

# THE RYNES REPORT

The Ryness Company Marketing Research Department

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For Week 7, Ending: **February 17, 2019**

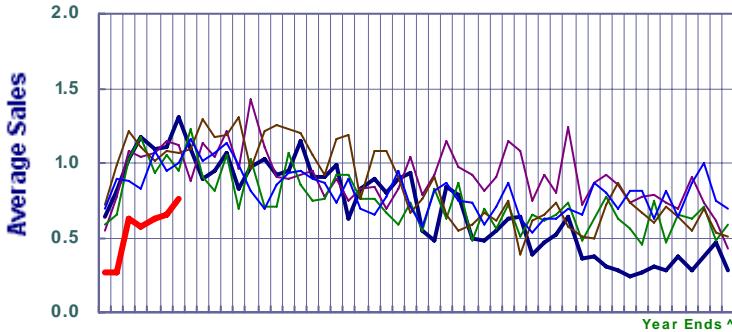
Bay Area

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.	
								Avg.	Diff.	Avg.	Diff.
Alameda		48	949	38	6	32	0.67	0.43	53%	0.35	93%
Contra Costa		28	499	13	4	9	0.32	0.43	-25%	0.39	-18%
Sonoma, Napa		9	173	3	1	2	0.22	0.41	-46%	0.34	-35%
San Mateo		2	9	4	0	4	2.00	0.79	155%	0.34	480%
Santa Clara		39	570	51	2	49	1.26	0.78	60%	0.52	142%
Monterey, Santa Cruz, San Benito		5	228	6	1	5	1.00	0.77	30%	0.71	41%
Solano		15	348	10	1	9	0.60	0.49	23%	0.42	43%
<b>Current Week Totals</b>	Traffic : Sales 22 : 1	<b>146</b>	<b>2,776</b>	<b>125</b>	<b>15</b>	<b>110</b>	<b>0.75</b>	<b>0.54</b>	<b>39%</b>	<b>0.42</b>	<b>81%</b>
Per Project Average				19	0.86	0.10	0.75				
<b>Year Ago - 02/18/2018</b>	Traffic : Sales 25 : 1	<b>131</b>	<b>4,599</b>	<b>182</b>	<b>11</b>	<b>171</b>	<b>1.31</b>	<b>0.94</b>	<b>38%</b>	<b>0.82</b>	<b>59%</b>
% Change		11%	-40%	-31%	36%	-36%	-42%	-42%			-49%

## 2019 Bay Area Survey

### 52 Weeks Comparison



### Year To Date Averages Through Week 7 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	114	29	0.96	0.10	0.86	0.81
■	2015	101	30	1.02	0.08	0.94	0.85
■	2016	117	33	0.94	0.08	0.86	0.73
■	2017	143	27	1.08	0.11	0.97	0.90
■	2018	137	38	1.10	0.08	1.02	0.70
■	2019	143	18	0.64	0.09	0.54	0.54
% Change :		5%	-53%	-42%	15%	-47%	-22%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.39%	4.39%
FHA	3.97%	3.97%
10 Yr Yield	2.66%	



Lower mortgage rates at the end of last year have yet to offer much of a reprieve for the housing market. Existing home sales dropped 6.4% in December, marking the fourth drop in the past six months and leaving sales down more than 10% on a year-ago basis. Adding to the picture of the slowdown, national price appreciation has cooled markedly to around a 5% pace and homes are now staying on the market for much longer. Mortgage applications popped to start the year, with double digit increases the first two weeks of January raising hopes of a breakthrough in pent-up demand as a result of a rapid 50 bps decline in mortgage rates. This jump was followed, however, by four consecutive declines. Pending home sales, which tend to lead closings by two-to-three months, have similarly been down for five of the last six months. We expect a modest stabilization in sales in January. Evidence of a resilient labor market was evident in the job openings data released this week. According to the JOLTS survey, there were over 7.3 million job openings in December, a record high. Furthermore, the number of job openings exceeded the number of jobless for the third straight month. Initial jobless claims have also mostly recovered from the uptick seen post-shutdown. Claims remain at an exceptionally low level. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 25			In Area : 25		
Alameda 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			
Monarch at Soares Ranch	DR Horton	UC		ATMU	63	0	13	12	2	0	17	7	0.70	1.00			
Reserve, The	DR Horton	Hy		DTMU	179	0	11	11	2	1	126	5	1.25	0.71			
Element	KB Home	Hy		ATMU	49	0	3	24	0	0	23	7	0.95	1.00			
Primrose at Sanctuary Village	KB Home	Nk		DTMU	97	0	4	37	0	0	24	16	2.63	2.29			
Rosebriar at Sanctuary Village	KB Home	Nk		DTMU	96	6	5	30	3	0	19	19	2.83	2.83			
Element	Lennar	Ok		ATMU	44	0	4	1	1	1	14	-1	0.21	-0.14			
Icona at Innovation	Lennar	Fr		ATMU	289	0	4	21	0	0	12	2	0.29	0.29			
Lighthouse	Lennar	Nk		ATMU	88	0	6	10	1	0	62	1	0.71	0.14			
Revo at Innovation	Lennar	Fr		ATMU	251	0	6	21	0	0	18	5	0.44	0.71			
Mission Crossing	Meritage	Hy		ATST	140	0	6	7	0	0	6	2	0.30	0.29			
Boulevard Heights	Pulte	Fr		ATMU	67	0	4	10	0	1	15	0	0.60	0.00			
Montecito	Pulte	Fr		ATMU	54	0	4	18	0	0	24	3	0.95	0.43			
Parkside Heights	Pulte	Hy		DTMU	97	0		21	0	0	0	0	0.00	0.00			
Promontory at Stonebrae	Richmond American	Hy		DTMU	96	0	4	9	0	0	13	-2	0.42	-0.29			
Theory at Innovation	Shea	Fr		ATMU	132	0	5	25	0	0	46	0	0.79	0.00			
Locale @ State Street - Rowhomes	SummerHill	Fr		ATMU	76	0	9	5	1	0	37	1	0.86	0.14			
Locale @ State Street Condos	SummerHill	Fr		ATMU	81	0	25	11	0	0	21	1	0.80	0.14			
Apex at Mission Stevenson	TRI Pointe	Fr		ATMU	77	0	7	32	2	0	44	3	0.83	0.43			
Palm	TRI Pointe	Fr	Rsv's	DTMU	31	0	3	34	0	0	5	2	0.22	0.29			
Saltcreek at Glass Bay	Trumark	Nk		DTMU	69	0	3	17	0	0	66	1	0.83	0.14			
Seagrass at Glass Bay	Trumark	Nk		DTMU	79	0	11	17	0	0	68	0	0.86	0.00			
Baker + Jamison	Van Daele	CV		ATMU	27	6	5	18	3	0	16	9	0.66	1.29			
Banks at Bayshores	William Lyon	Nk		DTMU	120	0	S/O	7	2	0	120	1	0.86	0.14			
Strand at Bayshores	William Lyon	Nk		ATMU	157	0	3	7	1	0	154	2	1.10	0.29			
Tides at Bayshores	William Lyon	Nk		DTMU	75	0	5	7	0	2	70	-3	0.50	-0.43			
<b>TOTALS: No. Reporting:</b>	<b>25</b>	<b>Avg. Sales:</b>	<b>0.52</b>		<b>Traffic to Sales:</b>	<b>23 : 1</b>		<b>150</b>	<b>412</b>	<b>18</b>	<b>5</b>	<b>1020</b>	<b>81</b>	<b>Net:</b>	<b>13</b>		

City Codes: CV = Castro Valley, Fr = Fremont, Hy = Hayward, Nk = Newark, Ok = Oakland, UC = Union City

Amador Valley					Projects							Participating : 23			In Area : 23		
					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			
Fillmore at Boulevard	Brookfield	Db	Update	ATMU	80	12	13	18	2	0	7	6	0.60	0.86			
Huntington at Boulevard	Brookfield	Db		DTMU	69	0	4	13	0	0	48	0	0.63	0.00			
Wilshire at Boulevard	Brookfield	Db		ATMU	75	0	18	38	0	0	27	2	0.67	0.29			
Riverton at Wallis Ranch	KB Home	Db		ATMU	125	0	5	15	0	0	112	2	0.85	0.29			
Lincoln at Boulevard	Lennar	Db		DTMU	45	0	1	29	2	0	18	7	0.77	1.00			
Madison at Boulevard	Lennar	Db		ATMU	107	0	6	10	1	0	100	2	1.31	0.29			
Newbury at Boulevard	Lennar	Db		DTMU	49	0	TSO	20	0	0	7	6	0.44	0.86			
Sunset at Boulevard	Lennar	Db		DTMU	60	0	8	22	3	0	28	5	0.52	0.71			
Union at Boulevard	Lennar	Db		ATMU	62	0	TSO	10	0	0	44	0	0.58	0.00			
Haven at Wallis Ranch	Meritage	Db		DTMU	75	3	4	8	2	1	71	6	1.31	0.86			
Homestead at Irby Ranch	Meritage	PI		DTMU	87	0	3	22	0	0	6	1	0.38	0.14			
Rose Avenue Estates	Ponderosa	PI		DTMU	16	0	4	26	0	0	3	0	0.12	0.00			
Vines	Ponderosa	Lv		DTMU	49	0	4	11	1	0	40	2	0.35	0.29			
Sage - Harmony	Shea	Lv		ATMU	105	0	2	33	0	0	48	0	0.46	0.00			
Sage - Synergy	Shea	Lv		ATMU	179	0	7	33	1	0	136	1	0.84	0.14			
Sage - Tranquility	Shea	Lv		ATMU	107	0	4	33	0	0	101	1	0.62	0.14			
Apex	Taylor Morrison	Db		ATMU	122	0	12	22	1	0	60	1	1.13	0.14			
Ivy Oak at Wallis Ranch	Taylor Morrison	Db	Update	DTMU	74	0	1	15	1	0	69	6	0.53	0.86			

( Amador Valley ) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 23			In Area : 23			
Amador Valley 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				
Enclave	Tim Lewis	Db		DTMU	48	0	8	20	1	0	40	4	0.42	0.57				
Onyx at Jordan Ranch	TRI Pointe	Db		DTST	105	8	8	35	1	0	59	4	0.68	0.57				
Quartz at Jordan Ranch	TRI Pointe	Db		ATMU	45	5	7	35	2	0	33	5	0.58	0.71				
Slate at Jordan Ranch	TRI Pointe	Db		DTMU	56	0	1	35	0	0	55	2	0.51	0.29				
Fielding at Wallis Ranch	Trumark	Db		DTMU	139	0	7	34	2	0	132	3	0.94	0.43				
<b>TOTALS: No. Reporting:</b>	<b>23</b>	<b>Avg. Sales:</b>	<b>0.83</b>		<b>Traffic to Sales:</b>	<b>27 : 1</b>		<b>127</b>	<b>537</b>	<b>20</b>	<b>1</b>	<b>1244</b>	<b>66</b>	<b>Net:</b>	<b>19</b>			

City Codes: Db = Dublin, Lv = Livermore, Pl = Pleasanton

Diablo Valley					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				
Verna Way	Castle	Cl		DTMU	6	0	3	20	0	0	3	3	0.72	0.72				
Davidon At Wilder	Davidon	Or		DTMU	60	0	17	17	0	0	30	1	0.38	0.14				
Tananger Heights	DeNova	PH		DTMU	18	0	2	18	0	1	16	3	0.46	0.43				
Stoneyridge	Landsea	WC		ATMU	30	0	5	1	0	0	25	0	0.26	0.00				
Trellis	Pulte	WC		ATMU	53	0	3	0	0	0	50	0	0.54	0.00				
Wilder	Taylor Morrison	Or		DTMU	61	0	4	6	1	0	30	2	0.20	0.29				
Greyson Place	TRI Pointe	PH		DTMU	44	0	3	8	0	0	1	1	0.19	0.19				
<b>TOTALS: No. Reporting:</b>	<b>7</b>	<b>Avg. Sales:</b>	<b>0.00</b>		<b>Traffic to Sales:</b>	<b>70 : 1</b>		<b>37</b>	<b>70</b>	<b>1</b>	<b>1</b>	<b>155</b>	<b>10</b>	<b>Net:</b>	<b>0</b>			

City Codes: Cl = Clayton, Or = Orinda, PH = Pleasant Hill, WC = Walnut Creek

San Ramon 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				
Foothills at The Preserve	Lennar	SR		DTMU	72	0	1	3	2	1	14	7	0.39	1.00				
Highlands at The Preserve	Lennar	SR		DTMU	121	0	1	3	0	0	14	6	0.39	0.86				
Meadows at The Preserve	Lennar	SR		DTMU	63	0	4	3	0	0	16	2	0.44	0.29				
Redhawk	Ponderosa	Dn		DTMU	20	0	4	17	0	0	10	0	0.12	0.00				
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales:</b>	<b>0.25</b>		<b>Traffic to Sales:</b>	<b>13 : 1</b>		<b>10</b>	<b>26</b>	<b>2</b>	<b>1</b>	<b>54</b>	<b>15</b>	<b>Net:</b>	<b>1</b>			

City Codes: Dn = Danville, SR = San Ramon

West Contra Costa					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				
Waterline Point Richmond	Shea	Rm		ATMU	60	0	2	26	0	1	15	2	0.28	0.29				
Muir Pointe - The Tides	Taylor Morrison	Hc		DTST	51	0	2	6	1	0	48	1	0.44	0.14				
Muir Pointe- The Cove	Taylor Morrison	Hc		DTST	93	0	3	6	1	0	67	3	0.62	0.43				
Places at NOMA	William Lyon	Rm		DTST	95	0	6	3	0	0	9	2	0.45	0.29				
Rows at NOMA	William Lyon	Rm		ATMU	98	0	3	3	0	0	3	3	0.45	0.45				
<b>TOTALS: No. Reporting:</b>	<b>5</b>	<b>Avg. Sales:</b>	<b>0.20</b>		<b>Traffic to Sales:</b>	<b>22 : 1</b>		<b>16</b>	<b>44</b>	<b>2</b>	<b>1</b>	<b>142</b>	<b>11</b>	<b>Net:</b>	<b>1</b>			

City Codes: Hc = Hercules, Rm = Richmond

Antioch/Pittsburg					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				
Park Ridge	Davidon	An		DTMU	123	0	15	73	0	0	74	5	1.00	0.71				
Verona	Meritage	An		DTMU	117	0	5	1	1	0	7	2	0.69	0.29				
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales:</b>	<b>0.50</b>		<b>Traffic to Sales:</b>	<b>74 : 1</b>		<b>20</b>	<b>74</b>	<b>1</b>	<b>0</b>	<b>81</b>	<b>7</b>	<b>Net:</b>	<b>1</b>			

City Codes: An = Antioch

Continued ...

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Development Name	Developer	City Code	Notes	Type	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			
Citrus at Emerson Ranch	Brookfield	Oy		DTMU	60	0	17	89	1	1	29	6	0.72	0.86			
Laurel at Emerson Ranch	Brookfield	Oy		DTMU	117	0	14	91	0	0	85	8	1.21	1.14			
Mosaic at the Lakes	Kiper	DB		DTMU	175	0	3	16	0	0	157	2	0.94	0.29			
Regatta at the Lakes	Kiper	DB		DTMU	64	0	2	26	1	0	62	4	0.79	0.57			
Palermo	Meritage	Bt		DTMU	96	0	1	10	1	0	19	3	0.61	0.43			
Harper Parc	Nuvera Homes	Bt		DTMU	84	0	5	16	1	0	21	5	0.55	0.71			
Bella Verde	Pulte	Bt		DTMU	48	6	5	7	2	0	5	5	1.00	1.00			
Terrene	Pulte	Bt		DTMU	101	0		2	0	0	0	0	0.00	0.00			
Vista Dorado	Shea	Bt		DTMU	82	0	3	22	1	0	73	2	0.39	0.29			
Wynstone at Barrington	TRI Pointe	Bt		DTMU	92	0	4	6	0	0	84	3	0.78	0.43			
<b>TOTALS: No. Reporting:</b>	<b>10</b>	<b>Avg. Sales:</b>	<b>0.60</b>		<b>Traffic to Sales:</b>	<b>41 : 1</b>		<b>54</b>	<b>285</b>	<b>7</b>	<b>1</b>	<b>535</b>	<b>38</b>	<b>Net:</b>	<b>6</b>		

City Codes: Bt = Brentwood, DB = Discovery Bay, Oy = Oakley

Sonoma, Napa Counties				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	Av.Sls /YTD				
West Pueblo Estates	Castle	Np	DTMU	19	0	1	15	1	0	18	3	0.47	0.43				
Andersen Ranch	Davidon	Np	DTMU	35	0	10	15	0	0	25	-2	0.57	-0.29				
DayBreak at Brody Ranch	DeNova	Pet	DTMU	61	0	5	N/A	0	0	27	5	0.86	0.71				
Mill Creek at Brody Ranch	DeNova	Pet	ATST	138	0	7	N/A	0	0	18	6	0.66	0.86				
Cypress at University	KB Home	RP	DTMU	179	0	13	25	0	0	130	6	1.02	0.86				
Aspect	Lafferty	Pet	DTMU	18	0		10	0	0	0	0	0.00	0.00				
Blume	Lafferty	RS	DTMU	57	0	2	26	0	1	7	0	0.24	0.00				
Blume Townhomes	Lafferty	RS	ATMU	16	0	1	26	1	0	2	1	0.07	0.14				
Juniper at University	Richmond American	RP	DTMU	99	0	11	25	1	0	22	6	0.53	0.86				
Mulberry at University	Richmond American	RP	DTMU	164	0	3	19	0	0	130	3	0.89	0.43				
Laurel Park Estates	Ryder	Np Rsv's	DTMU	18	0	2	12	0	0	14	1	0.34	0.14				
<b>TOTALS: No. Reporting:</b>	<b>9</b>	<b>Avg. Sales:</b>	<b>0.22</b>		<b>Traffic to Sales:</b>	<b>58 : 1</b>		<b>55</b>	<b>173</b>	<b>3</b>	<b>1</b>	<b>393</b>	<b>29</b>	<b>Net:</b>	<b>2</b>		

City Codes: Np = Napa, Pet = Petaluma, RP = Rohnert Park, RS = Santa Rosa

San Mateo County				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				
Foster Square	Lennar	FC	ATMU	200	0	2	1	1	0	105	2	0.76	0.29				
Marquis	Pulte	MP	ATMU	24	4	6	8	3	0	18	9	0.62	1.29				
<b>TOTALS: No. Reporting:</b>	<b>2</b>	<b>Avg. Sales:</b>	<b>2.00</b>		<b>Traffic to Sales:</b>	<b>2 : 1</b>		<b>8</b>	<b>9</b>	<b>4</b>	<b>0</b>	<b>123</b>	<b>11</b>	<b>Net:</b>	<b>4</b>		

City Codes: FC = Foster City, MP = Menlo Park

Santa Clara County				Projects							Participating : 39			In Area : 39		
				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			
Palmero	California & Peninsula	MV	ATMU	33	1	2	31	0	0	24	11	1.83	1.57			
Classics at Lawrence Station	Classics	Sv	ATMU	34	2	5	38	2	0	9	9	1.75	1.75			
Highlands of Los Gatos	Davidon	LG	DTMU	20	0	TSO	2	0	0	14	0	0.05	0.00			
Asana	DeNova	SJ Rsv's	DTMU	250	0	5	16	1	0	21	9	1.39	1.29			
Valencia	Dividend	MH	DTMU	84	0	5	40	1	0	42	5	1.01	0.71			
Contempo at Centre Pointe	DR Horton	MI	ATMU	105	0	6	12	1	0	82	5	0.76	0.71			
Traditions at Centre Pointe	DR Horton	MI	ATMU	136	0	6	11	0	0	106	8	0.98	1.14			
Apex at Berryessa Crossing	KB Home	SJ	ATMU	162	7	7	13	1	0	155	10	1.89	1.43			
Circuit	KB Home	MI	ATMU	144	6	6	14	1	0	48	10	0.89	1.43			

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Santa Clara County 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				
Lucente	KB Home	MI		ATMU	98	6	7	16	1	0	53	11	1.20	1.57				
Metro II at Communications Hill	KB Home	SJ		ATMU	150	7	7	26	1	0	11	6	0.84	0.86				
Cottlestone	Lafferty	SJ		DTMU	17	0	2	4	0	0	3	2	0.06	0.29				
Echo at The Vale	Landsea	Sv	Rsv's	ATMU	171	0	1	26	1	0	121	2	1.55	0.29				
Nexus at The Vale	Landsea	Sv		ATMU	143	0	3	26	0	0	109	2	1.39	0.29				
Siena	Landsea	MI		ATMU	73	0	5	9	0	0	44	-1	0.97	-0.14				
Cambridge Place	Lennar	GI		DTMU	70	6	6	8	0	0	47	4	0.71	0.57				
Estancia - Towns	Lennar	MV		ATMU	61	0	2	5	2	0	37	5	0.95	0.71				
Lantana	Lennar	MH		DTMU	53	0	4	1	0	0	49	1	0.44	0.14				
Lexington at Avenue One	Lennar	SJ		ATMU	190	0	4	2	2	0	53	1	1.00	0.14				
Provence at Glen Loma	Lennar	GI		DTMU	43	0	2	1	0	0	2	1	0.15	0.14				
SoMont	Lennar	MI		ATMU	138	0	6	2	0	0	106	-1	1.37	-0.14				
Wisteria	Lennar	MH		DTMU	82	0	11	1	1	0	71	2	0.63	0.29				
Heartland Court	Meritage	GI		DTMU	9	4	3	5	2	0	3	3	0.01	0.43				
Onyx Series 5	Pulte	SJ		ATST	101	0	10	10	3	0	91	13	0.96	1.86				
Radius- Townhomes	Pulte	MV		ATMU	124	0	9	4	2	0	110	20	1.17	2.86				
Towns and Rows at Metro	Pulte	MI		ATST	303	6	9	20	4	0	214	15	1.43	2.14				
Nuevo- E-Towns	SummerHill	SC	New	ATMU	114	0	5	13	9	0	9	9	1.75	1.75				
Nuevo- Terraces	SummerHill	SC	New	ATMU	176	0	6	30	9	0	9	9	1.75	1.75				
6Sixty	Taylor Morrison	MV		ATMU	37	0	16	7	1	1	3	1	0.07	0.14				
Nova at The Vale	Taylor Morrison	Sv		ATMU	136	0	27	12	0	0	96	6	1.95	0.86				
Prynt	Taylor Morrison	MI		ATMU	25	0	5	1	1	0	19	1	0.32	0.14				
Ellison Park	The New Home Co	MI		ATMU	114	0	4	27	0	0	84	0	1.12	0.00				
Madison Gate - SFD	TRI Pointe	MH		DTMU	15	0	5	27	0	0	9	1	0.17	0.14				
Madison Gate Towns	TRI Pointe	MH		ATMU	50	0	3	27	1	0	17	2	0.32	0.29				
SP78	Trumark	SJ		ATMU	78	0	4	7	0	0	25	3	0.69	0.43				
Gables, The	Van Daele	MH		ATMU	37	6	6	20	1	0	19	4	0.59	0.57				
Veneto	Van Daele	MH		DTMU	14	0	5	23	1	1	1	1	0.19	0.19				
Veneto TWH	Van Daele	MH		ATMU	60	0	3	23	0	0	1	1	0.19	0.19				
Towne38	William Lyon	Cm		ATMU	38	0	3	10	2	0	26	7	0.86	1.00				
<b>TOTALS: No. Reporting:</b>	<b>39</b>	<b>Avg. Sales:</b>	<b>1.26</b>		<b>Traffic to Sales:</b>	<b>11 : 1</b>		<b>225</b>	<b>570</b>	<b>51</b>	<b>2</b>	<b>1943</b>	<b>198</b>	<b>Net:</b>	<b>49</b>			

City Codes: Cm = Campbell, GI = Gilroy, LG = Los Gatos, MH = Morgan Hill, MI = Milpitas, MV = Mountain View, SC = Santa Clara, SJ = San Jose, Sv = Sunnyvale

Monterey, Santa Cruz, San Benito Counties					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				
Knolls at Allendale	DeNova	Ho		DTST	67	0	6	41	1	0	13	8	0.76	1.14				
Lanes at Allendale	DeNova	Ho		DTST	101	6	6	45	4	1	46	13	1.69	1.86				
Rancho Vista	Meritage	SJB		DTMU	85	0	4	10	0	0	18	4	0.44	0.57				
Beach House at The Dunes	Shea	Ma		DTMU	106	0	1	66	1	0	89	3	0.62	0.43				
Boat House at The Dunes	Shea	Ma		DTMU	30	0	3	66	0	0	19	-1	0.30	-0.14				
<b>TOTALS: No. Reporting:</b>	<b>5</b>	<b>Avg. Sales:</b>	<b>1.00</b>		<b>Traffic to Sales:</b>	<b>38 : 1</b>		<b>20</b>	<b>228</b>	<b>6</b>	<b>1</b>	<b>185</b>	<b>27</b>	<b>Net:</b>	<b>5</b>			

City Codes: Ho = Hollister, Ma = Marina, SJB = San Juan Bautista

Benicia, Vallejo					Projects								Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Skyline	KB Home	VI		DTMU	71	0	1	15	0	0	30	3	0.75	0.43				

( Benicia, Vallejo ) Continued ...

# THE RYNES REPORT

Week Ending  
Sunday, February 17, 2019

Bay Area Page  
5 of 5

Development Name	Developer	City Code	Notes	Type									
Benicia, Vallejo					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
<b>TOTALS:</b> No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: 0 : 1	1		15	0	0	30	3	Net: 0	

City Codes: VI = Vallejo

Fairfield, Vacaville, Suisun, Dixon				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
Paradise 360	DeNova	Ff	DTST	68	0	3	30	1	0	40	9	0.78	1.29
Ashton Park at Southtown	DR Horton	Vc	DTST	37	0	5	4	1	0	4	4	0.60	0.60
Brookline	Meritage	Ff	DTMU	76	4	3	2	1	0	1	1	0.19	0.19
Brookline Estates	Meritage	Ff	DTMU	14	0	2	3	0	0	1	1	0.19	0.19
Larkspur at The Villages	Richmond American	Ff	DTMU	93	0	3	27	1	0	42	3	0.91	0.43
Orchards at Valley Glen	Richmond American	Dx	DTMU	110	0	3	6	0	0	107	0	0.95	0.00
Orchards at Valley Glenn II	Richmond American	Dx	DTMU	122	0	5	6	0	0	5	2	0.41	0.29
Bristol at Brighton Landing	The New Home Co	Vc	DTMU	64	0	6	68	1	0	4	4	0.78	0.78
Oxford at Brighton Landings	The New Home Co	Vc	DTMU	80	0	7	68	1	0	2	2	0.93	0.93
Bloom at Green Valley	TRI Pointe	Ff	DTMU	91	6	5	25	2	0	48	7	0.71	1.00
Harvest at Green Valley	TRI Pointe	Ff	DTMU	56	0	4	25	0	1	33	3	0.49	0.43
Lantana at the Village	TRI Pointe	Ff	DTMU	133	8	8	15	1	0	16	5	0.88	0.71
Addington at Brighton Landing	Woodside	Vc	DTST	190	0	3	27	1	0	111	3	0.99	0.43
Tandridge at Brighton Landing	Woodside	Vc	DTMU	105	0	6	27	0	0	99	0	0.88	0.00
<b>TOTALS:</b> No. Reporting: 14		Avg. Sales: 0.64		Traffic to Sales: 33 : 1	63		333	10	1	513	44	Net: 9	

City Codes: Dx = Dixon, Ff = Fairfield, Vc = Vacaville

Bay Area				Projects		Participating : 148				In Area : 148		
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS:</b> No. Reporting: 146		Avg. Sales: 0.75		Traffic to Sales: 22 : 1	786	2776	125	15	6,418	540	Net: 110	

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



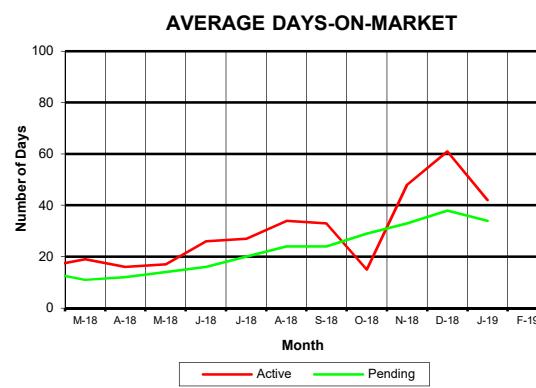
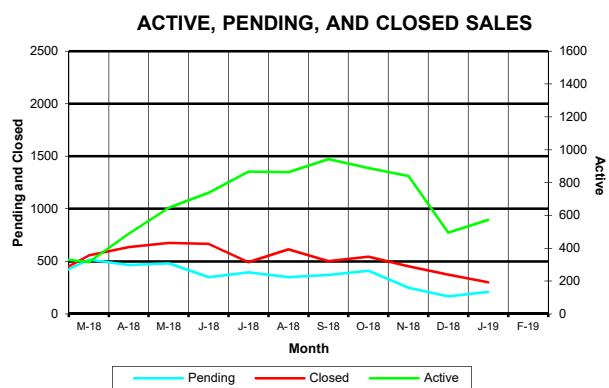
# The Ryness Company

Marketing Research Department

## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

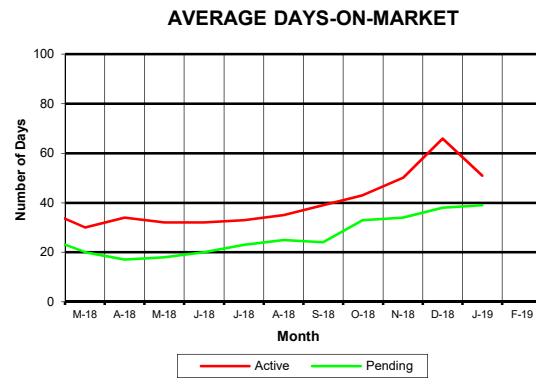
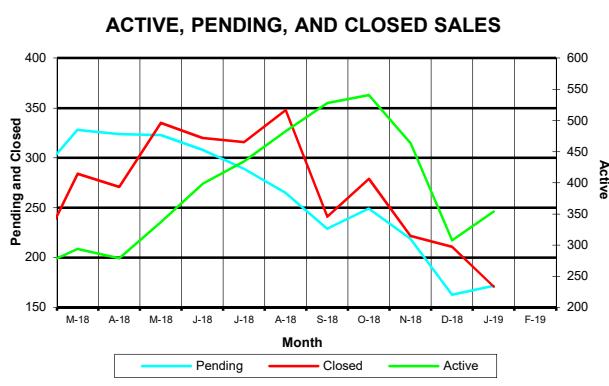
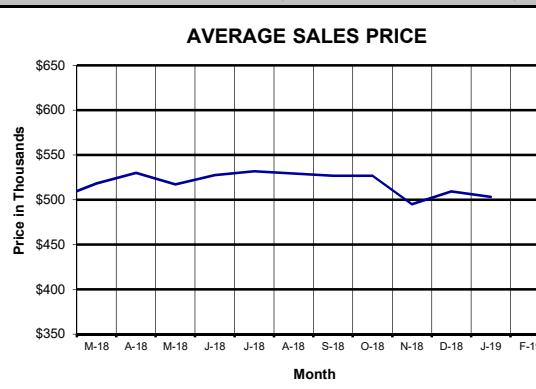
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jun-18	738	26	350	16	\$667	\$1,403,203
Jul-18	866	27	394	20	493	\$1,332,757
Aug-18	862	34	351	24	614	\$1,308,612
Sep-18	942	33	370	24	501	\$1,305,240
Oct-18	889	15	412	29	546	\$1,271,013
Nov-18	840	48	249	33	454	\$1,251,099
Dec-18	495	61	167	38	375	\$1,185,120
Jan-19	573	42	211	34	302	\$1,140,945



## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jun-18	398	32	308	20	320	\$527,465
Jul-18	434	33	289	23	316	\$531,778
Aug-18	483	35	265	25	348	\$529,224
Sep-18	528	39	229	24	241	\$526,728
Oct-18	541	43	249	33	279	\$526,782
Nov-18	464	50	219	34	222	\$495,121
Dec-18	308	66	163	38	211	\$509,453
Jan-19	354	51	172	39	171	\$503,178



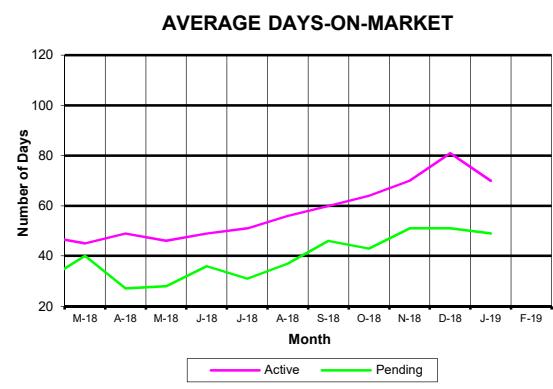
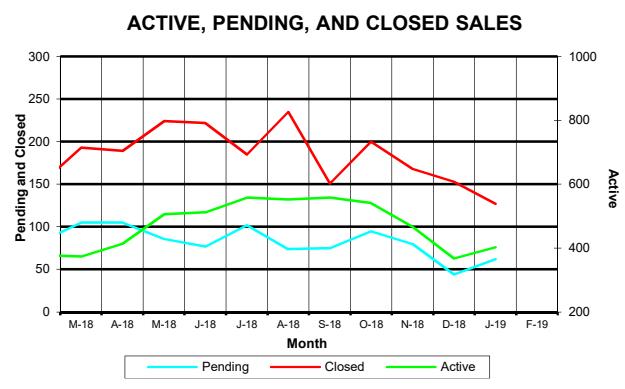


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Marketing Research Department

## Fairfield-Vacaville SFD Monthly MLS Survey

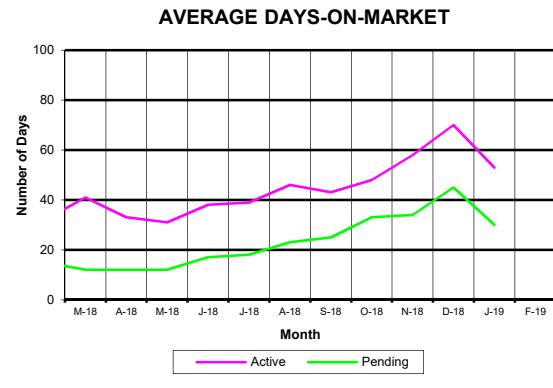
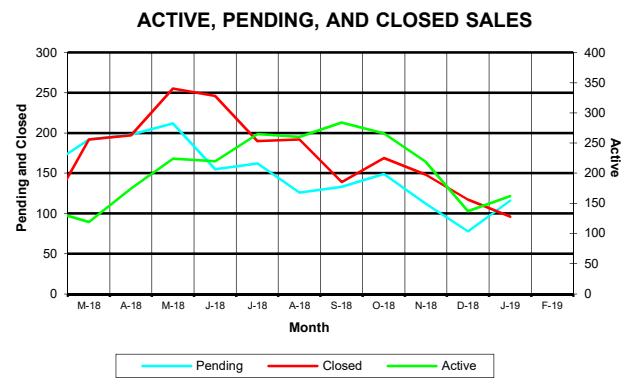
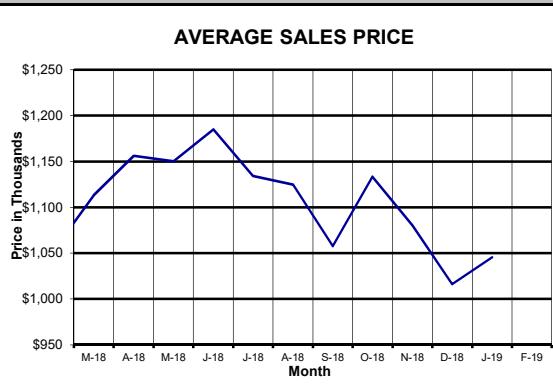
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jun-18	512	49	77	\$518,728
Jul-18	558	51	102	\$577,737
Aug-18	552	56	74	\$505,878
Sep-18	558	60	75	\$495,650
Oct-18	541	64	95	\$464,747
Nov-18	467	70	80	\$512,291
Dec-18	368	81	44	\$469,332
Jan-19	403	70	62	\$469,596



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-18	220	38	155	17	\$1,185,071
Jul-18	265	39	162	18	\$1,133,986
Aug-18	260	46	126	23	\$1,124,746
Sep-18	284	43	133	25	\$1,057,593
Oct-18	266	48	149	33	\$1,133,344
Nov-18	219	58	112	34	\$1,080,360
Dec-18	137	70	78	45	\$1,016,017
Jan-19	162	53	116	30	\$1,045,514





# The Ryness Company

Marketing Research Department

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

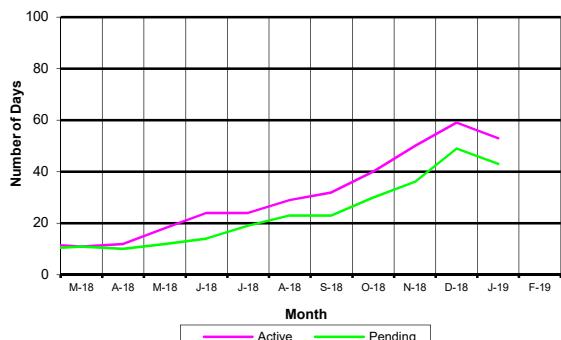
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jun-18	281	24	159	\$906,368
Jul-18	346	24	160	\$899,678
Aug-18	372	29	172	\$909,792
Sep-18	485	32	116	\$866,450
Oct-18	425	40	180	\$881,487
Nov-18	411	50	93	\$838,356
Dec-18	266	59	63	\$773,972
Jan-19	343	53	81	\$748,538



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

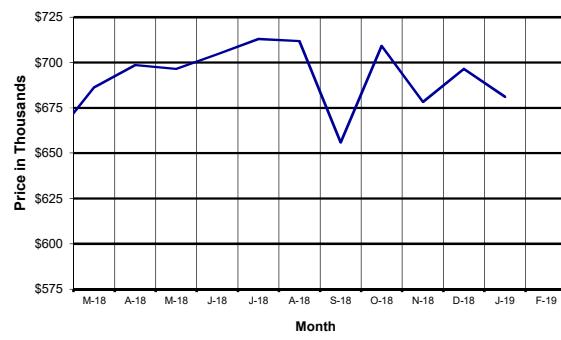


## Amador Valley Attd. Monthly MLS Survey

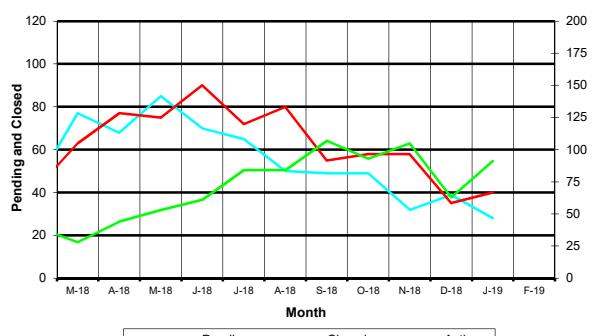
Dublin, Livermore & Pleasanton

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jun-18	61	23	70	\$704,618
Jul-18	84	22	65	\$713,019
Aug-18	84	33	50	\$711,914
Sep-18	107	35	49	\$656,002
Oct-18	93	29	49	\$709,201
Nov-18	105	41	32	\$678,385
Dec-18	63	56	39	\$696,518
Jan-19	91	43	28	\$681,126

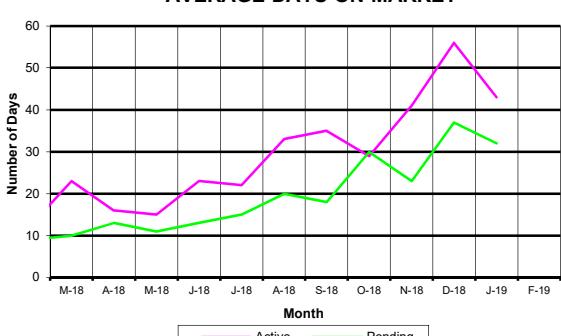
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



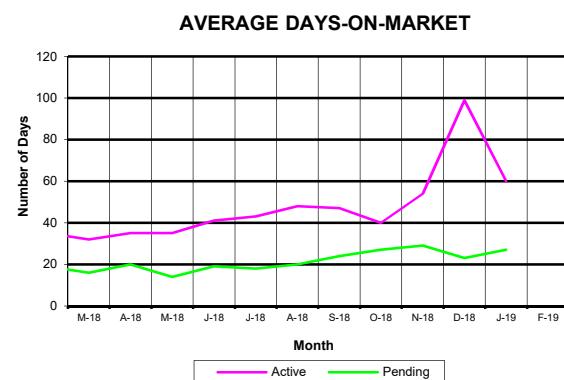


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Marketing Research Department

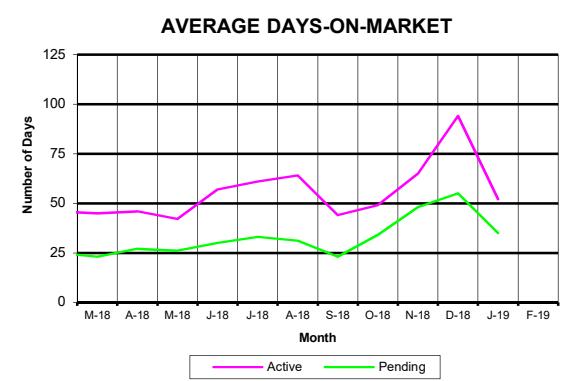
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	83	41	52	19	91	\$661,470
Jul-18	90	43	73	18	72	\$679,462
Aug-18	87	48	46	20	86	\$714,467
Sep-18	101	47	58	24	60	\$689,582
Oct-18	123	40	56	27	23	\$701,239
Nov-18	92	54	55	29	56	\$666,109
Dec-18	50	99	26	23	64	\$601,297
Jan-19	77	60	36	27	41	\$673,014



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	362	57	132	30	250	\$1,325,858
Jul-18	355	61	102	33	224	\$1,252,946
Aug-18	322	64	105	31	206	\$1,335,190
Sep-18	569	44	120	23	156	\$1,277,755
Oct-18	519	49	128	34	271	\$1,363,463
Nov-18	453	65	99	48	211	\$1,275,462
Dec-18	220	94	45	55	151	\$1,393,055
Jan-19	388	52	54	35	87	\$1,175,426



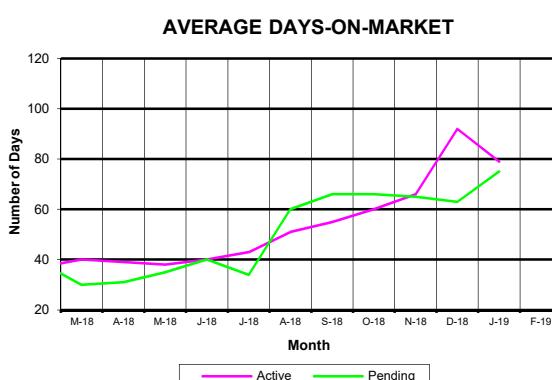


# The Ryness Company

Marketing Research Department

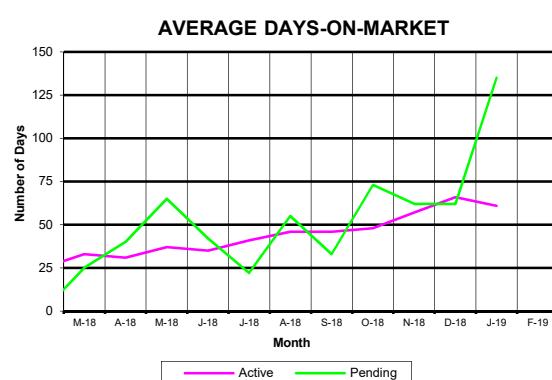
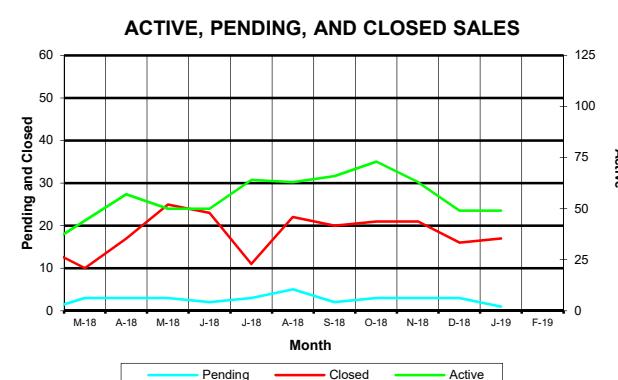
## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-18	445	40	14	40	\$690,476
Jul-18	480	43	38	34	\$688,225
Aug-18	511	51	24	60	\$658,895
Sep-18	520	55	29	66	\$669,878
Oct-18	475	60	29	66	\$653,655
Nov-18	419	66	22	65	\$628,100
Dec-18	343	92	30	63	\$653,866
Jan-19	288	79	21	75	\$679,255



## Santa Rosa ATT Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jun-18	50	35	2	42	\$387,255
Jul-18	64	41	3	22	\$416,273
Aug-18	63	46	5	55	\$380,616
Sep-18	66	46	2	33	\$405,353
Oct-18	73	48	3	73	\$405,014
Nov-18	63	57	3	62	\$367,738
Dec-18	49	66	3	62	\$390,563
Jan-19	49	61	1	135	\$360,882



# THE RYNES REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 7, Ending: **February 17, 2019**

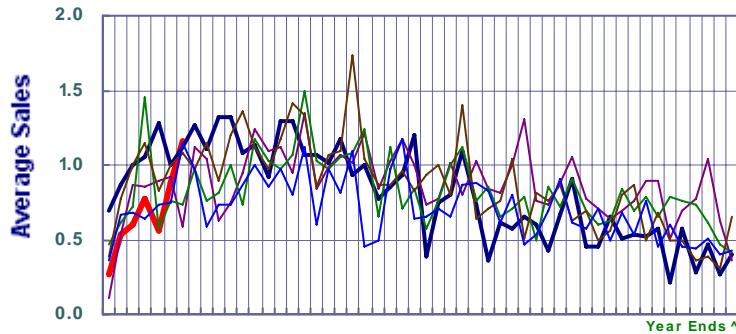
## Central Valley

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Tracy/Mountain House	18	360	26	3	23	1.28	0.60	112%	0.44	193%	
San Joaquin County	25	659	26	0	26	1.04	0.67	55%	0.44	136%	
Stanislaus County	5	62	6	0	6	1.20	0.60	100%	0.43	179%	
Merced County	17	271	22	4	18	1.06	0.73	45%	0.53	100%	
Tulare and Kings Counties	1	10	0	0	0	0.00	0.29	-100%	0.33	0%	
Fresno County	10	192	16	1	15	1.50	0.92	62%	0.78	93%	
<b>Current Week Totals</b>	Traffic : Sales 16 : 1	<b>76</b>	<b>1,554</b>	<b>96</b>	<b>8</b>	<b>88</b>	<b>1.16</b>	<b>0.69</b>	<b>68%</b>	<b>0.50</b>	<b>132%</b>
Per Project Average		20	1.26	0.11	1.16						
<b>Year Ago - 02/18/2018</b>	Traffic : Sales 27 : 1	<b>63</b>	<b>1,886</b>	<b>71</b>	<b>3</b>	<b>68</b>	<b>1.08</b>	<b>0.92</b>	<b>18%</b>	<b>0.83</b>	<b>29%</b>
% Change		21%	-18%	35%	167%	29%	7%	-25%		-40%	

### 2019 Central Valley Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 7 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	45	25	0.70	0.10	0.61	0.71
■	2015	46	32	0.98	0.15	0.83	0.88
■	2016	46	30	0.83	0.11	0.73	0.82
■	2017	48	28	0.82	0.13	0.69	0.87
■	2018	63	29	1.15	0.14	1.00	0.80
■	2019	75	19	0.81	0.13	0.68	0.68
% Change :		19%	-33%	-29%	-9%	-32%	-15%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.39%	4.39%
FHA	3.97%	3.97%
10 Yr Yield	2.66%	



Lower mortgage rates at the end of last year have yet to offer much of a reprieve for the housing market. Existing home sales dropped 6.4% in December, marking the fourth drop in the past six months and leaving sales down more than 10% on a year-ago basis. Adding to the picture of the slowdown, national price appreciation has cooled markedly to around a 5% pace and homes are now staying on the market for much longer. Mortgage applications popped to start the year, with double digit increases the first two weeks of January raising hopes of a breakthrough in pent-up demand as a result of a rapid 50 bps decline in mortgage rates. This jump was followed, however, by four consecutive declines. Pending home sales, which tend to lead closings by two-to-three months, have similarly been down for five of the last six months. We expect a modest stabilization in sales in January. Evidence of a resilient labor market was evident in the job openings data released this week. According to the JOLTS survey, there were over 7.3 million job openings in December, a record high. Furthermore, the number of job openings exceeded the number of jobless for the third straight month. Initial jobless claims have also mostly recovered from the uptick seen post-shutdown. Claims remain at an exceptionally low level. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

# THE RYNES REPORT

Week Ending  
Sunday, February 17, 2019

## Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 18			In Area : 18		
					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			
Valera	Bright	Tr		DTMU	71	0	6	8	1	0	54	2	0.59	0.29			
Meadowview at Mountain House	K Hovnanian	MH		DTMU	69	7	5	28	3	0	34	4	0.91	0.57			
Legacy at Ellis	Lennar	Tr		DTMU	77	0	1	8	1	0	70	3	0.55	0.43			
Legend at Ellis	Lennar	Tr		DTMU	126	0	3	8	4	1	104	10	0.82	1.43			
Primrose II	Lennar	Tr		DTMU	61	0	5	1	1	0	14	6	0.58	0.86			
Tribute II	Lennar	MH		DTMU	82	0	1	1	0	0	81	1	0.90	0.14			
Caprano at College Park	Meritage	MH		DTMU	77	7	7	3	1	0	70	7	0.82	1.00			
Fontina at College Park	Meritage	MH		DTMU	56	0	4	18	3	1	20	4	0.59	0.57			
Madrona at College Park	Meritage	MH		DTMU	81	0	5	6	0	0	76	1	0.87	0.14			
Inspirato at Mountain House	Richmond American	MH		DTMU	88	0	7	20	0	0	64	3	0.82	0.43			
Oliveto at Mountain House	Richmond American	MH		DTMU	88	0	2	21	2	0	27	4	0.63	0.57			
Wellington at Mountain House	Richmond American	MH		DTMU	66	0	5	19	0	0	40	2	0.74	0.29			
Ashford at Mountain House	Shea	MH		DTMU	117	0	3	55	0	0	87	3	0.80	0.43			
Prescott Mountain House	Shea	MH		DTMU	55	8	5	55	4	0	11	7	0.64	1.00			
Barcelona	Taylor Morrison	Tr		DTMU	51	0	3	0	0	0	47	2	0.73	0.29			
Zephyr Ranch	Taylor Morrison	MH		DTMU	98	12	13	19	5	1	18	8	0.99	1.14			
Sundance II	TRI Pointe	MH		DTMU	138	0	4	36	0	0	66	3	0.82	0.43			
Cascada at Cordes	Woodside	MH		DTMU	78	0	5	54	1	0	48	6	0.85	0.86			
<b>TOTALS: No. Reporting:</b>	<b>18</b>																
					<b>84</b>			<b>360</b>	<b>26</b>	<b>3</b>	<b>931</b>	<b>76</b>	<b>Net:</b>	<b>23</b>			

City Codes: MH = Mountain House, Tr = Tracy

Calaveras County				Projects							Participating : 1			In Area : 1			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Gallery at Greenhorn Creek	DeNova	AS		DTST	55	0	2	11	0	0	34	1	0.44	0.14			
<b>TOTALS: No. Reporting:</b>	<b>1</b>																
					<b>2</b>			<b>11</b>	<b>0</b>	<b>0</b>	<b>34</b>	<b>1</b>	<b>Net:</b>	<b>0</b>			

City Codes: AS = Angels Camp

Stockton/Lodi				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				
Belluno	KB Home	Sk		DTST	91	0	4	14	2	0	39	10	0.75	1.43			
Charlotte's Oaks	KB Home	Sk		DTST	61	7	6	16	2	0	54	4	1.02	0.57			
Montevello	KB Home	Sk		DTST	122	7	7	22	3	0	55	7	0.89	1.00			
Villa Point at Destinations	Richmond American	Sk		DTST	122	0	1	18	0	0	27	5	0.57	0.71			
<b>TOTALS: No. Reporting:</b>	<b>4</b>																
					<b>18</b>			<b>70</b>	<b>7</b>	<b>0</b>	<b>175</b>	<b>26</b>	<b>Net:</b>	<b>7</b>			

City Codes: Sk = Stockton

San Joaquin County				Projects							Participating : 20			In Area : 20			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD				
Reflections	Anthem United	Lp		DTMU	77	0	15	8	1	0	28	7	0.80	1.00			
Solera	Atherton	Mn		DTMU	354	6	6	52	2	0	186	13	1.27	1.86			
Sedona at Sundance	Caresco	Mn		DTMU	57	6	6	109	1	0	23	5	0.47	0.71			
Acero	DR Horton	Mn		DTST	89	0	5	9	0	0	84	3	1.25	0.43			
Palermo Estates	KB Home	Mn		DTST	133	6	6	8	1	0	115	5	1.13	0.71			
360 Lakeside at River Island	Kiper	Lp		DTMU	145	0	5	0	0	0	140	3	0.98	0.43			
Beacon Bay	Kiper	Lp		DTST	112	0	4	34	1	0	70	5	0.84	0.71			
Lakeside	Kiper	Lp		DTMU	46	0	5	52	0	0	5	5	0.35	0.71			
Bella Vista Oakwood Shores II	Lafferty	Mn		DTMU	157	0	4	23	1	0	49	1	0.33	0.14			

( San Joaquin County ) Continued ...

# THE RYNES REPORT

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects	Participating : 20			In Area : 20					
San Joaquin County 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
Dolcinea	Raymus	Mn		DTST	41	0	3	27	3	0	19	10	0.96	1.43
Fox Chase at Woodward	Richmond American	Mn		ATMU	130	0	6	18	2	0	11	6	0.46	0.86
Sandpointe at River Islands	Richmond American	Lp		DTMU	73	0	6	11	0	0	59	2	0.56	0.29
Watermark at River Islands	Richmond American	Lp	New	DTST	102	0	2	6	1	0	1	1	0.88	0.88
Tidewater at River Islands	The New Home Co	Lp		DTMU	131	0	5	24	0	0	73	2	0.61	0.29
Crystal Cove at River Island	Tim Lewis	Lp		DTMU	97	0	7	33	0	0	74	2	0.63	0.29
Bridgeport	Van Daele	Lp		DTMU	91	6	7	25	1	0	14	2	0.58	0.29
Castaway at River Islands	Van Daele	Lp		DTMU	114	6	10	38	2	0	44	7	1.18	1.00
Latitude at River Islands	Van Daele	Lp		DTST	101	0	5	41	0	0	92	2	1.15	0.29
Latitude at River Islands II	Van Daele	Lp		DTMU	74	0	TSO	41	1	0	4	4	0.33	0.57
Woodward Estates	Woodside	Mn		DTMU	72	6	8	19	2	0	61	2	0.57	0.29
<b>TOTALS: No. Reporting:</b>	<b>20</b>	<b>Avg. Sales: 0.95</b>		<b>Traffic to Sales: 30 : 1</b>		115	578	19	0	1152	87	<b>Net: 19</b>		

City Codes: Lp = Lathrop, Mn = Manteca

Modesto					Projects	Participating : 1			In Area : 1					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Orchard Terrace	KB Home	Ce		DTST	80	8	8	23	3	0	37	15	0.90	2.14
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales: 3.00</b>		<b>Traffic to Sales: 8 : 1</b>		8	23	3	0	37	15	<b>Net: 3</b>		

City Codes: Ce = Ceres

Stanislaus County					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
Marcona	Bright	Ky		DTMU	140	3	8	9	1	0	111	2	0.75	0.29
Wilding Ranch	Bright	Pr		DTST	49	0	3	2	1	0	43	2	0.35	0.29
Belmont at Bridle Ridge	JKB	Od		DTMU	177	0	1	3	0	0	176	1	0.91	0.14
Monarch Country Living	Ramson	Nw		DTST	47	0	2	25	1	0	3	1	0.13	0.14
<b>TOTALS: No. Reporting:</b>	<b>4</b>	<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 13 : 1</b>		14	39	3	0	333	6	<b>Net: 3</b>		

City Codes: Ky = Keyes, Nw = Newman, Od = Oakdale, Pr = Patterson

Merced County					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	Av.Sls /YTD
Aspire at Bellevue Ranch II	K Hovnanian	Md		DTST	175	8	9	29	6	1	15	14	1.48	2.00
Aspire at Sierra Vista	K Hovnanian	Md		DTST	91	8	8	19	3	0	30	7	0.88	1.00
Four Seasons Los Banos	K Hovnanian	LB		DTMU	97	0	6	24	1	1	49	5	0.67	0.71
Manzanita	Legacy	Lt		DTMU	172	0	3	35	1	0	15	2	0.53	0.29
Sunflower	Legacy	Md	Rsv's	DTST	143	0	2	17	1	0	7	7	1.36	1.36
Bellevue Ranch -Chateau Series IV	Lennar	Md		DTST	50	0	2	14	0	0	48	4	0.67	0.57
Moraga - Skye	Lennar	Md		DTST	69	0	5	14	0	0	20	3	0.71	0.43
Moraga- Summer Series	Lennar	Md	New	DTST	50	0	3	14	2	0	2	2	1.75	1.75
Moraga-Chateau Series	Lennar	Md		DTST	104	0	2	14	2	0	40	9	0.93	1.29
Cypress Terrace	Malet Development	Md		ATST	33	0	4	3	1	0	17	1	0.35	0.14
Brookshire	Stonefield Home	LB		DTMU	172	0	4	15	3	2	53	6	0.52	0.86
Campus Vista	Stonefield Home	Md		DTST	60	0	4	10	0	0	48	-1	0.40	-0.14
Harvest Grove	Stonefield Home	LB		DTMU	56	0	5	15	1	0	51	8	0.61	1.14
Mission Village South	Stonefield Home	LB		DTMU	67	0	3	15	0	0	30	2	0.35	0.29
Sandstone	Stonefield Home	LB		DTMU	98	0	2	27	0	0	90	3	0.54	0.43
Stone Ridge West	Stonefield Home	Md		DTST	86	0	4	3	0	0	22	2	0.59	0.29

( Merced County ) Continued ...

# THE RYNES REPORT

Week Ending  
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Development Name	Developer	City Code	Notes	Type									
Merced County					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
University Park	Stonefield Home	Md		DTST	52	0	1	3	1	0	42	6	0.56
<b>TOTALS:</b> No. Reporting: 17	Avg. Sales: 1.06		Traffic to Sales: 12 : 1		67	271	22	4	579	80	Net: 18		

City Codes: LB = Los Banos, Lt = Livingston, Md = Merced

Fresno County				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
Aspire at Sun Valley	K Hovnanian	Coa	DTST	44	0	1	9	0	0	9	7	1.11
Laurel Grove	KB Home	Fr	DTST	144	0	4	130	1	0	2	2	0.93
Olive Lane IV	KB Home	Fr	DTST	114	0	3	11	1	0	91	5	0.98
Chateau at Carriage House	Lennar	Fr	DTMU	84	0	11	0	0	0	61	0	0.94
Chateau at Summer Grove	Lennar	Fr	DTST	102	0	2	17	3	0	77	9	1.35
Daffodil Hill	Lennar	Fr	DTST	101	0	1	0	0	0	84	6	1.16
Ellingsworth - Chateau II	Lennar	Cv	DTST	108	0	4	0	0	0	92	0	0.93
Ellingsworth - Savannah Series	Lennar	Cv	DTST	164	6	6	7	3	0	120	3	1.21
Sterling Acres- Savannah	Lennar	Fr	DTST	102	6	6	10	4	0	42	15	0.97
Sterling Acres- Skye	Lennar	Fr	DTST	79	8	7	8	4	1	42	14	0.97
<b>TOTALS:</b> No. Reporting: 10	Avg. Sales: 1.50		Traffic to Sales: 12 : 1		45	192	16	1	620	61	Net: 15	

City Codes: Coa = Coalinga, Cv = Clovis, Fr = Fresno

Tulare County				Projects			Participating : 1			In Area : 1		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Sequoia Trails- Aspen	Beazer	Vi	DTST	205	0	37	10	0	0	2	2	0.30
<b>TOTALS:</b> No. Reporting: 1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		37	10	0	0	2	2	Net: 0	

City Codes: Vi = Visalia

Central Valley				Projects			Participating : 76			In Area : 76		
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS:</b> No. Reporting: 76	Avg. Sales: 1.16		Traffic to Sales: 16 : 1		390	1554	96	8	3,863	354	Net: 88	

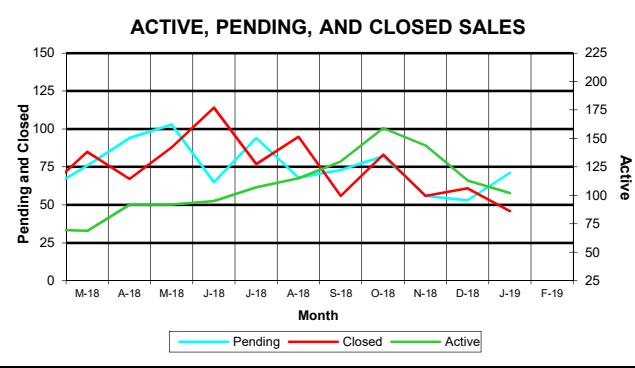
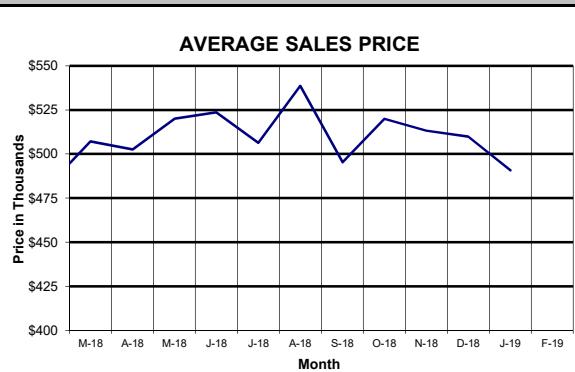
Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family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

# The Ryness Company

Marketing Research Department

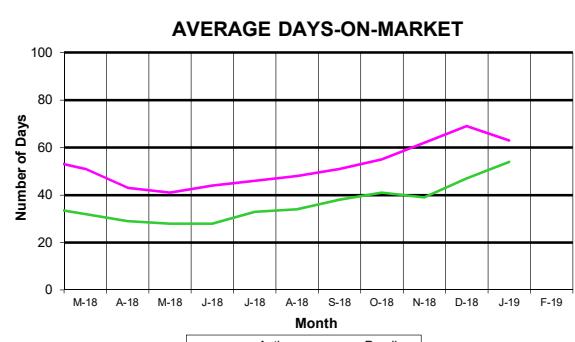
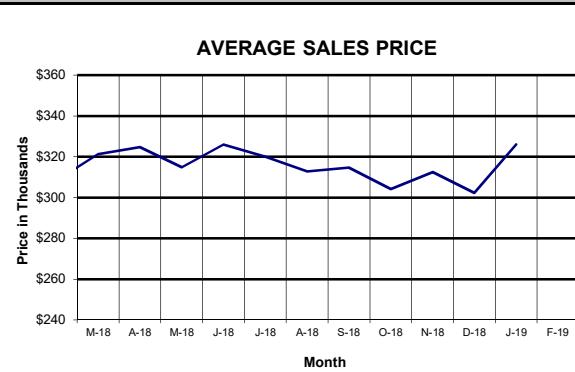
## Tracy SFD Monthly MLS Survey

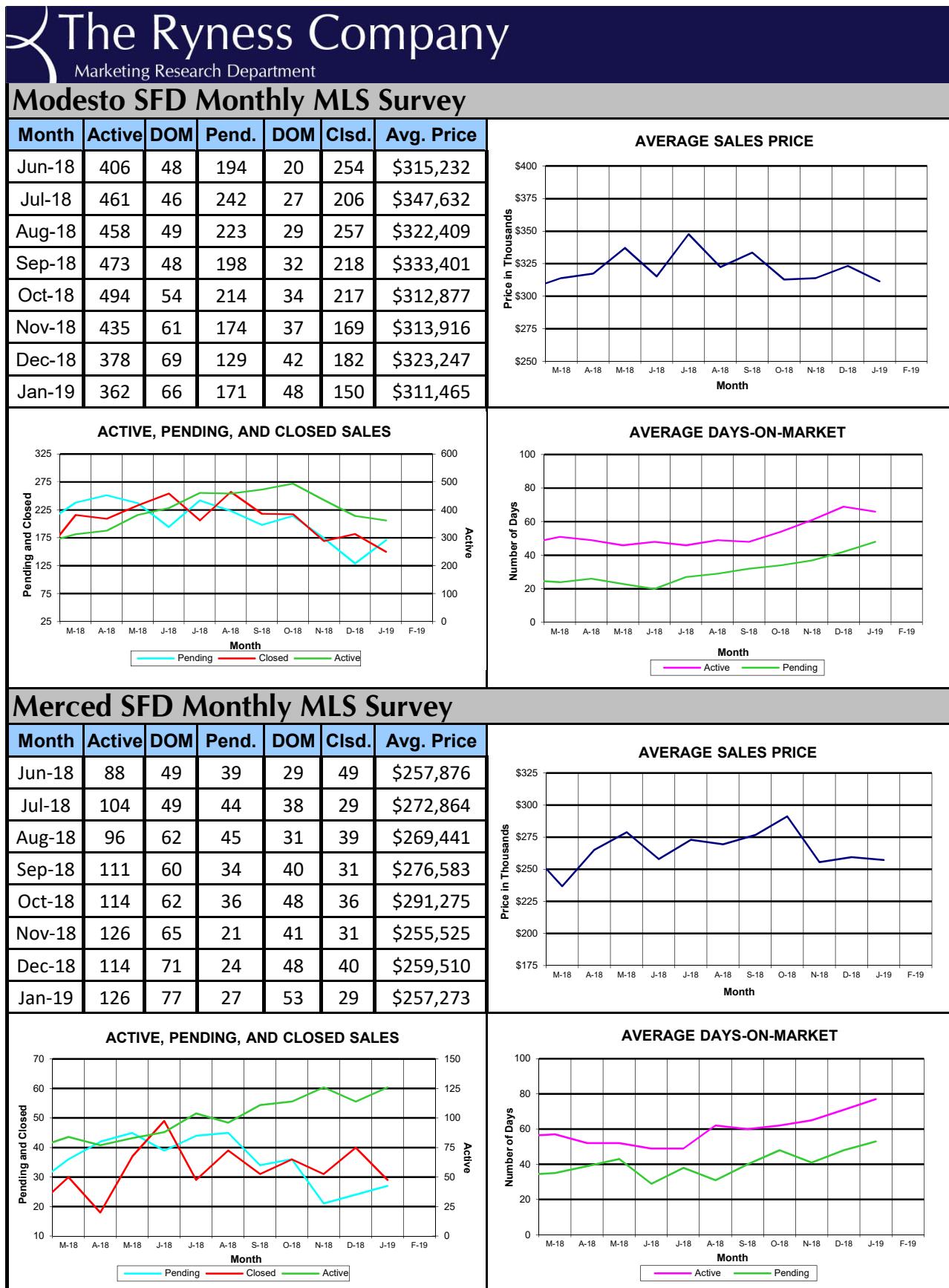
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	95	32	65	26	114	\$523,698
Jul-18	107	31	94	20	77	\$506,374
Aug-18	115	34	68	21	95	\$538,641
Sep-18	130	33	73	26	56	\$495,325
Oct-18	159	38	82	29	83	\$520,035
Nov-18	144	45	56	33	56	\$513,383
Dec-18	113	54	53	35	61	\$509,845
Jan-19	102	51	71	39	46	\$490,812



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	557	44	265	28	285	\$325,915
Jul-18	575	46	281	33	246	\$319,929
Aug-18	692	48	290	34	282	\$312,807
Sep-18	671	51	282	38	247	\$314,661
Oct-18	692	55	273	41	280	\$304,182
Nov-18	631	62	214	39	224	\$312,402
Dec-18	529	69	176	47	201	\$302,220
Jan-19	556	63	199	54	176	\$326,032





# THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 7, Ending: **February 17, 2019**

Sponsored by:



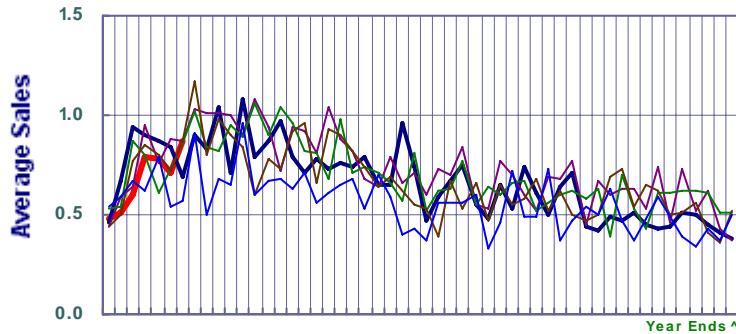
## Sacramento

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg. Avg.	Diff.	Avg.	Diff.	
South Sacramento	26	939	30	2	28	1.08	0.61	76%	0.41	161%	
Central & North Sacramento	31	627	39	5	34	1.10	0.76	44%	0.58	91%	
Folsom	8	295	6	3	3	0.38	0.72	-48%	0.68	-45%	
El Dorado	11	192	6	1	5	0.45	0.31	46%	0.27	67%	
Placer	43	940	35	2	33	0.77	0.72	7%	0.57	34%	
Yolo	9	175	5	0	5	0.56	0.57	-3%	0.50	12%	
Northern Counties	7	89	12	2	10	1.43	0.98	46%	1.11	29%	
<b>Current Week Totals</b>	Traffic : Sales 24 : 1	<b>135</b>	<b>3,257</b>	<b>133</b>	<b>15</b>	<b>118</b>	<b>0.87</b>	<b>0.68</b>	<b>29%</b>	<b>0.54</b>	<b>62%</b>
Per Project Average		24	0.99	0.11	0.87						
<b>Year Ago - 02/18/2018</b>	Traffic : Sales 31 : 1	<b>125</b>	<b>3,189</b>	<b>103</b>	<b>17</b>	<b>86</b>	<b>0.69</b>	<b>0.72</b>	<b>-4%</b>	<b>0.66</b>	<b>5%</b>
% Change		8%	2%	29%	-12%	37%	27%	-5%		-18%	

### 2019 Sacramento Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 7 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	69	29	0.73	0.13	0.60	0.56
■	2015	96	28	0.76	0.10	0.65	0.66
■	2016	121	25	0.76	0.10	0.66	0.69
■	2017	142	27	0.86	0.12	0.73	0.73
■	2018	125	25	0.91	0.14	0.77	0.66
■	2019	137	22	0.78	0.10	0.68	0.68
% Change :		9%	-14%	-14%	-28%	-12%	2%

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



## WEEKLY FINANCIAL NEWS

### Financing

### Market Commentary

	RATE	APR
CONV	4.39%	4.39%
FHA	3.97%	3.97%
10 Yr Yield	2.66%	



Lower mortgage rates at the end of last year have yet to offer much of a reprieve for the housing market. Existing home sales dropped 6.4% in December, marking the fourth drop in the past six months and leaving sales down more than 10% on a year-ago basis. Adding to the picture of the slowdown, national price appreciation has cooled markedly to around a 5% pace and homes are now staying on the market for much longer. Mortgage applications popped to start the year, with double digit increases the first two weeks of January raising hopes of a breakthrough in pent-up demand as a result of a rapid 50 bps decline in mortgage rates. This jump was followed, however, by four consecutive declines. Pending home sales, which tend to lead closings by two-to-three months, have similarly been down for five of the last six months. We expect a modest stabilization in sales in January. Evidence of a resilient labor market was evident in the job openings data released this week. According to the JOLTS survey, there were over 7.3 million job openings in December, a record high. Furthermore, the number of job openings exceeded the number of jobless for the third straight month. Initial jobless claims have also mostly recovered from the uptick seen post-shutdown. Claims remain at an exceptionally low level. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

# THE RYNES REPORT

Week Ending  
Sunday, February 17, 2019

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 26			In Area : 26		
South Sacramento					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			
Parkview at Sterling Meadows	K Hovnanian	Ln		DTST	60	0	4	42	0	0	41	6	1.05	0.86			
Shasta Ridge	KB Home	So		DTST	60	8	7	25	2	0	28	6	0.63	0.86			
Sheldon Terrace	KB Home	Ln		DTST	175	0	1	32	2	0	8	8	0.65	1.14			
Willow Creek at Monterey Village	KB Home	Ln		DTST	106	8	9	61	5	0	47	10	1.51	1.43			
Cambria at Fieldstone	Lennar	Vn		DTMU	130	0	5	25	1	0	114	6	0.95	0.86			
Cascade at Parkside	Lennar	Vn		DTMU	152	0	1	21	0	0	130	0	0.66	0.00			
Elements at Sterling Meadows	Lennar	Ln		DTST	159	0	1	86	3	0	19	12	0.86	1.71			
Heritage Vineyard Creek	Lennar	So		DTMU	208	7	5	25	3	0	88	4	0.86	0.57			
Indigo at Sterling Meadows	Lennar	Ln		DTST	94	0	5	84	0	0	48	3	1.09	0.43			
Montair at Sterling Meadows	Lennar	Vn		DTST	78	0	2	84	2	0	42	8	0.95	1.14			
Redwood at Parkside	Lennar	Vn		DTMU	244	0	1	21	1	0	176	4	0.90	0.57			
Marbella	Meritage	Vn		DTST	56	0	1	22	0	0	-1	-1	-0.19	-0.19			
Calistoga	Next Generation Capit	So	Rsv's	DTMU	35	0	2	33	1	0	19	3	0.41	0.43			
Park One	Northwest Home Co	So		DTMU	38	5	6	25	1	0	27	2	0.66	0.29			
Greyhawk Point	Richmond American	So		DTMU	77	0	5	31	2	0	63	7	0.98	1.00			
Stonecrest at Sterling Meadows	Richmond American	Ln		DTMU	69	0	5	51	0	1	43	1	0.78	0.14			
Aveiro at Madeira East III	Taylor Morrison	Ln		DTST	69	0	5	17	2	0	50	2	0.68	0.29			
Caselman Ranch - Amaya	Taylor Morrison	Vn		DTMU	43	0	2	11	0	0	41	1	0.36	0.14			
Caselman Ranch - Cavallo	Taylor Morrison	Vn		DTST	76	0	10	11	1	0	66	1	0.49	0.14			
Prado at Madeira East	Taylor Morrison	Ln		DTMU	205	0	9	24	0	0	159	6	0.62	0.86			
Viana at Madeira East	Taylor Morrison	Ln		DTMU	206	0	4	33	4	0	184	9	0.72	1.29			
Classics at Poppy Lane	Tim Lewis	Ln		DTMU	50	0	6	16	0	0	3	2	0.11	0.29			
Latitudes	Tim Lewis	Vn		DTST	159	0	9	81	0	1	37	2	0.90	0.29			
Legacy at Poppy Lane	Tim Lewis	Ln		DTMU	57	0	2	25	0	0	8	3	0.36	0.43			
Traditions at Poppy Lane	Tim Lewis	Ln		DTST	94	0	4	15	0	0	6	1	0.37	0.14			
Capital Reserve	Woodside	Ln		DTMU	84	0	6	38	0	0	71	0	0.61	0.00			
<b>TOTALS: No. Reporting:</b>	<b>26</b>	<b>Avg. Sales:</b>	<b>1.08</b>		<b>Traffic to Sales:</b>	<b>31 : 1</b>		<b>117</b>	<b>939</b>	<b>30</b>	<b>2</b>	<b>1517</b>	<b>106</b>	<b>Net:</b>	<b>28</b>		

City Codes: Ln = Elk Grove Laguna, So = Sacramento, Vn = Elk Grove Vineyard

Central Sacramento					Projects							Participating : 13			In Area : 13		
					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			
Creamery at Alkali Flat	Black Pine	So		DTMU	122	0	2	20	0	0	103	3	0.62	0.43			
Estates at Curtis Park	Black Pine	So		DTMU	29	0	4	24	2	1	20	4	0.46	0.57			
Veranda at Stone Creek	Elliott	RO		DTST	163	0	19	25	0	0	10	4	0.24	0.57			
Ciara at Anatolia	Lennar	RO		DTMU	139	6	7	12	4	0	40	10	0.83	1.43			
Highland Grove at Somerset Ranch	Lennar	RO		DTMU	208	0	4	42	1	0	181	7	0.96	1.00			
Kensington Estates at Somerset Ranch	Lennar	RO		DTMU	222	6	6	42	1	0	189	6	1.00	0.86			
Pointe at Somerset Ranch	Lennar	RO		DTST	62	0	3	42	2	0	6	5	0.72	0.71			
McKinley Village - Birch	The New Home Co	So		DTMU	90	0	3	20	0	0	52	2	0.41	0.29			
McKinley Village - Cottonwood	The New Home Co	So		DTMU	56	0	2	36	1	0	34	3	0.27	0.43			
McKinley Village - Magnolia	The New Home Co	So		DTMU	84	0	6	28	0	0	74	5	0.59	0.71			
McKinley Village - Mulberry	The New Home Co	So		DTST	82	0	2	3	0	0	80	1	0.63	0.14			
Hidden Ridge	Watt	FO		DTMU	22	5	7	30	1	0	7	4	0.29	0.57			
Camden at Somerset Ranch	Woodside	RO		DTMU	165	7	7	36	3	0	110	7	0.57	1.00			
<b>TOTALS: No. Reporting:</b>	<b>13</b>	<b>Avg. Sales:</b>	<b>1.08</b>		<b>Traffic to Sales:</b>	<b>24 : 1</b>		<b>72</b>	<b>360</b>	<b>15</b>	<b>1</b>	<b>906</b>	<b>61</b>	<b>Net:</b>	<b>14</b>		

City Codes: FO = Fair Oaks, RO = Rancho Cordova, So = Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 18			In Area : 18		
North Sacramento					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			
Willow	Anthem United	So		DTMU	68	0	7	17	2	0	61	5	0.65	0.71			
Brownstones at Natomas Field	Beazer	So		DTST	213	0	15	21	0	0	147	3	0.86	0.43			
Bungalows at Natomas Field	Beazer	So		DTST	95	0	15	5	0	0	60	1	0.68	0.14			
Cottages at Natomas Field	Beazer	So		DTST	179	0	15	14	1	0	103	1	0.72	0.14			
Villas at Natomas Field	Beazer	So		ATST	216	2	8	12	3	0	160	8	0.93	1.14			
Clementine at Westlake Village Greens	DR Horton	So		DTST	49	1	12	9	4	0	23	8	0.85	1.14			
Independence at Westlake Village Green	DR Horton	So		DTST	38	1	2	7	1	1	36	12	1.33	1.71			
Juniper at Westlake	DR Horton	So		DTMU	66	2	6	7	2	0	32	10	1.27	1.43			
Four Seasons Winter at Westshore	K Hovnanian	So		DTMU	184	0	7	16	0	1	177	3	1.28	0.43			
Parkside at Westshore	K Hovnanian	So		DTST	131	6	7	19	3	1	100	8	1.22	1.14			
Retreat at Westshore II	K Hovnanian	So		DTST	211	0	4	19	0	0	166	5	1.23	0.71			
Montauk at the Hamptons	KB Home	So		DTMU	342	8	7	19	2	0	209	10	1.22	1.43			
Stonybrook at the Hamptons II	KB Home	So		DTST	80	3	7	4	2	0	73	8	1.14	1.14			
Trevato	KB Home	So		DTMU	100	6	11	14	1	0	60	11	1.09	1.57			
Catalina at Westshore	Lennar	So		DTST	101	6	6	21	1	0	57	6	1.10	0.86			
Edgewood at Natomas Meadows	Lennar	So		DTMU	119	0	1	1	0	0	118	1	0.97	0.14			
Heritage Westshore-Coronado	Lennar	So		DTST	135	0	2	20	2	0	116	2	0.89	0.29			
Elvera Park	Silverado	Ao Rsv's		DTST	225	0	17	42	0	1	131	6	1.02	0.86			
<b>TOTALS: No. Reporting:</b>	<b>18</b>	<b>Avg. Sales: 1.11</b>		<b>Traffic to Sales: 11 : 1</b>			<b>149</b>	<b>267</b>	<b>24</b>	<b>4</b>	<b>1829</b>	<b>108</b>	<b>Net: 20</b>				

City Codes: Ao = Antelope, So = Sacramento

Folsom Area					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			
Farmhouse at Willow Creek	Black Pine	Fm		DTMU	126	0	2	37	1	0	43	5	0.89	0.71			
Cresleigh Domain	Cresleigh	Fm		DTMU	49	0	1	9	0	0	45	2	1.00	0.29			
Braeburn at Harvest	Lennar	Fm		DTMU	54	0	2	18	3	0	26	10	0.56	1.43			
Copperwood at Folsom Ranch	Lennar	Fm		DTMU	100	0	1	27	2	1	30	7	0.93	1.00			
Gala at Harvest	Lennar	Fm		DTMU	62	0	4	18	0	0	30	3	0.65	0.43			
Oakleaf at Folsom Ranch	Lennar	Fm		DTMU	81	0	4	27	0	1	27	6	0.87	0.86			
Folsom Ranch-Azure	Taylor Morrison	Fm		DTMU	108	0	12	77	0	0	43	3	1.12	0.43			
Folsom Ranch-Dakota	Taylor Morrison	Fm		DTMU	98	0	13	82	0	1	42	6	1.23	0.86			
<b>TOTALS: No. Reporting:</b>	<b>8</b>	<b>Avg. Sales: 0.38</b>		<b>Traffic to Sales: 49 : 1</b>			<b>39</b>	<b>295</b>	<b>6</b>	<b>3</b>	<b>286</b>	<b>42</b>	<b>Net: 3</b>				

City Codes: Fm = Folsom

El Dorado County					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	Av.Sls /YTD			
Cypress at Serrano	Lennar	EH		DTMU	50	0	1	30	0	0	20	3	0.46	0.43			
Heritage El Dorado Hills-Estates	Lennar	EH		DTST	97	0	2	28	0	0	13	4	0.59	0.57			
Heritage El Dorado Hills-Legends	Lennar	EH		DTST	164	0	3	28	2	0	22	9	0.99	1.29			
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTST	369	0	2	28	1	0	13	2	0.59	0.29			
Reflections at Heritage El Dorado Hills	Lennar	EH		DTST	140	0	1	28	2	0	72	3	1.04	0.43			
Ridge at Blackstone	Lennar	EH		DTMU	99	0	4	1	0	1	95	-2	0.47	-0.29			
Elms at The Promontory	Renasci Homes	EH		DTMU	48	0	3	13	0	0	45	2	0.29	0.29			
Oaks at The Promontory	Renasci Homes	EH		DTMU	15	0	3	13	0	0	12	1	0.08	0.14			
Overlook, The	Renasci Homes	EH	Update	DTMU	28	0	2	20	0	0	18	0	0.18	0.00			
Fiori at Serrano	Taylor Morrison	EH	Update	DTMU	50	0	2	1	1	0	48	1	0.24	0.14			
Vintage 38	Taylor Morrison	EH		DTMU	38	0	3	2	0	0	35	1	0.23	0.14			

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Development Name	Developer	City Code	Notes	Type										
El Dorado County					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	Av.Sls /YTD
TOTALS: No. Reporting:	11	Avg. Sales: 0.45	Traffic to Sales: 32 : 1		26	192	6	1	393	24	Net: 5			
City Codes: EH = El Dorado Hills														
Placer County					Projects		Participating : 43			In Area : 43				
					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
Rocklin Trails	Cresleigh	Rk	DTST		80	0	8	32	2	0	63	2	0.57	0.29
Manchester II	DR Horton	Rv	DTST		74	4	4	9	1	0	20	11	0.74	1.57
Innovations at Twelve Bridges	Elliott	LI	DTMU		193	0	2	24	0	0	175	8	0.68	1.14
Terra Vista at Stoneridge	Elliott	Rv	DTMU		98	0	3	10	1	0	95	3	0.61	0.43
Veranda at Stoneridge	Elliott	Rv	DTST		149	0	2	24	0	0	68	17	1.19	2.43
Timberwood Estates	Hilbers	GV	DTST		45	0	7	4	0	0	0	0	0.00	0.00
Avenue, The	JMC	LI	DTMU		50	0	3	24	3	1	6	1	0.26	0.14
Bluffs at Whitney Ranch	JMC	Rk	DTMU		75	0	4	21	0	0	70	8	0.65	1.14
Executive Series at Lakeside	JMC	LI	DTMU		291	0	4	2	0	0	276	1	0.46	0.14
Northwood at Fiddymont Farms	JMC	Rv	DTST		60	0	1	19	1	0	59	9	0.66	1.29
Overlook at Whitney Ranch	JMC	Rk	DTMU		100	0	1	4	0	0	99	1	0.66	0.14
Panorama at Whitney Ranch	JMC	Rk	DTMU		8	0	4	27	0	0	4	1	0.12	0.14
Park, The	JMC	Rk	DTMU		76	0	5	24	0	0	57	10	0.63	1.43
Reserve at Fiddymont Farm	JMC	Rv	DTMU		128	0	4	4	0	0	107	0	0.44	0.00
Ridge at Whitney Ranch	JMC	Rk	DTST		90	0	2	42	0	0	71	4	0.94	0.57
Summerwood at Fiddymont Farm	JMC	Rv	DTST		85	0	2	34	0	0	83	3	0.53	0.43
Valleybrook at Fiddymont Farm	JMC	Rv	DTMU		78	0	5	69	0	0	18	4	0.81	0.57
Walk, The	JMC	Rk	DTST		70	0	5	18	1	0	51	6	0.66	0.86
Wild Oak at Whitney Ranch	JMC	Rk	DTMU		91	0	4	19	0	0	87	4	0.56	0.57
Wildwood	JMC	Rv	DTMU		86	0	2	56	2	0	65	6	0.60	0.86
Aspire at Village Center	K Hovnanian	Rv	DTMU		56	0	5	9	1	0	21	7	1.48	1.00
Legato at Westpark II	KB Home	Rv	DTMU		86	0	3	12	1	0	83	2	0.67	0.29
Pebble Creek	KB Home	Rk	DTST		47	0	1	3	0	0	46	6	0.46	0.86
Corvara at Fiddymont Farm	Lennar	Rv	DTMU		67	0	4	14	1	0	4	4	0.78	0.78
Heritage Solaire-Eclipse	Lennar	Rv	DTMU		174	0	3	71	2	0	35	10	0.87	1.43
Heritage Solaire-Larissa	Lennar	Rv	DTST		144	0	4	71	1	0	37	8	0.90	1.14
Heritage Solaire-Meridian	Lennar	Rv	DTST		175	6	7	71	1	0	38	7	0.86	1.00
Ironwood	Lennar	Rk	DTMU		111	0	1	21	2	0	107	9	1.06	1.29
La Maison at Diamond Creek	Lennar	Rv	DTMU		81	0	S/O	2	1	0	81	3	0.74	0.43
Mira Vista at Verdera	Lennar	LI	DTMU		75	0	2	8	0	0	73	2	0.58	0.29
Montecito Walk at Westpark	Lennar	Rv	DTMU		122	6	5	28	2	0	104	8	0.91	1.14
Monterosa at Fiddymont Farm	Lennar	Rv	DTMU		70	0	2	14	0	0	1	1	0.24	0.24
Durango	Meritage	Rk	DTST		122	0	4	27	2	1	48	8	0.92	1.14
Summit, The	Meritage	Rv	DTMU		56	0	5	25	1	0	45	5	0.74	0.71
Blume at Solaire	Taylor Morrison	Rv	DTMU		73	0	9	2	1	0	41	4	0.76	0.57
Preserve at Secret Ravine	Taylor Morrison	Rk	DTMU		169	0	1	4	1	0	168	4	0.80	0.57
Treo at Solaire	Taylor Morrison	Rv	DTMU		72	0	5	7	1	0	45	6	0.80	0.86
Canyon View Whitney Ranch	The New Home Co	Rk	DTMU		92	0	5	30	1	0	24	3	0.50	0.43
Crowne Point	Tim Lewis	Rk	DTMU		156	0	6	28	1	0	121	4	0.45	0.57
Bromley at Solaire	Woodside	Rv	DTMU		86	0	5	1	1	0	73	1	0.45	0.14
Cottages at Spring Valley	Woodside	Rk	DTMU		210	6	5	15	2	0	138	2	0.92	0.29
Hillingdon at Solaire	Woodside	Rv	DTMU		71	8	8	1	1	0	63	1	0.39	0.14
Villas at Spring Valley	Woodside	Rk	DTST		160	0	5	10	0	0	117	6	0.77	0.86

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Development Name	Developer	City Code	Notes	Type										
Placer County					Projects		Participating : 43			In Area : 43				
					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>TOTALS: No. Reporting:</b>	<b>43</b>	<b>Avg. Sales:</b>	<b>0.77</b>	<b>Traffic to Sales:</b>	<b>27 : 1</b>									
Continued ...					City Codes: GV = Grass Valley, LI = Lincoln, Rk = Rocklin, Rv = Roseville									
Yolo County					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
Riverchase	Anthem United	WS		DTMU	222	0	7	30	1	0	48	5	0.75	0.71
Adeline	DR Horton	WI		DTST	77	0	6	15	1	0	14	8	0.92	1.14
Grove at Spring Lake	Lennar	WI		DTST	144	0	5	32	1	0	98	4	0.98	0.57
Orchard at Spring Lake	Lennar	WI		DTST	103	6	5	28	2	0	62	6	1.00	0.86
Cannery - Tilton	Shea	Dv		DTMU	76	0	3	17	0	0	61	3	0.33	0.43
Spring Lake - Ivy	Taylor Morrison	WI		DTMU	44	0	6	1	0	0	8	3	0.22	0.43
Spring Lake - Laurel	Taylor Morrison	WI		DTMU	100	0	18	2	0	0	5	2	0.14	0.29
Spring Lake - Olive	Taylor Morrison	WI		DTMU	70	0	13	6	0	0	4	1	0.11	0.14
Cannery - Gala	The New Home Co	Dv		ATMU	120	6	7	44	0	0	36	4	0.50	0.57
<b>TOTALS: No. Reporting:</b>	<b>9</b>	<b>Avg. Sales:</b>	<b>0.56</b>	<b>Traffic to Sales:</b>	<b>35 : 1</b>									
City Codes: Dv = Davis, WI = Woodland, WS = West Sacramento					City Codes: Dv = Davis, WI = Woodland, WS = West Sacramento									
Butte County					Projects		Participating : 1			In Area : 1				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Olive Grove	DR Horton	OR		DTST	56	6	6	11	3	0	6	6	2.80	2.80
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales:</b>	<b>3.00</b>	<b>Traffic to Sales:</b>	<b>4 : 1</b>									
City Codes: OR = Oroville					City Codes: OR = Oroville									
Sutter County					Projects		Participating : 1			In Area : 1				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD
Pennington Ranch	KB Home	LO		DTST	97	6	7	14	4	0	59	18	2.17	2.57
<b>TOTALS: No. Reporting:</b>	<b>1</b>	<b>Avg. Sales:</b>	<b>4.00</b>	<b>Traffic to Sales:</b>	<b>4 : 1</b>									
City Codes: LO = Live Oak					City Codes: LO = Live Oak									
Yuba County					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
Orchard Glen II	Beazer	PLk		DTST	46	0	3	6	0	0	41	1	0.51	0.14
Brookside	Hilbers	Ms		DTST	39	1	8	18	0	0	28	3	0.51	0.43
Premier Series at Orchard	JMC	Lda		DTST	300	0	9	3	0	2	229	1	0.38	0.14
Aspire at Wheeler Ranch	K Hovnanian	Ol		DTST	130	7	6	15	2	0	124	7	1.46	1.00
Sonoma Ranch	Lennar	PLk		DTST	137	7	6	22	3	0	44	9	0.92	1.29
<b>TOTALS: No. Reporting:</b>	<b>5</b>	<b>Avg. Sales:</b>	<b>0.60</b>	<b>Traffic to Sales:</b>	<b>13 : 1</b>									
City Codes: Lda = Linda, Ms = Marysville, Ol = Olivehurst, PLk = Plumas Lake					City Codes: Lda = Linda, Ms = Marysville, Ol = Olivehurst, PLk = Plumas Lake									

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Development Name	Developer	City Code	Notes	Type								
<b>Sacramento</b>					<b>Projects</b>		<b>Participating : 135</b>			<b>In Area : 135</b>		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS:</b> No. Reporting: 135		Avg. Sales: 0.87	Traffic to Sales: 24 : 1		685	3257	133	15	8,785	632	Net: 118	

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

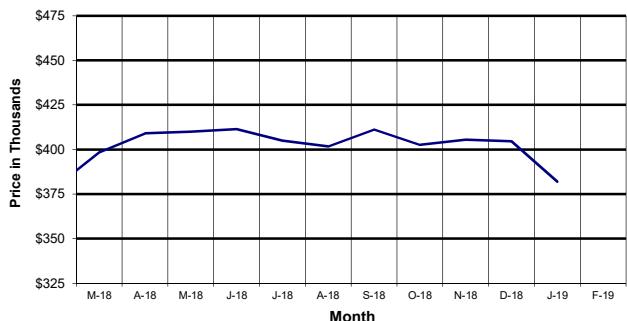
# The Ryness Company

Marketing Research Department

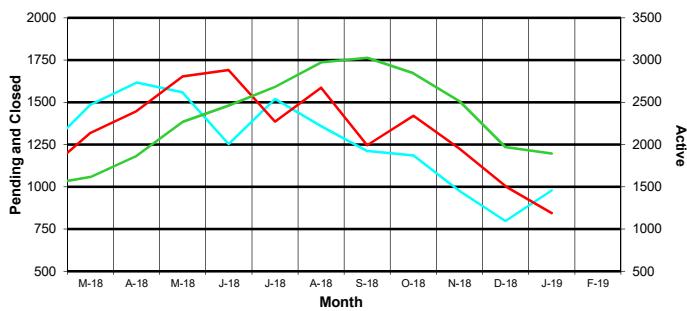
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	2,461	40	1,254	23	1,691	\$411,537
Jul-18	2,685	40	1,520	24	1,387	\$404,903
Aug-18	2,972	43	1,360	27	1,587	\$401,832
Sep-18	3,026	48	1,212	30	1,247	\$411,319
Oct-18	2,844	52	1,186	38	1,421	\$402,586
Nov-18	2,514	58	975	36	1,225	\$405,453
Dec-18	1,971	66	797	40	1,004	\$404,545
Jan-19	1,894	61	979	44	845	\$382,044

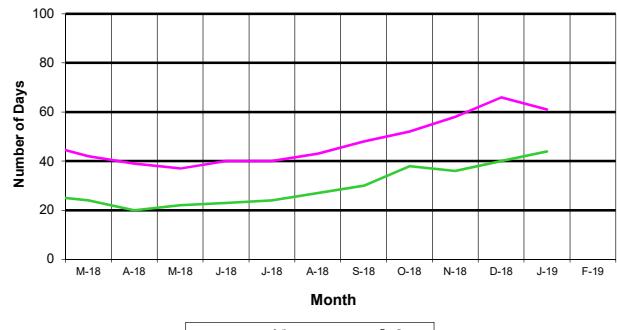
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



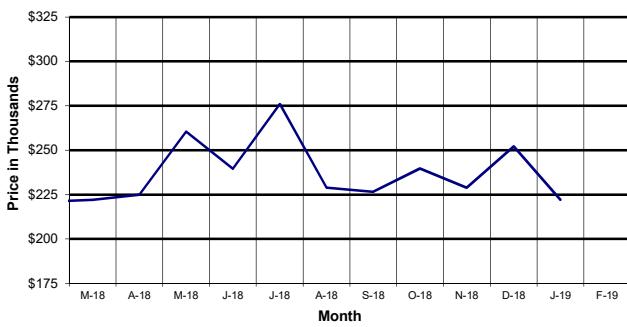
AVERAGE DAYS-ON-MARKET



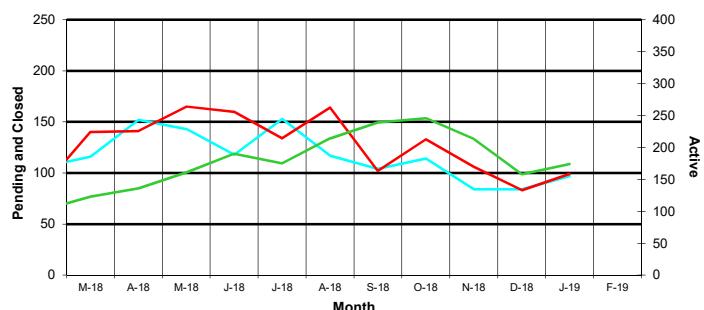
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	190	38	118	19	160	\$239,542
Jul-18	175	41	153	23	134	\$275,979
Aug-18	214	39	117	21	164	\$228,965
Sep-18	239	42	104	25	102	\$226,529
Oct-18	246	53	114	31	133	\$239,690
Nov-18	213	59	84	38	106	\$228,936
Dec-18	158	58	84	45	83	\$252,052
Jan-19	174	49	97	38	99	\$222,074

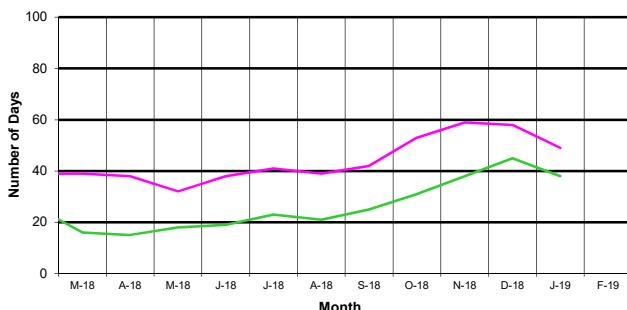
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



# The Ryness Company

Marketing Research Department

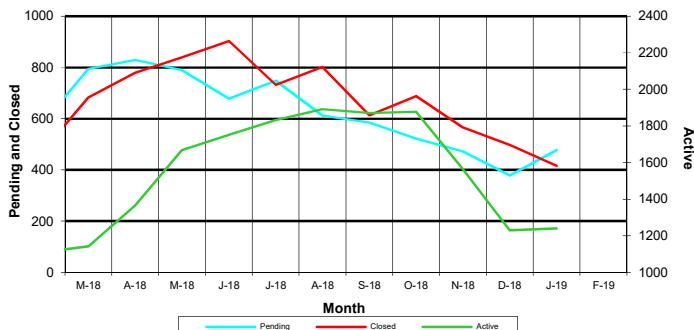
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	1,752	54	679	32	903	\$553,390
Jul-18	1,832	56	748	36	732	\$560,001
Aug-18	1,892	63	612	36	802	\$541,897
Sep-18	1,871	66	585	44	614	\$525,361
Oct-18	1,878	70	522	44	689	\$530,925
Nov-18	1,565	82	472	46	566	\$524,533
Dec-18	1,230	93	379	57	497	\$542,526
Jan-19	1,240	83	477	53	416	\$508,713

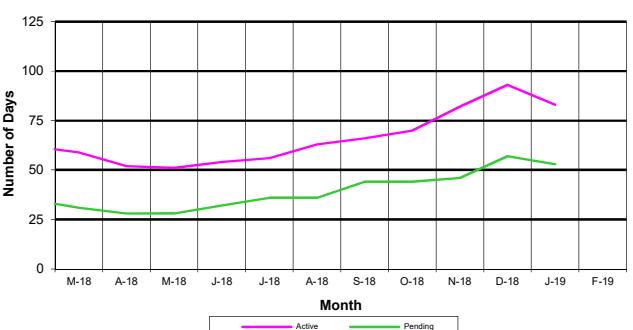
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



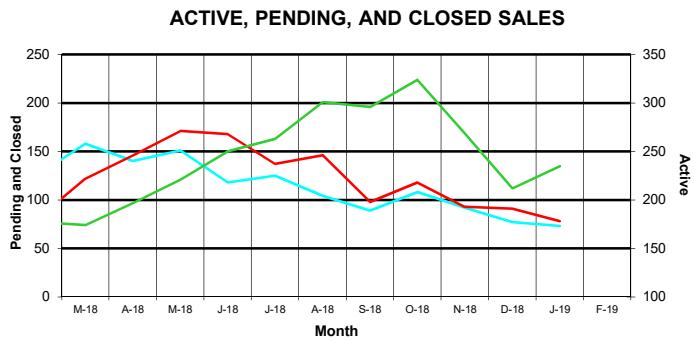
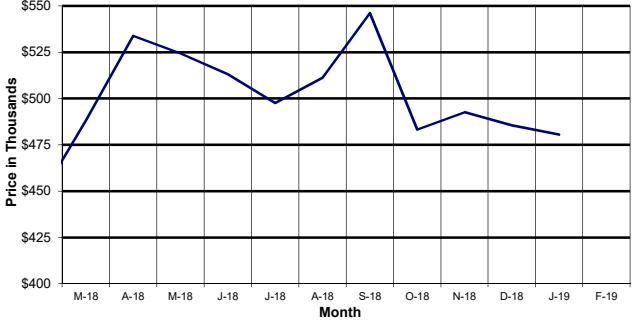
AVERAGE DAYS-ON-MARKET



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	250	51	118	22	168	\$513,238
Jul-18	263	54	125	25	137	\$497,695
Aug-18	301	57	104	30	146	\$511,372
Sep-18	296	59	89	39	98	\$546,185
Oct-18	324	61	108	40	118	\$483,302
Nov-18	269	68	92	50	93	\$492,558
Dec-18	212	77	77	47	91	\$485,465
Jan-19	235	70	73	41	78	\$480,591

AVERAGE SALES PRICE



AVERAGE DAYS-ON-MARKET

