

# THE RYNESSE REPORT

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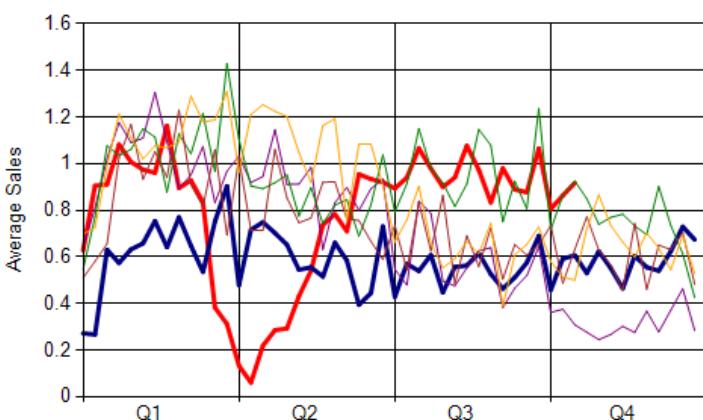


**Ending: Sunday, October 18, 2020**

## Bay Area Week 42

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	39	473	34	4	30	0.77	0.67	15%	0.77	0%
Contra Costa	30	335	35	2	33	1.10	0.87	27%	1.07	3%
Sonoma, Napa	8	56	6	0	6	0.75	0.76	-1%	0.86	-13%
San Francisco, Marin	2	6	0	0	0	0.00	0.38	-100%	0.56	-100%
San Mateo	6	52	2	0	2	0.33	0.42	-20%	0.29	14%
Santa Clara	29	314	30	4	26	0.90	0.76	18%	0.77	17%
Monterey, Santa Cruz, San Benito	15	218	16	4	12	0.80	1.02	-21%	1.34	-40%
Solano	15	317	24	1	23	1.53	0.89	71%	1.42	8%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>144</b>	<b>1771</b>	<b>147</b>	<b>15</b>	<b>132</b>	<b>0.92</b>	<b>0.78</b>	<b>17%</b>
Per Project Average			12	1.02	0.10	0.92				
<b>Year Ago - 10/20/2019</b>	<b>Traffic : Sales</b>	<b>26 : 1</b>	<b>170</b>	<b>3041</b>	<b>119</b>	<b>16</b>	<b>103</b>	<b>0.61</b>	<b>0.58</b>	<b>4%</b>
% Change			-15%	-42%	24%	-6%	28%	51%	35%	71%

### 52 Weeks Comparison



### Year to Date Averages Through Week 42

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	109	35	1.01	0.11	0.90	0.85
■	2016	132	30	0.87	0.11	0.76	0.73
■	2017	142	32	1.05	0.10	0.95	0.90
■	2018	125	27	0.89	0.09	0.79	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.89	0.11	0.78	0.78
% Change:		-6%	-29%	31%	10%	35%	35%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.50%	APR 2.99%	
FHA	2.25%	2.91%	More space, lower cost of living and easier access to the outdoors draw people to suburbs. Since the lifting of the initial, harshest restrictions that kept people at home as a result of the COVID-19 pandemic, the housing market has seen an influx of homebuyer interest in the suburbs. Whether people were longing for more space, privacy or access to the outdoors, real estate experts say homes are being snapped up outside major urban centers. When the economy began to open up following the initial wave of shelter-in-place orders across the U.S., pent-up demand was released on the housing market. The number of existing home sales rose back to pre-pandemic levels by July, according to the National Association of Realtors, and home prices never saw any significant drop. While buyer activity has increased everywhere, it has been largely focused in more suburban areas. New construction permits in many housing markets are concentrated on suburban development, says Jadon Newman, CEO of Noble Capital. New construction is even reaching beyond the suburbs of a major city to what's referred to as the exurbs, or as Newman describes them, "the suburbs of the suburbs." Due to the global pandemic, even more people who hadn't yet planned to leave the city are considering the benefits of more space and a lower cost of living while commutes are nonexistent for many people working remotely. Source: Devon Thorsby Real Estate Editor U.S. News & World Report
10 Yr Yield	0.77%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 26								In Area : 26		
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	
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	11	3	0	0	22	22	0.53	0.52	
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	4	2	2	0	26	26	0.63	0.62	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	2	0	0	15	15	0.30	0.36	
Camellia at Sanctuary Village	DR Horton	NK		DTMJ	85	0	1	0	0	0	84	28	0.98	0.67	
Skylark at Sanctuary Village	Landsea	NK		DTMJ	108	3	3	21	4	0	105	62	1.36	1.48	
Bungalows at Bridgewater	Lennar	NK		DTMJ	38	4	4	22	2	0	4	4	1.27	1.27	
Cottages at Bridgewater	Lennar	NK		DTMJ	56	0	1	22	0	0	3	3	0.95	0.95	
Fuse at Innovation	Lennar	FR		ATMJ	289	0	6	14	2	0	81	28	0.63	0.67	
Revo at Innovation	Lennar	FR		ATMJ	251	0	7	14	1	0	78	27	0.61	0.64	
Villas at Bridgewater	Lennar	NK		DTMJ	136	0	3	22	0	0	1	1	0.32	0.32	
Bishops Ridge	Meritage	LS		ATMJ	56	2	5	2	4	2	51	33	0.63	0.79	
Mission Crossing	Meritage	HY		ATST	140	0	5	19	2	1	90	59	0.84	1.40	
Centerville Station	Nuvera Homes	FR		ATST	52	1	1	8	1	0	49	29	0.64	0.69	
Parkside Heights	Pulte	HY		DTMJ	97	0	7	5	0	0	79	49	0.89	1.17	
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	3	0	0	0	90	38	0.76	0.90	
Theory at Innovation	Shea	FR		ATMJ	132	0	6	19	0	0	57	15	0.39	0.36	
Savant at Irvington	SiliconSage	FR		ATMJ	93	0	15	15	3	1	78	22	0.71	0.52	
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	14	12	1	0	67	33	0.59	0.79	
Front at SoHay	Taylor Morrison	HY		ATMJ	76	0	3	1	1	0	72	45	0.92	1.07	
Line at SoHay	Taylor Morrison	HY		ATMJ	198	0	15	13	3	0	61	47	0.78	1.12	
Prime at SoHay	Taylor Morrison	HY		ATMJ	126	0	8	7	2	0	55	35	0.70	0.83	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	6	3	0	0	8	8	0.38	0.38	
Palm	TRI Pointe	FR		DTMJ	31	0	5	13	0	0	25	14	0.23	0.33	
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	6	23	2	0	7	7	0.98	0.98	
Compass Bay- Newport	Trumark	NK		ATMJ	86	0	11	28	0	0	1	1	0.14	0.14	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	10	2	0	0	28	28	0.85	0.85	
<b>TOTALS: No. Reporting: 26</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 10 : 1</b>				<b>165</b>	<b>292</b>	<b>30</b>	<b>4</b>	<b>1237</b>	<b>679</b>	<b>Net: 26</b>

Qty Codes: FR = Fremont, NK = Newark, LS = San Leandro, HY = Hayward, OK = Oakland, AL = Alameda

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Bay Area

Page  
2 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 13								In Area : 13		
Amador 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	
Fillmore at Boulevard	Brookfield	DB		ATMU	80	0	4	11	0	0	70	34	0.71	0.81	
Huntington at Boulevard	Brookfield	DB		DTMJ	106	0	11	17	2	0	88	22	0.54	0.52	
Hyde Park at Boulevard	Brookfield	DB		ATMU	102	0	4	8	0	0	32	32	1.00	1.00	
Mulholland at Boulevard	Brookfield <b>TSO</b>	DB		DTMJ	80	0	TSO	26	0	0	35	24	0.49	0.57	
Wilshire at Boulevard	Brookfield	DB		ATMU	75	0	13	7	0	0	62	12	0.49	0.29	
Auburn Grove	Lennar	LV		ATMU	100	0	3	9	0	0	57	31	0.76	0.74	
Downing at Boulevard	Lennar	DB		ATMU	48	0	4	10	0	0	37	28	0.58	0.67	
Newbury at Boulevard	Lennar <b>S/O</b>	DB		DTMJ	49	0	S/O	0	1	0	49	29	0.48	0.69	
Skyline at Boulevard	Lennar	DB		ATMU	114	4	5	33	0	0	35	29	0.70	0.69	
Union at Boulevard	Lennar	DB		ATMU	62	0	4	11	0	0	58	10	0.36	0.24	
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	5	28	1	0	70	37	0.68	0.88	
Sycamore	Ponderosa	PL		DTMJ	36	0	3	15	0	0	24	10	0.28	0.24	
Sage - Harmony	Shea	LV		ATMU	105	0	6	6	0	0	80	22	0.42	0.52	
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.31</b>			<b>Traffic to Sales: 45 : 1</b>				<b>62</b>	<b>181</b>	<b>4</b>	<b>0</b>	<b>697</b>	<b>320</b>	<b>Net: 4</b>

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

Diablo Valley					Projects Participating: 5							In Area : 5			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Davidon At Wilder	Davidon	OR		DTMJ	60	0	1	8	0	0	59	18	0.36	0.43	
Woodbury Highlands	Davidon	LF		ATMU	99	0	19	8	0	0	2	2	0.48	0.48	
Moraga Town Center	KB Home	MG		ATMU	36	0	9	7	1	0	13	10	0.22	0.24	
Reserve at Pleasant Hill	Ponderosa	PH	New	DTMJ	17	0	2	7	1	0	1	1	0.88	0.88	
Wilder	Taylor Morrison	OR		DTMU	61	0	8	9	1	0	45	13	0.19	0.31	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 13 : 1</b>				<b>39</b>	<b>39</b>	<b>3</b>	<b>0</b>	<b>120</b>	<b>44</b>	<b>Net: 3</b>

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

San Ramon Valley					Projects Participating: 5							In Area : 5			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Foothills at The Preserve	Lennar	SR		DTMJ	72	0	1	4	0	0	71	6	0.58	0.14	
Highlands at The Preserve	Lennar	SR		DTMJ	121	0	5	4	0	0	77	30	0.63	0.71	
Hillcrest at The Preserve	Lennar	SR		ATMU	104	0	6	4	1	0	11	11	0.73	0.73	
Ridgeview at the Preserve	Lennar	SR		ATMU	52	0	2	4	2	0	9	9	0.64	0.64	
Edendale	Trumark <b>TSO</b>	DN		DTMU	18	0	TSO	10	0	0	8	8	1.93	1.93	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 9 : 1</b>				<b>14</b>	<b>26</b>	<b>3</b>	<b>0</b>	<b>176</b>	<b>64</b>	<b>Net: 3</b>

City Codes: SR = San Ramon, DN = Danville

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Bay Area

Page  
3 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 4								In Area : 4		
West Contra Costa					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		ATMU	29	0	7	8	0	0	7	2	0.10	0.05	
Waterline Point Richmond	Shea	RM		ATMU	60	0	7	9	0	0	40	8	0.29	0.19	
Places at NOMA	Taylor Morrison	RM		DTST	95	0	8	1	1	0	70	28	0.65	0.67	
Rows at NOMA	Taylor Morrison	RM		ATMU	98	0	4	2	2	0	71	35	0.76	0.83	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 7 : 1</b>				<b>26</b>	<b>20</b>	<b>3</b>	<b>0</b>	<b>188</b>	<b>73</b>	<b>Net: 3</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 6								In Area : 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	
Cielo at Sand Creek- Horizon	Century	AN		DTMU	175	6	6	14	4	0	11	11	1.35	1.35	
Cielo at Sand Creek- Vista	Century	AN		DTMU	96	0	3	15	0	0	8	8	0.98	0.98	
Park Ridge	Davidon	AN		DTMU	164	5	6	11	0	0	158	54	0.98	1.29	
Stella at Aviano	DeNova	AN	New	DTMU	127	0	4	40	6	0	6	6	5.25	5.25	
Riverview at Monterra	K Hovnanian	AN		DTMU	100	0	5	3	0	0	67	52	0.92	1.24	
Verona	Meritage	AN		DTMU	117	0	4	19	3	0	106	61	1.09	1.45	
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 2.17</b>		<b>Traffic to Sales: 8 : 1</b>				<b>28</b>	<b>102</b>	<b>13</b>	<b>0</b>	<b>356</b>	<b>192</b>	<b>Net: 13</b>
City Codes: AN = Antioch															

East Contra Costa					Projects Participating: 10								In Area : 10		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Easton at Delaney Park	Brookfield TSO	OY		DTMU	80	0	TSO	45	3	0	38	38	0.79	0.90	
Southport at Delaney Park	Brookfield	OY		DTMU	104	0	9	39	0	0	33	31	0.69	0.74	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	4	7	20	3	0	103	78	1.22	1.86	
2700 Empire	K Hovnanian	BT		DTMU	48	0	6	5	1	1	42	42	0.54	1.00	
Ashbury	KB Home	OY		DTMU	69	0	6	4	0	0	4	4	0.49	0.49	
Westerly at Delaney Park	KB Home	OY		DTST	103	0	5	8	0	0	65	65	1.20	1.55	
Harper Parc	Nuvera Homes	BT		DTMU	84	0	2	7	0	1	82	39	0.65	0.93	
Terrene	Pulte	BT		DTMU	326	4	7	12	4	0	184	122	2.11	2.90	
Middlefield at Delaney Park	Richmond American	OY		DTMU	96	4	7	7	2	0	33	33	0.98	0.98	
Lark Hill	Shea	BT		DTMU	50	0	2	1	0	0	48	35	0.61	0.83	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.10</b>		<b>Traffic to Sales: 11 : 1</b>				<b>51</b>	<b>148</b>	<b>13</b>	<b>2</b>	<b>632</b>	<b>487</b>	<b>Net: 11</b>
City Codes: OY = Oakley, BT = Brentwood															

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Bay Area

Page  
4 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Sonoma, Napa Counties					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	
Mil Creek at Brody Ranch	DeNova	PET		ATST	138	0	2	7	1	0	136	95	1.19	2.26	
Mockingbird Lane	DeNova	SX		DTMJ	16	0	6	5	0	0	4	4	0.29	0.29	
Live Oak at University	KB Home	RP		DTST	104	4	9	19	1	0	38	26	0.57	0.62	
Aspect	Lafferty	PET		DTMJ	18	0	3	1	0	0	9	3	0.13	0.07	
Blume	Lafferty	RS	Rsv's	DTMJ	57	5	7	2	0	0	50	17	0.43	0.40	
Juniper at University	Richmond American	RP		DTMJ	150	0	2	10	2	0	108	50	0.84	1.19	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	3	8	2	0	13	13	0.37	0.37	
Pear Tree	Taylor Morrison	NP		ATMJ	71	0	16	4	0	0	18	17	0.40	0.40	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 9 : 1</b>				<b>48</b>	<b>56</b>	<b>6</b>	<b>0</b>	<b>376</b>	<b>225</b>	<b>Net: 6</b>
City Codes: PET = Petaluma, SX = Sonoma, RP = Rohnert Park, RS = Santa Rosa, IC = Cotati, NP = Napa															

Marin County					Projects Participating: 2								In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Atherton Place	KB Home	NV		ATMJ	50	0	0	0	0	0	0	0	0.00	0.00	
Hamilton Cottages	Ryder	NV		DTMJ	18	0	8	6	0	0	8	8	0.24	0.24	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>8</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>8</b>	<b>Net: 0</b>
City Codes: NV = Novato															

San Mateo County					Projects Participating: 6								In Area : 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	
Residences at Anson	DR Horton	BU		ATMJ	22	0	15	5	1	0	7	7	0.30	0.30	
Skyline Ridge	DR Horton	SB		DTMJ	40	0	4	6	0	0	10	10	0.52	0.52	
Link 33	KB Home	RC		ATMJ	33	0	9	12	0	0	2	2	0.08	0.08	
Residences at Wheeler Plaza	KB Home	CS		ATMJ	109	4	7	11	1	0	78	44	1.16	1.05	
Foster Square	Lennar	FC		ATMJ	200	0	4	1	0	0	157	23	0.70	0.55	
Bayview 22	Warmington	SS	New	ATMJ	22	0	5	17	0	0	10	10	2.41	2.41	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 26 : 1</b>				<b>44</b>	<b>52</b>	<b>2</b>	<b>0</b>	<b>264</b>	<b>96</b>	<b>Net: 2</b>
City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City, SS = So. San Francisco															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 29								In Area : 29		
Santa Clara County					Units	New Rel.	Rel'd Rmr'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Classics at North Fair Oaks	Classics	SV		ATMU	14	0	2	15	1	0	7	7	0.64	0.64	
Asana	DeNova	SJ	Rsv's	DTMJ	250	0	11	17	1	3	133	61	1.30	1.45	
Prism	Dividend	SV		ATMU	62	0	8	12	1	0	28	28	1.26	1.26	
Santorini	DR Horton	SV		ATMU	18	0	3	4	1	0	15	15	0.36	0.36	
Catalyst at Communications Hill	KB Home	SJ		ATMU	98	4	8	11	2	0	68	50	0.93	1.19	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	6	9	16	3	0	12	12	1.31	1.31	
Metro II at Communications Hill	KB Home	SJ		ATMU	150	0	6	7	1	0	97	44	0.97	1.05	
Platinum II at Communications Hill	KB Home	SJ		DTMJ	33	0	4	4	1	0	24	17	0.30	0.40	
Catalina	Landsea	SC		ATMU	93	4	9	93	2	0	44	35	0.69	0.83	
Estancia	Lennar	MV		ATMU	75	0	9	1	0	0	54	11	0.43	0.26	
Lexington at Avenue One	Lennar	SJ		ATMU	190	0	5	6	1	0	128	40	0.91	0.95	
Margaux at Glen Loma	Lennar	GL		DTMJ	84	0	1	3	3	0	65	47	0.86	1.12	
Provence at Glen Loma	Lennar	GL		DTMJ	43	0	2	3	0	0	41	22	0.41	0.52	
Capitol - Haven	Pulte	SJ		ATMU	93	0	6	7	2	0	79	38	0.92	0.90	
Capitol - Retreat	Pulte	SJ		ATST	95	0	6	7	0	0	63	34	0.73	0.81	
UrbanOak Rows	Pulte	SJ		ATMU	97	0	7	5	0	0	60	34	0.70	0.81	
UrbanOak Towns	Pulte	SJ		ATMU	72	0	6	6	0	1	51	51	1.28	1.28	
UrbanOak Vistas	Pulte	SJ		ATMU	66	5	7	6	3	0	23	23	1.27	1.27	
Monteclaro Place	SummerHill	MV		ATMU	83	15	19	7	1	0	33	33	0.94	0.94	
Nuevo - E-Towns	SummerHill	SC		ATMU	114	15	16	2	0	0	68	37	0.74	0.88	
Nuevo - Terraces	SummerHill	SC		ATMU	176	0	17	18	1	0	73	36	0.79	0.86	
Nuevo E-States	SummerHill	SC		DTMJ	41	0	5	1	0	0	18	15	0.32	0.36	
Elev8tion- Duets/SFD	Taylor Morrison	SV		DTMJ	22	0	1	6	0	0	21	19	0.46	0.45	
Elev8tion- Towns	Taylor Morrison	SV		ATMU	96	0	23	7	2	0	30	28	0.65	0.67	
Glen Loma Ranch - Noir	TRI Pointe	GL		DTMJ	67	0	3	16	2	0	62	45	0.86	1.07	
Glen Loma Ranch- Blanc	TRI Pointe	GL		DTMJ	53	0	2	4	0	0	51	31	0.71	0.74	
Harmony	Trumark	SV		DTMJ	58	0	4	12	0	0	8	8	0.79	0.79	
Waverly Detached	Warmington	MV		DTMJ	4	0	2	9	0	0	0	0	0.00	0.00	
Waverly Townhomes	Warmington	MV		ATMU	22	0	2	9	2	0	20	20	0.50	0.50	
<b>TOTALS: No. Reporting: 29</b>		<b>Avg. Sales: 0.90</b>			<b>Traffic to Sales: 10 : 1</b>				<b>203</b>	<b>314</b>	<b>30</b>	<b>4</b>	<b>1376</b>	<b>841</b>	<b>Net: 26</b>

City Codes: SV = Sunnyvale, SJ = San Jose, SC = Santa Clara, MV = Mountain View, GL = Gilroy

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Bay Area

Page  
6 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 15								In Area : 15		
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	
Cerrato	Century	HO		DTMJ	223	0	17	17	0	1	206	72	1.36	1.71	
East Garrison - Mnarch	Century	EG		DTST	67	0	3	12	0	0	64	23	0.68	0.55	
East Garrison- The Grove	Century	EG		DTST	94	0	4	12	2	0	84	46	0.90	1.10	
Meadows at Allendale	DeNova	HO		DTST	111	6	6	27	5	0	85	75	1.57	1.79	
Bennett Ranch	K Hovnanian	HO		DTST	84	0	6	9	1	1	71	57	1.00	1.36	
Monte Bella II	KB Home	SL		DTST	78	0	7	13	2	1	51	51	1.79	1.79	
Sunnyside Estates	KB Home	HO		DTMJ	107	0	7	10	2	1	85	56	1.06	1.33	
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	9	10	0	0	82	48	1.06	1.14	
Carousel at Westfield	Kiper	HO	Rsv's	DTMJ	92	0	7	28	3	0	39	39	1.18	1.18	
Mayfair at Westfield	Kiper	HO		DTMJ	50	0	6	28	0	0	8	8	0.53	0.53	
Serenity at Santana Ranch	Legacy	HO		DTMJ	143	0	2	19	0	0	140	44	0.86	1.05	
Solorio	Meritage	HO		DTST	65	0	6	16	0	0	48	48	1.23	1.23	
Solorio - 27's	Meritage	HO		ATST	36	0	5	2	1	0	27	27	0.69	0.69	
Cove Scotts Valley	Ryder	SV		ATMU	25	0	9	10	0	0	7	7	0.50	0.50	
Maple Park	Stone Bridge	HO		DTST	49	0	4	5	0	0	45	45	1.08	1.07	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 14 : 1</b>				<b>98</b>	<b>218</b>	<b>16</b>	<b>4</b>	<b>1042</b>	<b>646</b>	<b>Net: 12</b>

City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SV = Scotts Valley

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 15								In Area : 15		
					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	
Ava at Villages	DR Horton	FF		DTST	87	4	9	59	3	0	13	13	3.14	3.14	
Savannah at Homestead	DR Horton	DX	New	DTST	85	0	3	3	3	0	3	3	2.63	2.63	
Oreston at One Lake	Lennar	FF		DTMJ	70	4	4	5	2	0	5	5	2.33	2.33	
Cambridge at Brighton Landing	Meritage	VC		DTMJ	67	4	8	12	2	0	48	48	1.23	1.23	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	4	9	49	1	0	17	17	0.65	0.65	
Enclave at Vanden Estates	Richmond American	VC		DTMJ	37	0	2	4	0	0	35	20	0.45	0.48	
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	6	3	1	1	20	20	1.79	1.79	
Orchards at Valley Glen II	Richmond American	DX		DTMJ	122	0	3	11	2	0	107	62	1.08	1.48	
Piedmont at Vanden Estates	Richmond American	VC		DTMJ	47	0	3	12	0	0	44	24	0.55	0.57	
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	0	7	9	0	0	62	36	0.77	0.86	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	6	32	0	0	36	17	0.39	0.40	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	0	7	32	1	0	32	15	0.36	0.36	
Preston at Brighton Landing	The New Home Co	VC		DTST	87	4	7	29	4	0	65	46	0.88	1.10	
Sheffield at Brighton Landing	The New Home Co	VC		DTST	120	6	8	29	4	0	42	25	0.57	0.60	
Lantana at the Village	TRI Pointe	FF	Rsv's	DTMJ	133	0	4	28	1	0	129	58	1.23	1.38	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 1.53</b>			<b>Traffic to Sales: 13 : 1</b>				<b>86</b>	<b>317</b>	<b>24</b>	<b>1</b>	<b>658</b>	<b>409</b>	<b>Net: 23</b>

City Codes: FF = Fairfield, DX = Dixon, VC = Vacaville

# The Ryness Report

*Week Ending*  
Sunday, October 18, 2020

Bay Area

Page  
7 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 144						In Area : 144	
Bay Area					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 144</b>					872	1771	147	15	7130	4084	Net: 132	

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



# 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
Feb-20	231	35	159	19	185	\$784,414
Mar-20	264	30	93	9	217	\$804,428
Apr-20	328	0	48	0	155	\$836,867
May-20	418	0	81	0	102	\$775,188
Jun-20	448	47	140	35	160	\$791,847
Jul-20	485	43	149	46	251	\$818,151
Aug-20	577	43	142	41	228	\$842,417
Sep-20	572	42	172	41	265	\$810,503



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

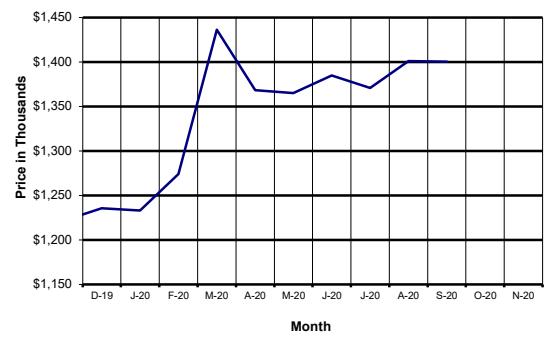


## San Jose Metro SFD Monthly MLS Survey

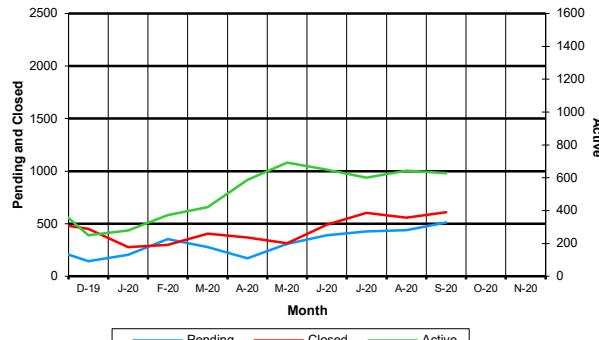
San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	372	28	355	19	299	\$1,274,191
Mar-20	422	22	277	9	406	\$1,436,423
Apr-20	586	0	171	0	368	\$1,368,416
May-20	692	0	307	0	313	\$1,365,204
Jun-20	649	49	390	30	490	\$1,384,959
Jul-20	601	46	426	36	604	\$1,370,879
Aug-20	644	43	439	32	557	\$1,400,977
Sep-20	628	41	511	31	608	\$1,400,491

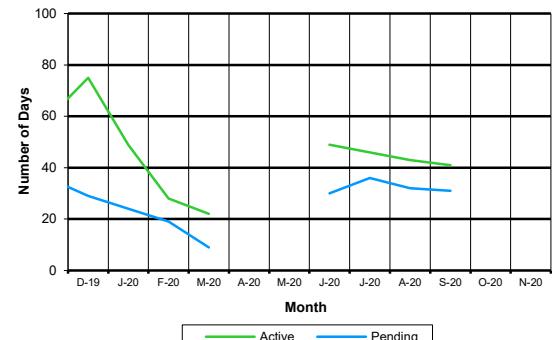
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

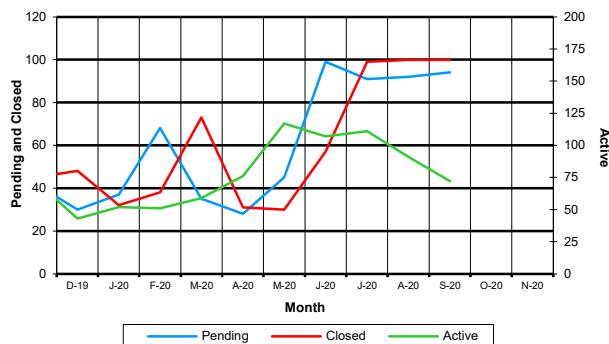
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

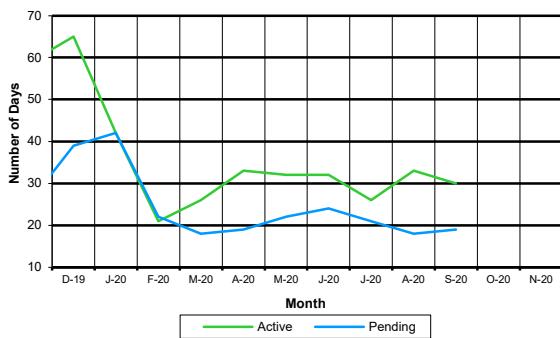
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	51	21	68	22	38	\$645,334
Mar-20	59	26	35	18	73	\$673,281
Apr-20	76	33	28	19	31	\$738,515
May-20	117	32	45	22	30	\$649,119
Jun-20	107	32	99	24	57	\$667,268
Jul-20	111	26	91	21	99	\$699,711
Aug-20	91	33	92	18	100	\$700,734
Sep-20	72	30	94	19	100	\$679,710



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

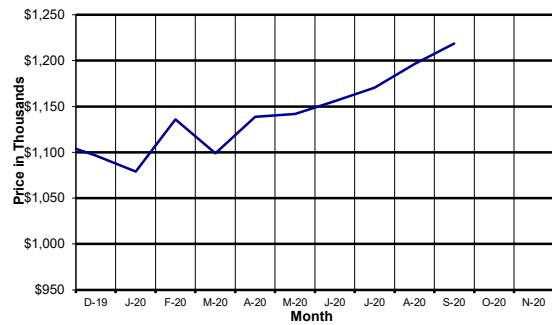


## Amador Valley SFD Monthly MLS Survey

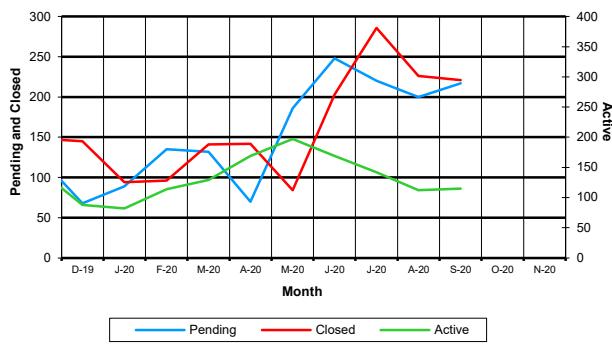
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	114	45	135	20	96	\$1,135,882
Mar-20	129	46	132	16	141	\$1,098,821
Apr-20	169	47	70	18	142	\$1,138,705
May-20	197	40	186	22	84	\$1,141,749
Jun-20	169	46	248	18	203	\$1,155,864
Jul-20	142	41	220	21	286	\$1,170,460
Aug-20	112	41	200	17	226	\$1,196,117
Sep-20	115	30	217	13	221	\$1,218,814

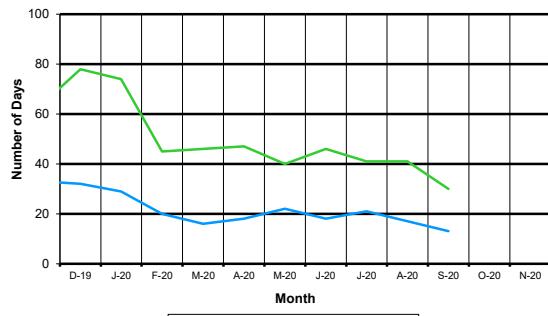
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



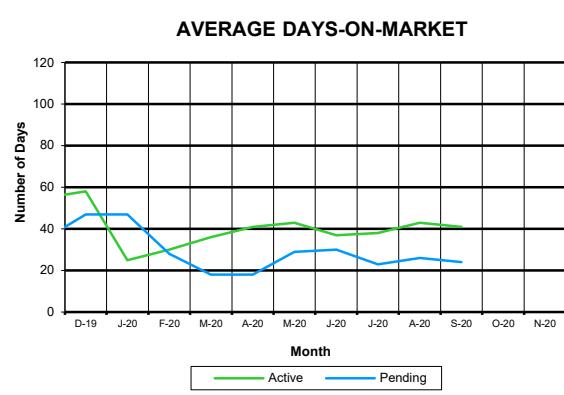
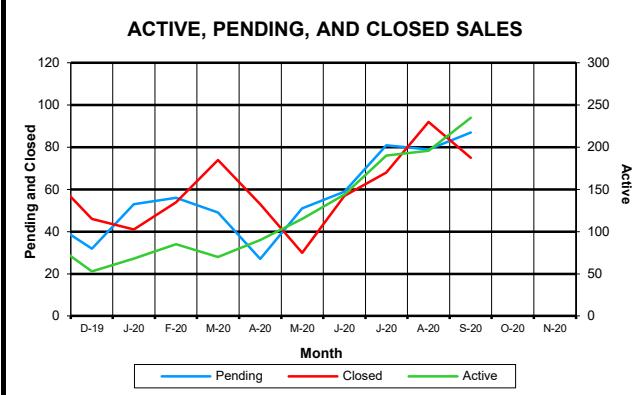


# The Ryness Company

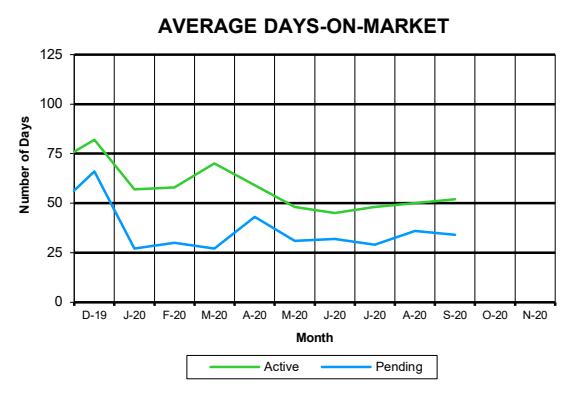
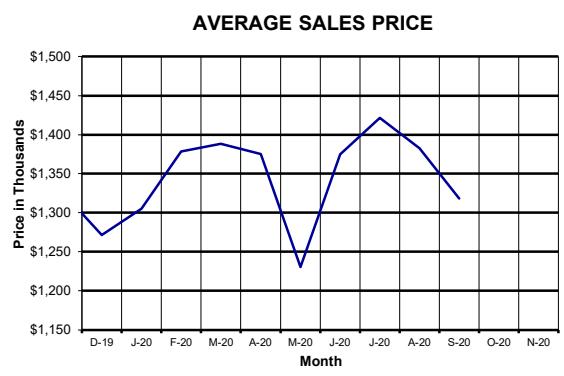
Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	85	30	56	28	54	\$685,273
Mar-20	70	36	49	18	74	\$676,332
Apr-20	90	41	27	18	53	\$727,099
May-20	115	43	51	29	30	\$708,036
Jun-20	144	37	59	30	57	\$711,299
Jul-20	190	38	81	23	68	\$624,923
Aug-20	196	43	79	26	92	\$699,919
Sep-20	235	41	87	24	75	\$721,312



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	431	58	155	30	140	\$1,378,748
Mar-20	254	70	65	27	190	\$1,388,459
Apr-20	351	59	45	43	96	\$1,374,844
May-20	590	48	73	31	90	\$1,230,256
Jun-20	736	45	129	32	140	\$1,374,713
Jul-20	966	48	92	29	224	\$1,421,866
Aug-20	1,101	50	142	36	201	\$1,382,844
Sep-20	1,288	52	139	34	260	\$1,317,878





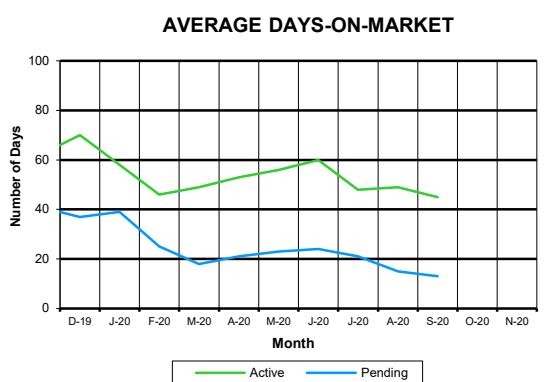
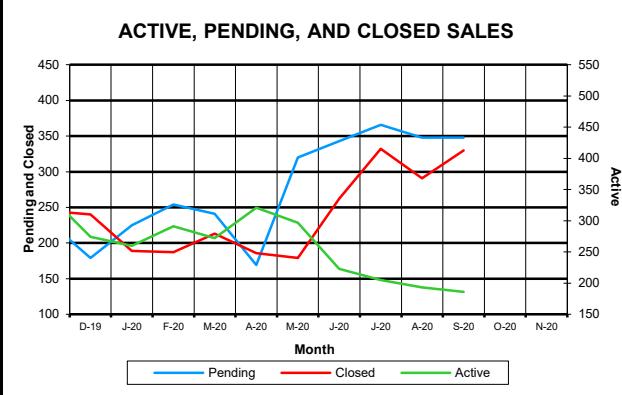
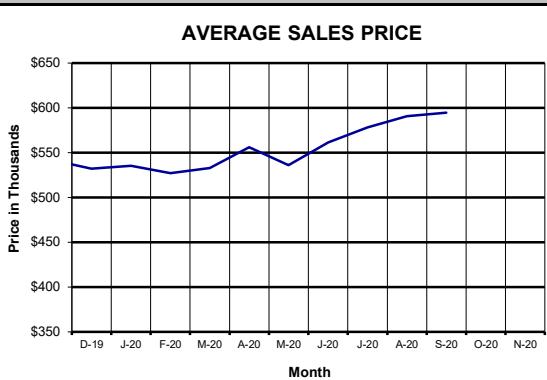
# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

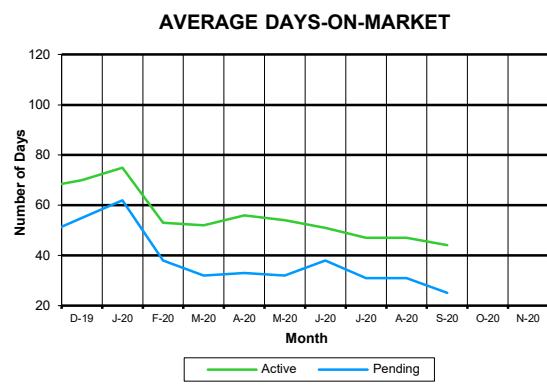
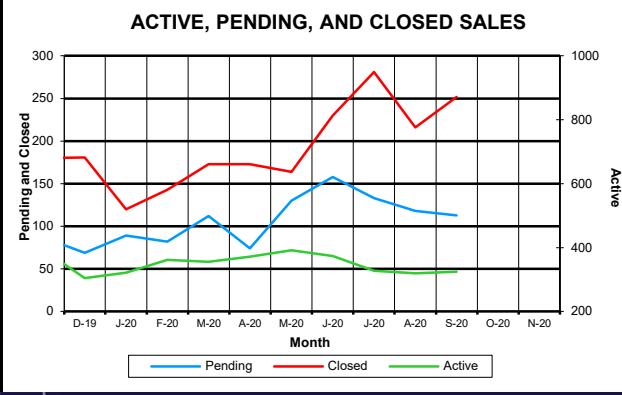
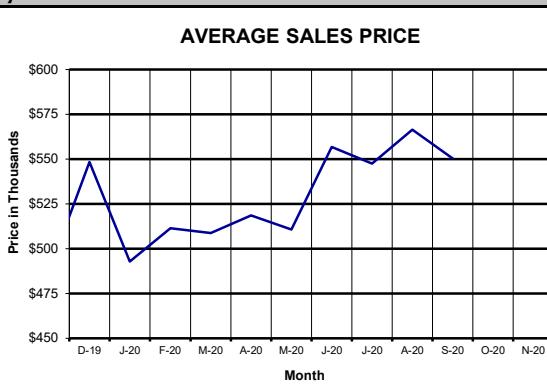
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Feb-20	291	46	254	\$527,153
Mar-20	272	49	241	\$533,030
Apr-20	321	53	169	\$556,220
May-20	297	56	320	\$536,187
Jun-20	223	60	343	\$561,397
Jul-20	205	48	366	\$578,252
Aug-20	193	49	348	\$590,593
Sep-20	186	45	348	\$594,715



## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Feb-20	362	53	82	\$511,392
Mar-20	356	52	112	\$508,780
Apr-20	372	56	74	\$518,680
May-20	392	54	130	\$510,767
Jun-20	374	51	158	\$556,773
Jul-20	328	47	133	\$547,595
Aug-20	320	47	118	\$566,562
Sep-20	325	44	113	\$550,392

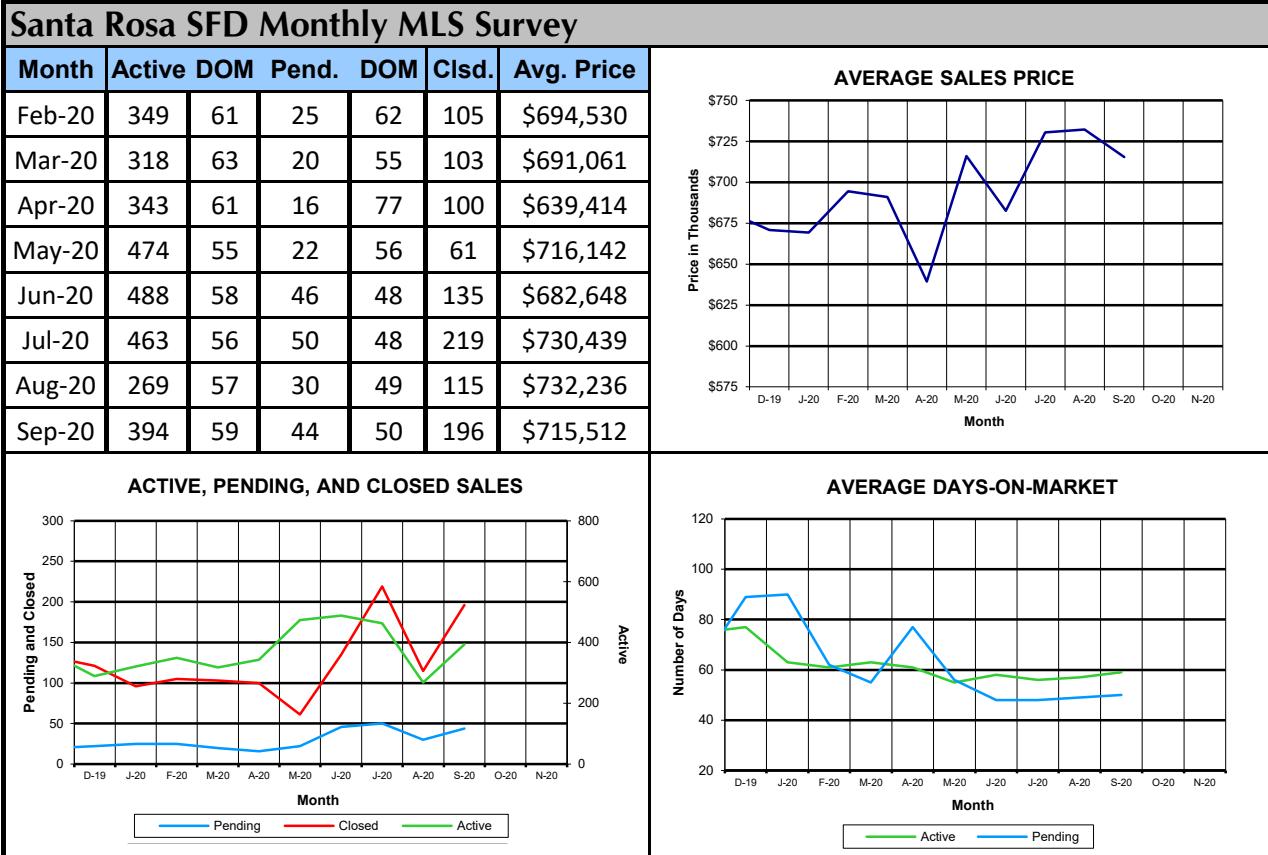
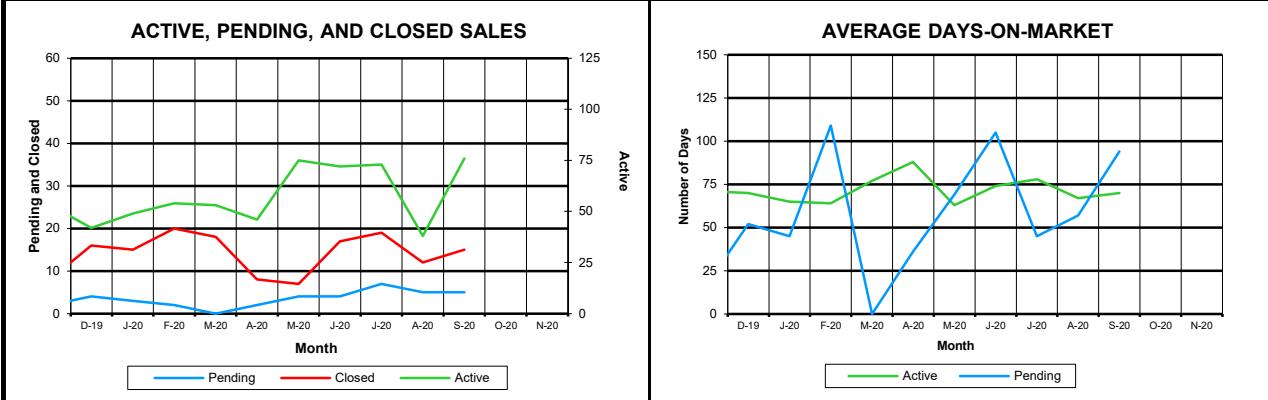


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Feb-20	54	64	2	\$382,438
Mar-20	53	77	0	\$394,247
Apr-20	46	88	2	\$442,500
May-20	75	63	4	\$319,500
Jun-20	72	74	4	\$365,807
Jul-20	73	78	7	\$385,526
Aug-20	38	67	5	\$409,792
Sep-20	76	70	5	\$392,200



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

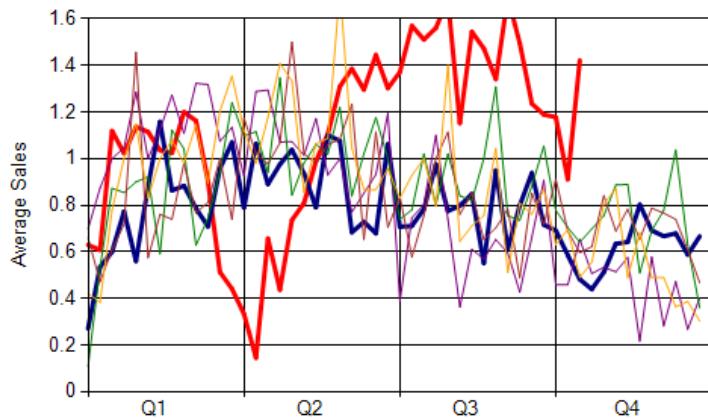
## Central Valley

Week 42

Ending: Sunday, October 18, 2020

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		20	758	38	2	36	1.80	1.18	52%	1.58	14%	
San Joaquin County		30	645	41	1	40	1.33	1.21	10%	1.41	-6%	
Stanislaus County		2	39	5	2	3	1.50	1.26	19%	1.74	-14%	
Merced County		19	222	34	3	31	1.63	0.92	78%	1.21	35%	
Madera County		6	64	6	0	6	1.00	0.91	10%	1.10	-9%	
Fresno County		13	97	14	2	12	0.92	1.26	-27%	1.36	-32%	
<b>Current Week Totals</b>	Traffic : Sales	13 : 1	<b>90</b>	<b>1825</b>	<b>138</b>	<b>10</b>	<b>128</b>	<b>1.42</b>	<b>1.13</b>	<b>26%</b>	<b>1.38</b>	<b>3%</b>
Per Project Average				20	1.53	0.11	1.42					
<b>Year Ago - 10/20/2019</b>	Traffic : Sales	34 : 1	<b>83</b>	<b>1914</b>	<b>56</b>	<b>16</b>	<b>40</b>	<b>0.48</b>	<b>0.80</b>	<b>-40%</b>	<b>0.77</b>	<b>-38%</b>
<b>% Change</b>			8%	-5%	146%	-38%	220%	195%	41%		79%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 42

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	46	31	1.11	0.16	0.95	0.87
■	2016	47	27	0.98	0.12	0.85	0.81
■	2017	51	29	1.02	0.12	0.91	0.87
■	2018	69	22	1.06	0.17	0.89	0.80
■	2019	78	23	0.95	0.15	0.80	0.77
■	2020	86	21	1.32	0.19	1.13	1.13
% Change:		9%	-5%	39%	34%	41%	47%

\* 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>2.50%</b>			<b>More space, lower cost of living and easier access to the outdoors draw people to suburbs. Since the lifting of the initial, harshest restrictions that kept people at home as a result of the COVID-19 pandemic, the housing market has seen an influx of homebuyer interest in the suburbs. Whether people were longing for more space, privacy or access to the outdoors, real estate experts say homes are being snapped up outside major urban centers. When the economy began to open up following the initial wave of shelter-in-place orders across the U.S., pent-up demand was released on the housing market. The number of existing home sales rose back to pre-pandemic levels by July, according to the National Association of Realtors, and home prices never saw any significant drop. While buyer activity has increased everywhere, it has been largely focused in more suburban areas. New construction permits in many housing markets are concentrated on suburban development, says Jadon Newman, CEO of Noble Capital. New construction is even reaching beyond the suburbs of a major city to what's referred to as the exurbs, or as Newman describes them, "the suburbs of the suburbs." Due to the global pandemic, even more people who hadn't yet planned to leave the city are considering the benefits of more space and a lower cost of living while commutes are nonexistent for many people working remotely. Source: Devon Thorsby Real Estate Editor U.S. News &amp; World Report</b>
<b>FHA</b>			
<b>2.25%</b>			
<b>10 Yr Yield</b>			
<b>0.77%</b>			

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
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	3	12	1	0	7	7	1.02	1.02	
Expression at College Park	Century	MH		DTMJ	72	6	6	26	3	0	55	45	0.93	1.07	
Heritage at College Park	Century	MH		DTMJ	96	6	5	27	3	0	55	46	0.91	1.10	
Provenance at College Park	Century	MH		DTMJ	68	0	3	28	2	0	39	39	1.00	1.00	
Reflection at College Park	Century	MH		DTMJ	87	6	6	28	3	0	50	50	1.28	1.28	
Santosha	DeNova	TR		DTST	71	0	3	30	1	0	39	39	2.79	2.79	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	2	68	2	0	76	38	0.97	0.90	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	1	1	68	2	0	62	44	0.79	1.05	
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	2	68	2	0	68	38	0.87	0.90	
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	1	1	68	1	0	55	36	0.69	0.86	
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	40	1	0	39	33	0.72	0.79	
Vantage at Tracy Hills	Meritage	TH		DTST	182	0	6	45	2	2	106	80	1.24	1.90	
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	18	0	0	26	12	0.35	0.29	
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	5	75	0	0	69	69	1.81	1.81	
Langston at Mountain House	Shea	MH		ATST	131	8	9	52	8	0	90	90	2.36	2.36	
Vente at Tracy Hills	Shea	TH		DTMJ	74	0	5	35	1	0	63	47	0.74	1.12	
Sungold	Taylor Morrison	TR		DTMJ	62	6	7	16	1	0	34	34	1.78	1.78	
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	3	11	2	0	22	22	1.28	1.28	
Stanford at Ellis	Woodside	TR		DTMJ	51	0	8	20	0	0	35	35	2.04	2.04	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	3	23	3	0	21	21	1.23	1.23	
<b>TOTALS: No. Reporting: 20</b>	<b>Avg. Sales: 1.80</b>		<b>Traffic to Sales: 20 : 1</b>				<b>78</b>	<b>758</b>	<b>38</b>	<b>2</b>	<b>1011</b>	<b>825</b>	<b>Net: 36</b>		
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills															

Stockton/Lodi				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	
The Cove at Westlake	Caresco	SK		DTMJ	46	0	6	9	0	0	10	10	1.09	1.09
Aspire at River Terrace	K Hovnanian	SK		DTST	83	4	8	7	2	0	67	67	2.38	2.38
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	112	0	7	4	1	0	32	32	0.84	0.84
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	116	0	4	9	1	0	96	96	2.52	2.52
Montevello	KB Home	SK		DTST	170	0	3	10	0	0	167	48	1.12	1.14
Keys at Westlake	Lennar	SK		DTMJ	101	0	8	30	0	0	3	3	0.20	0.20
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	10	9	8	4	0	12	12	1.68	1.68
Villa Point at Destinations	Richmond American	SK		DTST	122	0	7	4	2	0	104	41	0.78	0.98
<b>TOTALS: No. Reporting: 8</b>	<b>Avg. Sales: 1.25</b>		<b>Traffic to Sales: 8 : 1</b>				<b>52</b>	<b>81</b>	<b>10</b>	<b>0</b>	<b>491</b>	<b>309</b>	<b>Net: 10</b>	
City Codes: SK = Stockton, LD = Lodi														

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Central Valley

Page  
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
San Joaquin 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	
Haven at River Island	Anthem United	LP		DTST	128	0	2	24	0	0	79	62	1.04	1.48	
Turnleaf at the Collective	Anthem United	MN		DTMJ	84	0	4	6	0	0	11	8	0.18	0.19	
Solera	Atherton	MN		DTMJ	354	0	5	18	0	0	345	76	1.48	1.81	
Arlington	DR Horton	MN		DTST	148	0	9	21	0	0	123	70	1.53	1.67	
Bella Vita	DR Horton	LP		DTST	76	0	8	0	0	0	21	21	1.50	1.50	
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	4	8	11	0	0	28	28	0.75	0.75	
Haven Villas at Sundance	KB Home	MN		DTST	152	5	8	30	3	0	114	77	1.68	1.83	
Catalina at River Island	Kiper	LP		DTMJ	72	4	4	38	2	0	44	44	1.90	1.90	
Newport at River Islands	Kiper	LP		DTMJ	131	0	6	82	0	0	73	53	1.21	1.26	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	7	32	1	1	91	28	0.39	0.67	
Stanford Crossing	Meritage	LP		DTMJ	66	0	2	9	1	0	64	64	2.55	2.55	
Sundance	Meritage	MN	New	DTST	64	0	3	58	7	0	7	7	6.13	6.13	
Zinnia at Terra Ranch	Meritage	MN		DTMJ	72	0	2	10	1	0	70	70	1.79	1.79	
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	9	41	4	0	36	36	1.02	1.02	
Passport North	Raymus	MN		DTMJ	36	0	0	47	0	0	0	0	0.00	0.00	
Fox Chase at Woodward	Richmond American	MN		ATMJ	130	0	4	6	1	0	126	55	1.13	1.31	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	4	15	1	0	32	32	1.22	1.22	
Watermark at River Islands	Richmond American	LP		DTST	102	0	3	3	2	0	99	59	1.12	1.40	
Venture at The Collective	Taylor Morrison	MN		DTST	115	0	8	19	2	0	22	19	0.39	0.45	
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	0	5	44	0	0	37	37	2.04	2.04	
Origin at the Collective	Trumark	MN		DTMJ	59	0	4	17	3	0	15	15	0.27	0.36	
Hideway at River Islands	Van Daele	LP		DTST	120	4	8	33	3	0	30	30	2.28	2.28	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 1.36</b>			<b>Traffic to Sales: 18 : 1</b>				113	564	31	1	1467	891	<b>Net: 30</b>

City Codes: LP = Lathrop, MN = Manteca

Stanislaus County				Projects Participating: 2							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		
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	0	6	18	3	2	50	50	1.61	1.61	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	4	8	21	2	0	46	46	1.83	1.83	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.50</b>			<b>Traffic to Sales: 8 : 1</b>				14	39	5	2	96	96	<b>Net: 3</b>

City Codes: PR = Patterson

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Central Valley

Page  
3 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
Merced County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	5	21	1	0	58	37	0.77	0.88	
Sundance Village	Bright	LT		DTST	64	1	1	22	2	0	59	39	0.85	0.93	
Bell Crossing	DR Horton	AT		DTST	151	0	11	8	3	0	53	53	1.27	1.26	
Brookshire	DR Horton	LB		DTST	50	0	10	4	2	1	22	22	0.92	0.92	
Mission Village South	DR Horton	LB		DTMJ	91	0	7	7	2	0	71	42	0.98	1.00	
Monterra	DR Horton	MD		DTST	103	0	9	5	1	0	58	58	1.40	1.38	
Panorama	DR Horton	MD		DTST	192	0	4	4	4	0	72	52	1.00	1.24	
Shaunessy	DR Horton	LB		DTST	70	0	4	4	3	0	15	15	0.65	0.65	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	5	17	1	0	79	26	0.81	0.62	
Manzanita	Legacy	LT		DTMJ	172	0	8	29	0	0	104	45	0.90	1.07	
Sunflower	Legacy	MD		DTST	143	5	5	16	3	0	80	45	0.87	1.07	
Mbraga - Chateau II	Lennar	MD		DTMJ	52	0	7	2	2	1	16	16	0.99	0.99	
Mbraga - Skye II	Lennar	MD		DTMJ	66	4	6	2	2	0	30	30	1.75	1.75	
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	5	1	1	0	15	15	0.93	0.93	
Bellevue Ranch	Stonefield Home	MD		DTST	123	0	6	26	0	0	77	47	0.95	1.12	
Brookshire	Stonefield Home	LB		DTMJ	172	0	6	16	0	0	152	50	0.80	1.19	
Cypress Terrace	Stonefield Home	MD		DTST	82	5	8	22	5	1	48	20	0.81	0.48	
Shaunessey Village	Stonefield Home	LB		DTST	81	0	5	12	1	0	44	42	0.94	1.00	
Villas, The	Stonefield Home S/O	LB		DTST	50	0	S/O	4	1	0	50	29	0.64	0.69	
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 1.63</b>			<b>Traffic to Sales: 7 : 1</b>				<b>112</b>	<b>222</b>	<b>34</b>	<b>3</b>	<b>1103</b>	<b>683</b>	<b>Net: 31</b>

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

Madera County					Projects Participating: 6							In Area : 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	
Tesoro Viejo- Bluffs	DR Horton	MDA		DTMJ	39	0	4	20	0	0	28	28	0.67	0.67	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	4	4	1	0	91	58	1.16	1.38	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA		DTST	112	0	10	1	1	0	18	13	0.25	0.31	
Riverstone Coronet	Lennar	MDA		DTST	103	4	8	19	2	0	26	26	1.44	1.44	
Riverstone- Pinnacle	Lennar	MDA		DTMJ	57	0	5	1	0	0	48	29	0.59	0.69	
Riverstone Skye II	Lennar	MDA		DTST	67	4	8	19	2	0	23	23	1.89	1.89	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 11 : 1</b>				<b>39</b>	<b>64</b>	<b>6</b>	<b>0</b>	<b>234</b>	<b>177</b>	<b>Net: 6</b>

Qty Codes: MDA = Madera

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Central Valley

Page  
4 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 13								In Area : 13		
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	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	7	8	1	0	83	53	1.01	1.26	
Inspirado	K Hovnanian	FR		DTST	109	0	5	10	1	1	89	89	2.14	2.12	
Laurel Grove	KB Home	FR		DTST	144	0	7	14	0	1	125	58	1.40	1.38	
Seville	KB Home	FR		DTST	129	4	9	30	2	0	42	42	1.39	1.39	
Chateau at Summer Grove	Lennar	FR		DTST	192	0	4	0	0	0	188	60	1.31	1.43	
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	7	17	0	0	82	41	0.84	0.98	
Fancher Creek California	Lennar	FR		ATST	68	4	6	4	4	0	46	46	1.12	1.12	
Fancher Creek- Chateau	Lennar	FR		ATST	117	0	6	1	1	0	36	36	0.88	0.88	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	7	8	1	0	95	69	1.26	1.64	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	1	1	0	8	8	1.30	1.30	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	3	2	2	0	6	6	0.98	0.98	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	3	1	1	0	5	5	0.81	0.81	
Heritage Grove- Pinnacle	Lennar	CV		DTMU	47	0	5	1	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.92</b>			<b>Traffic to Sales: 7 : 1</b>				<b>73</b>	<b>97</b>	<b>14</b>	<b>2</b>	<b>805</b>	<b>513</b>	<b>Net: 12</b>

City Codes: FO = Fowler, FR = Fresno, CV = Clovis

Central Valley			Projects Participating: 90					In Area : 90			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 90</b>			<b>Avg. Sales: 1.42</b>	<b>Traffic to Sales: 13 : 1</b>	<b>481</b>	<b>1825</b>	<b>138</b>	<b>10</b>	<b>5207</b>	<b>3494</b>	<b>Net: 128</b>

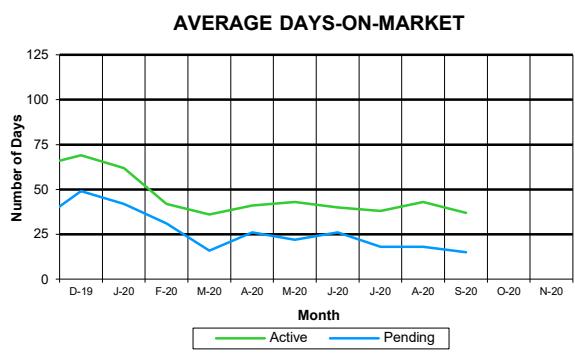
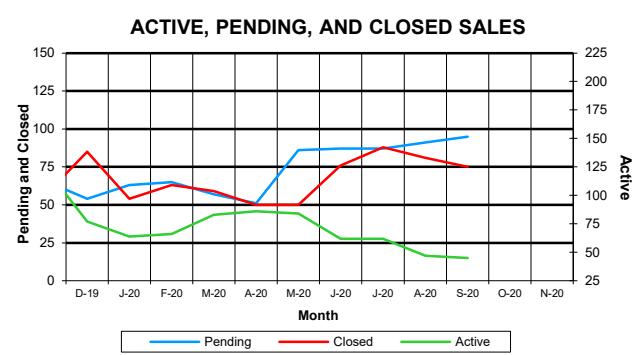
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row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

# The Ryness Company

Marketing Research Department

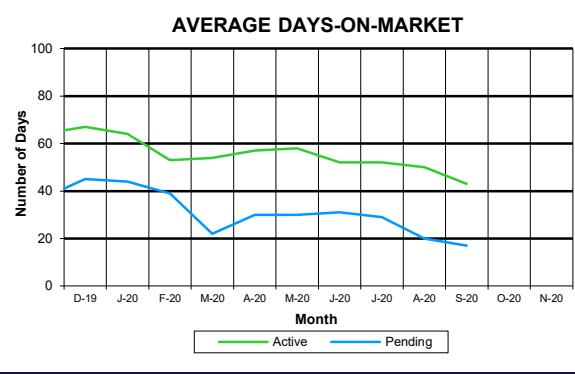
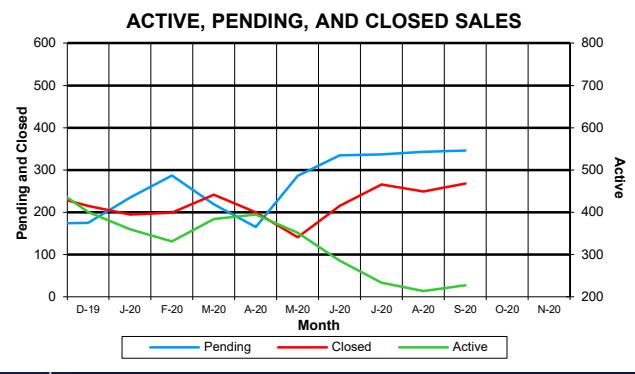
## Tracy SFD Monthly MLS Survey

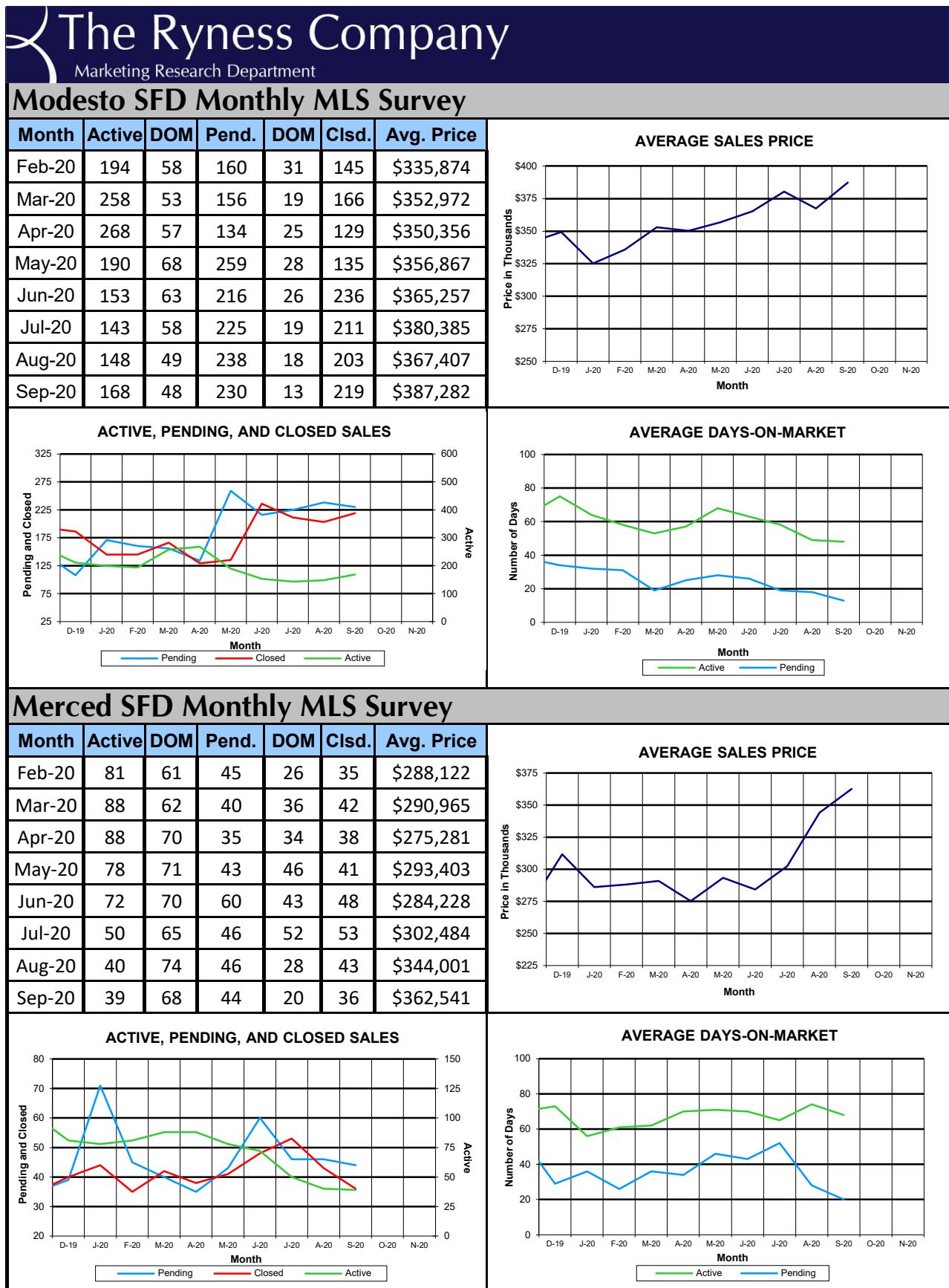
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	66	42	65	31	63	571,529
Mar-20	83	36	57	16	59	524,464
Apr-20	86	41	51	26	50	532,536
May-20	84	43	86	22	50	500,008
Jun-20	62	40	87	26	76	542,180
Jul-20	62	38	87	18	88	540,378
Aug-20	47	43	91	18	81	563,141
Sep-20	45	37	95	15	75	575,059



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	331	53	287	39	199	\$340,114
Mar-20	384	54	219	22	242	\$351,456
Apr-20	395	57	165	30	200	\$338,033
May-20	352	58	286	30	141	\$341,880
Jun-20	286	52	335	31	215	\$346,361
Jul-20	234	52	337	29	266	\$358,724
Aug-20	214	50	343	20	249	\$378,786
Sep-20	228	43	346	17	268	\$384,282





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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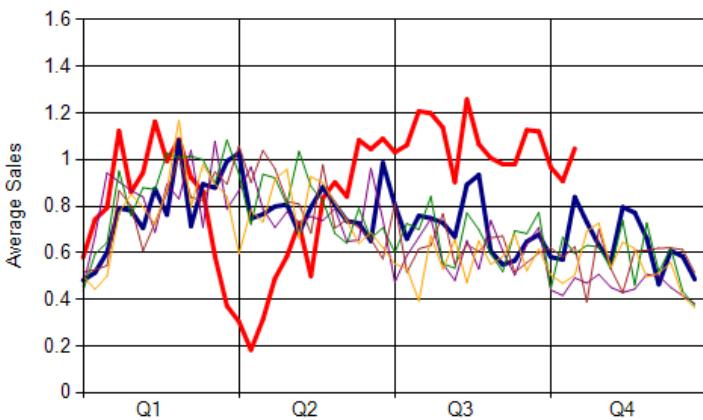
NATIONAL BUILDER DIVISION

**Ending: Sunday, October 18, 2020**

## Sacramento Week 42

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		25	608	34	3	31	1.24	0.89	40%	1.31	-5%	
Central & North Sacramento		33	637	38	3	35	1.06	0.90	18%	1.01	5%	
Folsom		11	302	10	1	9	0.82	0.85	-4%	1.09	-25%	
El Dorado		11	139	11	1	10	0.91	0.83	9%	0.96	-5%	
Placer & Nevada		47	817	59	10	49	1.04	0.90	16%	0.98	6%	
Yolo		12	74	13	2	11	0.92	0.71	29%	0.97	-5%	
Northern Counties		9	187	14	4	10	1.11	1.06	4%	1.28	-13%	
<b>Current Week Totals</b>	Traffic : Sales	15:1	<b>148</b>	<b>2764</b>	<b>179</b>	<b>24</b>	<b>155</b>	<b>1.05</b>	<b>0.88</b>	<b>19%</b>	<b>1.07</b>	<b>-2%</b>
Per Project Average				19	1.21	0.16	1.05					
<b>Year Ago - 10/20/2019</b>	Traffic : Sales	20:1	<b>143</b>	<b>2756</b>	<b>141</b>	<b>21</b>	<b>120</b>	<b>0.84</b>	<b>0.76</b>	<b>11%</b>	<b>0.69</b>	<b>22%</b>
% Change			3%	0%	27%	14%	29%	25%	17%		56%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 42

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	100	32	0.81	0.12	0.68	0.66
■	2016	131	27	0.87	0.15	0.72	0.69
■	2017	137	27	0.92	0.15	0.77	0.73
■	2018	130	26	0.86	0.14	0.71	0.66
■	2019	141	22	0.89	0.13	0.76	0.73
■	2020	150	16	1.03	0.15	0.88	0.88
% Change:		6%	-27%	16%	15%	17%	20%

\* 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>2.50%</b>	<b>APR</b> <b>2.99%</b>	More space, lower cost of living and easier access to the outdoors draw people to suburbs. Since the lifting of the initial, harshest restrictions that kept people at home as a result of the COVID-19 pandemic, the housing market has seen an influx of homebuyer interest in the suburbs. Whether people were longing for more space, privacy or access to the outdoors, real estate experts say homes are being snapped up outside major urban centers. When the economy began to open up following the initial wave of shelter-in-place orders across the U.S., pent-up demand was released on the housing market. The number of existing home sales rose back to pre-pandemic levels by July, according to the National Association of Realtors, and home prices never saw any significant drop. While buyer activity has increased everywhere, it has been largely focused in more suburban areas. New construction permits in many housing markets are concentrated on suburban development, says Jadon Newman, CEO of Noble Capital. New construction is even reaching beyond the suburbs of a major city to what's referred to as the exurbs, or as Newman describes them, "the suburbs of the suburbs." Due to the global pandemic, even more people who hadn't yet planned to leave the city are considering the benefits of more space and a lower cost of living while commutes are nonexistent for many people working remotely. Source: Devon Thorsby Real Estate Editor U.S. News & World Report
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>0.77%</b>		

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Sacramento

Page  
1 of 6

Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 25		
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	4	6	2	1	0	3	3	0.72	0.72	
Murieta Gardens	K Hovnanian	RM		DTST	78	0	7	4	1	0	62	27	0.74	0.64	
Bridgewater	KB Home	SO		DTST	85	4	8	26	3	0	53	53	1.71	1.71	
Sheldon Terrace	KB Home	LN		DTST	175	0	7	19	1	0	128	58	1.29	1.38	
Locale	Lafferty	SO	Rsv's	DTMJ	31	0	7	12	0	0	9	9	0.20	0.21	
Antinori at Vineyard Creek	Lennar	SO	New	DTMJ	96	0	3	7	3	0	3	3	2.63	2.63	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	6	21	0	0	61	44	0.90	1.05	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	5	21	0	0	71	32	0.92	0.76	
Elements at Sterling Meadows	Lennar	LN		DTST	159	4	8	23	1	0	138	52	1.26	1.24	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	4	8	24	3	0	175	50	0.93	1.19	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	9	21	2	1	70	39	0.91	0.93	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	9	13	0	0	245	21	0.86	0.50	
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	0	5	13	0	0	69	42	0.98	1.00	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	9	65	1	1	50	41	0.82	0.98	
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	2	16	0	0	73	35	0.90	0.83	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTST	202	0	3	53	4	0	40	40	1.73	1.73	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	1	6	38	1	0	56	49	1.10	1.17	
Milestone	Taylor Morrison	VN		DTST	121	0	7	25	0	0	79	59	1.05	1.40	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	50	4	8	40	4	0	38	35	0.76	0.83	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	100	2	10	47	2	0	39	33	0.76	0.79	
Classics at Poppy Lane	Tim Lewis TSO	LN		DTMJ	75	0	TSO	21	1	0	60	34	0.52	0.81	
Latitudes	Tim Lewis	LN		DTST	159	5	7	35	4	1	142	66	1.11	1.57	
Legacy at Poppy Lane	Tim Lewis TSO	LN		DTMJ	54	0	TSO	13	0	0	42	20	0.38	0.48	
Traditions at Poppy Lane	Tim Lewis	LN		DTST	94	0	1	28	0	0	67	36	0.65	0.86	
Glendon Vineyards	Woodside	VN		DTST	103	4	7	21	2	0	51	38	0.76	0.90	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 1.24</b>			<b>Traffic to Sales: 18 : 1</b>				<b>148</b>	<b>608</b>	<b>34</b>	<b>3</b>	<b>1824</b>	<b>919</b>	<b>Net: 31</b>

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

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Sacramento

Page  
2 of 6

Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 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	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	6	13	0	0	13	13	0.81	0.81	
Crocker Village- Courts	Black Pine	SO		DTMJ	83	0	4	13	0	0	4	4	0.26	0.26	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	14	13	0	0	9	9	0.56	0.56	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	102	0	5	47	0	0	54	34	0.93	0.81	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	100	0	5	46	1	0	53	47	0.91	1.12	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	6	18	0	0	45	27	0.62	0.64	
Veranda at Stone Creek	Elliott	RO		DTST	163	6	8	28	3	0	91	46	0.70	1.10	
Clara at Anatolia	Lennar	RO		DTMJ	139	0	7	11	0	0	132	43	0.98	1.02	
Ventana	Lennar	RO		ATST	160	4	11	13	1	0	57	41	0.88	0.98	
Verdant	Lennar	RO		DTST	99	4	7	1	1	0	33	33	1.22	1.22	
Viridian	Lennar	RO		DTST	342	4	9	13	1	0	58	33	0.85	0.79	
Montelena	Premier Homes	RO		DTMJ	169	4	7	56	4	0	81	68	1.55	1.62	
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	7	10	0	1	15	5	0.32	0.12	
Garden Homes at Sutter Park	Tim Lewis	SO		DTMJ	29	0	12	8	0	0	14	5	0.30	0.12	
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	8	6	0	0	13	8	0.28	0.19	
Alderwood	Watt	RO		DTMJ	54	0	5	35	0	0	15	15	0.78	0.78	
Cottonwood at Cypress	Woodside	RO		DTST	84	4	7	13	2	0	41	36	0.69	0.86	
Eucalyptus at Cypress	Woodside	RO		DTST	51	4	7	18	2	0	35	32	0.59	0.76	
Magnolia at Cypress	Woodside	RO		DTST	178	0	6	23	1	0	44	41	0.75	0.98	
Sequoia at Cypress	Woodside	RO		DTST	62	4	8	16	2	0	24	21	0.41	0.50	
<b>TOTALS: No. Reporting: 20</b>			<b>Avg. Sales: 0.85</b>		<b>Traffic to Sales: 22 : 1</b>				<b>149</b>	<b>401</b>	<b>18</b>	<b>1</b>	<b>831</b>	<b>561</b>	<b>Net: 17</b>

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

North Sacramento					Projects Participating: 13								In Area : 13		
					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		DTMJ	145	0	14	12	0	0	25	20	0.46	0.48	
Edgeview - The Cove	Beazer	SO		ATST	156	0	23	14	1	0	11	11	0.64	0.64	
Westward - The Cove	Beazer	SO		DTMJ	122	0	8	8	0	0	24	24	0.82	0.82	
Windrow - The Cove	Beazer	SO		DTST	167	3	4	13	2	0	51	46	1.04	1.10	
Bloom	DR Horton	SO		DTST	84	0	6	0	0	0	64	64	2.20	2.20	
Castile at Parkebridge	DR Horton	SO		DTST	152	6	8	25	5	0	105	67	1.34	1.60	
Mbraga	DR Horton	AO		DTMJ	162	4	7	47	2	0	15	15	1.24	1.24	
Ravenna at Parkebridge	DR Horton	SO		DTST	106	4	6	54	2	0	64	64	1.94	1.94	
Verano at Parkebridge	DR Horton	SO		DTMJ	136	0	2	16	3	0	134	79	1.67	1.88	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	6	5	0	0	2	2	0.64	0.64	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	4	7	5	2	1	4	4	1.27	1.27	
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	6	13	1	1	17	17	0.61	0.61	
Mystique	Watt	SO		ATST	57	4	6	24	2	0	34	34	0.66	0.81	
<b>TOTALS: No. Reporting: 13</b>			<b>Avg. Sales: 1.38</b>		<b>Traffic to Sales: 12 : 1</b>				<b>103</b>	<b>236</b>	<b>20</b>	<b>2</b>	<b>550</b>	<b>447</b>	<b>Net: 18</b>

City Codes: SO = Sacramento, AO = Antelope

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Sacramento

Page  
3 of 6

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11								In Area : 11		
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	
Iron Ridge at Russel Ranch	Anthem United	FM		DTMJ	97	0	9	19	1	0	21	21	0.66	0.66	
Farmhouse at Willow Creek	Black Pine	FM		DTMJ	126	0	2	2	1	0	122	42	0.90	1.00	
Oakleaf at Folsom Ranch	Lennar <span style="color:red">SO</span>	FM		DTMJ	81	0	S/O	0	1	0	81	22	0.69	0.52	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	4	7	36	2	0	33	33	0.89	0.89	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	10	21	1	0	13	13	0.61	0.61	
Mesa at White Rock	Richmond American	FM		DTMJ	64	4	6	6	2	0	11	11	0.68	0.68	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	1	10	31	1	0	43	38	0.90	0.90	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	1	10	28	1	0	58	58	1.28	1.38	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	6	49	0	1	24	24	0.71	0.71	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	7	55	0	0	61	57	1.30	1.36	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	6	55	0	0	52	43	1.11	1.02	
<b>TOTALS: No. Reporting: 11</b>					<b>Traffic to Sales: 30 : 1</b>				73	302	10	1	519	362	<b>Net: 9</b>
City Codes: FM=Folsom															

El Dorado County					Projects Participating: 11								In Area : 11		
					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	
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	8	17	0	0	9	9	1.11	1.11	
Saratoga Estates- Alder	Elliott	BH		DTMJ	115	4	7	45	2	0	21	21	1.58	1.58	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	7	8	1	1	10	10	1.09	1.09	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	7	18	1	0	44	43	0.97	1.02	
Heritage El Dorado Hills-Estates	Lennar	BH		DTST	97	4	8	9	2	0	54	23	0.49	0.55	
Heritage El Dorado Hills-Legends	Lennar	BH		DTST	164	7	11	9	1	0	108	43	0.99	1.02	
Heritage El Dorado Hills-Mbsaic	Lennar	BH		DTST	369	4	7	9	1	0	99	52	0.91	1.24	
Heritage El Dorado Hills-Reflections	Lennar	BH		DTST	140	0	1	2	0	0	139	30	0.89	0.71	
Ridgeview Estates at Blackstone	Lennar	BH		DTMJ	24	0	1	0	1	0	23	17	0.43	0.40	
Sienna Ridge Estates	Lennar	BH		DTMJ	76	0	6	12	2	0	56	38	0.68	0.90	
Collina at Serrano	Woodside	BH		DTMJ	72	0	4	10	0	0	28	27	0.53	0.64	
<b>TOTALS: No. Reporting: 11</b>					<b>Traffic to Sales: 13 : 1</b>				67	139	11	1	591	313	<b>Net: 10</b>
City Codes: BH=El Dorado Hills															

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Sacramento

Page  
4 of 6

Development Name	Developer	City Code	Notes	Type	Projects Participating: 46								In Area : 46		
Placer 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		
Cerrada	DR Horton	LL		DTMJ	166	0	9	10	1	0	24	24	0.73	0.73	
Broadlands	JMC	LL		DTST	77	10	10	23	7	0	23	23	1.50	1.50	
Monument Village at Sierra Vista	JMC	RV		DTST	187	8	10	69	6	0	98	50	1.38	1.19	
Palisade Village	JMC	RV		DTST	88	0	5	40	0	0	79	65	1.44	1.55	
Pinnacle Village	JMC	RV		DTMJ	83	0	6	39	1	0	72	39	1.00	0.93	
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	5	84	1	0	8	8	1.93	1.93	
Ridge at Whitney Ranch II	JMC	RK		DTST	48	0	5	28	1	0	30	30	0.81	0.81	
Sentinel	JMC	RV		DTST	132	0	6	65	0	0	62	62	1.94	1.94	
Westview at Whitney Ranch	JMC	RK		DTMJ	97	4	7	16	2	0	82	38	1.00	0.90	
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	4	1	0	1	49	49	1.87	1.87	
Creekside Preserve	K Hovnanian	LL		DTMJ	50	0	6	10	0	0	17	17	0.45	0.45	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	5	5	1	1	62	39	0.78	0.93	
Cadence at WestPark	KB Home	RV		DTST	88	0	4	4	0	0	84	50	1.04	1.19	
Oak Vista	KB Home	RK		DTMJ	59	0	1	5	1	0	58	31	0.79	0.74	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	8	14	1	0	85	63	1.16	1.50	
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	3	9	1	0	2	2	0.93	0.93	
Corvara at Fiddymont Farm	Lennar	RV		DTMJ	134	0	6	12	1	0	102	58	1.11	1.38	
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	3	10	1	0	118	44	0.93	1.05	
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	7	10	2	0	101	28	0.79	0.67	
Heritage Solaire-Meridian	Lennar	RV		AASF	176	7	12	10	2	0	126	42	0.96	1.00	
LaMaison II at Diamond Creek	Lennar	RV		DTMJ	50	4	9	9	2	1	34	31	0.64	0.74	
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	4	9	0	0	1	1	0.32	0.32	
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	8	9	1	1	5	5	0.81	0.81	
Novara at Fiddymont	Lennar	RV		DTMJ	105	0	6	9	1	0	21	21	1.40	1.40	
Pavia at Fiddymont Farm	Lennar	RV		DTMJ	94	0	7	9	2	1	16	16	0.99	0.99	
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	7	9	1	1	23	23	1.09	1.09	
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	4	9	0	0	1	1	0.24	0.24	
Summit II, The	Meritage	RV		DTMJ	92	0	6	13	2	1	72	52	1.01	1.24	
Sierra Oaks	Next New Homes	CF		DTMJ	34	0	6	6	0	0	8	8	0.21	0.21	
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	6	9	33	2	1	14	14	0.82	0.82	
Fieldstone at Fiddymont Ranch	Richmond American	RV		DTST	71	0	6	5	2	0	43	43	1.34	1.34	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	8	5	0	1	22	22	1.09	1.09	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	1	9	3	1	0	19	19	0.94	0.94	
Catalina at Fiddymont Farm	Taylor Morrison	RV		DTST	47	2	9	14	2	0	36	36	0.97	0.97	
Liberty Village	Taylor Morrison	RV		DTST	53	0	6	6	0	0	47	40	0.84	0.95	
Monarch at Fiddymont Farm	Taylor Morrison	RV		DTMJ	91	5	8	11	5	0	45	41	0.88	0.98	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	2	8	3	2	0	24	24	1.19	1.19	
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	4	25	1	0	84	27	0.62	0.64	
Park View at Whitney Ranch	The New Home Co	RK		DTST	60	0	8	30	0	0	42	19	0.51	0.45	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	9	28	0	0	32	21	0.54	0.50	
La Madera at Twelve Bridges	TRI Pointe	LL		DTST	102	0	6	34	2	1	60	33	0.81	0.79	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	5	21	0	0	40	39	1.14	1.14	
Hills at Paradiso	Woodside	RV		DTST	58	0	7	6	1	0	51	29	0.61	0.69	
Ramonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	10	18	0	0	42	26	0.49	0.62	
Ridge at Paradiso	Woodside	RV		DTST	42	0	5	2	1	0	31	19	0.37	0.45	

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Sacramento

Page  
5 of 6

Development Name	Developer	City Code	Notes	Type	Projects Participating: 46								In Area : 46		
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Tramonte at Twelve Bridges	Woodside	LL		DTMU	100	4	8	21	2	0	40	30	0.48	0.71	
<b>TOTALS: No. Reporting: 46</b>		<b>Avg. Sales: 1.07</b>		<b>Traffic to Sales: 14 : 1</b>		<b>304</b>	<b>811</b>	<b>59</b>	<b>10</b>	<b>2135</b>	<b>1402</b>	<b>Net: 49</b>			
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, CF = Colfax															

Nevada County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	6	6	0	0	9	5	0.09	0.12	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>		<b>6</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>5</b>	<b>Net: 0</b>			
City Codes: GV = Grass Valley															

Yolo County					Projects Participating: 12								In Area : 12		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Riverchase	Anthem United	WS		DTMU	222	0	4	6	0	0	144	63	0.95	1.50	
Aspire at Stone's Throw	K Hovnanian	WN		DTST	100	0	6	4	3	1	63	46	1.01	1.10	
Bradford at Spring Lake	KB Home	WL		DTST	112	4	7	22	3	0	65	45	0.80	1.07	
Magnolia at Spring Lake	Lennar	WL		DTMU	78	0	5	10	1	0	35	16	0.52	0.38	
Summerstone at Spring Lake	Lennar	WL		DTST	87	4	7	10	2	0	52	41	0.77	0.98	
Sunflower at Spring Lake	Lennar	WL		DTMU	85	4	5	10	4	1	62	38	0.94	0.90	
Cannery - Tilton	Shea	DV		DTMU	76	0	2	1	0	0	74	2	0.27	0.05	
Spring Lake - Ivy	Taylor Morrison	WL		DTMU	44	0	10	1	0	0	31	15	0.25	0.36	
Spring Lake - Laurel	Taylor Morrison	WL		DTMU	100	0	10	3	0	0	68	35	0.55	0.83	
Spring Lake - Olive	Taylor Morrison	WL		DTMU	70	0	5	1	0	0	65	32	0.53	0.76	
Cannery - Gala	The New Home Co	DV		ATMU	120	0	7	2	0	0	71	16	0.45	0.38	
Pines at Spring Lake	Woodside	WL		DTMU	83	0	4	4	0	0	26	26	0.70	0.70	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.92</b>		<b>Traffic to Sales: 6 : 1</b>		<b>72</b>	<b>74</b>	<b>13</b>	<b>2</b>	<b>756</b>	<b>375</b>	<b>Net: 11</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 Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	7	9	1	0	63	63	2.09	2.09	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 9 : 1</b>		<b>7</b>	<b>9</b>	<b>1</b>	<b>0</b>	<b>63</b>	<b>63</b>	<b>Net: 1</b>			
City Codes: LO = Live Oak															

# The Ryness Report

Week Ending  
Sunday, October 18, 2020

Sacramento

Page  
6 of 6

Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Yuba 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	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTST	28	0	2	23	2	0	21	21	0.75	0.75	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	147	3	5	59	4	0	34	34	0.97	0.97	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	87	0	1	37	1	0	24	24	0.68	0.68	
Sumerset at The Orchards	JMC	MS		DTST	60	0	9	14	1	2	36	36	1.63	1.63	
Sunhaven at The Orchard	JMC	MS		DTST	71	0	3	5	1	1	68	38	0.83	0.90	
Sonoma Ranch	Lennar	PLK		DTST	208	0	9	16	1	1	143	51	1.06	1.21	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	4	7	0	0	2	2	0.64	0.64	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	6	7	17	3	0	12	12	1.47	1.47	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 1.13</b>		<b>Traffic to Sales: 14 : 1</b>				<b>40</b>	<b>178</b>	<b>13</b>	<b>4</b>	<b>340</b>	<b>218</b>	<b>Net: 9</b>

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

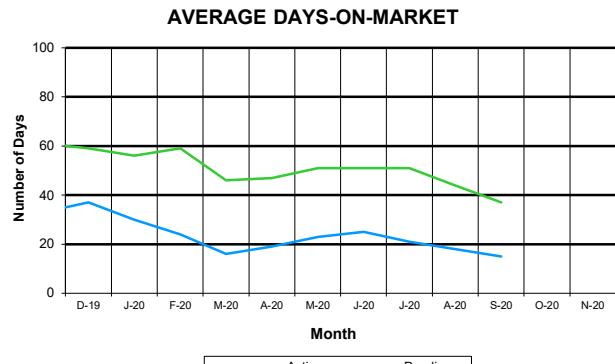
Sacramento			Projects Participating: 148					In Area : 148			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 148</b>			<b>Avg. Sales: 1.05</b>	<b>Traffic to Sales: 15 : 1</b>	<b>969</b>	<b>2764</b>	<b>179</b>	<b>24</b>	<b>7618</b>	<b>4665</b>	<b>Net: 155</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											

# The Ryness Company

Marketing Research Department

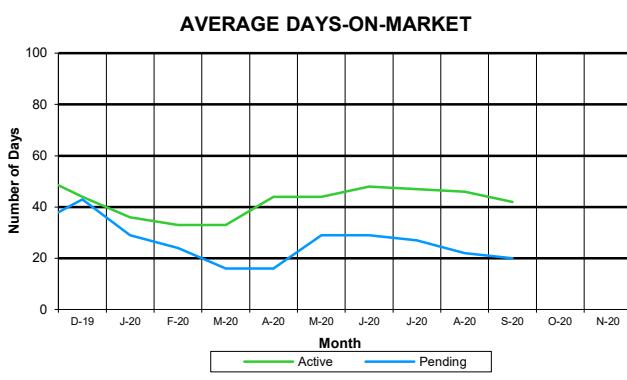
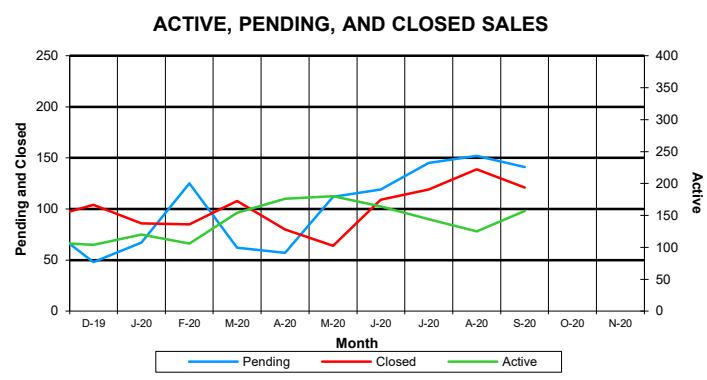
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	1,201	59	1,165	24	943	\$424,530
Mar-20	1,478	46	898	16	1,134	\$434,110
Apr-20	1,675	47	977	19	959	\$434,880
May-20	1,581	51	1,397	23	953	\$431,801
Jun-20	1,300	51	1,586	25	1,410	\$452,830
Jul-20	1,146	51	1,531	21	1,636	\$468,863
Aug-20	1,062	44	1,707	18	1,431	\$478,424
Sep-20	1,118	37	1,567	15	1,541	\$484,194



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	106	33	125	24	85	\$248,818
Mar-20	154	33	62	16	108	\$274,597
Apr-20	176	44	57	16	80	\$266,197
May-20	180	44	112	29	64	\$256,406
Jun-20	164	48	119	29	109	\$255,744
Jul-20	144	47	145	27	119	\$264,661
Aug-20	125	46	152	22	139	\$247,085
Sep-20	157	42	141	20	121	\$277,930





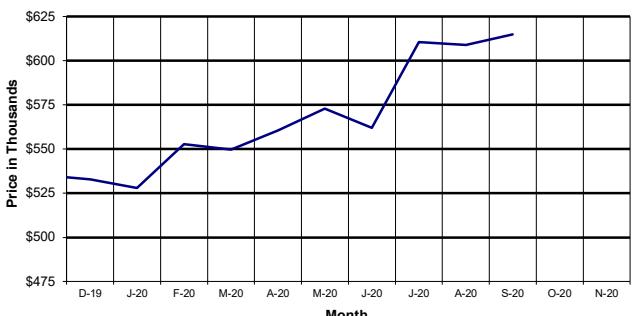
# The Ryness Company

Marketing Research Department

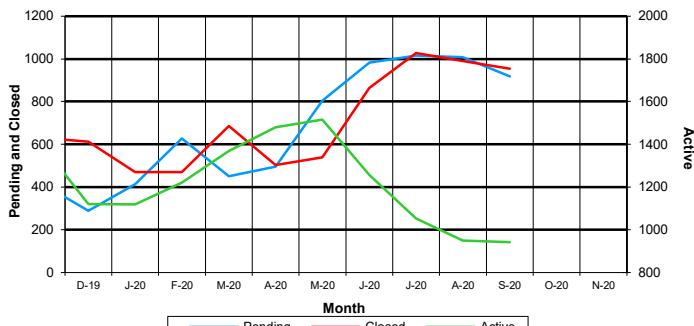
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	1,220	63	627	39	470	\$552,805
Mar-20	1,369	60	450	32	685	\$549,616
Apr-20	1,479	63	495	33	503	\$560,481
May-20	1,515	63	804	34	539	\$572,772
Jun-20	1,256	65	982	37	864	\$562,065
Jul-20	1,052	63	1,015	34	1,027	\$610,568
Aug-20	949	59	1,009	28	990	\$608,868
Sep-20	942	53	917	23	954	\$614,866

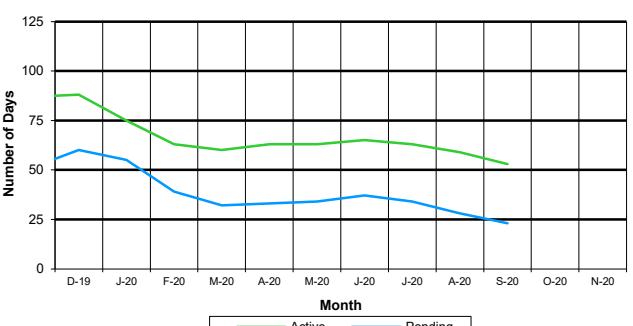
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



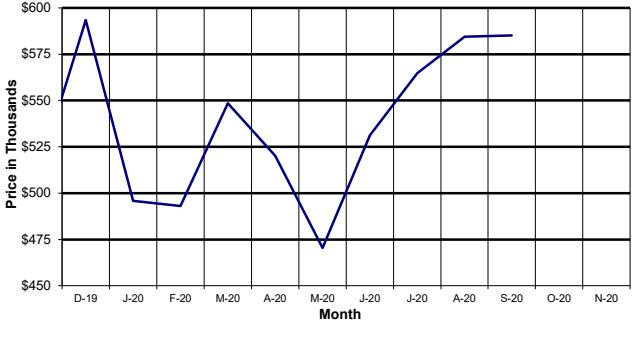
AVERAGE DAYS-ON-MARKET



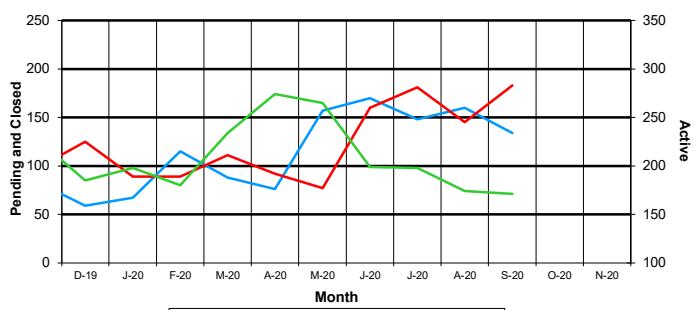
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-20	180	71	115	26	89	\$493,057
Mar-20	234	58	88	30	111	\$548,466
Apr-20	274	61	76	25	92	\$520,247
May-20	265	64	157	31	77	\$470,462
Jun-20	199	73	170	35	160	\$531,305
Jul-20	198	71	148	36	181	\$564,710
Aug-20	174	63	160	30	145	\$584,478
Sep-20	171	61	134	22	183	\$585,129

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

