	4	1	3	0.30	0.72	-58%	0.65	-54%	
Placer & Nevada	66	1024	76	19	57	0.86	0.90	-4%	0.68	27%	
Yolo	4	29	7	1	6	1.50	0.77	96%	0.51	195%	
Amador County	1	4	0	0	0	0.00	0.62	-100%	0.67	-100%	
Northern Counties	10	84	8	4	4	0.40	0.73	-45%	0.69	-42%	
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>14 : 1</b>	<b>167</b>	<b>2327</b>	<b>171</b>	<b>33</b>	<b>0.83</b>	<b>0.86</b>	<b>-4%</b>	<b>0.73</b>	<b>13%</b>
Per Project Average			14	1.02	0.20	0.83					
<b>Year Ago - 11/22/2020</b>	<b>Traffic : Sales</b>	<b>13 : 1</b>	<b>150</b>	<b>2198</b>	<b>170</b>	<b>8</b>	<b>1.08</b>	<b>0.89</b>	<b>21%</b>	<b>1.00</b>	<b>8%</b>
% Change			11%	6%	1%	313%	-15%	-23%	-4%	-27%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 46

### 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	0.85	0.15	0.71	0.69
■	2017	137	26	0.91	0.15	0.76	0.73
■	2018	130	25	0.83	0.14	0.69	0.66
■	2019	141	22	0.88	0.13	0.75	0.73
■	2020	150	16	1.03	0.15	0.89	0.89
■	2021	162	17	0.96	0.10	0.86	0.86
% Change:		8%	5%	-7%	-32%	-3%	-4%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>2.89%</b>	APR <b>3.05%</b>	Demand for housing remains quite robust. Existing home sales jumped 7% in September to a 6.29 million-unit annual pace, while new home sales leaped 14% to an 800K-unit pace, or the strongest since March. The recent strength in sales suggests the slowdown in home buying this summer had more to do with limited inventory and builders struggling to deliver enough homes rather than faltering demand. For October, we forecast existing home sales moderated to a 6.22 million-unit annual pace while new home sales declined 0.7% to a 794K-unit pace. The 2.3% decline in pending home sales for September suggests some weakness as they lead existing sales by one or two months. The recent move higher in mortgage rates and persistently high home prices may also have weighed on sales during the month. When it comes to new homes, the ongoing supply logjams and labor shortages that have plagued homebuilders remain the largest constraint on sales. With supply lengthening project timelines, the growing backlog of projects should keep builders busy for the next couple of years. We have recently boosted our housing forecast for 2021 and 2022 accordingly, but slightly lowered our estimates for 2023. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	<b>2.25%</b>	<b>2.91%</b>	
10 Yr Yield	<b>1.59%</b>		

# The Ryness Report

Week Ending  
Sunday, November 21, 2021

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
South 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
Veranda at River Oaks	Elliott	GT		DTST	60	0	3	0	0	0	45	39	0.74	0.85
Reridae	KB Home	GT		DTST	69	0	1	10	0	0	50	50	1.43	1.43
Vintage Park	KB Home	SO		ATST	81	4	1	19	4	0	47	47	1.87	1.87
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	2	2	2	0	60	44	1.03	0.96
Avila at Fieldstone	Lennar	VN		DTMJ	134	3	2	12	3	0	113	40	0.90	0.87
Camarillo at Fieldstone	Lennar <span style="color:red">SO</span>	VN		DTMJ	110	0	<span style="color:red">SO</span>	12	2	1	110	24	0.82	0.52
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	4	2	25	3	0	191	45	1.15	0.98
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	17	2	1	60	44	1.07	0.96
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	3	12	0	0	107	27	0.80	0.59
Redwood at Parkside	Lennar	VN		DTMJ	344	4	3	1	1	0	301	44	0.88	0.96
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	0	0	0	78	16	0.66	0.35
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	1	10	0	0	32	32	1.53	1.53
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	4	3	0	0	85	32	1.06	0.70
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	1	33	0	0	96	35	0.89	0.76
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	13	34	1	0	79	32	0.74	0.70
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	17	24	4	0	88	42	0.81	0.91
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	6	6	0	0	9	9	0.63	0.63
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	1	31	1	0	24	24	0.97	0.97
Glendon Vineyards	Woodside	VN		DTST	103	0	2	1	1	0	97	40	0.78	0.87
<b>TOTALS: No. Reporting: 19</b>			<b>Avg. Sales: 1.16</b>		<b>Traffic to Sales: 11 : 1</b>				<b>65</b>	<b>252</b>	<b>24</b>	<b>2</b>	<b>1672</b>	<b>666</b>
														<b>Net: 22</b>

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

Development Name	Developer	City Code	Notes	Type	Projects Participating: 18									
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	1	0	0	0	29	19	0.51	0.41
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	1	0	0	0	47	27	0.64	0.59
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	3	0	0	0	39	20	0.53	0.43
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	3	37	0	0	92	29	0.80	0.63
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	3	38	0	1	88	22	0.76	0.48
Heritage at Gum Ranch	Elliott	FO		DTMJ	113	3	4	32	2	0	103	50	0.79	1.09
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	3	12	0	0	61	61	1.52	1.52
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	10	1	0	44	38	0.86	0.83
Oaks at Mitchell Village	KB Home	CH		DTST	74	3	3	11	2	0	47	47	1.57	1.57
Ventana	Lennar	RO		DTMJ	160	3	1	9	3	0	97	28	0.79	0.61
Verdant	Lennar	RO		DTST	157	3	3	5	1	0	87	43	1.03	0.93
Viridian	Lennar	RO		DTST	185	0	3	9	0	0	119	52	0.95	1.13
Montelena	Premier Homes	RO		DTST	169	0	1	35	1	1	162	51	1.48	1.11
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	1	2	0	0	23	8	0.22	0.17
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	4	0	0	0	30	14	0.29	0.30
Alderwood	Watt	RO		DTMJ	54	0	2	5	1	1	52	32	0.68	0.70
Acacia at Cypress	Woodside	RO		DTMJ	99	0	2	6	0	0	23	23	0.52	0.52
Magnolia at Cypress	Woodside	RO		DTMJ	178	4	4	12	3	0	110	52	0.95	1.13
<b>TOTALS: No. Reporting: 18</b>			<b>Avg. Sales: 0.61</b>		<b>Traffic to Sales: 16 : 1</b>				<b>44</b>	<b>223</b>	<b>14</b>	<b>3</b>	<b>1253</b>	<b>616</b>
<b>Net: 11</b>														

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

Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
North Sacramento					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
Artisan - The Cove	Beazer	SO		DTST	145	2	6	2	1	0	82	46	0.74	1.00
Edgeview - The Cove	Beazer	SO		ATST	156	0	16	12	1	0	77	49	1.04	1.07
Westward - The Cove	Beazer	SO		DTST	122	0	4	1	0	0	46	14	0.53	0.30
Windrow - The Cove	Beazer TSO	SO		DTST	167	1	TSO	3	1	0	101	31	0.95	0.67
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	3	20	0	1	92	44	0.88	0.96
Mbraga	DR Horton	AO		DTMJ	162	3	3	30	2	0	105	70	1.52	1.52
Citrine at Barrett Ranch	Lennar	AO		DTST	53	3	3	8	2	0	9	9	0.72	0.72
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	2	37	1	0	58	46	0.96	1.00
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	1	38	0	0	60	53	1.00	1.15
Northlake - Atla	Lennar TSO	SO		DTMJ	116	0	TSO	8	0	0	42	42	0.95	0.95
Northlake - Bleau	Lennar TSO	SO		DTMJ	236	3	TSO	10	4	0	49	49	1.11	1.11
Northlake - Crestvue	Lennar TSO	SO		DTMJ	97	2	TSO	10	2	0	42	42	0.95	0.95
Northlake - Drifton	Lennar TSO	SO		DTMJ	134	2	TSO	10	2	0	32	32	0.89	0.89
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	10	1	0	45	45	1.02	1.02
Northlake - Shor	Lennar TSO	SO		DTMJ	140	1	TSO	10	2	1	47	47	1.06	1.06
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	0	TSO	10	0	0	45	45	1.02	1.02
Northlake - Wavmrr	Lennar TSO	SO		DTMJ	153	0	TSO	8	0	0	45	45	1.02	1.02
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	5	0	0	10	10	0.69	0.69
NUVO Artisan Square	The New Home Co	SO		ATST	145	6	4	19	4	0	117	83	1.38	1.80
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	29	1	0	61	61	1.80	1.80
Mystique	Watt	SO		ATST	57	0	3	8	1	0	54	17	0.50	0.37
Portisol at Artisan Square	Williams	SO		ATST	95	0	2	4	0	0	25	18	0.44	0.39
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 1.05</b>			<b>Traffic to Sales: 12 : 1</b>				<b>50</b>	<b>292</b>	<b>25</b>	<b>2</b>	<b>1244</b>	<b>898</b>
<b>Net: 23</b>														

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17									
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	2	14	1	0	90	39	1.01	0.85
Sycamore Creek	JMC	FM		DTMJ	86	0	3	46	1	1	29	27	0.59	0.59
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	1	17	1	0	70	60	1.35	1.30
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	3	17	1	0	46	46	1.43	1.43
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	3	2	0	0	21	21	0.97	0.97
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	2	0	0	20	20	0.93	0.93
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	2	0	0	46	46	1.12	1.12
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	3	18	0	0	106	53	1.12	1.15
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	0	0	0	55	33	0.70	0.72
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	1	1	0	0	63	39	0.86	0.85
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	3	3	0	0	19	19	0.64	0.64
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	5	16	2	0	99	38	0.94	0.83
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	4	12	2	0	101	27	0.99	0.59
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	1	44	2	0	59	41	1.03	0.89
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	4	3	29	2	0	75	38	0.82	0.83
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	3	3	46	1	0	118	46	1.14	1.00
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	1	46	0	0	44	44	1.10	1.10
<b>TOTALS: No. Reporting: 17</b>					<b>Traffic to Sales: 24 : 1</b>			<b>40</b>	<b>315</b>	<b>13</b>	<b>1</b>	<b>1061</b>	<b>637</b>	<b>Net: 12</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	Rsv's	DTMJ	51	0	1	18	0	0	24	24	0.82	0.82
Alder at Saratoga Estates	Elliott TSO	BH		DTMJ	115	0	TSO	30	1	1	67	38	0.95	0.83
Manzanita at Saratoga	Elliott TSO	BH		DTMJ	202	0	TSO	28	0	0	40	25	0.61	0.54
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	1	15	0	0	24	19	0.46	0.41
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	2	0	0	0	79	26	0.77	0.57
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	92	0	2	2	0	0	90	28	0.54	0.61
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	165	0	1	3	2	0	152	39	0.91	0.85
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	3	3	3	1	0	158	54	0.95	1.17
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	3	5	0	0	11	11	0.53	0.53
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	1	0	0	0	2	2	0.47	0.47
<b>TOTALS: No. Reporting: 10</b>					<b>Traffic to Sales: 26 : 1</b>			<b>14</b>	<b>104</b>	<b>4</b>	<b>1</b>	<b>647</b>	<b>266</b>	<b>Net: 3</b>
City Codes: RE = Rescue, BH = El Dorado Hills														

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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	11	2	1	0	21	21	0.70	0.70
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	12	11	0	0	14	14	0.63	0.63
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	0	3	17	0	0	33	29	0.65	0.63
Carnelian	Blue Mountain	GB		ATMJ	28	0	2	7	0	0	18	18	0.46	0.46
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	4	17	0	0	4	4	0.30	0.30
Balboa	DR Horton	R/V		DTST	127	0	2	14	0	0	47	47	1.46	1.46
Cerrada	DR Horton	LL		DTST	166	4	4	10	3	0	121	76	1.34	1.65
Heartland at Independence	DR Horton	LL		DTMJ	98	0	1	5	1	0	17	17	1.38	1.38
Traditions at Independence	DR Horton	LL		DTST	97	5	4	5	5	2	18	18	1.07	1.07
Winding Creek- The Wilds	DR Horton	R/V		DTST	62	0	1	13	5	1	61	61	1.70	1.70
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	6	59	1	0	19	19	0.89	0.89
Broadlands	JMC	LL		DTST	77	0	1	20	3	0	75	45	1.04	0.98
Fairbrook at Fiddym Farms	JMC	R/V		DTMJ	115	3	3	95	2	1	27	27	0.86	0.86
Meadow brook at Fiddym Farms	JMC	R/V		DTMJ	80	0	2	64	0	0	37	37	1.18	1.18
Monument Village at Sierra Vista	JMC	R/V		DTST	187	4	1	33	4	0	176	66	1.37	1.43
Palisade Village	JMC	R/V		DTST	232	4	2	30	4	0	176	77	1.58	1.67
Pinnacle Village	JMC	R/V		DTMJ	127	0	2	20	0	0	121	30	0.94	0.65
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	4	4	59	2	0	58	42	0.95	0.91
Sagebrook at Fiddym Farms	JMC	R/V		DTMJ	122	0	2	93	1	0	26	26	0.83	0.83
Sentinel	JMC	R/V		DTST	132	0	5	39	0	3	123	47	1.38	1.02
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	3	8	1	0	100	43	1.20	0.93
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	4	4	4	1	0	4	4	0.97	0.97
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	2	5	1	1	43	23	0.45	0.50
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	1	6	1	0	119	46	0.87	1.00
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	3	5	1	1	30	30	0.85	0.85
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	3	11	1	0	155	51	1.19	1.11
Andorra at Sierra West	Lennar	R/V		DTMJ	101	0	1	5	0	0	47	39	0.79	0.85
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	2	4	13	1	0	57	49	1.03	1.07
Breckenridge at Sierra West	Lennar	R/V		DTMJ	181	0	1	5	0	0	2	2	0.31	0.31
Chantilly at Campus Oaks	Lennar	R/V		DTMJ	86	3	3	4	3	0	13	13	1.57	1.57
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	2	8	1	0	38	35	0.79	0.76
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	117	0	1	1	0	0	2	2	0.14	0.14
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	1	2	0	0	154	31	0.84	0.67
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	3	2	1	1	150	40	0.81	0.87
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	3	3	2	1	0	170	35	0.90	0.76
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	142	0	2	1	0	0	1	1	0.06	0.06
Lumiere at Sierra West	Lennar	R/V		DTMJ	129	3	3	5	2	0	47	38	0.78	0.83
Meribel at Sierra West	Lennar	R/V		DTMJ	98	0	2	4	1	0	53	35	0.84	0.76
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	30	0	2	3	1	0	4	4	0.30	0.30
Novara at Fiddym	Lennar	R/V		DTST	105	0	1	12	1	0	69	36	0.96	0.78
Pavia at Fiddym Farm	Lennar	R/V		DTST	94	0	2	9	0	0	66	37	0.90	0.80
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	0	1	19	4	1	71	38	0.91	0.83
St. Mritz at Sierra	Lennar	R/V		DTMJ	143	0	1	5	1	0	50	44	0.82	0.96
Meadowlands 60s	Meritage	LL		DTMJ	92	0	3	13	1	1	27	27	1.03	1.03
Meadowlands 70s	Meritage	LL		DTMJ	15	0	2	3	1	0	9	9	0.76	0.76

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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
Roam at Winding Creek	Meritage	RV		DTMJ	95	3	4	12	1	1	2	2	0.88	0.88
Winding Creek - Trek	Meritage	RV		DTMJ	74	3	3	11	2	1	57	57	1.46	1.46
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	2	3	11	2	0	72	46	0.97	1.00
Revere at Independence	Richmond American	LL		DTMJ	122	0	3	3	0	1	63	63	1.40	1.37
Sagewood at Sierra Pine	Richmond American	RK		DTMJ	66	6	4	4	4	0	61	49	1.09	1.07
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	2	0	1	1	4	4	1.22	1.22
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	14	8	1	1	48	48	1.17	1.17
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	30	3	0	0	90	50	1.17	1.09
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	9	4	0	0	53	31	0.69	0.67
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	9	6	0	0	35	35	0.85	0.85
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	30	20	0	0	39	39	1.33	1.33
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	15	25	0	1	30	30	1.02	1.02
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	31	20	3	1	29	29	0.99	0.99
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	11	11	0	0	38	10	0.49	0.22
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	32	0	0	9	9	1.09	1.09
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	3	19	1	0	65	26	0.56	0.57
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	3	3	18	2	0	44	44	1.26	1.26
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	18	0	0	29	29	0.83	0.83
Timbercove at Sierra Pine	TRI Pointe	RK		DTST	71	0	2	15	1	0	64	51	1.18	1.11
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	3	12	1	0	88	42	0.96	0.91
<b>TOTALS: No. Reporting: 65</b>	<b>Avg. Sales: 0.88</b>				<b>Traffic to Sales: 13 : 1</b>			<b>310</b>	<b>1020</b>	<b>76</b>	<b>19</b>	<b>3593</b>	<b>2127</b>	<b>Net: 57</b>

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

Nevada 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
Timberwood Estates	Hilbers	GV		DTST	45	0	2	4	0	0	21	11	0.14	0.24
<b>TOTALS: No. Reporting: 1</b>	<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: N/A</b>			<b>2</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>11</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 4									
					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	WS		DTST	222	0	4	6	1	1	209	40	1.00	0.87
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	5	3	11	3	0	28	28	0.88	0.88
Cannery - Gala	The New Home Co	DV		ATMJ	120	4	3	10	2	0	96	23	0.44	0.50
Pines at Spring Lake	Woodside	WL		DTMJ	83	0	1	2	1	0	82	39	0.87	0.85
<b>TOTALS: No. Reporting: 4</b>	<b>Avg. Sales: 1.50</b>				<b>Traffic to Sales: 4 : 1</b>			<b>11</b>	<b>29</b>	<b>7</b>	<b>1</b>	<b>415</b>	<b>130</b>	<b>Net: 6</b>

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

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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	Av. Sls /Week	Av. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	3	4	0	0	8	8	0.65	0.65
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>3</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>8</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	Av. Sls /Week	Av. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	3	3	0	1	101	30	1.16	0.65
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: -1.00</b>					<b>Traffic to Sales: N/A</b>	<b>3</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>101</b>	<b>30</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	Av. Sls /Week	Av. Sls /YTD
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	3	24	0	0	61	23	0.66	0.50
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK	Rsv's	DTMU	52	0	2	2	0	0	45	12	0.49	0.26
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	1	19	3	2	16	16	1.22	1.22
Sumerset at The Orchards	JMC	MS		DTST	96	0	2	3	0	0	86	37	1.09	0.80
Sonoma Ranch	Lennar	PLK		DTST	208	0	4	2	0	0	194	35	1.01	0.76
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	1	7	0	0	41	31	0.68	0.67
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	0	3	17	2	0	28	28	1.07	1.07
Seasons at River Oaks	Richmond American	OL		DTST	83	0	1	1	2	1	45	45	1.00	0.98
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	4	5	6	1	0	68	46	1.04	1.00
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.56</b>					<b>Traffic to Sales: 10 : 1</b>	<b>22</b>	<b>81</b>	<b>8</b>	<b>3</b>	<b>584</b>	<b>273</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: 0.83</b>	<b>Traffic to Sales: 14 : 1</b>		<b>564</b>	<b>2327</b>	<b>171</b>	<b>33</b>	<b>10599</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

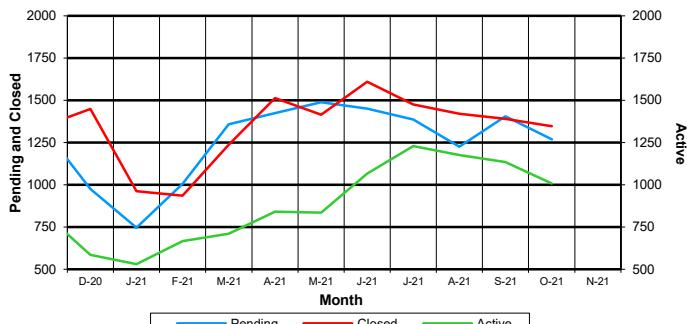
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023
Aug-21	1,176	35	1,225	21	1,420	\$580,299
Sep-21	1,135	36	1,405	22	1,391	\$557,624
Oct-21	1,007	39	1,269	24	1,347	\$560,893

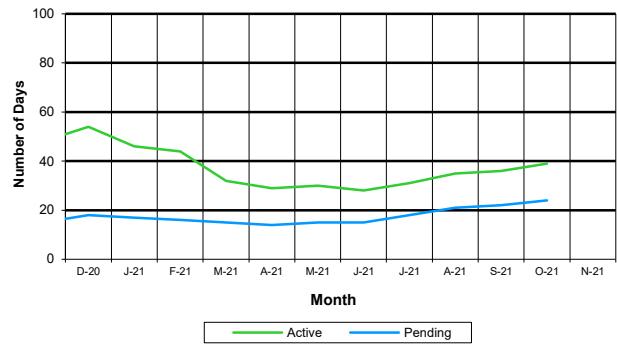
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



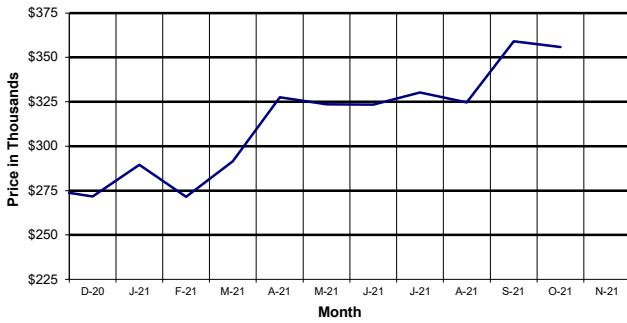
### AVERAGE DAYS-ON-MARKET



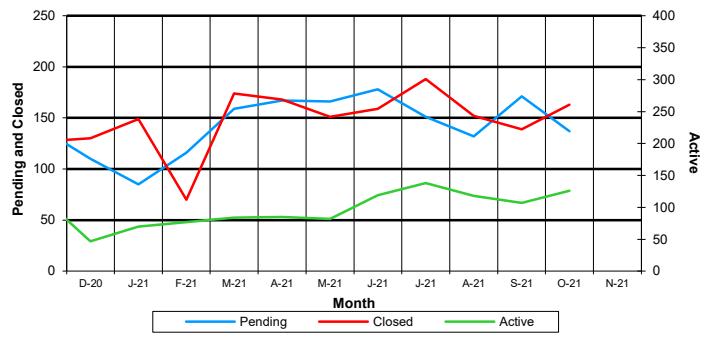
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324
Jul-21	138	26	151	20	188	\$330,251
Aug-21	118	27	132	21	152	\$324,630
Sep-21	107	33	171	21	139	\$359,107
Oct-21	126	31	137	26	163	\$355,793

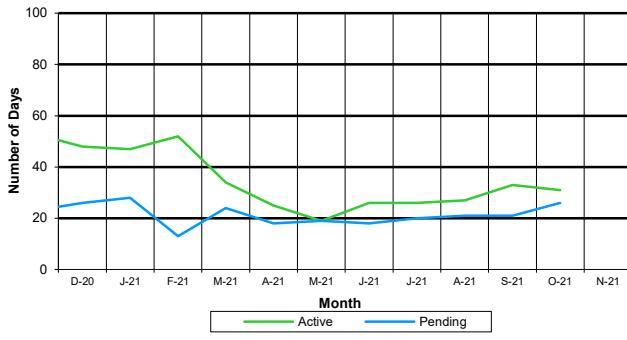
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



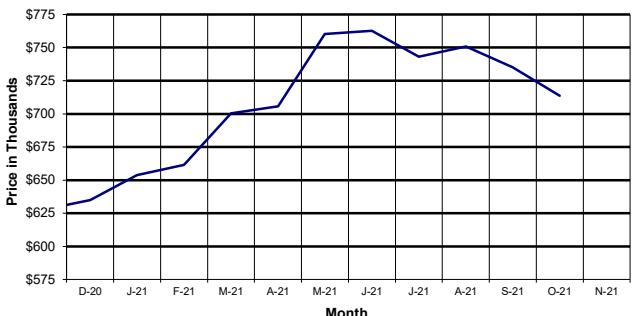
# The Ryness Company

Marketing Research Department

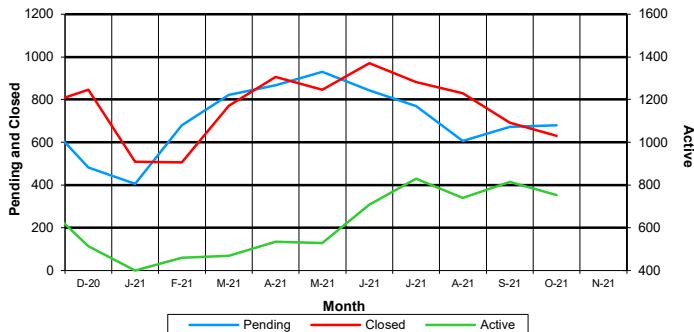
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605
Jul-21	829	38	769	19	882	\$743,192
Aug-21	739	46	606	23	829	\$750,729
Sep-21	815	48	672	25	692	\$735,158
Oct-21	753	51	680	27	630	\$713,658

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



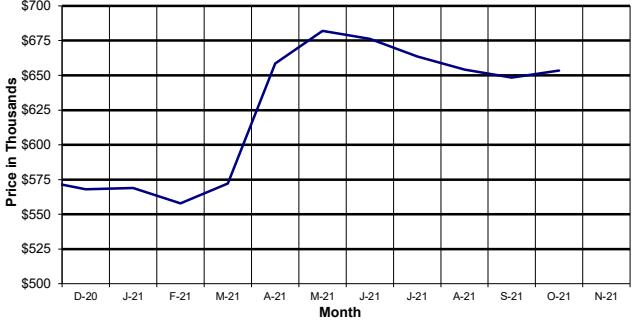
AVERAGE DAYS-ON-MARKET



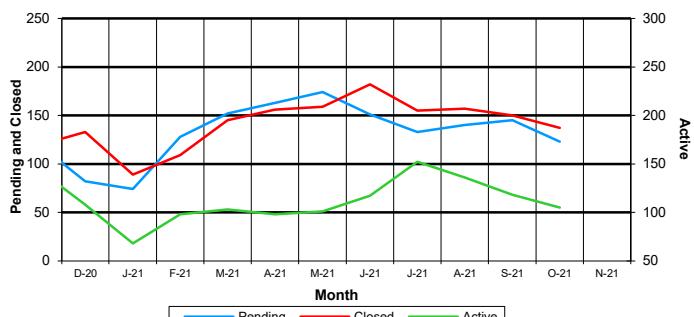
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

