

# THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 17, Ending April 28, 2019

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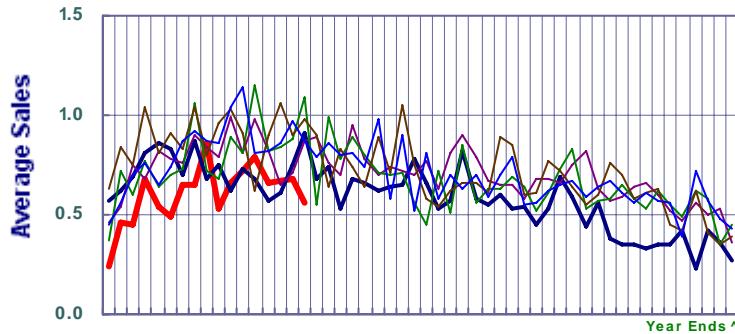
## LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Central-North Orange	88	2,848	47	7	40	0.45	0.57	-20%	0.62	-27%	
Coastal-South Orange	35	743	10	3	7	0.20	0.43	-53%	0.49	-59%	
Los Angeles	48	937	34	5	29	0.60	0.51	18%	0.53	13%	
Santa Clarita / Antelope	18	572	16	5	11	0.61	0.69	-12%	0.82	-25%	
Ventura	8	182	8	0	8	1.00	0.77	30%	0.84	19%	
Santa Barbara-San Luis Obispo	11	182	6	0	6	0.55	0.69	-21%	0.71	-23%	
Kern-Tulare-Kings	28	424	34	4	30	1.07	1.01	6%	1.07	0%	
<b>Current Week Totals</b>	Traffic : Sales 38 : 1	<b>236</b>	<b>5,888</b>	<b>155</b>	<b>24</b>	<b>131</b>	<b>0.56</b>	<b>0.61</b>	<b>-8%</b>	<b>0.66</b>	<b>-16%</b>
Per Project Average			25	0.66	0.10	0.56					
<b>Year Ago - 04/29/2018</b>	Traffic : Sales 33 : 1	<b>190</b>	<b>6,387</b>	<b>191</b>	<b>18</b>	<b>173</b>	<b>0.91</b>	<b>0.70</b>	<b>29%</b>	<b>0.73</b>	<b>25%</b>
% Change		24%	-8%	-19%	33%	-24%	-39%	-14%			-9%

### 2019 LA-Orange-North Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 17 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	128	54	0.90	0.11	0.79	0.71
■	2015	140	50	0.97	0.12	0.85	0.73
■	2016	170	47	0.86	0.13	0.74	0.68
■	2017	159	38	0.92	0.13	0.79	0.71
■	2018	178	32	0.82	0.10	0.72	0.58
■	2019	229	28	0.70	0.09	0.61	0.61
% Change :		29%	-14%	-15%	-7%	-16%	5%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.04%	4.16%
FHA	3.72%	3.78%
10 Yr Yield	2.53%	



Total housing starts fell 0.3% in March to a seasonally adjusted annual rate of 1.14 million units from a downwardly revised reading in February, according to a report from the U.S. Housing and Urban Development and Commerce Department that was delayed due to the partial government shutdown. The March reading of 1.14 million is the number of housing units builders would begin construction if they kept this pace for the next 12 months. Within this overall number, single-family starts fell 0.4% to 785,000 units. The multifamily sector, which includes apartment buildings and condos, remained flat at 354,000. "Despite signs of stabilization of confidence in the marketplace, housing affordability continues to be a concern as housing construction weakens into March," said Greg Ugalde, chairman of the National Association of Home Builders. "Data in the early months of 2019 show single-family starts are off 5% from this time in 2018, with notable weakness in the Midwest and West," said NAHB Chief Economist Robert Dietz. "Several factors are negatively affecting the housing market, including excessive regulations, a lack of buildable lots and ongoing labor shortages. Recent declines in mortgage rates should help support the market in future months however." Regionally, combined single-family and multi-family starts year to date declined 14.2% in the Northeast, 10.9% in the Midwest and 27.1% in the West. Starts posted a 1.5% increase in the South. Overall permits, which are often a harbinger of future housing production edged 1.7% lower in March to 1.27 million units. Single-family permits fell 1.1% to an annualized pace of 808,000, while multifamily permits dropped 2.7% to an annual rate of 461,000. Source: Elizabeth Thompson NAHB

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Development Name	Developer	City Code	Notes	Type	Projects								Participating : 72			In Area : 72		
Central Orange					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Beverly at Eastwood Village	Brookfield	Ir		DTMU	80	0	4	29	0	0	38	5	0.42	0.29				
Delano at Eastwood Village	Brookfield	Ir		ATMU	129	0	1	30	0	0	128	9	1.12	0.53				
Legado at Portola Springs	Brookfield	Ir		DTMU	190	0	9	71	3	0	151	17	0.91	1.00				
Carissa	California Pacific	Ir		ATMU	96	0	5	30	0	0	27	9	0.71	0.53				
Talise	California Pacific	Ir		DTMU	112	0	7	57	0	0	39	10	0.55	0.59				
C2E Irvine	Intracorp	Ir		ATMU	71	0	7	22	0	0	48	11	0.80	0.65				
Lux	Intracorp	Ir		ATMU	39	0	11	29	1	0	12	12	0.89	0.89				
Barcelona at Los Olivos Village	Irvine Pacific	Ir		DTMU	169	0	2	39	0	0	24	3	0.53	0.18				
Como at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	85	0	2	21	0	0	52	2	0.65	0.12				
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	123	0	2	25	0	0	41	3	0.51	0.18				
Marin at Eastwood Village	Irvine Pacific	Ir		DTMU	325	0	2	39	0	0	292	7	1.75	0.41				
Ravello at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	152	0	3	36	0	0	12	10	0.57	0.59				
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	135	3	4	26	1	0	48	7	0.60	0.41				
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	95	0	2	23	1	0	40	13	0.50	0.76				
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	149	0	3	24	0	0	70	12	0.88	0.71				
Deco at Cadence Park	K Hovnanian	Ir		SFD	93	0	3	13	0	0	42	11	0.77	0.65				
Elderberry at Portola Springs	KB Home	Ir		DTMU	68	0	3	61	1	0	59	15	0.67	0.88				
Euclid Place	KB Home	An		DTMU	39	0	1	20	1	0	6	6	0.39	0.39				
Prado at Cadence Park	KB Home	Ir		ATT	87	0	2	30	0	0	22	12	0.64	0.71				
Adagio at Cadence park	Lennar	Ir		DTMU	53	0	4	69	0	0	47	6	0.82	0.35				
Aldea at Travata	Lennar	Ir	AASF		105	0	3	13	1	0	21	11	0.38	0.65				
Aurora at Altair Irvine	Lennar	Ir		DTMU	82	0	2	33	0	0	60	9	0.65	0.53				
Cantata at Cadence Park	Lennar	Ir		DTMU	67	0	2	69	3	1	43	21	0.75	1.24				
Capella at Cadence Park	Lennar	Ir		DTMU	62	0	2	69	0	0	19	8	0.33	0.47				
Castillo at Travata	Lennar	Ir		DTMU	77	0	5	38	0	0	52	4	0.73	0.24				
Celestial at Altair Irvine	Lennar	Ir		DTMU	86	0	10	41	0	0	47	10	0.51	0.59				
Chorus at Cadence Park	Lennar	Ir		ATMU	56	0	3	69	1	0	49	13	1.03	0.76				
Crescendo at Cadence Park	Lennar	Ir		DTMU	63	0	2	69	0	0	16	9	0.28	0.53				
Eclipse at Altair Irvine	Lennar	Ir		DTMU	72	0	7	41	0	0	62	9	0.67	0.53				
Encore at Cadence Park	Lennar	Ir		DTMU	106	0	3	69	0	0	30	6	0.52	0.35				
Hudson at Central Park West	Lennar	Ir		ATMU	176	0	2	41	0	0	118	13	1.78	0.76				
Lumiere	Lennar	Ir		DTMU	79	0	2	41	0	0	40	5	0.51	0.29				
Marcato at Cadence Park	Lennar	Ir		DTMU	48	0	5	69	0	0	32	1	0.56	0.06				
Obsidian at Parasol Park	Lennar	Ir		ATMU	77	0	3	18	0	0	72	1	0.58	0.06				
Palencia at Travata	Lennar	Ir		DTMU	61	0	4	33	0	0	30	6	0.40	0.35				
Rockefeller Central Park West	Lennar	Ir		ATMU	22	0	3	41	0	0	16	2	0.15	0.12				
Serenade at Cadence Park	Lennar	Ir		DTMU	46	0	2	69	0	0	28	5	0.49	0.29				
Solstice at Altair Irvine	Lennar	Ir		DTMU	65	0	2	33	0	0	48	1	0.52	0.06				
Starlight at Altair Irvine	Lennar	Ir		DTMU	91	0	3	33	1	0	45	6	0.49	0.35				
Tribeca at Central Park West	Lennar	Ir		ATMU	120	0	3	41	0	0	67	2	0.67	0.12				
Windchime at Parasol Park	Lennar	Ir		ATMU	118	0	3	2	0	0	115	3	1.08	0.18				
Chateau Estates	Melia	GG		DTMU	35	0	2	72	2	0	16	16	2.60	2.60				
City Square	Meritage	Ir		ATMU	44	0		17	0	0	0	0	0.00	0.00				
District Walk	Olson	An		ATMU	42	0	7	35	1	0	7	7	0.94	0.94				
Tapestry Walk	Olson	An		ATMU	120	0	5	15	1	0	115	7	1.18	0.41				
Greenleaf	Pinnacle	GG		ATT	17	0	1	21	0	0	10	4	0.25	0.24				
Duet at Cadence Park	Pulte	Ir		SFD	96	0	5	15	0	1	31	5	0.85	0.29				
Avila at Eastwood Village	Richmond American	Ir		DTMU	83	0	3	23	1	0	67	9	0.76	0.53				
Cabaletta at Cadence Park	Richmond American	Ir	Update	ATT	70	0	8	24	0	0	22	15	0.46	0.88				

( Central Orange ) Continued ...

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Development Name	Developer	City Code	Notes	Type	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
<b>Central Orange</b>					<b>Projects</b>					<b>Participating : 72</b>			<b>In Area : 72</b>	
Continued ...														
Juniper at Portola Springs	Richmond American	Ir		DTMU	109	0	3	31	0	0	64	13	<b>0.58</b>	<b>0.76</b>
Artisan at South Coast	Shea	SA		DTMU	42	0	5	19	0	0	20	13	<b>0.46</b>	<b>0.76</b>
Padova at Orchid Hills	Shea	Ir		DTMU	99	3	4	39	1	0	69	5	<b>0.65</b>	<b>0.29</b>
Avery at The Grove	Taylor Morrison	SA		DTMU	22	0	3	11	0	0	4	4	<b>0.18</b>	<b>0.24</b>
Muse at Cadence Park	Taylor Morrison	Ir		ATMU	70	0	11	34	2	0	34	13	<b>0.72</b>	<b>0.76</b>
Vintage at Old town	Taylor Morrison	Ts		ATMU	140	3	4	30	2	1	17	12	<b>0.79</b>	<b>0.71</b>
Lucca at Orchard Hills	The New Home Co	Ir		DTMU	40	0	1	3	0	0	39	1	<b>0.41</b>	<b>0.06</b>
Marywood Hills	The New Home Co	Or		DTMU	40	0	2	32	0	0	10	7	<b>0.19</b>	<b>0.41</b>
Morro at Eastwood Village	The New Home Co	Ir		DTMU	81	0	4	14	0	0	36	4	<b>0.40</b>	<b>0.24</b>
Lyric at Cadence Park	TRI Pointe	Ir		DTMU	70	0	11	17	0	0	27	11	<b>0.47</b>	<b>0.65</b>
StrataPointe	TRI Pointe	BP		ATMU	149	0	1	12	0	0	148	11	<b>1.35</b>	<b>0.65</b>
Varenna	TRI Pointe	Ir		DTMU	135	0	10	12	1	0	89	9	<b>0.62</b>	<b>0.53</b>
Lewis + Mason	Trumark	An		ATT	153	0	15	29	1	1	45	9	<b>1.43</b>	<b>0.53</b>
Magnolia Park I and II	Van Daele	An		SFD	53	0	8	40	1	1	45	16	<b>0.95</b>	<b>0.94</b>
Calistoga at Eastwood	William Lyon	Ir		DTMU	60	0	3	0	0	0	57	0	<b>0.38</b>	<b>0.00</b>
Echo at Novel Park	William Lyon	Ir		DTMU	64	3	3	12	1	0	3	3	<b>0.32</b>	<b>0.32</b>
Flora Park	William Lyon	Cy		AASF	244	6	4	70	4	0	175	50	<b>3.22</b>	<b>2.94</b>
Fringe at Novel Park	William Lyon	Ir		ATMU	112	0	2	12	0	0	1	1	<b>0.23</b>	<b>0.23</b>
Modo at Novel Park	William Lyon	Ir		ATMU	70	0	3	12	0	0	9	9	<b>2.03</b>	<b>2.03</b>
Nova at Novel Park	William Lyon	Ir		ATMU	55	3	4	2	2	1	17	17	<b>3.84</b>	<b>3.84</b>
Revo at Novel Park	William Lyon	Ir		ATMU	120	0	2	12	0	0	1	1	<b>0.29</b>	<b>0.29</b>
Trend at Novel Park	William Lyon	Ir		ATMU	48	0	2	12	0	0	1	1	<b>0.29</b>	<b>0.29</b>
Verge at Novel Park	William Lyon	Ir		ATMU	67	0	3	12	0	0	3	3	<b>0.68</b>	<b>0.68</b>
<b>TOTALS: No. Reporting:</b>	<b>72</b>	<b>Avg. Sales: 0.39</b>	<b>Traffic to Sales: 68 : 1</b>			<b>287</b>	<b>2315</b>	<b>34</b>	<b>6</b>	<b>3390</b>	<b>601</b>	<b>Net: 28</b>		

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

North Orange	Projects	Participating : 8	In Area : 8							
Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Newbury	Brandywine	YL	DTMU	15	0	2	18	0	0	
Magnolia at Loma Vista	Lennar	YL	ATMU	62	0	3	82	1	0	
Primrose at Loma Vista	Lennar	YL	ATMU	94	0	3	82	0	0	
Jasmine at Loma Vista	Melia	YL	ATMU	36	0	8	41	2	0	
Portola Walk	Olson	LH	ATT	50	0	6	31	1	1	
Skylark	Shea	LH	ATMU	32	3	4	18	1	0	
Wedgewood	Shea	YL	DTMU	22	0	2	49	1	0	
Agave at La Floresta	The New Home Co	Br	AAAT	80	0	6	14	0	0	
<b>TOTALS: No. Reporting:</b>	<b>8</b>	<b>Avg. Sales: 0.63</b>	<b>Traffic to Sales: 56 : 1</b>	<b>34</b>	<b>335</b>	<b>6</b>	<b>1</b>	<b>175</b>	<b>124</b>	<b>Net: 5</b>

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

North Coastal Orange	Projects	Participating : 8	In Area : 8							
Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Aura	DeNova	CM	DTMU	33	0	4	3	0	0	
Elara	DeNova	CM	DTMU	56	0	7	30	1	0	
Place, The	Intracorp	CM	DTMU	42	5	4	13	1	0	
Lido Villas	Landsea	NB	ATMU	23	3	2	50	2	0	
Ebb Tide	MBK	NB	Update	81	0	6	0	0	0	
17 West Live/Work	Meritage	CM	ATMU	89	0	7	9	1	0	
17 West Lofts	Meritage	CM	ATMU	46	0	8	12	1	0	
<b>TOTALS: No. Reporting:</b>	<b>8</b>	<b>Avg. Sales: 0.63</b>	<b>Traffic to Sales: 56 : 1</b>	<b>34</b>	<b>335</b>	<b>6</b>	<b>1</b>	<b>175</b>	<b>124</b>	<b>Net: 5</b>

( North Coastal Orange ) Continued ...

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Development Name	Developer	City Code	Notes	Type										
North Coastal Orange					Projects			Participating : 8			In Area : 8			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Parkside Estates	Shea	HB		DTMU	111	0	2	81	1	0	34	18	0.82	1.06
<b>TOTALS:</b> No. Reporting: 8		Avg. Sales: 0.88			Traffic to Sales: 28 : 1	40	198	7	0	292	73	Net: 7		

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

South Coastal Orange					Projects			Participating : 6			In Area : 6			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Aqua Sea Summit	Taylor Morrison	SCI		DTMU	127	0	3	24	0	0	124	1	0.63	0.06
Azure Sea Summit	Taylor Morrison	SCI		DTMU	81	0	2	24	0	0	68	8	0.38	0.47
Indigo Sea Summit	Taylor Morrison	SCI		DTMU	24	0	1	24	0	0	19	1	0.14	0.06
Sapphire Sea Summit	Taylor Morrison	SCI		DTMU	77	0	3	24	0	0	72	6	0.40	0.35
Grand Monarch	William Lyon	DA		ATMU	37	0	8	2	0	0	19	1	0.09	0.06
South Cove	Zephyr	DA		ATMU	168	0	4	25	0	0	56	7	0.79	0.41
<b>TOTALS:</b> No. Reporting: 6		Avg. Sales: 0.00			Traffic to Sales: 0 : 1	21	123	0	0	358	24	Net: 0		

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

South Inland Orange					Projects			Participating : 29			In Area : 29			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Oaks, The	Baldwin and Sons	Lfo		DTMU	304	0	31	55	0	0	73	12	0.37	0.71
Christopher Homes at Ladera Ranch	Christopher	LR		DTMU	36	0	1	6	0	0	35	0	0.38	0.00
Highmark at Ironridge	KB Home	Lfo		DTMU	83	3	4	23	1	0	36	8	0.51	0.47
Brookhaven	Landsea	Lfo		DTMU	80	0	8	22	0	0	34	11	0.45	0.65
Copperleaf/Silveroak at IronRidge	Landsea	Lfo		ATMU	251	0	7	37	0	0	18	8	0.93	0.47
Sagebluff	Landsea	Lfo		DTMU	65	0	7	19	0	0	46	7	0.56	0.41
Windstone	Landsea	Lfo		DTMU	85	0	10	28	1	0	40	13	0.49	0.76
Avant at Esencia	Lennar	RMV		SFD	105	0	2	36	0	0	47	15	0.61	0.88
Avocet at Esencia	Lennar	RMV		DTMU	95	0	2	2	0	0	91	5	0.48	0.29
Iris at Esencia	Lennar	RMV		DTMU	94	0	3	11	0	0	74	9	0.58	0.53
Vivaz at Esencia	Lennar	RMV		DTMU	79	0	4	26	0	0	55	13	0.73	0.76
Veranda	MBK	RMV		ATMU	86	0	9	19	1	0	77	6	0.57	0.35
Modena at Esencia	Meritage	RMV		ATT	118	3	4	31	3	0	59	21	0.67	1.24
Alondra	Shea	RMV		DTMU	121	0	2	21	0	0	111	9	0.57	0.53
Bristol at Baker Ranch	Shea	Lfo		DTMU	85	0	2	13	1	0	62	8	0.93	0.47
Cortesa	Shea	RMV		DTMU	135	0	4	26	0	0	113	14	0.58	0.82
Rowe	Shea	Lfo		ATMU	228	0	6	33	0	1	222	4	1.13	0.24
Teresina	Shea	Lfo		DTMU	85	0	3	0	0	0	0	0	0.00	0.00
Cove at Pacifica San Juan	Taylor Morrison	SJC		ATMU	70	0	3	16	1	0	55	15	0.83	0.88
Azure at Esencia	The New Home Co	RMV		ATMU	80	0	2	42	0	0	71	7	0.93	0.41
Cobalt at Esencia	The New Home Co	RMV		ATMU	72	0	2	42	0	0	30	9	0.39	0.53
Sky Ranch at Covenant Hills	The New Home Co	LR		DTMU	28	0	4	30	0	0	17	3	0.43	0.18
Topaz at Esencia	The New Home Co	RMV		DTMU	56	0	4	27	0	1	16	7	0.28	0.41
Aria at Esencia	TRI Pointe	RMV		DTMU	151	0	S/O	2	1	0	151	4	0.80	0.24
Viridian	TRI Pointe	RMV		DTMU	72	0	13	28	0	0	36	7	0.71	0.41
Artisan	William Lyon	LR		DTMU	14	0	3	1	0	0	10	0	0.05	0.00
Artisan II	William Lyon	LR		DTMU	7	0		1	0	0	0	0	0.00	0.00
Briosa	William Lyon	RMV		DTMU	50	0	4	5	0	1	46	6	0.34	0.35
Reverie at Esencia	William Lyon	RMV		DTMU	118	0	3	18	1	0	45	9	0.71	0.53

( South Inland Orange ) Continued ...

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Development Name	Developer	City Code	Notes	Type
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South Inland Orange	Projects			Participating : 29			In Area : 29			
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Continued ...										
<b>TOTALS: No. Reporting:</b>	<b>29</b>	<b>Avg. Sales: 0.24</b>	<b>Traffic to Sales: 62 : 1</b>	147	620	10	3	1670	230	Net: 7

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

San Gabriel Valley	Projects			Participating : 2			In Area : 2						
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Palmera	Brandywine	BP	ATMU	23	0	8	42	1	0	15	15	1.31	1.31
Pacific Villas	Williams	BP	SFD	47	0	5	30	1	1	42	9	0.82	0.53
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales: 0.50</b>	<b>Traffic to Sales: 36 : 1</b>	13	72	2	1	57	24	Net: 1			

City Codes: BP = Baldwin Park

Northeast Los Angeles	Projects			Participating : 4			In Area : 4						
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
E.R.B.	Warmington	LA	DTMU	45	0	2	11	0	0	34	3	0.45	0.18
Coolidge Place	Watt	LA	SFD	30	0	3	1	0	0	3	3	0.11	0.18
Bridewell	Williams	HP	DTMU	9	0	1	6	1	0	8	4	0.17	0.24
Echo Two Four	Williams	HP	ATMU	24	0	4	13	0	0	20	11	0.35	0.65
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales: 0.25</b>	<b>Traffic to Sales: 31 : 1</b>	10	31	1	0	65	21	Net: 1			

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

West Los Angeles	Projects			Participating : 5			In Area : 5						
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Collection at Playa Vista	Brookfield	PVst	ATMU	66	4	21	23	0	0	40	6	0.41	0.35
Jewel at Playa Vista	Brookfield	PVst	DTMU	14	0	1	6	0	0	13	1	0.11	0.06
Ashton	Meritage	Wa	ATMU	70	0		31	0	0	0	0	0.00	0.00
Ashton on Lanark	Meritage	Wa	SFD	7	0	1	13	0	0	1	1	0.03	0.06
Seabluff	The New Home Co	PVst	ATT	75	0	8	25	0	0	38	4	0.62	0.24
<b>TOTALS: No. Reporting:</b>	<b>5</b>	<b>Avg. Sales: 0.00</b>	<b>Traffic to Sales: 0 : 1</b>	31	98	0	0	92	12	Net: 0			

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles	Projects			Participating : 9			In Area : 9						
	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Pacific Landing	DR Horton	EIS	DTMU	24	0	3	3	0	0	18	12	0.42	0.71
Waypointe	DR Horton	EIS	ATT	34	0	3	5	1	0	12	8	0.38	0.47
Crescent Square	Far West Industries	SH	DTMU	25	0	1	13	0	0	24	2	0.25	0.12
Edgemont	KB Home	Com	SFD	62	0	1	30	2	0	29	14	0.99	0.82
Vista Pointe	KB Home	LA	DTMU	56	0	1	37	1	0	41	34	2.26	2.00
Magnolia Walk	Olson	WBK	SFD	94	0	3	22	1	0	78	23	1.68	1.35
Pacific Bougainvillea	Pacific	Tor	SFD	63	0	2	30	1	0	21	3	0.26	0.18
Dorado	Pulte	LB	DTMU	40	0	3	19	1	1	12	6	0.51	0.35
Asher Pointe	Watt	GRD	DTMU	21	0	4	27	0	0	13	4	0.23	0.24
<b>TOTALS: No. Reporting:</b>	<b>9</b>	<b>Avg. Sales: 0.67</b>	<b>Traffic to Sales: 27 : 1</b>	21	186	7	1	248	106	Net: 6			

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

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Development Name	Developer	City Code	Notes	Type	Projects		Participating : 11			In Area : 11					
San Fernando Valley					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	
Bristol at Northpointe	DR Horton	WH		DTMU	47	0	1	2	0	1	46	6	0.64	0.35	
Hampton at Northpointe	DR Horton	WH		DTMU	32	0	1	5	1	0	28	7	0.57	0.41	
Brighton	KB Home	VN		SFD	58	3	2	15	3	0	43	23	1.10	1.35	
Sterling at West Hills	Pulte	WH		DTMU	143	0	10	30	2	0	58	8	0.44	0.47	
Vesper Village	Richmond American	PC		DTMU	25	0	4	10	0	0	8	8	0.30	0.47	
District at Northridge	Shea	Nor		ATMU	166	0	3	27	0	0	147	21	0.96	1.24	
Glen, The	Warmington	VG		ATMU	63	0	1	16	0	0	56	6	0.66	0.35	
Entrada at Sylmar	Watt	Syl		SFD	20	0	3	13	0	0	3	1	0.06	0.06	
New Heights	Watt	WH		DTMU	43	0	5	20	0	0	4	4	0.26	0.26	
Palmina	Williams	Syl		SFD	12	0	3	23	0	0	9	3	0.19	0.18	
Tovara West	Williams	Syl		ATMU	125	0	6	15	3	2	50	23	1.18	1.35	
<b>TOTALS: No. Reporting:</b>	<b>11</b>	<b>Avg. Sales:</b>	<b>0.55</b>		<b>Traffic to Sales:</b>	<b>20 : 1</b>		<b>39</b>	<b>176</b>	<b>9</b>	<b>3</b>	<b>452</b>	<b>110</b>	<b>Net:</b>	<b>6</b>

City Codes: Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

East San Gabriel					Projects		Participating : 12			In Area : 12					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Bradbury	Brandywine	LAP		SFD	45	0	4	28	3	0	35	19	0.75	1.12	
Citrus + Palm at Rosedale	Brookfield	Az		ATMU	112	0	S/O	22	0	0	112	7	1.71	0.41	
Barcelona	Crestwood	Po		SFD	36	0	3	28	1	0	26	5	0.48	0.29	
Avendale at Phillips Ranch	Lennar	Po		DTMU	56	0	4	20	0	0	23	2	0.41	0.12	
Crossings at Phillips Ranch	Lennar	Po		DTMU	68	3	4	20	1	0	26	6	0.46	0.35	
South Pointe	Lennar	DB		DTMU	99	0	4	24	0	0	86	9	0.79	0.53	
Citrus Promenade	Meritage	COV		ATMU	117	3	4	29	1	0	26	18	0.88	1.06	
Manzanita Walk	Olson	HAH		ATT	21	0	4	25	1	0	15	10	0.53	0.59	
Grove, The	Richmond American	Po		SFD	123	0	S/O	15	3	0	123	12	1.09	0.71	
Moreton Place	Watt	GLD		DTST	40	3	4	47	1	0	6	2	0.14	0.12	
La Colina Estates	William Lyon	GLD		DTMU	121	0	2	7	0	0	44	4	0.21	0.24	
Meadow Park	William Lyon	CL		ATMU	95	0	2	3	0	0	40	5	0.34	0.29	
<b>TOTALS: No. Reporting:</b>	<b>12</b>	<b>Avg. Sales:</b>	<b>0.92</b>		<b>Traffic to Sales:</b>	<b>24 : 1</b>		<b>35</b>	<b>268</b>	<b>11</b>	<b>0</b>	<b>562</b>	<b>99</b>	<b>Net:</b>	<b>11</b>

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

West San Gabriel					Projects		Participating : 3			In Area : 3					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Bella Rosa	DR Horton	RMD		DTMU	21	0	4	4	0	0	9	9	1.21	1.21	
Arbor Walk	Olson	Arc		ATMU	15	0	7	30	1	0	8	8	0.43	0.47	
VuePointe	TRI Pointe	ELM		ATMU	102	0	2	16	1	0	100	4	1.09	0.24	
<b>TOTALS: No. Reporting:</b>	<b>3</b>	<b>Avg. Sales:</b>	<b>0.67</b>		<b>Traffic to Sales:</b>	<b>25 : 1</b>		<b>13</b>	<b>50</b>	<b>2</b>	<b>0</b>	<b>117</b>	<b>21</b>	<b>Net:</b>	<b>2</b>

City Codes: Arc = Arcadia, ELM = El Monte, RMD = Rosemead

Southeast Los Angeles					Projects		Participating : 2			In Area : 2					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Corte Bella	Ventana	BLF		ATMU	30	0	4	28	0	0	15	5	0.24	0.29	
Garden House	Ventana	BLF		ATMU	24	0	2	28	2	0	18	5	0.28	0.29	
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales:</b>	<b>1.00</b>		<b>Traffic to Sales:</b>	<b>28 : 1</b>		<b>6</b>	<b>56</b>	<b>2</b>	<b>0</b>	<b>33</b>	<b>10</b>	<b>Net:</b>	<b>2</b>

City Codes: BLF = Bellflower

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 14			In Area : 14		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Eagle Crest	Frontier	La		DTMU	43	0	6	12	2	0	34	9	0.50	0.53			
Avanti at Westcreek	Lennar	SC		DTMU	92	3	3	38	2	0	70	25	1.30	1.47			
Galloway at Five Knolls	Lennar	SC		AASF	140	0	3	49	1	1	25	7	0.47	0.41			
Pacific Sage	Pacific	Plmd	New	DTMU	40	0	3	17	0	0	29	5	0.44	0.29			
Arista of Aliento	Pardee	SC		DTMU	112	0	8	41	0	1	79	9	0.69	0.53			
Cresta at Aliento	Pardee	SC		DTMU	67	0	15	30	1	0	26	4	0.45	0.24			
Lyra at Skyline Ranch	Pardee	SC		DTMU	84	1	9	61	1	0	15	5	0.59	0.29			
Sola at Skyline Ranch	Pardee	SC		DTMU	73	0	8	87	5	0	45	29	1.77	1.71			
Verano	Pardee	SC		AASF	95	0	16	17	0	0	50	7	0.51	0.41			
Celestia at Skyline	TRI Pointe	SC		DTMU	72	0	16	48	0	0	27	16	1.06	0.94			
Lucera at Aliento	TRI Pointe	SC		DTMU	67	0	1	0	0	0	66	3	0.57	0.18			
Mystral at Skyline	TRI Pointe	SC		DTMU	78	0	11	23	1	0	19	12	0.75	0.71			
Paloma at West Creek	TRI Pointe	SC		ATMU	155	0	15	43	0	1	85	24	1.36	1.41			
Tierno at Aliento	TRI Pointe	SC		DTMU	121	0	11	36	0	0	75	11	0.65	0.65			
<b>TOTALS: No. Reporting:</b>	<b>14</b>	<b>Avg. Sales:</b>	<b>0.71</b>														
					125	502	13	3	645	166	Net:	10					

City Codes: La = Lancaster, Plmd = Palmdale, SC = Santa Clarita

Antelope Valley					Projects							Participating : 4			In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Sunset Landing	Beazer	La		SFD	143	3	4	18	1	0	84	24	0.74	1.41			
Dorado Skies II	KB Home	La		SFD	79	4	4	22	2	1	68	21	1.13	1.24			
Pacific Magnolia	Pacific	Plmd		SFD	40	0	5	15	0	1	13	2	0.31	0.12			
Seasons at Providence Ranch	Richmond American	La		DTMU	81	0	1	15	0	0	2	2	0.50	0.50			
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales:</b>	<b>0.25</b>														
					14	70	3	2	167	49	Net:	1					

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura					Projects							Participating : 4			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Pinnacle at Wood Ranch	Century	SV		ATMU	37	0	2	10	1	0	30	14	0.56	0.82			
Belwood Place	DR Horton	SV		DTMU	48	6	6	9	2	0	24	24	1.66	1.66			
Arroyo Vista at the Woodlands	KB Home	SV		DTMU	108	0	2	16	1	0	79	14	0.45	0.82			
Westerly	Landsea	SV		ATMU	211	0	6	55	0	0	60	17	1.24	1.00			
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales:</b>	<b>1.00</b>														
					16	90	4	0	193	69	Net:	4					

City Codes: SV = Simi Valley

West Ventura					Projects							Participating : 4			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Mariposa at Springville	KB Home	Cm		ATMU	130	0	2	26	2	0	79	20	1.05	1.18			
Anacapa at The Farm	Williams	Ve		ATT	32	0	1	22	1	0	31	4	0.34	0.24			
Olivas at The Farm	Williams	Ve		SFD	70	0	12	22	0	0	55	10	0.60	0.59			
Sespe at The Farm	Williams	Ve		SFD	25	0	S/O	22	1	0	25	5	0.27	0.29			
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales:</b>	<b>1.00</b>														
					15	92	4	0	190	39	Net:	4					

City Codes: Cm = Camarillo, Ve = Ventura

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Development Name	Developer	City Code	Notes	Type									
San Luis Obispo					Projects			Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Arroyos at Righetti Ranch	Williams	SLO		DTMU	52	0	7	53	0	0	22	14	0.64
Paseos at Righetti Ranch	Williams	SLO		DTMU	33	0	12	53	0	0	13	9	0.38
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales: 0.00</b>	<b>Traffic to Sales: 0 : 1</b>		<b>19</b>		<b>106</b>	<b>0</b>	<b>0</b>	<b>35</b>	<b>23</b>	<b>Net: 0</b>	

City Codes: SLO = San Luis Obispo

Santa Barbara					Projects			Participating : 9			In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Winslowe	City Ventures	Ga		ATMU	175	0	4	25	1	0	63	28	1.17
Los Carneros	Comstock Homes	Ga	Update	DTMU	233	0	1	11	1	0	232	16	1.39
Amarena at Tree Farm	Lennar	Ga		DTMU	15	0	2	2	0	0	10	5	0.19
Limone at Tree Farm	Lennar	Ga		DTMU	18	0	1	2	0	0	13	3	0.25
Mela at Tree Farm	Lennar	Ga		ATMU	30	0	2	5	0	0	22	6	0.23
Pera at Tree Farm	Lennar	Ga		DTMU	43	0	3	6	0	0	30	11	0.31
Shea Homes at Rice Ranch	Shea	Orcct		ATMU	114	0	3	13	1	0	47	8	0.44
Falcon Heights II	Williams	Lc	New	DTMU	28	0	9	3	1	0	1	1	2.33
Gardens	Williams	SMRA		DTMU	126	0	15	9	2	0	111	19	1.06
<b>TOTALS: No. Reporting:</b>	<b>9</b>	<b>Avg. Sales: 0.67</b>	<b>Traffic to Sales: 13 : 1</b>		<b>40</b>		<b>76</b>	<b>6</b>	<b>0</b>	<b>529</b>	<b>97</b>	<b>Net: 6</b>	

City Codes: Ga = Santa Barbara, Ga = Goleta, Lc = Lompoc, Orcct = Orcutt, SMRA = Santa Maria

Desert					Projects			Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Asher Ranch II	Frontier	RD		SFD	73	3	4	7	1	0	52	15	0.78
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 1.00</b>	<b>Traffic to Sales: 7 : 1</b>		<b>4</b>		<b>7</b>	<b>1</b>	<b>0</b>	<b>52</b>	<b>15</b>	<b>Net: 1</b>	

City Codes: RD = Rosamond

Kern					Projects			Participating : 11			In Area : 11		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Sera Vista	DR Horton	BAK		SFD	79	0	3	23	2	0	76	29	1.30
Aspire at Union Village	K Hovnanian	BAK	Update	SFD	153	3	5	17	4	1	67	31	1.41
Westwind	Legacy	BAK		DTMU	159	0	4	N/A	0	0	96	8	0.38
California at Ashe Meadows	Lennar	BAK		SFD	46	0	3	26	1	1	36	30	1.08
Chateau at Ashe Meadows	Lennar	BAK		SFD	40	0	2	23	0	0	36	28	1.27
Gossamer Grove Savannah	Lennar	SHA		SFD	78	0	2	10	1	0	70	28	1.29
Gossamer Grove Skye	Lennar	SHA		SFD	100	6	4	11	4	0	81	16	1.17
Gossamer Grove Summer	Lennar	SHA		DTST	83	6	4	24	2	0	2	2	0.45
Gossamer Grove Tract 6773	Lennar	BAK		SFD	76	0	2	7	0	1	72	9	0.68
Skye at Ashe Meadows	Lennar	BAK		SFD	157	3	2	39	4	0	34	23	0.99
Northampton	Woodside	BAK		SFD	150	0	1	32	1	0	131	28	0.71
<b>TOTALS: No. Reporting:</b>	<b>10</b>	<b>Avg. Sales: 1.60</b>	<b>Traffic to Sales: 11 : 1</b>		<b>32</b>		<b>212</b>	<b>19</b>	<b>3</b>	<b>701</b>	<b>232</b>	<b>Net: 16</b>	

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings					Projects			Participating : 17			In Area : 17		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Sequoia Trails Aspen	Beazer	Vi		DTMU	205	0	37	26	1	0	4	4	0.24
Sequoia Trails Cedar	Beazer	Vi		DTMU	120	0	23	2	0	0	0	0	0.00
Arbor Trail	DR Horton	Vi		SFD	77	0	4	14	0	0	38	12	0.33
Laurel Heights	DR Horton	Vi		DTMU	54	0	2	7	0	0	7	6	0.34
<b>TOTALS: No. Reporting:</b>	<b>10</b>	<b>Avg. Sales: 1.60</b>	<b>Traffic to Sales: 11 : 1</b>		<b>32</b>		<b>212</b>	<b>19</b>	<b>3</b>	<b>701</b>	<b>232</b>	<b>Net: 16</b>	

( Tulare/Kings ) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects						Participating : 17			In Area : 17		
Tulare/Kings Continued ...					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD		
Montecito	DR Horton	TU		SFD	189	0	2	14	1	0	60	17	<b>0.68</b>	<b>1.00</b>		
Orchard Walk	DR Horton	Vi		DTMU	52	0	3	23	0	0	27	21	<b>1.26</b>	<b>1.24</b>		
Quail Creek	DR Horton	TU		SFD	77	0	2	8	0	0	70	11	<b>0.69</b>	<b>0.65</b>		
River Run	DR Horton	Vi		SFD	55	3	4	6	2	0	38	23	<b>1.00</b>	<b>1.35</b>		
Sterling Oaks	DR Horton	Vi		DTMU	71	0		15	0	0	0	0	<b>0.00</b>	<b>0.00</b>		
Wood Ranch	DR Horton	Vi		SFD	120	3	4	14	1	0	88	14	<b>0.77</b>	<b>0.82</b>		
Cambridge at Legacy	Lennar	Hf		DTMU	79	0	4	12	0	0	73	0	<b>0.55</b>	<b>0.00</b>		
Cambridge at Silver Oaks	Lennar	Vi		DTMU	85	0	1	2	0	0	80	0	<b>0.51</b>	<b>0.00</b>		
Cambridge at Silver Oaks II	Lennar	Vi		DTMU	90	0	1	2	0	0	89	12	<b>1.12</b>	<b>0.71</b>		
Chateau at The Vistas VI	Lennar	Vi		DTMU	94	3	4	10	3	0	78	27	<b>1.23</b>	<b>1.59</b>		
Legacy 2 Cambridge	Lennar	Hf		SFD	62	4	5	12	4	1	57	19	<b>0.93</b>	<b>1.12</b>		
Windmills Cambridge Collection	Lennar	TU		SFD	42	0	1	24	1	0	41	19	<b>0.81</b>	<b>1.12</b>		
Ridge Creek	Woodside	DI		SFD	170	0	1	14	1	0	35	8	<b>0.58</b>	<b>0.47</b>		
<b>TOTALS: No. Reporting:</b>	<b>17</b>	<b>Avg. Sales: 0.76</b>	<b>Traffic to Sales: 15 : 1</b>			<b>98</b>	<b>205</b>	<b>14</b>	<b>1</b>	<b>785</b>	<b>193</b>	<b>Net: 13</b>				

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

LA-Orange-North	Projects						Participating : 237			In Area : 241		
		Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
<b>GRAND TOTALS: No. Reporting:</b> 236	<b>Avg. Sales: 0.56</b>	<b>Traffic to Sales: 38 : 1</b>			<b>1,060</b>	<b>5888</b>	<b>155</b>	<b>24</b>	<b>10,808</b>	<b>2,338</b>	<b>Net: 131</b>	

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

# THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 17, Ending April 28, 2019

Sponsored by:



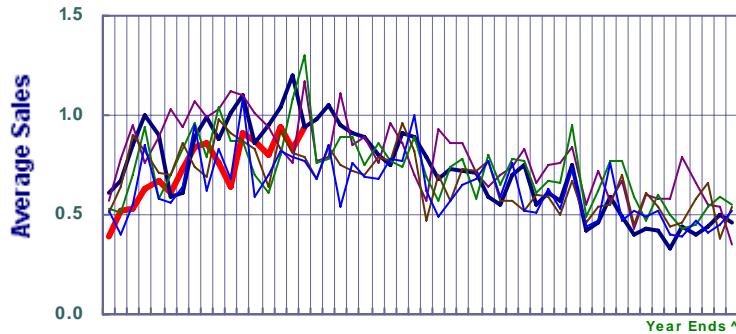
## Inland Empire

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg.	Diff.	Avg.	Diff.	
Central-North Central Riverside	37	1,417	50	8	42	1.14	0.83	37%	0.88	29%	
Desert Riverside	5	73	2	2	0	0.00	0.67	-100%	0.72	0%	
Murrieta - Temecula	21	563	25	3	22	1.05	0.64	64%	0.68	53%	
Northwest Riverside	35	1,705	44	7	37	1.06	0.69	53%	0.73	44%	
South Riverside	46	1,191	45	7	38	0.83	0.74	12%	0.80	3%	
Central-East San Bernardino	17	545	20	3	17	1.00	0.80	25%	0.84	19%	
Desert San Bernardino	7	80	2	0	2	0.29	0.71	-60%	0.81	-65%	
NW-SW San Bernardino	46	1,735	49	5	44	0.96	0.75	28%	0.74	29%	
<b>Current Week Totals</b>	Traffic : Sales 31 : 1	<b>214</b>	<b>7,309</b>	<b>237</b>	<b>35</b>	<b>202</b>	<b>0.94</b>	<b>0.74</b>	<b>28%</b>	<b>0.78</b>	<b>21%</b>
Per Project Average			34	1.11	0.16	0.94					
<b>Year Ago - 04/29/2018</b>	Traffic : Sales 33 : 1	<b>143</b>	<b>5,400</b>	<b>165</b>	<b>31</b>	<b>134</b>	<b>0.94</b>	<b>0.85</b>	<b>10%</b>	<b>0.92</b>	<b>2%</b>
% Change		50%	35%	44%	13%	51%	1%	-14%			-16%

### 2019 Inland Empire Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 17 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	67	33	0.92	0.24	0.68	0.63
■	2015	99	38	0.91	0.15	0.77	0.67
■	2016	143	33	0.91	0.16	0.76	0.72
■	2017	127	35	1.13	0.17	0.96	0.79
■	2018	126	36	1.06	0.17	0.88	0.69
■	2019	208	32	0.90	0.16	0.74	0.74
% Change :		65%	-12%	-15%	-8%	-17%	7%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

<b>CONV</b>	<b>RATE</b> <b>4.04%</b>	<b>APR</b> <b>4.16%</b>	Total housing starts fell 0.3% in March to a seasonally adjusted annual rate of 1.14 million units from a downwardly revised reading in February, according to a report from the U.S. Housing and Urban Development and Commerce Department that was delayed due to the partial government shutdown. The March reading of 1.14 million is the number of housing units builders would begin construction if they kept this pace for the next 12 months. Within this overall number, single-family starts fell 0.4% to 785,000 units. The multifamily sector, which includes apartment buildings and condos, remained flat at 354,000. "Despite signs of stabilization of confidence in the marketplace, housing affordability continues to be a concern as housing construction weakens into March," said Greg Ugalde, chairman of the National Association of Home Builders. "Data in the early months of 2019 show single-family starts are off 5% from this time in 2018, with notable weakness in the Midwest and West," said NAHB Chief Economist Robert Dietz. "Several factors are negatively affecting the housing market, including excessive regulations, a lack of buildable lots and ongoing labor shortages. Recent declines in mortgage rates should help support the market in future months however." Regionally, combined single-family and multi-family starts year to date declined 14.2% in the Northeast, 10.9% in the Midwest and 27.1% in the West. Starts posted a 1.5% increase in the South. Overall permits, which are often a harbinger of future housing production edged 1.7% lower in March to 1.27 million units. Single-family permits fell 1.1% to an annualized pace of 808,000, while multifamily permits dropped 2.7% to an annual rate of 461,000. Source: Elizabeth Thompson NAHB
<b>FHA</b>	<b>3.72%</b>	<b>3.78%</b>	
<b>10 Yr Yield</b>	<b>2.53%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 10			In Area : 10		
Central Riverside					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Palisades Pointe	DR Horton	SJ		DTMU	83	6	6	7	2	0	3	3	0.55	0.55			
Palmilla	DR Horton	SJ		DTMU	31	0		3	0	0	0	0	0.00	0.00			
Stonecreek at Green Valley Ranch	KB Home	Prs		DTMU	145	0	17	29	3	1	13	3	0.53	0.18			
Stonecrest at The Cove	KB Home	SJ		SFD	200	0	10	23	2	1	160	15	1.06	0.88			
Arterra	Lennar	SJ		SFD	87	3	4	24	3	0	81	25	1.22	1.47			
Pacific Melrose	Pacific	Rmo	New	DTMU	97	0	14	15	1	0	66	11	0.63	0.65			
Luz Del Sol	Signature	SJ		DTMU	164	0	2	37	1	0	79	4	0.74	0.24			
Collection at Hideaway	William Lyon	He		SFD	96	0	3	25	1	0	23	8	0.55	0.47			
Court at Hideaway	William Lyon	He	Update	SFD	97	0	5	25	0	0	19	6	0.45	0.35			
Parkside	William Lyon	SJ	Update	SFD	92	0	18	14	2	2	74	14	1.19	0.82			
<b>TOTALS: No. Reporting:</b>	<b>10</b>	<b>Avg. Sales:</b>	<b>1.10</b>		<b>Traffic to Sales:</b>	<b>13 : 1</b>		<b>79</b>	<b>202</b>	<b>15</b>	<b>4</b>	<b>518</b>	<b>89</b>	<b>Net:</b>	<b>11</b>		

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

North Central Riverside					Projects							Participating : 28			In Area : 30		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Hyde Park	Beazer	MV		SFD	274	0	2	19	6	0	69	39	1.24	2.29			
Camellia Pointe at Summerwind Trails	DR Horton	Cl		DTMU	121	0	2	5	0	0	7	7	0.43	0.43			
Mesa Pointe	DR Horton	Cl	New	DTMU	121	0	5	10	1	0	1	1	2.33	2.33			
Retreat at Summerwind Trails	DR Horton	Cl		DTMU	41	0	1	4	1	0	11	11	0.67	0.67			
Four Seasons Beaumont	K Hovnanian	Be		DTMU	914	3	4	24	2	1	853	38	2.11	2.24			
Bella Cortina	KB Home	MV		DTMU	159	0	5	61	3	1	87	23	1.09	1.35			
Daybreak	KB Home	MV		DTMU	114	0	22	32	4	1	58	17	0.81	1.00			
Meadow Creek	Lennar	MV		SFD	161	0	1	N/A	0	0	108	7	1.16	0.41			
Painted Sky at Summerwind Trails	Lennar	Cl		DTMU	105	0	2	43	0	0	16	16	1.06	1.06			
Wildflower at Summerland Trails	Lennar	Cl		DTMU	141	0	3	40	1	0	12	12	0.79	0.79			
Garland at Summerwind Trails	Meritage	Cl		DTMU	80	0	3	60	0	0	3	3	0.88	0.88			
Abrio at Sundance	Pardee	Be		DTMU	82	9	12	84	2	0	52	17	0.91	1.00			
Alisio at Sundance	Pardee	Be		DTST	84	12	24	32	1	0	29	29	2.16	2.16			
Avid	Pardee	Be		SFD	103	0	22	70	0	0	14	5	0.45	0.29			
Beacon at Sundance	Pardee	Be		DTMU	114	8	11	65	2	0	53	11	1.01	0.65			
Cascade at Sundance	Pardee	Be		SFD	151	10	15	32	3	1	133	16	1.41	0.94			
Daybreak at Sundance	Pardee	Be		SFD	139	0	9	42	3	0	98	20	1.04	1.18			
Elan	Pardee	Be		SFD	81	0	22	70	1	0	7	3	0.22	0.18			
Elara at Sundance	Pardee	Be		SFD	248	0	11	19	2	0	230	16	1.60	0.94			
Mira	Pardee	Be		SFD	92	0	34	70	0	0	6	-2	0.19	-0.12			
Vita	Pardee	Be		SFD	152	0	23	70	1	0	19	6	0.60	0.35			
Athens	William Lyon	MV		SFD	86	0	5	46	0	0	81	17	0.65	1.00			
Augusta	William Lyon	MV		SFD	140	0	S/O	50	1	0	140	21	1.44	1.24			
Avia at Olivewood	William Lyon	Be		SFD	160	0	3	51	0	0	32	11	0.71	0.65			
Capella at Olivewood	William Lyon	Be		SFD	308	0	2	51	0	0	27	9	0.60	0.53			
Lugano at Olivewood	William Lyon	Be		SFD	240	0	4	51	0	0	22	6	0.49	0.35			
Provence at Olivewood	William Lyon	Be		SFD	67	0	3	51	1	0	30	16	0.66	0.94			
Oak Ridge at The Fairways	Woodside	Be		DTMU	148	0	2	63	0	0	116	13	0.73	0.76			
<b>TOTALS: No. Reporting:</b>	<b>27</b>	<b>Avg. Sales:</b>	<b>1.15</b>		<b>Traffic to Sales:</b>	<b>35 : 1</b>		<b>252</b>	<b>1215</b>	<b>35</b>	<b>4</b>	<b>2314</b>	<b>388</b>	<b>Net:</b>	<b>31</b>		

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

Continued ...

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Development Name	Developer	City Code	Notes	Type										
Desert Riverside					Projects			Participating : 5			In Area : 6			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Floresta	Beazer	LQ		DTMU	82	0	5	12	0	1	3	3	0.24	0.24
Vermillion at Escena	Beazer	PS		DTMU	72	0	4	0	0	0	66	1	0.28	0.06
Hacienda Pointe	DR Horton	In		DTMU	137	0	3	4	0	1	128	21	0.88	1.24
ICON	Far West Industries	PS		DTMU	46	0	19	29	0	0	16	3	0.34	0.18
Four Seasons at Terra Lago	K Hovnanian	In		DTMU	716	0	2	28	2	0	350	26	1.35	1.53
<b>TOTALS: No. Reporting:</b>		<b>5</b>	<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 37 : 1</b>			33	73	2	2	563	54	<b>Net: 0</b>

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

Murrieta - Temecula					Projects			Participating : 21			In Area : 21			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Agave at Spencer's Crossing	Brookfield	Mu		DTMU	119	0	20	46	0	0	20	14	0.40	0.82
Juniper at Spencer's Crossing	Brookfield	Mu		DTMU	114	0	7	26	1	0	104	8	0.69	0.47
Bellevue at The Promontory	Cornerstone	Mu		SFD	94	0	2	37	0	0	25	7	0.27	0.41
Brighton at The Promontory	Cornerstone	Mu		SFD	110	0	9	40	1	0	9	8	0.27	0.47
Calistoga at The Promontory	Cornerstone	Mu		SFD	64	0	3	33	1	0	44	7	0.36	0.41
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu		SFD	65	3	3	5	2	0	18	12	0.56	0.71
Emerson at Alderwood	DR Horton	Mu		DTMU	60	0	1	0	0	0	59	3	0.72	0.18
Indigo Place	DR Horton	Te		DTMU	54	0	2	7	1	0	43	10	0.75	0.59
Oaks, The at Santa Rosa Highlands	DR Horton	Mu		SFD	77	0	3	7	1	0	12	6	0.37	0.35
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu		ATT	68	0	3	3	0	0	18	9	0.56	0.53
Sequoia at Santa Rosa Highlands	DR Horton	Mu		SFD	51	0	3	8	1	0	15	10	0.46	0.59
Santolina at Spencer's Crossing	KB Home	Mu	Update	SFD	108	0	17	25	3	1	31	13	0.64	0.76
Westpark	KB Home	Mu		DTMU	64	0	10	23	0	0	14	9	0.34	0.53
Marbella at Terracina	Lennar	Te		SFD	200	6	2	73	8	0	163	17	1.54	1.00
Nicolas Heights	Lennar	Te		SFD	83	0	4	46	0	0	46	11	0.65	0.65
Vista Bella	Melia	Mu		ATMU	80	0	4	38	4	1	42	20	0.97	1.18
Braeburn at Spencer's Crossing	Pardee	Mu		SFD	82	9	15	40	2	0	28	20	0.56	1.18
Tamarack at Spencer's Crossing	Pardee	Mu		DTMU	84	0	9	25	0	0	64	2	0.82	0.12
Sycamore at Spencer's Crossing	Richmond American	Mu		SFD	55	0	1	15	0	0	54	4	0.36	0.24
Sycamore North at Spencers Crossing	Richmond American	Mu		DTMU	46	0	4	15	0	1	42	10	0.52	0.59
Preserve	William Lyon	Mu		SFD	207	0	4	51	0	0	89	29	1.33	1.71
<b>TOTALS: No. Reporting:</b>		<b>21</b>	<b>Avg. Sales: 1.05</b>		<b>Traffic to Sales: 23 : 1</b>			126	563	25	3	940	229	<b>Net: 22</b>

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside					Projects			Participating : 35			In Area : 35			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Paseo at Sendero	Century	Ev		DTMU	82	0	9	36	0	0	5	5	0.24	0.29
Tramonte at Citrus Heights	City Ventures	Rs		SFD	165	0	2	40	0	0	55	22	1.28	1.29
Granite Ridge	Far West Industries	JU		DTMU	192	0	10	70	2	0	126	29	2.19	1.71
Barrington Place North	Frontier	JU		DTMU	101	0	9	32	2	0	24	6	0.46	0.35
Barrington Place South	Frontier	JU		DTMU	75	0	17	15	2	0	19	7	0.37	0.41
Hillcrest	Frontier	Rs		DTMU	26	0	1	15	0	0	12	4	0.23	0.24
Bella Vista Estates	Griffin	Rs		DTMU	35	0	1	35	0	0	31	1	0.20	0.06
Bella Vista Estates Corona	Griffin	Co		DTMU	25	0	11	31	0	1	3	3	0.32	0.32
Bella Vista III	Griffin	Rs		DTMU	15	0	3	35	0	0	12	9	0.23	0.53
Harmony Grove	Griffin	Co		DTMU	50	0	7	78	0	0	2	2	0.82	0.82
Capistrano at Spring Mountain Ranch	KB Home	Rs		DTMU	159	3	1	42	4	0	148	36	1.85	2.12
Monterey at Spring Mountain Ranch	KB Home	Rs		SFD	156	0	4	34	2	2	152	41	1.56	2.41

( Northwest Riverside ) Continued ...

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Development Name	Developer	City Code	Notes	Type	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
<b>Northwest Riverside</b>					<b>Projects</b>					<b>Participating : 35</b>			<b>In Area : 35</b>	
Continued ...														
Trails at Mockingbird Canyon	KB Home	Rs		DTMU	59	0	3	20	0	0	7	3	0.10	0.18
Adagio at Sierra Bella	Lennar	Co		DTMU	118	0	4	115	0	1	2	2	0.09	0.12
Autumn Grove	Lennar	Rs		SFD	85	0	2	32	1	0	70	20	0.93	1.18
Floral Ridge at Citrus Heights	Lennar	Rs		SFD	81	0	2	131	2	1	42	15	0.32	0.88
Hideaway at Sycamore Creek	Lennar	Co		SFD	88	6	4	32	4	0	32	21	0.91	1.24
Oakwood at Sycamore Creek	Lennar	Co		SFD	104	0	2	31	2	0	25	16	0.71	0.94
Orchard at Citrus Heights	Lennar	Rs		SFD	141	0	6	87	1	0	117	19	0.89	1.12
Solana at Sendero	Lennar	Ev		SFD	136	8	11	55	2	0	46	11	1.38	0.65
Sonata at Sierra Bella	Lennar	Co		DTMU	119	3	4	115	1	0	5	4	0.24	0.24
Sonoma at Sendoro	Lennar	Ev		SFD	94	0	13	56	2	0	17	7	0.51	0.41
Tranquility at Riverbend	Lennar	JU		DTMU	217	0	11	50	3	0	167	18	1.01	1.06
Harris Farm	RC Hobbs	Rs		ATT	36	6	13	11	1	2	19	3	0.48	0.18
Bedford at Whitney	The New Home Co	Co		SFD	40	0	10	36	2	0	8	4	0.25	0.24
Citron at Bedford	TRI Pointe	Co		ATT	101	0	7	24	2	0	22	11	0.70	0.65
Terrassa Villas	TRI Pointe	Co		DTMU	52	0	S/O	2	1	0	52	4	0.30	0.24
Oakton at Terramor	Van Daele	Co	New	AASF	83	0	6	276	4	0	4	4	9.33	9.33
Seville	Van Daele	Co		DTMU	52	0	8	21	0	0	44	18	0.67	1.06
Valencia	Van Daele	Co		DTMU	40	0	1	21	0	0	39	2	0.60	0.12
Boardwalk Townhomes	West Coast Home Buil Co			ATT	148	0	8	33	1	0	67	18	0.86	1.06
Cameos at Turnleaf	William Lyon	JU		DTMU	216	0	3	16	1	0	120	11	1.37	0.65
Rivera	William Lyon	Rs		SFD	71	0	3	20	0	0	35	15	0.91	0.88
Sky Ridge	William Lyon	Rs		DTMU	90	0	1	0	0	0	89	3	0.35	0.18
Nova	Woodside	Co		SFD	96	0	2	58	2	0	7	4	0.22	0.24
<b>TOTALS: No. Reporting:</b>	<b>35</b>	<b>Avg. Sales: 1.06</b>			<b>199</b>	<b>1705</b>	<b>44</b>	<b>7</b>	<b>1625</b>	<b>398</b>	<b>Net: 37</b>			

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

<b>South Riverside</b>					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
					Projects	Participating : 46			In Area : 47					
Glen at Summerly	Beazer	LE		DTMU	57	0	6	24	0	0	0	0	0.00	0.00
Provence at Heritage Ranch	Beazer	Wn		DTMU	122	0	3	25	1	1	32	26	0.63	1.53
Savannah at Audie Murphy Ranch	Brookfield	Me		DTMU	129	0	11	27	1	0	19	7	0.36	0.41
Oak Hills II	Delsa	Me		SFD	21	0	1	18	0	0	18	3	0.24	0.18
Crescent Pointe at Sierra Ridge	DR Horton	Me		SFD	87	0	2	8	2	0	25	14	0.75	0.82
Larkspur at Spencer's Crossing	DR Horton	Me		DTMU	68	0	10	15	2	0	10	10	0.88	0.88
Laurel Pointe at Summerly	DR Horton	LE		DTMU	56	9	10	4	1	0	8	8	0.55	0.55
Paloma at Sierra Ridge	DR Horton	Me		SFD	63	0	3	5	2	0	15	9	0.45	0.53
Retreat at Holiday	DR Horton	Me		AASF	108	0	3	2	1	0	102	13	0.93	0.76
Tribute at Audrey Murphy Ranch	DR Horton	Me		DTMU	88	0	9	10	0	1	39	18	0.70	1.06
Boulder Estates	Griffin	Me		DTMU	29	0	7	107	0	0	14	14	1.23	1.23
Alure	KB Home	FRV		DTMU	51	0	4	20	0	0	45	5	0.63	0.29
Autumn Winds	KB Home	Wn		DTMU	141	0	13	25	2	0	33	31	1.62	1.82
Camberly Place	KB Home	FRV		DTMU	132	0	18	39	0	0	49	21	0.81	1.24
Cypress at Hidden Hills	KB Home	Me		SFD	202	0	9	26	1	0	120	28	1.23	1.65
Peppertree at Hidden Hills	KB Home	Me		DTMU	86	0	14	25	2	0	38	12	0.69	0.71
Chelsea at Heritage Lake	Lennar	Me		DTMU	113	0	2	61	1	1	4	4	0.62	0.62
Hampton at Heritage Lake	Lennar	Me		DTMU	187	0	2	61	1	0	7	7	1.09	1.09
Heritage Heights	Lennar	Me	Update	DTMU	122	0	10	14	1	0	107	18	1.16	1.06
Mariposa at The Lakes	Lennar	Me		SFD	110	0	7	15	0	0	101	10	0.88	0.59

( South Riverside ) Continued ...

# THE RYNES REPORT

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## Inland Empire

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Development Name	Developer	City Code	Notes	Type	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				
<b>South Riverside</b>					<b>Projects</b>					<b>Participating : 46</b>			<b>In Area : 47</b>					
Continued ...					113	0	11	22	0	0	30	8	0.79	0.47				
Mountain Sky at Conestoga	Lennar	Wn		SFD	117	4	11	30	2	0	78	22	0.78	1.29				
Newport at Heritage Lake	Lennar	Me	Update	DTMU	69	0	S/O	1	1	0	69	9	0.78	0.53				
Parkview at Heritage Lake	Lennar	Me		DTMU	111	0	18	39	2	1	22	10	0.58	0.59				
Salt Creek at Conestoga	Lennar	Wn		SFD	95	4	5	12	2	1	90	13	0.72	0.76				
Sunrise II at Morningstar Ranch	Lennar	Wn	Update	DTMU	218	0	16	48	1	0	18	18	1.75	1.75				
Townes at Menifee Town Center	Lennar	Me		ATMU	125	0	13	27	0	0	41	9	0.95	0.53				
Village at Menifee Town Center	Lennar	Me		SFD	102	0	14	38	0	0	30	9	0.59	0.53				
Kingston at Audie Murphy Ranch	Meritage	Me		DTMU	190	0	2	16	0	0	182	5	0.31	0.29				
Cottonwood at Pacific Mayfield	Pacific	Me		DTMU	84	10	16	23	2	0	42	10	0.60	0.59				
Avena	Pardee	Wn		DTMU	89	0	7	32	2	0	35	26	0.75	1.53				
Canvas at Centennial	Pardee	Me		SFD	92	6	12	23	1	0	20	13	0.44	0.76				
Easton at Centennial	Pardee	Me		DTMU	85	0	12	32	2	0	22	13	0.47	0.76				
Kadence at Centennial	Pardee	Me		SFD	93	0	7	23	3	0	29	16	0.64	0.94				
Newpark at Centennial	Pardee	Me		DTMU	68	0	10	13	0	0	55	10	0.52	0.59				
Starling at Canyon Hills	Pardee	LE		DTMU	64	0	2	21	1	0	19	15	0.68	0.88				
Brixton	Pulte	Me		SFD	54	0	15	25	0	0	33	4	0.50	0.24				
Reflections	Pulte	Me		DTMU	63	0	3	33	2	0	18	12	0.56	0.71				
Windsor	Pulte	Me		SFD	51	0	5	11	0	0	46	16	0.71	0.94				
Marisol at Summerly Homes	Richmond American	LE		DTMU	65	0	3	15	2	0	19	15	0.69	0.88				
Sendero at Summerly	Richmond American	LE		SFD	86	0	2	5	1	2	84	4	0.75	0.24				
The Ridge at Audie Murphy	Richmond American	Me		DTMU	93	0	8	61	0	0	0	0	0.00	0.00				
Vaquero at Audie Murphy Ranch	Richmond American	Me	New	DTMU	65	0	4	14	0	0	61	19	1.14	1.12				
Alder at Summerly	William Lyon	LE		SFD	151	7	8	56	2	0	7	7	1.29	1.29				
Camden Place	William Lyon	Me		DTMU	102	0	11	19	1	0	89	9	0.93	0.53				
Willow Tree at Audie Murphy Ranch	William Lyon	Me	Update	SFD	112	0	7	21	0	0	82	9	0.63	0.53				
Dakota at Audie Murphy Ranch	Woodside	Me		DTMU	<b>TOTALS: No. Reporting:</b>	<b>46</b>	<b>Avg. Sales:</b>	<b>0.83</b>	<b>Traffic to Sales:</b>	<b>26 : 1</b>	<b>366</b>	<b>1191</b>	<b>45</b>	<b>7</b>	<b>2007</b>	<b>559</b>	<b>Net:</b>	<b>38</b>

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

Central San Bernardino	Projects	Participating : 14	In Area : 14											
Development Name	Developer	City Code	Notes	Type	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Adams Grove	Crestwood	Ri		SFD	75	0	4	28	0	0	26	11	0.44	0.65
Wildrose	Frontier	Col		DTMU	110	0	8	21	1	0	38	8	0.65	0.47
Etiwanda Ridge	Lennar	Fn		SFD	102	0	13	63	1	0	49	16	1.19	0.94
Jasmine at Arboretum	Lennar	Fn		DTMU	134	8	14	30	0	0	26	17	0.98	1.00
Lavender at Arboretum	Lennar	Fn	Update	DTMU	130	12	16	31	2	0	17	11	0.64	0.65
Lilac at Arboretum	Lennar	Fn	Update	DTMU	167	0	16	19	1	0	12	9	0.45	0.53
Magnolia at Arboretum	Lennar	Fn		DTMU	100	9	15	23	1	0	19	15	0.72	0.88
Shady Trails at Laurel Oak	Lennar	Fn		SFD	99	0	1	66	2	0	52	24	1.27	1.41
Stonehaven	Lennar	Fn		DTMU	96	0	1	4	2	0	95	18	0.93	1.06
Windrows Fontana	MCo Development	Fn		ATST	112	0	13	81	2	1	15	15	1.84	1.84
Belrose	Pulte	Fn	Update	DTMU	103	0	10	48	1	1	12	12	0.84	0.84
Monterra	Pulte	Fn	Update	DTMU	95	0	7	21	1	0	88	12	1.41	0.71
Serrano Village	RC Hobbs	Ri		DTMU	33	0	3	6	1	1	30	10	0.50	0.59
Summit Place	William Lyon	Fn		SFD	94	0	10	38	2	0	14	7	0.43	0.41
<b>TOTALS: No. Reporting:</b>	<b>14</b>	<b>Avg. Sales:</b>	<b>1.00</b>	<b>Traffic to Sales:</b>	<b>28 : 1</b>	<b>131</b>	<b>479</b>	<b>17</b>	<b>3</b>	<b>493</b>	<b>185</b>	<b>Net:</b>	<b>14</b>	

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

Continued ...

# THE RYNES REPORT

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Development Name	Developer	City Code	Notes	Type											
East San Bernardino				SFD	Projects			Participating : 3			In Area : 3				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Veranda Heights	Beazer	SB		SFD	38	3	3	22	3	0	21	19	0.71	1.12	
Villas at The U	GFR	SB		DTST	45	0	7	18	0	0	20	10	0.83	0.59	
Citrus Lane	Sea Country	LL		DTMU	35	0	4	26	0	0	31	7	0.27	0.41	
<b>TOTALS: No. Reporting:</b>	<b>3</b>	<b>Avg. Sales:</b>	<b>1.00</b>		<b>Traffic to Sales:</b>	<b>22 : 1</b>		<b>14</b>	<b>66</b>	<b>3</b>	<b>0</b>	<b>72</b>	<b>36</b>	<b>Net:</b>	<b>3</b>

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

Desert San Bernardino				Projects			Participating : 7			In Area : 7					
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Agave Pointe at Silverstone	DR Horton	Vic		DTMU	49	0	S/O	5	0	0	49	14	0.80	0.82	
Aster Pointe	DR Horton	Ad		DTMU	44	0	2	9	0	0	1	1	0.29	0.29	
Juniper at Silverstone	DR Horton	Vic		DTMU	64	0	4	7	0	0	52	11	0.85	0.65	
Diamond Ridge	Frontier	Vic		SFD	122	0	23	18	0	0	37	8	0.50	0.47	
Stone Briar II	Frontier	Ad		DTST	116	0	7	11	0	0	8	5	0.33	0.29	
Luna Vista	K Hovnanian	Vic		DTMU	159	0	3	4	1	0	12	12	1.27	1.27	
Falcon Ridge	KB Home	Vic		DTST	96	0	1	26	1	0	40	20	0.71	1.18	
<b>TOTALS: No. Reporting:</b>	<b>7</b>	<b>Avg. Sales:</b>	<b>0.29</b>		<b>Traffic to Sales:</b>	<b>40 : 1</b>		<b>40</b>	<b>80</b>	<b>2</b>	<b>0</b>	<b>199</b>	<b>71</b>	<b>Net:</b>	<b>2</b>

City Codes: Ad = Adelanto, Vic = Victorville

Northwest San Bernardino				Projects			Participating : 10			In Area : 10					
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Madera Estates at Day Creek	DR Horton	RC		DTMU	51	0	2	5	2	0	24	16	1.02	0.94	
Palazzo at Day Creek Square	DR Horton	RC		ATMU	66	0	3	3	0	1	15	9	0.70	0.53	
Solstice at Day Creek	DR Horton	RC		ATMU	127	6	6	6	3	0	26	15	1.06	0.88	
Veranda at Day Creek Square	DR Horton	RC		ATMU	100	0	1	4	1	0	17	13	0.83	0.76	
Springtime at Harvest	KB Home	Up		DTMU	125	0	1	23	2	1	124	21	1.08	1.24	
Arbor Square at Harvest	Lennar	Up		DTMU	127	0	6	40	0	0	2	2	0.37	0.37	
Sunflower at Harvest	Lennar	Up		DTMU	66	3	3	45	1	0	3	3	0.55	0.55	
Westridge at Sycamore Hills	Taylor Morrison	Up		DTMU	145	0	18	47	0	0	49	22	1.04	1.29	
Bungalows at Terra Vista	Van Daele	RC		SFD	81	0	8	84	0	0	25	16	0.88	0.94	
Row at Terra Vista	Van Daele	RC		ATT	133	0	9	84	2	0	21	16	0.74	0.94	
<b>TOTALS: No. Reporting:</b>	<b>10</b>	<b>Avg. Sales:</b>	<b>0.90</b>		<b>Traffic to Sales:</b>	<b>31 : 1</b>		<b>57</b>	<b>341</b>	<b>11</b>	<b>2</b>	<b>306</b>	<b>133</b>	<b>Net:</b>	<b>9</b>

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino				Projects			Participating : 36			In Area : 36				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD	
Holiday at Emerald Park	Brookfield	OR		ATMU	91	0	19	0	1	0	9	9	0.79	0.79
Marigold at New Haven	Brookfield	On		DTMU	84	0	17	81	0	0	62	10	0.92	0.59
Solstice at Emerald Park	Brookfield	OR		ATMU	126	7	12	0	1	0	6	6	0.53	0.53
Solstice at New Haven	Brookfield	On		ATT	93	0	7	335	1	0	86	8	1.28	0.47
Waverly	Brookfield	On		DTST	196	0	5	96	4	0	175	19	0.93	1.12
Bungalows at Stonebrook	Century	Ch		DTMU	76	3	4	23	2	0	23	6	0.63	0.35
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	23	1	0	9	3	0.25	0.18
Coventry at Park Place	Christopher	On		DTMU	102	6	4	30	2	0	52	22	0.96	1.29
Cara Pointe at Avenida	DR Horton	On		SFD	97	0	2	6	2	0	37	23	1.02	1.35
Persimmon Place at Avenida	DR Horton	On		SFD	80	0	2	7	2	0	49	22	1.35	1.29
Willowleaf at Avenida	DR Horton	On		SFD	52	0	1	5	2	0	20	12	0.55	0.71
Lago Los Serranos	JTECC Investment	CH		ATMU	95	0	5	42	0	0	44	6	0.77	0.35

( Southwest San Bernardino ) Continued ...

# THE RYNES REPORT

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## Inland Empire

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 36			In Area : 36		
					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			
<b>Southwest San Bernardino</b>																	
Continued ...																	
Cottages on 4th	KB Home	On		SFD	55	0	10	25	0	0	45	9	1.20	0.53			
Countryside	KB Home	OR	New	DTMU	52	0		101	0	0	0	0	0.00	0.00			
Northpark	KB Home	On	Update	SFD	190	0	28	65	4	0	39	14	1.07	0.82			
Turnleaf	KB Home	Ch		SFD	185	8	32	34	5	2	87	34	1.54	2.00			
Willowmore at Park Place	KB Home	On		SFD	60	3	4	42	2	0	25	16	0.88	0.94			
Amelia at The Preserve	Lennar	Ch		DTMU	110	0	16	50	1	0	84	15	0.94	0.88			
Autumn Field at The Preserve	Lennar	Ch		SFD	82	0	2	1	0	0	80	6	0.99	0.35			
Camden II at Park Place	Lennar	On		DTMU	88	0	8	31	0	0	77	9	1.09	0.53			
Eagle Rock at Grand Park	Lennar	On		SFD	134	0	15	15	0	1	82	16	1.00	0.94			
Montarra	Lennar	CH		DTMU	102	0	1	24	0	0	96	0	0.47	0.00			
Montarra II at Vila Borba	Lennar	CH		DTMU	100	0	5	24	0	0	75	2	0.70	0.12			
Olive Grove at The Preserve	Lennar	Ch		SFD	114	0	3	35	2	0	62	10	0.78	0.59			
Pacific Crest at Grand Park	Lennar	On		SFD	92	0	TSO	0	0	0	90	3	1.10	0.18			
Sierra Peak at Grand Park	Lennar	On	Update	SFD	104	0	14	31	1	0	87	10	1.14	0.59			
Aurora at Park Place	Pulte	On		DTMU	47	3	3	25	2	0	9	9	0.86	0.86			
Heirloom at The Preserve	Richmond American	Ch		SFD	104	0	5	30	1	0	99	11	1.07	0.65			
Primrose at Park Place	Richmond American	On	Update	DTMU	79	0	1	67	0	0	11	11	3.21	3.21			
Meadowood at Park Place	Taylor Morrison	On		DTMU	102	0	23	20	0	0	65	25	1.22	1.47			
Seville at Park Place	The New Home Co	On		DTMU	75	0	3	22	0	0	33	5	0.60	0.29			
St. James @ Park Place	TRI Pointe	On		DTMU	207	0	12	17	2	0	176	16	0.76	0.94			
Centerhouse	Trumark	On		ATT	114	0	9	28	0	0	72	9	1.35	0.53			
Laurel Lane	William Lyon	Ch		DTMU	70	0	3	0	0	0	67	1	0.69	0.06			
Stonewater at Park Place	Woodside	On		DTMU	79	0	6	35	0	0	46	13	0.86	0.76			
Sunrise at the Harvest	Woodside	Ch		DTMU	56	0	4	24	0	0	43	9	0.61	0.53			
<b>TOTALS: No. Reporting:</b>	<b>36</b>	<b>Avg. Sales:</b>	<b>0.97</b>	<b>Traffic to Sales:</b>	<b>37 : 1</b>	<b>293</b>	<b>1394</b>	<b>38</b>	<b>3</b>	<b>2122</b>	<b>399</b>	<b>Net:</b>	<b>35</b>				

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

Inland Empire	Projects							Participating : 215			In Area : 219		
		Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales					
<b>GRAND TOTALS: No. Reporting:</b>	<b>214</b>	<b>Avg. Sales:</b>	<b>0.94</b>	<b>Traffic to Sales:</b>	<b>31 : 1</b>	<b>1,590</b>	<b>7309</b>	<b>237</b>	<b>35</b>	<b>11,159</b>	<b>2,541</b>	<b>Net:</b>	<b>202</b>

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

# THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 17, Ending April 28, 2019

Sponsored by:



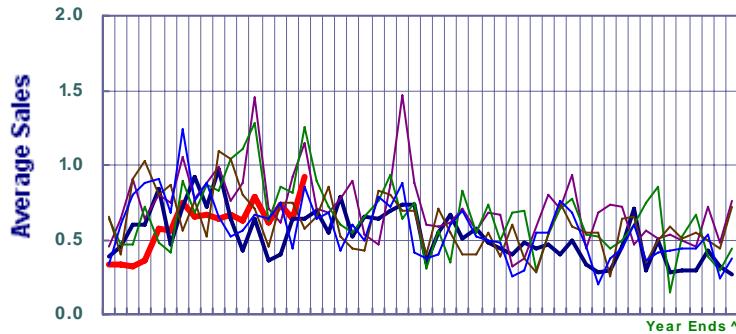
## San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg. Avg.	Diff.	Avg.	Diff.	
Central San Diego	3	69	3	0	3	1.00	0.46	116%	0.50	100%	
East San Diego	6	153	2	1	1	0.17	0.85	-80%	0.95	-82%	
No. Coastal San Diego	30	838	24	1	23	0.77	0.47	64%	0.48	60%	
No. Inland San Diego	35	651	43	5	38	1.09	0.66	64%	0.71	54%	
South Bay San Diego	30	1,099	33	2	31	1.03	0.62	68%	0.66	55%	
<b>Current Week Totals</b>	Traffic : Sales 27 : 1	<b>104</b>	<b>2,810</b>	<b>105</b>	<b>9</b>	<b>96</b>	<b>0.92</b>	<b>0.60</b>	<b>54%</b>	<b>0.64</b>	<b>45%</b>
Per Project Average			27	1.01	0.09	0.92					
<b>Year Ago - 04/29/2018</b>	Traffic : Sales 48 : 1	<b>79</b>	<b>2,807</b>	<b>58</b>	<b>7</b>	<b>51</b>	<b>0.65</b>	<b>0.62</b>	<b>4%</b>	<b>0.64</b>	<b>1%</b>
% Change		32%	0%	81%	29%	88%	43%	-4%		-1%	

### 2019 San Diego-Imperial Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 17 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	34	41	0.84	0.15	0.69	0.57
■	2015	32	58	0.84	0.09	0.75	0.60
■	2016	48	58	0.83	0.09	0.74	0.65
■	2017	50	49	0.99	0.12	0.87	0.71
■	2018	72	33	0.73	0.11	0.61	0.52
■	2019	101	25	0.70	0.10	0.60	0.60
% Change :		40%	-24%	-4%	-13%	-2%	16%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.04%	4.16%
FHA	3.72%	3.78%
10 Yr Yield	2.53%	



Total housing starts fell 0.3% in March to a seasonally adjusted annual rate of 1.14 million units from a downwardly revised reading in February, according to a report from the U.S. Housing and Urban Development and Commerce Department that was delayed due to the partial government shutdown. The March reading of 1.14 million is the number of housing units builders would begin construction if they kept this pace for the next 12 months. Within this overall number, single-family starts fell 0.4% to 785,000 units. The multifamily sector, which includes apartment buildings and condos, remained flat at 354,000. "Despite signs of stabilization of confidence in the marketplace, housing affordability continues to be a concern as housing construction weakens into March," said Greg Ugalde, chairman of the National Association of Home Builders. "Data in the early months of 2019 show single-family starts are off 5% from this time in 2018, with notable weakness in the Midwest and West," said NAHB Chief Economist Robert Dietz. "Several factors are negatively affecting the housing market, including excessive regulations, a lack of buildable lots and ongoing labor shortages. Recent declines in mortgage rates should help support the market in future months however." Regionally, combined single-family and multi-family starts year to date declined 14.2% in the Northeast, 10.9% in the Midwest and 27.1% in the West. Starts posted a 1.5% increase in the South. Overall permits, which are often a harbinger of future housing production edged 1.7% lower in March to 1.27 million units. Single-family permits fell 1.1% to an annualized pace of 808,000, while multifamily permits dropped 2.7% to an annual rate of 461,000. Source: Elizabeth Thompson NAHB

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Development Name	Developer	City Code	Notes	Type									
Central San Diego					Projects			Participating : 3			In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Elevate	Colrich	SDD		ATMU	62	0	12	32	2	0	24	7	0.38
Promontory at Civita	The New Home Co	SDN		ATMU	133	0	4	28	1	0	53	8	0.70
Park at Bankers Hill	Zephyr	SDD		ATMU	60	0	1	9	0	0	46	10	0.43
<b>TOTALS: No. Reporting:</b>	<b>3</b>	<b>Avg. Sales: 1.00</b>	<b>Traffic to Sales: 23 : 1</b>		<b>17</b>	<b>69</b>	<b>3</b>	<b>0</b>	<b>123</b>	<b>25</b>	<b>Net: 3</b>		

City Codes: SDD = San Diego, SDN = San Diego

East San Diego					Projects			Participating : 6			In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Main Ranch	California West Comm EC	SFD			139	0	2	71	0	0	62	28	1.20
Lakeshore	KB Home	SDE		DTMU	49	0	3	0	0	0	46	8	0.70
Lake Ridge at Weston	Pardee	Ste		DTMU	129	5	12	15	1	0	59	9	0.81
Sandstone at Weston	Pardee	Ste		DTMU	81	0	7	14	0	0	68	12	0.94
Prism at Weston	TRI Pointe	Ste		DTMU	142	0	8	40	1	0	61	22	0.84
Talus at Weston	TRI Pointe	Ste		DTMU	63	0	10	13	0	1	49	11	0.68
<b>TOTALS: No. Reporting:</b>	<b>6</b>	<b>Avg. Sales: 0.17</b>	<b>Traffic to Sales: 77 : 1</b>		<b>42</b>	<b>153</b>	<b>2</b>	<b>1</b>	<b>345</b>	<b>90</b>	<b>Net: 1</b>		

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

No. Coastal San Diego					Projects			Participating : 30			In Area : 30		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Francia at Mission Lane	Beazer	Oc		DTMU	59	0	7	6	0	0	52	13	0.57
Palomar at Mission Lane	Beazer	Oc		ATT	86	0	11	11	1	0	10	6	0.34
Pepper Tree at Mission Lane	Beazer	Oc		DTMU	83	0	9	12	0	0	55	10	0.60
Vela at Mission Lane	Beazer	Oc		ATT	63	0	7	12	1	0	11	6	0.37
12 Pacific	California West Comm Cb	DTMU			12	3	2	7	1	0	1	1	0.14
Encinitas Enclave	California West Comm En	DTMU			19	0	4	22	0	0	15	1	0.20
Tides	City Ventures	Oc		ATT	58	0	9	33	1	0	15	9	0.38
Acacia at The Preserve	Cornerstone	Cb	Update	ATMU	48	0	6	45	0	0	12	6	0.23
Agave at The Preserve	Cornerstone	Cb		ATMU	88	0	11	33	1	0	72	10	0.42
Altura at Pacific Ridge	Cornerstone	Oc		DTMU	72	0	6	50	2	0	19	11	0.42
Blue Sage at The Preserve	Cornerstone	Cb		ATMU	102	0	6	45	1	0	20	6	0.39
Brisas at Pacific Ridge	Cornerstone	Oc		ATMU	117	0	12	30	1	0	42	3	0.36
Cypress at The Preserve	Cornerstone	Cb		DTMU	56	0	6	62	1	0	13	7	0.25
Lucero at Pacific Ridge	Cornerstone	Oc		ATMU	130	0	10	21	1	0	35	6	0.34
Afton Way	Fit	Cb		DTMU	8	0	6	20	1	0	2	1	0.05
Castello at Heritage Bluffs	Lennar	SDC		DTMU	37	0	1	7	0	0	36	1	0.20
Collection at St. Cloud	Lennar	Oc		ATMU	80	0	8	38	0	0	2	2	0.16
Corzano at Heritage Bluffs	Lennar	SDC		DTMU	26	0	1	4	0	0	25	1	0.14
Toscana at Heritage Bluffs	Lennar	SDC		DTMU	27	0	1	14	0	0	26	1	0.14
Mackinnon	New Pointe	CBTS		DTMU	8	0	6	22	0	0	1	1	0.12
Carmel at Pacific Highlands Ranch	Pardee	SDC		DTMU	105	0	19	58	2	0	30	12	1.14
Sendero at Pacific Highland Ranch	Pardee	SDC		DTMU	112	0	1	67	2	0	58	34	2.19
Terraza at Pacific Highland Ranch	Pardee	SDC		DTMU	81	7	9	40	2	0	35	16	1.32
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC		DTMU	79	0	11	30	1	0	25	14	0.95
Vista Santa Fe at Pacific Highlands Ranch	Pardee	SDC		DTMU	44	0	7	30	1	0	11	11	0.60
Alcove	Shea	En		DTMU	13	0	4	21	0	0	6	5	0.23
Kensington at The Square	Shea	Cb		ATT	125	0	4	42	2	1	48	19	1.32
One Oak	Shea	En		DTMU	28	0	12	29	0	0	7	4	0.09
Vista Del Mar	Van Daele	Oc		ATMU	38	0	6	20	0	0	32	-1	0.45
													-0.06

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Development Name	Developer	City Code	Notes	Type									
No. Coastal San Diego					Projects			Participating : 30			In Area : 30		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Hideaway at St. Cloud	William Lyon	Oc	ATMU		122	12	15	7	2	0	33	16	0.80
<b>TOTALS:</b> No. Reporting: 30	Avg. Sales: 0.77	Traffic to Sales: 35 : 1			217	838	24	1	749	232	Net: 23		
City Codes: Cb = Carlsbad, CBTS = Cardiff By The Sea, En = Encinitas, Oc = Oceanside, SDC = San Diego													
No. Inland San Diego					Projects			Participating : 35			In Area : 35		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Estancia Bernardo	Ambient	Es	DTMU		13	0	2	7	0	0	11	0	0.16
Rancho Palomar	Ambient	Es	DTMU		22	0	8	9	0	0	9	5	0.18
Aurora Heights	Beazer	Fb	DTMU		124	6	5	47	6	0	19	19	0.98
Candela at Rancho Tesoro	Brookfield	SM	DTMU		56	0	1	3	0	0	55	11	0.55
Terracina at Rancho Tesoro	Brookfield	SM	DTMU		117	0	26	50	2	0	83	20	0.83
Vientos at Rancho Tesoro	Brookfield	SM	DTMU		102	0	15	0	2	0	62	12	0.62
SL Rey	California West Comm Bo	DTMU			93	0	5	19	1	0	30	8	0.51
The Estates at San Elijo Hills	Davidson	SM	DTMU		58	0	5	43	1	0	53	3	0.39
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU		64	0	4	3	0	0	38	8	0.46
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		124	7	10	6	0	0	94	15	1.13
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		106	3	4	3	2	0	102	15	1.22
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD		136	6	6	9	2	0	78	11	0.93
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU		51	0	7	3	1	0	23	9	0.40
Solara at Skyline	DR Horton	Vi	ATMU		80	5	13	5	1	0	9	8	0.38
Verano at Skyline	DR Horton	Vi	ATMU		109	0	2	7	1	1	18	12	0.74
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU		75	0	6	9	0	0	65	9	0.78
Thornbush	HQT	SM	SFD		14	0	9	11	1	0	5	4	0.17
Lexington	KB Home	Es	DTMU		43	0	3	10	1	1	39	15	0.27
Sierra	KB Home	Vi	ATMU		60	0	10	7	2	1	18	18	0.81
Viewpointe	KB Home	SM	ATMU		78	0	1	5	0	0	5	5	1.46
Andalucia at Harmony Grove	Lennar	Es	DTMU		129	0	13	29	0	0	87	6	0.43
Avante	Lennar	SDN	ATMU		119	0	22	20	1	0	20	3	0.46
Avila	Lennar	Vi	ATT		47	0	10	16	2	0	21	12	0.71
Cavalli at Harmony Grove Village	Lennar	Es	DTMU		64	0	18	32	2	0	30	18	0.76
Contessa at Harmony Grove Village	Lennar	Es	DTMU		56	0	7	10	5	0	5	5	3.50
Del Sur Skye	Lennar	SDN	ATMU		94	0	11	44	2	0	54	26	1.37
Seabreeze at Harmony Grove	Lennar	Es	DTMU		109	0	2	5	0	0	107	6	0.52
Sienna	Lennar	Vi	DTMU		27	0	8	5	0	0	0	0	0.00
Sterling Heights at The Lakes	Lennar	SDN	DTMU		110	5	11	87	2	0	26	19	1.11
Sur 33 at Del Sur	Lennar	SDN	DTMU		96	0	1	5	1	0	95	16	0.86
Whittingham at Harmony Grove Village	Lennar	Es	DTMU		120	6	13	33	0	0	55	13	0.77
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU		116	0	6	6	3	1	30	11	0.52
Estates at Canyon Grove	Shea	Es	DTMU		82	0	8	50	0	0	74	6	0.57
Heritage Collection at Canyon Grove	Shea	Es	DTMU		97	0	7	50	0	1	89	6	0.69
Citron Stella Park	William Lyon	Es	ATT		63	3	3	3	2	0	51	19	1.20
<b>TOTALS:</b> No. Reporting: 35	Avg. Sales: 1.09	Traffic to Sales: 15 : 1			282	651	43	5	1560	373	Net: 38		

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

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 3			In Area : 3		
South San Diego					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			
Esperanza at Vista del Sur	Cornerstone	SDS		ATMU	100	0	7	41	1	0	78	10	0.36	0.59			
Tesoro Vista del Sur	Cornerstone	SDS		ATMU	134	0	3	30	2	0	53	13	0.64	0.76			
Signature	Heritage	CHV		SFD	79	0	7	42	0	0	38	1	0.39	0.06			
<b>TOTALS:</b> No. Reporting: 3		Avg. Sales: 1.00			Traffic to Sales: 38 : 1			17	113	3	0	169	24	Net: 3			

City Codes: CHV = Chula Vista, SDS = San Diego

South Bay San Diego					Projects							Participating : 27			In Area : 27		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD			
Flora at Escaya	Brookfield	CHV		ATST	107	0	20	27	0	0	57	10	0.58	0.59			
Haciendas at Escaya	Brookfield	CHV		DTMU	76	0	16	2	0	0	51	11	0.52	0.65			
Prado at Escaya	Brookfield	CHV		SFD	130	0	11	50	2	0	65	16	0.66	0.94			
Aventine at Otay Ranch	Cornerstone	CHV		SFD	100	0	3	38	1	0	34	9	0.40	0.53			
Cambria at Otay Ranch	Cornerstone	CHV		DTMU	60	0	5	30	1	0	17	6	0.40	0.35			
Monterra at Otay Ranch	Cornerstone	CHV		ATMU	36	0	5	38	0	0	1	0	0.04	0.00			
Alay	Heritage	CHV		ATMU	80	0	11	56	0	0	0	0	0.00	0.00			
Lovina	Heritage	CHV		SFD	78	0	4	39	2	0	74	8	0.68	0.47			
Suwerte	Heritage	CHV		ATT	212	0	2	56	3	0	10	4	0.31	0.24			
Skylar at Millenia	KB Home	CHV		DTMU	79	0	9	49	0	0	49	9	0.69	0.53			
Castellena at Escaya	Lennar	CHV		DTMU	77	0	19	18	0	0	55	6	0.56	0.35			
Indigo at Escaya	Lennar	CHV		DTMU	111	0	8	42	3	0	73	16	0.74	0.94			
Millenia Boulevard	Lennar	CHV		ATMU	78	0	11	25	1	0	64	23	1.58	1.35			
Valencia at Escaya	Lennar	CHV		DTMU	118	8	20	33	1	0	64	14	0.65	0.82			
Meridian Communities EVO/TRIO/METR Meridian Group	CHV			ATMU	217	0	17	31	3	0	193	27	1.37	1.59			
Bella Sitia at Otay Ranch	Pacific Coast	CHV		DTMU	68	0	8	116	0	0	0	0	0.00	0.00			
Cantamar	Pacific Coast	CHV		DTMU	111	14	19	60	1	0	34	4	0.46	0.24			
Monte Villa	Pacific Coast	CHV		DTMU	72	0	8	23	0	0	42	3	0.45	0.18			
Parc Place	Pacific Coast	CHV		ATT	162	12	15	35	0	0	78	7	0.71	0.41			
Tosara II	Pacific Coast	CHV		ATMU	79	0	9	29	0	0	38	7	0.30	0.41			
Moderna at Playa Del Sol	Pardee	SDS		ATMU	44	8	15	22	2	0	28	18	0.62	1.06			
Veraz at Playa Del Sol	Pardee	SDS		ATMU	111	0	2	10	2	0	22	12	0.48	0.71			
Seville at Escaya	Shea	CHV		DTMU	135	0	7	17	3	0	64	12	0.66	0.71			
Sierra at Escaya	Shea	CHV		SFD	122	0	5	37	3	1	74	16	0.76	0.94			
Strata at Escaya	Shea	CHV		ATMU	72	0	6	38	0	1	63	14	0.94	0.82			
Vista Del Cielo	Shea	CHV		DTMU	52	0	2	30	0	0	42	7	0.43	0.41			
Z at Millenia	Shea	CHV		ATMU	106	4	9	35	2	0	71	8	0.56	0.47			
<b>TOTALS:</b> No. Reporting: 27		Avg. Sales: 1.04			Traffic to Sales: 33 : 1			266	986	30	2	1363	267	Net: 28			

City Codes: CHV = Chula Vista, SDS = San Diego

San Diego-Imperial					Projects							Participating : 104			In Area : 104		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales					
<b>GRAND TOTALS:</b> No. Reporting: 104		Avg. Sales: 0.92			Traffic to Sales: 27 : 1			841	2810	105	9	4,309	1,011	Net: 96			

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