

Thank you for your participation in
the Ryness Report. We hope you
and your families have a
wonderful holiday season and a
safe and prosperous New Year!

Happy Holidays
from
The Ryness Company

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

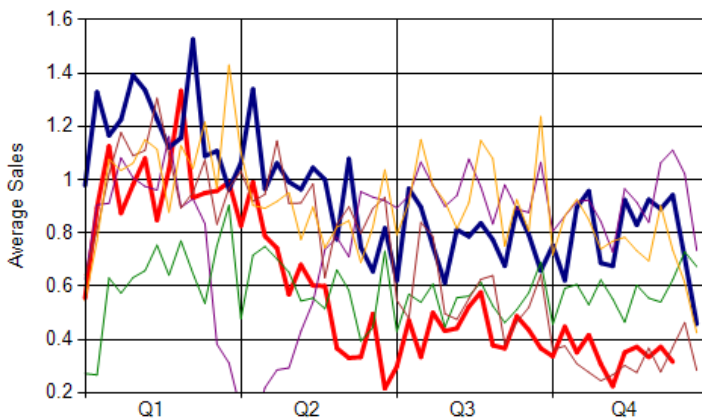
Bay Area

Week 50

Ending: Sunday, December 18, 2022

| Counties / Groups | | | | | | | Net Sales | Avg. Sales | Year to Date | | Prev. 13 Wks. | | | | | |
|----------------------------------|--|-----------------|---------|--------|--------|-----|-----------|------------|--------------|-------|---------------|-------|------|------|------|------|
| | | Projects | Traffic | Sales | Cancel | | | | Avg. | Diff. | Avg. | Diff. | | | | |
| Alameda | | 22 | 240 | 17 | 1 | 16 | 0.73 | 0.66 | 10% | 0.48 | 53% | | | | | |
| Contra Costa | | 24 | 311 | 9 | 1 | 8 | 0.33 | 0.60 | -44% | 0.41 | -18% | | | | | |
| Sonoma, Napa | | 8 | 42 | 2 | 1 | 1 | 0.13 | 0.43 | -71% | 0.32 | -61% | | | | | |
| San Francisco, Marin | | 3 | 17 | 0 | 0 | 0 | 0.00 | 0.31 | -100% | 0.08 | -100% | | | | | |
| San Mateo | | 5 | 22 | 1 | 0 | 1 | 0.20 | 0.51 | -61% | 0.28 | -28% | | | | | |
| Santa Clara | | 16 | 145 | 7 | 2 | 5 | 0.31 | 0.60 | -48% | 0.36 | -12% | | | | | |
| Monterey, Santa Cruz, San Benito | | 11 | 71 | 2 | 0 | 2 | 0.18 | 0.64 | -72% | 0.28 | -34% | | | | | |
| Solano | | 25 | 122 | 10 | 7 | 3 | 0.12 | 0.57 | -79% | 0.35 | -66% | | | | | |
| Current Week Totals | | Traffic : Sales | | 20 : 1 | | 114 | 970 | 48 | 12 | 36 | 0.32 | 0.58 | -46% | 0.37 | -14% | |
| Per Project Average | | | | | | | 9 | 0.42 | 0.11 | 0.32 | | | | | | |
| Year Ago - 12/19/2021 | | Traffic : Sales | | 9 : 1 | | 120 | 1031 | 118 | 5 | 113 | 0.94 | 0.95 | -1% | 0.81 | 16% | |
| % Change | | | | | | | -5% | -6% | -59% | 140% | -68% | -66% | -39% | | | -54% |

52 Weeks Comparison



Year to Date Averages Through Week 50

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 | 32 | 1.02 | 0.10 | 0.92 | 0.90 |
| ■ | 2018 | 127 | 24 | 0.81 | 0.10 | 0.71 | 0.70 |
| ■ | 2019 | 161 | 17 | 0.68 | 0.10 | 0.58 | 0.58 |
| ■ | 2020 | 149 | 12 | 0.91 | 0.10 | 0.81 | 0.80 |
| ■ | 2021 | 116 | 14 | 1.02 | 0.07 | 0.95 | 0.93 |
| ■ | 2022 | 107 | 10 | 0.71 | 0.12 | 0.58 | 0.58 |
| % Change: | | -8% | -25% | -31% | 82% | -39% | -38% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|------------|-----------|--|
| CONV | RATE 6.50% | APR 6.70% | <p>This year's rapid run-up in mortgage rates has sent a chill through the housing market. The deterioration in affordability has sent potential buyers to the sidelines, and as a result, home builders have scaled back single-family home construction. Housing starts fell 4.2% to a 1.425 million-unit pace in October, with a sharp drop in single-family starts dragging down total starts. Building permits dropped during the month, with single-family permits retreating for the eighth straight month. Multifamily permits have been more resilient, but the recent weakness in single-family permits suggest further declines in overall starts are in the offing. One of the reasons home builders are pulling back is that new home sales have plummeted this year. New home sales shot up 7.5% to a 632K pace during October, although remain down over 14% year-to-date. Builders have seen success by offering incentives, such as rate-buy downs, to bleed down rising inventory levels. That said, incentives can only go so far, and mortgage rates rose to over 7% in late October. With that in mind, we anticipate new home sales resumed a downward trend in November. October's elevated financing costs also likely weighed heavily on existing home sales, which we estimate fell to a 4.23 million-unit pace in November. Source: Wells Fargo Bank Weekly Economic and Financial commentary</p> |
| FHA | 5.80% | 6.00% | |
| 10 Yr Yield | 3.59% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Alameda County | | | | | Projects Participating: 18 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 4 | 8 | 0 | 0 | 66 | 27 | 0.40 | 0.54 |
| Atlas at Mssion Village | KB Home | HY | | ATMJ | 72 | 0 | 4 | 9 | 0 | 0 | 53 | 53 | 1.70 | 1.70 |
| Aspect at Innovation | Lennar | FR | | ATMJ | 167 | 3 | 5 | 14 | 2 | 0 | 54 | 35 | 0.90 | 0.70 |
| Bungalows at Bridgeway | Lennar | NK | | DTMJ | 100 | 0 | 1 | 25 | 0 | 0 | 99 | 39 | 0.85 | 0.78 |
| Chroma at Innovation | Lennar | FR | | ATMJ | 146 | 0 | 5 | 11 | 1 | 0 | 56 | 56 | 1.80 | 1.80 |
| Courts at Bridgeway | Lennar | NK | | ATMJ | 79 | 0 | 3 | 25 | 1 | 0 | 71 | 13 | 0.75 | 0.26 |
| Lumiere at Innovation | Lennar | FR | | ATMJ | 156 | 0 | 5 | 11 | 1 | 1 | 50 | 44 | 0.89 | 0.88 |
| Matrix at Innovation | Lennar | FR | | ATMJ | 53 | 0 | 4 | 14 | 1 | 0 | 34 | 16 | 0.54 | 0.32 |
| Terraces at Bridgeway | Lennar | NK | | ATMJ | 96 | 0 | 3 | 25 | 0 | 0 | 68 | 38 | 0.97 | 0.76 |
| Towns at Bridgeway | Lennar | NK | | ATMJ | 103 | 0 | 3 | 25 | 0 | 0 | 88 | 32 | 0.81 | 0.64 |
| Villas at Bridgeway | Lennar | NK | | DTMJ | 137 | 3 | 5 | 25 | 2 | 0 | 112 | 38 | 0.96 | 0.76 |
| Breeze at Bay37 | Pulte | AL | | DTMJ | 30 | 0 | 3 | 3 | 0 | 0 | 27 | 8 | 0.27 | 0.16 |
| Compass at Bay37 | Pulte | AL | | ATMJ | 93 | 3 | 3 | 3 | 1 | 0 | 54 | 19 | 0.54 | 0.38 |
| Landing at Bay37 | Pulte | AL | | ATMJ | 96 | 0 | 2 | 2 | 0 | 0 | 79 | 48 | 0.79 | 0.96 |
| Lookout at Bay37 | Pulte | AL | | ATMJ | 138 | 0 | 6 | 2 | 0 | 0 | 38 | 11 | 0.38 | 0.22 |
| Line at SoHay | Taylor Morrison | HY | | ATST | 198 | 2 | 2 | 9 | 3 | 0 | 188 | 57 | 0.98 | 1.14 |
| Prime at SoHay | Taylor Morrison TSO | HY | | ATST | 126 | 0 | TSO | 0 | 0 | 0 | 91 | 0 | 0.48 | 0.00 |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 4 | N/A | 0 | 0 | 71 | 34 | 0.53 | 0.68 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.65 | | Traffic to Sales: 18 : 1 | | | | 62 | 211 | 12 | 1 | 1299 | 568 | Net: 11 |
| City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland | | | | | | | | | | | | | | |

| Amador Valley | | | | | Projects Participating: 5 | | | | | | | | | |
|--------------------------|------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Broadway at Boulevard | Brookfield | DB | ATMJ | 110 | 0 | 16 | 5 | 0 | 0 | 94 | 22 | 0.93 | 0.44 | |
| Melrose at Boulevard | Brookfield | DB | DTMJ | 75 | 0 | 6 | 16 | 0 | 0 | 33 | 33 | 0.96 | 0.96 | |
| Lombard at Boulevard | Lennar | DB | DTMJ | 100 | 0 | 8 | 4 | 0 | 0 | 18 | 18 | 0.58 | 0.58 | |
| Skyline at Boulevard | Lennar S/O | DB | ATMJ | 114 | 0 | S/O | 2 | 1 | 0 | 114 | 26 | 0.70 | 0.52 | |
| Venice at Boulevard | Lennar | DB | ATMJ | 91 | 4 | 3 | 2 | 4 | 0 | 30 | 30 | 0.96 | 0.96 | |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 1.00 | | Traffic to Sales: 6 : 1 | | | 33 | 29 | 5 | 0 | 289 | 129 | Net: 5 | |
| City Codes: DB = Dublin | | | | | | | | | | | | | | |

| Diablo Valley | | | | Projects Participating: 4 | | | | | | | | | |
|---|---------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Oak Park | Davidon | PH | DTMJ | 34 | 0 | 13 | 4 | 0 | 0 | 9 | 9 | 0.19 | 0.19 |
| Woodbury Highlands | Davidon | LF | ATMJ | 99 | 0 | 13 | 14 | 0 | 0 | 29 | 17 | 0.25 | 0.34 |
| Diablo Meadows | DeNova | CL | DTMJ | 18 | 0 | 6 | 4 | 0 | 0 | 4 | 4 | 0.36 | 0.36 |
| Traditions at the Meadow | DeNova | MZ | DTMJ | 65 | 6 | 5 | 150 | 4 | 0 | 8 | 8 | 3.73 | 3.73 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 1.00 | | Traffic to Sales: 43 : 1 | | | 37 | 172 | 4 | 0 | 50 | 38 | Net: 4 |
| City Codes: PH = Pleasant Hill, LF = Lafayette, CL = Clayton, MZ = Martinez | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|----------------------------|-----------|------------------|-------|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Ramon Valley | | | | | Projects Participating: 1 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Hillcrest at the Preserve | Lennar | SR | ATMJ | | 104 | 0 | 5 | 0 | 0 | 0 | 98 | 14 | 0.76 | 0.28 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: N/A | | | 5 | 0 | 0 | 0 | 98 | 14 | Net: 0 | |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | Projects Participating: 11 | | | | | | | | | |
|---|---------------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Vista II | Century | AN | DTMJ | 9 | 0 | 9 | 13 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Orest at Park Ridge | Davidon | AN | DTMJ | 300 | 0 | 13 | 11 | 0 | 0 | 245 | 29 | 0.89 | 0.58 |
| Hills at Park Ridge | Davidon | AN | DTMJ | 225 | 0 | 15 | 9 | 0 | 0 | 93 | 28 | 0.83 | 0.56 |
| Luca at Aviano | DeNova | AN | DTMJ | 194 | 0 | 4 | 8 | 0 | 0 | 104 | 62 | 1.47 | 1.24 |
| Luna at Aviano | Lennar | AN | DTMJ | 102 | 0 | 5 | 5 | 1 | 0 | 48 | 37 | 0.87 | 0.74 |
| Oriana at Aviano | Lennar | AN | DTMJ | 115 | 0 | 4 | 5 | 1 | 0 | 56 | 45 | 1.01 | 0.90 |
| Haven at Vista Del Mar | Taylor Morrison S/O | PT | DTST | 60 | 0 | S/O | 0 | 0 | 0 | 60 | 25 | 0.59 | 0.50 |
| Retreat at Vista Del Mar | Taylor Morrison | PT | DTMJ | 142 | 0 | 1 | 5 | 0 | 0 | 86 | 33 | 0.77 | 0.66 |
| Serene at Vista Del Mar | Taylor Morrison | PT | DTMJ | 120 | 0 | 3 | 4 | 0 | 0 | 45 | 33 | 0.61 | 0.66 |
| Rise at Cielo | TRI Pointe | AN | DTMJ | 159 | 0 | 4 | 17 | 1 | 0 | 29 | 29 | 0.82 | 0.82 |
| Shine at Cielo | TRI Pointe | AN | DTMJ | 137 | 3 | 4 | 17 | 1 | 0 | 29 | 29 | 0.82 | 0.82 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.36 | | Traffic to Sales: 24 : 1 | | | 62 | 94 | 4 | 0 | 795 | 350 | Net: 4 |
| City Codes: AN= Antioch, PT = Pittsburg | | | | | | | | | | | | | |

| East Contra Costa | | | | Projects Participating: 8 | | | | | | | | | |
|---|---------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Delta Coves | Blue Mountain | BI | DTMJ | 104 | 0 | 6 | 11 | 0 | 0 | 87 | 18 | 0.51 | 0.36 |
| Chandler | Brookfield | BT | DTMJ | 160 | 0 | 14 | 7 | 1 | 0 | 64 | 33 | 0.92 | 0.66 |
| Bennett Estates | DeNova | BT | DTMJ | 14 | 0 | 4 | 4 | 0 | 1 | 10 | 10 | 0.32 | 0.32 |
| Cypress Crossings | KB Home | OY | DTMJ | 98 | 0 | 4 | 12 | 0 | 0 | 11 | 11 | 0.52 | 0.52 |
| Woodbury at Emerson Ranch | Lennar | OY | DTMJ | 104 | 0 | 5 | 0 | 0 | 0 | 55 | 55 | 1.27 | 1.27 |
| Alicante | Meritage | OY | DTMJ | 157 | 0 | 7 | 1 | 0 | 0 | 150 | 61 | 1.41 | 1.22 |
| Beacon at Delta Coves | Pulte | BI | DTST | 30 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Orchard Trails | Shea | BT | DTMJ | 78 | 0 | 3 | 10 | 0 | 0 | 36 | 26 | 0.61 | 0.52 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.00 | | Traffic to Sales: 45 : 1 | | | 46 | 45 | 1 | 1 | 413 | 214 | Net: 0 |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|
| Sonoma, Napa Counties | | | | | Projects Participating: 13 | | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD | |
| Makenna | DeNova | PET | Rsv's | DTMJ | 36 | 0 | 7 | 6 | 0 | 0 | 5 | 5 | 0.45 | 0.45 | |
| Artisan at Watson Ranch | DR Horton | AC | | DTMJ | 98 | 0 | 3 | 7 | 0 | 0 | 3 | 3 | 0.70 | 0.70 | |
| Willow at University District | DR Horton | RP | | DTMJ | 128 | 0 | 6 | 7 | 0 | 1 | 41 | 41 | 0.99 | 0.99 | |
| Sterling Hills at Quarry Heights II | KB Home | PET | | DTMJ | 91 | 0 | 5 | 1 | 0 | 0 | 39 | 22 | 0.55 | 0.44 | |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 2 | N/A | 0 | 0 | 15 | -1 | 0.08 | -0.02 | |
| Sandalwood at University District | Richmond American | RP | | DTMJ | 26 | 0 | 3 | 3 | 0 | 0 | 10 | 10 | 0.37 | 0.37 | |
| Seasons at University District | Richmond American | RP | | DTMJ | 52 | 0 | 3 | 1 | 0 | 0 | 19 | 19 | 0.46 | 0.46 | |
| Meadow Creek | Ryder | SR | | DTMJ | 48 | 0 | 1 | 11 | 2 | 0 | 42 | 18 | 0.53 | 0.36 | |
| Riverfront | TRI Pointe | PET | | DTMJ | 134 | 0 | 3 | 6 | 0 | 0 | 85 | 27 | 0.77 | 0.54 | |
| City 44 | W Marketing | SR | | ATMJ | 44 | 0 | 1 | N/A | 0 | 0 | 23 | 16 | 0.34 | 0.32 | |
| Kerry Ranch | W Marketing | SR | | DTMJ | 30 | 0 | 8 | N/A | 0 | 0 | 8 | 8 | 0.40 | 0.40 | |
| Paseo Vista | W Marketing | SR | | DTST | 128 | 0 | 1 | N/A | 0 | 0 | 63 | 6 | 0.23 | 0.12 | |
| Portello | W Marketing | WD | | DTMJ | 68 | 0 | 9 | N/A | 0 | 0 | 9 | 9 | 0.47 | 0.47 | |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.13 | | Traffic to Sales: 21 : 1 | | | | 52 | 42 | 2 | 1 | 362 | 183 | Net: 1 | |
| City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor | | | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 2 | | | | | | | | | |
|--|---------|------------------|-------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Verandah | Landsea | NV | Rsv's | ATMJ | 80 | 0 | 5 | 11 | 0 | 0 | 32 | 24 | 0.46 | 0.48 |
| The Strand (Detached) | Trumark | SN | | DTMJ | 37 | 0 | 11 | 2 | 0 | 0 | 11 | 11 | 0.19 | 0.22 |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 16 | 13 | 0 | 0 | 43 | 35 | Net: 0 |
| City Codes: NV = Novato, SN = San Rafael | | | | | | | | | | | | | | |

| San Francisco County | | | | | Projects Participating: 1 | | | | | | | | | | |
|--------------------------------|--|------------------|--|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD | |
| Lofton at Portola | | TRI Pointe | | SF | ATMJ | 54 | 0 | 15 | 4 | 0 | 0 | 15 | 2 | 0.16 | 0.04 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 15 | 4 | 0 | 0 | 15 | 2 | Net: 0 | |
| City Codes: SF = San Francisco | | | | | | | | | | | | | | | |

| San Mateo County | | | | | Projects Participating: 5 | | | | | | | | | |
|--|------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| One 90 - Borelle | Pulte | SM | DTMJ | 29 | 0 | 2 | 3 | 0 | 0 | 26 | 5 | 0.26 | 0.10 | |
| One 90 - Cobalt | Pulte | SM | ATMJ | 54 | 0 | 2 | 3 | 0 | 0 | 28 | 28 | 0.57 | 0.56 | |
| One 90 - Indigo | Pulte | SM | ATMJ | 48 | 0 | 1 | 3 | 0 | 0 | 43 | 38 | 0.76 | 0.76 | |
| One 90 - Slate | Pulte | SM | ATMJ | 58 | 1 | 2 | 3 | 1 | 0 | 56 | 26 | 0.56 | 0.52 | |
| Laguna Vista | SummerHill | FC | ATMJ | 70 | 0 | 14 | 10 | 0 | 0 | 24 | 24 | 0.61 | 0.61 | |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 0.20 | | Traffic to Sales: 22 : 1 | | | 21 | 22 | 1 | 0 | 177 | 121 | Net: 1 | |
| City Codes: SM= San Mateo, FC= Foster City | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Santa Clara County | | | | | Projects Participating: 16 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Andalusia | Dividend | MH | | ATMJ | 46 | 0 | 8 | 11 | 1 | 0 | 19 | 19 | 0.59 | 0.59 |
| Alina at Glen Loma Ranch | KB Home | GL | | DTMJ | 69 | 3 | 4 | 10 | 2 | 0 | 53 | 36 | 0.88 | 0.72 |
| Ascent at Glen Loma Ranch | KB Home | GL | | ATMJ | 124 | 3 | 5 | 7 | 1 | 0 | 70 | 49 | 1.22 | 0.98 |
| Asher at Glen Loma Ranch | KB Home | GL | | DTMJ | 35 | 0 | 1 | 6 | 0 | 0 | 34 | 15 | 0.56 | 0.30 |
| Latitude at Communications Hill | KB Home | SJ | | ATMJ | 160 | 0 | 9 | 5 | 0 | 1 | 151 | 5 | 1.24 | 0.10 |
| Lavender | Landsea | SV | Rsv's | ATMJ | 128 | 3 | 4 | 20 | 3 | 1 | 45 | 35 | 0.73 | 0.70 |
| Gateway at Central | Pulte | SJ | | ATMJ | 72 | 0 | 3 | 14 | 0 | 0 | 12 | 12 | 0.39 | 0.39 |
| Plaza at Central | Pulte | SJ | | ATMJ | 90 | 0 | 2 | 14 | 0 | 0 | 27 | 27 | 1.66 | 1.66 |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill | LG | | ATMJ | 76 | 0 | 11 | 2 | 0 | 0 | 47 | 29 | 0.66 | 0.58 |
| Bellaterra - Flats | SummerHill | LG | | ATMJ | 80 | 0 | 11 | 3 | 0 | 0 | 43 | 18 | 0.52 | 0.36 |
| Bellaterra - Towns | SummerHill | LG | | ATMJ | 97 | 0 | 11 | 3 | 0 | 0 | 37 | 18 | 0.45 | 0.36 |
| Nuevo - Terraces | SummerHill | SC | | ATST | 176 | 0 | 7 | 9 | 0 | 0 | 169 | 18 | 0.82 | 0.36 |
| Verano | SummerHill | MV | | ATMJ | 115 | 0 | 8 | 17 | 0 | 0 | 10 | 10 | 0.82 | 0.82 |
| Ov8tion | Taylor Morrison | SV | | ATMJ | 107 | 0 | 3 | 8 | 0 | 0 | 83 | 45 | 1.02 | 0.90 |
| Lotus at Urban Oak | TRI Pointe | SJ | | DTMJ | 123 | 0 | 8 | 12 | 0 | 0 | 3 | 3 | 0.14 | 0.14 |
| Jasper | Truemark | MH | | ATMJ | 101 | 0 | 7 | 4 | 0 | 0 | 22 | 22 | 0.51 | 0.51 |
| TOTALS: No. Reporting: 16 | | Avg. Sales: 0.31 | | Traffic to Sales: 21 : 1 | | | | 102 | 145 | 7 | 2 | 825 | 361 | Net: 5 |
| City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara, MV = Mountain View | | | | | | | | | | | | | | |

| Monterey, Santa Cruz, San Benito Counties | | | | Projects Participating: 11 | | | | | | | | | |
|---|----------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Promontory at Ridgemark | Century | HO | DTMJ | 90 | 0 | 1 | 17 | 0 | 0 | 3 | 3 | 0.21 | 0.21 |
| Roberts Ranch | KB Home | HO | DTMJ | 192 | 5 | 6 | 20 | 2 | 0 | 154 | 60 | 1.60 | 1.20 |
| Serenity V | Legacy | HO | DTMJ | 31 | 0 | 8 | 8 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Elderberry | Lennar | HO | DTMJ | 66 | 0 | 3 | 2 | 0 | 0 | 1 | 1 | 0.19 | 0.19 |
| Laurel | Lennar | HO | DTMJ | 67 | 0 | 3 | 4 | 0 | 0 | 1 | 1 | 0.19 | 0.19 |
| Polo Ranch | Lennar | SV | DTMJ | 40 | 0 | 5 | 0 | 0 | 0 | 32 | 19 | 0.53 | 0.38 |
| Montclair | Meritage | HO | DTMJ | 99 | 0 | 4 | 4 | 0 | 0 | 80 | 52 | 0.98 | 1.04 |
| Beach House II at the Dunes | Shea | MA | DTMJ | 92 | 0 | 4 | 5 | 0 | 0 | 73 | 43 | 1.01 | 0.86 |
| Enclave, The | Shea | SS | DTMJ | 61 | 0 | 5 | 8 | 0 | 0 | 38 | 23 | 0.47 | 0.46 |
| Sea House II at The Dunes | Shea | MA | ATMJ | 79 | 0 | 5 | 2 | 0 | 0 | 48 | 23 | 0.67 | 0.46 |
| Surf House II at The Dunes | Shea | MA | DTMJ | 48 | 0 | 5 | 1 | 0 | 0 | 30 | 21 | 0.42 | 0.42 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.18 | | Traffic to Sales: 36 : 1 | | | 49 | 71 | 2 | 0 | 460 | 246 | Net: 2 |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 25 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Hbrizon at One Lake | Brookfield | FF | | ATMJ | 50 | 0 | 10 | 7 | 0 | 0 | 8 | 8 | 0.23 | 0.23 |
| Lakeside at One Lake | Brookfield | FF | | ATMJ | 58 | 0 | 8 | 11 | 1 | 0 | 14 | 14 | 0.41 | 0.41 |
| Monte Verde | Century | FF | | DTMJ | 124 | 0 | 6 | 15 | 0 | 2 | 32 | 32 | 1.13 | 1.13 |
| Luminescence at Liberty | DeNova | RV | | AASF | 311 | 0 | 7 | 5 | 0 | 1 | 74 | 52 | 0.98 | 1.04 |
| One56 at One Lake | DeNova | FF | | DTMJ | 56 | 0 | 12 | 8 | 0 | 0 | 19 | 19 | 0.82 | 0.82 |
| Iris at The Villages | DR Horton | FF | | DTMJ | 119 | 0 | 2 | 8 | 0 | 0 | 1 | 1 | 0.44 | 0.44 |
| Savannah II at Homestead | DR Horton | DX | | DTST | 74 | 0 | 16 | 8 | 4 | 0 | 58 | 58 | 1.23 | 1.23 |
| Four Seasons at Homestead- Autumn | K Hovnanian | DX | | AASF | 152 | 0 | 5 | 3 | 0 | 0 | 8 | 8 | 0.36 | 0.36 |
| Four Seasons at Homestead- Spring | K Hovnanian | DX | | AASF | 150 | 0 | 4 | 1 | 0 | 0 | 5 | 5 | 0.22 | 0.22 |
| Wildhawk at Roberts Ranch | KB Home | VC | | DTMJ | 88 | 0 | 3 | 3 | 1 | 0 | 47 | 42 | 0.80 | 0.84 |
| Oreston at One Lake | Lennar | FF | | DTMJ | 130 | 0 | 3 | 0 | 0 | 0 | 108 | 39 | 0.94 | 0.78 |
| Homestead | Meritage | DX | | DTMJ | 99 | 0 | 3 | 0 | 0 | 0 | 89 | 40 | 0.96 | 0.80 |
| Tramore Village at Vanden Meadows | Meritage | VC | | DTMJ | 111 | 0 | 4 | 4 | 0 | 0 | 12 | 12 | 0.33 | 0.33 |
| Waterford Vanden Meadows 60s | Meritage | VC | | DTMJ | 83 | 0 | 2 | 9 | 0 | 1 | 17 | 17 | 0.45 | 0.45 |
| Midway Grove at Homestead | Richmond American | DX | | DTMJ | 88 | 0 | 5 | 0 | 0 | 0 | 83 | 7 | 0.67 | 0.14 |
| Orchards at Valley Glenn III | Richmond American | DX | | DTMJ | 80 | 0 | 6 | 3 | 0 | 1 | 21 | 14 | 0.32 | 0.28 |
| Seasons at Homestead | Richmond American | DX | | DTMJ | 85 | 0 | 9 | 3 | 0 | 0 | 10 | 10 | 0.27 | 0.27 |
| Sutton at Parklane | Richmond American | DX | | DTMJ | 121 | 0 | 6 | 2 | 1 | 1 | 58 | 21 | 0.64 | 0.42 |
| Carmello at Roberts Ranch | Taylor Morrison | VC | | DTMJ | 74 | 0 | 2 | 7 | 0 | 1 | 50 | 50 | 1.24 | 1.24 |
| Farmstead Square | Taylor Morrison | VC | | DTMJ | 130 | 0 | 3 | 4 | 0 | 0 | 90 | 33 | 0.84 | 0.66 |
| Meadow Wood at Homestead | Taylor Morrison | DX | | DTMJ | 60 | 0 | 5 | 2 | 1 | 0 | 33 | 28 | 0.65 | 0.56 |
| Sheffield at Brighton Landing | The New Home Co | VC | | DTMJ | 120 | 0 | 1 | 0 | 0 | 0 | 119 | 8 | 0.64 | 0.16 |
| Marigold at The Villages | TRI Pointe | FF | | DTMJ | 119 | 0 | 3 | 7 | 2 | 0 | 105 | 37 | 0.95 | 0.74 |
| Shimmer at One Lake | TRI Pointe | FF | | DTMJ | 96 | 0 | 3 | 5 | 0 | 0 | 71 | 19 | 0.64 | 0.38 |
| Splash at One Lake | TRI Pointe | FF | | DTMJ | 72 | 0 | 4 | 7 | 0 | 0 | 59 | 23 | 0.62 | 0.46 |
| TOTALS: No. Reporting: 25 | | Avg. Sales: 0.12 | | Traffic to Sales: 12 : 1 | | | 132 | 122 | 10 | 7 | 1191 | 597 | Net: 3 | |
| City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville | | | | | | | | | | | | | | |

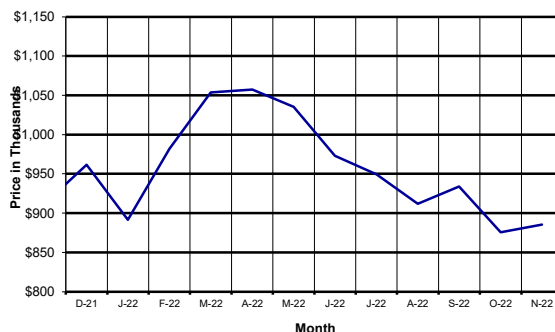
| Bay Area | | | Projects Participating: 120 | | | | | | |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 114 | Avg. Sales: 0.32 | Traffic to Sales: 20 : 1 | 632 | 970 | 48 | 12 | 6017 | 2858 | Net: 36 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |

San Jose Metro Attd. Monthly MLS Survey

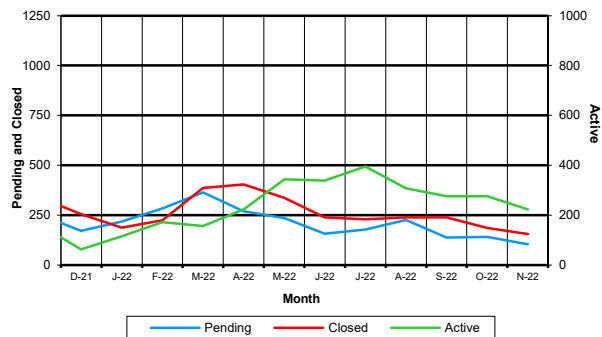
San Jose, Santa Clara & Sunnyvale

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 223 | 17 | 269 | 10 | 404 | 1,057,560 |
| May-22 | 343 | 21 | 235 | 13 | 336 | 1,035,397 |
| Jun-22 | 338 | 29 | 156 | 18 | 239 | 973,041 |
| Jul-22 | 395 | 33 | 178 | 23 | 229 | 949,220 |
| Aug-22 | 308 | 43 | 226 | 28 | 238 | 911,819 |
| Sep-22 | 275 | 43 | 138 | 27 | 239 | 933,807 |
| Oct-22 | 276 | 46 | 140 | 37 | 186 | 875,762 |
| Nov-22 | 223 | 58 | 103 | 31 | 155 | 885,403 |

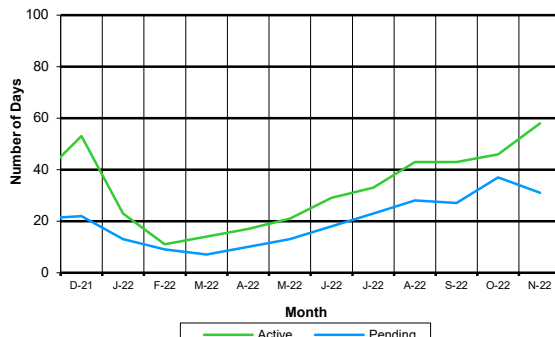
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

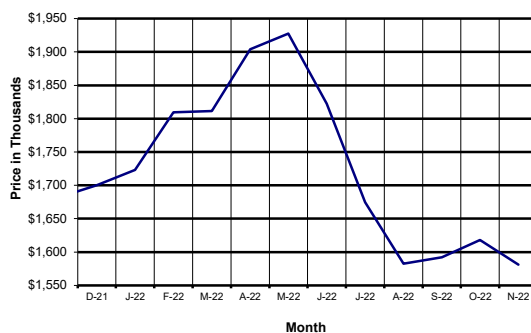


San Jose Metro SFD Monthly MLS Survey

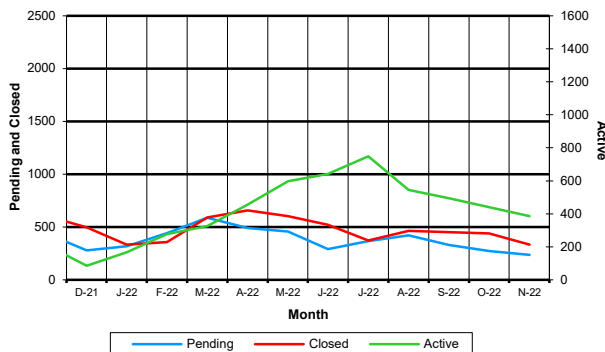
San Jose, Santa Clara & Sunnyvale

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 455 | 22 | 490 | 10 | 656 | 1,904,125 |
| May-22 | 598 | 24 | 458 | 13 | 603 | 1,927,395 |
| Jun-22 | 641 | 32 | 292 | 21 | 521 | 1,822,266 |
| Jul-22 | 748 | 34 | 368 | 23 | 372 | 1,674,580 |
| Aug-22 | 544 | 44 | 421 | 26 | 464 | 1,582,380 |
| Sep-22 | 494 | 45 | 330 | 24 | 450 | 1,592,261 |
| Oct-22 | 441 | 49 | 272 | 25 | 440 | 1,618,274 |
| Nov-22 | 385 | 60 | 237 | 22 | 333 | 1,581,235 |

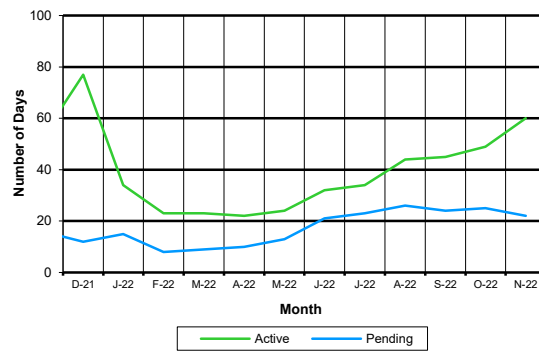
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



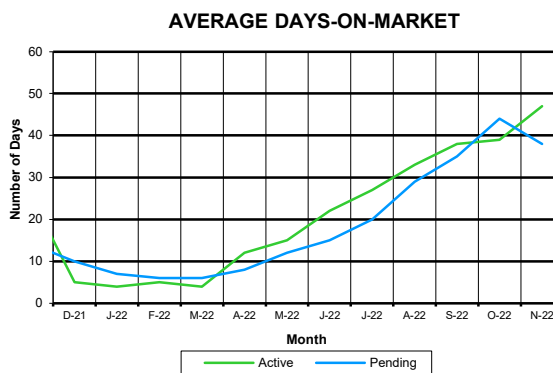
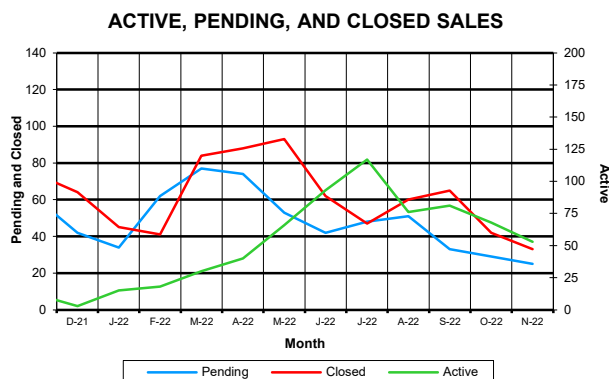
AVERAGE DAYS-ON-MARKET



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

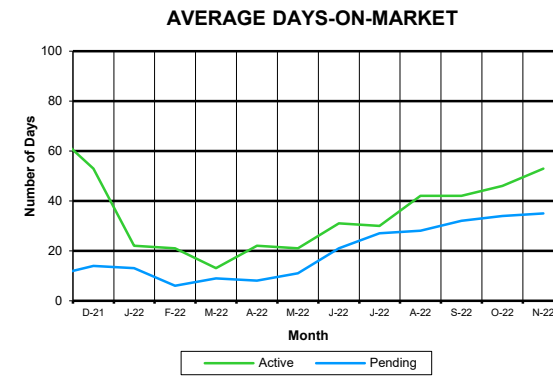
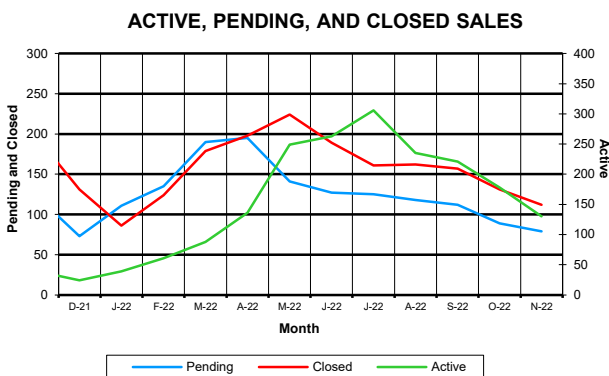
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 40 | 12 | 74 | 8 | 88 | 992,875 |
| May-22 | 66 | 15 | 53 | 12 | 93 | 999,018 |
| Jun-22 | 93 | 22 | 42 | 15 | 62 | 932,604 |
| Jul-22 | 117 | 27 | 48 | 20 | 47 | 865,021 |
| Aug-22 | 76 | 33 | 51 | 29 | 60 | 876,763 |
| Sep-22 | 81 | 38 | 33 | 35 | 65 | 828,447 |
| Oct-22 | 68 | 39 | 29 | 44 | 42 | 845,285 |
| Nov-22 | 53 | 47 | 25 | 38 | 33 | 792,682 |



Amador Valley SFD Monthly MLS Survey

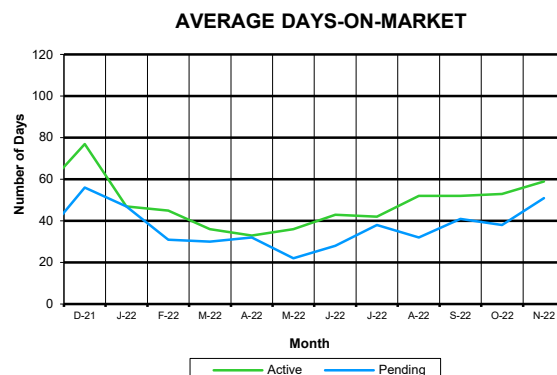
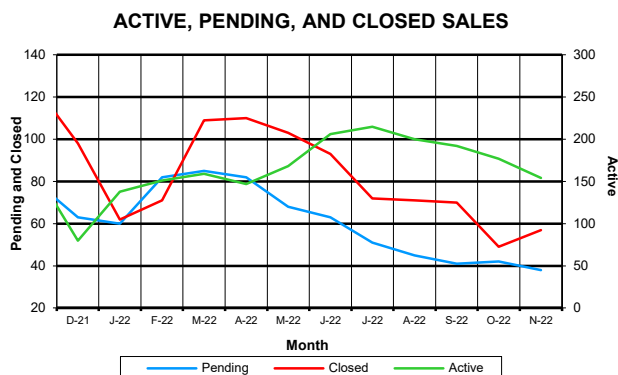
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 136 | 22 | 195 | 8 | 198 | 1,807,648 |
| May-22 | 249 | 21 | 141 | 11 | 224 | 1,910,805 |
| Jun-22 | 263 | 31 | 127 | 21 | 189 | 1,659,661 |
| Jul-22 | 306 | 30 | 125 | 27 | 161 | 1,596,195 |
| Aug-22 | 235 | 42 | 118 | 28 | 162 | 1,481,409 |
| Sep-22 | 221 | 42 | 112 | 32 | 157 | 1,544,436 |
| Oct-22 | 178 | 46 | 89 | 34 | 131 | 1,511,960 |
| Nov-22 | 130 | 53 | 79 | 35 | 112 | 1,444,704 |



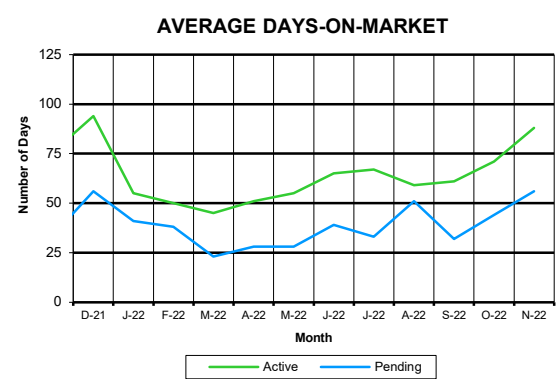
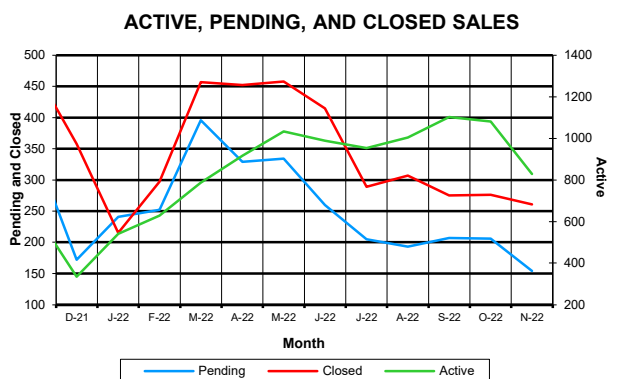
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 147 | 33 | 82 | 32 | 110 | 730,835 |
| May-22 | 168 | 36 | 68 | 22 | 103 | 771,182 |
| Jun-22 | 206 | 43 | 63 | 28 | 93 | 681,923 |
| Jul-22 | 215 | 42 | 51 | 38 | 72 | 672,759 |
| Aug-22 | 200 | 52 | 45 | 32 | 71 | 639,514 |
| Sep-22 | 192 | 52 | 41 | 41 | 70 | 671,941 |
| Oct-22 | 177 | 53 | 42 | 38 | 49 | 619,702 |
| Nov-22 | 154 | 59 | 38 | 51 | 57 | 620,131 |



San Francisco Attd. Monthly MLS Survey

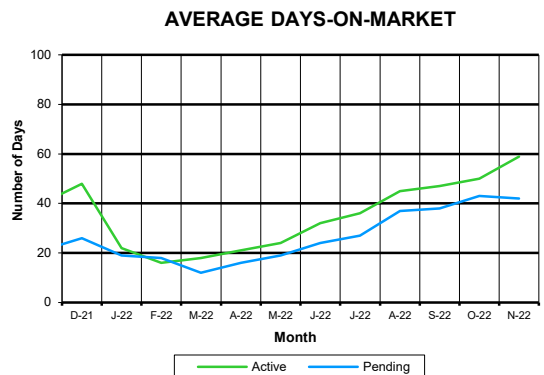
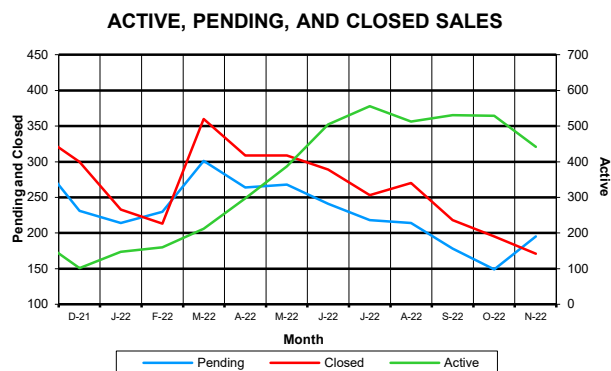
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 917 | 51 | 329 | 28 | 452 | 1,492,500 |
| May-22 | 1,033 | 55 | 334 | 28 | 458 | 1,571,470 |
| Jun-22 | 989 | 65 | 260 | 39 | 415 | 1,584,763 |
| Jul-22 | 954 | 67 | 205 | 33 | 289 | 1,535,921 |
| Aug-22 | 1,004 | 59 | 193 | 51 | 307 | 1,304,994 |
| Sep-22 | 1,103 | 61 | 207 | 32 | 275 | 1,482,194 |
| Oct-22 | 1,081 | 71 | 206 | 44 | 276 | 1,513,257 |
| Nov-22 | 829 | 88 | 154 | 56 | 261 | 1,515,593 |



E. Contra Costa SFD Monthly MLS Survey

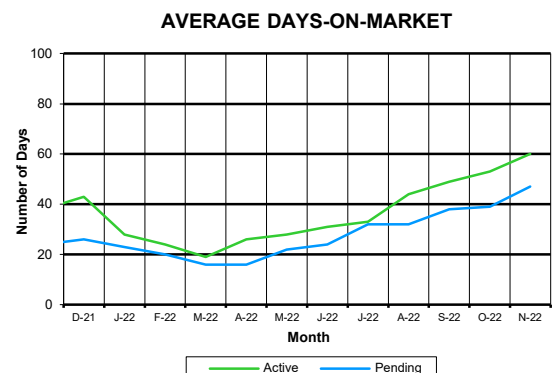
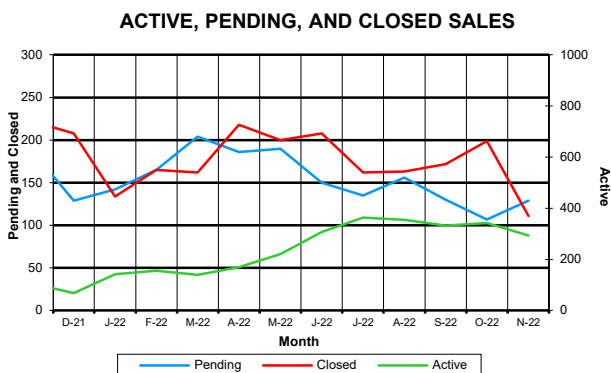
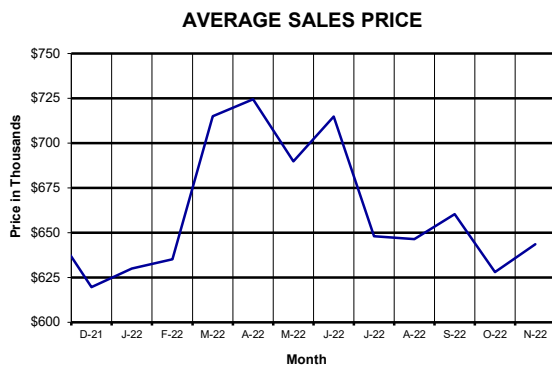
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 297 | 21 | 264 | 16 | 309 | 770,430 |
| May-22 | 387 | 24 | 268 | 19 | 309 | 795,529 |
| Jun-22 | 505 | 32 | 241 | 24 | 289 | 750,411 |
| Jul-22 | 556 | 36 | 218 | 27 | 253 | 756,096 |
| Aug-22 | 513 | 45 | 214 | 37 | 270 | 714,947 |
| Sep-22 | 531 | 47 | 178 | 38 | 218 | 688,313 |
| Oct-22 | 529 | 50 | 149 | 43 | 195 | 727,329 |
| Nov-22 | 442 | 59 | 195 | 42 | 171 | 677,926 |



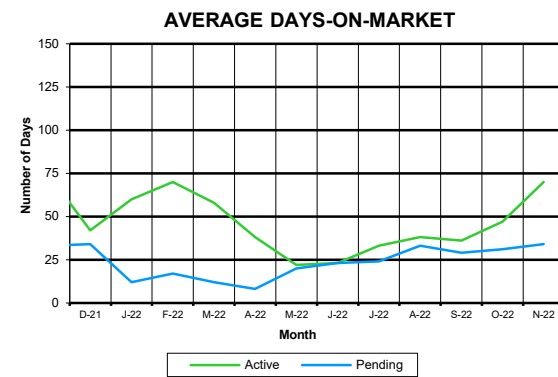
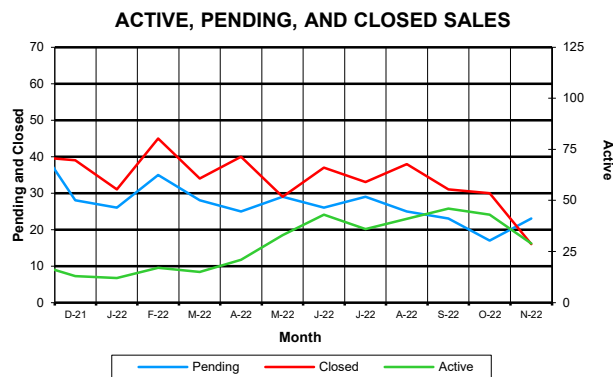
Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 170 | 26 | 186 | 16 | 218 | 724,477 |
| May-22 | 221 | 28 | 190 | 22 | 200 | 689,814 |
| Jun-22 | 307 | 31 | 150 | 24 | 208 | 714,915 |
| Jul-22 | 363 | 33 | 135 | 32 | 162 | 648,099 |
| Aug-22 | 355 | 44 | 156 | 32 | 163 | 646,374 |
| Sep-22 | 332 | 49 | 130 | 38 | 172 | 660,301 |
| Oct-22 | 342 | 53 | 107 | 39 | 199 | 627,972 |
| Nov-22 | 294 | 60 | 129 | 47 | 111 | 643,510 |



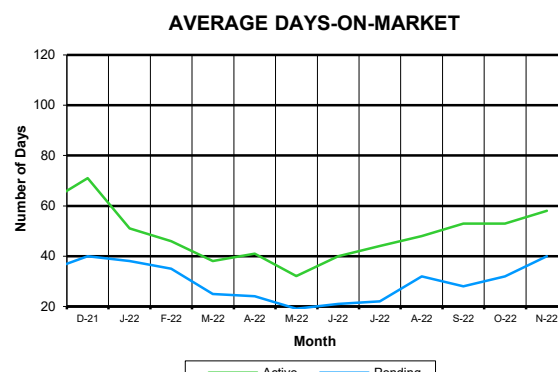
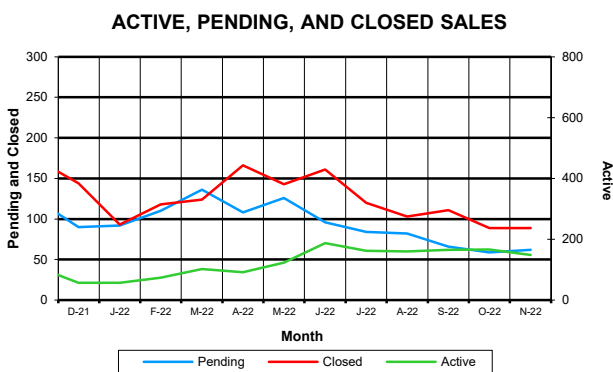
Santa Rosa Attd. Monthly MLS Survey

| Month | Active DOM | | Pend. DOM | | Clsd. | Avg. Price |
|--------|------------|----|-----------|----|-------|------------|
| Apr-22 | 21 | 38 | 25 | 8 | 40 | 589,647 |
| May-22 | 33 | 22 | 29 | 20 | 29 | 547,477 |
| Jun-22 | 43 | 23 | 26 | 23 | 37 | 622,768 |
| Jul-22 | 36 | 33 | 29 | 24 | 33 | 512,235 |
| Aug-22 | 41 | 38 | 25 | 33 | 38 | 511,383 |
| Sep-22 | 46 | 36 | 23 | 29 | 31 | 608,145 |
| Oct-22 | 43 | 47 | 17 | 31 | 30 | 538,650 |
| Nov-22 | 29 | 70 | 23 | 34 | 16 | 506,934 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price | | |
|--------|------------|-----------|-------|------------|-----|---------|
| Apr-22 | 92 | 41 | 108 | 24 | 166 | 867,859 |
| May-22 | 123 | 32 | 126 | 19 | 143 | 857,577 |
| Jun-22 | 188 | 40 | 96 | 21 | 161 | 871,404 |
| Jul-22 | 162 | 44 | 84 | 22 | 120 | 850,852 |
| Aug-22 | 160 | 48 | 82 | 32 | 103 | 859,819 |
| Sep-22 | 165 | 53 | 66 | 28 | 111 | 803,880 |
| Oct-22 | 166 | 53 | 59 | 32 | 89 | 807,918 |
| Nov-22 | 149 | 58 | 62 | 40 | 89 | 839,169 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

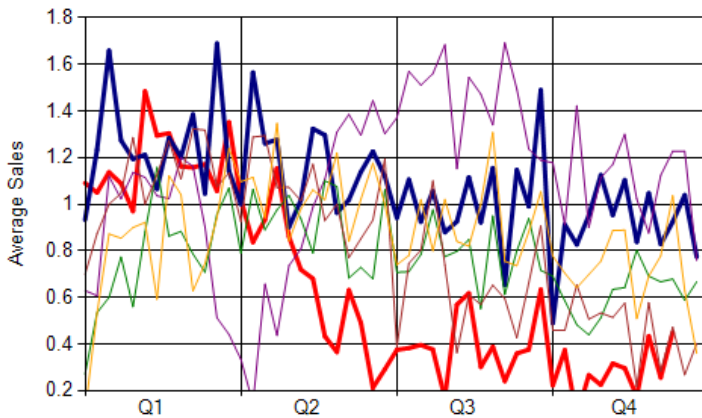
Central Valley

Ending: Sunday, December 18, 2022

Week 50

| Counties / Groups | | | | | | | Net | Avg. | Year to Date | | Prev. 13 Wks. | |
|-----------------------|--|------------------------|----------|---------|-------|---------|-------|-------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancels | Sales | Sales | Avg. | Diff. | Avg. | Diff. |
| Tracy/Mountain House | | | 11 | 201 | 4 | 3 | 1 | 0.09 | 0.64 | -86% | 0.30 | -70% |
| San Joaquin County | | | 45 | 439 | 24 | 7 | 17 | 0.38 | 0.65 | -42% | 0.18 | 104% |
| Stanislaus County | | | 9 | 36 | 4 | 2 | 2 | 0.22 | 0.71 | -69% | 0.33 | -32% |
| Merced County | | | 9 | 32 | 3 | 0 | 3 | 0.33 | 0.50 | -33% | 0.32 | 3% |
| Madera County | | | 2 | 38 | 1 | 1 | 0 | 0.00 | 0.78 | -100% | 0.54 | -100% |
| Fresno County | | | 15 | 183 | 19 | 1 | 18 | 1.20 | 0.71 | 69% | 0.57 | 112% |
| Current Week Totals | | Traffic : Sales 17 : 1 | 91 | 929 | 55 | 14 | 41 | 0.45 | 0.65 | -31% | 0.31 | 45% |
| Per Project Average | | | | 10 | 0.60 | 0.15 | 0.45 | | | | | |
| Year Ago - 12/19/2021 | | Traffic : Sales 9 : 1 | 106 | 1036 | 110 | 12 | 98 | 0.92 | 1.10 | -16% | 0.98 | -6% |
| % Change | | | -14% | -10% | -50% | 17% | -58% | -51% | -41% | | -68% | |

52 Weeks Comparison



Year to Date Averages Through Week 50

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 | 51 | 28 | 1.01 | 0.12 | 0.89 | 0.87 |
| ■ | 2018 | 70 | 21 | 0.99 | 0.17 | 0.82 | 0.80 |
| ■ | 2019 | 79 | 22 | 0.92 | 0.15 | 0.78 | 0.77 |
| ■ | 2020 | 86 | 21 | 1.31 | 0.18 | 1.12 | 1.11 |
| ■ | 2021 | 105 | 15 | 1.22 | 0.12 | 1.10 | 1.09 |
| ■ | 2022 | 101 | 13 | 0.88 | 0.23 | 0.65 | 0.65 |
| % Change: | | -4% | -14% | -28% | 86% | -41% | -40% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|--|
| CONV | RATE | APR | <p>This year's rapid run-up in mortgage rates has sent a chill through the housing market. The deterioration in affordability has sent potential buyers to the sidelines, and as a result, home builders have scaled back single-family home construction. Housing starts fell 4.2% to a 1.425 million-unit pace in October, with a sharp drop in single-family starts dragging down total starts. Building permits dropped during the month, with single-family permits retreating for the eighth straight month. Multifamily permits have been more resilient, but the recent weakness in single-family permits suggest further declines in overall starts are in the offing. One of the reasons home builders are pulling back is that new home sales have plummeted this year. New home sales shot up 7.5% to a 632K pace during October, although remain down over 14% year-to-date. Builders have seen success by offering incentives, such as rate-buy downs, to bleed down rising inventory levels. That said, incentives can only go so far, and mortgage rates rose to over 7% in late October. With that in mind, we anticipate new home sales resumed a downward trend in November. October's elevated financing costs also likely weighed heavily on existing home sales, which we estimate fell to a 4.23 million-unit pace in November. Source: Wells Fargo Bank Weekly Economic and Financial commentary</p> |
| | 6.50% | 6.70% | |
| FHA | 5.80% | 6.00% | |
| 10 Yr Yield | 3.59% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Tracy/Mountain House | | | | | Projects Participating: 11 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Hartwell at Ellis | Landsea | TR | | DTMJ | 121 | 0 | 8 | 16 | 0 | 2 | 77 | 27 | 1.04 | 0.54 |
| Kinbridge at Ellis | Landsea | TR | | DTMJ | 83 | 0 | 8 | 16 | 0 | 0 | 33 | 12 | 0.45 | 0.24 |
| Townsend at Ellis | Landsea | TR | | DTMJ | 104 | 0 | 6 | 16 | 0 | 0 | 98 | 59 | 1.55 | 1.18 |
| Amethyst at Tracy Hills | Lennar | TH | | ATMJ | 132 | 0 | 6 | 17 | 0 | 1 | 54 | 54 | 1.14 | 1.14 |
| Hillview | Lennar | TH | | DTMJ | 214 | 3 | 7 | 55 | 1 | 0 | 23 | 23 | 0.82 | 0.82 |
| Parkin at Tracy Hills | Lennar | TH | | DTMJ | 69 | 0 | 7 | 12 | 0 | 0 | 5 | 5 | 0.38 | 0.38 |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 200 | 2 | 7 | 14 | 2 | 0 | 167 | 35 | 0.86 | 0.70 |
| Sunhaven at Tracy Hills | Lennar | TH | | DTMJ | 64 | 0 | 6 | 32 | 0 | 0 | 6 | 6 | 0.66 | 0.66 |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 0 | 6 | 4 | 0 | 0 | 132 | 30 | 0.79 | 0.60 |
| Bergamo at Mountain House | Shea | MH | | DTMJ | 137 | 0 | 7 | 10 | 1 | 0 | 93 | 22 | 1.00 | 0.44 |
| Langston at Mountain House | Shea | MH | | ATMJ | 171 | 0 | 3 | 9 | 0 | 0 | 164 | 22 | 1.09 | 0.44 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.09 | | Traffic to Sales: 50 : 1 | | | | 71 | 201 | 4 | 3 | 852 | 295 | Net: 1 |
| City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | Projects Participating: 10 | | | | | | | | | |
|--------------------------------------|-------------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Talavera | DR Horton | LD | DTMJ | 27 | 0 | 4 | 9 | 0 | 0 | 16 | 16 | 0.63 | 0.63 |
| Aspire at River Terrace II | K Hovnanian | SK | DTMJ | 107 | 0 | 9 | 7 | 1 | 0 | 67 | 17 | 0.76 | 0.34 |
| Montevello II | KB Home | SK | DTST | 103 | 0 | 6 | 7 | 1 | 0 | 97 | 18 | 0.88 | 0.36 |
| Santorini | KB Home | SK | DTMJ | 86 | 0 | 7 | 4 | 0 | 0 | 67 | 36 | 0.93 | 0.72 |
| Verona at Destinations | KB Home | SK | ATMJ | 106 | 0 | 5 | 3 | 0 | 0 | 77 | 40 | 0.89 | 0.80 |
| Keys at Westlake | Lennar | SK | DTMJ | 101 | 0 | 2 | 0 | 0 | 0 | 95 | 31 | 0.74 | 0.62 |
| Keys II at Westlake | Lennar | SK | DTMJ | 86 | 0 | 3 | 11 | 0 | 0 | 1 | 1 | 0.23 | 0.23 |
| Westlake | Meritage | SK | DTMJ | 84 | 5 | 5 | 11 | 2 | 0 | 43 | 43 | 1.07 | 1.07 |
| Autumn Trails at Westlake | Richmond American | SK | DTMJ | 112 | 0 | 4 | 5 | 0 | 0 | 23 | 23 | 0.54 | 0.54 |
| Summers Bend at Westlake | Richmond American | SK | DTMJ | 96 | 0 | 4 | 4 | 1 | 1 | 22 | 22 | 0.55 | 0.55 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 0.40 | | Traffic to Sales: 12 : 1 | | | 49 | 61 | 5 | 1 | 508 | 247 | Net: 4 |
| City Codes: LD = Lodi, SK = Stockton | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, December 18, 2022

Central Valley Page 2 of 4

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------------------|-------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| San Joaquin County | | | | | Projects Participating: 36 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Turnleaf at the Collective | Anthem United | MN | | AASF | 84 | 0 | 4 | 2 | 0 | 0 | 80 | 16 | 0.46 | 0.32 |
| Griffin Park | Atherton | MN | Rsv's | DTMJ | 156 | 0 | 5 | 21 | 0 | 0 | 135 | 69 | 1.79 | 1.38 |
| Cascade at Stanford Crossing | DR Horton | LP | | DTMJ | 100 | 0 | 2 | 10 | 3 | 1 | 98 | 70 | 1.52 | 1.40 |
| Pinnacle at North Main | DR Horton | MN | | DTMJ | 87 | 4 | 5 | 8 | 1 | 0 | 34 | 34 | 0.91 | 0.91 |
| Summit at North Main | DR Horton | MN | | DTST | 67 | 0 | 4 | 8 | 0 | 0 | 45 | 45 | 1.12 | 1.12 |
| Yosemite Greens | DR Horton | MN | | DTMJ | 99 | 0 | 5 | 17 | 2 | 0 | 20 | 20 | 1.17 | 1.17 |
| Iron Pointe at Stanford Crossing | KB Home | LP | | DTMJ | 98 | 0 | 2 | 2 | 0 | 0 | 10 | 10 | 0.43 | 0.43 |
| Riverchase at Stanford Crossing | KB Home | LP | | DTMJ | 96 | 0 | 11 | 1 | 1 | 0 | 85 | 13 | 0.86 | 0.26 |
| Balboa at River Islands | Kiper | LP | Rsv's | DTMJ | 77 | 0 | 10 | 26 | 0 | 0 | 65 | 28 | 0.84 | 0.56 |
| Catalina II at River Islands | Kiper | LP | | DTMJ | 93 | 0 | 8 | 13 | 0 | 0 | 78 | 27 | 0.84 | 0.54 |
| Freestone | Kiper | MN | | DTMJ | 60 | 0 | 4 | 18 | 0 | 0 | 26 | 26 | 0.61 | 0.61 |
| Skye at River Islands | Kiper | LP | | DTMJ | 155 | 0 | 6 | 34 | 1 | 1 | 45 | 45 | 0.77 | 0.90 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 10 | N/A | 0 | 0 | 111 | 6 | 0.32 | 0.12 |
| Hbrizon at River Islands | Lennar | LP | | DTMJ | 143 | 0 | 4 | 2 | 0 | 0 | 107 | 55 | 1.12 | 1.10 |
| Arbor Bend - Cypress | Meritage | MN | | DTMJ | 175 | 0 | 4 | 16 | 2 | 1 | 113 | 54 | 1.19 | 1.08 |
| Arbor Bend - Hawthorn | Meritage | MN | | DTMJ | 212 | 0 | 8 | 19 | 0 | 0 | 49 | 34 | 0.76 | 0.68 |
| Arbor Bend- Linden | Meritage | MN | | DTMJ | 268 | 0 | 2 | 10 | 0 | 0 | 104 | 48 | 1.09 | 0.96 |
| Laguna at River Islands | Pulte | LP | | DTMJ | 110 | 0 | 15 | 5 | 0 | 1 | 28 | 17 | 0.49 | 0.34 |
| Sanctuary at River Islands | Pulte | LP | | DTMJ | 91 | 0 | 6 | 3 | 0 | 0 | 44 | 32 | 0.77 | 0.64 |
| Sunset at River Islands | Pulte | LP | | DTMJ | 122 | 0 | 14 | 2 | 2 | 1 | 108 | 23 | 1.08 | 0.46 |
| Dolcinea at Griffin Park | Raymus | MN | | DTMJ | 57 | 0 | 4 | 5 | 0 | 0 | 50 | 50 | 0.83 | 1.00 |
| Passport at Griffin Park | Raymus | MN | | DTMJ | 101 | 0 | 4 | 5 | 0 | 0 | 70 | 52 | 1.14 | 1.04 |
| Birch at Arbor Bend | Richmond American | MN | | ATST | 60 | 0 | 3 | 7 | 1 | 0 | 10 | 10 | 0.28 | 0.28 |
| Encore at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 7 | 14 | 2 | 0 | 69 | 28 | 0.92 | 0.56 |
| Magnolia at Arbor Bend | Richmond American | MN | | DTMJ | 52 | 0 | 4 | 2 | 1 | 0 | 13 | 13 | 0.37 | 0.37 |
| Seasons at Stanford Crossing IV | Richmond American | LP | | DTST | 113 | 0 | 12 | 5 | 0 | 0 | 17 | 17 | 0.36 | 0.36 |
| Legacy at Stanford Crossing | Taylor Morrison | LP | | DTMJ | 107 | 0 | 3 | 7 | 1 | 0 | 54 | 46 | 0.99 | 0.92 |
| Waypointe at River Islands | The New Home Co | LP | | DTMJ | 94 | 0 | 8 | 17 | 0 | 1 | 43 | 27 | 0.67 | 0.54 |
| Journey at Stanford Crossing | TRI Pointe | LP | | DTMJ | 81 | 0 | 6 | 10 | 0 | 0 | 8 | 8 | 0.32 | 0.32 |
| The Cove at River Islands | TRI Pointe | LP | | DTMJ | 77 | 0 | 5 | 6 | 0 | 0 | 25 | 25 | 0.61 | 0.61 |
| Avalon at River Islands | Trumark | LP | | DTMJ | 57 | 0 | 8 | 12 | 1 | 0 | 28 | 28 | 0.58 | 0.58 |
| Avalon Point at River Islands | Trumark | LP | | DTMJ | 69 | 0 | 5 | 12 | 0 | 0 | 35 | 35 | 0.83 | 0.83 |
| Dawn at The Collective | Trumark | MN | | AASF | 76 | 0 | 4 | 8 | 1 | 0 | 6 | 6 | 0.15 | 0.15 |
| Vida at The Collective | Trumark | MN | | AASF | 103 | 0 | 7 | 8 | 0 | 0 | 10 | 10 | 0.23 | 0.23 |
| Hideaway II at River Islands | Van Daele | LP | | ATST | 108 | 0 | 3 | 15 | 0 | 0 | 6 | 6 | 0.22 | 0.22 |
| Veranda at River Islands | Van Daele | LP | | DTMJ | 101 | 0 | 7 | 28 | 0 | 0 | 84 | 21 | 0.87 | 0.42 |
| TOTALS: No. Reporting: 35 | Avg. Sales: 0.37 | | Traffic to Sales: 20 : 1 | | | | 219 | 378 | 19 | 6 | 1913 | 1054 | Net: 13 | |
| City Codes: MN= Manteca, LP= Lathrop | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------|-----------|------------------|-------|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Modesto | | | | | Projects Participating: 1 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Avalon | Bright | CE | | DTMJ | 33 | 0 | 5 | 4 | 0 | 0 | 8 | 8 | 0.50 | 0.50 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: N/A | | | 5 | 4 | 0 | 0 | 8 | 8 | Net: 0 | |
| City Codes: CE = Ceres | | | | | | | | | | | | | | |

| Stanislaus County | | | | Projects Participating: 6 | | | | | | | | | |
|---|---------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Bruin Heights | DR Horton | RB | DTST | 51 | 0 | 5 | 8 | 3 | 2 | 39 | 39 | 0.90 | 0.90 |
| Edgewater | DR Horton TSO | WF | DTST | 75 | 0 | TSO | 0 | 0 | 0 | 70 | 30 | 0.85 | 0.60 |
| Aspire at Apricot Grove II | K Hovnanian | FR | DTMJ | 150 | 0 | 3 | 1 | 0 | 0 | 88 | 37 | 1.14 | 0.74 |
| Fieldstone II | KB Home | HG | DTST | 50 | 0 | 2 | 6 | 0 | 0 | 26 | 26 | 0.76 | 0.76 |
| Turnleaf at Patterson Ranch | KB Home | FR | DTST | 190 | 0 | 3 | 8 | 0 | 0 | 155 | 39 | 1.12 | 0.78 |
| T Street Customs | SCM | NW | DTMJ | 10 | 0 | 5 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.17 | | Traffic to Sales: 8 : 1 | | | 18 | 23 | 3 | 2 | 378 | 171 | Net: 1 |
| City Codes: RB = Riverbank, WF = Waterford, FR = Patterson, HG = Hughson, NW = Newman | | | | | | | | | | | | | |

| Turlock | | | | | Projects Participating: 2 | | | | | | | | | |
|--------------------------------------|---------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Marcona | Bright | KY | DTMJ | 116 | 0 | 7 | 7 | 1 | 0 | 15 | 15 | 0.50 | 0.50 | |
| Les Chateaux | KB Home | TK | DTMJ | 60 | 0 | 3 | 2 | 0 | 0 | 29 | 29 | 0.67 | 0.67 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.50 | | Traffic to Sales: 9 : 1 | | | 10 | 9 | 1 | 0 | 44 | 44 | Net: 1 | |
| City Codes: KY = Keyes, TK = Turlock | | | | | | | | | | | | | | |

| Merced County | | | | | Projects Participating: 10 | | | | | | | | | |
|---|-----------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Silhouette at Sunrise Ranch | Century | LB | DTMJ | 95 | 0 | 8 | N/A | 0 | 0 | 34 | 34 | 0.79 | 0.79 | |
| Lantana | DR Horton | MD | DTMJ | 99 | 0 | 4 | 4 | 1 | 0 | 2 | 2 | 0.88 | 0.88 | |
| Monterra V | DR Horton TSO | MD | DTST | 35 | 0 | TSO | 0 | 0 | 0 | 33 | 33 | 0.70 | 0.70 | |
| Pacheco Pointe | DR Horton | LB | DTST | 118 | 0 | 6 | 0 | 0 | 0 | 112 | 47 | 1.14 | 0.94 | |
| Panorama | DR Horton | MD | DTST | 192 | 0 | 5 | 0 | 0 | 0 | 187 | 20 | 1.01 | 0.40 | |
| The Pointe at Stonecreek | Legacy | LB | DTMJ | 109 | 0 | 8 | 6 | 0 | 0 | 32 | 21 | 0.47 | 0.42 | |
| Sunrise Ranch | Meritage | LB | DTMJ | 87 | 0 | 13 | 7 | 1 | 0 | 48 | 42 | 0.84 | 0.84 | |
| Bellevue Ranch Phase 4 | Stonefield Home | MD | DTST | 45 | 0 | 1 | 5 | 0 | 0 | 44 | 27 | 0.72 | 0.54 | |
| Cypress Terrace | Stonefield Home | MD | DTST | 125 | 0 | 4 | 5 | 1 | 0 | 108 | 17 | 0.63 | 0.34 | |
| Villas II, The | Stonefield Home | LB | DTST | 191 | 0 | 3 | 5 | 0 | 0 | 86 | 29 | 0.87 | 0.58 | |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 0.33 | | Traffic to Sales: 11 : 1 | | | 52 | 32 | 3 | 0 | 686 | 272 | Net: 3 | |
| City Codes: LB = Los Banos, MD = Merced | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, December 18, 2022

Central Valley Page 4 of 4

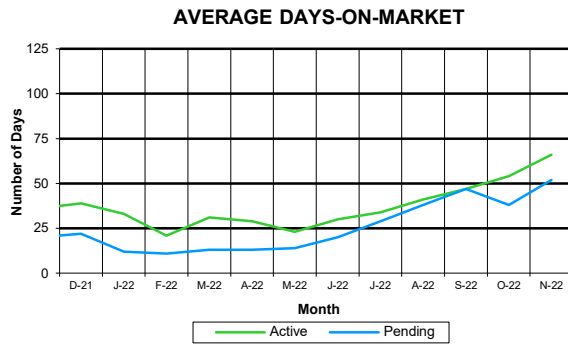
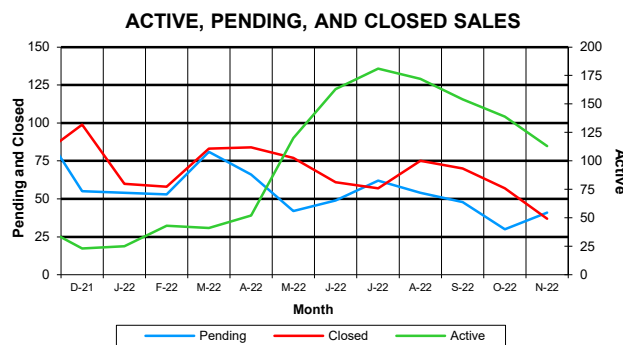
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Madera County | | | | | Projects Participating: 5 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Greenhills Estates | Century | CW | | DTMJ | 70 | 0 | 7 | NA | 0 | 0 | 15 | 15 | 0.39 | 0.39 |
| Omni | Century | MDA | | DTMJ | 61 | 0 | 5 | NA | 0 | 0 | 1 | 1 | 0.07 | 0.07 |
| Pheasant Run | Century | CW | | DTMJ | 70 | 0 | 3 | NA | 0 | 0 | 65 | 54 | 1.10 | 1.08 |
| Bristol at Tesoro Viejo | KB Home | MDA | | DTMJ | 63 | 4 | 4 | 11 | 1 | 0 | 3 | 3 | 0.27 | 0.27 |
| Riverstone - Clementine I | Lennar | MDA | | DTST | 108 | 0 | 4 | 27 | 0 | 1 | 103 | 50 | 1.04 | 1.00 |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.00 | | Traffic to Sales: 38 : 1 | | | | 23 | 38 | 1 | 1 | 187 | 123 | Net: 0 |
| City Codes: CW = Chow chilla, MDA = Madera | | | | | | | | | | | | | | |

| Fresno County | | | | | Projects Participating: 20 | | | | | | | | | |
|--|-------------|------------------|-----|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Bravado | Century | REE | | DTMJ | 182 | 0 | 7 | N/A | 0 | 0 | 43 | 35 | 0.70 | 0.70 |
| Meadowood II | Century | FR | | ATMJ | 127 | 0 | 6 | N/A | 0 | 0 | 106 | 70 | 1.47 | 1.40 |
| Monarch | Century | KB | | DTMJ | 64 | 0 | 3 | N/A | 0 | 0 | 45 | 43 | 0.62 | 0.86 |
| Olivewood | Century | FR | | DTMJ | 169 | 0 | 6 | N/A | 0 | 0 | 140 | 98 | 1.77 | 1.96 |
| The Crossings II | Century | KER | | DTMJ | 104 | 0 | 8 | N/A | 0 | 0 | 47 | 47 | 1.09 | 1.09 |
| River Pointe | DR Horton | REE | | DTMJ | 84 | 0 | 1 | 0 | 0 | 0 | 79 | 38 | 0.89 | 0.76 |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 6 | 0 | 0 | 0 | 126 | 0 | 0.65 | 0.00 |
| Aspire at Sunnyside II | K Hovnanian | FO | | DTST | 143 | 0 | 6 | 4 | 0 | 0 | 26 | 26 | 0.54 | 0.54 |
| Centrella Villas | KB Home | FR | | DTMJ | 146 | 0 | 3 | 8 | 0 | 0 | 23 | 23 | 1.08 | 1.08 |
| Legacy at Highland | KB Home | CV | New | DTMJ | 42 | 6 | 6 | 10 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Marshall Estates | KB Home | FO | | DTST | 76 | 0 | 2 | 4 | 0 | 0 | 74 | 36 | 1.00 | 0.72 |
| Anatole- Clementine | Lennar | FR | | DTMJ | 99 | 0 | 4 | 3 | 3 | 0 | 83 | 39 | 0.91 | 0.78 |
| Arboralla - Clementine | Lennar | CV | | DTST | 137 | 3 | 4 | 1 | 1 | 0 | 110 | 59 | 1.25 | 1.18 |
| Brambles- Starling | Lennar | FR | | ATST | 150 | 10 | 5 | 48 | 9 | 0 | 105 | 54 | 1.16 | 1.08 |
| Brambles- Wilde | Lennar | FR | | DTST | 89 | 0 | 4 | 31 | 0 | 0 | 78 | 30 | 0.86 | 0.60 |
| Catalina Park - Surf | Lennar | FR | New | DTMJ | 82 | 5 | 1 | 4 | 4 | 0 | 4 | 4 | 14.00 | 14.00 |
| Daffodil Hill - Clementine | Lennar | FR | | DTMJ | 110 | 0 | 15 | 1 | 1 | 1 | 21 | 21 | 0.51 | 0.51 |
| Ellingsworth - Coronet | Lennar | CV | | DTMJ | 5 | 0 | 2 | 0 | 0 | 0 | 3 | 3 | 0.16 | 0.16 |
| Sterling Acres- Coronet | Lennar | FR | | DTMJ | 96 | 0 | 6 | 38 | 0 | 0 | 32 | 32 | 0.76 | 0.76 |
| Veneto Park - Starling Townhomes | Lennar | CV | | ATMJ | 185 | 0 | 16 | 31 | 1 | 0 | 37 | 8 | 0.42 | 0.16 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 1.20 | | Traffic to Sales: 10 : 1 | | | 111 | 183 | 19 | 1 | 1182 | 666 | Net: 18 | |
| City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis | | | | | | | | | | | | | | |

| 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: 91 | Avg. Sales: 0.45 | Traffic to Sales: 17 : 1 | 558 | 929 | 55 | 14 | 5758 | 2880 | Net: 41 |
| 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 | | | | | | | | | |

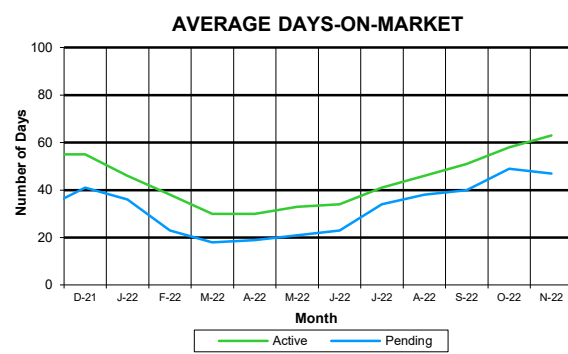
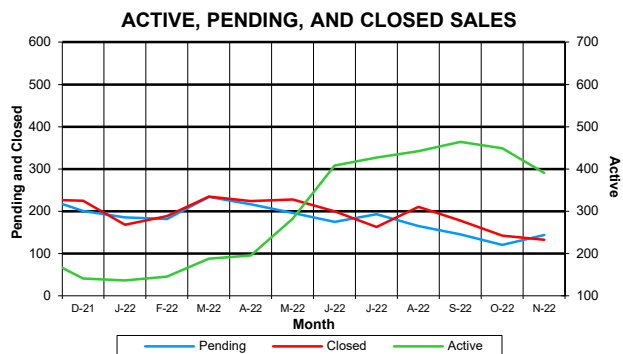
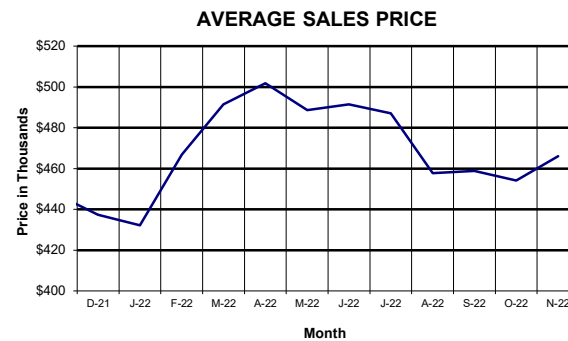
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 52 | 29 | 66 | 13 | 84 | 863,320 |
| May-22 | 120 | 23 | 42 | 14 | 77 | 884,642 |
| Jun-22 | 163 | 30 | 49 | 20 | 61 | 825,886 |
| Jul-22 | 181 | 34 | 62 | 29 | 57 | 787,514 |
| Aug-22 | 172 | 41 | 54 | 38 | 75 | 757,103 |
| Sep-22 | 154 | 47 | 48 | 47 | 70 | 732,209 |
| Oct-22 | 139 | 54 | 30 | 38 | 57 | 688,501 |
| Nov-22 | 113 | 66 | 41 | 52 | 37 | 694,184 |



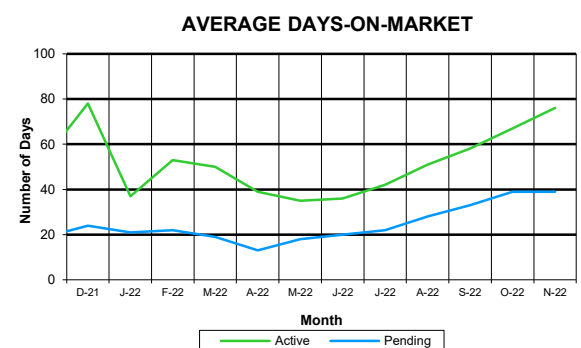
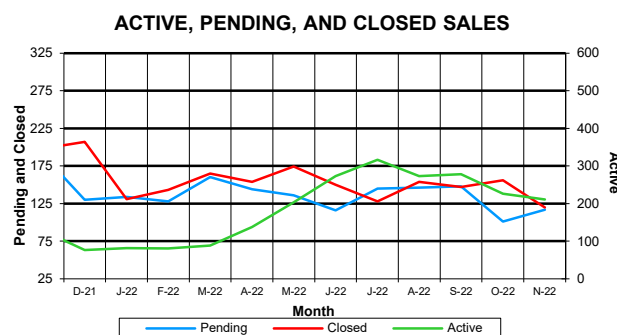
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 196 | 30 | 217 | 19 | 224 | 501,793 |
| May-22 | 283 | 33 | 196 | 21 | 228 | 488,636 |
| Jun-22 | 408 | 34 | 175 | 23 | 200 | 491,522 |
| Jul-22 | 427 | 41 | 193 | 34 | 163 | 487,015 |
| Aug-22 | 442 | 46 | 165 | 38 | 211 | 457,703 |
| Sep-22 | 464 | 51 | 146 | 40 | 178 | 458,862 |
| Oct-22 | 449 | 58 | 121 | 49 | 143 | 454,187 |
| Nov-22 | 391 | 63 | 144 | 47 | 133 | 466,121 |



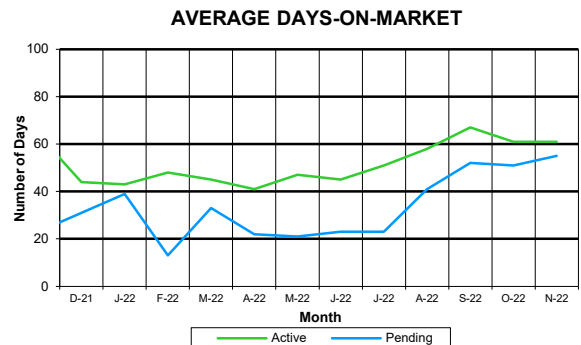
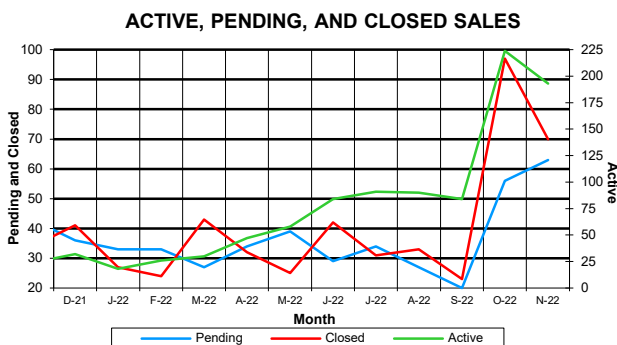
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 138 | 39 | 144 | 13 | 154 | 508,932 |
| May-22 | 203 | 35 | 136 | 18 | 174 | 509,604 |
| Jun-22 | 273 | 36 | 116 | 20 | 150 | 513,650 |
| Jul-22 | 316 | 42 | 145 | 22 | 128 | 496,425 |
| Aug-22 | 273 | 51 | 146 | 28 | 154 | 488,836 |
| Sep-22 | 278 | 58 | 148 | 33 | 147 | 475,483 |
| Oct-22 | 226 | 67 | 101 | 39 | 156 | 456,932 |
| Nov-22 | 211 | 76 | 117 | 39 | 120 | 498,139 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 47 | 41 | 34 | 22 | 32 | 373,108 |
| May-22 | 58 | 47 | 39 | 21 | 25 | 421,362 |
| Jun-22 | 84 | 45 | 29 | 23 | 42 | 429,170 |
| Jul-22 | 91 | 51 | 34 | 23 | 31 | 414,633 |
| Aug-22 | 90 | 58 | 27 | 41 | 33 | 391,560 |
| Sep-22 | 84 | 67 | 20 | 52 | 23 | 389,173 |
| Oct-22 | 224 | 61 | 56 | 51 | 97 | 401,749 |
| Nov-22 | 193 | 61 | 63 | 55 | 70 | 371,207 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



CALIBER
HOME LOANS

NATIONAL BUILDER DIVISION

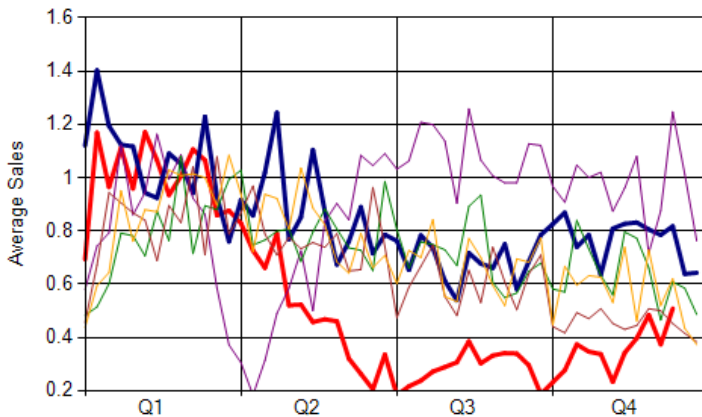
Sacramento

Ending: Sunday, December 18, 2022

Week 50

| Counties / Groups | | | | | | | Net | Avg. | Year to Date | | Prev. 13 Wks. | |
|----------------------------|--|------------------------|----------|---------|-------|--------|-------|-------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancel | Sales | Sales | Avg. | Diff. | Avg. | Diff. |
| South Sacramento | | | 29 | 227 | 17 | 1 | 16 | 0.55 | 0.61 | -10% | 0.56 | -2% |
| Central & North Sacramento | | | 43 | 392 | 28 | 6 | 22 | 0.51 | 0.51 | 1% | 0.18 | 189% |
| Folsom | | | 16 | 152 | 10 | 4 | 6 | 0.38 | 0.47 | -21% | 0.19 | 95% |
| El Dorado | | | 9 | 68 | 3 | 0 | 3 | 0.33 | 0.42 | -20% | 0.21 | 60% |
| Placer & Nevada | | | 70 | 683 | 46 | 10 | 36 | 0.51 | 0.55 | -7% | 0.39 | 30% |
| Yolo | | | 7 | 74 | 5 | 0 | 5 | 0.71 | 0.45 | 59% | 0.29 | 143% |
| Amador County | | | 1 | 0 | 0 | 0 | 0 | 0.00 | 0.18 | -100% | 0.15 | -100% |
| Northern Counties | | | 16 | 83 | 12 | 3 | 9 | 0.56 | 0.61 | -8% | 0.24 | 137% |
| Current Week Totals | | Traffic : Sales 14 : 1 | 191 | 1679 | 121 | 24 | 97 | 0.51 | 0.53 | -5% | 0.32 | 56% |
| Per Project Average | | | 9 | | 0.63 | 0.13 | 0.51 | | | | | |
| Year Ago - 12/19/2021 | | Traffic : Sales 13 : 1 | 164 | 1985 | 154 | 20 | 134 | 0.82 | 0.85 | -4% | 0.77 | 7% |
| % Change | | | 16% | -15% | -21% | 20% | -28% | -38% | -38% | | -58% | |

52 Weeks Comparison



Year to Date Averages Through Week 50

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 | 136 | 25 | 0.90 | 0.15 | 0.74 | 0.73 |
| ■ | 2018 | 131 | 24 | 0.81 | 0.14 | 0.67 | 0.66 |
| ■ | 2019 | 141 | 21 | 0.87 | 0.13 | 0.74 | 0.73 |
| ■ | 2020 | 150 | 16 | 1.04 | 0.14 | 0.90 | 0.89 |
| ■ | 2021 | 162 | 17 | 0.96 | 0.10 | 0.85 | 0.85 |
| ■ | 2022 | 177 | 13 | 0.71 | 0.18 | 0.53 | 0.53 |
| % Change: | | 9% | -25% | -26% | 74% | -38% | -37% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|--|
| CONV | RATE | APR | <p>This year's rapid run-up in mortgage rates has sent a chill through the housing market. The deterioration in affordability has sent potential buyers to the sidelines, and as a result, home builders have scaled back single-family home construction. Housing starts fell 4.2% to a 1.425 million-unit pace in October, with a sharp drop in single-family starts dragging down total starts. Building permits dropped during the month, with single-family permits retreating for the eighth straight month. Multifamily permits have been more resilient, but the recent weakness in single-family permits suggest further declines in overall starts are in the offing. One of the reasons home builders are pulling back is that new home sales have plummeted this year. New home sales shot up 7.5% to a 632K pace during October, although remain down over 14% year-to-date. Builders have seen success by offering incentives, such as rate-buy downs, to bleed down rising inventory levels. That said, incentives can only go so far, and mortgage rates rose to over 7% in late October. With that in mind, we anticipate new home sales resumed a downward trend in November. October's elevated financing costs also likely weighed heavily on existing home sales, which we estimate fell to a 4.23 million-unit pace in November. Source: Wells Fargo Bank Weekly Economic and Financial commentary</p> |
| FHA | 6.50% | 6.70% | |
| | 5.80% | 6.00% | |
| 10 Yr Yield | 3.59% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| South Sacramento | | | | | Projects Participating: 29 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Carnelian at Sheldon Farms | DR Horton | LN | | DTMJ | 55 | 0 | 5 | 14 | 0 | 0 | 26 | 26 | 1.70 | 1.70 |
| Persimmon at Sheldon Farms | DR Horton | LN | | DTMJ | 148 | 0 | 6 | 19 | 0 | 0 | 23 | 23 | 1.50 | 1.50 |
| Tamarind at Sheldon Farms | DR Horton | LN | | DTMJ | 121 | 0 | 4 | 11 | 1 | 0 | 25 | 25 | 1.75 | 1.75 |
| The Retreats | K Hovnanian | RM | | DTMJ | 62 | 0 | 3 | 0 | 0 | 0 | 5 | 5 | 0.18 | 0.18 |
| Allegro | KB Home | LN | | ATMJ | 72 | 0 | 7 | 6 | 0 | 0 | 32 | 32 | 0.69 | 0.69 |
| Fleridae | KB Home | GT | | DTST | 69 | 0 | 2 | 1 | 0 | 0 | 67 | 17 | 0.74 | 0.34 |
| Travisso | KB Home | LN | | DTMJ | 422 | 3 | 4 | 5 | 1 | 0 | 31 | 31 | 0.63 | 0.62 |
| Vintage Park | KB Home | SO | | DTST | 81 | 0 | 7 | 6 | 1 | 0 | 74 | 14 | 0.91 | 0.28 |
| Elements at Sterling Meadows | Lennar | LN | | DTMJ | 289 | 3 | 3 | 19 | 4 | 0 | 286 | 86 | 1.29 | 1.72 |
| Essentia at Sterling Meadows | Lennar | LN | | DTST | 139 | 0 | 5 | 19 | 2 | 1 | 97 | 29 | 0.86 | 0.58 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 344 | 0 | 2 | 0 | 0 | 0 | 342 | 32 | 0.86 | 0.64 |
| Cornerstone Commons | Meritage | LN | | DTMJ | 83 | 3 | 4 | 6 | 1 | 0 | 14 | 14 | 0.40 | 0.40 |
| Cornerstone Crossings | Meritage | LN | | DTMJ | 78 | 0 | 5 | 10 | 0 | 0 | 20 | 20 | 0.57 | 0.57 |
| Laguna Ranch II | Richmond American | LN | | DTMJ | 100 | 0 | 5 | 22 | 0 | 0 | 8 | 8 | 0.28 | 0.28 |
| Seasons at Caterina | Richmond American | GT | | DTMJ | 61 | 4 | 3 | 14 | 1 | 0 | 1 | 1 | 0.23 | 0.23 |
| Seasons at Stonebrook | Richmond American | LN | | DTMJ | 102 | 0 | 9 | 2 | 0 | 0 | 61 | 21 | 0.79 | 0.42 |
| Seasons at the Farm | Richmond American | GT | | DTMJ | 87 | 0 | 2 | 3 | 0 | 0 | 19 | 19 | 0.46 | 0.46 |
| Woodberry at Bradshaw Crossing II | Richmond American | SO | | DTMJ | 120 | 0 | 5 | 8 | 0 | 0 | 6 | 6 | 0.26 | 0.26 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 109 | 0 | 2 | 3 | 0 | 0 | 107 | 11 | 0.65 | 0.22 |
| Madeira Ranch - Grange | Taylor Morrison | LN | | DTST | 71 | 0 | 12 | 4 | 0 | 0 | 2 | 2 | 0.38 | 0.38 |
| Madeira Ranch - Homestead | Taylor Morrison | LN | | DTMJ | 121 | 0 | 10 | 3 | 1 | 0 | 3 | 3 | 0.57 | 0.57 |
| Madeira Ranch - Orchard | Taylor Morrison | LN | | DTMJ | 76 | 0 | 7 | 3 | 0 | 0 | 5 | 5 | 0.95 | 0.95 |
| Madeira Ranch - Prairie | Taylor Morrison | LN | | DTMJ | 66 | 0 | 11 | 4 | 1 | 0 | 5 | 5 | 0.95 | 0.95 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 102 | 0 | 2 | 3 | 0 | 0 | 100 | 18 | 0.61 | 0.36 |
| Wildhawk North- Bluestone | Taylor Morrison | SO | | DTMJ | 166 | 4 | 3 | 7 | 2 | 0 | 24 | 24 | 2.90 | 2.90 |
| Wildhawk North- Oakbridge | Taylor Morrison | SO | | DTMJ | 253 | 0 | 12 | 8 | 0 | 0 | 8 | 8 | 0.97 | 0.97 |
| Wildhawk North- Trailhead | Taylor Morrison | SO | | DTMJ | 166 | 0 | 13 | 8 | 0 | 0 | 7 | 7 | 0.84 | 0.84 |
| Cedar Creek | TimLewis | GT | | DTMJ | 112 | 0 | 3 | 10 | 2 | 0 | 41 | 26 | 0.58 | 0.52 |
| Reflections at Poppy Lane | TimLewis | LN | | DTMJ | 73 | 0 | 7 | 9 | 0 | 0 | 48 | 20 | 0.59 | 0.40 |
| TOTALS: No. Reporting: 29 | | Avg. Sales: 0.55 | | Traffic to Sales: 13 : 1 | | | 163 | 227 | 17 | 1 | 1487 | 538 | Net: 16 | |
| City Codes: LN= Elk Grove Laguna, RM= Rancho Murieta, GT = Galt, SO = Sacramento, VN= Elk Grove Vineyard | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Central Sacramento | | | | | Projects Participating: 25 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Abbeys Gate at Northridge | Black Pine | CH | | DTMJ | 46 | 0 | 7 | 0 | 0 | 0 | 39 | 7 | 0.34 | 0.14 |
| Crocker Village- Alley Row | Black Pine | SO | | DTMJ | 67 | 0 | 2 | 0 | 0 | 0 | 65 | 6 | 0.50 | 0.12 |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 6 | 0 | 0 | 0 | 46 | 0 | 0.36 | 0.00 |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 116 | 0 | 4 | 4 | 0 | 0 | 112 | 20 | 0.65 | 0.40 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 251 | 0 | 6 | 3 | 0 | 0 | 119 | 8 | 0.64 | 0.16 |
| Placer at Rio Del Oro | Elliott | RO | | DTMJ | 117 | 0 | 4 | 2 | 0 | 0 | 8 | 8 | 0.44 | 0.44 |
| Sutter at Rio Del Oro | Elliott | RO | | DTMJ | 136 | 0 | 2 | 3 | 0 | 0 | 6 | 6 | 0.27 | 0.27 |
| Montrose at The Ranch | K Hovnanian | RO | | DTMJ | 113 | 0 | 3 | 2 | 1 | 0 | 28 | 28 | 0.59 | 0.59 |
| Paseo at The Ranch | K Hovnanian | RO | | DTMJ | 130 | 0 | 2 | 1 | 0 | 0 | 1 | 1 | 0.09 | 0.09 |
| Sagebrush at The Ranch | K Hovnanian | RO | | DTMJ | 116 | 0 | 13 | 7 | 1 | 0 | 27 | 27 | 0.57 | 0.57 |
| Springs at The Ranch | K Hovnanian | RO | | DTMJ | 173 | 0 | 22 | 2 | 2 | 1 | 45 | 45 | 0.95 | 0.95 |
| Canyon at Mitchell Village | KB Home | CH | | DTST | 109 | 0 | 4 | 2 | 0 | 0 | 105 | 41 | 1.09 | 0.82 |
| Heritage at Mitchell Village | KB Home | CH | | DTMJ | 72 | 0 | 6 | 0 | 0 | 0 | 66 | 16 | 0.62 | 0.32 |
| Ventana | Lennar | RO | | DTMJ | 160 | 0 | 2 | 17 | 1 | 0 | 152 | 50 | 0.85 | 1.00 |
| Verdant | Lennar | RO | | DTST | 157 | 0 | 3 | 17 | 3 | 1 | 148 | 54 | 1.06 | 1.08 |
| Viridian | Lennar | RO | | DTST | 185 | 3 | 5 | 17 | 2 | 0 | 169 | 43 | 0.93 | 0.86 |
| Echelon at Premier Montelena | Premier Homes | RO | | DTMJ | 57 | 0 | 1 | 27 | 0 | 0 | 3 | 3 | 0.12 | 0.12 |
| Elan (Village 8) at Premier Montelena | Premier Homes | RO | | DTMJ | 81 | 0 | 3 | 7 | 0 | 0 | 14 | 14 | 0.42 | 0.42 |
| Elevate at Premier Montelena | Premier Homes | RO | | DTMJ | 152 | 0 | 5 | 9 | 0 | 0 | 2 | 2 | 0.06 | 0.06 |
| Ascent at Montelena | Pulte | RO | | DTMJ | 127 | 0 | 1 | 8 | 0 | 0 | 2 | 2 | 0.18 | 0.18 |
| Solis at Montelena | Pulte | RO | | DTMJ | 55 | 0 | 3 | 2 | 0 | 0 | 4 | 4 | 0.22 | 0.22 |
| Vista at Montelena | Pulte | RO | | DTMJ | 38 | 3 | 5 | 3 | 2 | 0 | 5 | 5 | 0.27 | 0.27 |
| Seasons at Montelena | Richmond American | RO | | DTMJ | 125 | 0 | 6 | 22 | 0 | 1 | 19 | 19 | 0.46 | 0.46 |
| Acacia at Cypress | Woodside | RO | | DTMJ | 99 | 0 | 4 | 3 | 0 | 0 | 59 | 32 | 0.59 | 0.64 |
| Magnolia at Cypress | Woodside | RO | | DTMJ | 178 | 0 | 4 | 8 | 0 | 0 | 143 | 29 | 0.83 | 0.58 |
| TOTALS: No. Reporting: 25 | | Avg. Sales: 0.36 | | Traffic to Sales: 14 : 1 | | | 123 | 166 | 12 | 3 | 1387 | 470 | Net: 9 | |
| City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| North Sacramento | | | | | Projects Participating: 18 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Artisan - The Cove | Beazer | SO | | DTST | 145 | 0 | 3 | 8 | 0 | 0 | 110 | 17 | 0.66 | 0.34 |
| Edgeview - The Cove | Beazer | SO | | ATST | 156 | 0 | 8 | 6 | 0 | 0 | 108 | 18 | 0.83 | 0.36 |
| Westward - The Cove | Beazer | SO | | DTST | 122 | 0 | 6 | 10 | 0 | 0 | 76 | 22 | 0.53 | 0.44 |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 0 | 5 | 4 | 0 | 0 | 124 | 18 | 0.76 | 0.36 |
| Provence | Blue Mountain | SO | | ATST | 185 | 0 | 8 | 8 | 0 | 1 | 114 | 13 | 0.71 | 0.26 |
| Garnet at Barrett Ranch | Lennar | AO | | DTST | 149 | 0 | 5 | 10 | 1 | 0 | 90 | 29 | 0.77 | 0.58 |
| Lapis at Barrett Ranch | Lennar | AO | | DTMJ | 149 | 3 | 5 | 12 | 2 | 1 | 90 | 24 | 0.77 | 0.48 |
| Northlake - Atla | Lennar | SO | | DTMJ | 116 | 4 | 5 | 18 | 2 | 0 | 85 | 35 | 0.85 | 0.70 |
| Northlake - Bleau | Lennar | SO | | DTMJ | 236 | 2 | 5 | 18 | 1 | 0 | 83 | 30 | 0.83 | 0.60 |
| Northlake - Crestvue | Lennar | SO | | DTMJ | 97 | 2 | 4 | 18 | 1 | 0 | 79 | 33 | 0.79 | 0.66 |
| Northlake - Drifton | Lennar | SO | | DTMJ | 134 | 0 | 4 | 18 | 0 | 0 | 73 | 33 | 0.79 | 0.66 |
| Northlake - Lakelet | Lennar | SO | | DTMJ | 134 | 0 | 6 | 18 | 0 | 0 | 76 | 27 | 0.76 | 0.54 |
| Northlake - Shor | Lennar | SO | | DTMJ | 140 | 3 | 5 | 18 | 3 | 0 | 87 | 34 | 0.87 | 0.68 |
| Northlake - Watersyde | Lennar | SO | | DTMJ | 127 | 0 | 5 | 18 | 0 | 0 | 82 | 29 | 0.82 | 0.58 |
| Northlake - Wavmor | Lennar | SO | | DTMJ | 153 | 0 | 2 | 18 | 2 | 0 | 85 | 35 | 0.85 | 0.70 |
| Sunstone at Barrett Ranch | Lennar | AO | | DTMJ | 131 | 3 | 4 | 11 | 2 | 0 | 47 | 33 | 0.67 | 0.66 |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 145 | 0 | 8 | 1 | 0 | 1 | 137 | 13 | 0.97 | 0.26 |
| Portisol at Artisan Square | Williams | SO | | ATST | 95 | 0 | 16 | 12 | 2 | 0 | 68 | 40 | 0.60 | 0.80 |
| TOTALS: No. Reporting: 18 | | Avg. Sales: 0.72 | | Traffic to Sales: 14 : 1 | | | | 104 | 226 | 16 | 3 | 1614 | 483 | Net: 13 |
| City Codes: SO = Sacramento, AO = Antelope | | | | | | | | | | | | | | |

| Folsom Area | | | | | Projects Participating: 16 | | | | | | | | | |
|-----------------------------------|-------------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Sycamore Creek | JMC | FM | DTMJ | 86 | 0 | 4 | 1 | 0 | 0 | 41 | 7 | 0.39 | 0.14 | |
| Soleil at Folsom Ranch | KB Home | FM | DTMJ | 109 | 0 | 6 | 11 | 2 | 1 | 98 | 45 | 1.11 | 0.90 | |
| Aster at White Rock Springs | Lennar | FM | DTMJ | 90 | 0 | 6 | 15 | 1 | 0 | 65 | 39 | 0.84 | 0.78 | |
| Brass Pointe at Russell Ranch | Lennar | FM | DTMJ | 142 | 0 | 4 | 14 | 0 | 0 | 8 | 8 | 0.24 | 0.24 | |
| Gold Cliff at Russell Ranch | Lennar | FM | DTMJ | 63 | 0 | 8 | 12 | 2 | 1 | 14 | 14 | 0.42 | 0.42 | |
| Platinum Peak at Russell Ranch | Lennar | FM | DTMJ | 100 | 3 | 6 | 15 | 2 | 0 | 19 | 19 | 0.63 | 0.63 | |
| Rockcross at Folsom Ranch | Lennar | FM | DTMJ | 118 | 0 | 4 | 10 | 1 | 0 | 79 | 25 | 0.81 | 0.50 | |
| Stone Bluff at White Rock Springs | Richmond American | FM | DTMJ | 81 | 0 | 12 | 2 | 0 | 0 | 39 | 14 | 0.45 | 0.28 | |
| Stone Haven at White Rock Springs | Richmond American | FM | DTMJ | 42 | 0 | 6 | 2 | 0 | 0 | 23 | 18 | 0.42 | 0.36 | |
| Folsom Ranch - Debut | Taylor Morrison | FM | DTMJ | 42 | 0 | 10 | 2 | 0 | 0 | 2 | 2 | 0.88 | 0.88 | |
| Folsom Ranch - Encore | Taylor Morrison | FM | DTMJ | 106 | 0 | 10 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Folsom Ranch - Legends | Taylor Morrison | FM | DTMJ | 110 | 0 | 15 | 1 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Silver Crest at Russell Ranch | The New Home Co | FM | DTMJ | 108 | 0 | 5 | 7 | 0 | 1 | 99 | 18 | 0.67 | 0.36 | |
| Creekstone at Folsom Ranch | TRI Pointe | FM | DTMJ | 71 | 2 | 3 | 12 | 1 | 0 | 66 | 15 | 0.69 | 0.30 | |
| Eastwood at Folsom Ranch | TRI Pointe | FM | DTMJ | 72 | 0 | 3 | 24 | 1 | 0 | 13 | 13 | 0.50 | 0.50 | |
| Lonestar at Folsom Ranch | TRI Pointe | FM | DTMJ | 90 | 0 | 3 | 24 | 0 | 1 | 12 | 12 | 0.46 | 0.46 | |
| TOTALS: No. Reporting: 16 | | Avg. Sales: 0.38 | | Traffic to Sales: 15 : 1 | | | 105 | 152 | 10 | 4 | 578 | 249 | Net: 6 | |
| City Codes: FM= Folsom | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| El Dorado County | | | | | Projects Participating: 9 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Revere | Blue Mountain | RE | | DTMJ | 51 | 0 | 7 | 6 | 0 | 0 | 32 | 3 | 0.38 | 0.06 |
| Alder at Saratoga Estates | Elliott | EH | | DTMJ | 115 | 0 | 7 | 5 | 0 | 0 | 86 | 19 | 0.68 | 0.38 |
| Manzanita at Saratoga | Elliott | EH | | DTMJ | 103 | 0 | 5 | 5 | 0 | 0 | 55 | 15 | 0.45 | 0.30 |
| Ponderosa at Saratoga | Elliott | EH | | DTMJ | 56 | 0 | 5 | 4 | 0 | 0 | 6 | 6 | 0.17 | 0.17 |
| Emerald Peak at Bass Lake | Lennar | EH | | DTMJ | 113 | 0 | 6 | 12 | 0 | 0 | 59 | 31 | 0.55 | 0.62 |
| Hawk View at Bass Lake Hills | Lennar S/O | EH | | DTMJ | 114 | 0 | S/O | 9 | 2 | 0 | 114 | 31 | 0.72 | 0.62 |
| Heritage El Dorado Hills-Mosaic | Lennar | EH | | DTMJ | 373 | 0 | 8 | 13 | 0 | 0 | 212 | 46 | 0.95 | 0.92 |
| Sapphire Cliff at Bass Lake Hills - CP | Lennar | CK | | DTMJ | 31 | 0 | 3 | 11 | 1 | 0 | 17 | 17 | 0.38 | 0.38 |
| Edgelake at Serrano | TRI Pointe | EH | | DTMJ | 65 | 0 | 4 | 3 | 0 | 0 | 29 | 24 | 0.48 | 0.48 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 0.33 | | Traffic to Sales: 23 : 1 | | | | 45 | 68 | 3 | 0 | 610 | 192 | Net: 3 |
| City Codes: RE= Rescue, EH= El Dorado Hills, CK= Cameron Park | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-------------------------------------|---------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County | | | | | Projects Participating: 69 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Verrado at Solaire | Beazer | RV | | DTMJ | 76 | 0 | 11 | 2 | 0 | 0 | 45 | 15 | 0.57 | 0.30 |
| Millstone at Sierra Fine | Black Pine | RK | | DTST | 61 | 0 | 5 | 0 | 0 | 0 | 56 | 25 | 0.53 | 0.50 |
| Carnelian | Blue Mountain | GB | | ATMJ | 28 | 0 | 1 | 7 | 1 | 0 | 27 | 7 | 0.28 | 0.14 |
| Cresleigh Havenwood | Cresleigh | LL | | DTMJ | 83 | 0 | 5 | 3 | 0 | 0 | 26 | 19 | 0.38 | 0.38 |
| Balboa II | DR Horton | RV | | DTST | 172 | 0 | 11 | 10 | 0 | 0 | 8 | 8 | 0.41 | 0.41 |
| Heartland at Independence | DR Horton | LL | | DTMJ | 98 | 0 | 14 | 5 | 1 | 0 | 75 | 50 | 1.10 | 1.00 |
| Melrose at Mason Trails | DR Horton | RV | | DTMJ | 93 | 0 | 8 | 16 | 1 | 0 | 21 | 21 | 0.84 | 0.84 |
| Traditions at Independence | DR Horton | LL | | DTST | 97 | 0 | 6 | 4 | 2 | 0 | 82 | 56 | 1.13 | 1.12 |
| Winding Creek - The Wilds II | DR Horton | RV | | DTST | 62 | 0 | 6 | 9 | 3 | 0 | 9 | 9 | 0.52 | 0.52 |
| Turkey Creek Estates | Elliott | LL | | DTMJ | 240 | 5 | 6 | 21 | 4 | 0 | 47 | 25 | 0.61 | 0.50 |
| Edgefield Place | JMC | RK | | DTMJ | 83 | 0 | 7 | 14 | 0 | 0 | 13 | 13 | 0.32 | 0.32 |
| Excelsior Village at Sierra Vista | JMC | RV | | DTMJ | 80 | 0 | 7 | 14 | 0 | 0 | 3 | 3 | 0.09 | 0.09 |
| Fairbrook at Fiddymont Farms | JMC | RV | | DTMJ | 115 | 0 | 6 | 19 | 1 | 0 | 50 | 14 | 0.57 | 0.28 |
| Meadowbrook at Fiddymont Farms | JMC | RV | | DTMJ | 80 | 0 | 7 | 20 | 0 | 0 | 50 | 12 | 0.57 | 0.24 |
| Palisade Village | JMC | RV | | DTST | 232 | 0 | 4 | 34 | 2 | 0 | 223 | 41 | 1.33 | 0.82 |
| Prominence at Whitney Ranch | JMC | RK | | DTMJ | 92 | 0 | 6 | 25 | 0 | 0 | 75 | 12 | 0.64 | 0.24 |
| Sagebrook at Fiddymont Farms | JMC | RV | | DTMJ | 122 | 0 | 5 | 20 | 0 | 0 | 53 | 18 | 0.61 | 0.36 |
| Sentinel | JMC | RV | | DTST | 132 | 0 | 3 | 16 | 1 | 1 | 129 | 3 | 0.89 | 0.06 |
| Tribute Pointe | JMC | RK | | DTMJ | 99 | 0 | 5 | 10 | 0 | 0 | 8 | 8 | 0.20 | 0.20 |
| Wrenwood at Whitney Ranch | JMC | RK | | DTMJ | 158 | 0 | 3 | 25 | 1 | 0 | 13 | 13 | 0.35 | 0.35 |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 5 | 14 | 0 | 0 | 122 | 20 | 0.88 | 0.40 |
| Aspire at Solaire II | K Hovnanian | RV | | DTST | 33 | 0 | 6 | 5 | 1 | 2 | 22 | 16 | 0.37 | 0.32 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 71 | 0 | 3 | 0 | 0 | 0 | 65 | 19 | 0.43 | 0.38 |
| Firefly at Winding Creek | K Hovnanian | RV | | DTMJ | 86 | 0 | 7 | 0 | 0 | 1 | 67 | 29 | 0.74 | 0.58 |
| Bartlett at Mason Trails | KB Home | RV | | DTMJ | 53 | 0 | 5 | 9 | 1 | 0 | 37 | 37 | 0.82 | 0.82 |
| Copper Ridge | KB Home | LL | | DTMJ | 79 | 0 | 3 | 9 | 1 | 0 | 42 | 35 | 0.77 | 0.70 |
| Cortland at Mason Trails | KB Home | RV | | DTMJ | 110 | 0 | 6 | 7 | 0 | 0 | 55 | 55 | 1.21 | 1.21 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 0 | 8 | 11 | 0 | 0 | 218 | 54 | 1.17 | 1.08 |
| Andorra at Sierra West | Lennar | RV | | DTMJ | 193 | 0 | 6 | 13 | 0 | 0 | 97 | 44 | 0.84 | 0.88 |
| Belle Maison at Campus Oaks | Lennar | RV | | DTMJ | 132 | 0 | 4 | 8 | 1 | 0 | 97 | 35 | 0.87 | 0.70 |
| Breckenridge at Sierra West | Lennar | RV | | DTMJ | 182 | 0 | 5 | 11 | 0 | 0 | 43 | 39 | 0.69 | 0.78 |
| Chantilly at Campus Oaks | Lennar | RV | | DTMJ | 86 | 0 | 4 | 10 | 0 | 0 | 48 | 31 | 0.75 | 0.62 |
| Covara II at Campus Oaks | Lennar | RV | | DTMJ | 112 | 4 | 4 | 13 | 3 | 0 | 76 | 29 | 0.73 | 0.58 |
| Emilia at Heritage Placer Vineyards | Lennar | RV | | DTMJ | 257 | 0 | 6 | 10 | 1 | 0 | 52 | 47 | 0.74 | 0.94 |
| Lazio at Heritage Placer Vineyards | Lennar | RV | | AASF | 311 | 0 | 5 | 14 | 1 | 0 | 47 | 45 | 0.64 | 0.90 |
| Lumiere at Sierra West | Lennar | RV | | DTMJ | 205 | 0 | 5 | 14 | 2 | 1 | 97 | 41 | 0.84 | 0.82 |
| Meribel at Sierra West | Lennar | RV | | DTMJ | 167 | 0 | 6 | 11 | 0 | 0 | 98 | 40 | 0.82 | 0.80 |
| Molise at Heritage Placer Vineyards | Lennar | RV | | DTST | 178 | 0 | 6 | 10 | 1 | 0 | 48 | 41 | 0.69 | 0.82 |
| Novara at Fiddymont | Lennar | RV | | DTST | 105 | 0 | 1 | 4 | 0 | 0 | 104 | 32 | 0.81 | 0.64 |
| St. Moritz at Sierra | Lennar | RV | | DTMJ | 144 | 0 | 6 | 9 | 0 | 1 | 97 | 40 | 0.83 | 0.80 |
| The Woods at Fullerton Ranch | Lennar | LL | | DTMJ | 81 | 0 | 3 | 6 | 0 | 0 | 1 | 1 | 0.16 | 0.16 |
| Windham at Sierra West | Lennar | RV | | DTMJ | 105 | 0 | 4 | 12 | 1 | 0 | 45 | 40 | 0.85 | 0.80 |
| Encore at Meadowlands | Meritage | LL | | DTMJ | 83 | 0 | 37 | 4 | 0 | 0 | 28 | 28 | 0.68 | 0.68 |
| Meadowlands 60s | Meritage | LL | | DTMJ | 92 | 0 | 3 | 8 | 0 | 0 | 65 | 29 | 0.79 | 0.58 |
| Roam at Winding Creek | Meritage | RV | | DTMJ | 95 | 3 | 5 | 19 | 3 | 0 | 45 | 38 | 0.77 | 0.76 |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County (Continued ...) | | | | | Projects Participating: 69 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Premier Soleil | Premier Homes | GB | | DTMJ | 52 | 0 | 4 | 19 | 0 | 0 | 6 | 6 | 0.28 | 0.28 |
| Revere at Independence | Richmond American | LL | | DTMJ | 122 | 0 | 4 | 4 | 2 | 1 | 88 | 22 | 0.87 | 0.44 |
| Seasons at Mason Trails | Richmond American | RV | | DTMJ | 77 | 3 | 6 | 8 | 2 | 0 | 9 | 9 | 0.37 | 0.37 |
| Seasons at Sierra Vista | Richmond American | RV | | DTMJ | 143 | 0 | 7 | 4 | 0 | 0 | 2 | 2 | 0.05 | 0.05 |
| Windsong at Winding Creek | Richmond American | RV | | DTMJ | 71 | 4 | 7 | 12 | 2 | 0 | 31 | 22 | 0.52 | 0.44 |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 129 | 0 | 7 | 2 | 1 | 1 | 121 | 29 | 0.91 | 0.58 |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 81 | 0 | 8 | 0 | 0 | 0 | 73 | 17 | 0.55 | 0.34 |
| Esplanade at Turkey Creek- Classics | Taylor Morrison | LL | | AASF | 243 | 0 | 8 | 4 | 1 | 0 | 77 | 34 | 0.90 | 0.68 |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison | LL | | AASF | 180 | 0 | 36 | 4 | 0 | 1 | 5 | 5 | 0.10 | 0.10 |
| Esplanade at Turkey Creek- Estates | Taylor Morrison | LL | | AASF | 180 | 0 | 7 | 4 | 1 | 0 | 70 | 33 | 0.82 | 0.66 |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison | LL | | AASF | 260 | 0 | 8 | 4 | 1 | 0 | 70 | 36 | 0.82 | 0.72 |
| Fiddymont Farm- Magnolia | Taylor Morrison | RV | | DTMJ | 99 | 0 | 7 | 24 | 1 | 0 | 34 | 34 | 1.12 | 1.12 |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 96 | 0 | 12 | 2 | 1 | 0 | 74 | 31 | 0.56 | 0.62 |
| Solaire- Vail | Taylor Morrison | RV | | DTMJ | 74 | 0 | 7 | 14 | 1 | 1 | 43 | 43 | 0.97 | 0.97 |
| Eureka Grove | The New Home Co | GB | | DTMJ | 72 | 0 | 4 | 19 | 0 | 0 | 50 | 34 | 0.78 | 0.68 |
| Rocklin Meadows | The New Home Co | RK | | DTMJ | 27 | 0 | 3 | 7 | 0 | 0 | 10 | 10 | 0.33 | 0.33 |
| Summit at Whitney Ranch | TimLewis | RK | | DTMJ | 82 | 0 | 7 | 3 | 0 | 0 | 75 | 8 | 0.44 | 0.16 |
| Barrington at Independence | TRI Pointe | LL | | DTMJ | 94 | 0 | 4 | 4 | 0 | 0 | 2 | 2 | 0.07 | 0.07 |
| Illumination at Solaire | TRI Pointe | RV | | DTMJ | 107 | 0 | 4 | 8 | 0 | 0 | 75 | 28 | 0.83 | 0.56 |
| Lansdale at Independence | TRI Pointe | LL | | DTMJ | 90 | 0 | 4 | 4 | 0 | 0 | 3 | 3 | 0.11 | 0.11 |
| Radiance at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 5 | 8 | 0 | 0 | 66 | 25 | 0.73 | 0.50 |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 3 | 6 | 0 | 0 | 125 | 35 | 0.84 | 0.70 |
| Cabernet at Brady Vineyards | Woodside | RV | | DTMJ | 38 | 0 | 5 | 7 | 0 | 0 | 7 | 7 | 0.39 | 0.39 |
| Moscato at Brady Vineyards | Woodside | RV | | DTMJ | 80 | 0 | 3 | 7 | 0 | 0 | 2 | 2 | 0.11 | 0.11 |
| TOTALS: No. Reporting: 69 | | Avg. Sales: 0.52 | | Traffic to Sales: 15 : 1 | | | | 449 | 683 | 46 | 10 | 3847 | 1714 | Net: 36 |
| City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln | | | | | | | | | | | | | | |

| Nevada County | | | | | Projects Participating: 1 | | | | | | | | | |
|-------------------------------|---------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Timberwood Estates | Hilbers | GV | DTST | 45 | 0 | 1 | 0 | 0 | 0 | 25 | 5 | 0.12 | 0.10 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 1 | 0 | 0 | 0 | 25 | 5 | Net: 0 | |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Yolo County | | | | | Projects Participating: 7 | | | | | | | | | |
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Parkside at The Rivers | Century | WS | | DTMJ | 82 | 0 | 2 | 10 | 0 | 0 | 1 | 1 | 0.14 | 0.14 |
| Crestada | Lennar | WL | | DTMJ | 105 | 3 | 5 | 19 | 3 | 0 | 10 | 10 | 0.55 | 0.55 |
| Iris | Lennar | WL | | DTMJ | 97 | 0 | 6 | 10 | 0 | 0 | 9 | 9 | 0.31 | 0.31 |
| Lavender | Lennar | WL | | DTMJ | 78 | 0 | 6 | 10 | 0 | 0 | 14 | 14 | 0.58 | 0.58 |
| The Hdeaway | Meritage | WN | | DTMJ | 148 | 3 | 7 | 9 | 1 | 0 | 15 | 15 | 0.55 | 0.55 |
| Harvest at Spring Lake | Richmond American | WL | | DTMJ | 84 | 0 | 14 | 5 | 1 | 0 | 52 | 18 | 0.59 | 0.36 |
| Revival | TimLewis | WL | | DTST | 72 | 0 | 3 | 11 | 0 | 0 | 10 | 10 | 0.30 | 0.30 |
| TOTALS: No. Reporting: 7 | | Avg. Sales: 0.71 | | Traffic to Sales: 15 : 1 | | | | 43 | 74 | 5 | 0 | 111 | 77 | Net: 5 |
| City Codes: WS = West Sacramento, WL = Woodland, WN = Winters | | | | | | | | | | | | | | |

| Amador 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 |
| Zinfandel Ridge II | TimLewis | PLY | DTMJ | 40 | 0 | 4 | 0 | 0 | 0 | 18 | 9 | 0.26 | 0.18 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 4 | 0 | 0 | 0 | 18 | 9 | Net: 0 | |
| City Codes: PLY = Plymouth | | | | | | | | | | | | | | |

| Butte County | | | | | Projects Participating: 2 | | | | | | | | | |
|--------------------------|-----------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Amber Lynn Estates | DR Horton | CO | DTST | 108 | 0 | 8 | 1 | 0 | 0 | 1 | 1 | 0.08 | 0.08 | |
| Sparrow | DR Horton | CO | DTMJ | 86 | 0 | 10 | 2 | 1 | 0 | 4 | 4 | 0.15 | 0.15 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.50 | | Traffic to Sales: 3 : 1 | | | 18 | 3 | 1 | 0 | 5 | 5 | Net: 1 | |
| City Codes: CO = Chico | | | | | | | | | | | | | | |

| Glenn 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 |
| Ambrosia | DR Horton | OR | DTST | 95 | 0 | 7 | 3 | 1 | 0 | 1 | 1 | 0.08 | 0.08 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 3 : 1 | | | 7 | 3 | 1 | 0 | 1 | 1 | Net: 1 | |
| City Codes: OR= Orland | | | | | | | | | | | | | | |

| Shasta County | | | | | Projects Participating: 3 | | | | | | | | | |
|----------------------------|-----------|------------------|-----|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Lilac at Shastina Ranch | DR Horton | RD | New | DTST | 69 | 4 | 3 | 11 | 1 | 0 | 1 | 1 | 3.50 | 3.50 |
| Magnolia at Shastina Ranch | DR Horton | RD | New | DTMJ | 66 | 0 | 0 | 10 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Rio | DR Horton | RD | | DTST | 50 | 0 | 10 | 11 | 2 | 0 | 16 | 16 | 0.57 | 0.57 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 1.00 | | Traffic to Sales: 11 : 1 | | | | 13 | 32 | 3 | 0 | 17 | 17 | Net: 3 |
| City Codes: RD = Redding | | | | | | | | | | | | | | |

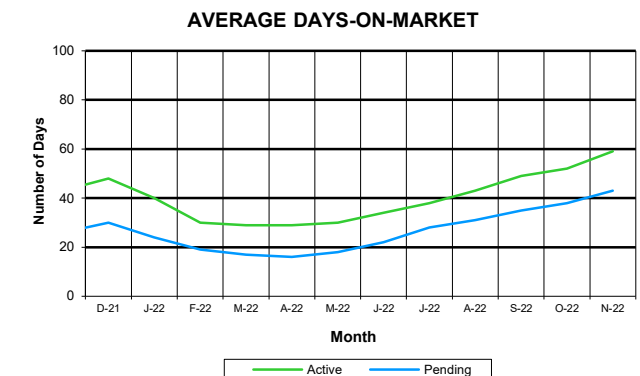
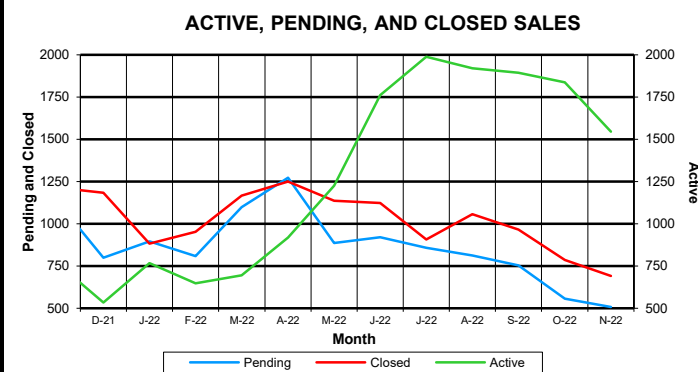
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---------------------------|-------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| 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 | DTMJ | | 170 | 0 | 3 | 1 | 1 | 1 | 141 | 31 | 0.99 | 0.62 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: 1 : 1 | | | 3 | 1 | 1 | 1 | 141 | 31 | Net: 0 | |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | |

| Yuba County | | | | Projects Participating: 9 | | | | | | | | | |
|---|-------------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Cresleigh Meadows at Pumas Ranch | Cresleigh | FLK | DTMJ | 111 | 0 | 4 | 11 | 0 | 0 | 91 | 29 | 0.61 | 0.58 |
| Cresleigh Riverside at Pumas Ranch | Cresleigh | FLK | DTMJ | 52 | 0 | 1 | 1 | 0 | 0 | 46 | 1 | 0.31 | 0.02 |
| Diamante at Pumas Lake | DR Horton | FLK | DTST | 94 | 1 | 4 | 2 | 2 | 0 | 90 | 67 | 1.30 | 1.34 |
| Aspire at Caliterra Ranch | K Hovnanian | WH | DTMJ | 145 | 0 | 3 | 0 | 0 | 1 | 17 | 17 | 0.46 | 0.46 |
| Butte Vista at Cobblestone | KB Home | FLK | DTMJ | 147 | 0 | 7 | 9 | 1 | 1 | 42 | 42 | 1.07 | 1.07 |
| Cascade Valley at Cobblestone | KB Home | FLK | DTMJ | 69 | 0 | 3 | 8 | 0 | 0 | 1 | 1 | 0.16 | 0.16 |
| Windsor Crossing at River Oaks | Lennar | FLK | DTST | 168 | 0 | 3 | 11 | 1 | 0 | 103 | 59 | 0.89 | 1.18 |
| Seasons at River Oaks | Richmond American | OL | DTST | 83 | 4 | 7 | 1 | 2 | 0 | 72 | 19 | 0.71 | 0.38 |
| Seasons at Thoroughbred Acres | Richmond American | OL | DTMJ | 139 | 0 | 4 | 1 | 0 | 0 | 96 | 23 | 0.79 | 0.46 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 0.44 | | Traffic to Sales: 7 : 1 | | | 36 | 44 | 6 | 2 | 558 | 258 | Net: 4 |
| City Codes: FLK = Pumas Lake, WH = Wheatland, OL = Olivehurst | | | | | | | | | | | | | |

| Sacramento | | | | Projects Participating: 191 | | | | | | |
|--|------------------|--------------------------|------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 191 | Avg. Sales: 0.51 | Traffic to Sales: 14 : 1 | 1114 | 1679 | 121 | 24 | 10399 | 4049 | Net: 97 | |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | | |

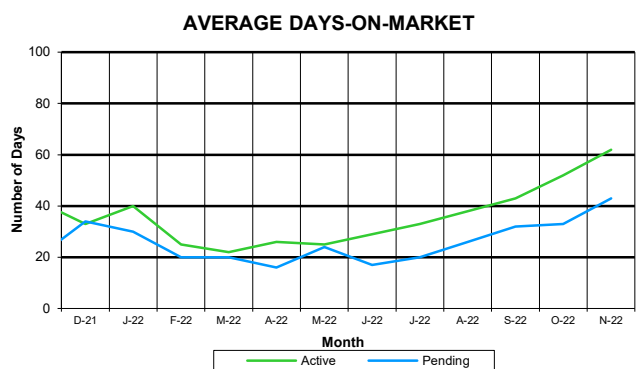
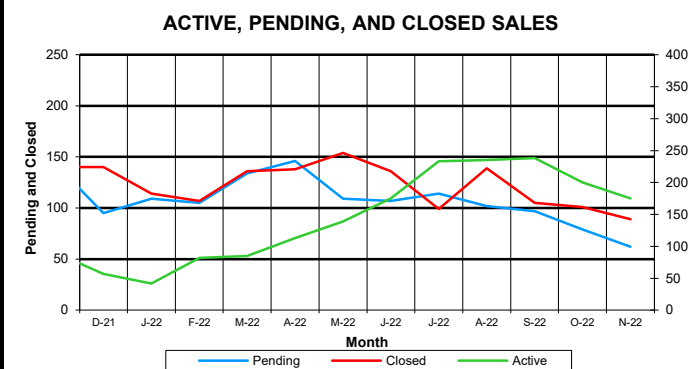
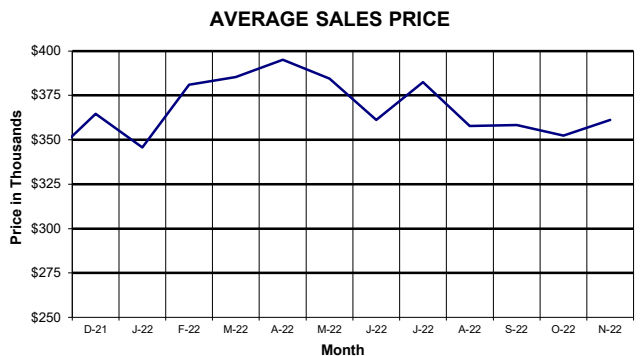
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 918 | 29 | 1,272 | 16 | 1,250 | 625,390 |
| May-22 | 1,226 | 30 | 886 | 18 | 1,137 | 638,117 |
| Jun-22 | 1,762 | 34 | 920 | 22 | 1,124 | 613,511 |
| Jul-22 | 1,988 | 38 | 858 | 28 | 908 | 600,773 |
| Aug-22 | 1,920 | 43 | 812 | 31 | 1,057 | 599,333 |
| Sep-22 | 1,894 | 49 | 755 | 35 | 967 | 576,484 |
| Oct-22 | 1,837 | 52 | 558 | 38 | 786 | 557,084 |
| Nov-22 | 1,545 | 59 | 508 | 43 | 692 | 552,905 |



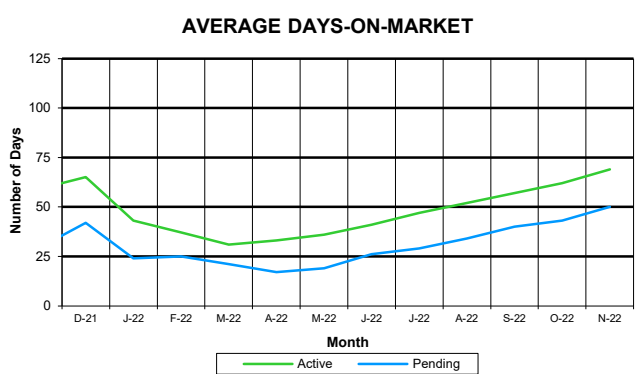
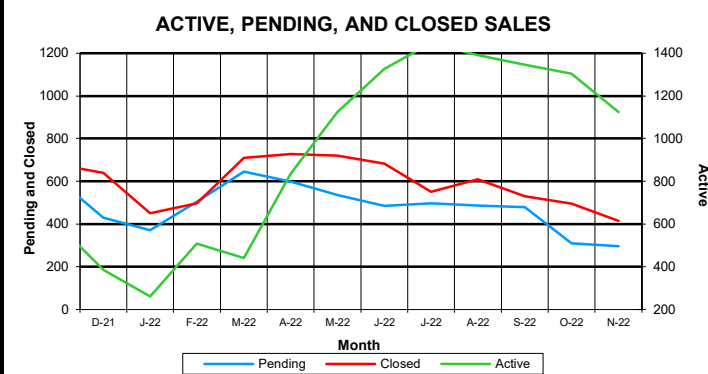
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 113 | 26 | 146 | 16 | 138 | 394,990 |
| May-22 | 139 | 25 | 109 | 24 | 154 | 384,452 |
| Jun-22 | 175 | 29 | 107 | 17 | 136 | 361,194 |
| Jul-22 | 233 | 33 | 114 | 20 | 99 | 382,416 |
| Aug-22 | 235 | 38 | 102 | 26 | 139 | 357,838 |
| Sep-22 | 238 | 43 | 97 | 32 | 105 | 358,259 |
| Oct-22 | 200 | 52 | 79 | 33 | 101 | 352,295 |
| Nov-22 | 175 | 62 | 62 | 43 | 89 | 361,249 |



Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 834 | 33 | 598 | 17 | 728 | 813,132 |
| May-22 | 1,124 | 36 | 535 | 19 | 720 | 843,754 |
| Jun-22 | 1,327 | 41 | 484 | 26 | 683 | 803,529 |
| Jul-22 | 1,449 | 47 | 496 | 29 | 550 | 779,001 |
| Aug-22 | 1,391 | 52 | 486 | 34 | 609 | 751,855 |
| Sep-22 | 1,347 | 57 | 478 | 40 | 529 | 726,395 |
| Oct-22 | 1,304 | 62 | 309 | 43 | 495 | 723,990 |
| Nov-22 | 1,124 | 69 | 296 | 50 | 414 | 690,351 |



Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-22 | 114 | 38 | 103 | 15 | 109 | 698,720 |
| May-22 | 152 | 34 | 97 | 27 | 128 | 750,961 |
| Jun-22 | 214 | 37 | 89 | 22 | 121 | 730,190 |
| Jul-22 | 242 | 41 | 103 | 34 | 103 | 697,744 |
| Aug-22 | 213 | 52 | 93 | 42 | 139 | 712,891 |
| Sep-22 | 199 | 58 | 87 | 47 | 98 | 721,652 |
| Oct-22 | 187 | 60 | 52 | 47 | 96 | 695,309 |
| Nov-22 | 153 | 73 | 52 | 52 | 80 | 672,735 |

