

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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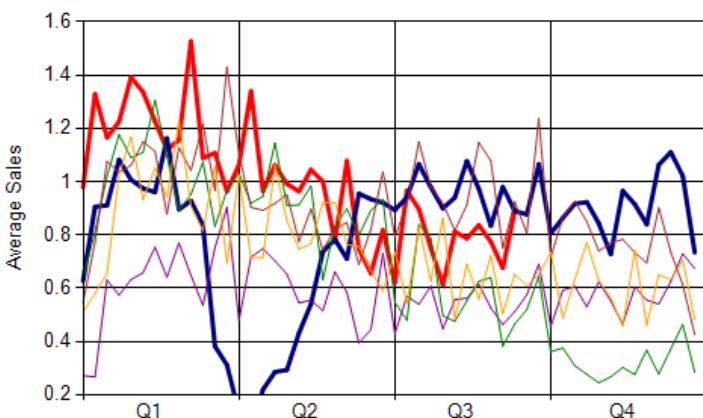
NATIONAL BUILDER DIVISION

Ending: Sunday, September 19, 2021

Bay Area Week 37

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	27	394	22	0	22	0.81	0.93	-12%	0.71	15%
Contra Costa	26	398	29	2	27	1.04	1.12	-7%	0.93	12%
Sonoma, Napa	9	56	3	0	3	0.33	0.76	-56%	0.64	-48%
San Francisco, Marin	3	19	0	0	0	0.00	0.55	-100%	0.31	-100%
San Mateo	3	29	8	1	7	2.33	0.59	295%	0.51	359%
Santa Clara	18	236	12	0	12	0.67	1.16	-43%	0.86	-22%
Monterey, Santa Cruz, San Benito	9	112	13	1	12	1.33	0.91	46%	0.65	105%
Solano	16	176	18	2	16	1.00	1.02	-2%	0.70	42%
Current Week Totals	Traffic : Sales	14 : 1	111	1420	105	6	99	0.89	1.00	-10%
Per Project Average			13	0.95	0.05	0.89				
Year Ago - 09/20/2020	Traffic : Sales	11 : 1	146	1526	143	15	128	0.88	0.77	14%
% Change			-24%	-7%	-27%	-60%	-23%	2%	29%	-19%

52 Weeks Comparison



Year to Date Averages Through Week 37

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	131	31	0.89	0.11	0.78	0.73
■	2017	141	32	1.06	0.11	0.95	0.90
■	2018	125	28	0.94	0.09	0.84	0.70
■	2019	159	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.88	0.11	0.77	0.80
■	2021	117	15	1.06	0.07	1.00	1.00
% Change:		-23%	19%	21%	-41%	30%	24%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV			Anyone searching for a home today knows well the pickings are slim. The supply of U.S. homes for sale is near a record low, and the gap between supply and demand is widening. The U.S. Census found that 12.3 million American households were formed from January 2012 to June 2021, but just 7 million new single-family homes were built during that time. Single-family home construction has suffered from a severe labor shortage that began well before the pandemic but was then exacerbated by it. Supply chain disruptions in the past year have pushed prices for building materials higher, and as pandemic-induced demand soared, prices for land increased as well. While new household formation is actually slower than it was before the pandemic, homebuilders would have to double their recent new home production pace to close the gap in five to six years. Due to the shortage, prices for new and existing homes are rising at a record pace. For new construction, which has always come at a price premium, homes with a median value of \$300,000, which is considered relatively affordable, represented 32% of builder sales in the first half of 2021, down from 43% during the same period in 2018. Builders simply can't afford to produce cheaper homes, given their rising costs. Source: Diana Olick CNBC Real Estate				
FHA							
10 Yr Yield							
							

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 23		
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	1	19	1	0	47	25	0.52	0.68	
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	19	0	0	38	13	0.42	0.35	
Enclave - Sierra Collection	Century	FR		ATMJ	70	5	3	18	3	0	25	11	0.25	0.30	
Hideaway, The	DR Horton	HY		ATMJ	59	0	3	13	0	0	22	22	1.28	1.28	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	2	26	0	0	43	35	0.84	0.95	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	1	26	1	0	52	37	1.02	1.00	
Courts at Bridgeway	Lennar	NK		ATMJ	71	3	3	26	0	0	40	40	1.33	1.33	
Revo at Innovation	Lennar	FR		ATMJ	137	0	5	0	0	0	132	38	0.75	1.03	
Terraces at Bridgeway	Lennar	NK		ATMJ	31	4	2	26	2	0	14	14	2.65	2.65	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	2	26	0	0	39	36	0.91	0.97	
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	2	26	0	0	51	38	1.00	1.03	
Breeze at Bay37	Pulte	AL		DTMJ	30	4	3	5	1	0	14	14	0.40	0.40	
Compass at Bay37	Pulte	AL		ATMJ	93	3	3	5	1	0	19	19	0.54	0.54	
Landing at Bay37	Pulte	AL		ATMJ	96	0	17	5	1	0	12	12	0.34	0.34	
Lookout at Bay37	Pulte	AL		ATMJ	26	0	2	4	0	0	16	16	0.46	0.46	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	9	3	3	0	115	36	0.91	0.97	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	2	0	0	91	19	0.72	0.51	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	3	3	4	1	0	32	21	0.46	0.57	
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	6	38	0	0	50	33	0.91	0.89	
Compass Bay- Newport	Trumark	NK		ATMJ	86	7	8	38	1	0	53	41	0.96	1.11	
Orest at Alameda Point	Trumark	AL		ATMJ	60	4	2	8	3	0	46	42	1.07	1.14	
TOTALS: No. Reporting: 21		Avg. Sales: 0.86			Traffic to Sales: 19 : 1				79	337	18	0	951	562	Net: 18
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland															

Amador Valley				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		
Broadway at Boulevard	Brookfield	DB		ATMJ	110	3	5	9	0	0	52	52	1.44	1.41	
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	3	3	10	0	0	73	28	0.91	0.76	
Downing at Boulevard	Lennar	DB		ATST	96	0	1	12	2	0	84	40	0.75	1.08	
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	1	16	0	0	76	31	0.77	0.84	
Sycamore	Ponderosa	PL		DTMJ	36	3	3	4	0	0	33	6	0.25	0.16	
Uptown	Taylor Morrison	LV		ATMJ	44	3	2	6	2	0	39	33	0.90	0.89	
TOTALS: No. Reporting: 6		Avg. Sales: 0.67			Traffic to Sales: 14 : 1				15	57	4	0	357	190	Net: 4
City Codes: DB = Dublin, PL = Pleasanton, LV = Livermore															

Diablo Valley				Projects Participating: 3								In Area : 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		
Woodbury Highlands	Davidson	LF		ATMJ	99	0	19	8	0	0	8	6	0.15	0.16	
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	0	0	0	32	19	0.68	0.51	
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	8	0	0	9	8	0.18	0.22	
TOTALS: No. Reporting: 3		Avg. Sales: 0.00			Traffic to Sales: NA				19	16	0	0	49	33	Net: 0
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 3								In Area : 3		
San Ramon Valley					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	
Highlands at The Preserve	Lennar	SR		DTMJ	122	0	4	19	1	0	117	26	0.68	0.70	
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	2	19	1	0	66	43	1.05	1.16	
Ridgeview at the Preserve	Lennar	SR		ATMJ	77	4	3	19	4	0	60	41	0.97	1.11	
TOTALS: No. Reporting: 3		Avg. Sales: 2.00			Traffic to Sales: 10 : 1				9	57	6	0	243	110	Net: 6
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Village 29	Lafferty	EC		ATMJ	29	0	7	2	0	0	21	10	0.18	0.27	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA				7	2	0	0	21	10	Net: 0
City Codes: EC = El Cerrito															

Antioch/Pittsburg					Projects Participating: 10								In Area : 12		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	1	41	1	0	92	64	1.64	1.73	
Cielo at Sand Creek- Vista	Century	AN		DTMJ	96	4	3	36	2	0	82	60	1.46	1.62	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	1	15	2	0	207	36	0.99	0.97	
Hills at Park Ridge	Davidon	AN		DTMJ	225	3	4	26	0	0	52	42	1.10	1.14	
Luca at Aviano	DeNova	AN		DTMJ	194	0	2	33	1	0	12	12	2.05	2.05	
Stella at Aviano	DeNova	AN		DTST	127	5	2	23	5	0	117	82	2.38	2.22	
Riverview at Monterra	K Hovnanian	AN		DTMJ	100	0	1	6	1	0	99	27	0.82	0.73	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	3	7	1	0	29	29	0.78	0.78	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	5	5	0	0	48	31	1.04	0.84	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	6	13	0	2	2	2	0.22	0.22	
TOTALS: No. Reporting: 10		Avg. Sales: 1.10			Traffic to Sales: 16 : 1				28	205	13	2	740	385	Net: 11
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 9								In Area : 12		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI	Rsv's	DTMJ	81	0	1	22	0	0	69	41	0.64	1.11	
Chandler	Brookfield	BT		DTMJ	160	0	10	31	0	0	8	8	1.87	1.87	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	1	14	0	0	79	26	0.82	0.70	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	7	14	2	0	88	38	0.92	1.03	
Ashbury	KB Home	OY		ATST	69	0	3	0	0	0	65	46	1.16	1.24	
Alicante	Meritage	OY		DTMJ	133	0	1	15	2	0	74	69	1.80	1.86	
Vines, The	Meritage	OY		DTST	63	0	4	13	0	0	51	51	1.41	1.38	
Terrene	Pulte	BT		DTMJ	326	6	2	9	6	0	317	107	2.35	2.89	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	4	0	0	0	86	41	1.05	1.11	
TOTALS: No. Reporting: 9		Avg. Sales: 1.11			Traffic to Sales: 12 : 1				33	118	10	0	837	427	Net: 10
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9									In Area : 16		
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Village Station	Blue Mountain	SR	Rsv's	ATMU	110	0	3	7	0	0	90	23	0.47	0.62		
Live Oak at University	KB Home	RP		DTMJ	104	0	2	3	1	0	93	49	0.81	1.32		
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	3	5	0	0	4	4	0.68	0.68		
Aspect	Lafferty	PET		DTMJ	18	0	4	0	0	0	13	5	0.11	0.14		
Juniper at University	Richmond American	RP		DTMJ	150	0	1	8	0	0	145	31	0.82	0.84		
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	1	0	0	0	39	19	0.47	0.51		
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	16	0	0	12	12	0.84	0.84		
Pear Tree	Taylor Morrison	NP		ATST	71	0	4	1	2	0	62	31	0.67	0.84		
Riverfront	TRI Pointe	PET		DTMJ	134	0	1	16	0	0	49	37	1.09	1.00		
TOTALS: No. Reporting: 9			Avg. Sales: 0.33		Traffic to Sales: 19 : 1				19	56	3	0	507	211	Net: 3	

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

Marin 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	Av. Sls /Week	Av. Sls /YTD
Atherton Place	KB Home	NV		ATMU	50	0	1	7	0	0	39	35	0.75	0.95
Verandah	Landsea	NV		ATMU	80	0	4	4	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 2			Avg. Sales: 0.00		Traffic to Sales: NA			5	11	0	0	39	35	Net: 0

City Codes: NV = Novato

San Francisco County					Projects Participating: 1							In Area : 20		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMU	54	0	5	8	0	0	4	4	0.14	0.14
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: NA		5	8	0	0	4	4	Net: 0	

City Codes: SF = San Francisco

San Mateo County					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Foster Square	Lennar	FC		AAAT	200	0	1	2	2	1	189	27	0.69	0.73
One 90 - Borelle	Pulte	SM		DTMJ	29	3	3	14	2	0	12	12	0.34	0.34
One 90 - Slate	Pulte	SM		ATMU	57	4	2	13	4	0	12	12	0.34	0.34
TOTALS: No. Reporting: 3			Avg. Sales: 2.33		Traffic to Sales: 4 : 1			6	29	8	1	213	51	Net: 7

City Codes: FC = Foster City, SM = San Mateo

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18								In Area : 21		
Santa Clara 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	
Classics at MonteVista	Classics	MV		ATMU	15	2	2	9	0	0	7	7	0.61	0.61	
Asana	DeNova	SJ		DTMJ	250	0	2	16	0	0	233	62	1.55	1.68	
Cantera	Dividend	MV	Rsv's	ATMU	15	0	6	23	0	0	5	5	0.54	0.54	
Maravilla	Dividend	MV		ATMU	55	0	5	29	2	0	18	18	1.47	1.47	
Redwoods at Montecito	Dividend	MV	Rsv's	ATMU	33	1	6	13	1	0	27	27	1.29	1.29	
Amalfi	DR Horton	MV		ATMU	58	0	1	16	2	0	47	44	1.04	1.19	
Montecito Estates	DR Horton	MH		DTMJ	24	0	1	8	0	0	20	20	0.80	0.80	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	2	16	1	0	108	86	1.89	2.32	
Naya	KB Home	SC		ATMU	58	0	1	16	1	0	23	23	0.86	0.86	
Momentum	Pan Cal	SV		ATMU	18	0	1	3	0	0	15	15	0.97	0.97	
Bellaterra - Bungalow Cluster Att/Det	SummerHill	LG		ATMU	76	0	7	10	0	0	5	5	0.80	0.80	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	10	0	0	12	12	0.66	0.66	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	11	11	1	0	9	9	0.50	0.50	
Montalvo Oaks	SummerHill	MS		ATMU	15	0	5	6	0	0	10	10	0.42	0.42	
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	4	8	1	0	10	10	0.55	0.55	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	12	19	1	0	136	53	0.97	1.43	
Elevation- Towns	Taylor Morrison	SV		ATMU	96	0	2	15	1	0	84	37	0.89	1.00	
Ovation	Taylor Morrison	SV		ATMU	107	5	5	8	1	0	20	20	1.23	1.23	
TOTALS: No. Reporting: 18		Avg. Sales: 0.67			Traffic to Sales: 20 : 1				81	236	12	0	789	463	Net: 12

City Codes: MV = Mountain View, SJ = San Jose, MH = Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 9								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	
Roberts Ranch	KB Home	HO		DTMJ	192	0	3	41	2	1	78	78	2.50	2.50	
Carousel at Westfield	Kiper	HO		DTST	92	0	1	9	0	0	89	31	1.10	0.84	
Mayfair at Westfield	Kiper	HO		DTMJ	50	0	2	9	1	0	46	24	0.73	0.65	
Serenity at Santana Ranch II	Legacy	HO		DTMJ	31	3	3	13	1	0	5	5	0.49	0.49	
Montclair	Meritage	HO		DTMJ	99	0	3	11	0	0	19	19	1.17	1.17	
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	2	21	0	0	12	12	1.68	1.68	
Enclave, The	Shea	SS		DTMJ	26	4	2	7	4	0	8	8	0.49	0.49	
Sea House II at The Dunes	Shea	MA		ATMU	79	5	3	1	5	0	9	9	1.26	1.26	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	0	0	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 9		Avg. Sales: 1.33			Traffic to Sales: 9 : 1				19	112	13	1	266	186	Net: 12

City Codes: HO = Hollister, MA = Marina, SS = Seaside

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16							In Area : 19			
Fairfield, Vacaville, Suisun, Dixon					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	
Luminescence at Liberty	DeNova	RV		AASF	164	0	3	8	1	0	3	3	0.29	0.29	
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	1	5	1	0	5	5	0.49	0.49	
Savannah at Homestead	DR Horton	DX		DTST	85	0	1	12	2	1	84	69	1.71	1.86	
Copperleaf at Homestead	KB Home	DX		DTST	71	4	3	8	2	0	60	48	1.33	1.30	
Creston at One Lake	Lennar	FF		DTMJ	70	0	1	5	1	1	58	36	1.16	0.97	
Homestead	Meritage	DX		DTMJ	99	3	3	31	0	0	42	42	1.49	1.49	
Mdway Grove at Homestead	Richmond American	DX		DTMJ	88	0	1	12	1	0	69	36	1.17	0.97	
Orchards at Valley Glenn III	Richmond American	DX	New	DTMJ	80	3	2	7	1	0	1	1	3.50	3.50	
Sutton at Parklane	Richmond American	DX		DTMJ	121	3	3	13	2	0	25	25	0.97	0.97	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	4	9	0	0	48	38	1.14	1.03	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	3	7	0	0	61	9	0.44	0.24	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	0	2	7	0	0	72	29	0.53	0.78	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	3	2	16	3	0	98	43	0.80	1.16	
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	1	11	1	0	59	49	1.28	1.32	
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	2	2	17	2	0	38	26	0.83	0.70	
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	1	8	1	0	32	32	1.06	1.06	
TOTALS: No. Reporting: 16	Avg. Sales: 1.00				Traffic to Sales: 10 : 1				33	176	18	2	755	491	Net: 16

City Codes: RV = Ro Vista, DX = Dixon, FF = Fairfield, VC = Vacaville

Bay Area			Projects Participating: 111					In Area : 152			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 111			Avg. Sales: 0.89	Traffic to Sales: 14 : 1	358	1420	105	6	5771	3158	Net: 99
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											



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

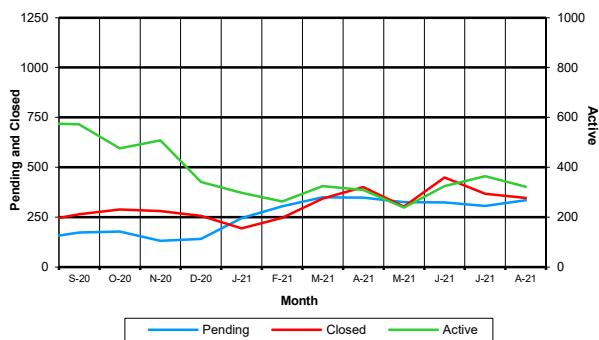
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

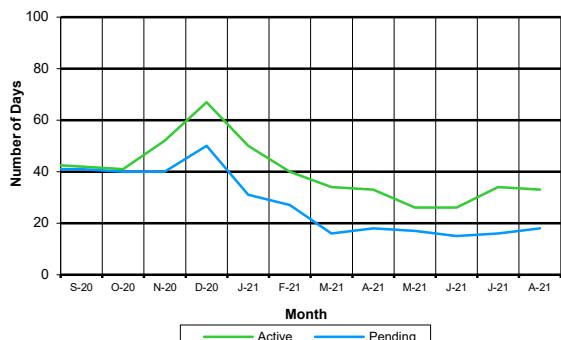
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	298	50	245	\$826,758
Feb-21	263	40	305	\$837,703
Mar-21	324	34	350	\$889,733
Apr-21	309	33	347	\$861,580
May-21	238	26	325	\$877,643
Jun-21	325	26	324	\$906,946
Jul-21	364	34	306	\$883,790
Aug-21	322	33	335	\$863,487



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

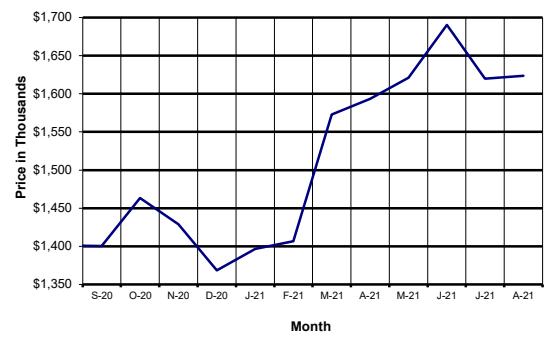


San Jose Metro SFD Monthly MLS Survey

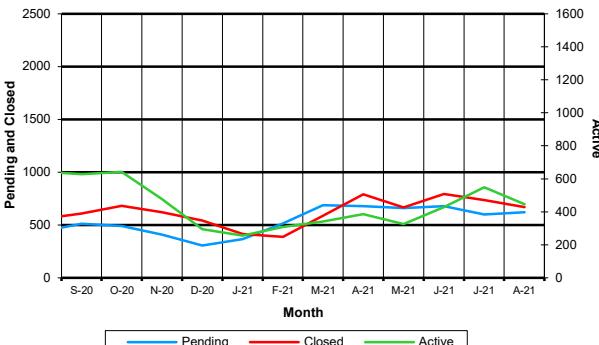
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	255	42	368	\$1,396,636
Feb-21	309	35	516	\$1,406,651
Mar-21	342	28	687	\$1,572,946
Apr-21	386	26	678	\$1,593,508
May-21	326	30	659	\$1,621,132
Jun-21	429	30	680	\$1,690,350
Jul-21	548	29	600	\$1,619,904
Aug-21	445	38	621	\$1,623,724

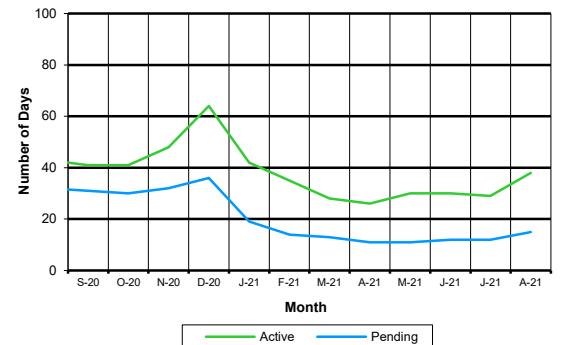
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





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Marketing Research Department

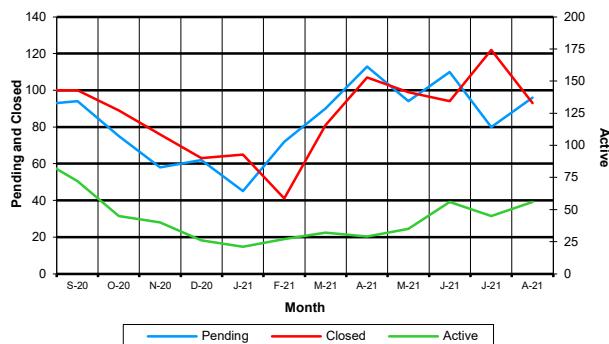
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

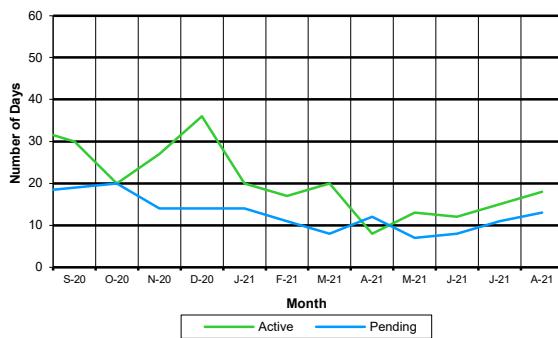
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465
Aug-21	56	18	96	13	93	\$855,670



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



Amador Valley SFD Monthly MLS Survey

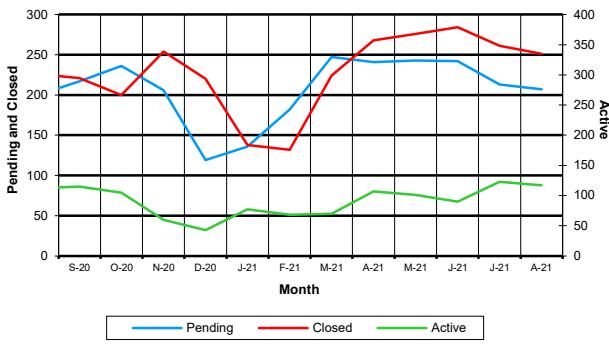
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178
Aug-21	117	23	207	11	251	\$1,645,099

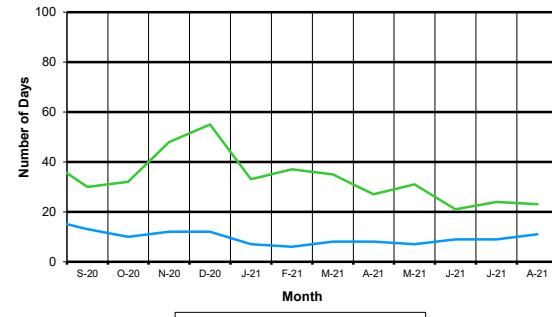
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



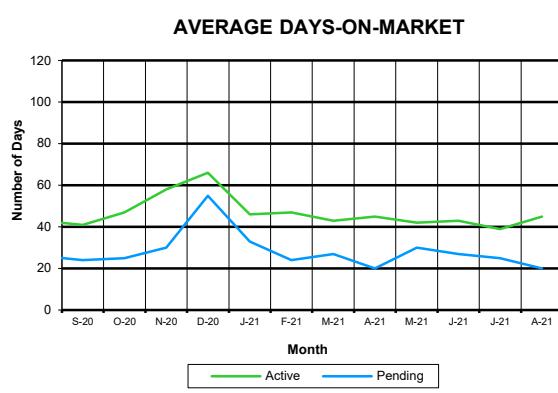
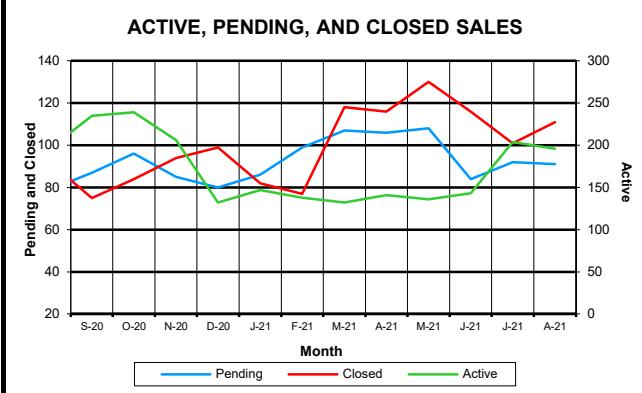


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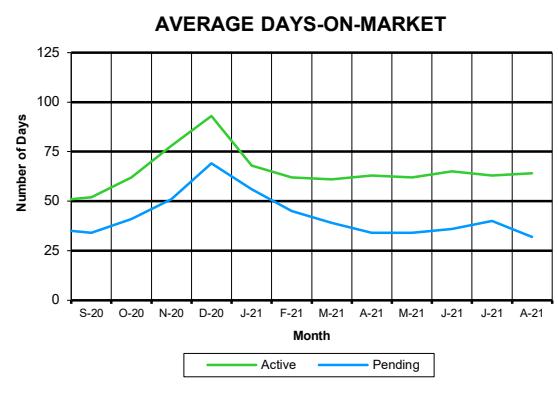
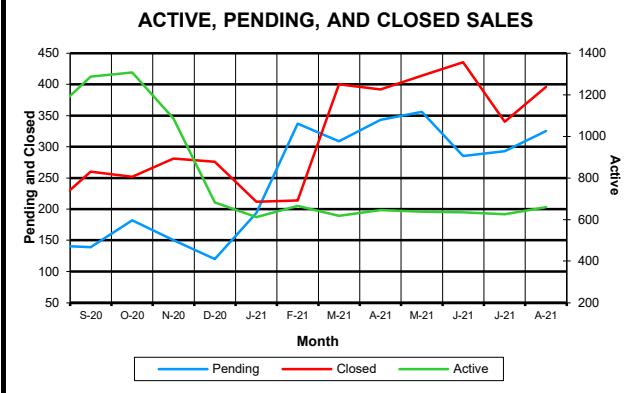
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	147	46	86	\$627,074
Feb-21	138	47	99	\$645,576
Mar-21	132	43	107	\$682,435
Apr-21	141	45	106	\$671,001
May-21	136	42	108	\$692,361
Jun-21	143	43	84	\$703,022
Jul-21	204	39	92	\$695,719
Aug-21	196	45	91	\$673,099



San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	611	68	194	\$1,235,108
Feb-21	665	62	337	\$1,304,482
Mar-21	618	61	309	\$1,347,677
Apr-21	646	63	343	\$1,359,977
May-21	637	62	356	\$1,388,205
Jun-21	634	65	285	\$1,392,140
Jul-21	625	63	293	\$1,382,088
Aug-21	660	64	325	\$1,882,962





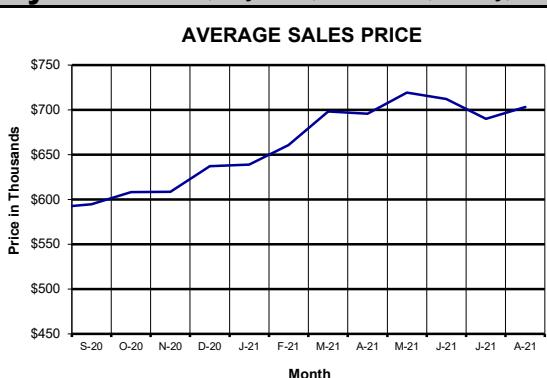
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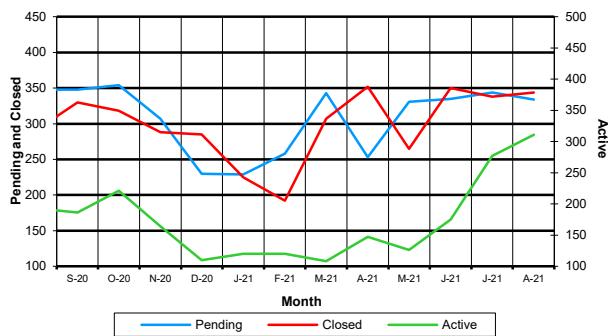
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

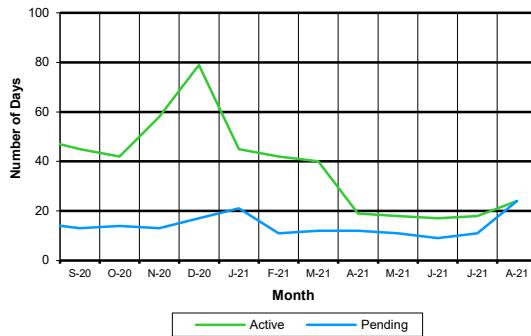
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	120	45	229	\$639,053
Feb-21	120	42	258	\$660,758
Mar-21	108	40	343	\$698,352
Apr-21	147	19	253	\$695,542
May-21	126	18	331	\$719,453
Jun-21	175	17	335	\$712,251
Jul-21	277	18	344	\$690,100
Aug-21	311	24	334	\$703,090



ACTIVE, PENDING, AND CLOSED SALES



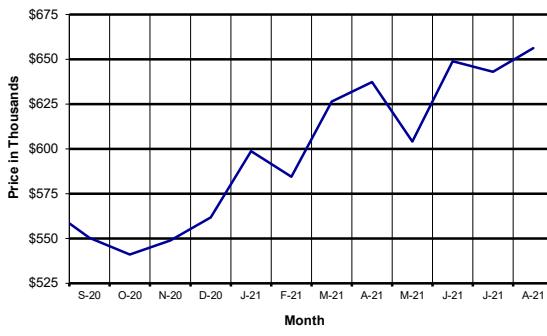
AVERAGE DAYS-ON-MARKET



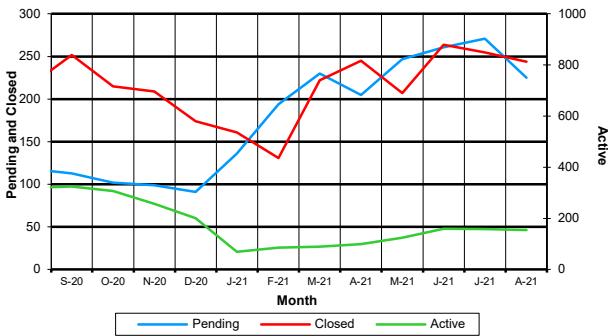
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	69	27	136	\$598,708
Feb-21	85	16	194	\$584,418
Mar-21	89	17	230	\$626,553
Apr-21	99	20	205	\$637,379
May-21	125	18	247	\$604,239
Jun-21	160	22	261	\$648,973
Jul-21	158	22	271	\$643,117
Aug-21	155	27	225	\$656,348

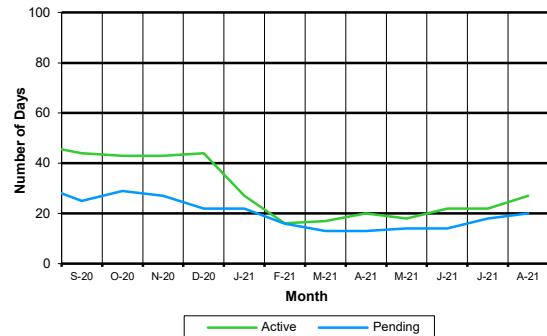
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



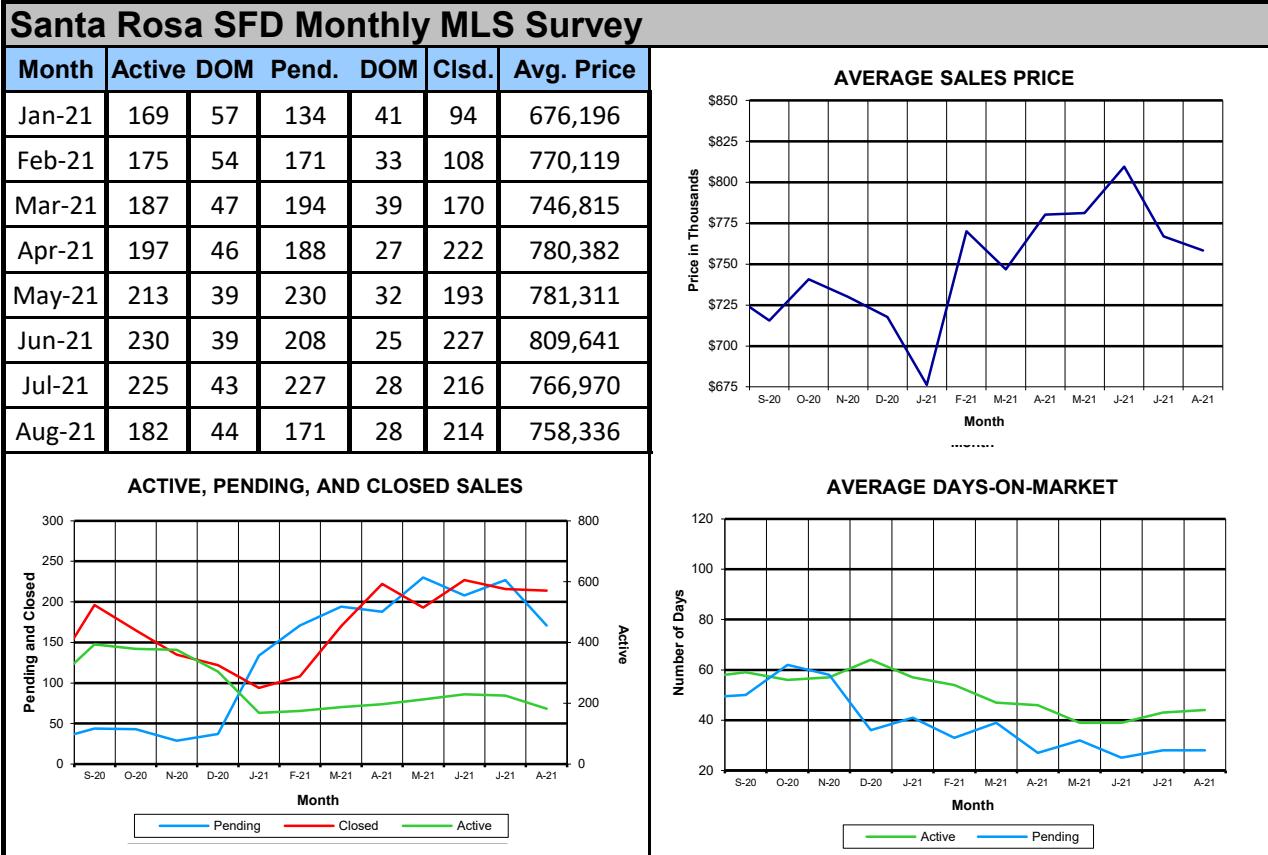
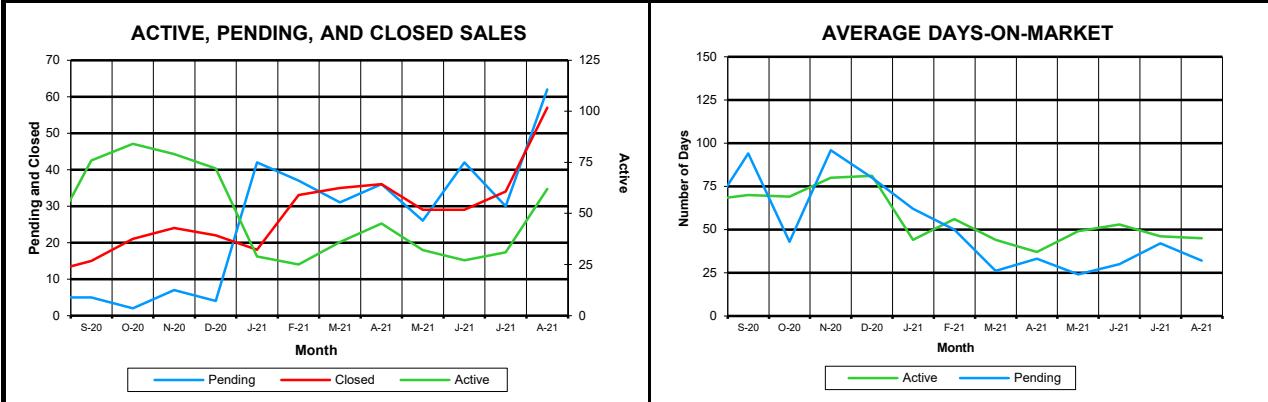


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Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-21	29	44	42	\$411,338
Feb-21	25	56	37	\$400,166
Mar-21	36	44	31	\$367,216
Apr-21	45	37	36	\$414,122
May-21	32	49	26	\$419,958
Jun-21	27	53	42	\$470,551
Jul-21	31	46	30	\$423,838
Aug-21	62	45	62	\$538,690



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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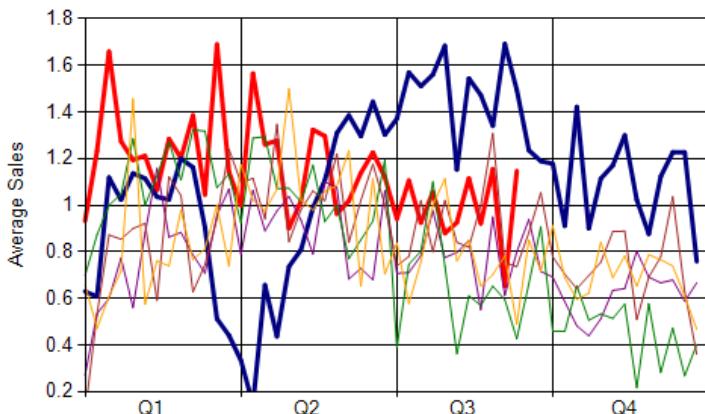


Central Valley Week 37

Ending: Sunday, September 19, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Tracy/Mountain House		19	373	23	0	23	1.21	1.05	16%	0.89	36%	
San Joaquin County		30	536	36	1	35	1.17	1.19	-2%	1.16	1%	
Stanislaus County		4	13	7	2	5	1.25	1.14	9%	1.17	7%	
Merced County		17	167	24	2	22	1.29	1.31	-1%	0.88	46%	
Madera County		6	18	11	0	11	1.83	1.05	74%	0.92	100%	
Fresno County		26	141	27	6	21	0.81	1.04	-23%	1.00	-19%	
Current Week Totals	Traffic : Sales	102	1248	128	11	117	1.15	1.14	0%	1.01	13%	
Per Project Average				12	1.25	0.11	1.15					
Year Ago - 09/20/2020	Traffic : Sales	10:1	89	1363	131	21	110	1.24	1.13	10%	1.47	-16%
% Change				15%	-8%	-2%	-48%	6%	-7%	2%	-31%	

52 Weeks Comparison



Year to Date Averages Through Week 37

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	0.99	0.12	0.87	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	23	1.10	0.17	0.93	0.80
■	2019	78	23	0.97	0.14	0.82	0.77
■	2020	85	22	1.32	0.20	1.12	1.11
■	2021	105	16	1.26	0.12	1.14	1.14
% Change:		23%	-28%	-5%	-42%	2%	3%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 2.75%	APR 2.97%	Anyone searching for a home today knows well the pickings are slim. The supply of U.S. homes for sale is near a record low, and the gap between supply and demand is widening. The U.S. Census found that 12.3 million American households were formed from January 2012 to June 2021, but just 7 million new single-family homes were built during that time. Single-family home construction has suffered from a severe labor shortage that began well before the pandemic but was then exacerbated by it. Supply chain disruptions in the past year have pushed prices for building materials higher, and as pandemic-induced demand soared, prices for land increased as well. While new household formation is actually slower than it was before the pandemic, homebuilders would have to double their recent new home production pace to close the gap in five to six years. Due to the shortage, prices for new and existing homes are rising at a record pace. For new construction, which has always come at a price premium, homes with a median value of \$300,000, which is considered relatively affordable, represented 32% of builder sales in the first half of 2021, down from 43% during the same period in 2018. Builders simply can't afford to produce cheaper homes, given their rising costs. Source: Diana Olick CNBC Real Estate
FHA	2.25%	2.91%	
10 Yr Yield	1.31%		

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Sunday, September 19, 2021

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
Tracy/Mountain House					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	
Magnolia Park	Bright	TR		DTMJ	42	1	1	7	0	0	39	16	0.71	0.43	
Legacy at College Park	Century	MH		DTMJ	133	0	3	54	0	0	62	52	1.37	1.41	
Portfolio at College Park	Century	MH		DTST	112	3	3	46	2	0	72	60	1.59	1.62	
Provenance at College Park	Century	MH		DTMJ	68	0	1	5	0	0	67	18	0.77	0.49	
Reflection at College Park	Century	MH		DTMJ	87	0	1	7	1	0	86	27	0.99	0.73	
Hartwell at Ellis	Landsea TSO	TR	Rsv's	DTMJ	121	1	TSO	2	2	0	13	13	1.42	1.42	
Kinbridge at Ellis	Landsea TSO	TR	Rsv's	DTMJ	83	1	TSO	3	3	0	14	14	1.53	1.53	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	2	6	29	0	0	123	33	0.97	0.89	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	2	6	29	0	0	106	30	0.84	0.81	
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	6	2	39	4	0	115	47	0.90	1.27	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	1	21	1	0	90	39	0.88	1.05	
Vantage at Tracy Hills	Meritage TSO	TH		DTMJ	182	2	TSO	15	3	0	169	52	1.27	1.41	
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	0	1	9	1	0	43	17	0.35	0.46	
Bergamo at Mountain House	Shea	MH		DTMJ	137	3	3	6	3	0	54	54	1.94	1.94	
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	1	16	0	0	151	62	1.75	1.68	
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	2	43	0	0	64	64	1.72	1.73	
Langston at Mountain House	Shea TSO	MH		ATMJ	131	0	TSO	31	0	0	124	22	1.44	0.59	
Berkshire at Ellis	Woodside	TR		DTMJ	95	3	1	11	3	0	82	46	1.26	1.24	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	2	0	0	0	74	24	1.14	0.65	
TOTALS: No. Reporting: 19			Avg. Sales: 1.21		Traffic to Sales: 16 : 1				34	373	23	0	1548	690	Net: 23

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

Stockton/Lodi					Projects Participating: 9							In Area : 9			
					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	
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	2	21	3	0	51	51	1.83	1.83	
Solari Ranch II	DR Horton	SK	New	DTST	65	4	2	17	2	0	2	2	7.00	7.00	
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	2	3	0	0	40	40	1.73	1.73	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	3	3	8	2	0	87	45	1.01	1.22	
Montevello II	KB Home	SK		DTST	154	3	2	35	1	0	59	46	1.29	1.24	
Santorini	KB Home	SK		DTMJ	86	3	3	17	2	0	10	10	1.46	1.46	
Verona at Destinations	KB Home	SK		ATMJ	106	0	4	18	1	0	25	25	1.14	1.14	
Keys at Westlake	Lennar	SK		DTMJ	101	3	2	25	2	0	49	30	0.78	0.81	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	1	0	0	0	40	13	0.73	0.35	
TOTALS: No. Reporting: 9			Avg. Sales: 1.44		Traffic to Sales: 11 : 1				21	144	13	0	363	262	Net: 13

City Codes: SK = Stockton, LD = Lodi

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
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 Islands	Anthem United	LP		DTMJ	128	0	1	9	0	0	125	31	1.01	0.84	
Turnleaf at the Collective	Anthem United	MN		AASF	84	2	2	6	1	0	59	42	0.55	1.14	
Griffin Park	Atherton	MN		DTMJ	156	5	2	51	5	0	27	27	2.63	2.63	
Haven Villas at Sundance	KB Home	MN		DTMJ	235	4	1	17	3	0	177	52	1.53	1.41	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	1	5	2	0	56	56	1.64	1.64	
Balboa at River Islands	Kiper	LP		DTMJ	77	0	1	19	1	0	20	20	1.63	1.63	
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	1	24	2	0	33	33	1.18	1.18	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	4	19	0	0	103	12	0.36	0.32	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	14	0	0	40	40	1.33	1.33	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	3	22	0	0	41	41	1.36	1.36	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	3	38	0	0	43	43	1.43	1.43	
Sunset at River Islands	Pulte	LP		DTMJ	122	3	2	26	1	0	59	59	1.68	1.68	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	2	8	2	1	46	46	1.48	1.48	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	4	2	7	3	0	17	17	1.72	1.72	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	3	0	0	0	88	39	1.18	1.05	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	2	5	0	0	67	66	1.80	1.78	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	4	5	12	0	0	80	50	0.76	1.35	
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	0	2	3	0	0	100	50	1.51	1.35	
Origin at the Collective	Trumark	MN		DTMJ	59	0	1	8	0	0	56	37	0.55	1.00	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	4	2	31	3	0	93	41	1.52	1.11	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	68	0	0	50	50	1.61	1.61	
TOTALS: No. Reporting: 21															
City Codes: LP = Lathrop, MN = Manteca					44	392	23	1	1380	852	Net: 22				

Stanislaus County					Projects Participating: 4								In Area : 4		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Edgewater	DR Horton	WF		DTST	22	0	1	3	3	0	19	19	1.10	1.10	
Aspire at Apricot Grove II	K Hovanian	PR		DTMJ	150	0	1	5	3	2	38	38	3.09	3.09	
Fieldstone	KB Home	HG		DTST	69	0	3	4	0	0	48	48	1.36	1.36	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	2	1	1	0	111	48	1.52	1.30	
TOTALS: No. Reporting: 4															
City Codes: WF = Waterford, PR = Patterson, HG = Hughson					7	13	7	2	216	153	Net: 5				

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17								In Area : 17		
Merced County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	6	6	0	0	100	36	0.81	0.97	
Solera II	Century	MD		DTMJ	113	9	9	11	2	0	94	83	2.04	2.24	
Bell Crossing	DR Horton	AT		DTST	151	3	3	6	2	0	148	78	1.65	2.11	
Monterra	DR Horton TSO	MD		DTST	165	0	TSO	11	0	0	146	70	1.63	1.89	
Pacheco Pointe	DR Horton TSO	LB		DTST	64	0	TSO	0	0	0	53	53	1.60	1.60	
Panorama	DR Horton	MD		DTST	192	0	2	9	0	0	143	60	1.19	1.62	
Stoneridge South	DR Horton	MD		DTST	69	2	3	7	2	0	57	57	1.83	1.83	
Villas, The	DR Horton	LB		DTST	83	5	3	7	4	0	62	62	1.87	1.87	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	4	1	17	3	0	159	59	1.10	1.59	
Manzanita	Legacy	LT		DTMJ	172	3	3	13	2	0	158	38	0.97	1.03	
Sunflower	Legacy	MD	Rsv's	DTST	143	0	2	6	0	0	131	40	0.93	1.08	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	10	19	0	0	1	1	0.30	0.30	
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	4	2	2	1	87	64	1.36	1.73	
Bellevue Ranch Phase 6	Stonefield Home	MD		DTST	18	2	2	25	4	1	13	13	1.42	1.42	
Cypress Terrace	Stonefield Home	MD		DTST	90	0	1	7	1	0	89	22	0.83	0.59	
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	2	8	1	0	5	5	0.85	0.85	
Villas II, The	Stonefield Home	LB		DTST	191	0	3	13	1	0	43	43	1.26	1.26	
TOTALS: No. Reporting: 17								Traffic to Sales: 7:1	54	167	24	2	1489	784	Net: 22
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston															

Madera County					Projects Participating: 6								In Area : 6		
					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 River Bend	K Hovnanian	MDA		DTMJ	171	0	1	4	1	0	134	41	1.06	1.11	
Fielding Cottages	KB Home	MDA		DTST	95	0	2	3	0	0	84	70	1.95	1.89	
Fielding Villas	KB Home	MDA		DTST	87	0	2	3	2	0	50	46	1.16	1.24	
Riverstone - Clementine I	Lennar	MDA		DTST	108	4	1	2	4	0	29	29	0.85	0.85	
Riverstone Coronet	Lennar	MDA		DTST	103	3	3	3	1	0	92	54	1.39	1.46	
Riverstone Skye II	Lennar S/O	MDA		DTST	67	0	S/O	3	3	0	67	31	1.11	0.84	
TOTALS: No. Reporting: 6								Traffic to Sales: 2:1	9	18	11	0	456	271	Net: 11
City Codes: MDA = Madera															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 26								In Area : 29		
Fresno County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Arroyo at Loma Vista	Century	CV		DTMU	132	0	1	0	0	0	131	118	1.39	3.19	
Locan Point	Century	FR		DTST	248	1	1	3	3	0	243	83	1.71	2.24	
Market Place	Century	FR		DTMU	215	3	6	6	2	0	203	82	1.90	2.22	
Meadowood II	Century	FR		ATMU	127	7	9	6	1	0	16	16	2.20	2.20	
Monarch	Century	KB		DTMU	64	0	6	7	0	0	1	1	0.14	0.14	
Olivewood	Century	FR		DTMU	169	11	11	5	1	0	22	22	1.56	1.56	
River Pointe	DR Horton	REE		DTMU	84	1	2	2	2	1	39	39	1.63	1.63	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	4	7	0	0	122	28	0.94	0.76	
Marshall Estates	KB Home	FO		DTST	76	3	2	14	3	0	28	28	3.02	3.02	
Seville	KB Home	FR		DTST	129	0	3	11	0	1	115	64	1.47	1.73	
Anatole- Clementine	Lennar	FR		DTMU	111	3	3	2	2	0	34	34	1.31	1.31	
Anatole- Coronet	Lennar	FR		DTMU	56	0	2	2	1	0	39	39	1.51	1.51	
Arboralla - Clementine	Lennar	CV		DTST	137	0	1	2	1	0	36	36	1.58	1.58	
Bella Vista Skye	Lennar	FT		DTST	54	3	2	3	2	0	26	26	0.76	0.76	
Brambles- Starling	Lennar	FR		ATST	150	0	4	3	1	1	35	35	1.35	1.35	
Brambles- Wlde	Lennar	FR		DTST	89	0	5	4	1	1	26	26	1.01	1.01	
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	8	7	0	0	49	49	1.24	1.32	
Fancher Creek California	Lennar	FR		ATST	68	0	2	7	0	0	66	9	0.74	0.24	
Fancher Creek California II	Lennar	FR		DTMU	106	0	2	7	1	0	8	8	2.80	2.80	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	3	0	0	117	5	0.95	0.14	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	5	3	1	2	44	42	1.12	1.14	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	9	0	0	17	8	0.31	0.22	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	9	1	0	51	33	0.94	0.89	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	2	9	1	0	36	24	0.66	0.65	
Heritage Grove- Pinnacle	Lennar	CV		DTMU	47	3	1	9	2	0	28	26	0.52	0.70	
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	1	1	1	0	10	10	0.45	0.45	
TOTALS: No. Reporting: 26		Avg. Sales: 0.81			Traffic to Sales: 5 : 1				93	141	27	6	1542	891	Net: 21

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

Central Valley				Projects Participating: 102					In Area : 105		
				Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 102		Avg. Sales: 1.15		Traffic to Sales: 10 : 1	262	1248	128	11	6994	3903	Net: 117
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

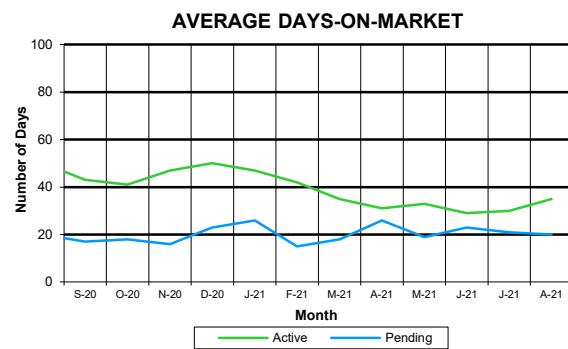
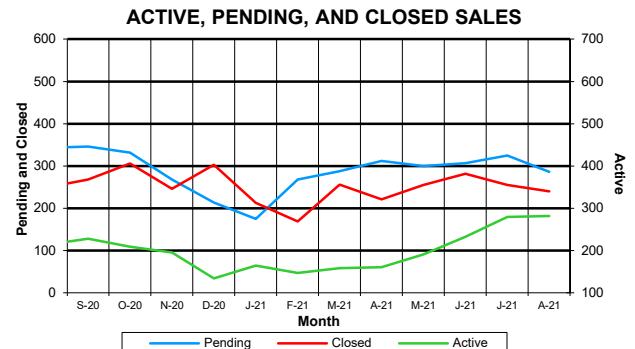
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210
Aug-21	282	35	286	20	240	\$464,896



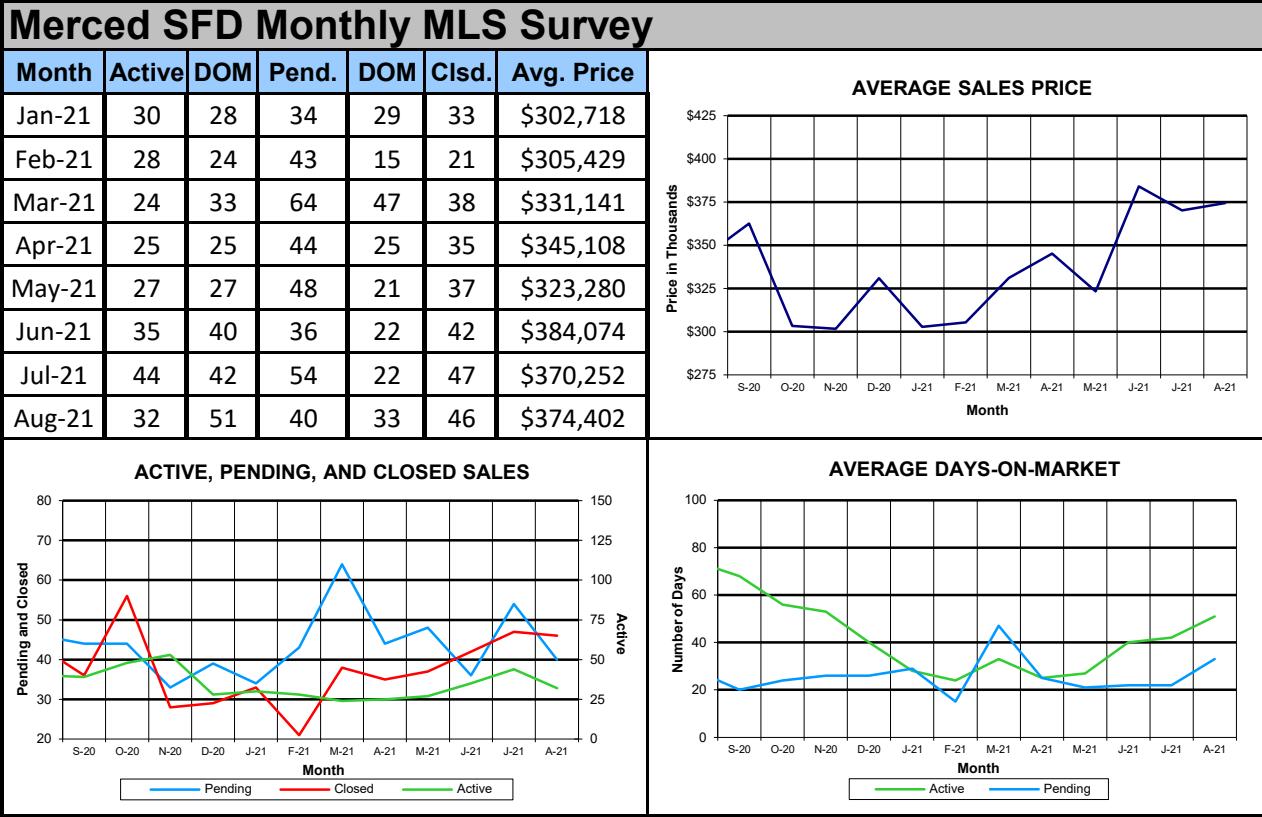
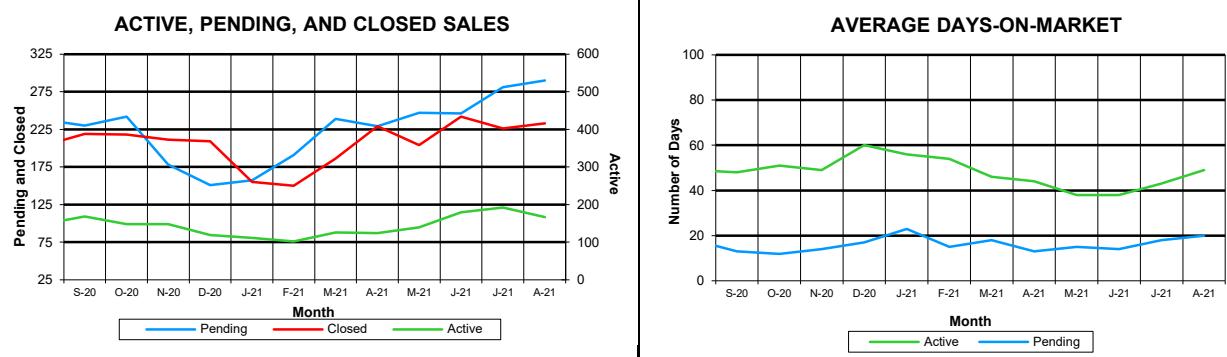


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Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	111	56	157	23	155	\$385,535
Feb-21	102	54	191	15	150	\$438,133
Mar-21	126	46	239	18	186	\$422,860
Apr-21	124	44	229	13	229	\$447,231
May-21	139	38	247	15	204	\$484,232
Jun-21	179	38	246	14	242	\$470,636
Jul-21	192	43	281	18	226	\$449,793
Aug-21	167	49	290	20	233	\$462,091



THE RYNESSE REPORT

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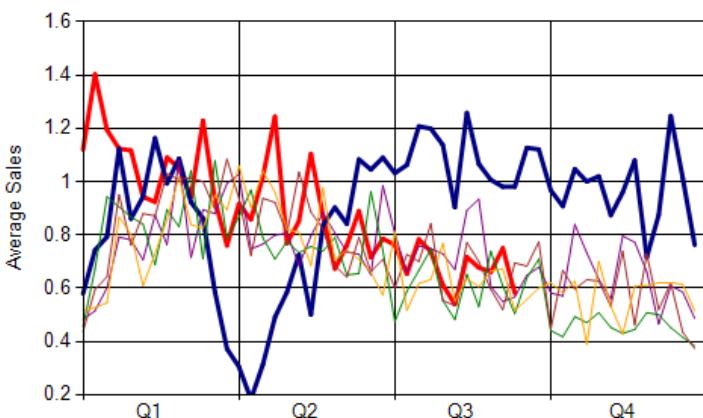
Ending: Sunday, September 19, 2021

Sacramento

Week 37

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		20	386	16	3	13	0.65	0.77	-15%	0.79	-18%	
Central & North Sacramento		42	658	32	2	30	0.71	0.90	-20%	0.80	-11%	
Folsom		17	336	16	1	15	0.88	0.96	-8%	0.75	17%	
El Dorado		8	96	1	1	0	0.00	0.73	-100%	0.58	-100%	
Placer & Nevada		64	1117	37	3	34	0.53	0.94	-44%	0.67	-20%	
Yolo		5	26	2	0	2	0.40	0.79	-49%	0.47	-14%	
Amador County		1	2	0	0	0	0.00	1.25	-100%	1.67	-100%	
Northern Counties		10	142	5	2	3	0.30	0.76	-61%	0.67	-55%	
Current Week Totals	Traffic : Sales	25 : 1	167	2763	109	12	97	0.58	0.88	-34%	0.71	-19%
Per Project Average				17	0.65	0.07	0.58					
Year Ago - 09/20/2020	Traffic : Sales	15 : 1	150	2736	188	19	169	1.13	0.87	30%	1.08	5%
% Change			11%	1%	-42%	-37%	-43%	-48%	1%		-34%	

52 Weeks Comparison



Year to Date Averages Through Week 37

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	131	27	0.89	0.15	0.74	0.69
■	2017	138	27	0.94	0.15	0.79	0.73
■	2018	129	26	0.88	0.14	0.74	0.66
■	2019	141	23	0.90	0.13	0.77	0.73
■	2020	150	16	1.01	0.15	0.86	0.89
■	2021	161	18	0.97	0.09	0.88	0.88
% Change:		7%	10%	-4%	-40%	2%	-2%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV			Anyone searching for a home today knows well the pickings are slim. The supply of U.S. homes for sale is near a record low, and the gap between supply and demand is widening. The U.S. Census found that 12.3 million American households were formed from January 2012 to June 2021, but just 7 million new single-family homes were built during that time. Single-family home construction has suffered from a severe labor shortage that began well before the pandemic but was then exacerbated by it. Supply chain disruptions in the past year have pushed prices for building materials higher, and as pandemic-induced demand soared, prices for land increased as well. While new household formation is actually slower than it was before the pandemic, homebuilders would have to double their recent new home production pace to close the gap in five to six years. Due to the shortage, prices for new and existing homes are rising at a record pace. For new construction, which has always come at a price premium, homes with a median value of \$300,000, which is considered relatively affordable, represented 32% of builder sales in the first half of 2021, down from 43% during the same period in 2018. Builders simply can't afford to produce cheaper homes, given their rising costs. Source: Diana Olick CNBC Real Estate				
FHA							
10 Yr Yield							
							

The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Veranda at River Oaks	Elliott	GT		DTST	60	0	2	8	0	0	35	29	0.67	0.78	
Reridae	KB Home	GT		DTST	69	4	5	18	4	2	43	43	1.66	1.66	
Vintage Park	KB Home	SO		ATST	81	3	3	15	2	0	31	31	1.92	1.92	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	3	2	9	2	0	47	31	0.96	0.84	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	1	12	0	0	101	28	0.87	0.76	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	3	11	0	0	104	18	0.83	0.49	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	3	19	1	0	179	33	1.14	0.89	
Essentia at Sterling Meadows	Lennar TSO	LN		DTST	139	0	TSO	21	1	0	47	31	1.00	0.84	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	11	0	0	100	20	0.80	0.54	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	2	3	2	1	293	36	0.88	0.97	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	2	0	0	78	16	0.71	0.43	
Seasons at Stonebrook	Richmond American TSO	LN		DTMJ	102	0	TSO	19	0	0	20	20	1.69	1.69	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	5	5	0	0	84	31	1.18	0.84	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	4	66	0	0	88	27	0.89	0.73	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	3	4	68	0	0	68	21	0.69	0.57	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	3	3	68	3	0	74	28	0.75	0.76	
Cedar Creek	Tim Lewis	GT		ATMJ	112	0	9	9	1	0	6	6	1.14	1.14	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	1	2	0	0	50	4	0.32	0.11	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	17	0	0	15	15	0.95	0.95	
Glendon Vineyards	Woodside	VN		DTST	103	0	1	3	0	0	90	33	0.78	0.89	
TOTALS: No. Reporting: 20			Avg. Sales: 0.65		Traffic to Sales: 24 : 1				54	386	16	3	1553	501	Net: 13

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

Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
Central Sacramento				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		
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	1	13	0	0	29	19	0.60	0.51	
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	1	28	0	0	44	24	0.69	0.65	
Crocker Village- Courts	Black Pine	SO		DTST	83	0	2	28	0	0	31	17	0.49	0.46	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	28	0	0	38	19	0.59	0.51	
Brighton Station at Cresleigh Ranch	Cresleigh TSO	RO		DTMJ	98	0	TSO	44	0	0	86	23	0.81	0.62	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	1	37	0	0	84	18	0.79	0.49	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	3	29	0	0	89	36	0.73	0.97	
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	18	1	0	50	50	1.61	1.61	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	1	9	0	0	36	30	0.85	0.81	
Oaks at Mitchell	KB Home	CH		DTST	74	4	2	15	2	0	31	31	1.49	1.49	
Ventana	Lennar	RO		DTMJ	160	0	2	5	0	0	87	18	0.77	0.49	
Verdant	Lennar	RO		DTST	157	3	2	4	1	0	79	35	1.05	0.95	
Viridian	Lennar	RO		DTST	185	0	3	6	1	1	109	42	0.94	1.14	
Montelena	Premier Homes	RO		DTST	169	0	1	38	0	0	162	51	1.62	1.38	
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	1	2	1	0	23	8	0.24	0.22	
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	4	1	0	0	30	14	0.32	0.38	
Alderwood	Watt	RO		DTMJ	54	0	3	3	0	0	51	31	0.76	0.84	
Acacia at Cypress	Woodside	RO		DTMJ	99	3	3	16	3	0	17	17	0.48	0.48	
Magnolia at Cypress	Woodside	RO		DTMJ	178	5	1	14	5	0	95	37	0.89	1.00	
TOTALS: No. Reporting: 19			Avg. Sales: 0.68		Traffic to Sales: 24 : 1				33	338	14	1	1171	520	Net: 13

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

The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 23								In Area : 23		
North Sacramento				Units	New Rel.	Rel'd Rnrg	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	5	4	0	0	78	42	0.76	1.14	
Edgeview - The Cove	Beazer	SO		ATST	156	8	17	12	1	0	76	48	1.17	1.30	
Westward - The Cove	Beazer	SO		DTST	122	0	2	3	2	0	43	11	0.56	0.30	
Windrow - The Cove	Beazer	SO		DTST	167	0	2	9	0	0	95	25	0.98	0.68	
Provence	Blue Mountain	SO		ATST	185	0	3	10	0	0	86	38	0.90	1.03	
Castile at Parkebridge	DR Horton	SO		DTMJ	163	0	1	4	1	1	162	47	1.28	1.27	
Mbraga	DR Horton	AO		DTMJ	162	3	2	17	3	0	93	58	1.55	1.57	
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	1	2	0	0	3	3	0.84	0.84	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	3	40	0	0	49	37	0.96	1.00	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	1	39	0	0	48	41	0.94	1.11	
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	9	0	0	32	32	0.91	0.91	
Northlake - Bleau	Lennar	SO		DTMJ	236	4	3	10	4	0	41	41	1.17	1.17	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	4	9	0	0	29	29	0.83	0.83	
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	10	0	0	24	24	0.89	0.89	
Northlake - Lakelet	Lennar	SO		DTMJ	134	3	5	10	2	0	36	36	1.02	1.02	
Northlake - Shor	Lennar	SO		DTMJ	140	2	2	10	2	0	38	38	1.08	1.08	
Northlake - Watersyde	Lennar	SO		DTMJ	127	1	2	10	1	0	29	29	0.83	0.83	
Northlake - Wavmvr	Lennar	SO		DTMJ	153	0	1	10	0	0	33	33	0.94	0.94	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	1	13	1	0	2	2	0.36	0.36	
NUVO Artisan Square	The New Home Co	SO		ATST	115	3	3	35	1	0	105	71	1.38	1.92	
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	3	28	0	0	52	52	2.09	2.09	
Mystique	Watt TSO	SO		ATST	57	0	TSO	10	0	0	47	10	0.47	0.27	
Portisol at Artisan Square	Watt TSO	SO		ATST	112	0	TSO	16	0	0	37	26	0.77	0.70	
TOTALS: No. Reporting: 23			Avg. Sales: 0.74		Traffic to Sales: 18 : 1				65	320	18	1	1238	773	Net: 17

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

The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17								In Area : 17		
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 Russell Ranch	Anthem United	FM		DTMJ	97	4	3	11	1	0	85	34	1.06	0.92	
Sycamore Creek	JMC	FM		DTMJ	86	0	4	31	0	0	25	23	0.62	0.62	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	12	1	0	62	52	1.44	1.41	
Soleil at Folsom Ranch	KB Home TSO	FM		DTMJ	109	0	TSO	15	0	0	34	34	1.47	1.47	
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	2	1	0	0	13	13	1.03	1.03	
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	2	1	0	17	17	1.35	1.35	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	4	1	20	4	0	37	37	1.15	1.15	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	4	19	0	0	100	47	1.17	1.27	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	9	1	0	55	33	0.80	0.89	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	2	3	0	0	62	38	0.97	1.03	
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	2	10	0	0	8	8	0.38	0.38	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	8	8	18	2	1	94	33	0.98	0.89	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	4	18	1	0	98	24	1.05	0.65	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	1	54	0	0	50	32	1.04	0.86	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	3	3	35	3	0	68	31	0.83	0.84	
Brookstone at Folsom Ranch	TRI Pointe TSO	FM		DTMJ	145	0	TSO	39	2	0	106	34	1.12	0.92	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	3	39	0	0	31	31	1.00	1.00	
TOTALS: No. Reporting: 17	Avg. Sales: 0.88				Traffic to Sales: 21 : 1				41	336	16	1	945	521	Net: 15

City Codes: FM = Folsom

El Dorado County					Projects Participating: 8								In Area : 8		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Revere	Blue Mountain	RE		DTMJ	51	0	3	22	0	0	19	19	0.94	0.94	
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	26	0	0	31	16	0.55	0.43	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	4	11	0	0	21	16	0.49	0.43	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	1	11	0	1	77	24	0.83	0.65	
Heritage El Dorado Hills-Estates	Lennar TSO	BH		DTMJ	92	0	TSO	7	0	0	89	27	0.57	0.73	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	165	3	2	7	1	0	142	29	0.90	0.78	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	2	7	0	0	148	44	0.94	1.19	
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	3	5	0	0	6	6	0.52	0.52	
TOTALS: No. Reporting: 8	Avg. Sales: 0.00				Traffic to Sales: 96 : 1				19	96	1	1	533	181	Net: 0

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

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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	
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	3	13	2	1	0	19	19	0.91	0.91
Verrado at Solaire	Beazer	R/V		DTMJ	76	2	13	14	0	0	11	11	0.83	0.83
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	0	2	11	0	0	28	24	0.67	0.65
Carnelian	Blue Mountain	GB		ATMJ	28	0	1	19	0	0	16	16	0.53	0.53
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	17	1	0	2	2	0.48	0.48
Balboa	DR Horton	R/V		DTST	127	0	3	11	1	0	34	34	1.47	1.47
Cerrada	DR Horton	LL		DTST	166	0	2	19	0	0	107	62	1.32	1.68
Heartland at Independence	DR Horton	LL		DTMJ	98	0	1	2	1	0	5	5	1.52	1.52
Traditions at Independence	DR Horton	LL		DTST	97	0	2	2	2	0	5	5	0.64	0.64
Winding Creek- The Wilds	DR Horton	R/V		DTST	50	0	1	18	1	0	44	44	1.64	1.64
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	2	64	0	0	15	15	1.22	1.22
Broadlands	JMC	LL		DTST	77	0	3	16	0	0	73	43	1.15	1.16
Fairbrook at Fiddym Farms	JMC	R/V		DTMJ	115	0	2	78	0	0	20	20	0.90	0.90
Meadow brook at Fiddym Farms	JMC	R/V		DTMJ	80	0	2	72	0	0	21	21	0.94	0.94
Monument Village at Sierra Vista	JMC	R/V		DTST	187	3	3	37	2	0	162	52	1.36	1.41
Palisade Village	JMC	R/V		DTST	232	0	4	30	0	0	154	55	1.50	1.49
Pinnacle Village	JMC	R/V		DTMJ	127	0	2	14	0	0	121	30	1.01	0.81
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	3	3	59	0	0	48	32	0.92	0.86
Sagebrook at Fiddym Farms	JMC	R/V		DTMJ	122	0	4	97	0	0	16	16	0.72	0.72
Sentinel	JMC	R/V		DTST	132	0	5	24	0	2	120	44	1.50	1.19
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	3	9	0	0	100	43	1.35	1.16
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	2	6	0	0	38	18	0.44	0.49
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	2	0	0	112	39	0.88	1.05
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	2	11	1	0	22	22	0.84	0.84
Granite Bluff	KB Home S/O	R/K		DTMJ	73	0	S/O	9	2	0	73	61	1.55	1.65
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	3	2	13	1	0	151	47	1.25	1.27
Andorra at Sierra West	Lennar	R/V		DTMJ	101	0	2	6	2	0	40	32	0.80	0.86
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	3	3	21	1	0	47	39	1.02	1.05
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	1	8	0	0	33	30	0.85	0.81
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	117	0	1	1	0	0	2	2	0.36	0.36
Heritage Placer Vineyards: Lazio	Lennar	R/V		AASF	142	0	3	1	0	0	0	0	0.00	0.00
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	2	4	1	0	153	30	0.87	0.81
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	1	5	0	0	146	36	0.83	0.97
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	0	1	4	0	0	163	28	0.91	0.76
Lumiere at Sierra West	Lennar	R/V		DTMJ	129	3	3	6	1	0	44	35	0.86	0.95
Meribel at Sierra West	Lennar	R/V		DTMJ	98	0	2	6	0	0	45	27	0.83	0.73
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	30	0	2	1	0	0	1	1	0.24	0.24
Novara at Fiddym	Lennar	R/V		DTST	105	0	4	11	0	0	60	27	0.95	0.73
Pavia at Fiddym Farm	Lennar	R/V		DTST	94	0	1	11	2	0	60	31	0.94	0.84
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	3	3	18	1	0	62	29	0.90	0.78
St. Moritz at Sierra	Lennar	R/V		DTMJ	143	0	3	6	0	1	45	39	0.86	1.05
Meadowlands 60s	Meritage	LL		DTMJ	92	4	3	27	4	0	19	19	1.10	1.10
Meadowlands 70s	Meritage	LL		DTMJ	15	0	4	2	0	0	4	4	1.40	1.40
Winding Creek - Trek	Meritage	R/V		DTMJ	74	3	2	12	2	0	48	48	1.59	1.59
Eastridge at Whitney Ranch	Richmond American	R/K		DTMJ	75	0	1	12	1	0	62	36	0.95	0.97

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 63								In Area : 64		
Placer County (Continued ...)					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Revere at Independence	Richmond American	LL		DTMJ	122	0	1	12	1	0	48	48	1.33	1.30	
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	0	3	9	1	0	53	41	1.12	1.11	
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	1	14	7	0	0	43	43	1.34	1.34	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	6	25	2	1	0	85	45	1.25	1.22	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	2	9	6	0	0	52	30	0.76	0.81	
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	1	5	8	2	0	34	34	1.06	1.06	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	3	24	40	0	0	35	35	1.73	1.73	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	48	0	0	25	25	1.23	1.23	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	4	26	40	2	0	19	19	0.94	0.94	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	5	5	0	0	35	7	0.51	0.19	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	2	39	0	0	63	24	0.59	0.65	
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	5	21	0	0	24	24	0.93	0.93	
La Madera at Tw elve Bridges	TRI Pointe	LL		DTMJ	102	0	3	0	0	0	99	25	0.81	0.68	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	4	21	2	0	18	18	0.70	0.70	
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	71	0	3	21	0	0	57	44	1.26	1.19	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	3	5	0	0	85	39	1.02	1.05	
Plamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	3	7	0	0	80	22	0.60	0.59	
Tramonte at Tw elve Bridges	Woodside	LL		DTMJ	100	0	5	1	0	0	86	31	0.65	0.84	
TOTALS: No. Reporting: 63	Avg. Sales: 0.54				Traffic to Sales: 30 : 1				268	1110	37	3	3492	1827	Net: 34

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

Nevada County					Projects Participating: 1							In Area : 2			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	1	7	0	0	19	9	0.13	0.24	
TOTALS: No. Reporting: 1	Avg. Sales: 0.00				Traffic to Sales: N/A				1	7	0	0	19	9	Net: 0

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 5							In Area : 6			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Riverchase	Anthem United	WS		DTST	222	0	2	0	1	0	207	38	1.04	1.03	
Magnolia at Spring Lake	Lennar	WL		DTMJ	78	0	1	0	0	0	77	27	0.67	0.73	
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	3	3	12	1	0	16	16	0.70	0.70	
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	1	8	0	0	94	21	0.45	0.57	
Pines at Spring Lake	Woodside	WL		DTMJ	83	0	1	6	0	0	65	33	0.76	0.89	
TOTALS: No. Reporting: 5	Avg. Sales: 0.40				Traffic to Sales: 13 : 1				8	26	2	0	459	135	Net: 2

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1								In Area : 1		
Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	2	2	0	0	5	5	1.52	1.52	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	2	2	0	0	5	5	Net: 0
City Codes: PLY = Plymouth															

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	3	3	4	0	0	99	28	1.27	0.76	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	3	4	0	0	99	28	Net: 0
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 9								In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	3	33	0	0	57	19	0.69	0.51	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	3	33	0	0	44	11	0.53	0.30	
Diamante at Plumas Lake	DR Horton TSO	PLK		DTST	94	0	TSO	0	0	0	4	4	0.97	0.97	
Sumerset at The Orchards	JMC	MS		DTST	96	3	3	14	1	1	85	36	1.21	0.97	
Sonoma Ranch	Lennar	PLK		DTST	208	0	2	13	1	0	180	21	0.98	0.57	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	1	11	0	0	38	28	0.74	0.76	
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	0	3	17	1	1	22	22	1.27	1.27	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	4	1	0	37	37	1.02	1.00	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	3	13	1	0	63	41	1.12	1.11	
TOTALS: No. Reporting: 9			Avg. Sales: 0.33					Traffic to Sales: 28 : 1	20	138	5	2	530	219	Net: 3
City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst															

Sacramento			Projects Participating: 167								In Area : 170		
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
GRAND TOTALS: No. Reporting: 167			Avg. Sales: 0.58		Traffic to Sales: 25 : 1	514	2763	109	12	10044	4719		Net: 97
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

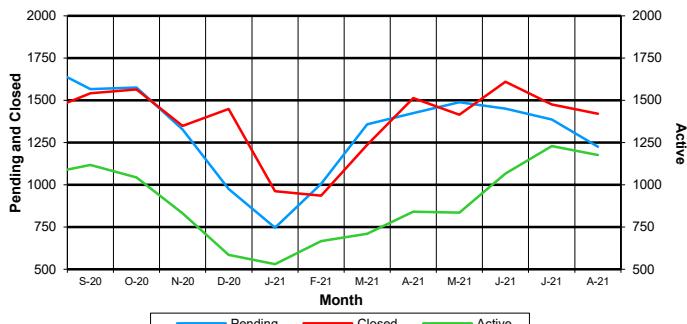
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023
Aug-21	1,176	35	1,225	21	1,420	\$580,299

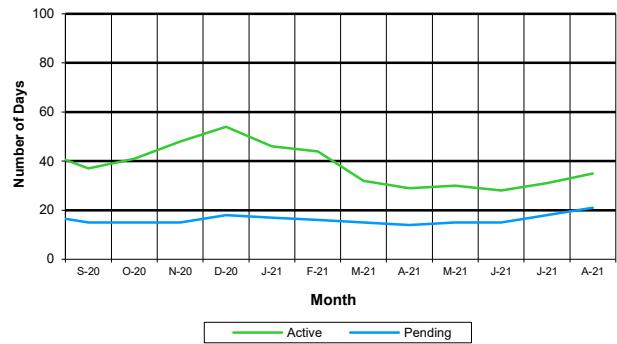
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



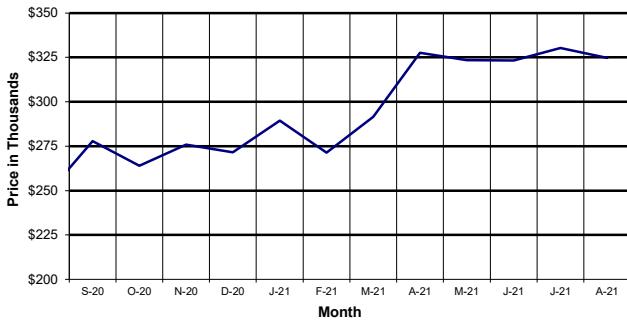
AVERAGE DAYS-ON-MARKET



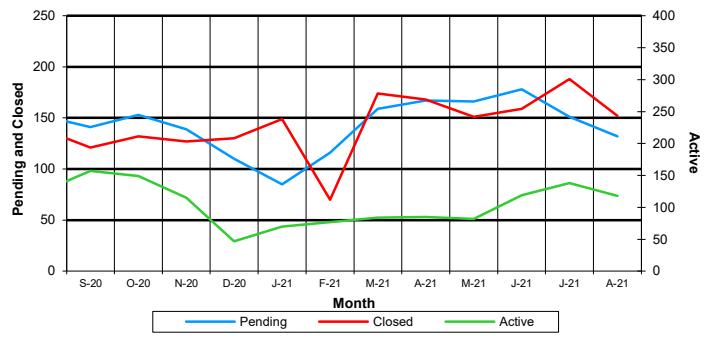
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324
Jul-21	138	26	151	20	188	\$330,251
Aug-21	118	27	132	21	152	\$324,630

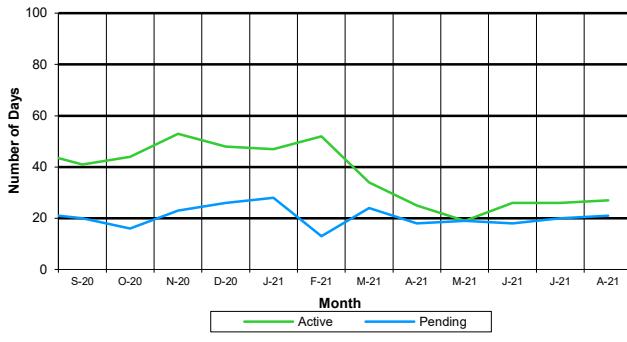
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



The Ryness Company

Marketing Research Department

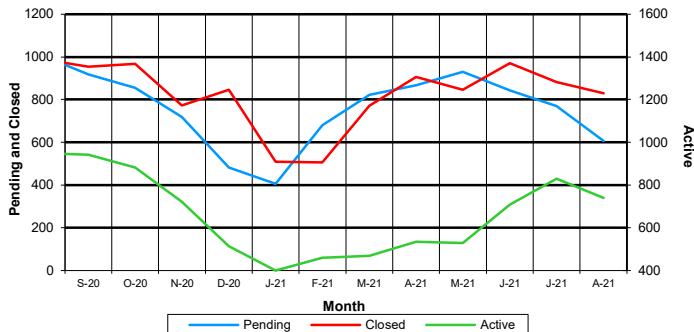
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605
Jul-21	829	38	769	19	882	\$743,192
Aug-21	739	46	606	23	829	\$750,729

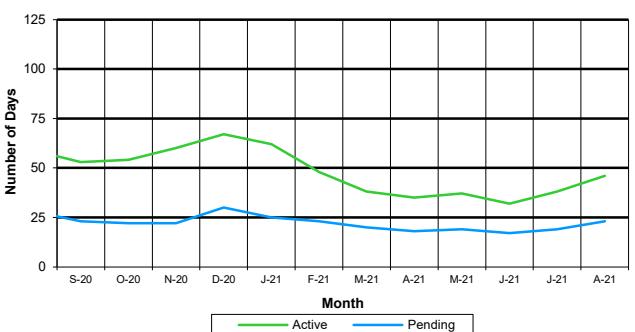
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



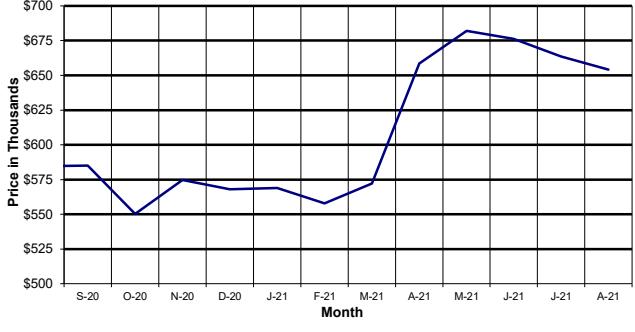
AVERAGE DAYS-ON-MARKET



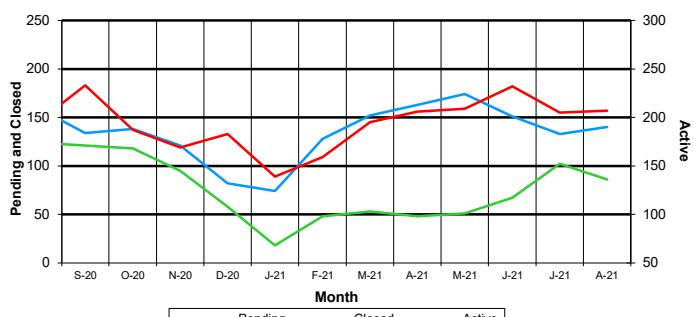
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-21	635	106	135	59	90	\$568,943
Feb-21	575	109	132	66	85	\$557,885
Mar-21	548	104	133	62	146	\$572,195
Apr-21	567	99	179	63	129	\$658,498
May-21	512	95	167	65	134	\$682,003
Jun-21	531	93	149	46	156	\$676,184
Jul-21	535	92	157	58	167	\$663,476
Aug-21	521	96	130	50	149	\$654,226

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

