

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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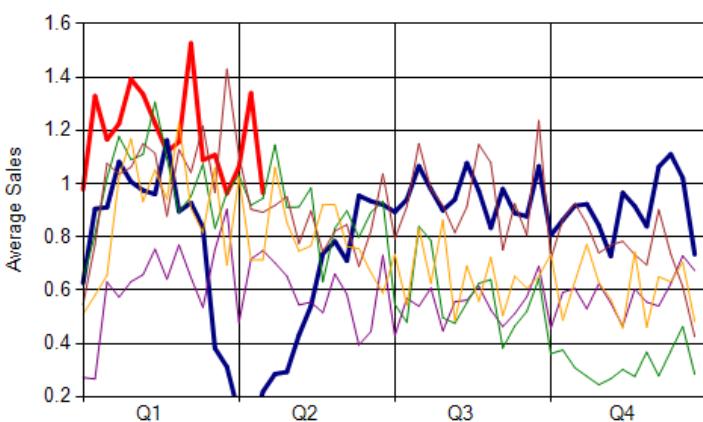


**Ending: Sunday, April 25, 2021**

## Bay Area Week 16

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
Alameda	24	591	25	1	24	1.00	1.16	-14%	1.17	-15%
Contra Costa	29	513	36	6	30	1.03	1.27	-18%	1.26	-18%
Sonoma, Napa	8	65	5	0	5	0.63	0.90	-31%	0.96	-35%
San Francisco, Marin	2	26	0	0	0	0.00	0.75	-100%	0.78	-100%
San Mateo	5	57	3	0	3	0.60	0.61	-2%	0.65	-8%
Santa Clara	20	285	26	0	26	1.30	1.43	-9%	1.45	-10%
Monterey, Santa Cruz, San Benito	6	99	7	1	6	1.00	1.02	-2%	1.10	-9%
Solano	17	252	14	1	13	0.76	1.27	-40%	1.31	-42%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>16 : 1</b>	<b>111</b>	<b>1888</b>	<b>116</b>	<b>9</b>	<b>107</b>	<b>0.96</b>	<b>1.19</b>	<b>-19%</b>
Per Project Average			17	1.05	0.08	0.96				
<b>Year Ago - 04/26/2020</b>	<b>Traffic : Sales</b>	<b>10 : 1</b>	<b>151</b>	<b>755</b>	<b>72</b>	<b>29</b>	<b>43</b>	<b>0.28</b>	<b>0.69</b>	<b>-59%</b>
% Change			-26%	150%	61%	-69%	149%	239%	72%	75%

### 52 Weeks Comparison



### Year to Date Averages Through Week 16

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	127	31	0.97	0.11	0.86	0.73
■	2017	143	31	1.12	0.10	1.02	0.90
■	2018	130	34	1.07	0.08	0.99	0.70
■	2019	148	19	0.72	0.09	0.63	0.58
■	2020	153	15	0.83	0.11	0.71	0.80
■	2021	119	17	1.26	0.07	1.19	1.19
% Change:		-22%	15%	52%	-38%	66%	48%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>2.82%</b>	APR <b>3.03%</b>	The big problem for home buyers right now is that there are not many properties to go around. As with the surge in demand, the rise in home prices isn't artificial. "The heady home price appreciation during the pandemic certainly has some frothiness to it, but there is substance not far beneath that froth," said Daren Blomquist, vice president of market economics at Auction.com, a real-estate platform that specializes in foreclosed and bank-owned properties. Many home builders were burned by the last housing bust. Prior to it, some companies had engaged in speculative building practices, so when the market bottomed out they found themselves saddled with newly-constructed homes and few interested buyers. As a result, home-building activity slowed considerably. Home builders have only ramped their operations back up in the last couple of years, experts say. In the meantime, many Americans were busy getting married and having kids - creating a huge gap between supply and demand. A recent report from Freddie Mac estimated that the U.S. is 4 million homes short of being able to meet the demand of home buyers. That figure has grown by 50% since 2018. Source: Jacob Passy MarketWatch
FHA	RATE <b>2.25%</b>	APR <b>2.91%</b>	
10 Yr Yield	<b>1.57%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16								In Area : 23		
Alameda County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	1	55	1	0	26	18	0.86	1.13	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	1	55	1	0	31	16	1.03	1.00	
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	2	55	1	0	12	12	1.31	1.31	
Fuse at Innovation	Lennar	FR		ATMJ	166	0	1	3	0	0	165	11	1.06	0.69	
Revo at Innovation	Lennar	FR		ATMJ	137	0	1	15	2	0	121	27	0.78	1.69	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	3	55	2	0	20	17	0.91	1.06	
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	3	55	1	0	33	20	1.09	1.25	
Landing at Bay 37	Pulte	AL		ATMJ	96	4	3	15	3	0	14	14	0.99	0.99	
Theory at Innovation	Shea	FR		ATMJ	132	4	2	29	5	0	112	48	0.65	3.00	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	5	4	1	0	106	27	1.01	1.69	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	3	0	0	85	13	0.81	0.81	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	4	10	1	0	22	11	0.46	0.69	
Compass Bay- Dover	Trumark	NK		DTMJ	138	3	3	35	0	0	38	21	1.11	1.31	
Compass Bay- Newport	Trumark	NK		ATMJ	86	0	5	35	3	0	33	21	0.97	1.31	
Crest at Alameda	Trumark	AL		ATMJ	60	0	2	17	0	0	27	23	1.23	1.44	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	4	17	0	1	59	19	0.98	1.19	
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 1.25</b>		<b>Traffic to Sales: 22 : 1</b>				<b>40</b>	<b>458</b>	<b>21</b>	<b>1</b>	<b>904</b>	<b>318</b>	<b>Net: 20</b>

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

Amador Valley					Projects Participating: 8								In Area : 9		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Broadway at Boulevard	Brookfield	DB		ATMJ	110	8	7	18	1	0	19	19	1.25	1.19	
Hyde Park at Boulevard	Brookfield TSO	DB		ATMJ	102	0	TSO	15	0	0	60	15	1.02	0.94	
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	0	1	26	1	0	71	21	0.72	1.31	
Auburn Grove	Lennar	LV		ATST	100	0	4	5	1	0	90	17	0.88	1.06	
Downing at Boulevard	Lennar	DB		ATST	96	2	3	22	0	0	58	14	0.64	0.88	
Skyline at Boulevard	Lennar TSO	DB		ATMJ	114	0	TSO	22	1	0	64	19	0.83	1.19	
Sycamore	Ponderosa TSO	PL		DTMJ	36	0	TSO	14	0	0	32	5	0.29	0.31	
Uptown	Taylor Morrison	LV		ATMJ	44	2	2	11	0	0	23	17	1.03	1.06	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 33 : 1</b>				<b>17</b>	<b>133</b>	<b>4</b>	<b>0</b>	<b>417</b>	<b>127</b>	<b>Net: 4</b>

City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton

Diablo Valley					Projects Participating: 4								In Area : 4		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Woodbury Highlands	Davidson	LF		ATMJ	99	0	22	4	1	0	5	3	0.16	0.19	
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	3	4	0	32	19	1.22	1.19	
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	3	11	0	0	3	2	0.11	0.13	
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	5	0	0	53	3	0.20	0.19	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 1.25</b>		<b>Traffic to Sales: 5 : 1</b>				<b>25</b>	<b>23</b>	<b>5</b>	<b>0</b>	<b>93</b>	<b>27</b>	<b>Net: 5</b>

City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 3								In Area : 5		
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Highlands at The Preserve	Lennar	SR		DTMJ	122	0	1	16	2	0	105	14	0.70	0.88	
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	3	16	1	0	41	18	0.97	1.13	
Ridgeview at the Preserve	Lennar	SR		ATMJ	77	0	1	16	1	0	36	17	0.88	1.06	
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 1.33</b>		<b>Traffic to Sales: 12 : 1</b>				<b>5</b>	<b>48</b>	<b>4</b>	<b>0</b>	<b>182</b>	<b>49</b>	<b>Net: 4</b>
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 3								In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC		ATMJ	29	0	7	4	0	0	21	10	0.22	0.63	
Waterline Point Richmond	Shea	RM		ATMJ	60	0	2	2	1	0	58	11	0.35	0.69	
Places at NOMA	Taylor Morrison	RM		DTST	95	0	3	0	1	0	91	11	0.68	0.69	
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 3 : 1</b>				<b>12</b>	<b>6</b>	<b>2</b>	<b>0</b>	<b>170</b>	<b>32</b>	<b>Net: 2</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 9								In Area : 12		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Oelo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	4	83	0	0	56	28	1.59	1.75	
Oelo at Sand Creek- Vista	Century	AN		DTMJ	96	0	4	47	1	0	52	30	1.48	1.88	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	4	15	2	0	186	15	0.99	0.94	
Hills at Park Ridge	Davidon TSO	AN		DTMJ	225	0	TSO	15	0	0	35	25	1.34	1.56	
Landing at Wildflower Station	DeNova	AN		ATST	98	0	1	4	2	1	64	46	2.65	2.88	
Stella at Aviano	DeNova TSO	AN		DTST	127	0	TSO	38	0	1	67	32	2.38	2.00	
Riverview at Mtnterra	K Hovnanian	AN		DTMJ	100	0	8	13	1	1	82	10	0.82	0.63	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	3	2	8	2	0	19	19	1.17	1.19	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	1	10	1	0	35	18	1.39	1.13	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 26 : 1</b>				<b>24</b>	<b>233</b>	<b>9</b>	<b>3</b>	<b>596</b>	<b>223</b>	<b>Net: 6</b>
City Codes: AN = Antioch, PT = Pittsburg															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10								In Area : 14		
East Contra Costa					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI	Rsv's	DTMJ	81	0	2	47	1	1	48	20	0.56	1.25	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	6	12	0	0	71	18	0.94	1.13	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	6	19	1	0	70	20	0.93	1.25	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	3	3	24	3	0	164	40	1.48	2.50	
Ashbury	KB Home	OY		ATST	69	0	4	14	1	0	40	21	1.14	1.31	
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	3	18	0	0	94	17	1.16	1.06	
Alicante	Meritage	OY		DTMJ	133	0	3	23	0	0	35	30	1.74	1.88	
Vines, The	Meritage	OY		DTST	63	3	3	18	1	0	24	24	1.58	1.50	
Terrene	Pulte	BT		DTMJ	326	4	5	25	7	2	262	52	2.30	3.25	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	4	4	3	2	0	70	25	1.15	1.56	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.30</b>		<b>Traffic to Sales: 13 : 1</b>				<b>39</b>	<b>203</b>	<b>16</b>	<b>3</b>	<b>878</b>	<b>267</b>	<b>Net: 13</b>

City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood

Sonoma, Napa Counties					Projects Participating: 8							In Area : 16			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Village Station	Blue Mountain	SR	Rsv's	ATMJ	110	0	1	9	2	0	81	14	0.48	0.88	
Live Oak at University	KB Home	RP		DTMJ	104	3	3	15	1	0	67	23	0.72	1.44	
Aspect	Lafferty	PET		DTMJ	18	0	2	1	0	0	9	1	0.09	0.06	
Blume	Lafferty	SR		DTMJ	67	0	10	0	0	0	57	7	0.40	0.44	
Juniper at University	Richmond American	RP		DTMJ	150	0	8	14	0	0	123	9	0.79	0.56	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	2	3	0	0	36	16	0.58	1.00	
Pear Tree	Taylor Morrison	NP		ATST	71	0	1	10	2	0	55	24	0.76	1.50	
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	13	0	0	27	15	1.12	0.94	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.63</b>		<b>Traffic to Sales: 13 : 1</b>				<b>29</b>	<b>65</b>	<b>5</b>	<b>0</b>	<b>455</b>	<b>109</b>	<b>Net: 5</b>

City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa

Marin County					Projects Participating: 1							In Area : 1			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Atherton Place	KB Home	NV		ATMJ	50	0	1	21	0	0	26	22	0.83	1.38	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>1</b>	<b>21</b>	<b>0</b>	<b>0</b>	<b>26</b>	<b>22</b>	<b>Net: 0</b>

City Codes: NV = Novato

San Francisco County					Projects Participating: 1							In Area : 20		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lofton at Potola	TRI Pointe	SF		ATMJ	54	0	9	5	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>9</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Net: 0</b>

City Codes: SF = San Francisco

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 8		
San Mateo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Skyline Ridge	DR Horton	SB		DTMJ	40	0	4	7	1	0	30	15	0.65	0.94	
Link 33	KB Home	RC		ATMJ	33	0	5	35	1	0	22	15	0.43	0.94	
Foster Square	Lennar	FC		AAAT	200	0	2	1	1	0	175	13	0.69	0.81	
One90 - Borelle	Pulte	SM		ATMJ	29	0	3	7	0	0	2	2	0.14	0.14	
One90 - Slate	Pulte	SM		DTMJ	57	0	1	7	0	0	2	2	0.14	0.14	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 19 : 1</b>				15	57	3	0	231	47	<b>Net: 3</b>
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM= San Mateo															

Santa Clara County					Projects Participating: 20								In Area : 23		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Asana	DeNova	SJ	Rsv's	DTMJ	250	0	1	15	7	0	204	33	1.58	2.06	
Prism	Dividend S/O	SV		ATMJ	62	0	S/O	1	1	0	62	24	1.26	1.50	
Amalfi	DR Horton	MV		ATMJ	58	0	2	8	0	0	24	21	0.99	1.31	
Montecito Estates	DR Horton	MH		DTMJ	24	0	1	9	1	0	3	3	0.78	0.78	
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	1	13	2	0	59	37	1.63	2.31	
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	3	2	15	3	0	140	39	1.10	2.44	
Naya	KB Home	SC		ATMJ	58	2	4	18	1	0	6	6	1.02	1.02	
Catalina	Landsea	SC		ATMJ	93	3	2	6	2	0	83	30	0.91	1.88	
Estancia	Lennar	MV		ATMJ	75	0	5	2	0	0	70	11	0.46	0.69	
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	4	13	2	0	170	32	1.02	2.00	
UrbanOak Rows	Pulte	SJ		ATMJ	97	0	2	9	0	0	95	22	0.84	1.38	
UrbanOak Vistas	Pulte S/O	SJ		ATMJ	66	0	S/O	9	2	0	66	33	1.46	2.06	
Montalvo Oaks	SummerHill	MS		ATMJ	15	0	2	23	1	0	3	3	1.00	1.00	
Montecito Place	SummerHill	MV		ATMJ	83	0	11	13	3	0	72	29	1.16	1.81	
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	23	48	0	0	91	14	0.76	0.88	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	26	38	0	0	109	26	0.91	1.63	
Nuevo E-States	SummerHill	SC		DTMJ	41	0	5	16	0	0	36	12	0.43	0.75	
Portico	SummerHill	MV		ATMJ	16	0	5	5	0	0	11	11	0.73	0.69	
Elevation- Towns	Taylor Morrison	SV		ATMJ	96	0	4	14	1	0	69	22	0.94	1.38	
Harmony	Trumark	SV		DTMJ	58	0	1	10	0	0	38	24	1.02	1.50	
<b>TOTALS: No. Reporting: 20</b>		<b>Avg. Sales: 1.30</b>			<b>Traffic to Sales: 11 : 1</b>				101	285	26	0	1411	432	<b>Net: 26</b>
City Codes: SJ = San Jose, SV = Sunnyvale, MV = Mountain View , MH= Morgan Hill, SC = Santa Clara, MS = Monte Sereno															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 6								In Area : 7		
Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bennett Ranch	K Hovnanian	HO		DTMU	84	0	1	1	0	0	83	3	0.85	0.19	
Monte Bella II	KB Home	SL		DTST	85	0	1	7	0	0	84	25	1.51	1.56	
Roberts Ranch	KB Home	HO		DTMU	192	6	1	35	6	0	40	40	3.94	3.94	
Carousel at Westfield	Kiper	HO	Rsv's	DTST	92	1	2	26	0	1	75	17	1.25	1.06	
Mayfair at Westfield	Kiper TSO	HO	Rsv's	DTMU	50	0	TSO	26	1	0	39	17	0.93	1.06	
Solorio	Meritage	HO		DTMU	65	0	3	4	0	0	62	9	0.94	0.56	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 14 : 1</b>				<b>8</b>	<b>99</b>	<b>7</b>	<b>1</b>	<b>383</b>	<b>111</b>	<b>Net: 6</b>
City Codes: HO = Hollister, SL = Salinas															

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 17								In Area : 20		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ava at Villages	DR Horton	FF		DTST	87	0	3	10	0	0	73	29	2.34	1.81	
Savannah at Homestead	DR Horton TSO	DX		DTST	85	0	TSO	21	0	0	48	33	1.71	2.06	
Copperleaf at Homestead	KB Home	DX		DTST	71	2	1	17	1	0	34	22	1.41	1.38	
Creston at One Lake	Lennar	FF		DTMU	70	2	2	23	2	0	43	21	1.48	1.31	
Cambridge at Brighton Landing	Meritage	VC		DTMU	67	0	4	6	0	0	63	7	0.95	0.44	
Homestead	Meritage	DX		DTMU	99	0	1	19	1	0	15	15	2.10	2.10	
Cerrito at Vanden Estates	Richmond American	VC		DTMU	50	0	2	3	0	0	48	17	0.90	1.06	
Midway Grove at Homestead	Richmond American	DX		DTMU	88	5	4	5	3	0	56	23	1.47	1.44	
Orchards at Valley Glen II	Richmond American	DX		DTMU	132	0	2	7	0	0	130	15	1.03	0.94	
Saratoga at Vanden Estates	Richmond American	VC		DTMU	97	0	2	3	1	1	95	17	0.89	1.06	
Sutton at Parklane	Richmond American	DX		DTMU	121	0	4	5	1	0	9	9	1.85	1.85	
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	7	7	2	0	29	19	1.37	1.19	
Bristol at Brighton Landing	The New Home Co	VC		DTMU	64	0	3	29	0	0	61	9	0.51	0.56	
Sheffield at Brighton Landing	The New Home Co	VC		DTMU	120	0	2	25	0	0	78	23	0.77	1.44	
Marigold at The Villages	TRI Pointe	FF	Rsv's	DTMU	119	2	3	18	2	0	34	24	1.36	1.50	
Shimmer at One Lake	TRI Pointe TSO	FF		DTMU	48	0	TSO	27	0	0	26	14	1.06	0.88	
Splash at One Lake	TRI Pointe	FF		DTMU	72	0	1	27	1	0	18	18	1.97	1.97	
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.76</b>			<b>Traffic to Sales: 18 : 1</b>				<b>41</b>	<b>252</b>	<b>14</b>	<b>1</b>	<b>860</b>	<b>315</b>	<b>Net: 13</b>
City Codes: FF = Fairfield, DX = Dixon, VC = Vacaville															

Bay Area			Projects Participating: 111						In Area : 165				
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
<b>GRAND TOTALS: No. Reporting: 111</b>	<b>Avg. Sales: 0.96</b>	<b>Traffic to Sales: 16 : 1</b>	<b>366</b>	<b>1888</b>	<b>116</b>	<b>9</b>	<b>6606</b>	<b>2079</b>	<b>Net: 107</b>				
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached													
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out													

# The Ryness Company

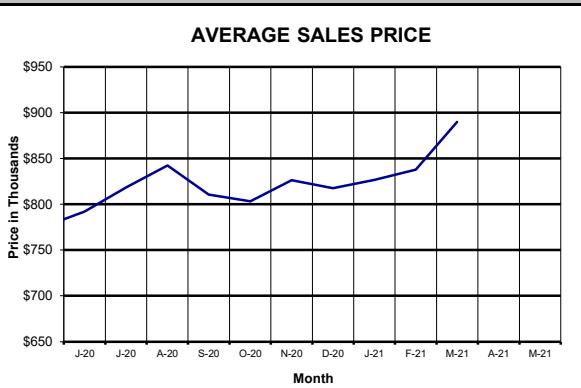
Marketing Research Department

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

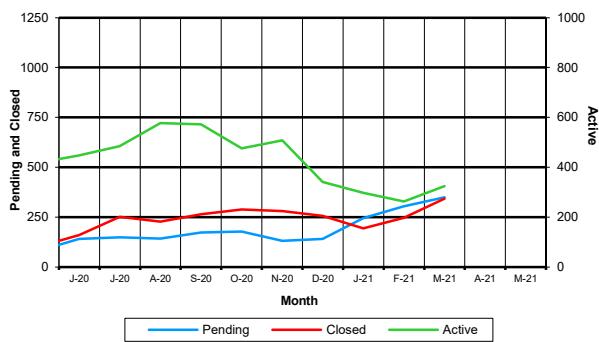
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

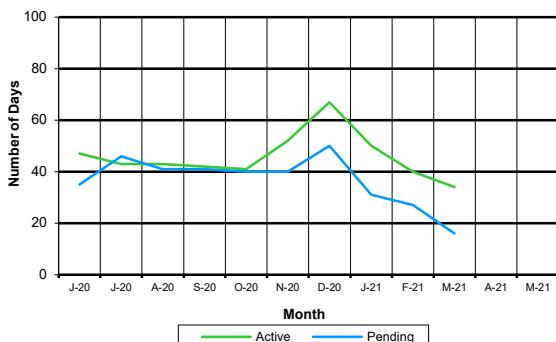
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-20	577	43	142	\$842,417
Sep-20	572	42	172	\$810,503
Oct-20	476	41	178	\$803,096
Nov-20	508	52	131	\$826,397
Dec-20	341	67	140	\$817,347
Jan-21	298	50	245	\$826,758
Feb-21	263	40	305	\$837,703
Mar-21	324	34	350	\$889,733



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

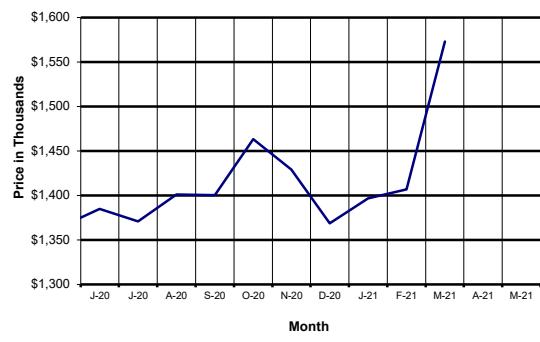


## San Jose Metro SFD Monthly MLS Survey

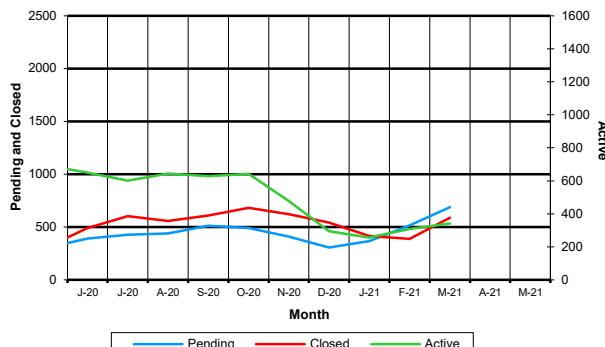
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-20	644	43	439	\$1,400,977
Sep-20	628	41	511	\$1,400,491
Oct-20	641	41	492	\$1,463,270
Nov-20	476	48	409	\$1,429,055
Dec-20	294	64	307	\$1,368,594
Jan-21	255	42	368	\$1,396,636
Feb-21	309	35	516	\$1,406,651
Mar-21	342	28	687	\$1,572,946

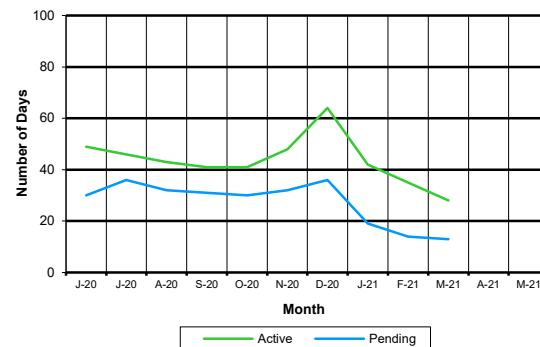
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

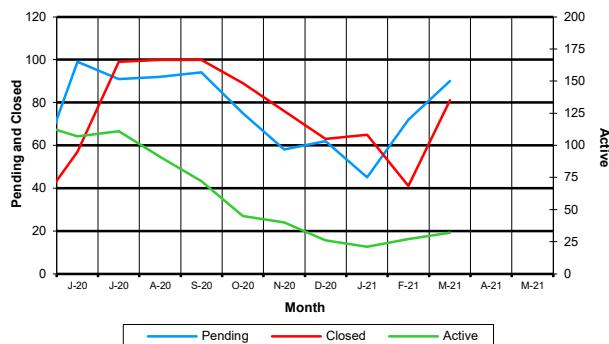
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

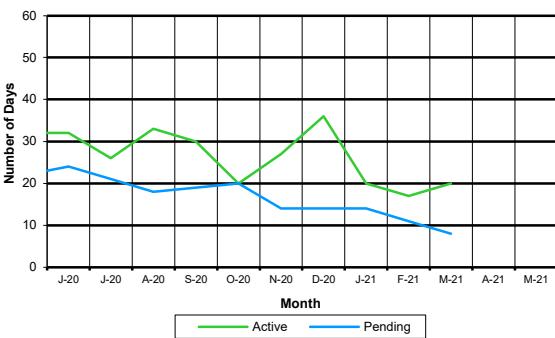
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	91	33	92	18	100	\$700,734
Sep-20	72	30	94	19	100	\$679,710
Oct-20	45	20	75	20	89	\$706,312
Nov-20	40	27	58	14	76	\$732,178
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

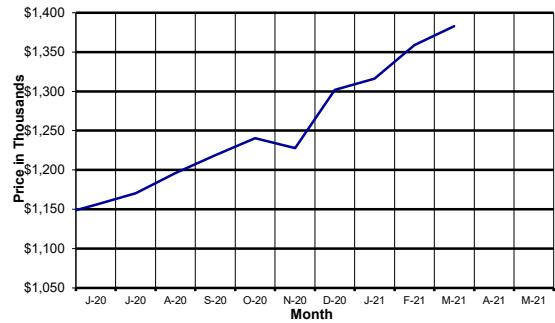


## Amador Valley SFD Monthly MLS Survey

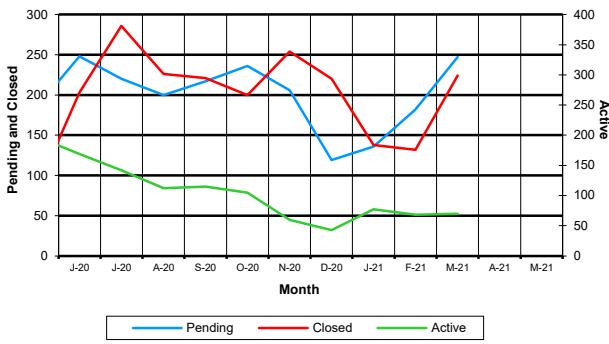
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	112	41	200	17	226	\$1,196,117
Sep-20	115	30	217	13	221	\$1,218,814
Oct-20	105	32	236	10	200	\$1,240,574
Nov-20	60	48	206	12	254	\$1,227,878
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918

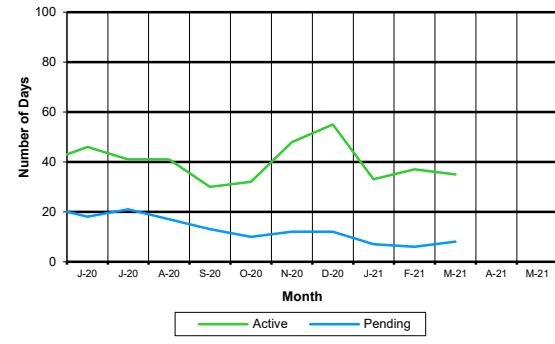
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



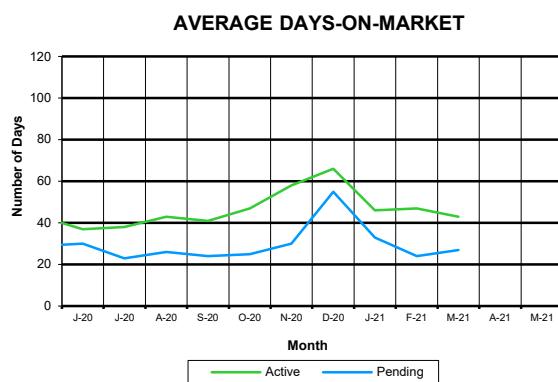
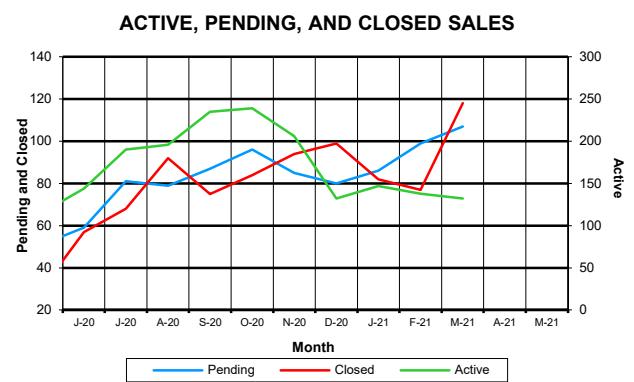


# The Ryness Company

Marketing Research Department

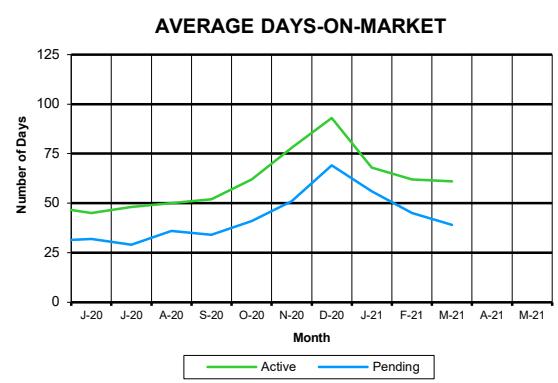
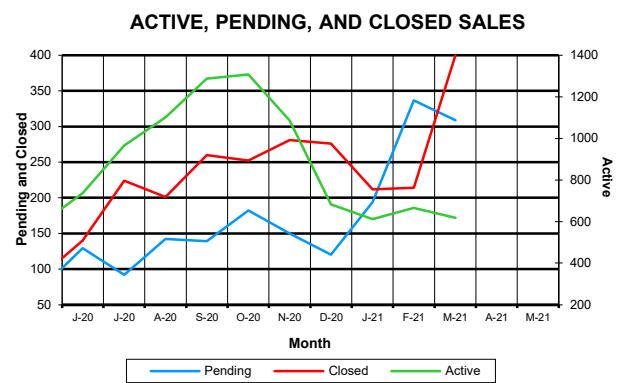
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	196	43	79	26	92	\$699,919
Sep-20	235	41	87	24	75	\$721,312
Oct-20	239	47	96	25	84	\$687,018
Nov-20	206	58	85	30	94	\$700,186
Dec-20	132	66	80	55	99	\$629,000
Jan-21	147	46	86	33	82	\$627,074
Feb-21	138	47	99	24	77	\$645,576
Mar-21	132	43	107	27	118	\$682,435



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	1,101	50	142	36	201	\$1,382,844
Sep-20	1,288	52	139	34	260	\$1,317,878
Oct-20	1,308	62	182	41	252	\$1,281,601
Nov-20	1,086	78	150	51	281	\$1,315,277
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677





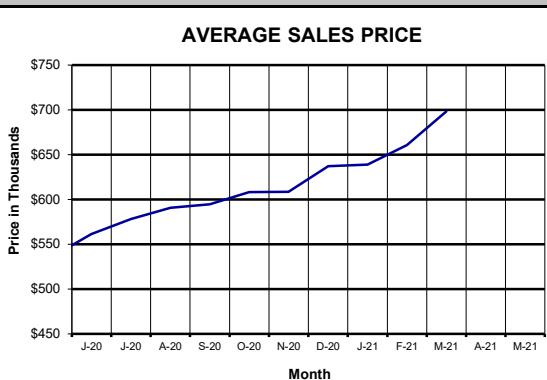
# The Ryness Company

Marketing Research Department

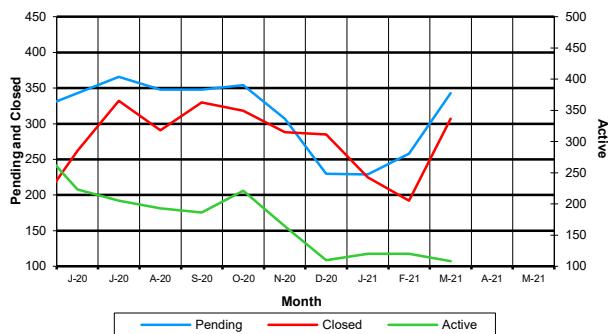
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

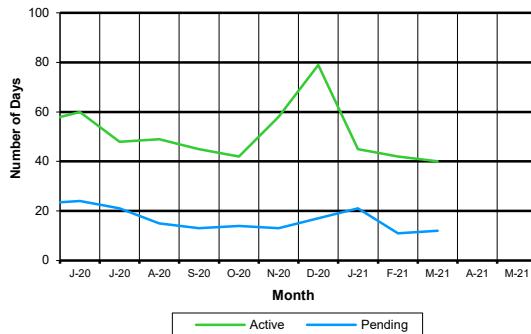
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-20	193	49	348	\$590,593
Sep-20	186	45	348	\$594,715
Oct-20	221	42	354	\$608,156
Nov-20	164	58	307	\$608,552
Dec-20	110	79	230	\$637,312
Jan-21	120	45	229	\$639,053
Feb-21	120	42	258	\$660,758
Mar-21	108	40	343	\$698,352



### ACTIVE, PENDING, AND CLOSED SALES



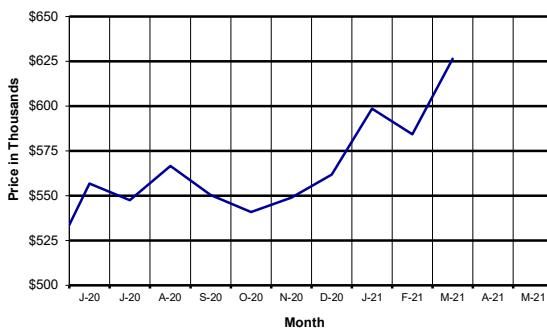
### AVERAGE DAYS-ON-MARKET



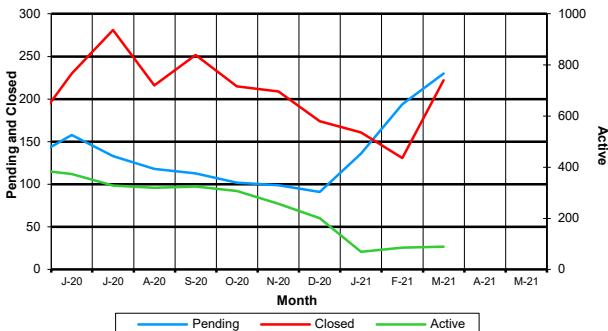
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-20	320	47	118	\$566,562
Sep-20	325	44	113	\$550,392
Oct-20	307	43	102	\$540,991
Nov-20	257	43	99	\$548,873
Dec-20	201	44	91	\$561,831
Jan-21	69	27	136	\$598,708
Feb-21	85	16	194	\$584,418
Mar-21	89	17	230	\$626,553

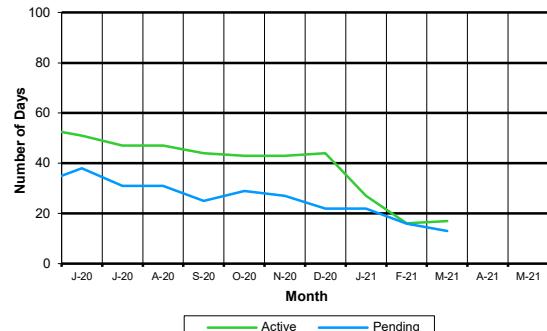
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



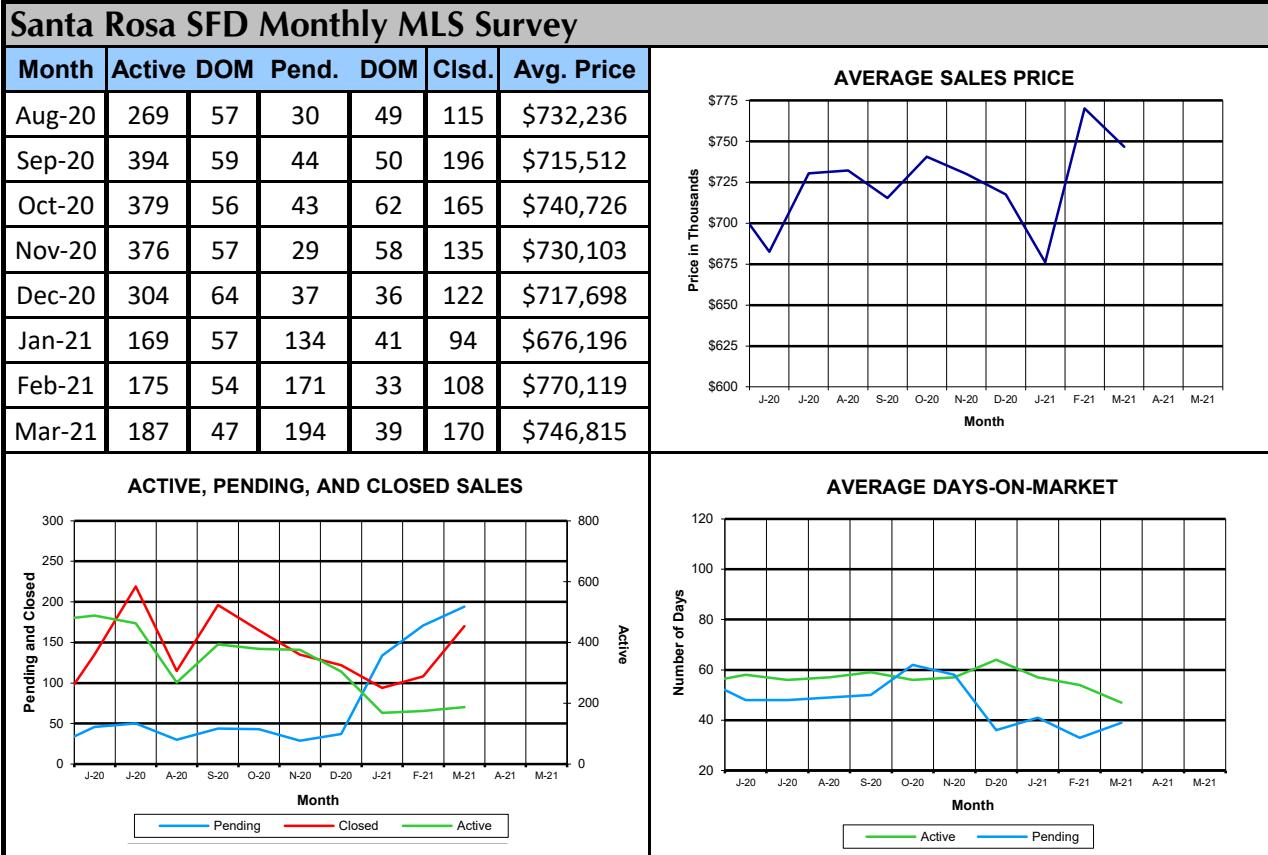
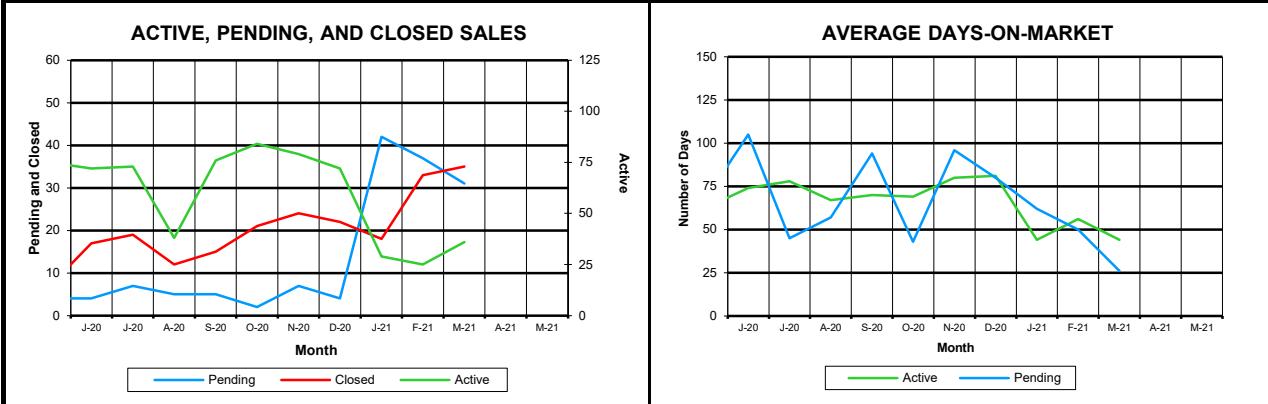


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Aug-20	38	67	5	\$409,792
Sep-20	76	70	5	\$392,200
Oct-20	84	69	2	\$370,643
Nov-20	79	80	7	\$393,667
Dec-20	72	81	4	\$392,432
Jan-21	29	44	42	\$411,338
Feb-21	25	56	37	\$400,166
Mar-21	36	44	31	\$367,216



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

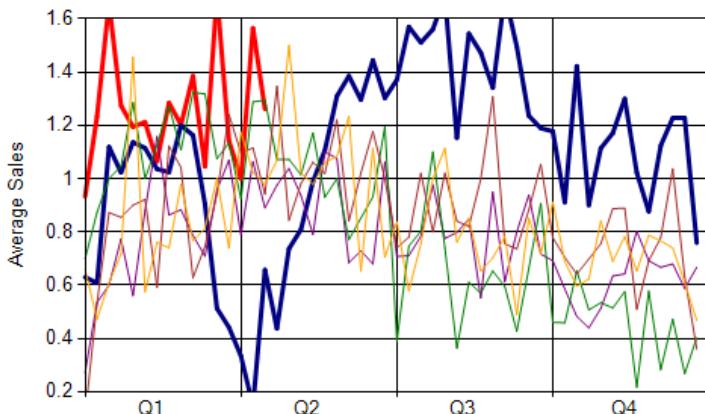
## Central Valley

Week 16

Ending: Sunday, April 25, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		21	488	15	0	15	0.71	1.13	-37%	1.18	-40%	
San Joaquin County		36	693	52	1	51	1.42	1.21	17%	1.18	20%	
Stanislaus County		4	41	7	0	7	1.75	1.25	40%	1.34	31%	
Merced County		21	287	41	4	37	1.76	1.68	5%	1.72	2%	
Madera County		8	42	8	1	7	0.88	1.08	-19%	1.08	-19%	
Fresno County		25	148	30	2	28	1.12	1.11	1%	1.16	-4%	
<b>Current Week Totals</b>	Traffic : Sales	11 : 1	<b>115</b>	<b>1699</b>	<b>153</b>	<b>8</b>	<b>145</b>	<b>1.26</b>	<b>1.26</b>	<b>0%</b>	<b>1.28</b>	<b>-2%</b>
Per Project Average				15	1.33	0.07	1.26					
<b>Year Ago - 04/26/2020</b>	Traffic : Sales	12 : 1	<b>71</b>	<b>653</b>	<b>54</b>	<b>23</b>	<b>31</b>	<b>0.44</b>	<b>0.82</b>	<b>-47%</b>	<b>0.85</b>	<b>-49%</b>
<b>% Change</b>			62%	160%	183%	-65%	368%	189%	54%		51%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 16

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	48	29	0.94	0.12	0.82	0.81
■	2017	50	32	0.97	0.11	0.86	0.87
■	2018	65	27	1.25	0.14	1.11	0.80
■	2019	75	20	0.94	0.14	0.80	0.77
■	2020	80	23	1.01	0.17	0.84	1.11
■	2021	105	19	1.37	0.11	1.26	1.26
% Change:		30%	-21%	36%	-35%	51%	13%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			
<b>RATE</b>			
<b>2.82%</b>			<b>3.03%</b>
<b>FHA</b>			<b>2.25%</b>
<b>APR</b>			<b>2.91%</b>
<b>10 Yr Yield</b>			<b>1.57%</b>
			The big problem for home buyers right now is that there are not many properties to go around. As with the surge in demand, the rise in home prices isn't artificial. "The heady home price appreciation during the pandemic certainly has some frothiness to it, but there is substance not far beneath that froth," said Daren Blomquist, vice president of market economics at Auction.com, a real-estate platform that specializes in foreclosed and bank-owned properties. Many home builders were burned by the last housing bust. Prior to it, some companies had engaged in speculative building practices, so when the market bottomed out they found themselves saddled with newly-constructed homes and few interested buyers. As a result, home-building activity slowed considerably. Home builders have only ramped their operations back up in the last couple of years, experts say. In the meantime, many Americans were busy getting married and having kids - creating a huge gap between supply and demand. A recent report from Freddie Mac estimated that the U.S. is 4 million homes short of being able to meet the demand of home buyers. That figure has grown by 50% since 2018. Source: Jacob Passy MarketWatch

# The Ryness Report

Week Ending  
Sunday, April 25, 2021

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21							In Area : 21				
Tracy/Mountain House				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Magnolia Park	Bright	TR		DTMJ	42	0	2	15	0	0	34	11	1.00	0.69		
Expression at College Park	Century	MH		DTMJ	72	0	1	3	0	0	71	7	0.82	0.44		
Heritage at College Park	Century	MH		DTMJ	96	0	4	50	0	0	79	16	0.91	1.00		
Legacy at College Park	Century	MH		DTMJ	133	0	11	82	3	0	36	26	1.49	1.63		
Portfolio at College Park	Century	MH		DTST	112	0	1	39	0	0	36	24	1.49	1.50		
Provenance at College Park	Century	MH		DTMJ	68	0	2	17	1	0	64	15	0.97	0.94		
Reflection at College Park	Century	MH		DTMJ	87	0	2	17	0	0	74	15	1.12	0.94		
Amber at Tracy Hills	Lennar	TH		DTMJ	160	2	1	12	2	0	108	18	1.03	1.13		
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	1	1	12	1	0	91	15	0.86	0.94		
Opal at Tracy Hills	Lennar	TH		DTMJ	103	2	1	12	1	0	98	20	0.93	1.25		
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	1	12	0	0	86	18	0.80	1.13		
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	1	26	0	0	69	18	0.85	1.13		
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	1	22	1	0	140	23	1.25	1.44		
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	5	4	14	1	0	33	7	0.33	0.44		
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	13	0	0	12	12	1.75	1.75		
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	7	58	0	0	124	35	1.90	2.19		
Elan at Tracy Hills	Shea TSO	TH		DTMJ	70	0	TSO	14	0	0	30	30	1.84	1.88		
Langston at Mountain House	Shea	MH		ATMJ	131	0	6	35	0	0	118	16	1.81	1.00		
Sungold	Taylor Morrison TSO	TR		DTMJ	62	0	TSO	0	0	0	60	14	1.30	0.88		
Berkshire at Ellis	Woodside	TR		DTMJ	95	3	4	22	3	0	56	20	1.27	1.25		
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	6	13	2	0	53	17	1.20	1.06		
<b>TOTALS: No. Reporting: 21</b>								<b>Traffic to Sales: 33 : 1</b>		<b>58</b>	<b>488</b>	<b>15</b>	<b>0</b>	<b>1472</b>	<b>377</b>	<b>Net: 15</b>

City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills

Stockton/Lodi				Projects Participating: 11							In Area : 11					
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
The Cove at Westlake	Caresco TSO	SK		DTMJ	46	0	TSO	35	0	0	33	14	0.91	0.88		
Palomino at Westlake	DR Horton	SK		DTMJ	116	4	5	46	5	0	14	14	2.04	2.04		
Aspire at River Terrace	K Hovnanian	SK		DTST	83	0	1	3	1	0	82	1	1.49	0.06		
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	4	2	23	3	0	5	5	2.33	2.33		
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	4	5	0	0	72	30	1.11	1.88		
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	127	0	2	4	0	0	125	12	1.92	0.75		
Montevello II	KB Home	SK		DTST	154	0	3	39	2	0	31	18	1.26	1.13		
Verona at Destinations	KB Home	SK	New	ATMJ	106	3	1	14	2	0	2	2	2.33	2.33		
Keys at Westlake	Lennar	SK		DTMJ	101	0	2	30	1	0	37	18	0.88	1.13		
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	2	4	0	0	39	12	1.14	0.75		
Villa Point at Destinations	Richmond American	SK		DTMJ	122	0	3	1	0	0	119	6	0.74	0.38		
<b>TOTALS: No. Reporting: 11</b>								<b>Traffic to Sales: 15 : 1</b>		<b>25</b>	<b>204</b>	<b>14</b>	<b>0</b>	<b>559</b>	<b>132</b>	<b>Net: 14</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 25		
San Joaquin County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Haven at River Island	Anthem United	LP		DTMJ	128	2	1	11	2	0	112	18	1.08	1.13	
Turnleaf at the Collective	Anthem United	MN		AASF	84	2	2	12	0	0	35	18	0.40	1.13	
Rosewood at Terra Ranch	Century	MN		DTMJ	50	0	1	4	1	0	40	20	1.53	1.25	
Arlington	DR Horton	MN		DTMJ	148	4	2	5	5	0	146	17	1.36	1.06	
Bella Vita	DR Horton	LP		DTMJ	76	3	3	13	3	0	70	29	1.71	1.81	
Haven Villas at Sundance	KB Home	MN		DTMJ	152	0	4	23	0	0	142	17	1.49	1.06	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	3	7	1	0	21	21	1.60	1.60	
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	1	41	0	0	14	14	2.00	2.00	
Newport at River Islands	Kiper	LP		DTMJ	131	3	3	45	7	0	117	27	1.34	1.69	
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	6	29	2	0	96	5	0.37	0.31	
Horizon at River Islands	Lennar	LP		DTMJ	143	2	2	34	1	0	18	18	1.97	1.97	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	2	23	0	0	11	11	1.20	1.20	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	1	65	1	0	13	13	1.42	1.42	
Sundance	Meritage	MN		DTST	64	0	1	9	0	0	44	24	1.56	1.50	
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	3	0	0	0	71	21	1.14	1.31	
Harvest at Sundance	Pulte	MN		DTMJ	65	3	2	4	3	0	24	24	1.58	1.50	
Sunset at River Islands	Pulte	LP		DTMJ	122	4	3	21	4	1	18	18	1.27	1.27	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	1	9	0	0	17	17	1.68	1.68	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	2	3	4	1	0	71	22	1.33	1.38	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	3	10	0	0	24	23	1.47	1.44	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	4	12	1	0	50	20	0.60	1.25	
Breakwater at River Island	TRI Pointe	LP	Rsv's	DTMJ	106	0	1	18	2	0	73	23	1.62	1.44	
Origin at the Collective	Trumark	MN		DTMJ	59	5	4	15	1	0	39	20	0.48	1.25	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	4	2	38	3	0	78	26	1.94	1.63	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	2	37	0	0	28	28	2.76	2.76	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 1.48</b>			<b>Traffic to Sales: 13 : 1</b>				<b>60</b>	<b>489</b>	<b>38</b>	<b>1</b>	<b>1372</b>	<b>494</b>	<b>Net: 37</b>
City Codes: LP = Lathrop, MN = Manteca															

Modesto				Projects Participating: 1								In Area : 1			
				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Villa D'Este	DR Horton	MO		DTST	32	4	1	6	4	0	23	23	3.93	3.93	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 4.00</b>			<b>Traffic to Sales: 2 : 1</b>				<b>1</b>	<b>6</b>	<b>4</b>	<b>0</b>	<b>23</b>	<b>23</b>	<b>Net: 4</b>
City Codes: MO = Modesto															

Stanislaus County				Projects Participating: 3								In Area : 3			
				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	0	5	12	0	0	64	1	1.10	0.06	
Fieldstone	KB Home	HG		DTST	69	2	1	15	2	0	23	23	1.61	1.61	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	0	5	8	1	0	81	18	1.55	1.13	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 12 : 1</b>				<b>11</b>	<b>35</b>	<b>3</b>	<b>0</b>	<b>168</b>	<b>42</b>	<b>Net: 3</b>
City Codes: PR = Patterson, HG = Hughson															

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
Merced County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	1	24	3	0	83	19	0.81	1.19	
Solera II	Century	MD		DTMJ	113	0	2	6	2	0	48	37	1.92	2.31	
Bell Crossing	DR Horton	AT		DTST	151	7	5	21	6	0	126	56	1.84	3.50	
Brookshire	DR Horton TSO	LB		DTST	50	0	TSO	20	0	0	41	10	0.80	0.63	
Mission Village South	DR Horton TSO	LB		DTMJ	91	0	TSO	0	0	0	87	8	0.88	0.50	
Monterra	DR Horton	MD		DTST	165	5	1	22	4	0	122	46	1.78	2.88	
Pacheco Pointe	DR Horton	LB		DTST	59	3	3	9	5	0	35	35	2.88	2.88	
Panorama	DR Horton TSO	MD		DTST	192	4	TSO	34	4	0	117	34	1.18	2.13	
Shaunessy	DR Horton	LB		DTST	70	1	1	9	4	0	69	43	1.38	2.69	
Stoneridge South	DR Horton	MD		DTST	64	5	6	3	1	1	26	26	2.56	2.56	
Villas, The	DR Horton	LB		DTST	78	5	12	22	3	0	26	26	2.14	2.14	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	3	4	14	3	1	131	31	1.06	1.94	
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	8	0	0	139	19	0.98	1.19	
Sunflower	Legacy TSO	MD		DTST	143	1	TSO	19	1	0	111	20	0.93	1.25	
Mbraga - Chateau II	Lennar	MD		DTMJ	52	0	1	1	0	0	51	18	1.18	1.13	
Mbraga - Skye II	Lennar	MD		DTMJ	66	0	1	1	0	0	65	20	1.47	1.25	
Mbraga - Summer II	Lennar	MD		DTMJ	115	2	2	4	2	0	57	34	1.32	2.13	
Bellevue Ranch	Stonefield Home	MD		DTST	123	0	5	25	0	0	115	20	1.07	1.25	
Cypress Terrace	Stonefield Home	MD		DTST	82	0	2	15	1	1	80	13	0.93	0.81	
Shaunessey Village	Stonefield Home S/O	LB		DTST	81	0	S/O	21	1	1	81	25	1.09	1.56	
Villas II, The	Stonefield Home	LB		DTST	191	3	3	9	1	0	28	28	2.13	2.13	
<b>TOTALS: No. Reporting: 21</b>	<b>Avg. Sales: 1.76</b>				<b>Traffic to Sales: 7:1</b>				<b>49</b>	<b>287</b>	<b>41</b>	<b>4</b>	<b>1638</b>	<b>568</b>	<b>Net: 37</b>

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

Madera County					Projects Participating: 8							In Area : 8			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Tesoro Viejo- Bluffs	DR Horton	MDA		DTMJ	39	0	1	0	0	0	38	7	0.55	0.44	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	3	15	1	1	113	20	1.07	1.25	
Fielding Cottages	KB Home	MDA		DTST	95	3	3	12	3	0	55	41	2.50	2.56	
Fielding Villas	KB Home	MDA		DTST	87	2	1	11	2	0	21	17	0.95	1.06	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	3	0	0	0	17	17	1.29	1.29	
Riverstone Coronet	Lennar	MDA		DTST	103	0	1	2	1	0	57	19	1.27	1.19	
Riverstone Pinnacle	Lennar	MDA		DTMJ	57	0	2	0	0	0	55	4	0.51	0.25	
Riverstone Skye II	Lennar	MDA		DTST	67	0	3	2	1	0	54	18	1.38	1.13	
<b>TOTALS: No. Reporting: 8</b>	<b>Avg. Sales: 0.88</b>				<b>Traffic to Sales: 5:1</b>				<b>17</b>	<b>42</b>	<b>8</b>	<b>1</b>	<b>410</b>	<b>143</b>	<b>Net: 7</b>

City Codes: MDA = Madera

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 28		
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls YTD	
Arroyo at Loma Vista	Century	CV		DTMU	132	0	1	15	0	0	117	104	1.60	6.50	
Locan Point	Century	FR		DTST	248	0	1	20	1	0	195	35	1.62	2.19	
Market Place	Century	FR		DTMU	215	0	7	6	3	0	153	32	1.78	2.00	
River Pointe	DR Horton	REE		DTMU	84	4	2	7	5	0	11	11	3.85	3.85	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	2	8	1	0	112	18	1.03	1.13	
Inspirado	K Hovnanian	FR		DTST	109	0	2	3	0	0	107	10	1.56	0.63	
Laurel Grove	KB Home	FR		DTST	178	0	1	8	1	0	171	38	1.47	2.38	
Seville	KB Home	FR		DTST	129	0	1	23	1	0	82	31	1.44	1.94	
Anatole- Clementine	Lennar	FR		DTMU	111	0	2	3	1	0	16	16	3.29	3.29	
Anatole- Coronet	Lennar	FR		DTMU	56	2	2	3	1	0	15	15	3.09	3.09	
Arboralla - Clementine	Lennar	CV		DTST	137	2	1	3	3	0	4	4	2.15	2.15	
Bella Vista Skye	Lennar	FT		DTST	54	0	3	0	0	0	6	6	0.46	0.46	
Brambles- Starling	Lennar	FR		ATST	150	0	1	8	0	0	14	14	2.88	2.88	
Brambles- Wilde	Lennar	FR		DTST	89	0	1	8	0	0	4	4	0.82	0.82	
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	2	2	0	0	92	4	0.74	0.25	
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	5	2	3	2	17	17	0.92	1.06	
Fancher Creek California	Lennar	FR		ATST	68	0	3	2	1	0	65	8	0.96	0.50	
Fancher Creek- Chateau	Lennar	FR		ATST	61	0	1	1	0	0	60	3	0.88	0.19	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	1	0	0	117	5	1.14	0.31	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	4	3	1	4	0	21	19	1.14	1.19	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	4	0	0	17	8	0.51	0.50	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	5	4	1	0	31	13	0.94	0.81	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	2	2	4	1	0	20	8	0.60	0.50	
Heritage Grove- Pinnacle	Lennar	CV		DTMU	47	0	6	4	0	0	10	8	0.30	0.50	
Veneto Park - Starling Townhomes	Lennar	CV	New	ATMU	160	4	1	8	3	0	3	3	2.63	2.63	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 1.12</b>			<b>Traffic to Sales: 5 : 1</b>				<b>64</b>	<b>148</b>	<b>30</b>	<b>2</b>	<b>1460</b>	<b>434</b>	<b>Net: 28</b>

City Codes: CV = Clovis, FR = Fresno, REE = Reedley, FO = Fowler, FT = Friant

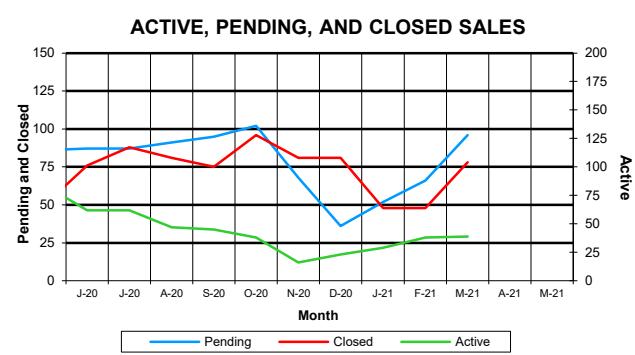
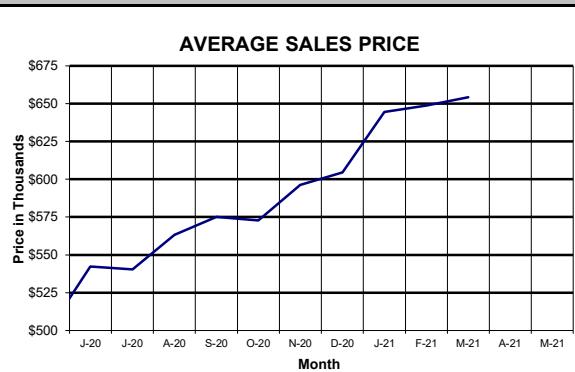
Central Valley				Projects Participating: 115					In Area : 118				
				Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
<b>GRAND TOTALS: No. Reporting: 115</b>			<b>Avg. Sales: 1.26</b>	<b>Traffic to Sales: 11 : 1</b>			<b>285</b>	<b>1699</b>	<b>153</b>	<b>8</b>	<b>7102</b>	<b>2213</b>	<b>Net: 145</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached													
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out													

# The Ryness Company

Marketing Research Department

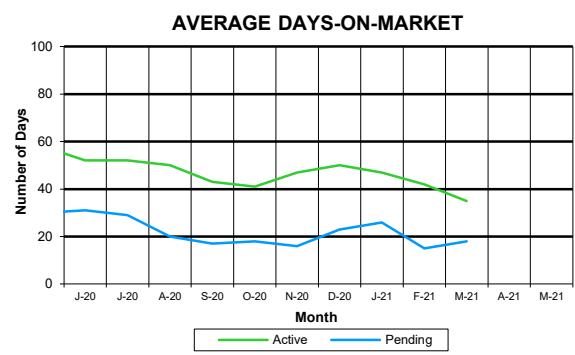
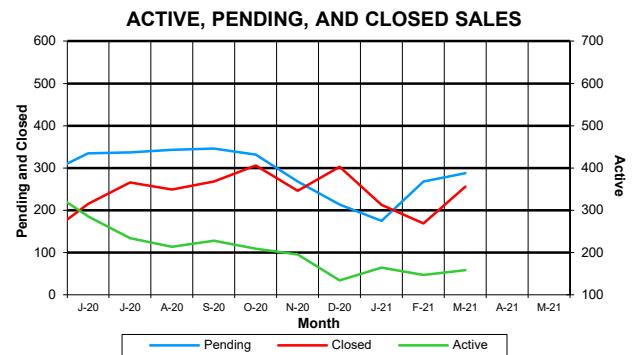
## Tracy SFD Monthly MLS Survey

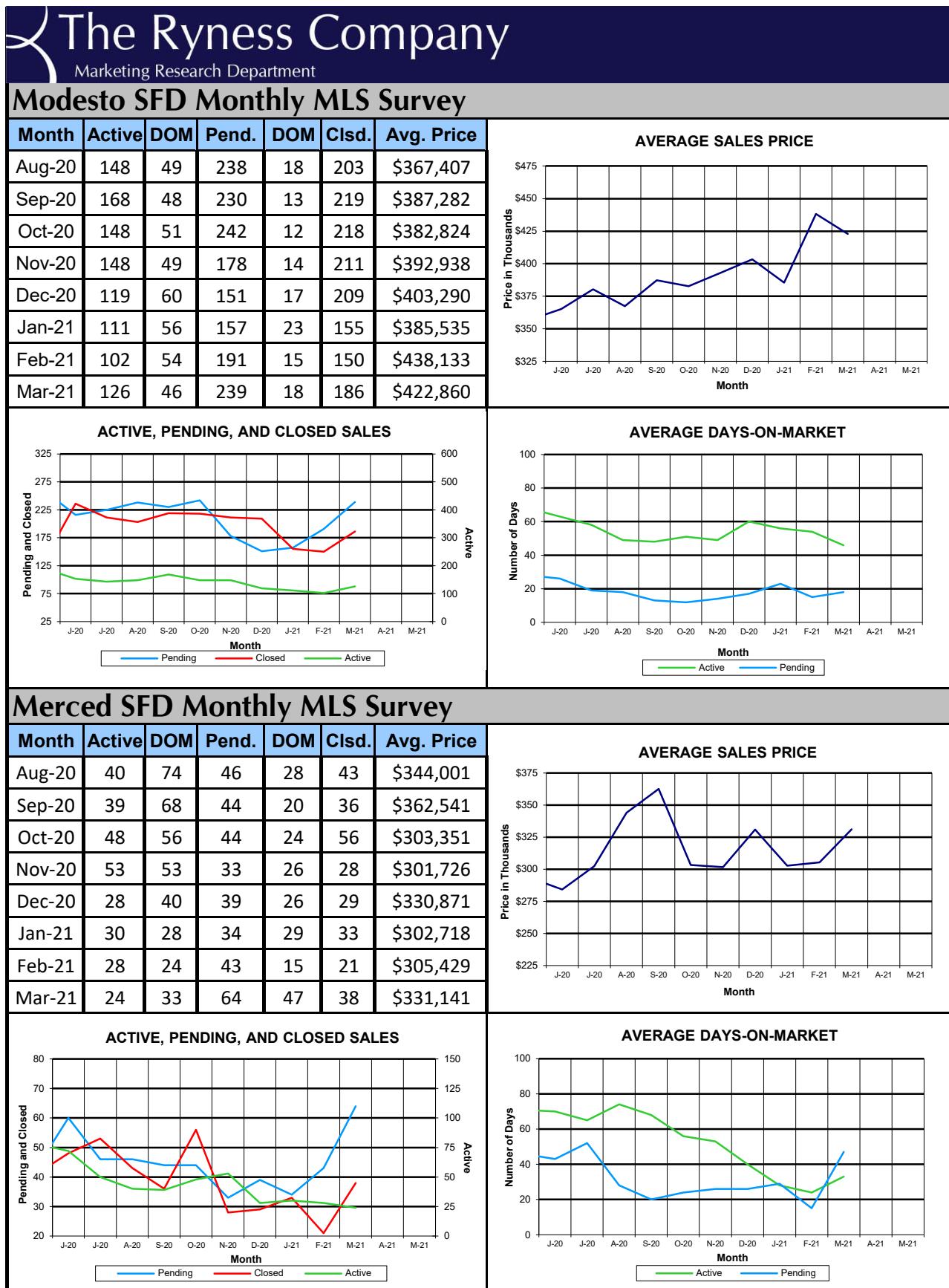
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	47	43	91	18	81	563,141
Sep-20	45	37	95	15	75	575,059
Oct-20	38	32	102	15	96	572,838
Nov-20	16	62	68	11	81	596,343
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	214	50	343	20	249	\$378,786
Sep-20	228	43	346	17	268	\$384,282
Oct-20	209	41	332	18	306	\$387,379
Nov-20	196	47	268	16	246	\$387,582
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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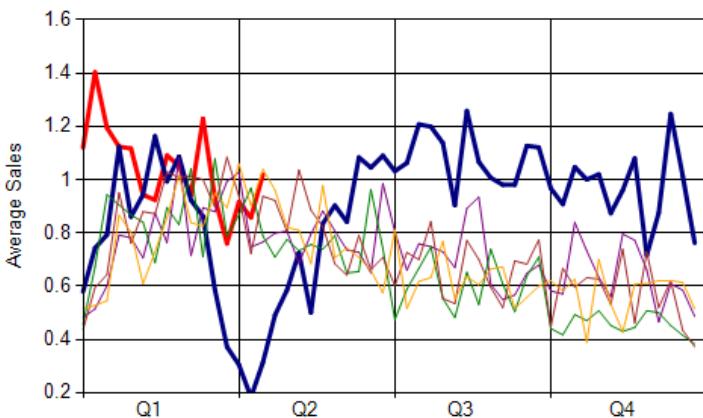
NATIONAL BUILDER DIVISION

**Ending: Sunday, April 25, 2021**

## Sacramento Week 16

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento		22	375	19	2	17	0.77	0.76	2%	0.67	15%	
Central & North Sacramento		42	949	47	7	40	0.95	1.00	-5%	1.01	-5%	
Folsom		15	478	22	0	22	1.47	1.25	18%	1.19	23%	
El Dorado		9	144	11	1	10	1.11	0.96	16%	0.95	17%	
Placer & Nevada		53	839	62	4	58	1.09	1.18	-7%	1.15	-4%	
Yolo		10	58	8	1	7	0.70	1.10	-36%	1.05	-33%	
Northern Counties		8	112	9	1	8	1.00	0.83	21%	0.82	22%	
<b>Current Week Totals</b>	Traffic : Sales	17:1	<b>159</b>	<b>2955</b>	<b>178</b>	<b>16</b>	<b>162</b>	<b>1.02</b>	<b>1.04</b>	<b>-2%</b>	<b>1.00</b>	<b>1%</b>
Per Project Average				19	1.12	0.10	1.02					
<b>Year Ago - 04/26/2020</b>	Traffic : Sales	10:1	<b>155</b>	<b>1142</b>	<b>111</b>	<b>35</b>	<b>76</b>	<b>0.49</b>	<b>0.72</b>	<b>-32%</b>	<b>0.74</b>	<b>-33%</b>
% Change			3%	159%	60%	-54%	113%	108%	45%		37%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 16

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	134	27	0.93	0.13	0.80	0.69
■	2017	142	28	1.01	0.15	0.86	0.73
■	2018	126	26	0.96	0.13	0.83	0.66
■	2019	140	23	0.90	0.11	0.79	0.73
■	2020	143	18	0.89	0.15	0.73	0.89
■	2021	155	20	1.13	0.10	1.04	1.04
% Change:		8%	12%	28%	-38%	42%	16%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>2.82%</b>	<b>APR</b> <b>3.03%</b>	The big problem for home buyers right now is that there are not many properties to go around. As with the surge in demand, the rise in home prices isn't artificial. "The heady home price appreciation during the pandemic certainly has some frothiness to it, but there is substance not far beneath that froth," said Daren Blomquist, vice president of market economics at Auction.com, a real-estate platform that specializes in foreclosed and bank-owned properties. Many home builders were burned by the last housing bust. Prior to it, some companies had engaged in speculative building practices, so when the market bottomed out they found themselves saddled with newly-constructed homes and few interested buyers. As a result, home-building activity slowed considerably. Home builders have only ramped their operations back up in the last couple of years, experts say. In the meantime, many Americans were busy getting married and having kids - creating a huge gap between supply and demand. A recent report from Freddie Mac estimated that the U.S. is 4 million homes short of being able to meet the demand of home buyers. That figure has grown by 50% since 2018. Source: Jacob Passy MarketWatch
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.57%</b>		

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Veranda at River Oaks	Elliott	GT		DTST	60	0	2	5	0	0	26	20	0.83	1.25	
Bridgewater	KB Home	SO		DTMJ	85	0	2	7	0	0	83	16	1.43	1.00	
Pieridae	KB Home	GT		DTST	69	3	2	26	2	0	13	13	2.68	2.68	
Sheldon Terrace	KB Home <span style="color:red">S/O</span>	LN		DTST	175	0	S/O	9	1	0	175	24	1.39	1.50	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	3	12	1	0	26	10	0.92	0.63	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	3	15	0	0	83	10	0.87	0.63	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	4	21	1	0	96	10	0.92	0.63	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	2	18	0	0	162	16	1.19	1.00	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	4	47	2	0	24	8	0.92	0.50	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	7	11	0	0	196	12	0.91	0.75	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	4	15	0	0	91	11	0.87	0.69	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	1	2	2	0	271	14	0.87	0.88	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	7	30	0	0	73	11	0.83	0.69	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	7	22	1	1	69	16	1.38	1.00	
Barcelona at Madeira Meadows	Taylor Morrison <span style="color:red">TSO</span>	LN		DTMJ	108	0	TSO	34	0	0	73	12	0.94	0.75	
Milestone	Taylor Morrison	VN		DTMJ	121	0	3	0	0	0	118	26	1.16	1.63	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	2	3	35	0	1	51	4	0.66	0.25	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	2	1	35	1	0	53	7	0.68	0.44	
Latitudes	Tim Lewis	LN		DTST	159	1	1	7	3	0	158	5	1.02	0.31	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	2	1	0	0	48	2	0.35	0.13	
Traditions at Poppy Lane	Tim Lewis	LN		DTMJ	88	0	1	11	0	0	85	11	0.65	0.69	
Glendon Vineyards	Woodside	VN		DTST	103	0	3	12	5	0	77	20	0.82	1.25	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.77</b>			<b>Traffic to Sales: 20 : 1</b>				<b>62</b>	<b>375</b>	<b>19</b>	<b>2</b>	<b>2051</b>	<b>278</b>	<b>Net: 17</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
Central Sacramento					Units	New Rel.	Rel'd Rnr'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	2	15	2	0	22	12	0.81	0.75	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	4	69	0	0	31	11	0.72	0.69	
Crocker Village- Courts	Black Pine	SO		DTST	83	0	4	69	3	0	20	6	0.47	0.38	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	3	4	69	1	0	30	11	0.70	0.69	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	1	76	0	0	77	14	0.90	0.88	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	3	76	0	0	77	11	0.90	0.69	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	3	29	0	0	76	23	0.76	1.44	
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	2	20	2	0	23	23	2.27	2.27	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	7	7	1	0	22	16	1.04	1.00	
Ventana	Lennar	RO		DTMJ	160	0	4	9	1	0	80	11	0.87	0.69	
Verdant	Lennar	RO		DTST	157	0	2	0	1	0	60	16	1.11	1.00	
Viridian	Lennar	RO		DTST	342	0	5	10	2	0	84	17	0.88	1.06	
Montelena	Premier Homes TSO	RO		DTST	169	2	TSO	53	2	0	149	38	1.88	2.38	
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	1	1	0	0	21	6	0.28	0.38	
Garden Homes at Sutter Park	Tim Lewis	SO		DTST	29	0	4	3	0	0	22	4	0.30	0.25	
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	5	1	1	1	23	7	0.31	0.44	
Alderwood	Watt	RO		DTMJ	54	0	19	28	0	0	32	12	0.69	0.75	
Cottonwood at Cypress	Woodside	RO		DTST	84	0	9	10	0	0	64	16	0.74	1.00	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	4	23	1	0	72	14	0.84	0.88	
Sequoia at Cypress	Woodside	RO		DTMJ	62	0	3	16	0	0	48	12	0.56	0.75	
<b>TOTALS: No. Reporting: 20</b>			<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 34 : 1</b>				<b>86</b>	<b>584</b>	<b>17</b>	<b>1</b>	<b>1033</b>	<b>280</b>	<b>Net: 16</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 23		
North Sacramento				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Artisan - The Cove	Beazer	SO		DTST	145	0	6	9	1	0	54	18	0.67	1.13	
Edgeview - The Cove	Beazer	SO		ATST	156	0	20	12	0	1	51	23	1.16	1.44	
Westward - The Cove	Beazer	SO		DTST	122	0	5	11	0	0	40	8	0.71	0.50	
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	11	0	0	90	20	1.18	1.25	
Provence	Blue Mountain	SO		ATST	185	4	2	31	6	1	67	19	0.90	1.19	
Castile at Parkebridge	DR Horton	SO		DTMJ	152	0	3	63	0	0	142	27	1.35	1.69	
Mbraga	DR Horton	AO		DTMJ	162	3	4	29	4	0	60	25	1.53	1.56	
Ravenna at Parkebridge	DR Horton SO	SO		DTMJ	106	0	S/O	3	3	1	106	26	1.77	1.63	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	5	30	0	0	27	15	0.90	0.94	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	0	6	30	2	1	25	18	0.83	1.13	
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	3	0	0	10	10	0.71	0.71	
Northlake - Bleau	Lennar	SO		DTMJ	236	1	1	3	1	0	14	14	0.99	0.99	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	4	1	0	11	11	0.78	0.78	
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	4	0	0	6	6	1.02	1.02	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	1	TSO	4	1	0	11	11	0.78	0.78	
Northlake - Shor	Lennar	SO		DTMJ	140	1	5	3	0	0	10	10	0.71	0.71	
Northlake - Watersyde	Lennar	SO		DTMJ	127	1	2	4	0	0	9	9	0.64	0.64	
Northlake - Wavmvr	Lennar	SO		DTMJ	153	1	3	4	1	1	12	12	0.85	0.85	
NUVO Artisan Square	The New Home Co	SO		ATST	115	3	2	27	4	1	71	37	1.29	2.31	
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	2	2	5	2	0	16	16	4.15	4.15	
Mystique	Watt	SO		ATST	57	0	5	23	3	0	42	5	0.54	0.31	
Portisol at Artisan Square	Watt	SO		ATST	112	0	8	52	1	0	24	13	0.88	0.81	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 1.09</b>			<b>Traffic to Sales: 12 : 1</b>				<b>84</b>	<b>365</b>	<b>30</b>	<b>6</b>	<b>898</b>	<b>353</b>	<b>Net: 24</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15								In Area : 15		
Folsom Area					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	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	2	6	1	0	73	22	1.24	1.38	
Sycamore Creek	JMC	FM		DTMJ	86	0	7	46	0	0	14	12	0.73	0.75	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	2	2	16	1	0	47	37	2.14	2.31	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	5	2	49	4	0	7	7	3.27	3.27	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	1	0	1	0	10	10	0.90	0.90	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	4	1	0	0	82	29	1.28	1.81	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	4	2	0	43	21	0.89	1.31	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	1	5	2	0	46	22	1.07	1.38	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	4	5	12	0	0	75	14	1.00	0.88	
Folsom Ranch-Dakota II	Taylor Morrison TSO	FM		DTMJ	111	0	TSO	9	0	0	87	13	1.21	0.81	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	5	45	3	0	32	14	1.18	0.88	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	3	33	1	0	52	15	0.85	0.94	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	2	84	1	0	87	15	1.18	0.94	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	60	3	2	84	3	0	20	20	1.97	1.97	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	3	1	84	3	0	72	16	0.97	1.00	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 1.47</b>			<b>Traffic to Sales: 22 : 1</b>				<b>38</b>	<b>478</b>	<b>22</b>	<b>0</b>	<b>747</b>	<b>267</b>	<b>Net: 22</b>

City Codes: FM = Folsom

El Dorado County					Projects Participating: 9								In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	4	2	38	3	0	57	28	1.41	1.75	
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	26	0	0	31	16	0.88	1.00	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	3	14	1	1	36	20	1.00	1.25	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	4	18	1	0	10	5	0.45	0.31	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	6	23	1	0	62	9	0.86	0.56	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	97	0	1	6	2	0	73	11	0.54	0.69	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	164	0	2	8	0	0	125	12	0.92	0.75	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	369	0	5	8	2	0	126	22	0.93	1.38	
Sienna Ridge Estates	Lennar S/O	BH		DTMJ	76	0	S/O	3	1	0	76	12	0.70	0.75	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 1.11</b>			<b>Traffic to Sales: 13 : 1</b>				<b>27</b>	<b>144</b>	<b>11</b>	<b>1</b>	<b>596</b>	<b>135</b>	<b>Net: 10</b>

City Codes: BH = El Dorado Hills

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 52								In Area : 54		
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Milestone at Sierra Pne	Black Pine	RK		DTST	61	0	5	27	0	0	23	19	1.12	1.19	
Carnelian	Blue Mbtain	GB		ATMJ	28	0	2	13	0	0	4	4	0.44	0.44	
Balboa	DR Horton	RV		DTST	127	0	3	7	0	1	2	2	0.93	0.93	
Cerrada	DR Horton	LL		DTST	166	0	3	15	0	0	80	35	1.33	2.19	
Winding Creek- The Wilds	DR Horton	RV		DTST	50	3	4	6	1	0	10	10	1.71	1.71	
Broadlands	JMC	LL		DTST	77	0	7	27	1	0	54	24	1.28	1.50	
Fairbrook at Fiddymt Farms	JMC	RV		DTMJ	115	4	1	1	3	0	3	3	2.33	2.33	
Meadow brook at Fiddymt Farms	JMC	RV		DTMJ	80	4	2	2	4	0	8	8	5.60	5.60	
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	10	50	0	0	135	25	1.38	1.56	
Palisade Village	JMC	RV		DTST	157	0	4	83	3	0	129	30	1.58	1.88	
Pinnacle Village	JMC	RV		DTMJ	128	0	4	44	3	0	113	22	1.14	1.38	
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	7	61	1	0	32	16	1.03	1.00	
Sagebrook at Fiddymt Farms	JMC	RV		DTMJ	122	4	2	5	2	0	2	2	1.56	1.56	
Sentinel	JMC	RV		DTST	132	0	9	62	0	0	97	21	1.64	1.31	
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	4	12	0	0	91	9	0.83	0.56	
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	14	2	0	80	23	1.51	1.44	
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	5	4	2	0	32	12	0.49	0.75	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	3	3	5	1	0	102	29	0.96	1.81	
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	1	11	1	0	8	8	1.56	1.56	
Granite Bluff	KB Home	RK		DTMJ	73	3	3	18	3	0	45	33	1.72	2.06	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	21	2	0	129	25	1.29	1.56	
Andorra at Sierra West	Lennar	RV		DTMJ	101	2	2	5	3	1	24	16	0.82	1.00	
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	5	9	0	0	27	19	1.07	1.19	
Corvara at Fiddymt Farm	Lennar	RV		DTMJ	134	0	2	11	1	0	126	12	1.06	0.75	
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	5	6	2	0	12	9	0.67	0.56	
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	4	12	2	0	141	18	0.91	1.13	
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	1	12	0	0	131	21	0.84	1.31	
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	6	13	1	0	148	13	0.94	0.81	
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	1	5	1	0	28	19	0.93	1.19	
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	2	5	2	0	31	13	0.94	0.81	
Novara at Fiddymt	Lennar	RV		DTST	105	0	2	8	2	0	43	10	1.02	0.63	
Pavia at Fiddymt Farm	Lennar	RV		DTST	94	0	6	7	1	0	41	12	0.95	0.75	
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	3	8	1	0	46	13	0.96	0.81	
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	1	5	1	0	28	22	0.90	1.38	
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	2	32	0	0	11	11	1.20	1.20	
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	18	1	1	44	18	1.00	1.13	
Fieldstone at Fiddymt Ranch	Richmond American	RV		DTMJ	71	0	4	3	1	1	67	12	1.14	0.75	
Revere at Independence	Richmond American	LL		DTMJ	122	2	2	6	1	0	18	18	1.19	1.13	
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	3	2	3	2	0	31	19	1.19	1.19	
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	4	4	21	3	0	31	31	2.78	2.78	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	4	4	11	4	0	64	24	1.36	1.50	
Belmont at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	62	0	TSO	7	0	0	47	25	1.00	1.56	
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	1	5	17	3	0	19	19	1.71	1.71	
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	6	0	0	33	5	0.70	0.31	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	30	0	0	57	18	0.66	1.13	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 52								In Area : 54		
Placer County (Continued ...)					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Illumination at Solaire	TRI Pointe	RV		DTMJ	104	1	1	5	1	0	4	4	0.82	0.82	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	5	23	0	0	91	17	0.90	1.06	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	5	0	0	4	4	0.82	0.82	
Timbercove at Sierra Plne	TRI Pointe	RK		DTST	76	0	2	16	0	0	43	30	1.78	1.88	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	6	23	0	0	69	23	1.11	1.44	
Parmonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	4	7	0	0	79	21	0.70	1.31	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	6	7	0	0	82	27	0.74	1.69	
<b>TOTALS: No. Reporting: 52</b>			<b>Avg. Sales: 1.12</b>		<b>Traffic to Sales: 13 : 1</b>				<b>180</b>	<b>834</b>	<b>62</b>	<b>4</b>	<b>2799</b>	<b>883</b>	<b>Net: 58</b>
City Codes: RK = Rocklin, GB = Granite Bay, RV = Roseville, LL = Lincoln															

Nevada County					Projects Participating: 1								In Area : 2		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	2	5	0	0	13	3	0.11	0.19	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>2</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>13</b>	<b>3</b>	<b>Net: 0</b>
City Codes: GV = Grass Valley															

Yolo County					Projects Participating: 10								In Area : 12		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Riverchase	Anthem United	WS		DTST	222	3	3	3	1	0	193	24	1.08	1.50	
Aspire at Stone's Throw	K Hovnanian S/O	WN		DTST	100	0	S/O	1	1	0	100	23	1.12	1.44	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	1	2	0	0	111	26	1.03	1.63	
Magnolia at Spring Lake	Lennar	WL		DTMU	78	0	1	5	1	0	67	17	0.71	1.06	
Summerstone at Spring Lake	Lennar	WL		DTST	87	0	2	8	2	0	77	19	0.82	1.19	
Harvest at Spring Lake	Richmond American	WL		DTMU	84	0	2	10	0	0	2	2	1.08	1.08	
Spring Lake - Ivy	Taylor Morrison	WL		DTST	41	0	1	0	0	0	40	6	0.27	0.38	
Spring Lake - Laurel	Taylor Morrison TSO	WL		DTMU	100	0	TSO	0	0	0	99	19	0.66	1.19	
Cannery - Gala	The New Home Co	DV		ATMU	120	0	4	9	1	0	82	9	0.44	0.56	
Pines at Spring Lake	Woodside	WL		DTMU	83	0	5	20	2	1	53	21	0.83	1.31	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.70</b>		<b>Traffic to Sales: 7 : 1</b>				<b>19</b>	<b>58</b>	<b>8</b>	<b>1</b>	<b>824</b>	<b>166</b>	<b>Net: 7</b>
City Codes: WS = West Sacramento, WN = Winters, WL = Woodland, DV = Davis															

Sutter County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	3	4	4	2	0	89	18	1.56	1.13	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 2.00</b>		<b>Traffic to Sales: 2 : 1</b>				<b>4</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>89</b>	<b>18</b>	<b>Net: 2</b>
City Codes: LO = Live Oak															

# The Ryness Report

Week Ending  
Sunday, April 25, 2021

Sacramento

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7 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 7								In Area : 7		
Yuba County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	4	37	0	0	48	10	0.77	0.63	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	7	17	0	0	40	7	0.64	0.44	
Summerset at The Orchards	JMC	MS		DTST	96	3	3	18	3	0	60	11	1.22	0.69	
Sonoma Ranch	Lennar	PLK		DTST	208	0	6	14	0	1	170	11	1.05	0.69	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	5	9	2	0	25	15	0.83	0.94	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	3	1	0	16	16	1.06	1.00	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	2	10	1	0	41	19	1.17	1.19	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.86</b>			<b>Traffic to Sales: 15 : 1</b>				<b>29</b>	<b>108</b>	<b>7</b>	<b>1</b>	<b>400</b>	<b>89</b>	<b>Net: 6</b>

City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst

Sacramento			Projects Participating: 159					In Area : 165			
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 159</b>			<b>Avg. Sales: 1.02</b>	<b>Traffic to Sales: 17 : 1</b>	<b>531</b>	<b>2955</b>	<b>178</b>	<b>16</b>	<b>9450</b>	<b>2472</b>	<b>Net: 162</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

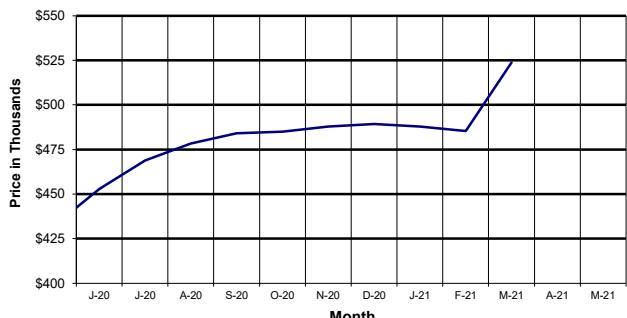
# The Ryness Company

Marketing Research Department

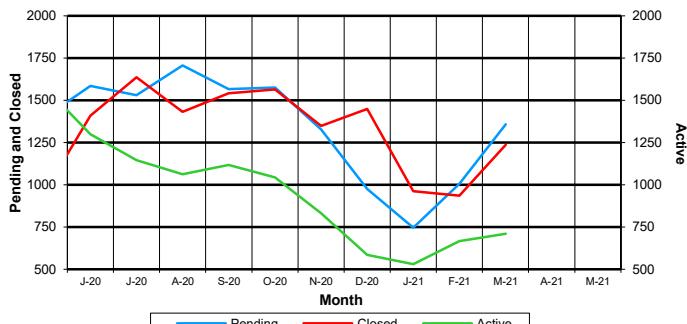
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	1,062	44	1,707	18	1,431	\$478,424
Sep-20	1,118	37	1,567	15	1,541	\$484,194
Oct-20	1,043	41	1,576	15	1,564	\$484,920
Nov-20	832	48	1,328	15	1,349	\$487,933
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890

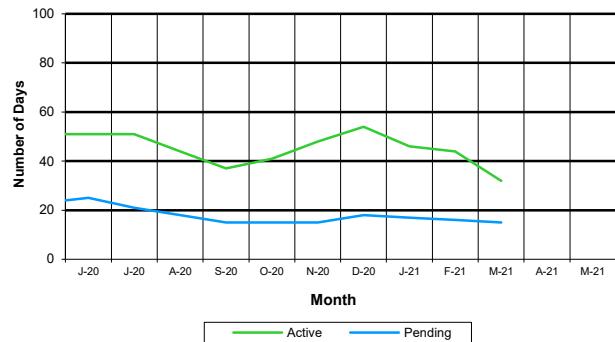
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



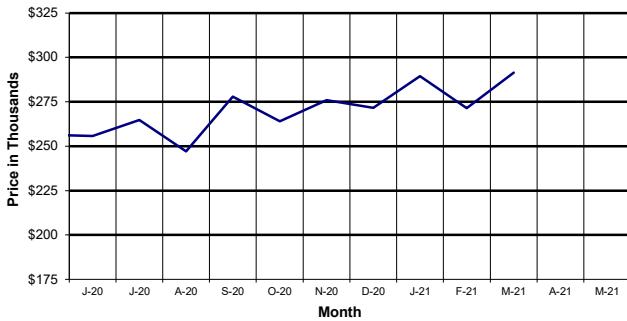
AVERAGE DAYS-ON-MARKET



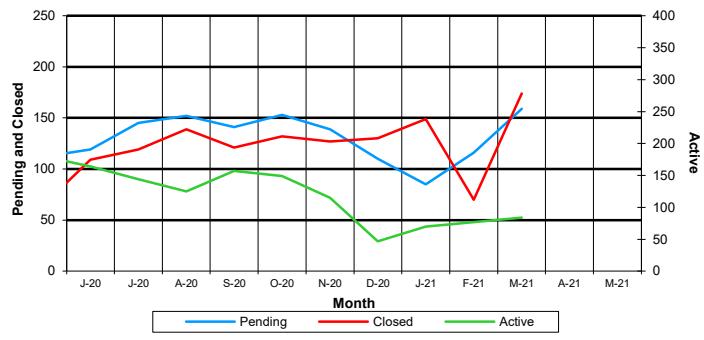
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	125	46	152	22	139	\$247,085
Sep-20	157	41	141	20	121	\$277,930
Oct-20	149	44	153	16	132	\$264,013
Nov-20	115	53	139	23	127	\$275,861
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493

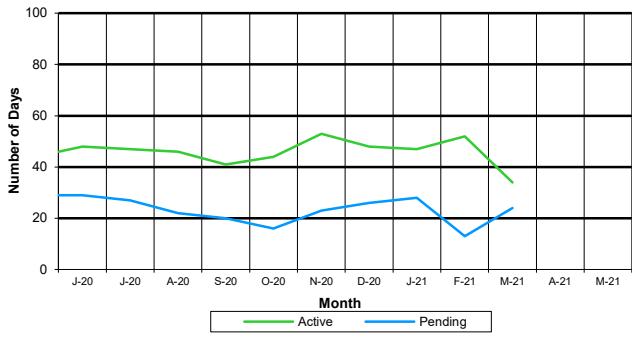
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



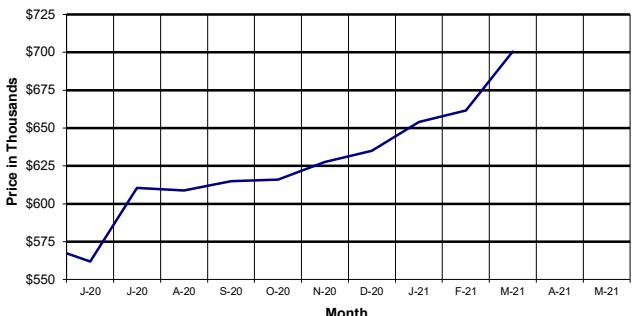
# The Ryness Company

Marketing Research Department

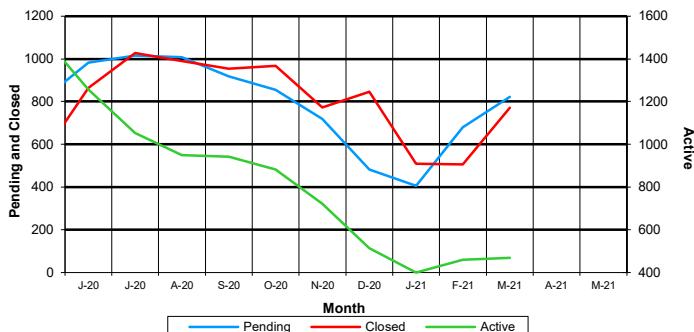
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	949	59	1,009	28	990	\$608,868
Sep-20	942	53	917	23	954	\$614,866
Oct-20	882	54	854	22	967	\$616,040
Nov-20	722	60	718	22	772	\$627,719
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368

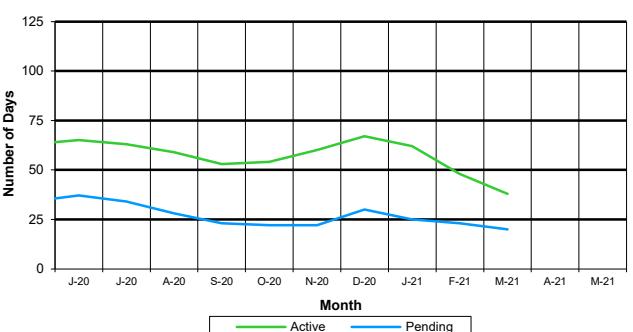
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



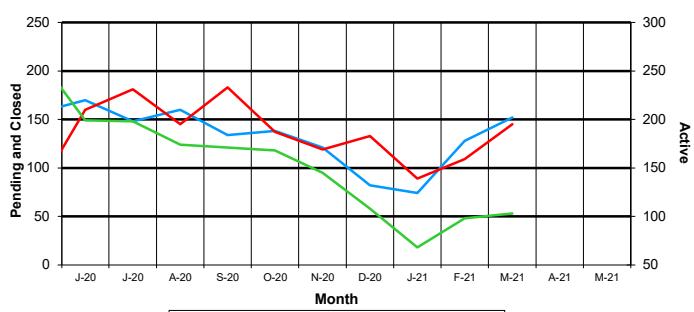
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-20	174	63	160	30	145	\$584,478
Sep-20	171	61	134	22	183	\$585,129
Oct-20	168	60	138	25	137	\$550,360
Nov-20	145	73	121	25	119	\$574,725
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

