

Ryness Report Quarterly Summary Data

| | Avg. Number of Projects Per Week | Average Traffic Per Week | Avg. Weekly Gross Sales Per Project | Avg. Weekly Gross Cans Per Project | Net Avg. Sales Per Week | Traffic to Sales Ratio |
|---|--|--------------------------------|---|--|-------------------------------|------------------------------|
| Bay Area | | | | | | |
| 2021 Averages | 116 | 13.6 | 1.00 | 0.07 | 0.93 | 14 : 1 |
| 4th Quarter | 115 | 11.0 | 0.85 | 0.06 | 0.79 | 13 : 1 |
| 3rd Quarter | 115 | 12.7 | 0.84 | 0.06 | 0.77 | 15 : 1 |
| 2nd Quarter | 113 | 13.6 | 1.03 | 0.07 | 0.96 | 13 : 1 |
| 1st Quarter | 121 | 16.9 | 1.27 | 0.07 | 1.20 | 13 : 1 |
| Alameda County | | | | | | |
| 2021 Averages | 28 | 16.8 | 1.00 | 0.05 | 0.95 | 17 : 1 |
| 4th Quarter | 28 | 14.3 | 1.08 | 0.06 | 1.01 | 13 : 1 |
| 3rd Quarter | 28 | 15.1 | 0.81 | 0.05 | 0.77 | 19 : 1 |
| 2nd Quarter | 27 | 15.8 | 0.88 | 0.04 | 0.84 | 18 : 1 |
| 1st Quarter | 28 | 22.1 | 1.22 | 0.05 | 1.17 | 18 : 1 |
| Contra Costa County | | | | | | |
| 2021 Averages | 29 | 14.7 | 1.09 | 0.10 | 1.00 | 13 : 1 |
| 4th Quarter | 27 | 11.1 | 0.75 | 0.09 | 0.66 | 15 : 1 |
| 3rd Quarter | 28 | 13.7 | 1.02 | 0.09 | 0.93 | 13 : 1 |
| 2nd Quarter | 28 | 16.2 | 1.17 | 0.09 | 1.08 | 14 : 1 |
| 1st Quarter | 31 | 17.5 | 1.40 | 0.11 | 1.29 | 13 : 1 |
| Sonoma, Napa Counties | | | | | | |
| 2021 Averages | 9 | 7.9 | 0.73 | 0.07 | 0.66 | 11 : 1 |
| 4th Quarter | 10 | 5.8 | 0.44 | 0.03 | 0.41 | 13 : 1 |
| 3rd Quarter | 9 | 8.5 | 0.71 | 0.05 | 0.66 | 12 : 1 |
| 2nd Quarter | 8 | 9.0 | 0.87 | 0.13 | 0.74 | 10 : 1 |
| 1st Quarter | 8 | 8.8 | 0.98 | 0.06 | 0.92 | 9 : 1 |
| Marin County, San Francisco County | | | | | | |
| 2021 Averages | 3 | 7.7 | 0.51 | 0.03 | 0.48 | 15 : 1 |
| 4th Quarter | 4 | 6.0 | 0.41 | 0.02 | 0.39 | 14 : 1 |
| 3rd Quarter | 2 | 7.6 | 0.31 | 0.00 | 0.31 | 24 : 1 |
| 2nd Quarter | 2 | 9.4 | 0.42 | 0.04 | 0.38 | 22 : 1 |
| 1st Quarter | 3 | 8.8 | 0.88 | 0.06 | 0.82 | 10 : 1 |

| | Avg. Number of Projects Per Week | Average Traffic Per Week | Avg. Weekly Gross Sales Per Project | Avg. Weekly Gross Cans Per Project | Net Avg. Sales Per Week | Traffic to Sales Ratio |
|--|--|--------------------------------|---|--|-------------------------------|------------------------------|
| San Mateo County | | | | | | |
| 2021 Averages | 5 | 7.8 | 0.67 | 0.04 | 0.64 | 12 : 1 |
| 4th Quarter | 4 | 8.9 | 0.83 | 0.02 | 0.80 | 11 : 1 |
| 3rd Quarter | 4 | 7.5 | 0.71 | 0.04 | 0.67 | 11 : 1 |
| 2nd Quarter | 5 | 7.8 | 0.54 | 0.03 | 0.51 | 14 : 1 |
| 1st Quarter | 6 | 7.2 | 0.67 | 0.05 | 0.62 | 11 : 1 |
| Solano County | | | | | | |
| 2021 Averages | 16 | 12.4 | 0.99 | 0.09 | 0.89 | 13 : 1 |
| 4th Quarter | 15 | 7.0 | 0.69 | 0.09 | 0.60 | 10 : 1 |
| 3rd Quarter | 15 | 10.1 | 0.81 | 0.11 | 0.70 | 12 : 1 |
| 2nd Quarter | 16 | 11.7 | 1.13 | 0.12 | 1.01 | 10 : 1 |
| 1st Quarter | 16 | 20.4 | 1.31 | 0.06 | 1.25 | 16 : 1 |
| Santa Clara County | | | | | | |
| 2021 Averages | 20 | 13.4 | 1.16 | 0.03 | 1.12 | 12 : 1 |
| 4th Quarter | 19 | 14.7 | 1.07 | 0.02 | 1.04 | 14 : 1 |
| 3rd Quarter | 20 | 12.9 | 0.81 | 0.02 | 0.79 | 16 : 1 |
| 2nd Quarter | 21 | 12.1 | 1.15 | 0.03 | 1.12 | 11 : 1 |
| 1st Quarter | 22 | 13.9 | 1.56 | 0.06 | 1.50 | 9 : 1 |
| Monterey, Santa Cruz & San Benito | | | | | | |
| 2021 Averages | 8 | 12.7 | 0.95 | 0.08 | 0.88 | 13 : 1 |
| 4th Quarter | 9 | 8.6 | 0.91 | 0.04 | 0.87 | 9 : 1 |
| 3rd Quarter | 8 | 13.2 | 0.74 | 0.05 | 0.69 | 18 : 1 |
| 2nd Quarter | 6 | 14.5 | 1.20 | 0.11 | 1.09 | 12 : 1 |
| 1st Quarter | 8 | 15.6 | 1.05 | 0.12 | 0.93 | 15 : 1 |

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

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

F:\Users\XI\Quarterly Summaries2021 avg

| | Avg. Number of Projects Per Week | Average Traffic Per Week | Avg. Weekly Gross Sales Per Project | Avg. Weekly Gross Cans Per Project | Net Avg. Sales Per Week | Traffic to Sales Ratio |
|-----------------------------|--|--------------------------------|---|--|-------------------------------|------------------------------|
| Central Valley | | | | | | |
| 2021 Averages | 105 | 14.6 | 1.21 | 0.12 | 1.09 | 12 : 1 |
| 4th Quarter | 104 | 12.2 | 1.05 | 0.14 | 0.91 | 12 : 1 |
| 3rd Quarter | 104 | 12.5 | 1.14 | 0.12 | 1.02 | 11 : 1 |
| 2nd Quarter | 108 | 14.4 | 1.28 | 0.11 | 1.17 | 11 : 1 |
| 1st Quarter | 102 | 19.3 | 1.38 | 0.12 | 1.26 | 14 : 1 |
| San Joaquin County | | | | | | |
| 2021 Averages | 33 | 18.5 | 1.24 | 0.01 | 1.13 | 15 : 1 |
| 4th Quarter | 35 | 16.5 | 1.09 | 0.12 | 0.97 | 15 : 1 |
| 3rd Quarter | 32 | 17.8 | 1.21 | 0.10 | 1.11 | 15 : 1 |
| 2nd Quarter | 33 | 17.6 | 1.34 | 0.09 | 1.25 | 13 : 1 |
| 1st Quarter | 32 | 22.1 | 1.32 | 0.12 | 1.20 | 17 : 1 |
| Tracy/Mountain House | | | | | | |
| 2021 Averages | 19 | 27.1 | 1.10 | 0.07 | 1.03 | 25 : 1 |
| 4th Quarter | 17 | 22.7 | 1.14 | 0.15 | 0.99 | 20 : 1 |
| 3rd Quarter | 19 | 20.9 | 0.92 | 0.05 | 0.87 | 23 : 1 |
| 2nd Quarter | 20 | 28.7 | 1.16 | 0.04 | 1.12 | 25 : 1 |
| 1st Quarter | 21 | 34.9 | 1.19 | 0.05 | 1.14 | 29 : 1 |
| Stanislaus County | | | | | | |
| 2021 Averages | 4 | 7.1 | 1.22 | 0.16 | 1.06 | 6 : 1 |
| 4th Quarter | 4 | 5.6 | 0.96 | 0.17 | 0.79 | 6 : 1 |
| 3rd Quarter | 5 | 4.7 | 1.31 | 0.14 | 1.17 | 4 : 1 |
| 2nd Quarter | 4 | 7.7 | 1.31 | 0.15 | 1.16 | 6 : 1 |
| 1st Quarter | 3 | 12.3 | 1.28 | 0.18 | 1.10 | 10 : 1 |
| Merced County | | | | | | |
| 2021 Averages | 19 | 10.7 | 1.42 | 0.20 | 1.22 | 8 : 1 |
| 4th Quarter | 17 | 7.7 | 1.10 | 0.16 | 0.94 | 7 : 1 |
| 3rd Quarter | 17 | 8.7 | 1.17 | 0.17 | 1.00 | 7 : 1 |
| 2nd Quarter | 19 | 10.3 | 1.42 | 0.24 | 1.18 | 7 : 1 |
| 1st Quarter | 20 | 15.4 | 1.91 | 0.21 | 1.70 | 8 : 1 |
| Fresno County | | | | | | |
| 2021 Averages | 23 | 5.4 | 1.09 | 0.12 | 0.97 | 5 : 1 |
| 4th Quarter | 25 | 4.5 | 0.88 | 0.14 | 0.74 | 5 : 1 |
| 3rd Quarter | 25 | 5.4 | 1.12 | 0.13 | 0.99 | 5 : 1 |
| 2nd Quarter | 25 | 5.4 | 1.21 | 0.10 | 1.11 | 4 : 1 |
| 1st Quarter | 17 | 6.7 | 1.19 | 0.11 | 1.08 | 6 : 1 |
| Madera County | | | | | | |
| 2021 Averages | 7 | 5.5 | 121.00 | 0.13 | 1.09 | 5 : 1 |
| 4th Quarter | 5 | 4.5 | 1.25 | 0.14 | 1.11 | 4 : 1 |
| 3rd Quarter | 6 | 4.4 | 1.29 | 0.17 | 1.13 | 3 : 1 |
| 2nd Quarter | 7 | 5.8 | 1.15 | 0.11 | 1.03 | 5 : 1 |
| 1st Quarter | 8 | 6.6 | 1.20 | 0.10 | 1.10 | 6 : 1 |

| | Avg. Number of Projects Per Week | Average Traffic Per Week | Avg. Weekly Gross Sales Per Project | Avg. Weekly Gross Cans Per Project | Net Avg. Sales Per Week | Traffic to Sales Ratio |
|---------------------------------|--|--------------------------------|---|--|-------------------------------|------------------------------|
| Sacramento Valley | | | | | | |
| 2021 Averages | 162 | 16.6 | 0.95 | 0.10 | 0.85 | 18 : 1 |
| 4th Quarter | 164 | 13.6 | 0.89 | 0.12 | 0.77 | 15 : 1 |
| 3rd Quarter | 167 | 16.5 | 0.78 | 0.10 | 0.69 | 21 : 1 |
| 2nd Quarter | 163 | 16.3 | 0.97 | 0.09 | 0.88 | 17 : 1 |
| 1st Quarter | 154 | 20.3 | 1.16 | 0.09 | 1.07 | 18 : 1 |
| South Sacramento | | | | | | |
| 2021 Averages | 21 | 16.8 | 0.89 | 0.08 | 0.81 | 19 : 1 |
| 4th Quarter | 18 | 15.4 | 1.04 | 0.08 | 0.97 | 15 : 1 |
| 3rd Quarter | 20 | 15.3 | 0.86 | 0.08 | 0.78 | 18 : 1 |
| 2nd Quarter | 22 | 14.1 | 0.84 | 0.07 | 0.77 | 17 : 1 |
| 1st Quarter | 24 | 21.8 | 0.86 | 0.10 | 0.76 | 25 : 1 |
| Central/North Sacramento | | | | | | |
| 2021 Averages | 40 | 18.1 | 0.95 | 0.08 | 0.87 | 19 : 1 |
| 4th Quarter | 39 | 12.8 | 0.92 | 0.09 | 0.83 | 14 : 1 |
| 3rd Quarter | 41 | 16.4 | 0.84 | 0.07 | 0.76 | 20 : 1 |
| 2nd Quarter | 42 | 19.1 | 0.97 | 0.09 | 0.88 | 20 : 1 |
| 1st Quarter | 40 | 24.0 | 1.08 | 0.06 | 1.02 | 22 : 1 |
| Folsom | | | | | | |
| 2021 Averages | 16 | 22.1 | 1.00 | 0.11 | 0.89 | 22 : 1 |
| 4th Quarter | 17 | 17.3 | 0.83 | 0.14 | 0.69 | 21 : 1 |
| 3rd Quarter | 17 | 21.1 | 0.85 | 0.13 | 0.72 | 25 : 1 |
| 2nd Quarter | 16 | 24.4 | 1.05 | 0.08 | 0.98 | 23 : 1 |
| 1st Quarter | 13 | 26.9 | 1.34 | 0.08 | 1.26 | 20 : 1 |
| El Dorado County | | | | | | |
| 2021 Averages | 9 | 13.4 | 0.78 | 0.07 | 0.71 | 17 : 1 |
| 4th Quarter | 10 | 9.3 | 0.72 | 0.08 | 0.64 | 13 : 1 |
| 3rd Quarter | 9 | 12.8 | 0.60 | 0.07 | 0.53 | 21 : 1 |
| 2nd Quarter | 9 | 16.3 | 0.67 | 0.04 | 0.63 | 24 : 1 |
| 1st Quarter | 10 | 15.0 | 1.09 | 0.09 | 1.00 | 14 : 1 |
| Placer/Nevada County | | | | | | |
| 2021 Averages | 59 | 16.6 | 0.99 | 0.11 | 0.88 | 17 : 1 |
| 4th Quarter | 66 | 14.1 | 0.88 | 0.12 | 0.75 | 16 : 1 |
| 3rd Quarter | 63 | 18.3 | 0.74 | 0.10 | 0.63 | 25 : 1 |
| 2nd Quarter | 57 | 15.2 | 1.11 | 0.10 | 1.01 | 14 : 1 |
| 1st Quarter | 49 | 19.5 | 1.34 | 0.11 | 1.23 | 15 : 1 |

| | Avg. Number of Projects Per Week | Average Traffic Per Week | Avg. Weekly Gross Sales Per Project | Avg. Weekly Gross Cans Per Project | Net Avg. Sales Per Week | Traffic to Sales Ratio |
|---|--|--------------------------------|---|--|-------------------------------|------------------------------|
| <i>Yolo County</i> | | | | | | |
| 2021 Averages | 7 | 5.9 | 0.84 | 0.07 | 0.77 | 7 : 1 |
| 4th Quarter | 4 | 7.1 | 0.89 | 0.13 | 0.76 | 8 : 1 |
| 3rd Quarter | 6 | 4.9 | 0.53 | 0.07 | 0.46 | 9 : 1 |
| 2nd Quarter | 9 | 4.6 | 0.59 | 0.06 | 0.53 | 8 : 1 |
| 1st Quarter | 10 | 7.3 | 1.23 | 0.07 | 1.16 | 6 : 1 |
| <i>North Counties (Sutter and Yuba Counties)</i> | | | | | | |
| 2021 Averages | 9 | 11.9 | 0.93 | 0.20 | 0.73 | 13 : 1 |
| 4th Quarter | 10 | 9.5 | 0.85 | 0.25 | 0.60 | 11 : 1 |
| 3rd Quarter | 10 | 10.7 | 0.91 | 0.16 | 0.75 | 12 : 1 |
| 2nd Quarter | 9 | 13.2 | 0.93 | 0.19 | 0.74 | 14 : 1 |
| 1st Quarter | 8 | 14.9 | 1.05 | 0.20 | 0.85 | 14 : 1 |

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

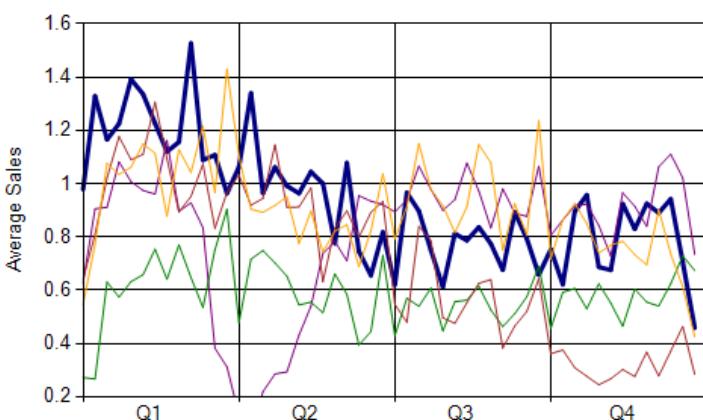


Ending: Sunday, January 9, 2022

Bay Area Week 1

| Counties / Groups | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |
|----------------------------------|------------------------|---------------|------------|-------------|------------|-------------|-------------------|--------------------|--------------------|---------------------|
| Alameda | 25 | 339 | 17 | 1 | 16 | 0.64 | 0.64 | 0% | 1.01 | -37% |
| Contra Costa | 25 | 270 | 14 | 1 | 13 | 0.52 | 0.52 | 0% | 0.66 | -21% |
| Sonoma, Napa | 13 | 79 | 8 | 2 | 6 | 0.46 | 0.46 | 0% | 0.41 | 13% |
| San Francisco, Marin | 4 | 62 | 2 | 0 | 2 | 0.50 | 0.50 | 0% | 0.39 | 28% |
| San Mateo | 5 | 50 | 1 | 1 | 0 | 0.00 | 0.00 | 0.00 | 0.80 | -100% |
| Santa Clara | 15 | 298 | 13 | 0 | 13 | 0.87 | 0.87 | 0% | 1.04 | -17% |
| Monterey, Santa Cruz, San Benito | 8 | 85 | 4 | 0 | 4 | 0.50 | 0.50 | 0% | 0.87 | -43% |
| Solano | 15 | 147 | 8 | 1 | 7 | 0.47 | 0.47 | 0% | 0.60 | -22% |
| Current Week Totals | Traffic : Sales | 20 : 1 | 110 | 1330 | 67 | 0.55 | 0.55 | 0% | 0.79 | -30% |
| Per Project Average | | | 12 | 0.61 | 0.05 | 0.55 | | | | |
| Year Ago - 01/10/2021 | Traffic : Sales | 14 : 1 | 137 | 1987 | 146 | 12 | 134 | 0.98 | 0.98 | 0% |
| % Change | | | -20% | -33% | -54% | -50% | -54% | -43% | -43% | -10% |

52 Weeks Comparison



Year to Date Averages Through Week 1

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 134 | 21 | 0.63 | 0.09 | 0.54 | 0.90 |
| ■ | 2018 | 139 | 33 | 0.73 | 0.09 | 0.64 | 0.70 |
| ■ | 2019 | 140 | 12 | 0.33 | 0.06 | 0.27 | 0.58 |
| ■ | 2020 | 158 | 15 | 0.68 | 0.05 | 0.63 | 0.80 |
| ■ | 2021 | 137 | 15 | 1.07 | 0.09 | 0.98 | 0.93 |
| ■ | 2022 | 110 | 12 | 0.61 | 0.05 | 0.55 | 0.55 |
| % Change: | | -20% | -17% | -43% | -38% | -43% | -41% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary | | | | | | |
|---------------------------------|--|--------------|-------------------|---|--|--|--|--|--|
| CONV | | RATE | APR | After two years of scorching growth in the U.S. housing market, will there be a cool-down and possibly a fall in sales and prices in 2022, along with a return to some normalcy? Not exactly, several housing experts tell USA Today. "Home sales are likely to be slightly lower in 2022 from the anticipated rise in mortgage rates. Home prices, meanwhile, will continue to rise due to the ongoing housing shortage even as demand is clipped a bit," said Lawrence Yun, chief economist with the NAR. "After seeing such hyper-growth," said Andreis Bergeron, head of brokerage operations at Awning.com, a real estate tech company, "I don't think we will see a correction, maybe a slowdown." The frenzied buying has also been propelled by historically low mortgage rates and millennials trying to purchase their first house. Yun also believes there are still between 5.5 to 6.8 million housing units that would need to be built to meet the market demand for homes. Regions like the South will continue to be a hotbed for homeownership due to more supply, said Robert Dietz, a chief economist with the NAHB. Dietz added that first-time and prospective buyers will need to be patient and develop a strategy. "It's going to be a frustrating market for them in 2022," Dietz said. "My best recommendation is to be strategic and maybe expand your geographic area due to such a limited housing inventory." Source: Terry Collins USA Today | | | | | |
| FHA | | 3.19% | 3.31% | | | | | | |
| 10 Yr Yield | | 2.63% | 2.99% | | | | | | |
| 1.80% | | | | | | | | | |
| EQUAL OPPORTUNITY LENDER | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Bay Area

Page
1 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 24 | | | | | | | | | | |
|----------------------------------|---------------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Alameda County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Enclave - Alpine Collection | Century | FR | | DTMJ | 81 | 0 | 3 | 13 | 1 | 0 | 72 | 1 | 0.68 | 1.00 | |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 81 | 0 | 1 | 13 | 0 | 0 | 51 | 0 | 0.48 | 0.00 | |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 5 | 13 | 0 | 0 | 39 | 0 | 0.34 | 0.00 | |
| Apricot Grove | DR Horton | HY | | DTMJ | 38 | 0 | 2 | 34 | 2 | 0 | 18 | 2 | 1.77 | 2.00 | |
| Hdeaway, The | DR Horton | HY | | ATMJ | 59 | 0 | 6 | 23 | 0 | 0 | 37 | 0 | 1.12 | 0.00 | |
| Pomegranate | DR Horton | NK | | DTMJ | 21 | 0 | 3 | 25 | 0 | 0 | 13 | 0 | 1.06 | 0.00 | |
| Aspect at Innovation | Lennar | FR | | ATMJ | 167 | 0 | 3 | 2 | 1 | 0 | 20 | 1 | 1.77 | 1.00 | |
| Bungalows at Bridgeway | Lennar | NK | | DTMJ | 99 | 0 | 1 | 13 | 2 | 0 | 61 | 2 | 0.91 | 2.00 | |
| Cottages at Bridgeway | Lennar | NK | | DTMJ | 71 | 0 | 1 | 13 | 1 | 0 | 67 | 1 | 1.00 | 1.00 | |
| Courts at Bridgeway | Lennar | NK | | ATMJ | 71 | 0 | 4 | 13 | 0 | 0 | 58 | 0 | 1.26 | 0.00 | |
| Lumiere at Innovation | Lennar | FR | | ATMJ | 156 | 0 | 3 | 2 | 1 | 0 | 7 | 1 | 0.98 | 1.00 | |
| Matrix at Innovation | Lennar | FR | | ATMJ | 422 | 0 | 2 | 2 | 2 | 0 | 20 | 2 | 1.40 | 2.00 | |
| Terraces at Bridgeway | Lennar | NK | | ATMJ | 31 | 0 | 1 | 13 | 0 | 0 | 30 | 0 | 1.41 | 0.00 | |
| Towns at Bridgeway | Lennar | NK | | ATMJ | 103 | 0 | 2 | 13 | 2 | 0 | 57 | 2 | 0.97 | 2.00 | |
| Villas at Bridgeway | Lennar | NK | | DTMJ | 136 | 3 | 1 | 13 | 2 | 0 | 76 | 2 | 1.13 | 2.00 | |
| Aventura | Nuvera Homes TSO | FR | | ATMJ | 16 | 0 | TSO | 15 | 0 | 0 | 11 | 0 | 1.40 | 0.00 | |
| Breeze at Bay37 | Pulte | AL | | DTMJ | 30 | 3 | 2 | 8 | 2 | 0 | 21 | 2 | 0.41 | 2.00 | |
| Compass at Bay37 | Pulte | AL | | ATMJ | 93 | 0 | 3 | 7 | 0 | 0 | 35 | 0 | 0.68 | 0.00 | |
| Landing at Bay37 | Pulte | AL | | ATMJ | 96 | 0 | 2 | 7 | 0 | 0 | 31 | 0 | 0.61 | 0.00 | |
| Lookout at Bay37 | Pulte | AL | | ATMJ | 138 | 0 | 2 | 7 | 0 | 0 | 27 | 0 | 0.53 | 0.00 | |
| Line at SoHay | Taylor Morrison | HY | | ATST | 198 | 0 | 3 | N/A | 0 | 0 | 126 | 0 | 0.88 | 0.00 | |
| Prime at SoHay | Taylor Morrison TSO | HY | | ATST | 126 | 0 | TSO | N/A | 0 | 0 | 91 | 0 | 0.64 | 0.00 | |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 2 | 12 | 1 | 1 | 37 | 0 | 0.44 | 0.00 | |
| Compass Bay- New port | Trumark | NK | | ATMJ | 85 | 3 | 6 | 5 | 0 | 0 | 75 | 0 | 1.05 | 0.00 | |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 0.73 | | | Traffic to Sales: 16 : 1 | | | | 58 | 266 | 17 | 1 | 1080 | 16 | Net: 16 |

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

| Amador Valley | | | | | Projects Participating: 3 | | | | | | | | | | |
|---------------------------------|----------------|-------------------------|--|------|------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Broadway at Boulevard | Brookfield | DB | | ATMJ | 110 | 0 | 1 | 16 | 0 | 0 | 72 | 0 | 1.38 | 0.00 | |
| Hyde Park at Boulevard | Brookfield TSO | DB | | ATMJ | 102 | 0 | TSO | 17 | 0 | 0 | 84 | 0 | 0.88 | 0.00 | |
| Skyline at Boulevard | Lennar | DB | | ATMJ | 114 | 0 | 4 | 40 | 0 | 0 | 88 | 0 | 0.77 | 0.00 | |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.00 | | | Traffic to Sales: N/A | | | | 5 | 73 | 0 | 0 | 244 | 0 | Net: 0 |

City Codes: DB = Dublin

| Diablo Valley | | | | | Projects Participating: 3 | | | | | | | | | | |
|---------------------------------|---------------|-------------------------|--|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Woodbury Highlands | Davidon | LF | | ATMJ | 99 | 8 | 22 | 6 | 1 | 0 | 13 | 1 | 0.19 | 1.00 | |
| The Brant | Lennar | LF | | ATMJ | 66 | 3 | 2 | 5 | 2 | 0 | 4 | 2 | 0.55 | 2.00 | |
| Reserve at Pleasant Hill | Ponderosa TSO | PH | | DTMJ | 17 | 0 | TSO | 13 | 0 | 0 | 12 | 0 | 0.18 | 0.00 | |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 1.00 | | | Traffic to Sales: 8 : 1 | | | | 24 | 24 | 3 | 0 | 29 | 3 | Net: 3 |

City Codes: LF = Lafayette, PH = Pleasant Hill

The Ryness Report

Week Ending
Sunday, January 9, 2022

Bay Area

Page
2 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 3 | | | | | | | | | |
|---------------------------------|------------|-------------------------|-------|------|------------------------------|----------|------------|----------|------------|-----------|--------------|------------|----------------|---------------|
| San Ramon Valley | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Highlands at The Preserve | Lennar | SR | | DTMJ | 122 | 0 | 1 | 1 | 0 | 0 | 121 | 0 | 0.65 | 0.00 |
| Hillcrest at the Preserve | Lennar | SR | | ATMJ | 104 | 0 | 4 | 1 | 0 | 0 | 84 | 0 | 1.06 | 0.00 |
| Ridgeview at the Preserve | Lennar TSO | SR | | ATMJ | 77 | 0 | TSO | 1 | 0 | 0 | 72 | 0 | 0.92 | 0.00 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.00 | | | Traffic to Sales: N/A | | | 5 | 3 | 0 | 0 | 277 | 0 | Net: 0 |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | |

| West Contra Costa | | | | | Projects Participating: 1 | | | | | | | | | |
|---------------------------------|----------|-------------------------|--|------|------------------------------|----------|------------|----------|------------|-----------|--------------|-----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Village 29 | Lafferty | EC | | ATMJ | 29 | 0 | 6 | 5 | 0 | 0 | 23 | 0 | 0.17 | 0.00 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | | Traffic to Sales: N/A | | | 6 | 5 | 0 | 0 | 23 | 0 | Net: 0 |
| City Codes: EC = El Cerrito | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | | Projects Participating: 11 | | | | | | | | | |
|--|---------------------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Cielo at Sand Creek- Horizon | Century | AN | | DTMJ | 175 | 3 | 3 | 27 | 2 | 0 | 120 | 2 | 1.66 | 2.00 |
| Cielo at Sand Creek- Vista | Century | AN | | DTMJ | 96 | 0 | 2 | 0 | 0 | 0 | 94 | 0 | 1.30 | 0.00 |
| Crest at Park Ridge | Davidon | AN | | DTMJ | 300 | 0 | 4 | 22 | 0 | 0 | 216 | 0 | 0.96 | 0.00 |
| Hills at Park Ridge | Davidon | AN | | DTMJ | 225 | 9 | 12 | 19 | 0 | 0 | 65 | 0 | 1.03 | 0.00 |
| Luca at Aviano | DeNava TSO | AN | | DTMJ | 194 | 0 | TSO | 48 | 0 | 0 | 42 | 0 | 1.92 | 0.00 |
| Riverview at Montterra | K Hovnanian | AN | | DTMJ | 100 | 0 | 1 | 4 | 0 | 0 | 99 | 0 | 0.72 | 0.00 |
| Luna at Aviano | Lennar | AN | | DTMJ | 102 | 0 | 4 | 1 | 0 | 0 | 11 | 0 | 1.75 | 0.00 |
| Oriana at Aviano | Lennar | AN | | DTMJ | 115 | 0 | 4 | 1 | 0 | 1 | 10 | -1 | 1.59 | -1.00 |
| Haven at Vista Del Mar | Taylor Morrison | PT | | DTST | 60 | 0 | 1 | N/A | 0 | 0 | 35 | 0 | 0.66 | 0.00 |
| Retreat at Vista Del Mar | Taylor Morrison TSO | PT | | DTMJ | 142 | 0 | TSO | N/A | 0 | 0 | 53 | 0 | 0.85 | 0.00 |
| Serene at Vista Del Mar | Taylor Morrison | PT | | DTMJ | 120 | 0 | 1 | N/A | 0 | 0 | 10 | 0 | 0.40 | 0.00 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.13 | | | Traffic to Sales: 61 : 1 | | | 32 | 122 | 2 | 1 | 755 | 1 | Net: 1 |
| City Codes: AN = Antioch, PT = Pittsburg | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Bay Area

Page
3 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 10 | | | | | | | | | |
|---|-------------------|-----------|-------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|
| East Contra Costa | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Delta Coves | Blue Mountain TSO | BI | | DTMJ | 81 | 0 | TSO | 14 | 0 | 0 | 69 | 0 | 0.56 | 0.00 |
| Chandler | Brookfield | BT | | DTMJ | 160 | 0 | 7 | 38 | 1 | 0 | 32 | 1 | 1.58 | 1.00 |
| Easton at Delaney Park | Brookfield S/O | OY | | DTST | 80 | 0 | S/O | 8 | 1 | 0 | 80 | 1 | 0.71 | 1.00 |
| Southport at Delaney Park | Brookfield | OY | | DTMJ | 104 | 0 | 7 | 17 | 0 | 0 | 97 | 0 | 0.86 | 0.00 |
| Ashbury | KB Home | OY | | ATST | 69 | 0 | 1 | 0 | 0 | 0 | 68 | 0 | 0.94 | 0.00 |
| Alicante | Meritage | OY | | DTMJ | 133 | 4 | 3 | 17 | 4 | 0 | 93 | 4 | 1.63 | 4.00 |
| Vines, The | Meritage | OY | | DTST | 63 | 5 | 4 | 5 | 2 | 0 | 59 | 2 | 1.13 | 2.00 |
| Terrene | Pulte | BT | | DTMJ | 326 | 0 | 1 | 1 | 1 | 0 | 325 | 1 | 2.15 | 1.00 |
| Middlefield at Delaney Park | Richmond American | OY | | DTMJ | 96 | 0 | 1 | 3 | 0 | 0 | 95 | 0 | 0.97 | 0.00 |
| Orchard Trails | Shea | BT | | DTMJ | 78 | 0 | 1 | 13 | 0 | 0 | 10 | 0 | 1.01 | 0.00 |
| TOTALS: No. Reporting: 10 | | | | | Traffic to Sales: 13 : 1 | | | | 25 | 116 | 9 | 0 | 928 | 9 |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley | | | | | | | | | | | | | | |

| Sonoma, Napa Counties | | | | | Projects Participating: 14 | | | | | | | | | |
|---|-------------------|-----|-------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Village Station | Blue Mountain | SR | Rsv's | ATMJ | 110 | 0 | 2 | 8 | 1 | 0 | 98 | 1 | 0.47 | 1.00 |
| Live Oak at University | KB Home | RP | | DTMJ | 104 | 0 | 1 | 0 | 0 | 0 | 103 | 0 | 0.79 | 0.00 |
| Sterling Hills at Quarry Heights II | KB Home | PET | | DTMJ | 91 | 0 | 2 | 0 | 0 | 0 | 17 | 0 | 0.78 | 0.00 |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 1 | 0 | 0 | 0 | 16 | 0 | 0.12 | 0.00 |
| Juniper at University | Richmond American | RP | | DTMJ | 150 | 0 | 3 | 0 | 0 | 0 | 147 | 0 | 0.77 | 0.00 |
| Preserve at Kessing Ranch | Richmond American | IC | | DTMJ | 47 | 0 | 3 | 1 | 1 | 0 | 44 | 1 | 0.44 | 1.00 |
| Meadow Creek | Ryder TSO | SR | | DTMJ | 48 | 0 | TSO | 25 | 0 | 0 | 24 | 0 | 0.79 | 0.00 |
| Pear Tree | Taylor Morrison | NP | | ATST | 71 | 0 | 1 | N/A | 0 | 0 | 70 | 0 | 0.64 | 0.00 |
| Riverfront | TRI Pointe | PET | | DTMJ | 134 | 3 | 2 | 14 | 3 | 0 | 61 | 3 | 1.00 | 3.00 |
| Arden | W Marketing | HB | | DTMJ | 29 | 0 | 5 | 11 | 1 | 0 | 14 | 1 | 0.26 | 1.00 |
| City 44 | W Marketing | SR | | ATMJ | 44 | 0 | 5 | 5 | 0 | 1 | 6 | -1 | 0.33 | -1.00 |
| Paseo Vista | W Marketing | SR | | DTST | 128 | 0 | 3 | 0 | 0 | 0 | 57 | 0 | 0.26 | 0.00 |
| Riverhouse | W Marketing S/O | HB | | DTST | 8 | 0 | S/O | 0 | 1 | 0 | 8 | 1 | 0.30 | 1.00 |
| The Gardens | W Marketing | SR | | DTST | 87 | 0 | 3 | 15 | 1 | 1 | 81 | 0 | 1.02 | 0.00 |
| TOTALS: No. Reporting: 13 | | | | | Traffic to Sales: 10 : 1 | | | | 31 | 79 | 8 | 2 | 746 | 6 |
| City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa, HB = Healdsburg | | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 3 | | | | | | | | | |
|--|---------|----|-------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Atherton Place | KB Home | NV | | ATMJ | 50 | 0 | 4 | 5 | 1 | 0 | 42 | 1 | 0.62 | 1.00 |
| Verandah | Landsea | NV | Rsv's | ATMJ | 80 | 0 | 1 | 17 | 0 | 0 | 8 | 0 | 0.40 | 0.00 |
| The Strand | Trumark | SN | | DTMJ | 37 | 0 | 3 | 7 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| TOTALS: No. Reporting: 3 | | | | | Traffic to Sales: 29 : 1 | | | | 8 | 29 | 1 | 0 | 50 | 1 |
| City Codes: NV = Novato, SN = San Rafael | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Bay Area

Page
4 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|------------|-----------|-------------------------|------|---------------------------|----------|------------|---------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| San Francisco County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Lofton at Portola | TRI Pointe | SF | Rsv's | ATMU | 54 | 2 | 2 | 33 | 1 | 0 | 14 | 1 | 0.32 | 1.00 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 1.00 | | | | | Traffic to Sales: 33 : 1 | 2 | 33 | 1 | 0 | 14 | 1 | Net: 1 |
| City Codes: SF = San Francisco | | | | | | | | | | | | | | | |

| San Mateo County | | | | | Projects Participating: 5 | | | | | | | | | | |
|--|------------------|----|-------------------------|------|---------------------------|----------|------------|---------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Foster Square | Lennar | FC | | AAAT | 200 | 0 | 1 | 0 | 0 | 0 | 199 | 0 | 0.69 | 0.00 | |
| One 90 - Borelle | Pulte TSO | SM | | DTMJ | 29 | 0 | TSO | 13 | 0 | 0 | 21 | 0 | 0.41 | 0.00 | |
| One 90 - Cobalt | Pulte | SM | New | ATMJ | 54 | 3 | 2 | 12 | 1 | 0 | 1 | 1 | 3.50 | 1.00 | |
| One 90 - Indigo | Pulte | SM | | ATMJ | 54 | 0 | 2 | 13 | 0 | 0 | 5 | 0 | 0.69 | 0.00 | |
| One 90 - Slate | Pulte | SM | | ATMJ | 57 | 0 | 5 | 12 | 0 | 1 | 29 | -1 | 0.57 | -1.00 | |
| TOTALS: No. Reporting: 5 | | | Avg. Sales: 0.00 | | | | | Traffic to Sales: 50 : 1 | 10 | 50 | 1 | 1 | 255 | 0 | Net: 0 |
| City Codes: FC = Foster City, SM = San Mateo | | | | | | | | | | | | | | | |

| Santa Clara County | | | | | Projects Participating: 17 | | | | | | | | | |
|---|---------------------|-------------------------|--|------|---------------------------------|----------|------------|------------|------------|-----------|--------------|-----------|----------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Classics at MonteVista | Classics | MV | | ATMU | 15 | 0 | 2 | 7 | 0 | 0 | 13 | 0 | 0.47 | 0.00 |
| Asana | DeNova S/O | SJ | | DTMJ | 250 | 0 | S/O | 5 | 1 | 0 | 250 | 1 | 1.50 | 1.00 |
| Cantera | Dividend S/O | MV | | ATMJ | 15 | 0 | S/O | 10 | 2 | 0 | 15 | 2 | 0.59 | 2.00 |
| Maravilla | Dividend | MV | | ATMJ | 55 | 0 | 5 | 55 | 0 | 0 | 36 | 0 | 1.27 | 0.00 |
| Alina at Glen Loma Ranch | KB Home | GL | | DTMJ | 46 | 3 | 3 | 9 | 3 | 0 | 20 | 3 | 1.77 | 3.00 |
| Ascent at Glen Loma Ranch | KB Home | GL | | ATMU | 124 | 0 | 1 | 7 | 0 | 0 | 21 | 0 | 2.53 | 0.00 |
| Asher at Glen Loma Ranch | KB Home | GL | | DTMJ | 35 | 0 | 1 | 6 | 0 | 0 | 19 | 0 | 1.68 | 0.00 |
| Latitude at Communications Hill | KB Home | SJ | | ATMU | 160 | 4 | 4 | 16 | 2 | 0 | 148 | 2 | 2.02 | 2.00 |
| Naya | KB Home | SC | | ATMU | 58 | 0 | 3 | 28 | 0 | 0 | 39 | 0 | 0.91 | 0.00 |
| Lavender | Landsea | SC | | ATMJ | 128 | 0 | 3 | 31 | 1 | 0 | 11 | 1 | 0.90 | 1.00 |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill | LG | | ATMU | 76 | 0 | 7 | 18 | 1 | 0 | 18 | 1 | 0.81 | 1.00 |
| Bellaterra - Flats | SummerHill | LG | | ATMU | 80 | 0 | 8 | 28 | 2 | 0 | 27 | 2 | 0.79 | 2.00 |
| Bellaterra - Towns | SummerHill | LG | | ATMU | 97 | 0 | 5 | 21 | 1 | 0 | 20 | 1 | 0.59 | 1.00 |
| Montalvo Oaks (Detached) | SummerHill | MS | | DTMJ | 21 | 0 | 2 | 8 | 0 | 0 | 19 | 0 | 0.56 | 0.00 |
| Nuevo - Terraces | SummerHill | SC | | ATST | 176 | 0 | 5 | 49 | 0 | 0 | 151 | 0 | 0.97 | 0.00 |
| Elevation- Towns | Taylor Morrison | SV | | ATMU | 96 | 0 | 3 | N/A | 0 | 0 | 91 | 0 | 0.83 | 0.00 |
| Ovation | Taylor Morrison | SV | | ATMU | 107 | 0 | 1 | N/A | 0 | 0 | 38 | 0 | 1.18 | 0.00 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 0.87 | | | Traffic to Sales: 23 : 1 | | 53 | 298 | 13 | 0 | 936 | 13 | | Net: 13 |
| City Codes: MV = Mountain View, SJ = San Jose, GL = Gilroy, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Bay Area

Page
5 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 8 | | | | | | | | | |
|--|-----------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Monterey, Santa Cruz, San Benito Counties | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Roberts Ranch | KB Home | HO | | DTMJ | 192 | 0 | 3 | 19 | 0 | 0 | 94 | 0 | 1.99 | 0.00 |
| Serenity at Santana Ranch II | Legacy | HO | Rsv's | DTMJ | 31 | 0 | 1 | 21 | 0 | 0 | 20 | 0 | 0.77 | 0.00 |
| Polo Ranch | Lennar | SV | | DTMJ | 40 | 0 | 1 | 1 | 2 | 0 | 15 | 2 | 1.33 | 2.00 |
| Montclair | Meritage | HO | | DTMJ | 99 | 0 | 1 | 14 | 0 | 0 | 28 | 0 | 0.87 | 0.00 |
| Beach House II at the Dunes | Shea | MA | | DTMJ | 92 | 0 | 4 | 6 | 0 | 0 | 30 | 0 | 1.30 | 0.00 |
| Enclave, The | Shea | SS | | DTMJ | 26 | 3 | 3 | 9 | 1 | 0 | 16 | 1 | 0.50 | 1.00 |
| Sea House II at The Dunes | Shea | MA | | ATMJ | 79 | 0 | 4 | 10 | 1 | 0 | 26 | 1 | 1.12 | 1.00 |
| Surf House II at The Dunes | Shea | MA | | DTMJ | 48 | 0 | 2 | 5 | 0 | 0 | 9 | 0 | 0.39 | 0.00 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.50 | | | Traffic to Sales: 21 : 1 | | | | 19 | 85 | 4 | 0 | 238 | 4 |
| Qty Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside | | | | | | | | | | | | | | |

| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 17 | | | | | | | | | |
|---|---------------------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Luminescence at Liberty | DeNova | RV | | AASF | 164 | 0 | 1 | 15 | 1 | 1 | 10 | 0 | 0.38 | 0.00 |
| Luminescence at Liberty-Duets | DeNova | RV | | AAAT | 148 | 0 | 7 | 3 | 0 | 0 | 11 | 0 | 0.42 | 0.00 |
| Copperleaf at Homestead | KB Home | DX | | DTST | 71 | 0 | 3 | 0 | 0 | 0 | 67 | 0 | 1.10 | 0.00 |
| Wildhawk at Roberts Ranch | KB Home | VC | | DTMJ | 88 | 0 | 4 | 2 | 0 | 0 | 5 | 0 | 0.51 | 0.00 |
| Oreston at One Lake | Lennar | FF | | DTMJ | 95 | 0 | 1 | 17 | 0 | 0 | 72 | 0 | 1.09 | 0.00 |
| Reserve at Browns Valley II | Lennar | VC | | DTMJ | 29 | 0 | 3 | 2 | 0 | 0 | 10 | 0 | 0.89 | 0.00 |
| Homestead | Meritage | DX | | DTMJ | 99 | 4 | 2 | 20 | 2 | 0 | 51 | 2 | 1.16 | 2.00 |
| Midway Grove at Homestead | Richmond American | DX | | DTMJ | 88 | 4 | 4 | 6 | 2 | 0 | 78 | 2 | 1.04 | 2.00 |
| Orchards at Valley Glenn III | Richmond American | DX | | DTMJ | 80 | 0 | 3 | 6 | 1 | 0 | 8 | 1 | 0.49 | 1.00 |
| Sutton at Parklane | Richmond American | DX | | DTMJ | 121 | 4 | 3 | 10 | 1 | 0 | 38 | 1 | 0.91 | 1.00 |
| Farmstead Square | Taylor Morrison | VC | | DTMJ | 130 | 0 | 4 | N/A | 0 | 0 | 57 | 0 | 0.98 | 0.00 |
| Meadow Wood at Homestead | Taylor Morrison TSO | DX | | DTMJ | 60 | 0 | TSO | N/A | 0 | 0 | 5 | 0 | 2.69 | 0.00 |
| Oxford at Brighton Landings | The New Home Co | VC | | DTMJ | 74 | 0 | 1 | 2 | 0 | 0 | 73 | 0 | 0.48 | 0.00 |
| Sheffield at Brighton Landing | The New Home Co | VC | | DTMJ | 120 | 0 | 2 | 14 | 0 | 0 | 111 | 0 | 0.80 | 0.00 |
| Marigold at The Villages | TRI Pointe | FF | | DTMJ | 119 | 0 | 3 | 30 | 1 | 0 | 69 | 1 | 1.11 | 1.00 |
| Shimmer at One Lake | TRI Pointe | FF | | DTMJ | 48 | 0 | 1 | 11 | 0 | 0 | 47 | 0 | 0.76 | 0.00 |
| Splash at One Lake | TRI Pointe | FF | | DTMJ | 72 | 0 | 4 | 9 | 0 | 0 | 36 | 0 | 0.78 | 0.00 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 0.47 | | | Traffic to Sales: 18 : 1 | | | | 46 | 147 | 8 | 1 | 748 | 7 |
| Qty Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield | | | | | | | | | | | | | | |

| Bay Area | | | Projects Participating: 120 | | | | | | |
|--|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-----------|----------------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 110 | Avg. Sales: 0.55 | Traffic to Sales: 20 : 1 | 324 | 1330 | 67 | 6 | 6323 | 61 | Net: 61 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |



The Ryness Company

Marketing Research Department

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

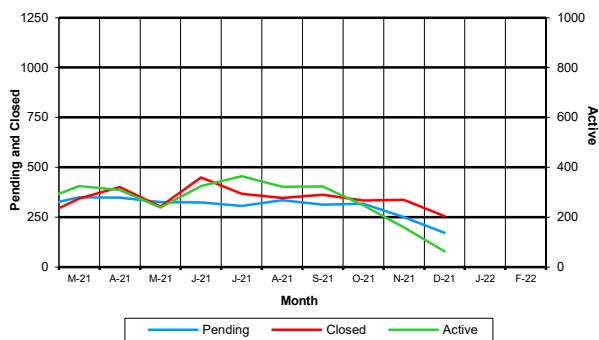
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

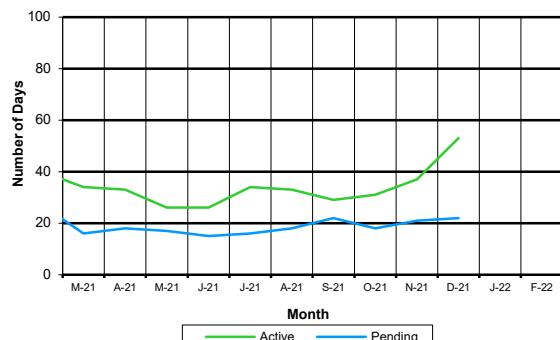
| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price | |
|--------|------------|-----------|-------|------------|-----------|
| May-21 | 238 | 26 | 325 | 17 | \$877,643 |
| Jun-21 | 325 | 26 | 324 | 15 | \$906,946 |
| Jul-21 | 364 | 34 | 306 | 16 | \$883,790 |
| Aug-21 | 322 | 33 | 335 | 18 | \$863,487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



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

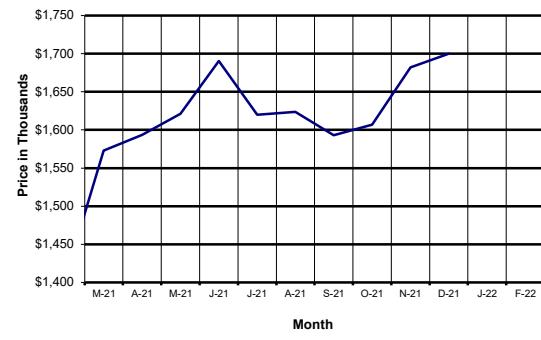


San Jose Metro SFD Monthly MLS Survey

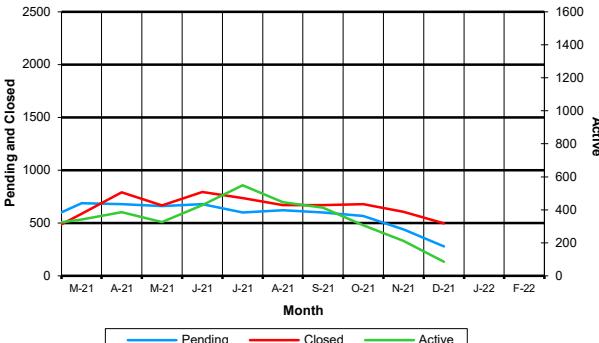
San Jose, Santa Clara & Sunnyvale

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

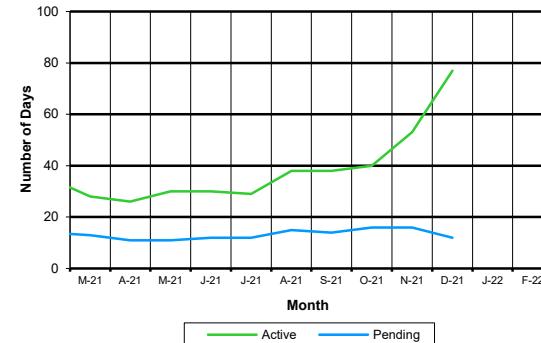
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





The Ryness Company

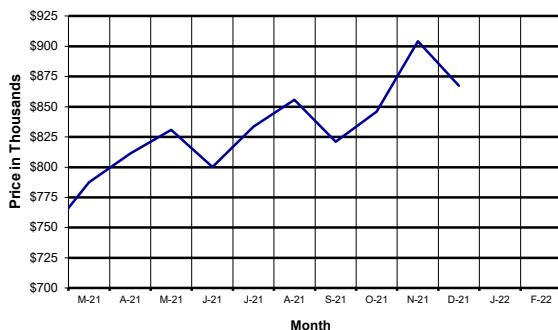
Marketing Research Department

Amador Valley Attd. Monthly MLS Survey

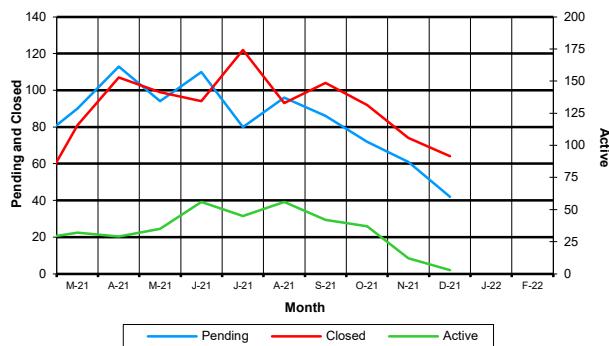
Dublin, Livermore & Pleasanton

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

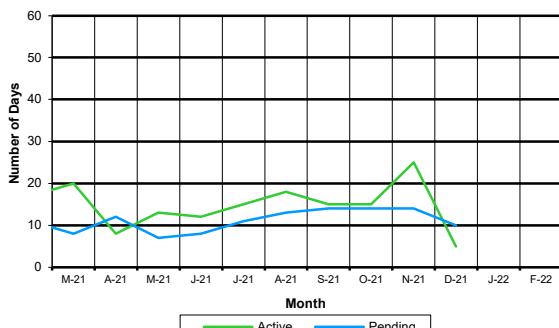
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

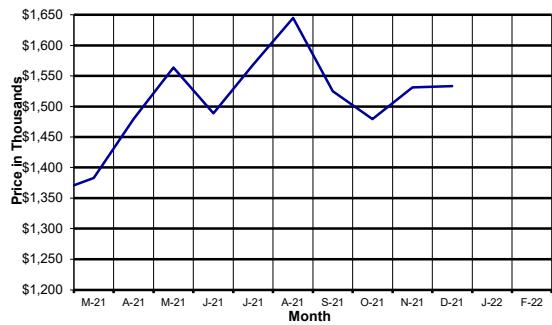


Amador Valley SFD Monthly MLS Survey

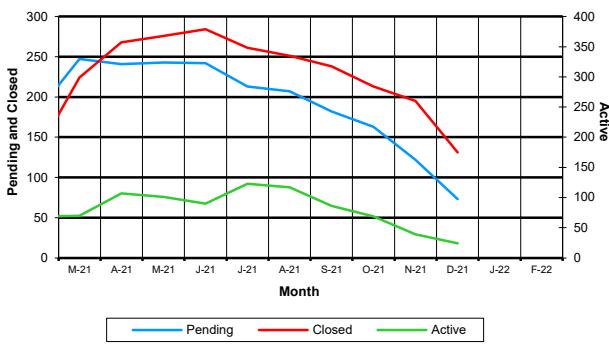
Dublin, Livermore & Pleasanton

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

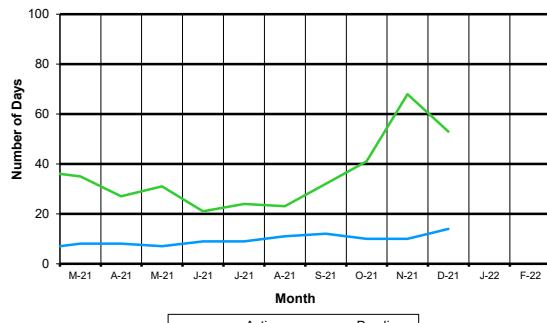
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



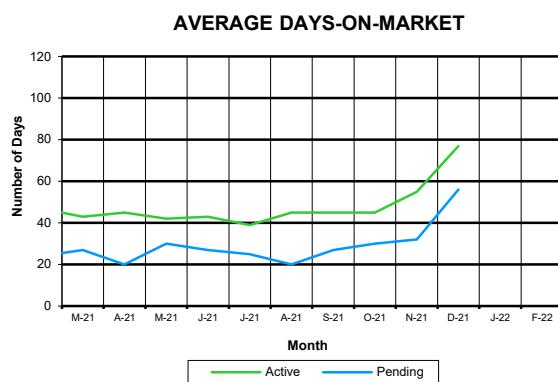


The Ryness Company

Marketing Research Department

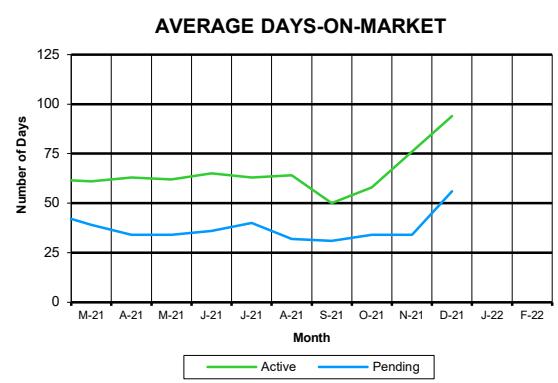
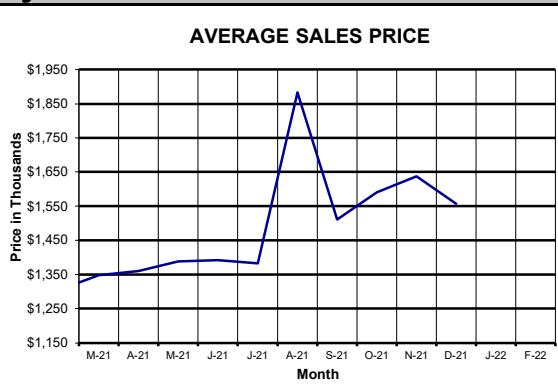
Oakland-Emeryville Attd. Monthly MLS Survey

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



San Francisco Attd. Monthly MLS Survey

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





The Ryness Company

Marketing Research Department

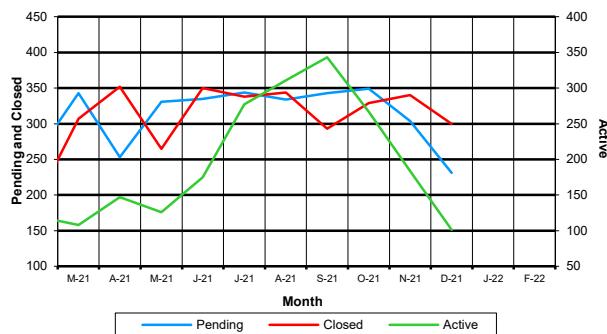
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

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



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



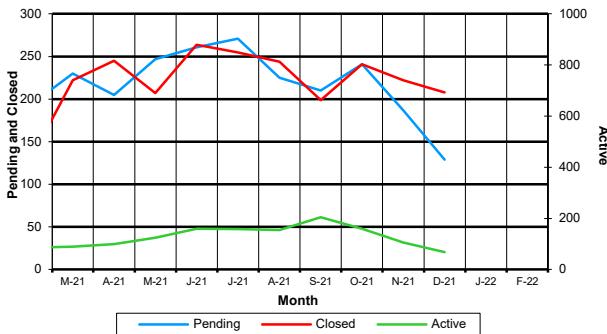
Fairfield-Vacaville SFD Monthly MLS Survey

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

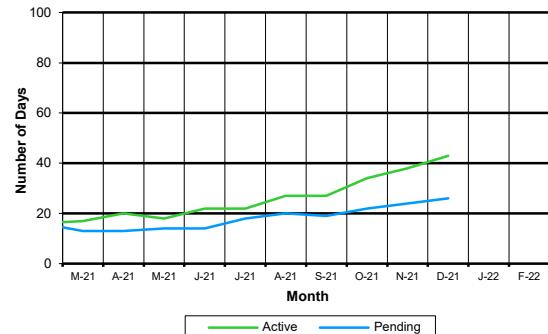
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



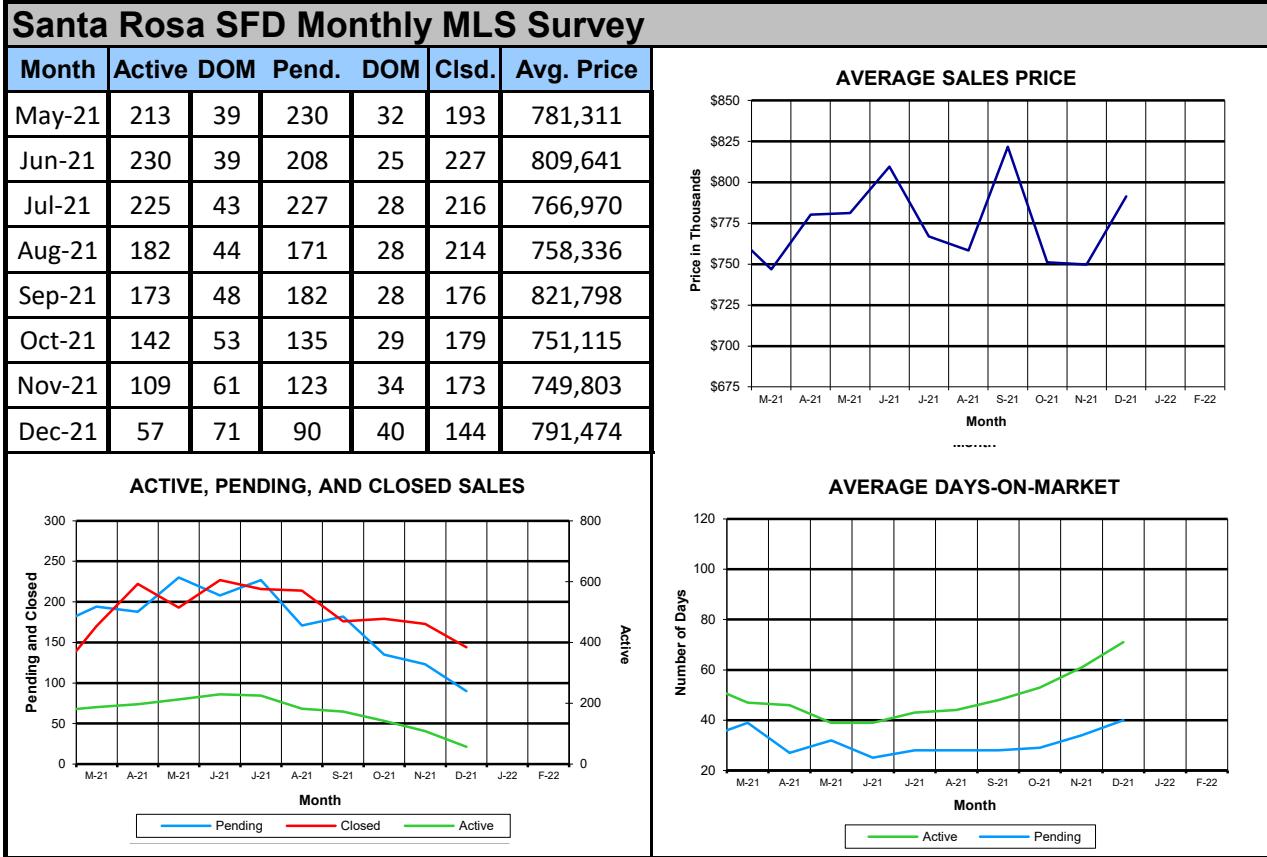
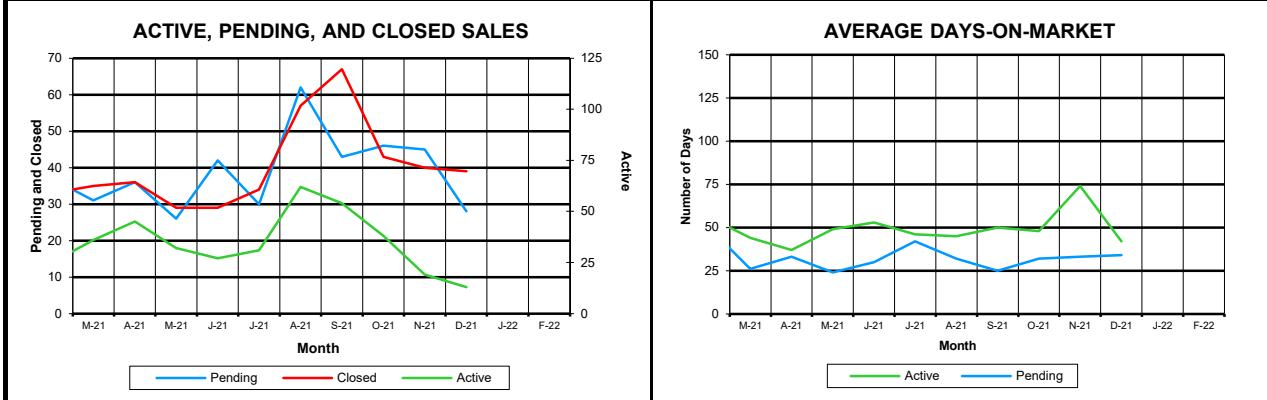


The Ryness Company

Marketing Research Department

Santa Rosa Attd. Monthly MLS Survey

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



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

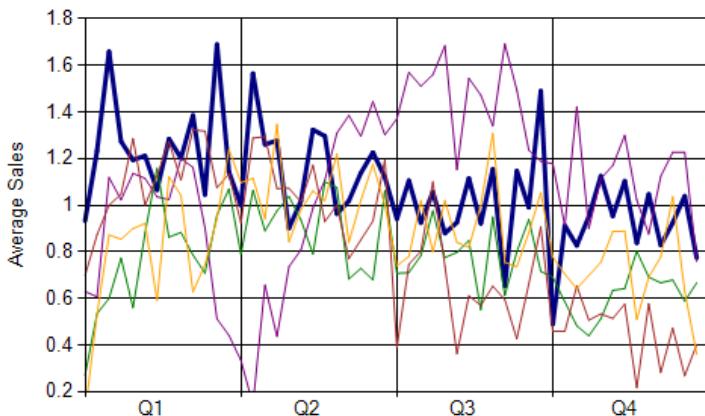
Central Valley

Week 1

Ending: Sunday, January 9, 2022

| Counties / Groups | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. | |
|------------------------------|-----------------|----------|-----------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|-------------|
| Tracy/Mountain House | | 17 | 493 | 15 | 1 | 14 | 0.82 | 0.82 | 0% | 0.99 | -17% | |
| San Joaquin County | | 34 | 808 | 46 | 5 | 41 | 1.21 | 1.21 | 0% | 0.97 | 25% | |
| Stanislaus County | | 4 | 23 | 6 | 2 | 4 | 1.00 | 1.00 | 0% | 0.79 | 27% | |
| Merced County | | 17 | 157 | 21 | 5 | 16 | 0.94 | 0.94 | 0% | 0.94 | 0% | |
| Madera County | | 5 | 22 | 13 | 0 | 13 | 2.60 | 2.60 | 0% | 1.11 | 135% | |
| Fresno County | | 22 | 129 | 23 | 3 | 20 | 0.91 | 0.91 | 0% | 0.74 | 23% | |
| Current Week Totals | Traffic : Sales | 13:1 | 99 | 1632 | 124 | 16 | 108 | 1.09 | 1.09 | 0% | 0.91 | 20% |
| Per Project Average | | | | 16 | 1.25 | 0.16 | 1.09 | | | | | |
| Year Ago - 01/10/2021 | Traffic : Sales | 21:1 | 89 | 2004 | 96 | 13 | 83 | 0.93 | 0.93 | 0% | 1.07 | -13% |
| % Change | | | 11% | -19% | 29% | 23% | 30% | 17% | 17% | | -15% | |

52 Weeks Comparison



Year to Date Averages Through Week 1

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 47 | 23 | 0.17 | 0.06 | 0.11 | 0.87 |
| ■ | 2018 | 63 | 20 | 0.83 | 0.13 | 0.70 | 0.80 |
| ■ | 2019 | 74 | 14 | 0.42 | 0.15 | 0.27 | 0.77 |
| ■ | 2020 | 81 | 23 | 0.74 | 0.11 | 0.63 | 1.11 |
| ■ | 2021 | 89 | 23 | 1.08 | 0.15 | 0.93 | 1.09 |
| ■ | 2022 | 99 | 16 | 1.25 | 0.16 | 1.09 | 1.09 |
| % Change: | | 11% | -27% | 16% | 11% | 17% | 0% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--|--|--|
| CONV | | | |
| FHA | | | |
| 10 Yr Yield | | | |
| RATE | | | |
| 3.19% | | | After two years of scorching growth in the U.S. housing market, will there be a cool-down and possibly a fall in sales and prices in 2022, along with a return to some normalcy? Not exactly, several housing experts tell USA Today. "Home sales are likely to be slightly lower in 2022 from the anticipated rise in mortgage rates. Home prices, meanwhile, will continue to rise due to the ongoing housing shortage even as demand is clipped a bit," said Lawrence Yun, chief economist with the NAR. "After seeing such hyper-growth," said Andreis Bergeron, head of brokerage operations at Awning.com, a real estate tech company, "I don't think we will see a correction, maybe a slowdown." The frenzied buying has also been propelled by historically low mortgage rates and millennials trying to purchase their first house. Yun also believes there are still between 5.5 to 6.8 million housing units that would need to be built to meet the market demand for homes. Regions like the South will continue to be a hotbed for homeownership due to more supply, said Robert Dietz, a chief economist with the NAHB. Dietz added that first-time and prospective buyers will need to be patient and develop a strategy. "It's going to be a frustrating market for them in 2022," Dietz said. "My best recommendation is to be strategic and maybe expand your geographic area due to such a limited housing inventory." Source: Terry Collins USA Today |
| APR | | | |
| 2.63% | | | |
| 2.99% | | | |
| 1.80% | | | |
| | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Central Valley

Page
1 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 17 | | | | | | | | | |
|--|---------------|-----------|-------|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|-------------|----------------|----------------|
| Tracy/Mountain House | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Magnolia Park | Bright TSO | TR | | DTMJ | 42 | 0 | TSO | 3 | 0 | 0 | 41 | 0 | 0.58 | 0.00 |
| Legacy at College Park | Century | MH | | DTMJ | 133 | 0 | 2 | 43 | 3 | 1 | 90 | 2 | 1.47 | 2.00 |
| Portfolio at College Park | Century | MH | | DTST | 112 | 4 | 2 | 33 | 2 | 0 | 96 | 2 | 1.57 | 2.00 |
| Hartwell at Ellis | Landsea TSO | TR | | DTMJ | 121 | 0 | TSO | 0 | 0 | 0 | 52 | 0 | 2.07 | 0.00 |
| Kinbridge at Ellis | Landsea TSO | TR | | DTMJ | 83 | 0 | TSO | 0 | 0 | 0 | 21 | 0 | 0.84 | 0.00 |
| Townsend at Ellis | Landsea TSO | TR | Rsv's | DTMJ | 104 | 0 | TSO | 1 | 1 | 0 | 41 | 1 | 2.87 | 1.00 |
| Amber at Tracy Hills | Lennar | TH | | DTMJ | 160 | 2 | 1 | 55 | 1 | 0 | 148 | 1 | 1.04 | 1.00 |
| Larimar at Tracy Hills | Lennar | TH | | DTMJ | 133 | 0 | 4 | 55 | 1 | 0 | 118 | 1 | 0.83 | 1.00 |
| Pearl at Tracy Hills | Lennar TSO | TH | | DTMJ | 200 | 0 | TSO | 36 | 2 | 0 | 134 | 2 | 0.93 | 2.00 |
| Topaz at Tracy Hills | Lennar TSO | TH | | DTMJ | 139 | 0 | TSO | 37 | 1 | 0 | 103 | 1 | 0.87 | 1.00 |
| Vantage at Tracy Hills | Meritage | TH | | DTMJ | 182 | 0 | 3 | 5 | 3 | 0 | 179 | 3 | 1.20 | 3.00 |
| Elissagaray Ranch | Ponderosa TSO | TR | | DTMJ | 47 | 0 | TSO | 7 | 0 | 0 | 44 | 0 | 0.32 | 0.00 |
| Bergamo at Mountain House | Shea | MH | | DTMJ | 137 | 4 | 4 | 69 | 1 | 0 | 72 | 1 | 1.64 | 1.00 |
| Briar Square at Mountain House | Shea | MH | | DTMJ | 173 | 0 | 1 | 7 | 0 | 0 | 167 | 0 | 1.63 | 0.00 |
| Ean at Tracy Hills | Shea | TH | | DTMJ | 70 | 0 | 1 | 0 | 0 | 0 | 69 | 0 | 1.29 | 0.00 |
| Langston at Mountain House | Shea | MH | | ATMJ | 171 | 0 | 3 | 65 | 0 | 0 | 142 | 0 | 1.39 | 0.00 |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 95 | 0 | 4 | 77 | 0 | 0 | 89 | 0 | 1.10 | 0.00 |
| TOTALS: No. Reporting: 17 | | | | | Traffic to Sales: 33 : 1 | | | 25 | 493 | 15 | 1 | 1606 | 14 | Net: 14 |
| Qty Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | | Projects Participating: 8 | | | | | | | | | |
|-------------------------------------|-------------|----|--|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|------------|----------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Palomino at Westlake | DR Horton | SK | | DTMJ | 116 | 4 | 4 | 46 | 1 | 0 | 75 | 1 | 1.71 | 1.00 |
| Solari Ranch II | DR Horton | SK | | DTST | 65 | 4 | 2 | 37 | 3 | 0 | 13 | 3 | 0.80 | 3.00 |
| Aspire at River Terrace II | K Hovnanian | SK | | DTMJ | 107 | 4 | 2 | 12 | 3 | 0 | 54 | 3 | 1.38 | 3.00 |
| Encantada at Vineyard Terrace | K Hovnanian | LD | | DTMJ | 108 | 0 | 1 | 7 | 0 | 0 | 106 | 0 | 1.04 | 0.00 |
| Montevello II | KB Home | SK | | DTST | 154 | 0 | 2 | 40 | 1 | 0 | 80 | 1 | 1.30 | 1.00 |
| Santorini | KB Home | SK | | DTMJ | 86 | 0 | 1 | 11 | 2 | 0 | 33 | 2 | 1.44 | 2.00 |
| Verona at Destinations | KB Home | SK | | ATMJ | 106 | 0 | 2 | 11 | 1 | 0 | 38 | 1 | 1.00 | 1.00 |
| Keys at Westlake | Lennar | SK | | DTMJ | 101 | 0 | 3 | 16 | 0 | 0 | 62 | 0 | 0.78 | 0.00 |
| TOTALS: No. Reporting: 8 | | | | | Traffic to Sales: 16 : 1 | | | 17 | 180 | 11 | 0 | 461 | 11 | Net: 11 |
| Qty Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Central Valley

Page
2 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 28 | | | | | | | | | | |
|--|-------------------------|-----------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| San Joaquin County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Haven at River Islands | Anthem United | LP | | DTMJ | 128 | 0 | 2 | 14 | 0 | 0 | 126 | 0 | 0.90 | 0.00 | |
| Turnleaf at the Collective | Anthem United | MN | | AASF | 84 | 4 | 8 | 18 | 0 | 0 | 64 | 0 | 0.52 | 0.00 | |
| Griffin Park | Atherton | MN | Rsv's | DTMJ | 156 | 4 | 5 | 46 | 2 | 0 | 68 | 2 | 2.59 | 2.00 | |
| Cascade at Stanford Crossing | DR Horton | LP | | DTMJ | 100 | 3 | 4 | 18 | 4 | 2 | 34 | 2 | 2.22 | 2.00 | |
| Haven Villas at Sundance | KB Home | MN | | DTMJ | 235 | 0 | 2 | 5 | 1 | 0 | 203 | 1 | 1.54 | 1.00 | |
| Riverchase at Stanford Crossing | KB Home | LP | | DTMJ | 96 | 0 | 2 | 9 | 0 | 0 | 72 | 0 | 1.44 | 0.00 | |
| Balboa at River Islands | Kiper | LP | | DTMJ | 77 | 0 | 2 | 63 | 0 | 0 | 37 | 0 | 1.31 | 0.00 | |
| Catalina II at River Islands | Kiper | LP | | DTMJ | 101 | 0 | 1 | 57 | 1 | 1 | 48 | 0 | 1.09 | 0.00 | |
| Skye at River Islands | Kiper | LP | | DTMJ | 155 | 0 | 0 | 21 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 2 | 0 | 0 | 0 | 105 | 0 | 0.35 | 0.00 | |
| Horizon at River Islands | Lennar | LP | | DTMJ | 143 | 3 | 3 | 27 | 1 | 0 | 53 | 1 | 1.15 | 1.00 | |
| Arbor Bend - Cypress | Meritage | MN | | DTMJ | 175 | 0 | 1 | 4 | 5 | 0 | 64 | 5 | 1.39 | 5.00 | |
| Arbor Bend - Hawthorn | Meritage | MN | | DTMJ | 212 | 6 | 3 | 43 | 6 | 0 | 21 | 6 | 1.37 | 6.00 | |
| Arbor Bend- Linden | Meritage | MN | | DTMJ | 268 | 5 | 2 | 15 | 5 | 0 | 61 | 5 | 1.32 | 5.00 | |
| Laguna at River Islands | Pulte | LP | | DTMJ | 110 | 0 | 2 | 8 | 1 | 0 | 12 | 1 | 1.45 | 1.00 | |
| Sanctuary at River Islands | Pulte | LP | | DTMJ | 91 | 0 | 2 | 15 | 1 | 0 | 12 | 1 | 1.45 | 1.00 | |
| Sunset at River Islands | Pulte | LP | | DTMJ | 122 | 0 | 4 | 21 | 2 | 2 | 84 | 0 | 1.64 | 0.00 | |
| Passport at Griffin Park | Raymus | MN | | DTMJ | 100 | 0 | 1 | 30 | 3 | 0 | 31 | 3 | 2.52 | 3.00 | |
| Domain at Terra Ranch | Richmond American | MN | | DTMJ | 50 | 0 | 1 | 2 | 0 | 0 | 49 | 0 | 1.04 | 0.00 | |
| Encore at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 2 | 29 | 0 | 0 | 41 | 0 | 1.59 | 0.00 | |
| Seasons at Stanford Crossing | Richmond American | LP | | DTST | 89 | 0 | 4 | 0 | 0 | 0 | 85 | 0 | 1.60 | 0.00 | |
| Legacy at Stanford Crossing | Taylor Morrison | LP | | DTMJ | 60 | 0 | 1 | N/A | 0 | 0 | 7 | 0 | 1.32 | 0.00 | |
| Venture at The Collective | Taylor Morrison | MN | | DTMJ | 115 | 0 | 2 | N/A | 0 | 0 | 91 | 0 | 0.75 | 0.00 | |
| Waypointe at River Islands | The New Home Co | LP | | DTMJ | 94 | 0 | 1 | 51 | 0 | 0 | 16 | 0 | 1.05 | 0.00 | |
| Breakwater at River Islands | TRI Pointe TSO | LP | | DTMJ | 106 | 0 | TSO | 22 | 0 | 0 | 102 | 0 | 1.24 | 0.00 | |
| Origin at the Collective | Trumark TSO | MN | | DTMJ | 59 | 0 | TSO | 3 | 0 | 0 | 57 | 0 | 0.48 | 0.00 | |
| Hideaway at River Islands | Van Daele | LP | | DTMJ | 120 | 4 | 4 | 34 | 3 | 0 | 103 | 3 | 1.34 | 3.00 | |
| Veranda at River Islands | Van Daele | LP | | DTMJ | 101 | 0 | 1 | 73 | 0 | 0 | 63 | 0 | 1.34 | 0.00 | |
| TOTALS: No. Reporting: 26 | Avg. Sales: 1.15 | | | | Traffic to Sales: 18 : 1 | | | | 62 | 628 | 35 | 5 | 1709 | 30 | Net: 30 |
| City Codes: LP = Lathrop, MN = Manteca | | | | | | | | | | | | | | | |

| Stanislaus County | | | | | Projects Participating: 4 | | | | | | | | | | |
|--|-------------------------|----|--|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Edgewater | DR Horton | WF | | DTST | 75 | 12 | 11 | 5 | 4 | 2 | 45 | 2 | 1.35 | 2.00 | |
| Aspire at Apricot Grove II | K Hovnanian | PR | | DTMJ | 150 | 3 | 3 | 4 | 1 | 0 | 53 | 1 | 1.87 | 1.00 | |
| Fieldstone | KB Home | HG | | DTST | 69 | 0 | 3 | 9 | 1 | 0 | 57 | 1 | 1.11 | 1.00 | |
| Turnleaf at Patterson Ranch | KB Home | PR | | DTST | 190 | 0 | 4 | 5 | 0 | 0 | 116 | 0 | 1.30 | 0.00 | |
| TOTALS: No. Reporting: 4 | Avg. Sales: 1.00 | | | | Traffic to Sales: 4 : 1 | | | | 21 | 23 | 6 | 2 | 271 | 4 | Net: 4 |
| City Codes: WF = Waterford, PR = Patterson, HG = Hughson | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Central Valley

Page
3 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 17 | | | | | | | | | | |
|--|-------------------------|-----------|-------|------|--------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Merced County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Summer Creek | Bright | MD | | DTMU | 120 | 0 | 1 | 7 | 0 | 0 | 116 | 0 | 0.83 | 0.00 | |
| Bell Crossing | DR Horton TSO | AT | | DTST | 161 | 0 | TSO | 14 | 0 | 0 | 160 | 0 | 1.52 | 0.00 | |
| Monterra | DR Horton S/O | MD | | DTST | 165 | 5 | S/O | 3 | 5 | 0 | 165 | 5 | 1.56 | 5.00 | |
| Pacheco Pointe | DR Horton | LB | | DTST | 118 | 4 | 1 | 15 | 6 | 0 | 75 | 6 | 1.53 | 6.00 | |
| Panorama | DR Horton | MD | | DTST | 192 | 2 | 4 | 23 | 2 | 2 | 171 | 0 | 1.26 | 0.00 | |
| Stoneridge South | DR Horton | MD | | DTST | 96 | 3 | 3 | 2 | 1 | 0 | 82 | 1 | 1.74 | 1.00 | |
| Villas, The | DR Horton | LB | | DTST | 83 | 0 | 6 | 1 | 1 | 2 | 77 | -1 | 1.57 | -1.00 | |
| Aspire at Bellevue Ranch II | K Hovnanian | MD | | DTST | 175 | 0 | 1 | 6 | 0 | 0 | 174 | 0 | 1.08 | 0.00 | |
| Manzanita | Legacy | LT | | DTMU | 172 | 0 | 3 | 8 | 1 | 0 | 169 | 1 | 0.94 | 1.00 | |
| Sunflower | Legacy | MD | | DTST | 143 | 0 | 2 | 6 | 0 | 0 | 138 | 0 | 0.88 | 0.00 | |
| The Pointe at Stonecreek | Legacy | LB | | DTMU | 109 | 0 | 4 | 18 | 1 | 1 | 11 | 0 | 0.57 | 0.00 | |
| Mbraga - Summer II | Lennar | MD | | DTMU | 115 | 0 | 1 | 3 | 0 | 0 | 114 | 0 | 1.42 | 0.00 | |
| Sunrise Ranch | Meritage | LB | | DTMU | 87 | 0 | 1 | 14 | 1 | 0 | 7 | 1 | 0.84 | 1.00 | |
| Bellevue Ranch Phase 4 | Stonefield Home | MD | | DTST | 45 | 0 | 2 | 8 | 0 | 0 | 17 | 0 | 1.38 | 0.00 | |
| Cypress Terrace | Stonefield Home | MD | | DTST | 125 | 5 | 5 | 7 | 0 | 0 | 91 | 0 | 0.74 | 0.00 | |
| Sunrise Ranch | Stonefield Home | LB | | ATST | 14 | 0 | 2 | 11 | 0 | 0 | 5 | 0 | 0.23 | 0.00 | |
| Villas II, The | Stonefield Home | LB | | DTST | 191 | 4 | 2 | 11 | 3 | 0 | 60 | 3 | 1.20 | 3.00 | |
| TOTALS: No. Reporting: 17 | Avg. Sales: 0.94 | | | | Traffic to Sales: 7 : 1 | | | | 38 | 157 | 21 | 5 | 1632 | 16 | Net: 16 |
| City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston | | | | | | | | | | | | | | | |

| Madera County | | | | | Projects Participating: 5 | | | | | | | | | | |
|---|-------------------------|-----|--|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Pheasant Run | Century | CW | | DTMU | 70 | 0 | 9 | 7 | 0 | 0 | 11 | 0 | 1.08 | 0.00 | |
| Aspire at River Bend | K Hovnanian | MDA | | DTMU | 171 | 4 | 2 | 6 | 3 | 0 | 155 | 3 | 1.09 | 3.00 | |
| Fielding Cottages | KB Home | MDA | | DTST | 95 | 0 | 2 | 2 | 0 | 0 | 91 | 0 | 1.54 | 0.00 | |
| Fielding Villas | KB Home | MDA | | DTST | 87 | 4 | 4 | 3 | 3 | 0 | 71 | 3 | 1.20 | 3.00 | |
| Riverstone - Clementine I | Lennar | MDA | | DTST | 108 | 7 | 1 | 4 | 7 | 0 | 60 | 7 | 1.20 | 7.00 | |
| TOTALS: No. Reporting: 5 | Avg. Sales: 2.60 | | | | Traffic to Sales: 2 : 1 | | | | 18 | 22 | 13 | 0 | 388 | 13 | Net: 13 |
| City Codes: CW = Chowchilla, MDA = Madera | | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 22 | | | | | | | | | | |
|----------------------------------|---|-------------------------|-------|------|--------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Fresno County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Bravado | Century | REE | | DTMU | 182 | 0 | 10 | 8 | 0 | 0 | 7 | 0 | 0.57 | 0.00 | |
| Meadowood II | Century | FR | | ATMU | 127 | 0 | 4 | 11 | 0 | 0 | 38 | 0 | 1.63 | 0.00 | |
| Monarch | Century | KB | | DTMU | 64 | 0 | 8 | 3 | 0 | 0 | 2 | 0 | 0.09 | 0.00 | |
| Olivewood | Century | FR | | DTMU | 169 | 0 | 4 | 11 | 0 | 0 | 42 | 0 | 1.39 | 0.00 | |
| River Pointe | DR Horton | REE | | DTMU | 84 | 0 | 4 | 11 | 0 | 0 | 41 | 0 | 1.03 | 0.00 | |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 6 | 6 | 1 | 1 | 126 | 0 | 0.86 | 0.00 | |
| Marshall Estates | KB Home | FO | | DTST | 76 | 0 | 5 | 6 | 2 | 0 | 40 | 2 | 1.58 | 2.00 | |
| Seville | KB Home | FR | | DTST | 129 | 0 | 2 | 5 | 0 | 0 | 127 | 0 | 1.35 | 0.00 | |
| Anatole- Clementine | Lennar | FR | | DTMU | 111 | 0 | 1 | 3 | 2 | 0 | 46 | 2 | 1.10 | 2.00 | |
| Anatole- Coronet | Lennar | FR | | DTMU | 56 | 0 | 2 | 3 | 0 | 0 | 54 | 0 | 1.29 | 0.00 | |
| Arboralla - Clementine | Lennar | CV | | DTST | 137 | 4 | 4 | 2 | 3 | 1 | 53 | 2 | 1.36 | 2.00 | |
| Bella Vista Skye | Lennar | FT | | DTST | 54 | 0 | 2 | 1 | 0 | 0 | 45 | 0 | 0.90 | 0.00 | |
| Brambles- Starling | Lennar | FR | | ATST | 150 | 0 | 4 | 13 | 0 | 0 | 51 | 0 | 1.22 | 0.00 | |
| Brambles- Wilde | Lennar | FR | | DTST | 89 | 4 | 3 | 2 | 4 | 0 | 52 | 4 | 1.24 | 4.00 | |
| Fancher Creek - Coronet | Lennar | FR | | ATST | 80 | 0 | 1 | 6 | 0 | 0 | 56 | 0 | 1.01 | 0.00 | |
| Fancher Creek - Coronet II | Lennar | FR | | DTMU | 138 | 4 | 4 | 6 | 4 | 0 | 17 | 4 | 1.29 | 4.00 | |
| Fancher Creek California II | Lennar | FR | | DTMU | 106 | 4 | 5 | 6 | 1 | 0 | 28 | 1 | 1.48 | 1.00 | |
| Heirloom Ranch- Coronet | Lennar | FR | | ATST | 89 | 0 | 2 | 2 | 2 | 0 | 67 | 2 | 1.21 | 2.00 | |
| Heritage Grove - Clementine | Lennar S/O | CV | | DTST | 21 | 0 | S/O | 5 | 1 | 0 | 21 | 1 | 0.30 | 1.00 | |
| Heritage Grove - Coronet | Lennar | CV | | DTST | 63 | 0 | 1 | 5 | 0 | 0 | 54 | 0 | 0.77 | 0.00 | |
| Heritage Grove - Homestead | Lennar | CV | | DTMU | 44 | 0 | 4 | 5 | 1 | 0 | 40 | 1 | 0.57 | 1.00 | |
| Veneto Park - Starling Townhomes | Lennar | CV | | ATMU | 160 | 4 | 6 | 9 | 2 | 1 | 30 | 1 | 0.79 | 1.00 | |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 0.91 | | | Traffic to Sales: 6 : 1 | | | | 82 | 129 | 23 | 3 | 1037 | 20 | Net: 20 |

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

| Central Valley | | | Projects Participating: 101 | | | | | | |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|------------|-----------------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 99 | Avg. Sales: 1.09 | Traffic to Sales: 13 : 1 | 263 | 1632 | 124 | 16 | 7104 | 108 | Net: 108 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |

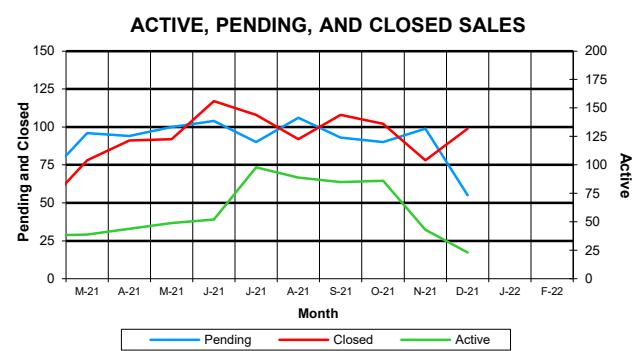


The Ryness Company

Marketing Research Department

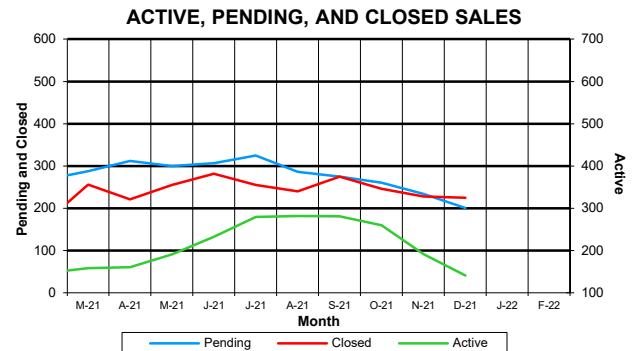
Tracy SFD Monthly MLS Survey

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



Stockton SFD Monthly MLS Survey

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



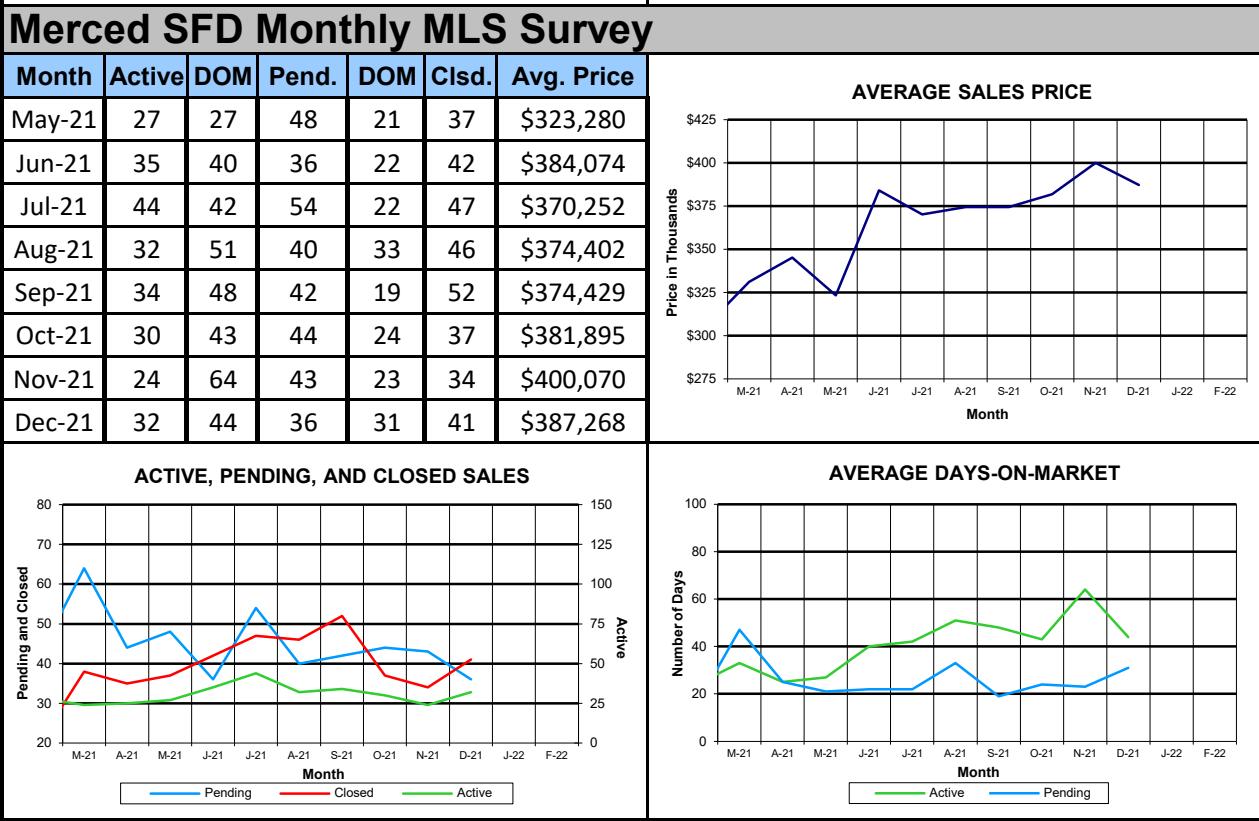
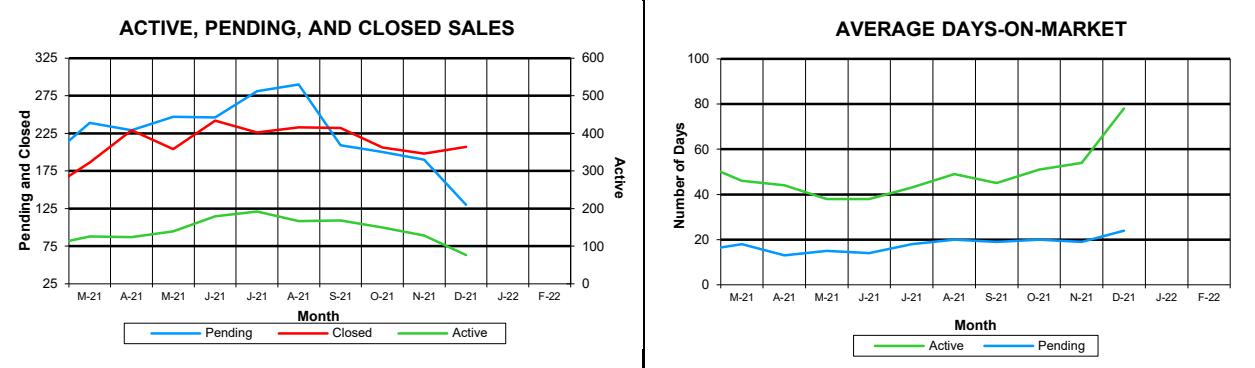


The Ryness Company

Marketing Research Department

Modesto SFD Monthly MLS Survey

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



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

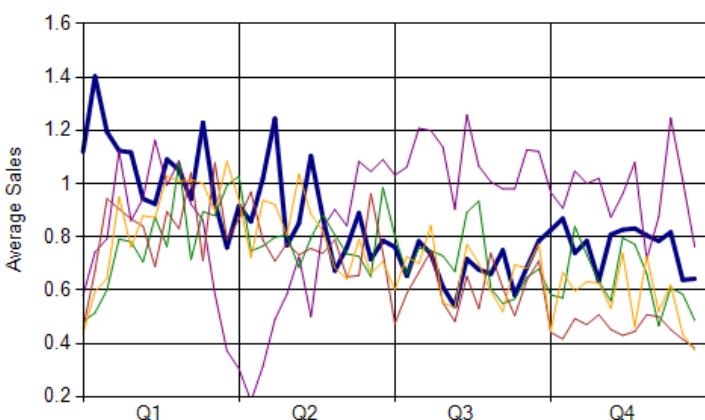


Ending: Sunday, January 9, 2022

Sacramento Week 1

| Counties / Groups | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. | |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|-------------|
| South Sacramento | | 18 | 337 | 19 | 2 | 17 | 0.94 | 0.94 | 0% | 0.97 | -2% | |
| Central & North Sacramento | | 38 | 614 | 29 | 2 | 27 | 0.71 | 0.71 | 0% | 0.83 | -15% | |
| Folsom | | 18 | 510 | 11 | 2 | 9 | 0.50 | 0.50 | 0% | 0.69 | -27% | |
| El Dorado | | 10 | 150 | 6 | 0 | 6 | 0.60 | 0.60 | 0% | 0.64 | -6% | |
| Placer & Nevada | | 68 | 1375 | 62 | 12 | 50 | 0.74 | 0.74 | 0% | 0.75 | -2% | |
| Yolo | | 3 | 28 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0.76 | -100% | |
| Amador County | | 1 | 8 | 1 | 0 | 1 | 1.00 | 1.00 | 0% | 0.31 | 225% | |
| Northern Counties | | 10 | 199 | 7 | 2 | 5 | 0.50 | 0.50 | 0% | 0.60 | -17% | |
| Current Week Totals | Traffic : Sales | 24:1 | 166 | 3221 | 135 | 20 | 115 | 0.69 | 0.69 | 0% | 0.77 | -10% |
| Per Project Average | | | | 19 | 0.81 | 0.12 | 0.69 | | | | | |
| Year Ago - 01/10/2021 | Traffic : Sales | 16:1 | 150 | 2889 | 179 | 11 | 168 | 1.12 | 1.12 | 0% | 0.95 | 18% |
| % Change | | | 11% | 11% | -25% | 82% | -32% | -38% | -38% | | -19% | |

52 Weeks Comparison



Year to Date Averages Through Week 1

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 142 | 21 | 0.52 | 0.08 | 0.44 | 0.73 |
| ■ | 2018 | 125 | 22 | 0.59 | 0.14 | 0.46 | 0.66 |
| ■ | 2019 | 137 | 18 | 0.53 | 0.05 | 0.48 | 0.73 |
| ■ | 2020 | 126 | 22 | 0.63 | 0.05 | 0.58 | 0.89 |
| ■ | 2021 | 150 | 19 | 1.19 | 0.07 | 1.12 | 0.85 |
| ■ | 2022 | 166 | 19 | 0.81 | 0.12 | 0.69 | 0.69 |
| % Change: | | 11% | 1% | -32% | 64% | -38% | -18% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary | | | | | |
|--|--|--------------|-------------------|---|--|--|--|--|
| CONV | | RATE | APR | After two years of scorching growth in the U.S. housing market, will there be a cool-down and possibly a fall in sales and prices in 2022, along with a return to some normalcy? Not exactly, several housing experts tell USA Today. "Home sales are likely to be slightly lower in 2022 from the anticipated rise in mortgage rates. Home prices, meanwhile, will continue to rise due to the ongoing housing shortage even as demand is clipped a bit," said Lawrence Yun, chief economist with the NAR. "After seeing such hyper-growth," said Andreis Bergeron, head of brokerage operations at Awning.com, a real estate tech company, "I don't think we will see a correction, maybe a slowdown." The frenzied buying has also been propelled by historically low mortgage rates and millennials trying to purchase their first house. Yun also believes there are still between 5.5 to 6.8 million housing units that would need to be built to meet the market demand for homes. Regions like the South will continue to be a hotbed for homeownership due to more supply, said Robert Dietz, a chief economist with the NAHB. Dietz added that first-time and prospective buyers will need to be patient and develop a strategy. "It's going to be a frustrating market for them in 2022," Dietz said. "My best recommendation is to be strategic and maybe expand your geographic area due to such a limited housing inventory." Source: Terry Collins USA Today | | | | |
| FHA | | 3.19% | 3.31% | | | | | |
| 10 Yr Yield | | 2.63% | 2.99% | | | | | |
| | | 1.80% | | | | | | |
|  | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Sacramento

Page
1 of 6

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 18 | | | | | | | | | | |
|----------------------------------|-------------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| South Sacramento | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Veranda at River Oaks | Elliott | GT | | DTST | 60 | 5 | 3 | 5 | 3 | 0 | 53 | 3 | 0.78 | 3.00 | |
| Reridae | KB Home | GT | | DTST | 69 | 0 | 4 | 4 | 0 | 0 | 50 | 0 | 1.19 | 0.00 | |
| Travisso | KB Home | LN | New | DTMJ | 422 | 3 | 2 | 13 | 1 | 0 | 1 | 1 | 3.50 | 1.00 | |
| Vintage Park | KB Home | SO | | DTST | 81 | 4 | 5 | 10 | 3 | 1 | 62 | 2 | 1.93 | 2.00 | |
| Antinori at Vineyard Creek | Lennar | SO | | DTMJ | 96 | 0 | 2 | 0 | 0 | 0 | 64 | 0 | 0.98 | 0.00 | |
| Avila at Fieldstone | Lennar | VN | | DTMJ | 134 | 0 | 2 | 15 | 1 | 1 | 124 | 0 | 0.94 | 0.00 | |
| Elements at Sterling Meadows | Lennar | LN | | DTMJ | 289 | 0 | 1 | 35 | 3 | 0 | 203 | 3 | 1.17 | 3.00 | |
| Essentia at Sterling Meadows | Lennar | LN | | DTST | 139 | 0 | 3 | 22 | 0 | 0 | 68 | 0 | 1.08 | 0.00 | |
| Oceano at Fieldstone | Lennar | VN | | DTMJ | 120 | 3 | 3 | 15 | 1 | 0 | 113 | 1 | 0.80 | 1.00 | |
| Redwood at Parkside | Lennar | VN | | DTMJ | 344 | 0 | 2 | 4 | 2 | 0 | 312 | 2 | 0.90 | 2.00 | |
| Laguna Ranch | Richmond American | LN | | DTMJ | 80 | 0 | 2 | 0 | 0 | 0 | 78 | 0 | 0.62 | 0.00 | |
| Seasons at Stonebrook | Richmond American | LN | | DTMJ | 102 | 0 | 1 | 23 | 0 | 0 | 40 | 0 | 1.44 | 0.00 | |
| Woodberry at Bradshaw Crossing | Richmond American | SO | | DTMJ | 202 | 0 | 4 | 0 | 0 | 0 | 85 | 0 | 0.98 | 0.00 | |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 2 | 2 | 46 | 1 | 0 | 97 | 1 | 0.84 | 1.00 | |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 102 | 1 | 11 | 45 | 0 | 0 | 82 | 0 | 0.72 | 0.00 | |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 121 | 0 | 9 | 47 | 0 | 0 | 96 | 0 | 0.83 | 0.00 | |
| Cedar Creek | TimLewis | GT | | DTMJ | 112 | 0 | 3 | 29 | 1 | 0 | 16 | 1 | 0.75 | 1.00 | |
| Reflections at Poppy Lane | TimLewis | LN | | DTMJ | 73 | 4 | 2 | 24 | 3 | 0 | 31 | 3 | 0.97 | 3.00 | |
| TOTALS: No. Reporting: 18 | | Avg. Sales: 0.94 | | | Traffic to Sales: 18 : 1 | | | | 61 | 337 | 19 | 2 | 1575 | 17 | Net: 17 |

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

| Central Sacramento | | | | | Projects Participating: 17 | | | | | | | | | | |
|-------------------------------------|---------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Abbeys Gate at Northridge | Black Pine | CH | | DTMJ | 46 | 0 | 1 | 6 | 0 | 0 | 32 | 0 | 0.50 | 0.00 | |
| Crocker Village- Alley Row | Black Pine | SO | | DTMJ | 67 | 0 | 3 | 7 | 0 | 0 | 48 | 0 | 0.60 | 0.00 | |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 2 | 7 | 0 | 0 | 40 | 0 | 0.50 | 0.00 | |
| Brighton Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 98 | 0 | 2 | 44 | 0 | 0 | 93 | 0 | 0.76 | 0.00 | |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | Rsv's | DTMJ | 116 | 4 | 3 | 64 | 3 | 0 | 96 | 3 | 0.79 | 3.00 | |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 113 | 0 | 2 | 31 | 0 | 0 | 111 | 0 | 0.81 | 0.00 | |
| Canyon at Mitchell Village | KB Home | CH | | DTST | 109 | 3 | 5 | 7 | 2 | 0 | 66 | 2 | 1.40 | 2.00 | |
| Heritage at Mitchell Village | KB Home | CH | | DTMJ | 72 | 0 | 4 | 7 | 0 | 0 | 50 | 0 | 0.86 | 0.00 | |
| Oaks at Mitchell Village | KB Home | CH | | DTST | 74 | 0 | 3 | 8 | 0 | 0 | 51 | 0 | 1.38 | 0.00 | |
| Ventana | Lennar | RO | | DTMJ | 160 | 0 | 3 | 6 | 1 | 0 | 103 | 1 | 0.80 | 1.00 | |
| Verdant | Lennar | RO | | DTST | 157 | 0 | 4 | 0 | 0 | 0 | 94 | 0 | 1.03 | 0.00 | |
| Viridian | Lennar | RO | | DTST | 185 | 0 | 2 | 7 | 0 | 0 | 126 | 0 | 0.95 | 0.00 | |
| Montelena | Premier Homes | RO | | DTST | 169 | 0 | 4 | 39 | 0 | 0 | 163 | 0 | 1.40 | 0.00 | |
| Classics at Sutter Park | TimLewis TSO | SO | | DTMJ | 25 | 0 | TSO | 0 | 0 | 0 | 24 | 0 | 0.22 | 0.00 | |
| Traditionals at Sutter Park | TimLewis | SO | | DTMJ | 34 | 0 | 1 | 0 | 0 | 0 | 33 | 0 | 0.30 | 0.00 | |
| Acacia at Cypress | Woodside | RO | | DTMJ | 99 | 3 | 3 | 24 | 1 | 0 | 28 | 1 | 0.55 | 1.00 | |
| Magnolia at Cypress | Woodside | RO | | DTMJ | 178 | 0 | 2 | 36 | 2 | 1 | 115 | 1 | 0.93 | 1.00 | |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.47 | | | Traffic to Sales: 33 : 1 | | | | 44 | 293 | 9 | 1 | 1273 | 8 | Net: 8 |

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

The Ryness Report

Week Ending
Sunday, January 9, 2022

Sacramento

Page
2 of 6

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 21 | | | | | | | | | | | | | |
|--|-----------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|--|--|--|--|
| North Sacramento | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | | | | |
| Artisan - The Cove | Beazer | SO | | DTST | 145 | 16 | 10 | 3 | 0 | 0 | 94 | 0 | 0.80 | 0.00 | | | | |
| Edgeview - The Cove | Beazer | SO | | ATST | 156 | 9 | 12 | 21 | 0 | 0 | 90 | 0 | 1.11 | 0.00 | | | | |
| Westward - The Cove | Beazer | SO | | DTST | 122 | 16 | 11 | 8 | 3 | 0 | 55 | 3 | 0.59 | 3.00 | | | | |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 11 | 8 | 9 | 1 | 0 | 108 | 2 | 0.95 | 2.00 | | | | |
| Provence | Blue Mountain | SO | Rsv's | ATST | 185 | 0 | 1 | 6 | 2 | 0 | 103 | 2 | 0.92 | 2.00 | | | | |
| Mbraga | DR Horton | AO | | DTMJ | 162 | 0 | 2 | 10 | 0 | 0 | 116 | 0 | 1.52 | 0.00 | | | | |
| Citrine at Barrett Ranch | Lennar | AO | | DTST | 53 | 0 | 2 | 13 | 0 | 0 | 14 | 0 | 0.72 | 0.00 | | | | |
| Garnet at Barrett Ranch | Lennar | AO | | DTST | 120 | 0 | 3 | 51 | 0 | 0 | 61 | 0 | 0.91 | 0.00 | | | | |
| Lapis at Barrett Ranch | Lennar TSO | AO | | DTMJ | 149 | 0 | TSO | 0 | 0 | 0 | 66 | 0 | 0.98 | 0.00 | | | | |
| Northlake - Atla | Lennar TSO | SO | | DTMJ | 116 | 3 | TSO | 15 | 5 | 0 | 55 | 5 | 1.08 | 5.00 | | | | |
| Northlake - Bleau | Lennar | SO | | DTMJ | 236 | 0 | 2 | 15 | 0 | 1 | 52 | -1 | 1.02 | -1.00 | | | | |
| Northlake - Crestvue | Lennar TSO | SO | | DTMJ | 97 | 2 | TSO | 15 | 3 | 0 | 49 | 3 | 0.96 | 3.00 | | | | |
| Northlake - Drifton | Lennar | SO | | DTMJ | 134 | 0 | 1 | 15 | 0 | 0 | 40 | 0 | 0.93 | 0.00 | | | | |
| Northlake - Lakelet | Lennar | SO | | DTMJ | 134 | 0 | 5 | 15 | 0 | 0 | 49 | 0 | 0.96 | 0.00 | | | | |
| Northlake - Shor | Lennar | SO | | DTMJ | 140 | 0 | 2 | 15 | 1 | 0 | 54 | 1 | 1.06 | 1.00 | | | | |
| Northlake - Watersyde | Lennar | SO | | DTMJ | 127 | 0 | 3 | 15 | 2 | 0 | 55 | 2 | 1.08 | 2.00 | | | | |
| Northlake - Wavmrr | Lennar TSO | SO | | DTMJ | 153 | 0 | TSO | 15 | 3 | 0 | 53 | 3 | 1.04 | 3.00 | | | | |
| Sunstone at Barrett Ranch | Lennar | AO | | DTMJ | 131 | 0 | 2 | 24 | 0 | 0 | 14 | 0 | 0.65 | 0.00 | | | | |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 145 | 0 | 4 | 17 | 0 | 0 | 124 | 0 | 1.35 | 0.00 | | | | |
| Everly at Natomas Meadows | TRI Pointe | NA | | DTST | 94 | 0 | 2 | 32 | 0 | 0 | 67 | 0 | 1.64 | 0.00 | | | | |
| Portisol at Artisan Square | Williams | SO | | ATST | 95 | 0 | 2 | 7 | 0 | 0 | 29 | 0 | 0.45 | 0.00 | | | | |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 0.90 | | | Traffic to Sales: 16 : 1 | | | | 72 | 321 | 20 | 1 | 1348 | 20 | | | | |
| City Codes: SO = Sacramento, AO = Antelope, NA = Natomas | | | | | | | | | | | | | | | | | | |
| Net: 19 | | | | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Sacramento

Page
3 of 6

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 18 | | | | | | | | | |
|-----------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|---------------------------------|-----------|--------------|------------|----------------|---------------|
| Folsom Area | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Iron Ridge at Russell Ranch | Anthem United | FM | | DTMJ | 97 | 0 | 5 | 22 | 0 | 1 | 91 | -1 | 0.95 | -1.00 |
| Sycamore Creek | JMC | FM | | DTMJ | 86 | 3 | 3 | 61 | 1 | 0 | 35 | 1 | 0.62 | 1.00 |
| Enclave at Folsom Ranch | KB Home | FM | | DTST | 111 | 0 | 2 | 3 | 0 | 0 | 75 | 0 | 1.27 | 0.00 |
| Soleil at Folsom Ranch | KB Home | FM | | DTMJ | 109 | 0 | 3 | 9 | 1 | 0 | 54 | 1 | 1.38 | 1.00 |
| Aster at White Rock Springs | Lennar | FM | | DTMJ | 90 | 3 | 3 | 1 | 1 | 0 | 27 | 1 | 0.95 | 1.00 |
| Lunaria at White Rock Springs | Lennar | FM | | DTMJ | 45 | 0 | 3 | 2 | 0 | 0 | 27 | 0 | 0.95 | 0.00 |
| Rockcress at Folsom Ranch | Lennar | FM | | DTMJ | 118 | 0 | 4 | 2 | 0 | 0 | 54 | 0 | 1.12 | 0.00 |
| Steel Canyon at Russell Ranch | Meritage S/O | FM | | DTMJ | 114 | 5 | S/O | 38 | 7 | 0 | 114 | 7 | 1.13 | 7.00 |
| Ladera at White Rock | Richmond American | FM | | DTMJ | 56 | 0 | 2 | 0 | 0 | 1 | 54 | -1 | 0.63 | -1.00 |
| Mesa at White Rock | Richmond American | FM | | DTMJ | 64 | 0 | 1 | 0 | 0 | 0 | 63 | 0 | 0.79 | 0.00 |
| Stone Bluff at White Rock | Richmond American | FM | | DTMJ | 81 | 0 | 2 | 17 | 0 | 0 | 25 | 0 | 0.68 | 0.00 |
| Stone Haven at White Rock Springs | Richmond American | FM | | DTMJ | 42 | 0 | 1 | 13 | 0 | 0 | 5 | 0 | 0.81 | 0.00 |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 2 | 5 | 21 | 0 | 0 | 101 | 0 | 0.90 | 0.00 |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | | DTMJ | 111 | 0 | 2 | 20 | 0 | 0 | 103 | 0 | 0.94 | 0.00 |
| Gold Hill at Russell Ranch | The New Home Co | FM | | DTMJ | 77 | 0 | 3 | 61 | 0 | 0 | 61 | 0 | 0.95 | 0.00 |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 0 | 3 | 34 | 1 | 0 | 82 | 1 | 0.84 | 1.00 |
| Brookstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 145 | 0 | 3 | 103 | 0 | 0 | 118 | 0 | 1.06 | 0.00 |
| Creekstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 71 | 0 | 2 | 103 | 0 | 0 | 51 | 0 | 1.08 | 0.00 |
| TOTALS: No. Reporting: 18 | | | | | Avg. Sales: 0.50 | | | | Traffic to Sales: 46 : 1 | | 47 | 510 | 11 | 2 |
| | | | | | Net: 9 | | | | | | | | | |

City Codes: FM = Folsom

| El Dorado County | | | | | Projects Participating: 10 | | | | | | | | | |
|---|---------------|----|-------|------|----------------------------|----------|------------|---------|---------------------------------|-----------|--------------|------------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Revere | Blue Mountain | RE | Rsv's | DTMJ | 51 | 3 | 3 | 4 | 1 | 0 | 30 | 1 | 0.83 | 1.00 |
| Alder at Saratoga Estates | Elliott TSO | BH | | DTMJ | 115 | 0 | TSO | 27 | 0 | 0 | 67 | 0 | 0.87 | 0.00 |
| Manzanita at Saratoga | Elliott TSO | BH | | DTMJ | 202 | 0 | TSO | 25 | 0 | 0 | 40 | 0 | 0.55 | 0.00 |
| Emerald Peak at Bass Lake | Lennar | BH | | DTMJ | 113 | 0 | 3 | 17 | 0 | 0 | 28 | 0 | 0.47 | 0.00 |
| Hawk View at Bass Lake Hills | Lennar | BH | | DTMJ | 114 | 3 | 2 | 2 | 2 | 0 | 85 | 2 | 0.78 | 2.00 |
| Heritage El Dorado Hills-Estates | Lennar | BH | | DTMJ | 92 | 0 | 1 | 7 | 1 | 0 | 91 | 1 | 0.53 | 1.00 |
| Heritage El Dorado Hills-Legends | Lennar | BH | | DTMJ | 165 | 0 | 1 | 11 | 2 | 0 | 159 | 2 | 0.92 | 2.00 |
| Heritage El Dorado Hills-Mosaic | Lennar | BH | | DTMJ | 373 | 0 | 1 | 12 | 0 | 0 | 166 | 0 | 0.96 | 0.00 |
| Sapphire Cliff at Bass Lake Hills - EDH | Lennar | BH | | DTMJ | 23 | 0 | 3 | 9 | 0 | 0 | 15 | 0 | 0.54 | 0.00 |
| Edgelake at Serrano | TRI Pointe | BH | | DTMJ | 65 | 0 | 2 | 36 | 0 | 0 | 5 | 0 | 0.44 | 0.00 |
| TOTALS: No. Reporting: 10 | | | | | Avg. Sales: 0.60 | | | | Traffic to Sales: 25 : 1 | | 16 | 150 | 6 | 0 |
| | | | | | Net: 6 | | | | | | | | | |

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

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 67 | | | | | | | | | |
|--------------------------------------|----------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Placer County | | | | Type | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Greyson at Twelve Bridges | Beazer | LL | | DTMJ | 49 | 2 | 1 | 5 | 0 | 0 | 33 | 0 | 0.90 | 0.00 |
| Verrado at Solaire | Beazer | R/V | | DTMJ | 76 | 14 | 8 | 8 | 1 | 0 | 32 | 2 | 1.09 | 2.00 |
| Milestone at Sierra Pines | Black Pine TSO | R/K | | DTST | 61 | 0 | TSO | 13 | 0 | 0 | 36 | 0 | 0.63 | 0.00 |
| Carnelian | Blue Mountain | GB | | ATMJ | 28 | 0 | 3 | 2 | 0 | 0 | 20 | 0 | 0.43 | 0.00 |
| Cresleigh Havenwood | Cresleigh | LL | Rsv's | DTMJ | 83 | 0 | 2 | 12 | 0 | 1 | 6 | -1 | 0.30 | -1.00 |
| Balboa | DR Horton | R/V | | DTST | 127 | 5 | 2 | 28 | 5 | 1 | 65 | 4 | 1.66 | 4.00 |
| Cerrada | DR Horton | LL | | DTST | 166 | 0 | 2 | 20 | 1 | 0 | 131 | 1 | 1.35 | 1.00 |
| Heartland at Independence | DR Horton | LL | | DTMJ | 98 | 4 | 4 | 4 | 2 | 0 | 27 | 2 | 1.40 | 2.00 |
| Traditions at Independence | DR Horton | LL | | DTST | 97 | 0 | 3 | 4 | 2 | 1 | 27 | 1 | 1.13 | 1.00 |
| Winding Creek- The Wilds | DR Horton | R/V | | DTST | 120 | 0 | 2 | 24 | 1 | 0 | 69 | 1 | 1.61 | 1.00 |
| Turkey Creek Estates | Elliott | LL | | DTMJ | 51 | 0 | 3 | 48 | 0 | 0 | 22 | 0 | 0.78 | 0.00 |
| Broadlands | JMC S/O | LL | | DTST | 80 | 0 | S/O | 17 | 2 | 1 | 80 | 1 | 1.01 | 1.00 |
| Fairbrook at Fiddymont Farms | JMC | R/V | | DTMJ | 115 | 3 | 1 | 111 | 3 | 0 | 39 | 3 | 1.02 | 3.00 |
| Meadowbrook at Fiddymont Farms | JMC | R/V | | DTMJ | 80 | 3 | 3 | 118 | 1 | 0 | 39 | 1 | 1.01 | 1.00 |
| Monument Village at Sierra Vista | JMC | R/V | | DTST | 187 | 0 | 6 | 36 | 0 | 0 | 179 | 0 | 1.32 | 0.00 |
| Palisade Village | JMC | R/V | | DTST | 232 | 0 | 3 | 32 | 0 | 0 | 182 | 0 | 1.53 | 0.00 |
| Pinnacle Village | JMC | R/V | | DTMJ | 127 | 0 | 2 | 21 | 0 | 0 | 121 | 0 | 0.89 | 0.00 |
| Prominence at Whitney Ranch | JMC | R/K | | DTMJ | 92 | 0 | 4 | 89 | 0 | 1 | 62 | -1 | 0.91 | -1.00 |
| Sagebrook at Fiddymont Farms | JMC | R/V | | DTMJ | 122 | 3 | 4 | 116 | 2 | 0 | 37 | 2 | 0.97 | 2.00 |
| Sentinel | JMC | R/V | | DTST | 132 | 0 | 2 | 41 | 0 | 0 | 126 | 0 | 1.31 | 0.00 |
| Aspire at Solaire | K Hovnanian | R/V | | DTMJ | 147 | 0 | 1 | 10 | 3 | 1 | 105 | 2 | 1.16 | 2.00 |
| Aspire at Solaire II | K Hovnanian | R/V | | DTST | 33 | 3 | 3 | 19 | 2 | 0 | 8 | 2 | 0.72 | 2.00 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 71 | 0 | 3 | 10 | 0 | 0 | 46 | 0 | 0.45 | 0.00 |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 3 | 3 | 21 | 2 | 1 | 123 | 1 | 0.86 | 1.00 |
| Firefly at Winding Creek | K Hovnanian | R/V | | DTMJ | 86 | 0 | 1 | 15 | 2 | 0 | 40 | 2 | 0.95 | 2.00 |
| Copper Ridge | KB Home | LL | | DTMJ | 79 | 3 | 3 | 5 | 1 | 0 | 8 | 1 | 1.51 | 1.00 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 4 | 4 | 7 | 2 | 0 | 166 | 2 | 1.21 | 2.00 |
| Andorra at Sierra West | Lennar | R/V | | DTMJ | 101 | 0 | 4 | 10 | 1 | 0 | 54 | 1 | 0.82 | 1.00 |
| Belle Maison at Campus Oaks | Lennar | R/V | | DTMJ | 132 | 0 | 2 | 15 | 1 | 0 | 63 | 1 | 1.01 | 1.00 |
| Breckenridge at Sierra West | Lennar | R/V | | DTMJ | 181 | 0 | 3 | 10 | 0 | 0 | 4 | 0 | 0.30 | 0.00 |
| Chantilly at Campus Oaks | Lennar | R/V | | DTMJ | 86 | 0 | 3 | 6 | 0 | 0 | 17 | 0 | 1.11 | 0.00 |
| Covara II at Campus Oaks | Lennar | R/V | | DTMJ | 112 | 0 | 2 | 6 | 1 | 0 | 45 | 1 | 0.82 | 1.00 |
| Emilia at Heritage Placer Vineyards | Lennar | R/V | | DTMJ | 117 | 3 | 3 | 6 | 2 | 0 | 7 | 2 | 0.32 | 2.00 |
| Heritage Solaire-Eclipse | Lennar | R/V | | AASF | 155 | 0 | 1 | 0 | 0 | 0 | 154 | 0 | 0.81 | 0.00 |
| Heritage Solaire-Larissa | Lennar | R/V | | AASF | 162 | 0 | 3 | 4 | 0 | 0 | 150 | 0 | 0.78 | 0.00 |
| Heritage Solaire-Meridian | Lennar | R/V | | AASF | 176 | 0 | 4 | 6 | 1 | 0 | 172 | 1 | 0.88 | 1.00 |
| Lazio at Heritage Placer Vineyards | Lennar | R/V | | AASF | 142 | 0 | 1 | 3 | 0 | 0 | 2 | 0 | 0.08 | 0.00 |
| Lumiere at Sierra West | Lennar | R/V | | DTMJ | 129 | 0 | 2 | 10 | 0 | 0 | 56 | 0 | 0.83 | 0.00 |
| Meribel at Sierra West | Lennar | R/V | | DTMJ | 98 | 0 | 1 | 10 | 1 | 0 | 59 | 1 | 0.84 | 1.00 |
| Moblise at Heritage Placer Vineyards | Lennar | R/V | | DTST | 30 | 0 | 1 | 6 | 2 | 0 | 9 | 2 | 0.45 | 2.00 |
| Nvara at Fiddymont | Lennar | R/V | | DTST | 105 | 3 | 3 | 15 | 1 | 0 | 73 | 1 | 0.92 | 1.00 |
| Pavia at Fiddymont Farm | Lennar | R/V | | DTST | 94 | 0 | 1 | 17 | 2 | 0 | 71 | 2 | 0.89 | 2.00 |
| Sausalito Walk at Campus Oaks | Lennar | R/V | | DTST | 100 | 0 | 4 | 16 | 1 | 1 | 81 | 0 | 0.95 | 0.00 |
| St. Moritz at Sierra | Lennar | R/V | | DTMJ | 143 | 0 | 3 | 10 | 0 | 1 | 56 | -1 | 0.82 | -1.00 |
| Windham at Sierra West | Lennar | R/V | | DTMJ | 153 | 0 | 4 | 10 | 1 | 0 | 6 | 1 | 1.45 | 1.00 |

The Ryness Report

Week Ending
Sunday, January 9, 2022

Sacramento

Page
5 of 6

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 67 | | | | | | | | | | |
|-------------------------------------|-------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|-------------|--------------|-----------|----------------|---------------|----------------|
| Placer County (Continued ...) | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Meadowlands 60s | Meritage | LL | | DTMJ | 92 | 3 | 4 | 24 | 3 | 1 | 38 | 2 | 1.14 | 2.00 | |
| Meadowlands 70s | Meritage | LL | | DTMJ | 15 | 0 | 3 | 3 | 0 | 0 | 12 | 0 | 0.64 | 0.00 | |
| Roam at Winding Creek | Meritage | RV | | DTMJ | 95 | 0 | 1 | 32 | 2 | 0 | 9 | 2 | 0.97 | 2.00 | |
| Winding Creek - Trek | Meritage | RV | | DTMJ | 74 | 3 | 2 | 7 | 1 | 0 | 61 | 1 | 1.32 | 1.00 | |
| Eastridge at Whitney Ranch | Richmond American | RK | | DTMJ | 75 | 0 | 3 | 8 | 0 | 0 | 72 | 0 | 0.89 | 0.00 | |
| Revere at Independence | Richmond American | LL | | DTMJ | 122 | 0 | 4 | 17 | 0 | 0 | 66 | 0 | 1.27 | 0.00 | |
| Sagewood at Sierra Pne | Richmond American | RK | | DTMJ | 66 | 0 | 4 | 6 | 0 | 0 | 62 | 0 | 0.98 | 0.00 | |
| Windsong at Winding Creek | Richmond American | RV | | DTMJ | 71 | 3 | 3 | 5 | 1 | 0 | 10 | 1 | 0.97 | 1.00 | |
| Apollo at Solaire | Taylor Morrison | RV | | DTMJ | 62 | 0 | 12 | 14 | 0 | 0 | 50 | 0 | 1.04 | 0.00 | |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 129 | 3 | 32 | 6 | 2 | 0 | 94 | 2 | 1.12 | 2.00 | |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 81 | 0 | 4 | 28 | 2 | 0 | 58 | 2 | 0.69 | 2.00 | |
| Calipso at Solaire | Taylor Morrison | RV | | DTMJ | 44 | 0 | 5 | 8 | 1 | 0 | 39 | 1 | 0.81 | 1.00 | |
| Esplanade at Turkey Creek- Classics | Taylor Morrison | LL | | AASF | 243 | 0 | 29 | 10 | 0 | 0 | 41 | 0 | 1.13 | 0.00 | |
| Esplanade at Turkey Creek- Estates | Taylor Morrison | LL | | AASF | 180 | 5 | 15 | 18 | 1 | 0 | 36 | 1 | 0.99 | 1.00 | |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison | LL | | AASF | 260 | 0 | 29 | 10 | 1 | 1 | 36 | 0 | 0.99 | 0.00 | |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 96 | 5 | 16 | 11 | 0 | 0 | 43 | 0 | 0.51 | 0.00 | |
| Eureka Grove | The New Home Co | GB | | DTMJ | 72 | 0 | 2 | 28 | 0 | 0 | 16 | 0 | 1.05 | 0.00 | |
| Summit at Whitney Ranch | Tim Lewis | RK | | DTMJ | 82 | 0 | 1 | 40 | 0 | 0 | 67 | 0 | 0.54 | 0.00 | |
| Illumination at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 2 | 36 | 0 | 0 | 47 | 0 | 1.12 | 0.00 | |
| Radiance at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 1 | 36 | 0 | 0 | 41 | 0 | 0.98 | 0.00 | |
| Timbercove at Sierra Pne | TRI Pointe TSO | RK | | DTST | 71 | 0 | TSO | 4 | 0 | 0 | 70 | 0 | 1.14 | 0.00 | |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 2 | 21 | 2 | 0 | 92 | 2 | 0.93 | 2.00 | |
| TOTALS: No. Reporting: 67 | | | Avg. Sales: 0.76 | | Traffic to Sales: 22 : 1 | | | | 292 | 1368 | 62 | 11 | 3968 | 52 | Net: 51 |

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

| Nevada County | | | | | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|---------|----|--------------------------|------|------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Timberwood Estates | Hilbers | GV | | DTST | 45 | 0 | 4 | 7 | 0 | 1 | 19 | -1 | 0.12 | -1.00 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: -1.00 | | Traffic to Sales: N/A | | | | 4 | 7 | 0 | 1 | 19 | -1 | Net: -1 |

City Codes: GV = Grass Valley

| Yolo County | | | | | Projects Participating: 3 | | | | | | | | | | |
|---------------------------------|-------------------|----|-------------------------|------|------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Riverchase | Anthem United | WS | | DTST | 222 | 3 | 3 | 13 | 0 | 0 | 209 | 0 | 0.97 | 0.00 | |
| Harvest at Spring Lake | Richmond American | WL | | DTMJ | 84 | 0 | 1 | 9 | 0 | 0 | 34 | 0 | 0.88 | 0.00 | |
| Cannery - Gala | The New Home Co | DV | | ATMJ | 120 | 0 | 2 | 6 | 0 | 0 | 101 | 0 | 0.45 | 0.00 | |
| TOTALS: No. Reporting: 3 | | | Avg. Sales: 0.00 | | Traffic to Sales: N/A | | | | 6 | 28 | 0 | 0 | 344 | 0 | Net: 0 |

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

The Ryness Report

Week Ending
Sunday, January 9, 2022

Sacramento

Page
6 of 6

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|-----------|-----------|-------------------------|------|---------------------------|----------|------------|--------------------------------|------------|-----------|--------------|----------|---------------|--------------|---------------|
| Amador County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Zinfandel Ridge II | Tim Lewis | PLY | | DTMU | 40 | 0 | 1 | 8 | 1 | 0 | 10 | 1 | 0.52 | 1.00 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 1.00 | | | | | Traffic to Sales: 8 : 1 | 1 | 8 | 1 | 0 | 10 | 1 | Net: 1 |
| City Codes: PLY = Plymouth | | | | | | | | | | | | | | | |

| Sutter County | | | | | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|-------------|----|-------------------------|------|---------------------------|----------|------------|--------------------------------|------------|-----------|--------------|----------|---------------|--------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Aspire at Garden Glen | K Hovnanian | LO | | DTMU | 170 | 4 | 3 | 5 | 2 | 0 | 112 | 2 | 1.19 | 2.00 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 2.00 | | | | | Traffic to Sales: 3 : 1 | 3 | 5 | 2 | 0 | 112 | 2 | Net: 2 |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | | |

| Yuba County | | | | | Projects Participating: 9 | | | | | | | | | | |
|---|-------------------|-----|-------------------------|------|---------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|---------------|--------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Cresleigh Meadows at Plumas Ranch | Cresleigh | PLK | | DTMU | 111 | 0 | 1 | 41 | 1 | 0 | 63 | 1 | 0.64 | 1.00 | |
| Cresleigh Riverside at Plumas Ranch | Cresleigh | PLK | | DTMU | 52 | 0 | 2 | 1 | 0 | 0 | 45 | 0 | 0.45 | 0.00 | |
| Diamante at Plumas Lake | DR Horton | PLK | | DTST | 94 | 0 | 1 | 60 | 1 | 0 | 24 | 1 | 1.19 | 1.00 | |
| Sumerset at The Orchards | JMC | MS | | DTST | 96 | 0 | 1 | 8 | 0 | 0 | 87 | 0 | 1.01 | 0.00 | |
| Sonoma Ranch | Lennar | PLK | | DTST | 208 | 0 | 3 | 22 | 1 | 0 | 199 | 1 | 1.00 | 1.00 | |
| Windsor Crossing at River Oaks | Lennar | PLK | | DTST | 168 | 0 | 2 | 18 | 0 | 0 | 44 | 0 | 0.66 | 0.00 | |
| Crosswinds at River Oaks | Meritage | PLK | | DTMU | 72 | 0 | 3 | 25 | 2 | 1 | 36 | 1 | 1.08 | 1.00 | |
| Seasons at River Oaks | Richmond American | OL | | DTST | 83 | 0 | 1 | 12 | 0 | 0 | 53 | 0 | 1.02 | 0.00 | |
| Seasons at Thoroughbred Acres | Richmond American | OL | | DTMU | 139 | 0 | 5 | 7 | 0 | 1 | 72 | -1 | 1.00 | -1.00 | |
| TOTALS: No. Reporting: 9 | | | Avg. Sales: 0.33 | | | | | Traffic to Sales: 39 : 1 | 19 | 194 | 5 | 2 | 623 | 3 | Net: 3 |
| City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst | | | | | | | | | | | | | | | |

| Sacramento | | | Projects Participating: 166 | | | | | | |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|------------|-----------------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 166 | Avg. Sales: 0.69 | Traffic to Sales: 24 : 1 | 565 | 3221 | 135 | 20 | 11098 | 117 | Net: 115 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |



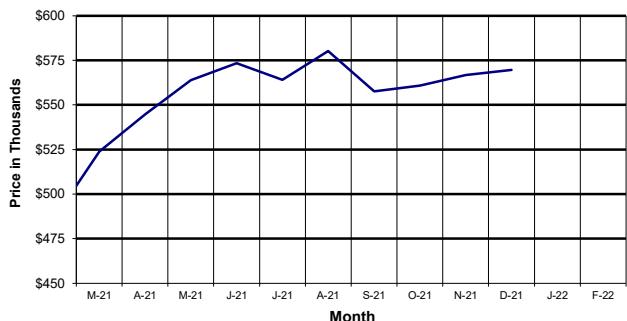
The Ryness Company

Marketing Research Department

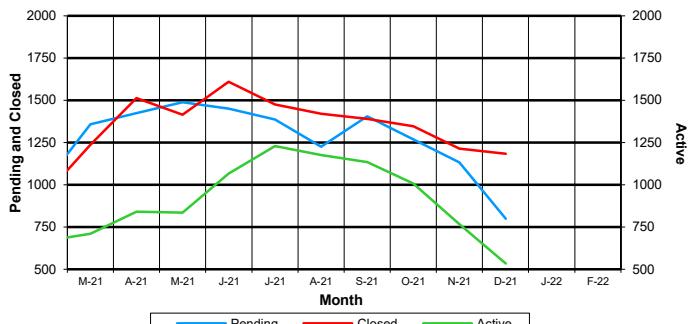
Sacramento County SFD Monthly MLS Survey

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

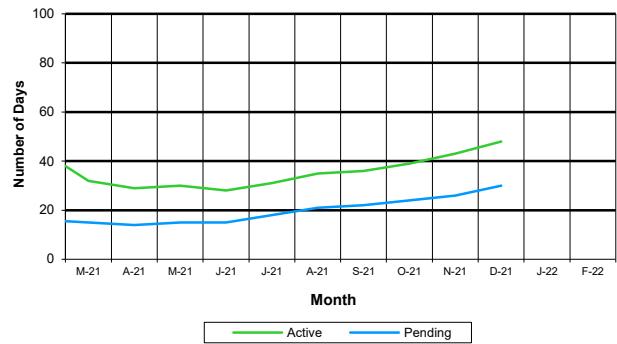
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



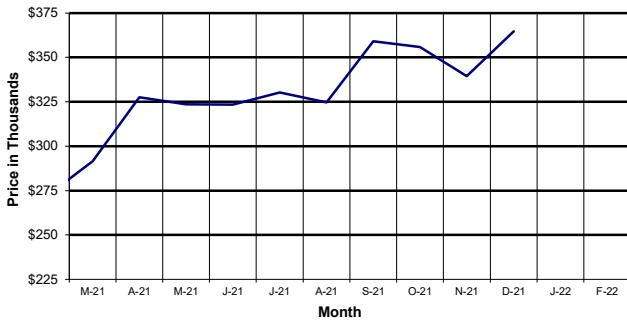
AVERAGE DAYS-ON-MARKET



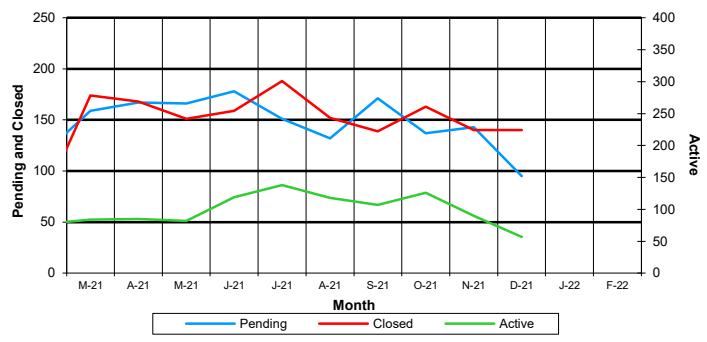
Sacramento County Attd. Monthly MLS Survey

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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



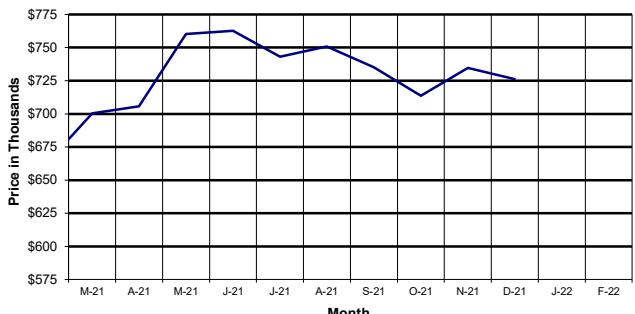
The Ryness Company

Marketing Research Department

Placer - El Dorado Counties SFD Monthly MLS Survey

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

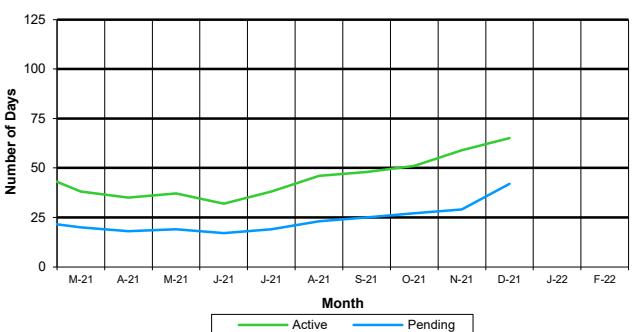
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



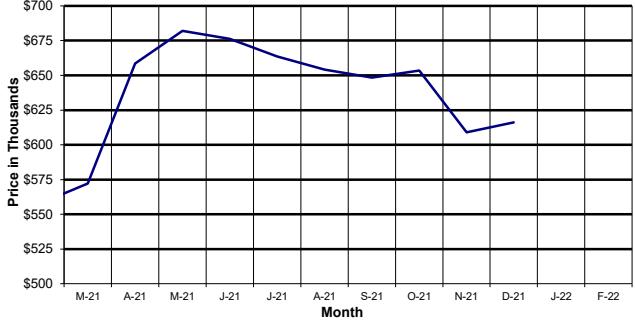
AVERAGE DAYS-ON-MARKET



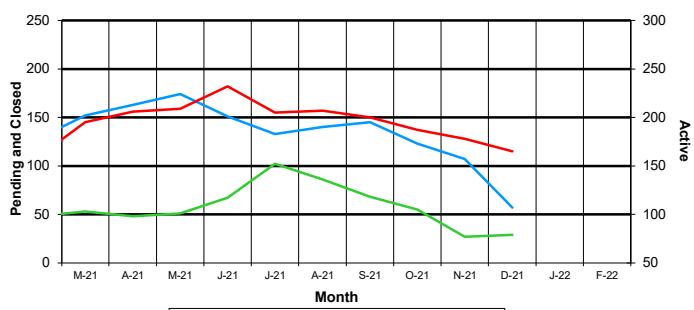
Yolo County SFD Monthly MLS Survey

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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

