

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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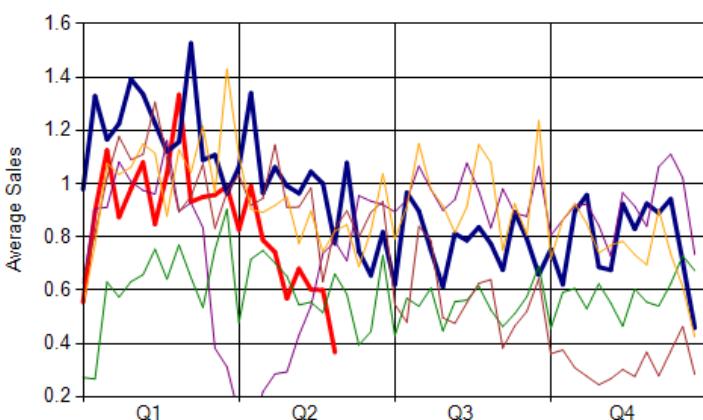


Ending: Sunday, June 5, 2022

## Bay Area Week 22

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	26	419	21	2	19	0.73	0.85	-14%	0.86	-15%	
Contra Costa	19	240	3	3	0	0.00	0.79	-100%	0.83	-100%	
Sonoma, Napa	7	47	2	0	2	0.29	0.56	-49%	0.66	-57%	
San Francisco, Marin	3	45	0	0	0	0.00	0.55	-100%	0.47	-100%	
San Mateo	5	50	2	0	2	0.40	0.87	-54%	0.81	-51%	
Santa Clara	12	99	2	1	1	0.08	1.04	-92%	0.93	-91%	
Monterey, Santa Cruz, San Benito	7	51	5	1	4	0.57	0.97	-41%	0.90	-37%	
Solano	22	251	13	4	9	0.41	0.96	-57%	0.92	-55%	
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>25 : 1</b>	<b>101</b>	<b>1202</b>	<b>48</b>	<b>11</b>	<b>0.37</b>	<b>0.85</b>	<b>-57%</b>	<b>0.84</b>	<b>-57%</b>
Per Project Average			12	0.48	0.11	0.37					
<b>Year Ago - 06/06/2021</b>	<b>Traffic : Sales</b>	<b>16 : 1</b>	<b>116</b>	<b>1496</b>	<b>94</b>	<b>4</b>	<b>0.78</b>	<b>1.13</b>	<b>-31%</b>	<b>1.10</b>	<b>-29%</b>
% Change			-13%	-20%	-49%	175%	-59%	-53%	-25%		-23%

### 52 Weeks Comparison



### Year to Date Averages Through Week 22

### 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	143	31	1.07	0.10	0.97	0.90
■	2018	128	32	1.05	0.08	0.97	0.70
■	2019	152	18	0.72	0.10	0.62	0.58
■	2020	152	13	0.78	0.12	0.66	0.80
■	2021	117	16	1.20	0.07	1.13	0.93
■	2022	103	11	0.95	0.10	0.85	0.85
% Change:		-13%	-28%	-20%	47%	-25%	-9%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
<b>CONV</b>			Since the start of the year, mortgage rates have spiked, with the average 30-year commitment rate for a fixed-rate mortgage rising from an average 3.45% in January to almost 5.0% in April. Perhaps not surprising, home sales appear to be buckling under the weight of higher interest rates. The Census Bureau reported that new home sales plunged 16.6% during April. While new home sales can be volatile on a month-over-month basis, this was the fourth straight monthly decline and the second consecutive double-digit drop. April's decline is the sharpest monthly contraction since July 2013, a fall that coincided with a spike in mortgage rates following the Fed's comments on forthcoming monetary policy tightening and resulting "taper tantrum." The 591,000-unit annual pace of home sales was the slowest pace since April 2020 when sales came to a grinding halt at the onset of the pandemic. While it may be tempting to blame the sales slowdown on the ongoing supply constraints limiting new home production and delaying project completions, there has been a clear pullback in buyer demand over the past few months. Higher financing costs are occurring as home prices continue to rise at a rapid pace, which is leading many traditional buyers, already discouraged by the shallow pool of available homes for sale, back to the sidelines. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				
<b>FHA</b>							
<b>10 Yr Yield</b>							
							

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20									
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	2	9	0	0	79	7	0.62	0.32
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	3	9	0	0	75	25	0.59	1.14
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	3	8	0	0	53	14	0.39	0.64
Atlas at Mission Village	KB Home TSO	HY		ATMJ	72	0	TSO	27	4	0	25	25	7.95	7.95
Aspect at Innovation	Lennar	FR		ATMJ	167	0	6	12	1	0	38	19	1.18	0.86
Bungalows at Bridgewater	Lennar	NK		DTMJ	91	0	1	42	0	0	90	30	1.02	1.36
Chroma at Innovation	Lennar	FR		ATMJ	146	0	5	1	0	0	5	5	1.59	1.59
Courts at Bridgewater	Lennar	NK		ATMJ	81	0	1	42	0	0	71	13	1.06	0.59
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	5	1	0	0	23	17	0.82	0.77
Matrix at Innovation	Lennar	FR		ATMJ	53	0	3	12	0	0	29	11	0.82	0.50
Terraces at Bridgewater	Lennar	NK		ATMJ	96	0	2	42	2	0	44	14	1.04	0.64
Towns at Bridgewater	Lennar	NK		ATMJ	103	0	4	42	0	1	71	15	0.89	0.68
Villas at Bridgewater	Lennar	NK		DTMJ	137	0	2	42	1	0	98	24	1.11	1.09
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	6	0	0	28	9	0.39	0.41
Compass at Bay37	Pulte	AL		ATMJ	93	0	2	6	1	0	46	11	0.64	0.50
Landing at Bay37	Pulte	AL		ATMJ	96	0	1	6	2	0	74	43	1.03	1.95
Lookout at Bay37	Pulte	AL		ATMJ	138	0	4	6	0	1	36	9	0.50	0.41
Line at SoHay	Taylor Morrison	HY		ATST	198	13	18	4	4	0	158	32	0.97	1.45
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	4	0	0	91	0	0.56	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	9	1	0	53	16	0.50	0.73
<b>TOTALS: No. Reporting: 20</b>		<b>Avg. Sales: 0.70</b>			<b>Traffic to Sales: 21 : 1</b>			<b>65</b>	<b>330</b>	<b>16</b>	<b>2</b>	<b>1187</b>	<b>339</b>	<b>Net: 14</b>

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

Amador Valley					Projects Participating: 6									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Broadway at Boulevard	Brookfield	DB		ATMJ	110	4	7	12	0	0	89	17	1.22	0.77
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	3	0	1	0	99	15	0.85	0.68
Melrose at Boulevard	Brookfield	DB		DTMJ	75	0	10	31	1	0	13	13	2.07	2.07
Lombard at Boulevard	Lennar	DB		DTMJ	100	0	3	18	1	0	7	7	2.23	2.23
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	2	10	1	0	108	20	0.80	0.91
Venice at Boulevard	Lennar	DB		ATMJ	91	0	4	18	1	0	3	3	0.91	0.91
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.83</b>			<b>Traffic to Sales: 18 : 1</b>			<b>29</b>	<b>89</b>	<b>5</b>	<b>0</b>	<b>319</b>	<b>75</b>	<b>Net: 5</b>

City Codes: DB = Dublin

Diablo Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMJ	34	0	10	3	0	0	7	7	0.35	0.35
Woodbury Highlands	Davidon	LF		ATMJ	99	0	14	9	0	0	28	16	0.31	0.73
The Brant	Lennar	LF		ATMJ	66	0	3	2	0	0	9	7	0.32	0.32
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>27</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>44</b>	<b>30</b>	<b>Net: 0</b>

City Codes: PH = Pleasant Hill, LF = Lafayette

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	2	10	0	0	99	15	0.99	0.68	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>2</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>99</b>	<b>15</b>	<b>Net: 0</b>
City Codes: SR = San Ramon															

Antioch/Pittsburg					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Oelo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	4	25	0	1	147	29	1.58	1.32	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	5	25	0	1	240	24	0.98	1.09	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	4	13	0	0	92	27	1.09	1.23	
Luca at Aviano	DeNova	AN		DTMJ	194	0	5	38	0	0	74	32	1.73	1.45	
Luna at Aviano	Lennar	AN		DTMJ	102	0	3	7	0	0	27	16	0.99	0.73	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	6	7	0	0	32	21	1.17	0.95	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	6	10	0	0	43	8	0.58	0.36	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	1	3	0	0	74	21	0.89	0.95	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	3	7	0	0	31	19	0.67	0.86	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: -0.22</b>					<b>Traffic to Sales: N/A</b>	<b>37</b>	<b>135</b>	<b>0</b>	<b>2</b>	<b>760</b>	<b>197</b>	<b>Net: -2</b>
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 6										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI	Rsv's	DTMJ	81	0	1	18	0	0	72	3	0.50	0.14	
Chandler	Brookfield	BT		DTMJ	160	0	15	15	0	0	59	28	1.43	1.27	
Bennett Estates	DeNova	BT	New	DTMJ	14	0	1	21	0	0	5	5	1.40	1.40	
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	3	3	2	0	24	24	1.57	1.57	
Alicante	Meritage	OY		DTMJ	133	3	3	11	1	0	130	41	1.66	1.86	
Orchard Trails	Shea	BT		DTMJ	78	0	5	13	0	1	26	16	0.84	0.73	
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 0.33</b>					<b>Traffic to Sales: 27 : 1</b>	<b>28</b>	<b>81</b>	<b>3</b>	<b>1</b>	<b>316</b>	<b>117</b>	<b>Net: 2</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

Sonoma, Napa Counties					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Willow at University District	DR Horton	RP		DTMJ	128	0	1	21	1	0	22	22	1.66	1.66	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	2	0	0	30	13	0.70	0.59	
Aspect	Lafferty	PET		DTMJ	18	0	1	N/A	0	0	16	0	0.10	0.00	
Seasons at University District	Richmond American	RP		DTMJ	52	0	1	8	0	0	7	7	0.53	0.53	
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	8	0	0	32	8	0.62	0.36	
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	8	1	0	76	18	0.93	0.82	
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	0	0	0	22	15	0.56	0.68	
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	60	3	0.25	0.14	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.29</b>					<b>Traffic to Sales: 24 : 1</b>	<b>8</b>	<b>47</b>	<b>2</b>	<b>0</b>	<b>265</b>	<b>86</b>	<b>Net: 2</b>
City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2										
Marin 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	
Verandah	Landsea	NV	Rsv's	ATMU	80	0	1	34	0	0	26	18	0.63	0.82	
The Strand (Detached)	Trumark	SN		DTMJ	37	0	12	6	0	0	10	10	0.34	0.45	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				13	40	0	0	36	28	<b>Net: 0</b>
City Codes: NV = Novato, SN = San Rafael															

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMU	54	0	3	5	0	0	18	5	0.28	0.23	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				3	5	0	0	18	5	<b>Net: 0</b>
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 5										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
One 90 - Borelle	Pulte	SM		DTMU	29	0	4	8	0	0	24	3	0.33	0.14	
One 90 - Cobalt	Pulte	SM		ATMU	54	0	2	8	0	0	14	14	0.66	0.64	
One 90 - Indigo	Pulte	SM		ATMU	54	0	4	8	0	0	37	32	1.31	1.45	
One 90 - Slate	Pulte	SM		ATMU	57	0	3	8	0	0	48	18	0.67	0.82	
Laguna Vista	SummerHill	FC		ATMU	70	0	4	18	2	0	22	22	1.97	1.97	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 25 : 1</b>				17	50	2	0	145	89	<b>Net: 2</b>
City Codes: SM = San Mateo, FC = Foster City															

Santa Clara County					Projects Participating: 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	
Andalusia	Dividend	MH		ATMU	46	0	8	16	1	1	4	4	0.97	0.97	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	4	10	1	0	58	37	1.98	1.68	
Asher at Glen Loma Ranch	KB Home	GL		DTMU	35	0	4	2	0	0	31	12	0.96	0.55	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	3	5	0	0	157	11	1.67	0.50	
Lavender	Landsea	SV	Rsv's	ATMU	128	0	2	7	0	0	38	28	1.14	1.27	
Gateway at Central	Pulte	SJ		ATMU	72	0	2	9	0	0	6	6	1.91	1.91	
Bellaterra - Bungalow Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	12	0	0	40	22	0.92	1.00	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	9	12	0	0	39	14	0.71	0.64	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	12	10	0	0	34	15	0.62	0.68	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	11	9	0	0	165	14	0.93	0.64	
Ovation	Taylor Morrison	SV		ATMU	107	0	9	7	0	0	66	28	1.24	1.27	
Jasper	Trumark	MH		ATMU	101	4	13	0	0	0	16	16	1.06	1.06	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.08</b>			<b>Traffic to Sales: 50 : 1</b>				85	99	2	1	654	207	<b>Net: 1</b>
City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 7									
Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	0	5	11	0	1	127	33	1.86	1.50
Polo Ranch	Lennar	SV		DTMJ	40	0	2	4	0	0	28	15	0.87	0.68
Montclair	Meritage TSO	HO		DTMJ	99	0	TSO	8	1	0	70	42	1.31	1.91
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	2	20	2	0	56	26	1.27	1.18
Enclave, The	Shea	SS		DTMJ	26	0	2	4	0	0	23	8	0.43	0.36
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	1	3	0	0	43	18	0.97	0.82
Surf House II at The Dunes	Shea	MA		DTMJ	48	3	2	1	2	0	22	13	0.50	0.59
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.57</b>		<b>Traffic to Sales: 10 : 1</b>				<b>14</b>	<b>51</b>	<b>5</b>	<b>1</b>	<b>369</b>	<b>155</b>
City Codes: HO = Hillister, SV = Scotts Valley, MA = Marina, SS = Seaside														

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 22									
					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
Horizon at One Lake	Brookfield	FF		ATMU	50	0	2	11	2	0	6	6	0.95	0.95
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	4	18	0	0	4	4	0.64	0.64
Monte Verde	Century	FF	New	DTMJ	124	3	3	84	0	0	0	0	0.00	0.00
Luminescence at Liberty	DeNova	RV		AASF	311	0	3	8	0	0	57	35	1.21	1.59
Savannah II at Homestead	DR Horton	DX		DTST	74	0	4	6	1	1	32	32	1.66	1.66
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	5	14	0	0	32	27	1.04	1.23
Creston at One Lake	Lennar	FF		DTMJ	130	0	1	5	3	1	94	25	1.08	1.14
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	2	3	0	0	27	17	0.84	0.77
Homestead	Meritage	DX		DTMJ	99	0	2	11	1	0	80	31	1.23	1.41
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	3	5	0	0	4	4	0.48	0.48
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	2	4	0	0	7	7	0.69	0.69
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	8	2	0	0	78	2	0.81	0.09
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	3	4	1	2	21	14	0.56	0.64
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	4	3	1	0	7	7	0.75	0.75
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	4	0	0	60	23	0.95	1.05
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	2	2	17	1	0	24	24	1.95	1.95
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	4	12	0	0	76	19	0.96	0.86
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	4	14	1	0	25	20	1.09	0.91
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	1	0	0	0	119	8	0.75	0.36
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	2	9	1	0	94	26	1.13	1.18
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	3	9	1	0	68	16	0.82	0.73
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	3	8	0	0	51	15	0.76	0.68
<b>TOTALS: No. Reporting: 22</b>			<b>Avg. Sales: 0.41</b>		<b>Traffic to Sales: 19 : 1</b>				<b>69</b>	<b>251</b>	<b>13</b>	<b>4</b>	<b>966</b>	<b>362</b>
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

# The Ryness Report

*Week Ending*  
Sunday, June 5, 2022

Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 102						
<b>Bay Area</b>					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 101</b>					397	1202	48	11	5178	1705	Net: 37
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

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

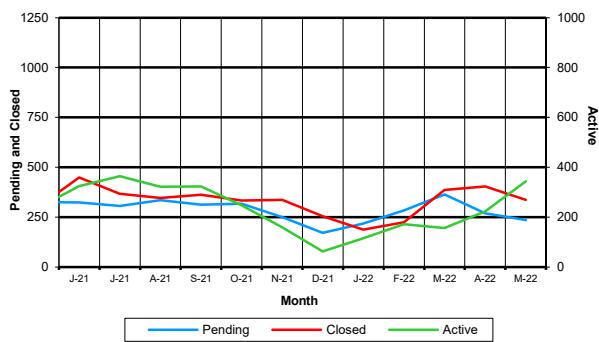
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

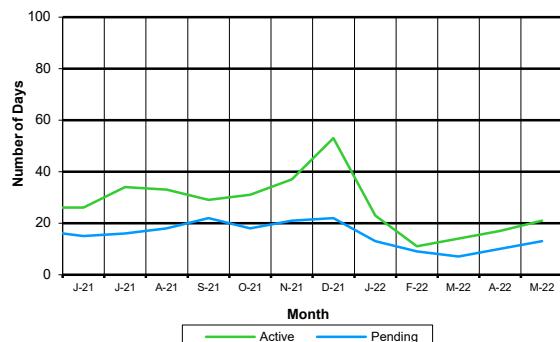
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-21	247	31	318	18	333	923,235
Nov-21	159	37	250	21	337	912,541
Dec-21	62	53	171	22	255	961,501
Jan-22	115	23	217	13	187	891,286
Feb-22	172	11	284	9	224	981,926
Mar-22	156	14	363	7	386	1,053,845
Apr-22	223	17	269	10	404	1,057,560
May-22	343	21	235	13	336	1,035,397



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

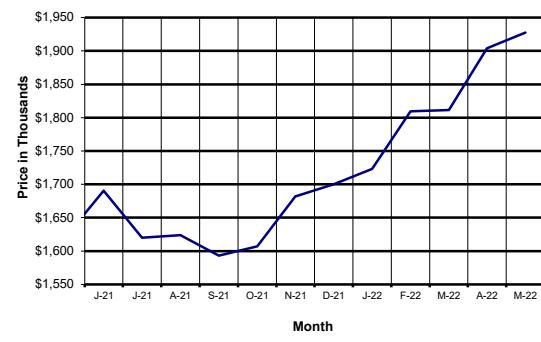


## San Jose Metro SFD Monthly MLS Survey

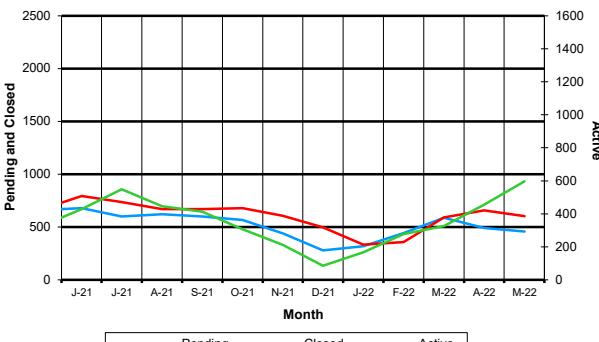
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-21	306	40	566	16	678	1,606,899
Nov-21	212	53	438	16	607	1,682,047
Dec-21	85	77	279	12	497	1,700,281
Jan-22	166	34	318	15	334	1,723,298
Feb-22	278	23	443	8	357	1,809,662
Mar-22	326	23	587	9	592	1,811,625
Apr-22	455	22	490	10	656	1,904,125
May-22	598	24	458	13	603	1,927,395

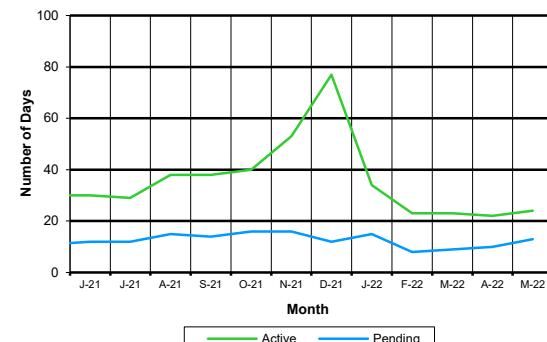
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





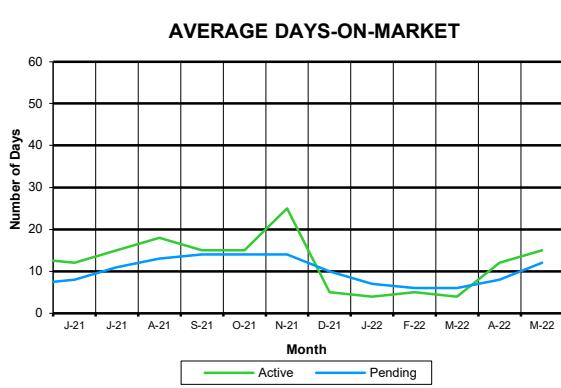
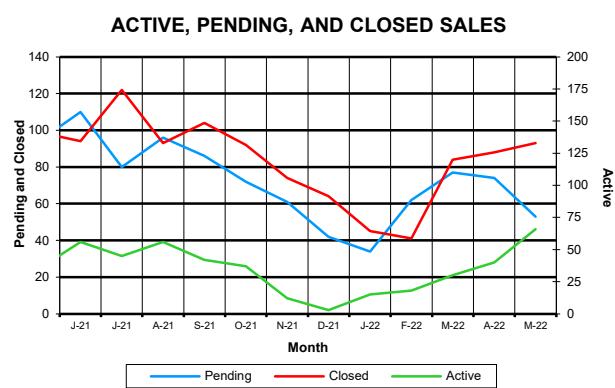
# The Ryness Company

Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

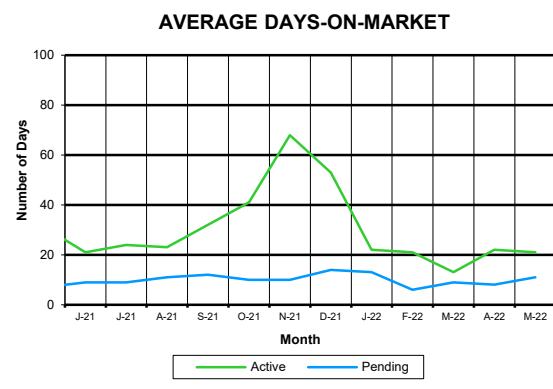
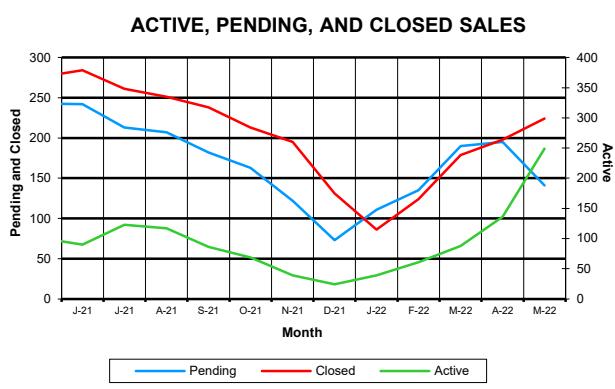
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	37	15	72	14	92	845,875
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832
Feb-22	18	5	62	6	41	926,881
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875
May-22	66	15	53	12	93	999,018



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	69	41	163	10	213	1,479,419
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792
Feb-22	61	21	135	6	124	1,606,440
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648
May-22	249	21	141	11	224	1,910,805



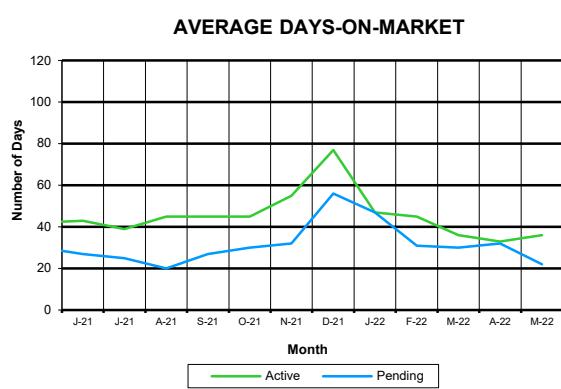


# The Ryness Company

Marketing Research Department

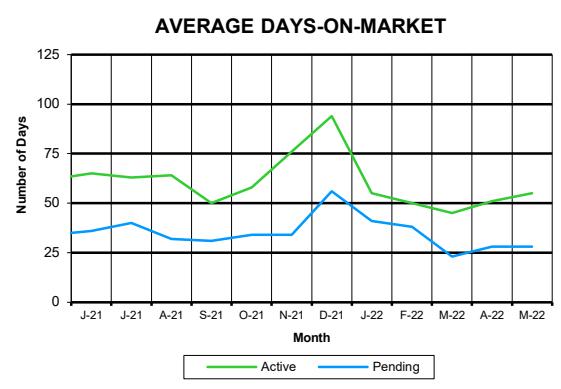
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-21	198	45	107	30	711,796
Nov-21	162	55	80	32	703,983
Dec-21	80	77	63	56	666,852
Jan-22	138	47	60	47	716,423
Feb-22	151	45	82	31	600,788
Mar-22	159	36	85	30	692,157
Apr-22	147	33	82	32	730,835
May-22	168	36	68	22	771,182



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-21	930	58	412	34	455	1,589,937
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904
Feb-22	628	50	252	38	297	1,526,995
Mar-22	787	45	396	23	457	1,562,537
Apr-22	917	51	329	28	452	1,492,500
May-22	1,033	55	334	28	458	1,571,470



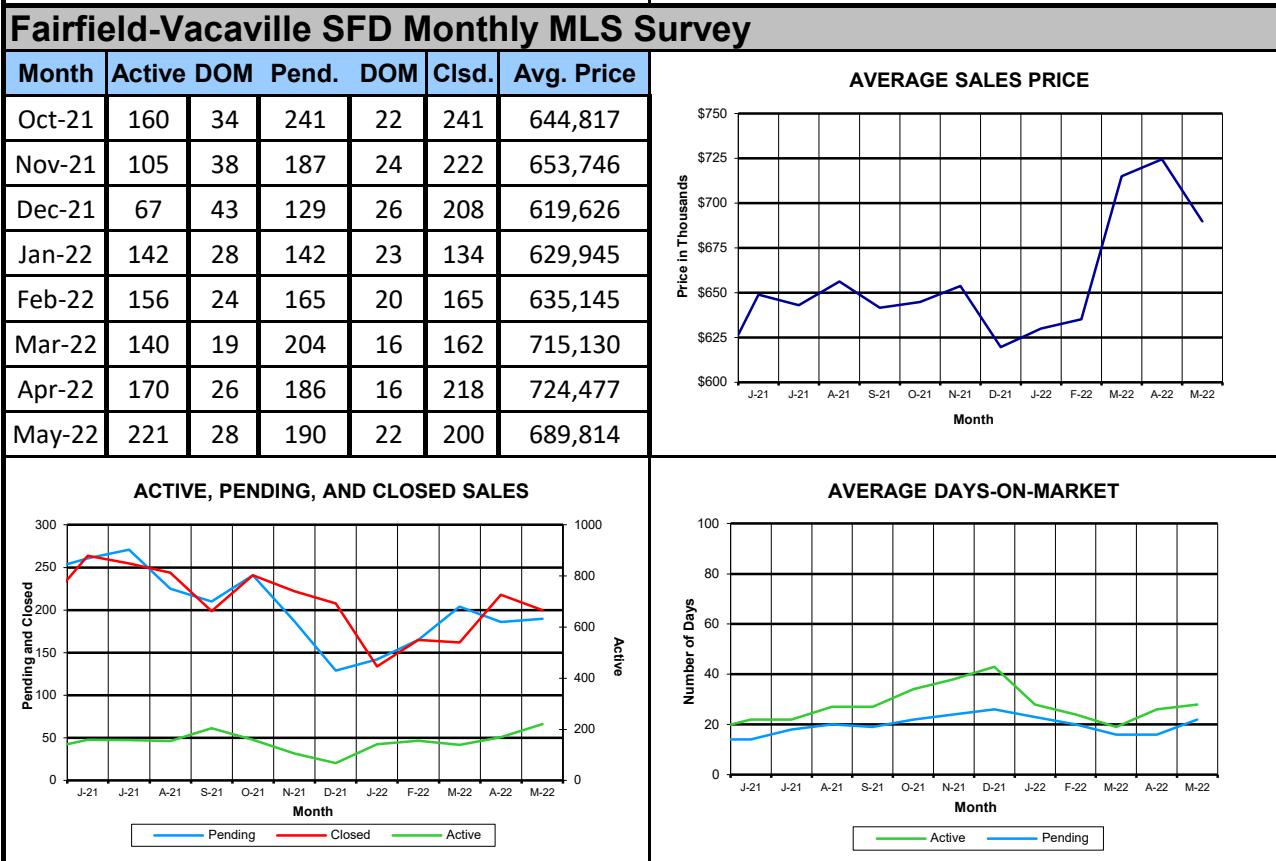
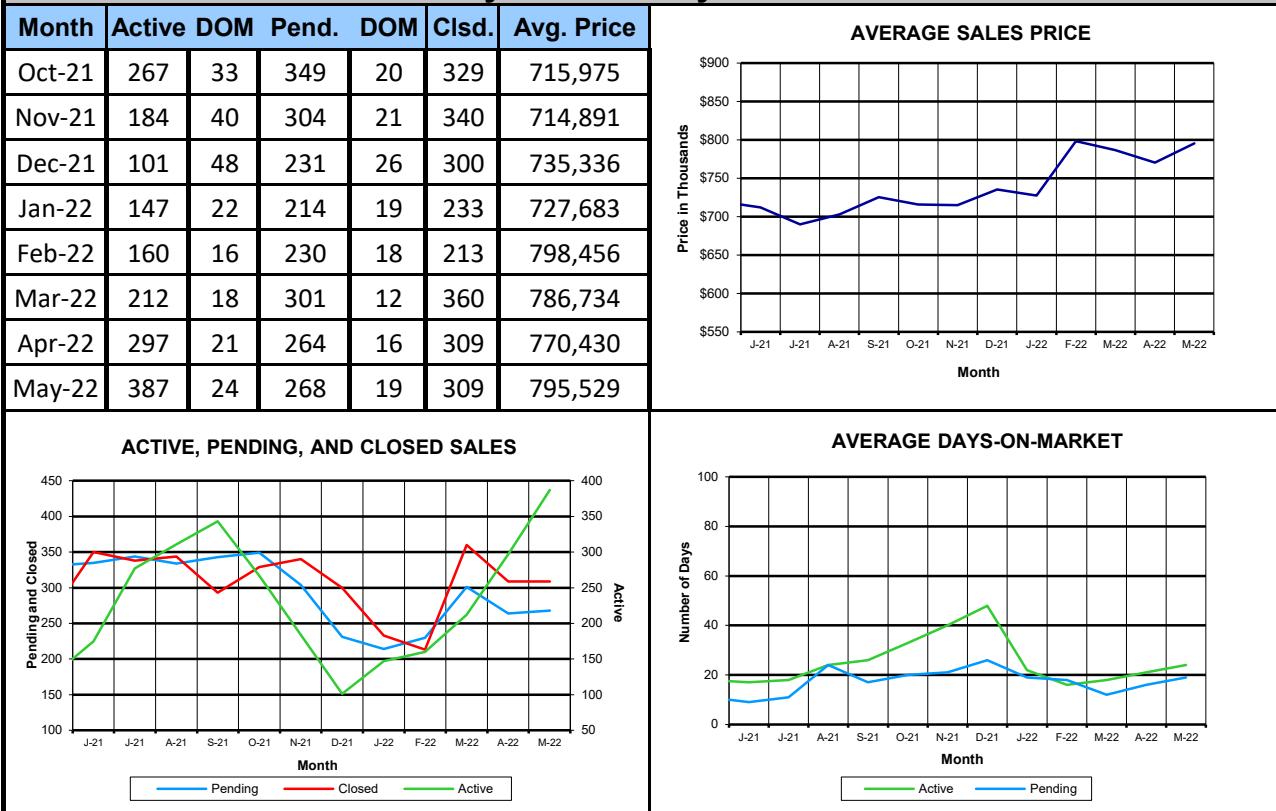


# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



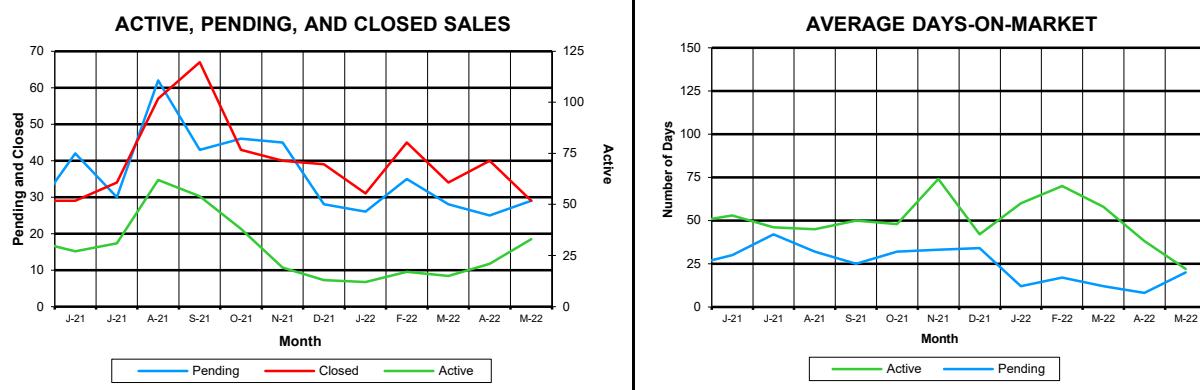


# The Ryness Company

Marketing Research Department

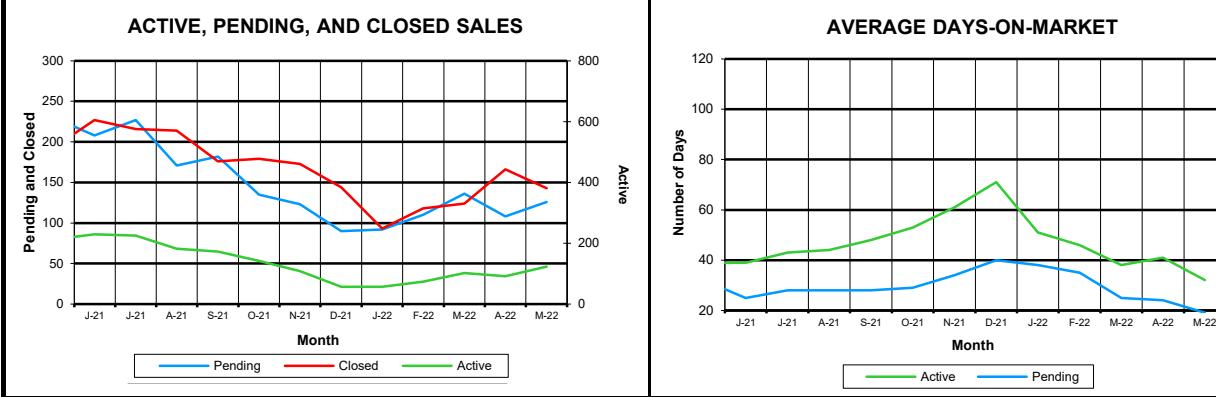
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-21	54	50	43	25	67	477,925
Nov-21	38	48	46	32	43	559,334
Dec-21	19	74	45	33	40	635,579
Jan-22	13	42	28	34	39	511,893
Feb-22	12	60	26	12	31	604,378
Mar-22	17	70	35	17	45	605,400
Apr-22	15	58	28	12	34	602,058
May-22	21	38	25	8	40	589,647



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-21	142	53	135	29	179	751,115
Nov-21	109	61	123	34	173	749,803
Dec-21	57	71	90	40	144	791,474
Jan-22	57	51	92	38	93	889,222
Feb-22	74	46	110	35	118	896,745
Mar-22	102	38	136	25	124	815,671
Apr-22	92	41	108	24	166	867,859
May-22	123	32	126	19	143	857,577



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

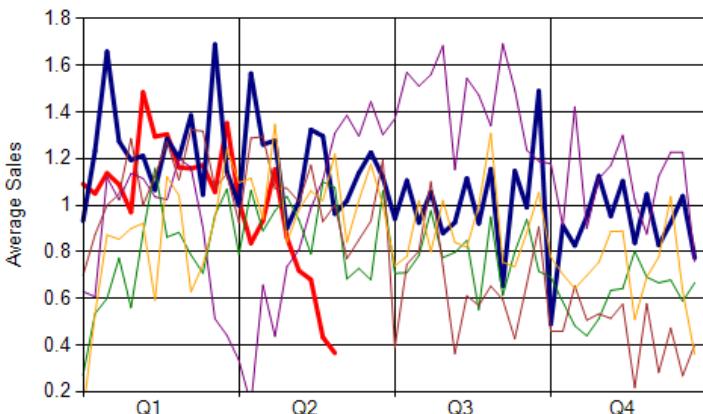


## Central Valley Week 22

Ending: Sunday, June 5, 2022

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		12	122	8	2	6	0.50	0.99	-50%	1.05	-52%	
San Joaquin County		46	796	28	9	19	0.41	1.16	-65%	1.11	-63%	
Stanislaus County		7	50	4	0	4	0.57	1.28	-56%	1.29	-56%	
Merced County		12	83	4	7	-3	-0.25	0.66	-138%	0.53	-147%	
Madera County		4	29	2	1	1	0.25	0.97	-74%	0.67	-63%	
Fresno County		23	95	15	4	11	0.48	0.93	-49%	0.87	-45%	
<b>Current Week Totals</b>	Traffic : Sales	19 : 1	<b>104</b>	<b>1175</b>	<b>61</b>	<b>23</b>	<b>38</b>	<b>0.37</b>	<b>1.02</b>	<b>-64%</b>	<b>0.97</b>	<b>-62%</b>
Per Project Average				11	0.59	0.22	0.37					
<b>Year Ago - 06/06/2021</b>	Traffic : Sales	13 : 1	<b>108</b>	<b>1463</b>	<b>112</b>	<b>8</b>	<b>104</b>	<b>0.96</b>	<b>1.22</b>	<b>-21%</b>	<b>1.24</b>	<b>-22%</b>
<b>% Change</b>			-4%	-20%	-46%	188%	-63%	-62%	-17%		-22%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 22

### 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	50	31	1.03	0.11	0.92	0.87
■	2018	66	26	1.24	0.15	1.09	0.80
■	2019	76	22	1.00	0.15	0.85	0.77
■	2020	80	21	1.06	0.20	0.86	1.11
■	2021	106	17	1.34	0.12	1.22	1.09
■	2022	102	15	1.18	0.17	1.02	1.02
% Change:		-3%	-17%	-12%	38%	-17%	-7%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			Since the start of the year, mortgage rates have spiked, with the average 30-year commitment rate for a fixed-rate mortgage rising from an average 3.45% in January to almost 5.0% in April. Perhaps not surprising, home sales appear to be buckling under the weight of higher interest rates. The Census Bureau reported that new home sales plunged 16.6% during April. While new home sales can be volatile on a month-over-month basis, this was the fourth straight monthly decline and the second consecutive double-digit drop. April's decline is the sharpest monthly contraction since July 2013, a fall that coincided with a spike in mortgage rates following the Fed's comments on forthcoming monetary policy tightening and resulting "taper tantrum." The 591,000-unit annual pace of home sales was the slowest pace since April 2020 when sales came to a grinding halt at the onset of the pandemic. While it may be tempting to blame the sales slowdown on the ongoing supply constraints limiting new home production and delaying project completions, there has been a clear pullback in buyer demand over the past few months. Higher financing costs are occurring as home prices continue to rise at a rapid pace, which is leading many traditional buyers, already discouraged by the shallow pool of available homes for sale, back to the sidelines. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>FHA</b>			
<b>10 Yr Yield</b>			

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12												
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	1	5	0	0	41	0	0.45	0.00			
Legacy at College Park	Century	MH		DTMJ	133	0	3	33	0	0	125	36	1.52	1.64			
Hartwell at Ellis	Landsea <b>TSO</b>	TR		DTMJ	121	0	TSO	0	0	0	74	24	1.60	1.09			
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	3	0	0	0	35	14	0.76	0.64			
Townsend at Ellis	Landsea	TR	Rsv's	DTMJ	104	0	5	0	0	0	93	54	2.64	2.45			
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	2	4	2	1	29	29	1.50	1.50			
Hillview	Lennar	TR	New	DTMJ	214	3	1	2	2	0	2	2	14.00	14.00			
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	4	4	23	2	0	154	22	0.93	1.00			
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	2	2	18	2	0	119	17	0.86	0.77			
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	8	0	0	97	26	1.50	1.18			
Langston at Mountain House	Shea	MH		ATMJ	171	0	3	9	0	1	164	22	1.33	1.00			
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	3	20	0	0	95	6	0.93	0.27			
<b>TOTALS: No. Reporting: 12</b>					<b>Avg. Sales: 0.50</b>				<b>Traffic to Sales: 15 : 1</b>		<b>30</b>	<b>122</b>	<b>8</b>	<b>2</b>	<b>1028</b>	<b>252</b>	<b>Net: 6</b>

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

Stockton/Lodi					Projects Participating: 11												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	4	1	1	1	112	38	1.73	1.73			
Solari Ranch II	DR Horton	SK		DTST	65	0	4	9	1	0	42	32	1.13	1.45			
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	2	4	0	0	70	20	1.16	0.91			
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	1	0	0	0	107	1	0.87	0.05			
Montevello II	KB Home	SK		DTST	103	0	2	7	0	0	101	22	1.22	1.00			
Santorini	KB Home	SK		DTMJ	86	0	5	4	0	0	57	26	1.30	1.18			
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	6	0	0	71	34	1.21	1.55			
Keys at Westlake	Lennar	SK		DTMJ	101	0	4	16	0	0	81	18	0.81	0.82			
Westlake	Meritage <b>TSO</b>	SK		DTMJ	84	0	TSO	10	0	0	15	15	1.24	1.24			
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	3	2	1	1	17	17	1.19	1.19			
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	4	7	0	0	13	13	1.06	1.06			
<b>TOTALS: No. Reporting: 11</b>					<b>Avg. Sales: 0.09</b>				<b>Traffic to Sales: 22 : 1</b>		<b>32</b>	<b>66</b>	<b>3</b>	<b>2</b>	<b>686</b>	<b>236</b>	<b>Net: 1</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 35									
San Joaquin County				Units	New Rel.	Rel'd Rnrg	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	3	4	5	0	0	80	16	0.55	0.73
Griffin Park	Atherton	MN		DTMJ	156	0	1	17	1	0	109	43	2.31	1.95
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	4	15	1	0	70	42	1.93	1.91
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	6	7	1	0	17	17	1.83	1.83
Summit at North Main	DR Horton	MN		DTST	67	0	2	6	3	1	15	15	1.22	1.22
Haven Villas at Sundance	KB Home	MN		DTMJ	235	0	3	11	1	0	231	29	1.51	1.32
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	4	6	0	1	92	20	1.29	0.91
Balboa at River Islands	Kiper	LP		DTMJ	77	0	3	29	0	0	61	24	1.24	1.09
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	2	29	0	0	74	26	1.14	1.18
Freestone	Kiper	MN		DTMJ	60	0	2	18	1	0	24	24	1.68	1.68
Skye at River Islands	Kiper	LP		DTMJ	155	0	3	252	1	0	26	26	0.86	1.18
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	12	8	0	0	109	4	0.34	0.18
Horizon at River Islands	Lennar	LP		DTMJ	143	0	1	5	0	0	87	35	1.30	1.59
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	3	12	0	0	102	43	1.52	1.95
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	2	38	0	0	43	28	1.19	1.27
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	3	13	0	0	92	36	1.37	1.64
Laguna at River Islands	Pulte	LP		DTMJ	110	0	3	3	2	0	40	29	1.37	1.32
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	4	5	0	1	41	30	1.40	1.36
Sunset at River Islands	Pulte	LP		DTMJ	122	0	1	8	0	0	121	37	1.68	1.68
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	100	6	5	10	4	0	90	62	2.70	2.82
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	2	0	0	7	7	0.98	0.98
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	3	5	1	1	70	29	1.49	1.32
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	5	1	0	0	12	12	1.68	1.68
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	2	9	1	1	21	21	1.09	1.09
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	2	4	0	0	37	29	1.41	1.32
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	2	11	0	0	103	11	0.73	0.50
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	4	39	0	0	39	23	1.07	1.05
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	0	2	5	0	0	103	1	1.00	0.05
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	2	10	0	0	22	22	1.66	1.66
Avalon at River Islands	Trumark	LP		DTMJ	57	2	3	28	1	0	27	27	1.34	1.34
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	1	28	2	0	24	24	1.68	1.68
Dawn at The Collective	Trumark	MN		AASF	76	3	7	17	3	0	3	3	0.27	0.27
Vida at The Collective	Trumark	MN		AASF	103	0	9	17	0	0	8	8	0.52	0.52
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	3	27	0	1	115	15	1.17	0.68
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	2	30	2	1	83	20	1.22	0.91
<b>TOTALS: No. Reporting: 35</b>			<b>Avg. Sales: 0.51</b>		<b>Traffic to Sales: 29 : 1</b>			<b>121</b>	<b>730</b>	<b>25</b>	<b>7</b>	<b>2198</b>	<b>838</b>	<b>Net: 18</b>

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Stanislaus 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
Bruin Heights	DR Horton	WF		DTST	51	3	6	3	1	0	19	19	1.24	1.24
Edgewater	DR Horton	WF		DTST	75	0	3	0	0	0	69	29	1.27	1.32
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	3	4	0	0	83	32	1.68	1.45
Fieldstone II	KB Home	HG		DTST	50	0	2	2	1	0	6	6	0.95	0.95
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	9	0	0	142	26	1.29	1.18
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 9 : 1</b>			15	18	2	0	319	112	<b>Net: 2</b>
City Codes: WF = Waterford, PR = Patterson, HG = Hughson														

Turlock					Projects Participating: 2									
					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
Marcona	Bright	KY		DTMJ	116	0	2	19	2	0	6	6	2.63	2.63
Les Chateaux	KB Home	TK		DTMJ	60	0	3	13	0	0	21	21	1.37	1.37
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 16 : 1</b>			5	32	2	0	27	27	<b>Net: 2</b>
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 13									
					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	0	0	0	117	1	0.73	0.05
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	7	3	0	0	6	6	0.39	0.39
Monterra V	DR Horton	MD		DTST	35	0	3	12	1	1	28	28	1.45	1.45
Pacheco Pointe	DR Horton	LB		DTST	118	0	10	5	1	3	108	43	1.54	1.95
Panorama	DR Horton	MD		DTST	192	0	12	7	0	1	178	11	1.13	0.50
Manzanita	Legacy	LT		DTMJ	172	0	1	6	0	0	171	3	0.85	0.14
Sunflower	Legacy	MD		DTST	144	0	1	N/A	0	0	142	1	0.80	0.05
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	4	10	2	1	33	22	0.82	1.00
Sunrise Ranch	Meritage	LB		DTMJ	87	0	1	12	0	0	27	21	0.92	0.95
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	4	13	0	1	39	22	1.17	1.00
Cypress Terrace	Stonefield Home	MD		DTST	125	0	2	5	0	0	101	10	0.70	0.45
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	3	4	0	0	8	3	0.19	0.14
Villas II, The	Stonefield Home	LB		DTST	191	0	1	6	0	0	75	18	1.05	0.82
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: -0.25</b>			<b>Traffic to Sales: 21 : 1</b>			50	83	4	7	1033	189	<b>Net: -3</b>
City Codes: MD = Merced, LB = Los Banos, LT = Livingston														

Madera County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	0	10	2	0	0	2	2	0.20	0.20
Pheasant Run	Century	CW		DTMJ	70	0	11	12	0	0	34	23	1.09	1.05
Fielding Villas	KB Home	MDA		DTST	87	0	1	9	2	0	86	18	1.08	0.82
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	6	0	1	82	29	1.15	1.32
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.25</b>			<b>Traffic to Sales: 15 : 1</b>			24	29	2	1	204	72	<b>Net: 1</b>
City Codes: CW = Chowchilla, MDA = Madera														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 23										
Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bravado	Century	REE		DTMU	182	0	11	6	1	0	16	8	0.48	0.36	
Meadowood II	Century	FR		ATMU	127	0	8	12	0	0	81	45	1.83	2.05	
Monarch	Century	KB		DTMU	64	0	7	8	0	0	18	16	0.41	0.73	
Olivewood	Century	FR		DTMU	169	0	14	5	0	0	95	53	1.86	2.41	
The Crossings II	Century	KER		DTMU	104	0	14	5	0	0	25	25	1.64	1.64	
River Pointe	DR Horton	REE		DTMU	84	3	9	5	1	0	66	25	1.08	1.14	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.75	0.00	
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	4	3	3	4	0	18	18	0.89	0.89	
Marshall Estates	KB Home	FO		DTST	76	4	3	10	1	0	60	22	1.30	1.00	
Anatole- Clementine	Lennar	FR		DTMU	137	0	3	3	2	0	81	37	1.29	1.68	
Anatole- Coronet	Lennar	FR		DTMU	99	0	2	0	0	0	61	7	0.97	0.32	
Arboralla - Clementine	Lennar	CV		DTST	137	0	2	3	0	0	86	35	1.44	1.59	
Brambles- Starling	Lennar	FR		ATST	150	4	2	7	4	0	71	20	1.13	0.91	
Brambles- Wilde	Lennar	FR		DTST	89	0	2	10	0	0	59	11	0.94	0.50	
Daffodil Hill - Clementine	Lennar	FR		DTMU	109	0	1	0	0	0	25	25	1.88	1.88	
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	3	3	0	0	58	2	0.76	0.09	
Fancher Creek - Coronet II	Lennar	FR		DTMU	138	0	7	3	1	3	18	5	0.53	0.23	
Fancher Creek California II	Lennar	FR		DTMU	106	0	2	2	0	0	45	18	1.13	0.82	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	1	1	0	0	84	19	1.10	0.86	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	3	2	0	0	60	6	0.66	0.27	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	3	2	0	0	41	2	0.45	0.09	
Sterling Acres- Coronet	Lennar	FR		DTMU	95	0	2	1	1	1	30	30	2.10	2.10	
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	5	4	0	0	48	19	0.81	0.86	
<b>TOTALS: No. Reporting: 23</b>		<b>Avg. Sales: 0.48</b>			<b>Traffic to Sales: 6 : 1</b>				<b>113</b>	<b>95</b>	<b>15</b>	<b>4</b>	<b>1272</b>	<b>448</b>	<b>Net: 11</b>

City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis

Central Valley			Projects Participating: 105						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 104</b>	<b>Avg. Sales: 0.37</b>	<b>Traffic to Sales: 19 : 1</b>	<b>390</b>	<b>1175</b>	<b>61</b>	<b>23</b>	<b>6767</b>	<b>2174</b>	<b>Net: 38</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									

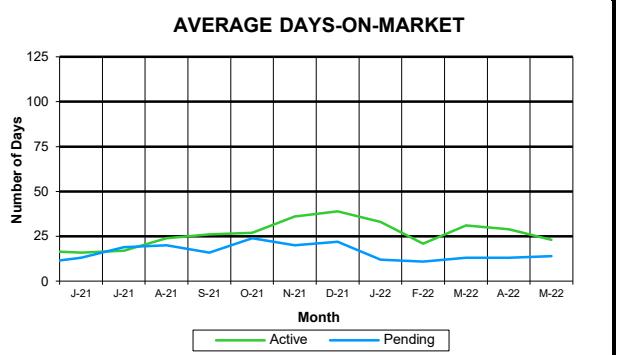
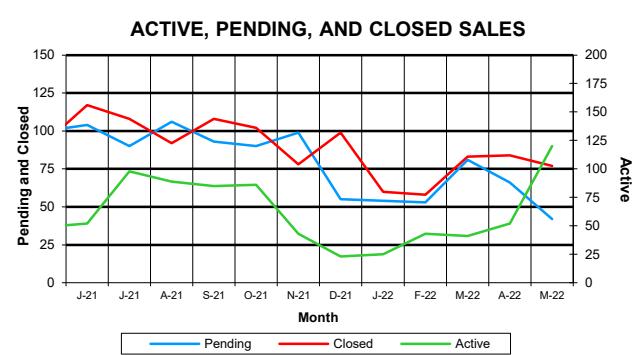
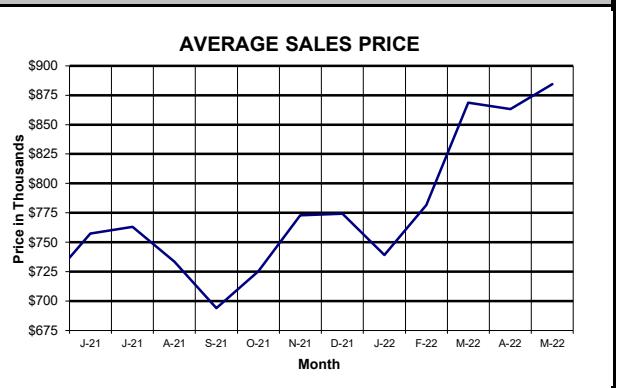


# The Ryness Company

Marketing Research Department

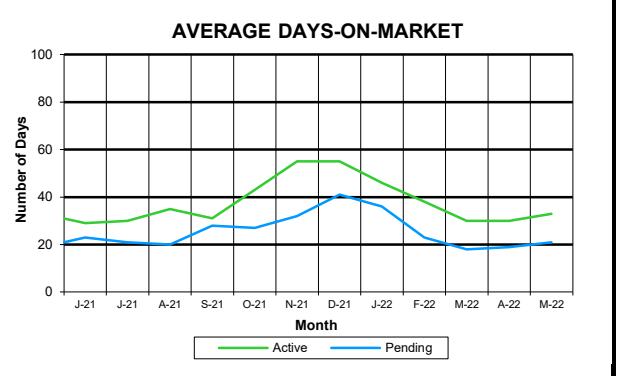
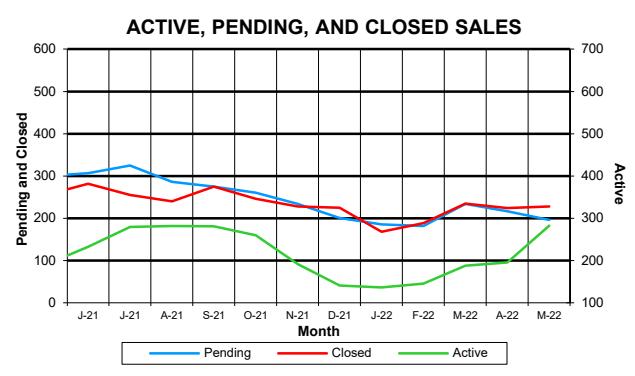
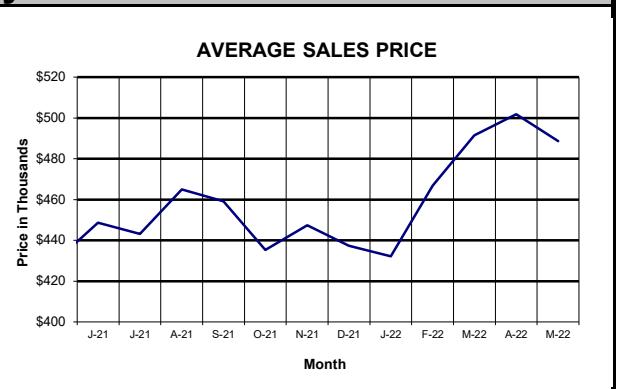
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	86	27	90	24	102	725,387
Nov-21	43	36	99	20	78	772,891
Dec-21	23	39	55	22	99	774,259
Jan-22	25	33	54	12	60	739,033
Feb-22	43	21	53	11	58	781,671
Mar-22	41	31	81	13	83	868,542
Apr-22	52	29	66	13	84	863,320
May-22	120	23	42	14	77	884,642



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	260	43	261	27	246	435,363
Nov-21	192	55	234	32	228	447,367
Dec-21	141	55	201	41	225	437,410
Jan-22	137	46	186	36	168	432,133
Feb-22	146	38	182	23	189	466,753
Mar-22	188	30	234	18	235	491,466
Apr-22	196	30	217	19	224	501,793
May-22	283	33	196	21	228	488,636



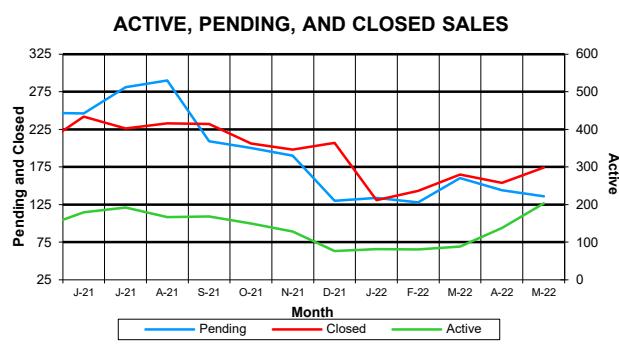


# The Ryness Company

Marketing Research Department

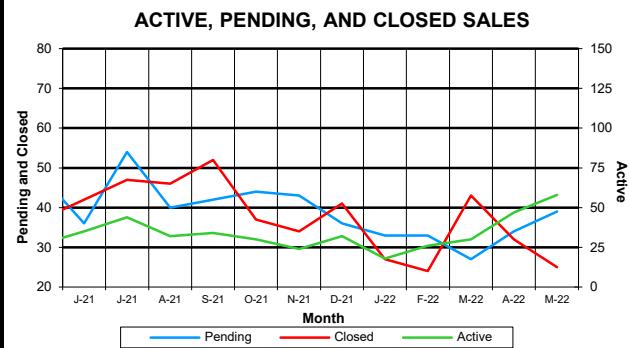
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	150	51	200	20	206	471,994
Nov-21	128	54	190	19	198	474,799
Dec-21	77	78	130	24	207	473,305
Jan-22	82	37	134	21	131	451,174
Feb-22	81	53	128	22	143	501,184
Mar-22	88	50	160	19	165	496,951
Apr-22	138	39	144	13	154	508,932
May-22	203	35	136	18	174	509,604



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	30	43	44	24	37	381,895
Nov-21	24	64	43	23	34	400,070
Dec-21	32	44	36	31	41	387,268
Jan-22	18	43	33	39	27	377,370
Feb-22	26	48	33	13	24	421,170
Mar-22	30	45	27	33	43	423,583
Apr-22	47	41	34	22	32	373,108
May-22	58	47	39	21	25	421,362



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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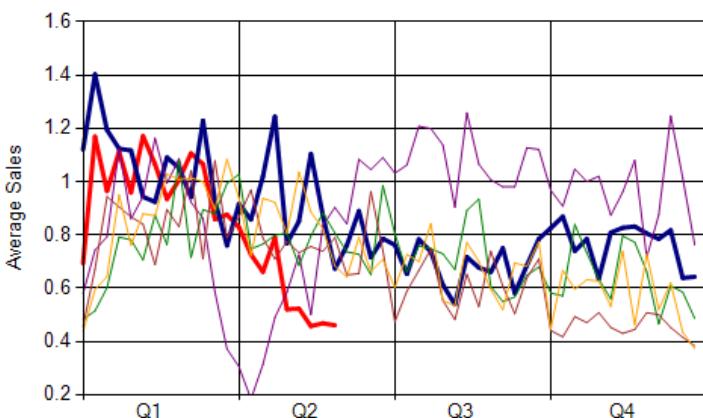


**Ending: Sunday, June 5, 2022**

## Sacramento Week 22

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		19	213	18	2	16	0.84	0.93	-9%	0.78	8%	
Central & North Sacramento		41	395	21	7	14	0.34	0.90	-62%	0.85	-60%	
Folsom		16	195	8	0	8	0.50	0.77	-35%	0.69	-27%	
El Dorado		10	98	8	0	8	0.80	0.67	20%	0.50	60%	
Placer & Nevada		72	728	35	6	29	0.40	0.80	-50%	0.74	-46%	
Yolo		5	26	3	1	2	0.40	0.80	-50%	0.76	-47%	
Amador County		1	11	1	0	1	1.00	0.27	267%	0.23	333%	
Northern Counties		12	109	4	1	3	0.25	0.98	-75%	0.87	-71%	
<b>Current Week Totals</b>	Traffic : Sales	18 : 1	<b>176</b>	<b>1775</b>	<b>98</b>	<b>17</b>	<b>81</b>	<b>0.46</b>	<b>0.83</b>	<b>-45%</b>	<b>0.76</b>	<b>-39%</b>
Per Project Average				10	0.56	0.10	0.46					
<b>Year Ago - 06/06/2021</b>	Traffic : Sales	17 : 1	<b>165</b>	<b>2344</b>	<b>135</b>	<b>24</b>	<b>111</b>	<b>0.67</b>	<b>1.00</b>	<b>-33%</b>	<b>0.96</b>	<b>-30%</b>
% Change			7%	-24%	-27%	-29%	-27%	-32%	-17%		-21%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 22

### 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	28	1.01	0.15	0.86	0.73
■	2018	126	26	0.94	0.13	0.81	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	146	16	0.88	0.17	0.71	0.89
■	2021	157	19	1.10	0.09	1.00	0.85
■	2022	170	15	0.97	0.14	0.83	0.83
% Change:		8%	-18%	-11%	48%	-17%	-1%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
<b>CONV</b>			Since the start of the year, mortgage rates have spiked, with the average 30-year commitment rate for a fixed-rate mortgage rising from an average 3.45% in January to almost 5.0% in April. Perhaps not surprising, home sales appear to be buckling under the weight of higher interest rates. The Census Bureau reported that new home sales plunged 16.6% during April. While new home sales can be volatile on a month-over-month basis, this was the fourth straight monthly decline and the second consecutive double-digit drop. April's decline is the sharpest monthly contraction since July 2013, a fall that coincided with a spike in mortgage rates following the Fed's comments on forthcoming monetary policy tightening and resulting "taper tantrum." The 591,000-unit annual pace of home sales was the slowest pace since April 2020 when sales came to a grinding halt at the onset of the pandemic. While it may be tempting to blame the sales slowdown on the ongoing supply constraints limiting new home production and delaying project completions, there has been a clear pullback in buyer demand over the past few months. Higher financing costs are occurring as home prices continue to rise at a rapid pace, which is leading many traditional buyers, already discouraged by the shallow pool of available homes for sale, back to the sidelines. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				
<b>FHA</b>							
<b>10 Yr Yield</b>							
							

# The Ryness Report

Week Ending  
Sunday, June 5, 2022

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19										
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	
The Retreats	K Hovnanian	RM	New	DTMU	62	3	2	1	1	0	1	1	3.50	3.50	
Allegro	KB Home	LN		ATMU	72	0	1	6	1	0	31	31	1.70	1.70	
Pleridae	KB Home	GT		DTST	69	0	1	2	0	0	68	18	1.08	0.82	
Traviso	KB Home	LN		DTMU	422	0	3	9	1	0	26	26	1.22	1.18	
Vintage Park	KB Home	SO		DTST	81	0	1	13	0	0	77	17	1.45	0.77	
Antinori at Vineyard Creek	Lennar	SO		DTMU	95	0	1	11	1	0	81	17	0.94	0.77	
Elements at Sterling Meadows	Lennar	LN		DTMU	289	0	4	9	0	0	239	39	1.23	1.77	
Essentia at Sterling Meadows	Lennar TSO	LN		DTST	139	0	TSO	18	2	1	85	17	1.01	0.77	
Redwood at Parkside	Lennar	VN		DTMU	344	7	5	12	3	0	337	27	0.92	1.23	
Cornerstone Commons	Meritage	LN		DTMU	83	0	4	4	0	0	5	5	0.69	0.69	
Cornerstone Crossings	Meritage	LN		DTMU	78	0	4	5	0	0	6	6	0.82	0.82	
Laguna Ranch II	Richmond American	LN	New	DTMU	100	5	2	7	3	0	3	3	10.50	10.50	
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	3	0	0	0	64	24	1.31	1.09	
Seasons at the Farm	Richmond American	GT		DTMU	87	4	2	7	4	0	13	13	0.98	0.98	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMU	108	0	2	18	0	0	106	10	0.78	0.45	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMU	102	0	7	18	1	0	95	13	0.70	0.59	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMU	121	0	4	18	0	0	117	22	0.86	1.00	
Cedar Creek	Tim Lewis	GT		DTMU	112	0	2	9	0	1	36	21	0.85	0.95	
Reflections at Poppy Lane	Tim Lewis	LN		DTMU	73	0	2	46	1	0	44	16	0.83	0.73	
<b>TOTALS: No. Reporting: 19</b>					<b>Avg. Sales: 0.84</b>			<b>Traffic to Sales: 12 : 1</b>	<b>50</b>	<b>213</b>	<b>18</b>	<b>2</b>	<b>1434</b>	<b>326</b>	<b>Net: 16</b>

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

# The Ryness Report

Week Ending  
Sunday, June 5, 2022

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20													
Central 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				
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	4	1	0	0	42	10	0.49	0.45				
Crocker Village- Alley Row	Black Pine TSO	SO		DTMJ	67	0	TSO	5	0	0	54	6	0.53	0.27				
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	5	4	0	0	41	1	0.41	0.05				
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	1	0	0	0	97	4	0.68	0.18				
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	3	3	14	2	0	110	18	0.77	0.82				
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	1	24	0	0	120	9	0.76	0.41				
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	2	11	1	0	26	26	1.35	1.35				
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	2	11	1	0	32	32	1.66	1.66				
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	11	0	0	65	65	3.37	3.37				
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	8	5	0	1	98	34	1.44	1.55				
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	5	4	0	0	67	17	0.85	0.77				
Oaks at Mitchell Village	KB Home	CH		DTST	74	0	1	5	0	0	73	22	1.26	1.00				
Ventana	Lennar	RO		DTMJ	160	4	4	8	1	0	134	32	0.89	1.45				
Verdant	Lennar	RO		DTST	157	0	4	8	0	0	118	24	1.05	1.09				
Viridian	Lennar	RO		DTST	185	3	3	8	1	0	149	23	0.97	1.05				
Elevate at Montelena	Premier Homes	RO		DTMJ	152	0	2	13	0	0	1	1	0.19	0.19				
Village 8 at Montelena	Premier Homes	RO		DTMJ	81	3	2	18	0	0	6	6	1.17	1.17				
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	1	8	0	0	13	13	0.98	0.98				
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	5	1	1	60	33	0.83	1.50				
Magnolia at Cypress	Woodside	RO		DTMJ	178	4	3	6	2	0	144	30	1.00	1.36				
<b>TOTALS: No. Reporting: 20</b>			<b>Avg. Sales: 0.35</b>		<b>Traffic to Sales: 19 : 1</b>				<b>56</b>	<b>169</b>	<b>9</b>	<b>2</b>	<b>1450</b>	<b>406</b>				
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks																		
<b>Net: 7</b>																		

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
North Sacramento					Units	New Rel.	Rel'd Rn'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	4	5	1	0	107	14	0.77	0.64
Edgeview - The Cove	Beazer	SO		ATST	156	0	6	5	0	0	109	19	1.07	0.86
Westward - The Cove	Beazer	SO		DTST	122	0	4	4	1	1	63	11	0.55	0.50
Windrow - The Cove	Beazer	SO		DTST	167	0	2	3	0	0	123	17	0.92	0.77
Provence	Blue Mountain	SO		ATST	185	4	4	15	1	0	113	12	0.85	0.55
Mbraga	DR Horton	AO		DTMJ	162	0	2	10	1	0	156	40	1.61	1.82
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	4	14	1	1	29	15	0.71	0.68
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	2	18	0	0	80	19	0.91	0.86
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	4	3	17	1	0	80	14	0.91	0.64
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	11	0	0	73	23	1.01	1.05
Northlake - Bleau	Lennar	SO		DTMJ	236	0	1	11	1	1	78	25	1.08	1.14
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	2	11	0	1	64	18	0.89	0.82
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	11	0	0	64	24	1.00	1.09
Northlake - Lakelet	Lennar <span style="color:red">TSO</span>	SO		DTMJ	134	0	TSO	11	0	0	65	16	0.90	0.73
Northlake - Shor	Lennar	SO		DTMJ	140	0	1	11	0	0	74	21	1.03	0.95
Northlake - Watersyde	Lennar	SO		DTMJ	127	5	3	11	2	0	71	18	0.98	0.82
Northlake - Wavmrr	Lennar	SO		DTMJ	153	3	3	11	1	0	73	23	1.01	1.05
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	3	15	1	1	42	28	0.99	1.27
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	2	8	0	0	138	14	1.22	0.64
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	8	1	0	93	26	1.50	1.18
Portisol at Artisan Square	Williams	SO		ATST	95	0	3	16	0	0	57	29	0.67	1.32
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 19 : 1</b>				<b>55</b>	<b>226</b>	<b>12</b>	<b>5</b>	<b>1752</b>	<b>426</b>
<b>Net: 7</b>														

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16												
Folsom Area					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			
Sycamore Creek	JMC	FM		DTMJ	86	0	5	8	0	0	40	6	0.52	0.27			
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	5	1	0	109	34	1.36	1.55			
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	1	9	1	0	89	36	1.48	1.64			
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	3	10	2	0	44	18	0.89	0.82			
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	1	8	0	0	5	5	0.97	0.97			
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	2	5	0	0	7	7	1.36	1.36			
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	3	6	0	0	42	15	0.85	0.68			
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	2	9	0	0	6	6	2.63	2.63			
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	1	7	0	0	67	13	0.97	0.59			
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	5	4	0	0	46	21	0.80	0.95			
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	4	0	0	23	18	0.85	0.82			
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	2	3	0	0	111	10	0.83	0.45			
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	24	0	0	74	13	0.87	0.59			
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	1	17	0	0	97	16	0.82	0.73			
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	1	38	2	0	140	22	1.06	1.00			
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	1	38	2	0	59	8	0.87	0.36			
<b>TOTALS: No. Reporting: 16</b>					<b>Avg. Sales: 0.50</b>				<b>Traffic to Sales: 24 : 1</b>		<b>35</b>	<b>195</b>	<b>8</b>	<b>0</b>	<b>959</b>	<b>248</b>	<b>Net: 8</b>

City Codes: FM = Folsom

El Dorado County					Projects Participating: 10												
					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			
Revere	Blue Mountain	RE		DTMJ	51	0	2	11	0	0	34	5	0.59	0.23			
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	3	3	14	1	0	90	23	0.92	1.05			
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	3	15	1	0	54	14	0.58	0.64			
Ponderosa at Saratoga	Elliott TSO	BH		DTMJ	56	0	TSO	15	0	0	8	8	0.97	0.97			
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	4	6	0	0	41	13	0.51	0.59			
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	3	7	0	0	101	18	0.78	0.82			
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	7	6	16	5	0	200	34	1.03	1.55			
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	1	4	0	0	4	4	0.25	0.25			
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	2	4	0	0	20	5	0.41	0.23			
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	3	6	1	0	23	18	0.71	0.82			
<b>TOTALS: No. Reporting: 10</b>					<b>Avg. Sales: 0.80</b>				<b>Traffic to Sales: 12 : 1</b>		<b>27</b>	<b>98</b>	<b>8</b>	<b>0</b>	<b>575</b>	<b>142</b>	<b>Net: 8</b>

City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park

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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
Verrado at Solaire	Beazer	R/V		DTMU	76	0	12	8	0	0	44	14	0.88	0.64
Millstone at Sierra Pne	Black Pine	R/K		DTST	61	0	2	6	0	0	59	23	0.75	1.05
Carmelian	Blue Mountain	GB		ATMU	28	0	3	5	0	1	25	5	0.37	0.23
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	3	9	2	0	22	15	0.53	0.68
Balboa	DR Horton	R/V		DTST	127	4	3	15	4	0	112	51	1.86	2.32
Heartland at Independence	DR Horton	LL		DTMU	98	0	4	5	0	0	58	33	1.44	1.50
Traditions at Independence	DR Horton	LL		DTST	97	0	3	4	0	0	55	29	1.23	1.32
Winding Creek- The Wilds	DR Horton	R/V		DTST	120	4	2	5	4	0	109	41	1.71	1.86
Turkey Creek Estates	Elliott	LL		DTMU	240	0	4	8	0	0	39	17	0.79	0.77
Broadlands	JMC S/O	LL		DTST	88	0	S/O	2	2	0	88	10	0.88	0.45
Edgefield Place	JMC	R/K		DTMU	83	0	3	15	1	0	14	14	1.14	1.14
Excelsior Village at Sierra Vista	JMC	R/V		DTMU	80	0	8	16	1	0	2	2	0.32	0.32
Fairbrook at Fiddymont Farms	JMC	R/V		DTMU	115	0	3	33	0	1	50	14	0.84	0.64
Meadow brook at Fiddymont Farms	JMC	R/V		DTMU	80	4	4	47	3	0	47	9	0.79	0.41
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	4	2	0	0	183	4	1.17	0.18
Palisade Village	JMC	R/V		DTST	232	0	2	24	0	0	196	14	1.40	0.64
Pinnacle Village	JMC	R/V		DTMU	127	0	2	0	0	0	121	0	0.77	0.00
Prominence at Whitney Ranch	JMC	R/K		DTMU	92	0	3	36	0	0	71	8	0.80	0.36
Sagebrook at Fiddymont Farms	JMC	R/V		DTMU	122	0	3	43	0	0	52	17	0.88	0.77
Sentinel	JMC	R/V		DTST	132	0	2	33	0	0	126	0	1.08	0.00
Tribute Pointe	JMC	R/K		DTMU	99	0	6	5	1	0	7	7	0.57	0.57
Wrenwood at Whitney Ranch	JMC	R/K		DTMU	158	0	1	8	0	0	9	9	0.97	0.97
Aspire at Solaire	K Hovnanian	R/V		DTMU	147	0	1	2	0	0	122	20	1.10	0.91
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	0	2	2	0	0	20	14	0.62	0.64
Creekside Preserve	K Hovnanian	LL		DTMU	71	0	3	2	0	0	65	19	0.53	0.86
Dorado at Twelve Bridges	K Hovnanian	LL		DTMU	133	0	1	2	0	0	132	10	0.80	0.45
Firefly at Winding Creek	K Hovnanian	R/V		DTMU	86	0	4	2	0	0	70	32	1.11	1.45
Bartlett at Mason Trails	KB Home	R/V		DTMU	53	0	5	8	1	0	25	25	1.45	1.45
Copper Ridge	KB Home	LL		DTMU	79	0	2	10	0	0	29	22	1.10	1.00
Cortland at Mason Trails	KB Home	R/V		DTMU	110	0	2	9	0	0	29	29	1.68	1.68
Ventana - Twelve Bridges	KB Home	LL		DTMU	240	0	4	6	0	0	211	47	1.33	2.14
Andorra at Sierra West	Lennar	R/V		DTMU	193	0	3	10	0	0	76	23	0.87	1.05
Belle Maison at Campus Oaks	Lennar	R/V		DTMU	132	0	2	5	0	0	78	16	0.94	0.73
Breckenridge at Sierra West	Lennar	R/V		DTMU	182	0	2	6	0	1	16	12	0.46	0.55
Chantilly at Campus Oaks	Lennar	R/V		DTMU	86	0	2	7	1	0	34	17	0.94	0.77
Covara II at Campus Oaks	Lennar	R/V		DTMU	112	0	3	7	0	0	64	17	0.84	0.77
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMU	257	0	2	9	0	0	22	17	0.52	0.77
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	3	4	1	0	159	9	0.75	0.41
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	311	0	1	9	1	0	23	21	0.51	0.95
Lumiere at Sierra West	Lennar	R/V		DTMU	205	0	2	10	2	0	77	21	0.87	0.95
Meribel at Sierra West	Lennar	R/V		DTMU	167	0	3	7	0	0	78	20	0.86	0.91
Molise at Heritage Placer Vineyards	Lennar	R/V		DTST	178	0	1	9	2	0	30	23	0.73	1.05
Novara at Fiddymont	Lennar	R/V		DTST	105	0	3	8	1	0	90	18	0.90	0.82
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	0	1	7	0	0	87	18	0.86	0.82
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	101	0	6	3	0	0	95	14	0.90	0.64

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer County (Continued ...)					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
St. Mritz at Sierra	Lennar	RV		DTMJ	144	0	3	9	0	0	79	22	0.89	1.00
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	12	1	1	21	16	0.84	0.73
Encore at Meadowlands	Meritage <span style="color:red">TSO</span>	LL		DTMJ	83	0	TSO	4	0	0	21	21	1.58	1.58
Meadowlands 60s	Meritage	LL		DTMJ	92	0	5	10	0	0	56	20	1.03	0.91
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	1	11	0	0	26	19	0.86	0.86
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	0	0	0	73	1	0.71	0.05
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	3	1	1	84	18	1.15	0.82
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	2	9	1	0	4	4	0.28	0.28
Windsong at Winding Creek	Richmond American <span style="color:red">TSO</span>	RV		DTMJ	71	0	TSO	12	0	0	24	15	0.77	0.68
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	1	2	0	0	61	11	0.88	0.50
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	16	2	0	0	110	18	1.05	0.82
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	14	2	0	1	67	11	0.64	0.50
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	2	2	0	0	42	4	0.61	0.18
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	1	23	15	0	0	62	19	1.08	0.86
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	5	32	15	0	0	4	4	0.20	0.20
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	2	16	14	1	0	55	18	0.96	0.82
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	3	24	15	1	0	54	20	0.94	0.91
Fiddym Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	8	7	0	0	4	4	1.75	1.75
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	4	16	2	0	0	64	21	0.61	0.95
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	4	11	22	0	0	25	25	1.54	1.54
Eureka Grove	The New Home Co	GB		DTMJ	72	0	4	18	0	0	44	28	1.21	1.27
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	2	37	0	0	1	1	0.44	0.44
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	14	0	0	76	9	0.53	0.41
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	11	1	0	0	65	18	1.03	0.82
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	1	1	0	61	20	0.97	0.91
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	4	9	0	0	117	27	0.97	1.23
<b>TOTALS: No. Reporting: 71</b>		<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 22 : 1</b>			<b>345</b>	<b>721</b>	<b>33</b>	<b>6</b>	<b>4421</b>	<b>1194</b>	<b>Net: 27</b>

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	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers	GV		DTST	45	0	1	7	2	0	25	5	0.14	0.23
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 4 : 1</b>			<b>1</b>	<b>7</b>	<b>2</b>	<b>0</b>	<b>25</b>	<b>5</b>	<b>Net: 2</b>

City Codes: GV = Grass Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Yolo 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
Riverchase	Anthem United	WS		DTST	222	0	2	3	0	0	220	11	0.93	0.50
Iris	Lennar	WL		DTMJ	97	0	4	8	1	0	2	2	1.56	1.56
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	4	0	0	1	59	25	0.99	1.14
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	2	1	1	0	118	17	0.48	0.77
Revival	Tim Lewis	WL		DTST	72	0	2	14	1	0	4	4	0.78	0.78
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 9 : 1</b>				14	26	3	1	403	59
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis														

Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	2	11	1	0	15	6	0.37	0.27
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 11 : 1</b>				2	11	1	0	15	6
City Codes: PLY = Plymouth														

Shasta County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Ro	DR Horton	RD	New	DTST	50	2	2	17	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>				2	17	0	0	0	<b>Net: 0</b>
City Codes: RD = Redding														

Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	5	4	0	0	136	26	1.18	1.18
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				5	4	0	0	136	26
City Codes: LO = Live Oak														

Yuba County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	2	25	0	0	87	25	0.72	1.14
Oresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	52	0	2	1	0	0	45	0	0.37	0.00
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	4	16	1	1	65	42	1.58	1.91
Summerset at The Orchards	JMC	MS		DTST	96	0	4	4	0	0	92	5	0.86	0.23
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	4	6	0	0	12	12	1.29	1.29
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	3	10	1	0	25	25	2.22	2.22
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	1	12	1	0	69	25	0.78	1.14
Crosswinds at River Oaks	Meritage	PLK		DTMJ	72	0	1	13	0	0	61	26	1.12	1.18
Seasons at River Oaks	Richmond American	TSO OL		DTST	83	0	TSO	0	0	0	72	19	0.98	0.86
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	7	1	1	0	89	16	0.96	0.73
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 0.30</b>		<b>Traffic to Sales: 22 : 1</b>				28	88	4	1	617	195	<b>Net: 3</b>
City Codes: PLK = Plumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst														

# The Ryness Report

*Week Ending*  
Sunday, June 5, 2022

Sacramento

Page  
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Development Name	Developer	City Code	Notes	Type	Projects Participating: 176						
<b>Sacramento</b>					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 176</b>					620	1775	98	17	11787	3033	Net: 81
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											

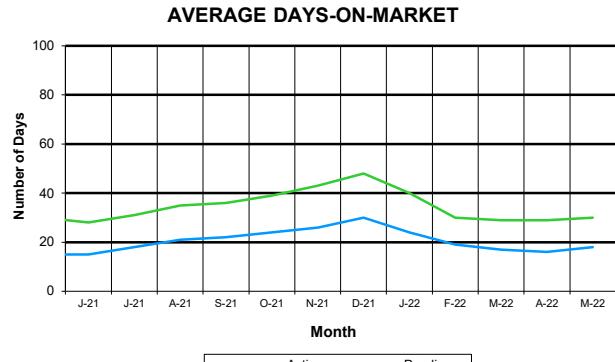


# The Ryness Company

Marketing Research Department

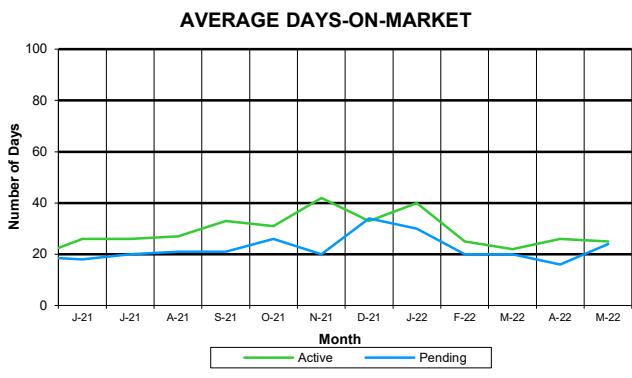
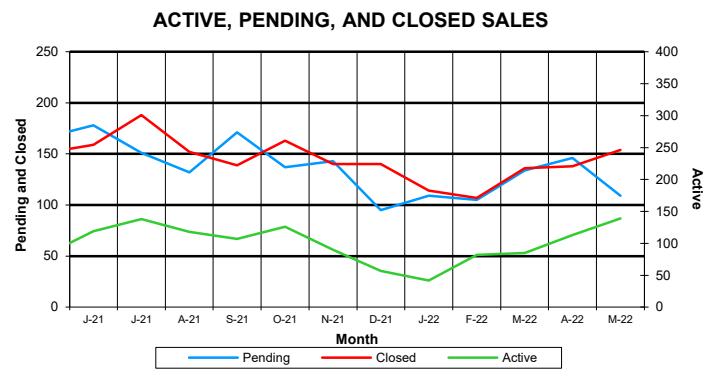
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	1,007	39	1,269	24	1,347	560,893
Nov-21	767	43	1,132	26	1,214	566,756
Dec-21	535	48	799	30	1,183	569,728
Jan-22	768	40	897	24	882	570,426
Feb-22	648	30	809	19	953	595,141
Mar-22	695	29	1,098	17	1,167	617,037
Apr-22	918	29	1,272	16	1,250	625,390
May-22	1,226	30	886	18	1,137	638,117



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	126	31	137	26	163	355,793
Nov-21	90	42	143	20	140	339,384
Dec-21	57	33	95	34	140	364,570
Jan-22	42	40	109	30	114	345,660
Feb-22	82	25	105	20	107	381,093
Mar-22	85	22	134	20	136	385,298
Apr-22	113	26	146	16	138	394,990
May-22	139	25	109	24	154	384,452



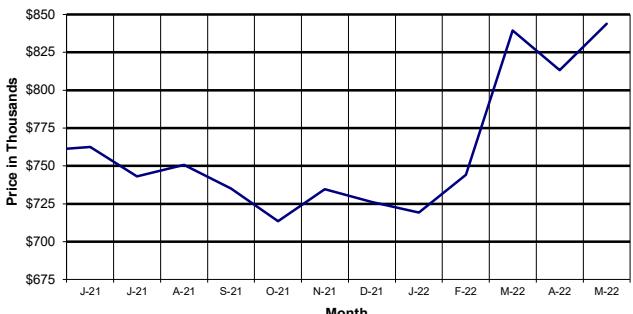
# The Ryness Company

Marketing Research Department

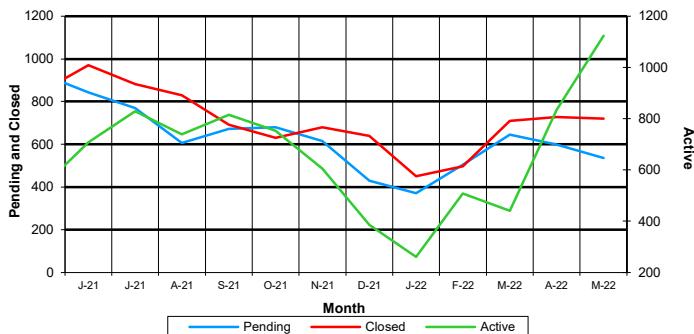
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	753	51	680	27	630	713,658
Nov-21	605	59	615	29	680	734,692
Dec-21	385	65	429	42	639	726,154
Jan-22	261	43	371	24	450	719,233
Feb-22	508	37	504	25	497	744,259
Mar-22	440	31	645	21	710	839,492
Apr-22	834	33	598	17	728	813,132
May-22	1,124	36	535	19	720	843,754

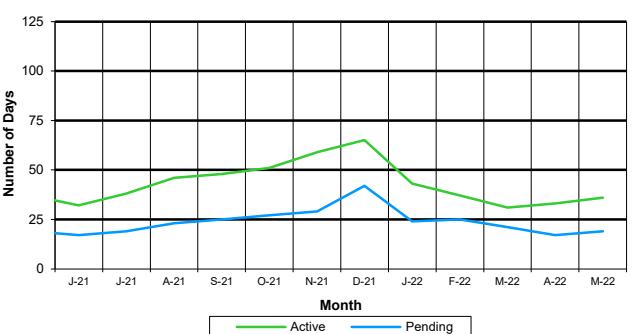
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



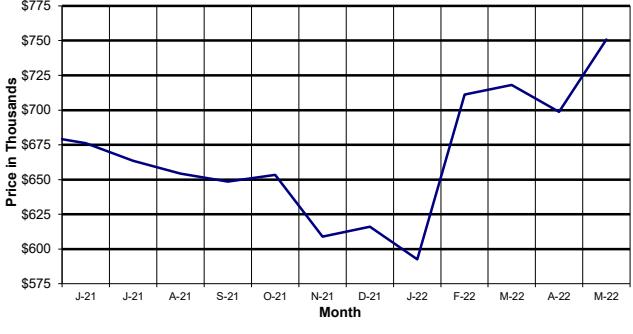
AVERAGE DAYS-ON-MARKET



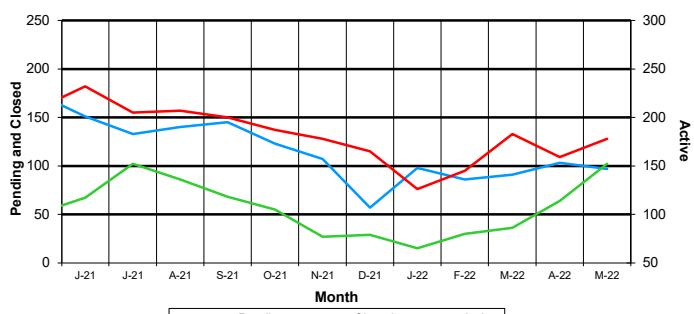
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-21	105	50	123	33	137	653,454
Nov-21	77	52	107	38	128	608,995
Dec-21	79	54	57	50	115	616,097
Jan-22	65	51	98	27	76	592,505
Feb-22	80	45	86	34	95	711,203
Mar-22	86	44	91	22	133	718,155
Apr-22	114	38	103	15	109	698,720
May-22	152	34	97	27	128	750,961

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

