

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

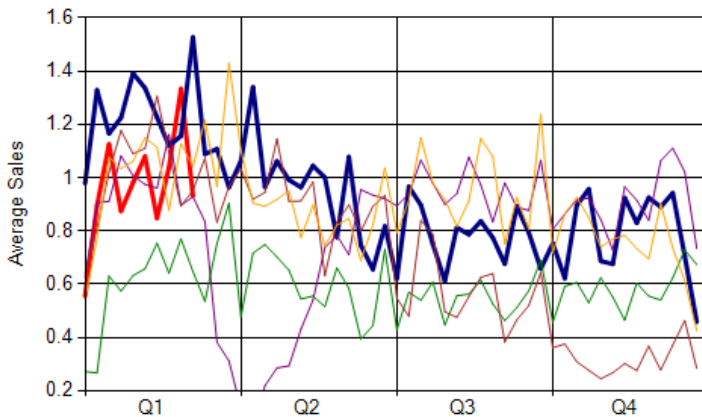
## Bay Area

Week 10

Ending: Sunday, March 13, 2022

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
Alameda			25	245	20	5	15	0.60	0.83	-28%	0.88	-32%
Contra Costa			21	313	23	3	20	0.95	0.89	7%	0.79	21%
Sonoma, Napa			11	97	14	1	13	1.18	0.69	70%	0.54	120%
San Francisco, Marin			4	31	0	0	0	0.00	0.64	-100%	0.69	-100%
San Mateo			4	27	7	0	7	1.75	1.09	61%	0.98	78%
Santa Clara			13	156	12	0	12	0.92	1.26	-27%	1.19	-22%
Monterey, Santa Cruz, San Benito			8	68	13	3	10	1.25	1.09	15%	1.03	21%
Solano			16	243	21	3	18	1.13	1.19	-5%	1.02	10%
Current Week Totals		Traffic : Sales 11 : 1	102	1180	110	15	95	0.93	0.96	-3%	0.89	4%
Per Project Average			12		1.08	0.15	0.93					
Year Ago - 03/14/2021		Traffic : Sales 11 : 1	112	1977	180	9	171	1.53	1.24	23%	1.09	40%
% Change			-9%	-40%	-39%	67%	-44%	-39%	-22%			-18%

### 52 Weeks Comparison



### Year to Date Averages Through Week 10

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	143	29	1.09	0.11	0.98	0.90
■	2018	133	37	1.09	0.08	1.01	0.70
■	2019	145	19	0.68	0.09	0.59	0.58
■	2020	154	20	1.02	0.08	0.94	0.80
■	2021	124	17	1.31	0.07	1.24	0.93
■	2022	106	13	1.06	0.09	0.96	0.96
% Change:		-14%	-25%	-20%	31%	-22%	3%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	Supply challenges continue to extend beyond manufacturing and are crimping home sales. New home sales fell 4.5% to a 801K-unit pace in January, which put sales nearly 20% lower than the blazing-hot pace experienced during January 2021. But this moderation in sales is largely due to low inventories and shortages of building materials and laborers, which have brought on long delays and uncertain completion dates. There were 106K homes for sale in January where construction has not yet started, the highest ever. Such scant levels of inventory continue to push up prices, which in combination with rising mortgage rates may weigh on housing activity in coming months. The housing market remains red-hot, perhaps best exhibited by the mere 19 days the average home remained on the market in January. This is due to both rapid demand for homes from individuals and investors and the little amount of inventory of existing homes available for sale. At the current sales pace through January, there was just a 1.6 month supply of existing homes available for sale, which marks a record low. Given the low availability, it's of no surprise that home prices remain quite elevated. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	4.08%	4.10%	
	3.99%	4.12%	
10 Yr Yield	2.10%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 22									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	9	16	0	0	72	6	0.63	0.60
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	3	17	1	0	57	12	0.50	1.20
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	17	2	0	39	4	0.32	0.40
Apricot Grove	DR Horton	HY		DTMJ	38	0	1	2	1	0	26	19	1.36	1.90
Hdeaway, The	DR Horton	HY		ATMJ	59	6	6	15	3	0	53	16	1.26	1.60
Pomegranate	DR Horton	NK		DTMJ	21	0	2	6	0	0	19	6	0.89	0.60
Aspect at Innovation	Lennar	FR		ATMJ	167	0	3	8	0	0	26	7	1.28	0.70
Bungalows at Bridgeway	Lennar	NK		DTMJ	91	3	4	9	1	0	74	14	0.97	1.40
Courts at Bridgeway	Lennar	NK		ATMJ	81	3	4	9	1	0	64	6	1.16	0.60
Lumiere at Innovation	Lennar	FR		ATMJ	156	4	4	2	1	0	17	11	1.05	1.10
Matrix at Innovation	Lennar	FR		ATMJ	53	0	2	8	0	0	20	2	0.86	0.20
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	1	9	0	0	30	0	0.99	0.00
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	3	9	0	0	62	6	0.91	0.60
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	3	9	0	0	85	11	1.12	1.10
Aventura	Nuvera Homes	FR		ATMJ	16	1	1	8	1	0	15	4	0.89	0.40
Breeze at Bay37	Pulte	AL		DTMJ	30	0	3	6	0	0	27	8	0.45	0.80
Compass at Bay37	Pulte	AL		ATMJ	93	0	2	6	1	1	42	7	0.70	0.70
Landing at Bay37	Pulte	AL		ATMJ	96	0	4	6	1	2	48	17	0.80	1.70
Lookout at Bay37	Pulte	AL		ATMJ	138	0	3	5	1	0	32	5	0.53	0.50
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	5	1	0	145	19	0.96	1.90
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	5	0	0	91	0	0.60	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	11	0	0	41	4	0.44	0.40
TOTALS: No. Reporting: 22		Avg. Sales: 0.55		Traffic to Sales: 13 : 1				71	188	15	3	1085	184	Net: 12
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	3	12	1	1	77	5	1.26	0.50	
Hyde Park at Boulevard	Brookfield	DB	ATMJ	102	0	4	31	2	0	88	4	0.84	0.40	
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	2	14	2	1	99	11	0.80	1.10	
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 11 : 1			9	57	5	2	264	20	Net: 3	
City Codes: DB = Dublin														

Diablo Valley				Projects Participating: 4									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH	DTMJ	34	0	6	15	0	0	5	5	0.61	0.61
Woodbury Highlands	Davidon	LF	ATMJ	99	0	16	24	1	0	23	11	0.30	1.10
The Brant	Lennar	LF	ATMJ	66	0	3	4	0	0	6	4	0.37	0.40
Reserve at Pleasant Hill	Ponderosa	PH	DTMJ	17	0	2	0	0	0	14	2	0.19	0.20
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 43 : 1			27	43	1	0	48	22	Net: 1
City Codes: PH = Pleasant Hill, LF = Lafayette													

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Hillcrest at the Preserve	Lennar	SR	ATMJ		104	3	4	5	1	0	94	10	1.07	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 5 : 1			4	5	1	0	94	10	Net: 1	
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Village 29	Lafferty	EC	Rsv's	ATMU	29	0	2	7	0	0	27	4	0.19	0.40
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	7	0	0	27	4	Net: 0	
City Codes: EC = El Cerrito														

Antioch/Pittsburg				Projects Participating: 9									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Gelo at Sand Creek- Horizon	Century	AN	DTMJ	175	3	3	45	3	0	136	18	1.68	1.80
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	2	13	0	0	230	14	0.98	1.40
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	7	24	0	0	76	11	1.05	1.10
Luca at Aviano	DeNova	AN	DTMJ	194	0	4	51	0	0	53	11	1.72	1.10
Luna at Aviano	Lennar	AN	DTMJ	102	3	3	7	1	0	21	10	1.37	1.00
Oriana at Aviano	Lennar	AN	DTMJ	115	3	4	7	1	0	22	11	1.44	1.10
Haven at Vista Del Mar	Taylor Morrison	PT	DTST	60	0	5	6	0	0	38	3	0.61	0.30
Retreat at Vista Del Mar	Taylor Morrison TSO	PT	DTMJ	142	2	TSO	9	2	0	65	12	0.91	1.20
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	1	11	1	0	27	15	0.79	1.50
TOTALS: No. Reporting: 9		Avg. Sales: 0.89		Traffic to Sales: 22 : 1			29	173	8	0	668	105	Net: 8
City Codes: AN= Antioch, PT = Pittsburg													

East Contra Costa				Projects Participating: 6									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Delta Coves	Blue Mountain TSO	BI	DTMJ	81	0	TSO	19	0	0	69	0	0.52	0.00
Chandler	Brookfield	BT	DTMJ	160	0	7	19	3	0	47	16	1.60	1.60
Southport at Delaney Park	Brookfield	OY	DTMJ	104	0	1	0	2	1	103	6	0.85	0.60
Woodbury at Emerson Ranch	Lennar	OY	DTMJ	104	4	3	2	3	0	7	7	2.13	2.13
Alicante	Meritage	OY	DTMJ	133	0	2	24	2	2	113	24	1.71	2.40
Orchard Trails	Shea	BT	DTMJ	78	3	3	21	3	0	20	10	1.06	1.00
TOTALS: No. Reporting: 6		Avg. Sales: 1.67		Traffic to Sales: 7 : 1			16	85	13	3	359	63	Net: 10
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Village Station	Blue Muntain	SR		ATMJ	110	0	1	4	2	1	109	12	0.50	1.20
Willow at University District	DR Horton	RP		DTMJ	128	4	4	10	2	0	4	4	3.11	3.11
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	3	4	8	1	0	24	7	0.78	0.70
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.11	0.00
Juniper at University	Richmond American	RP		DTMJ	150	0	3	0	0	0	147	0	0.73	0.00
Seasons at University District	Richmond American	RP		DTMJ	52	4	4	10	2	0	4	4	3.11	3.11
Meadow Creek	Ryder TSO	SR		DTMJ	48	2	TSO	24	2	0	32	8	0.81	0.80
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	12	0	0	69	11	0.98	1.10
Arden	W Marketing	HB		DTMJ	29	0	4	7	1	0	25	16	0.40	1.60
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	22	4	0	22	15	0.80	1.50
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	60	3	0.26	0.30
TOTALS: No. Reporting: 11		Avg. Sales: 1.18		Traffic to Sales: 7 : 1				24	97	14	1	512	80	Net: 13
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, HB = Healdsburg														

Marin County					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Atherton Place	KB Home	NV		ATMJ	50	0	2	1	0	0	48	7	0.62	0.70
Verandah	Landsea TSO	NV	Rsv's	ATMJ	80	0	TSO	12	0	0	13	5	0.45	0.50
The Strand	Trumark	SN		DTMJ	37	0	5	7	0	0	8	8	0.47	0.80
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: N/A				7	20	0	0	69	20	Net: 0
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Lofton at Portola		TRI Pointe		SF	ATMJ	54	0	3	11	0	0	18	5	0.34	0.50
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				3	11	0	0	18	5	Net: 0	
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 4									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
One 90 - Borelle	Pulte	SM	DTMJ	29	0	4	7	0	0	24	3	0.40	0.30	
One 90 - Cobalt	Pulte	SM	ATMJ	54	2	3	6	2	0	7	7	0.75	0.70	
One 90 - Indigo	Pulte	SM	ATMJ	54	4	3	7	4	0	28	23	1.72	2.30	
One 90 - Slate	Pulte	SM	ATMJ	57	0	2	7	1	0	44	14	0.73	1.40	
TOTALS: No. Reporting: 4		Avg. Sales: 1.75		Traffic to Sales: 4 : 1				12	27	7	0	103	47	Net: 7
City Codes: SM= San Mateo														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 13									
					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
Maravilla	Dividend S/O	MV		ATMJ	55	2	S/O	7	3	0	55	19	1.48	1.90
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	46	0	2	8	1	0	35	18	1.73	1.80
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	3	4	12	2	0	39	18	2.26	1.80
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	0	1	9	1	0	27	8	1.33	0.80
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	2	16	0	0	157	11	1.91	1.10
Naya	KB Home	SC		ATMJ	58	0	2	16	1	0	56	17	1.08	1.70
Lavender	Landsea	SV		ATMJ	128	0	1	15	0	0	26	16	1.22	1.60
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	4	12	1	0	31	13	0.99	1.30
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	3	16	1	0	37	12	0.86	1.20
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	3	10	0	0	27	8	0.63	0.80
Nuevo - Terraces	SummerHill	SC		ATST	176	0	1	12	0	0	159	8	0.96	0.80
Ov8tion	Taylor Morrison TSO	SV		ATMJ	107	0	TSO	11	2	0	54	16	1.31	1.60
Jasper	Trumark	MH		ATMJ	101	0	12	12	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 13		Avg. Sales: 0.92		Traffic to Sales: 13 : 1			35	156	12	0	703	164	Net: 12	
City Codes: MV = Mountain View, GL = Gilroy, SJ = San Jose, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MH = Morgan Hill														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Roberts Ranch	KB Home	HO	DTMJ	192	4	2	20	4	1	107	13	1.91	1.30	
Serenity at Santana Ranch II	Legacy	HO	Rsv's DTMJ	31	0	2	11	0	1	27	8	0.77	0.80	
Polo Ranch	Lennar	SV	DTMJ	40	0	2	1	2	0	21	8	1.04	0.80	
Montclair	Meritage	HO	DTMJ	99	4	3	10	4	1	54	26	1.31	2.60	
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	3	10	0	0	40	10	1.24	1.00	
Enclave, The	Shea	SS	DTMJ	26	4	3	5	2	0	22	7	0.53	0.70	
Sea House II at The Dunes	Shea	MA	ATMJ	79	0	3	7	0	0	35	10	1.09	1.00	
Surf House II at The Dunes	Shea	MA	DTMJ	48	0	4	4	1	0	14	5	0.44	0.50	
TOTALS: No. Reporting: 8		Avg. Sales: 1.25		Traffic to Sales: 5 : 1			22	68	13	3	320	87	Net: 10	
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

# The Ryness Report

Week Ending  
Sunday, March 13, 2022

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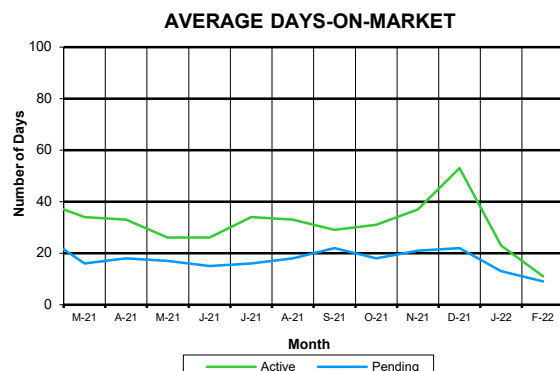
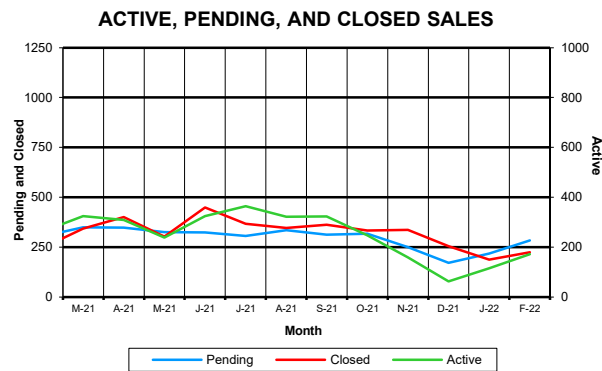
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	311	0	13	30	2	0	33	11	0.94	1.10
Savannah II at Homestead	DR Horton	DX		DTST	74	0	1	13	2	1	18	18	2.47	2.47
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	4	5	19	2	1	18	13	0.95	1.30
Greston at One Lake	Lennar	FF		DTMJ	130	0	2	17	1	0	86	17	1.14	1.70
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	2	1	1	0	15	5	0.74	0.50
Homestead	Meritage	DX		DTMJ	99	0	4	12	1	0	70	21	1.32	2.10
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	6	6	0	1	80	4	0.95	0.40
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	3	4	5	1	0	17	10	0.67	1.00
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	3	1	1	0	53	16	1.04	1.60
Carmello at Roberts Ranch	Taylor Morrison	VC	New	DTMJ	74	10	8	81	2	0	2	2	7.00	7.00
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	3	7	2	0	72	15	1.07	1.50
Meadow Wood at Homestead	Taylor Morrison TSO	DX		DTMJ	60	1	TSO	8	1	0	19	14	1.75	1.40
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	3	12	0	0	117	6	0.80	0.60
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	3	4	10	2	0	86	18	1.21	1.80
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	3	4	9	2	0	61	9	0.86	0.90
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	2	12	1	0	43	7	0.78	0.70
TOTALS: No. Reporting: 16		Avg. Sales: 1.13		Traffic to Sales: 12 : 1			64	243	21	3	790	186	Net: 18	
City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield														

Bay Area			Projects Participating: 102						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 102	Avg. Sales: 0.93	Traffic to Sales: 11 : 1	325	1180	110	15	5060	997	Net: 95
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

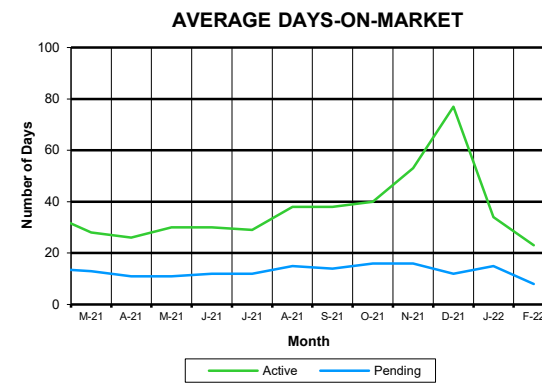
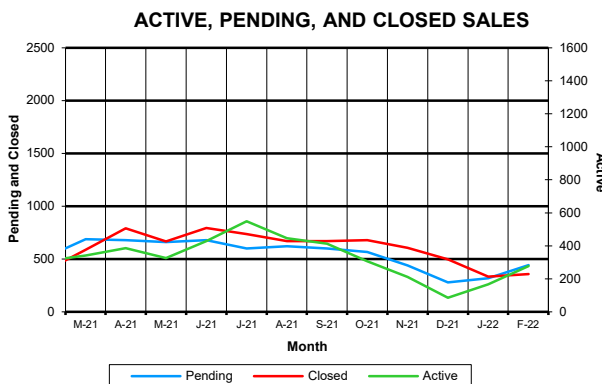
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	364	34	306	16	367	883,790
Aug-21	322	33	335	18	346	863,487
Sep-21	323	29	313	22	362	893,271
Oct-21	247	31	318	18	333	923,235
Nov-21	159	37	250	21	337	912,541
Dec-21	62	53	171	22	255	961,501
Jan-22	115	23	217	13	187	891,286
Feb-22	172	11	284	9	224	981,926



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

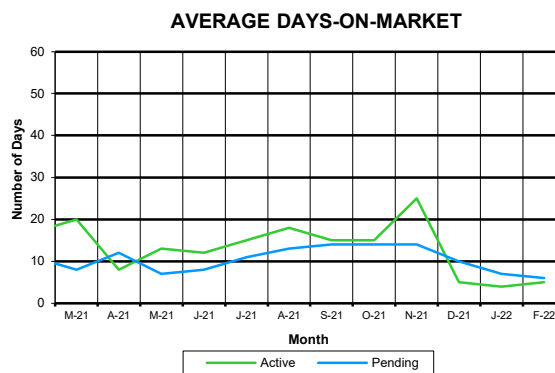
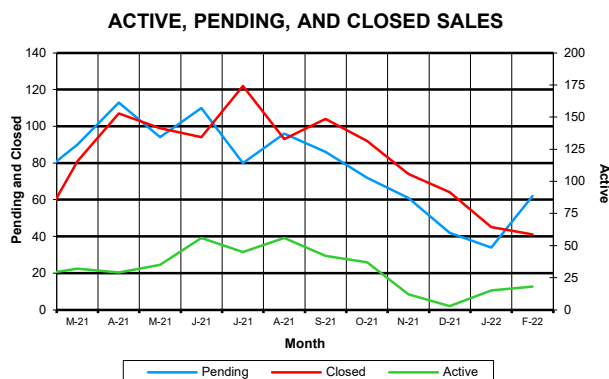
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	548	29	600	12	737	1,619,904
Aug-21	445	38	621	15	669	1,623,724
Sep-21	412	38	601	14	671	1,593,222
Oct-21	306	40	566	16	678	1,606,899
Nov-21	212	53	438	16	607	1,682,047
Dec-21	85	77	279	12	497	1,700,281
Jan-22	166	34	318	15	334	1,723,298
Feb-22	278	23	443	8	357	1,809,662



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

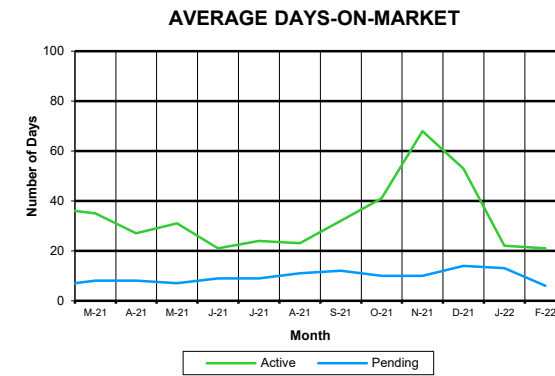
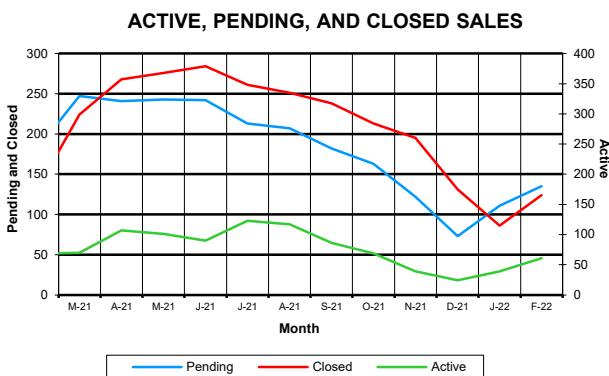
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	45	15	80	11	122	833,465
Aug-21	56	18	96	13	93	855,670
Sep-21	42	15	86	14	104	821,059
Oct-21	37	15	72	14	92	845,875
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832
Feb-22	18	5	62	6	41	926,881



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

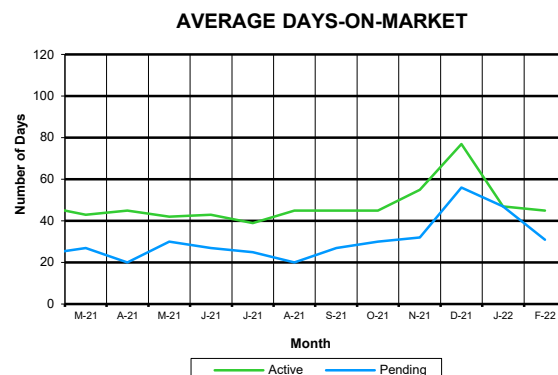
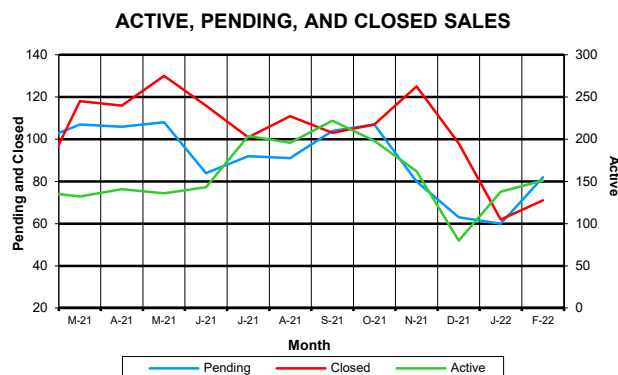
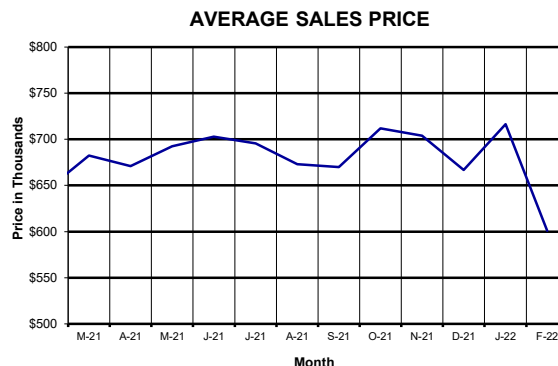
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	123	24	213	9	261	1,568,178
Aug-21	117	23	207	11	251	1,645,099
Sep-21	86	32	182	12	238	1,525,102
Oct-21	69	41	163	10	213	1,479,419
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792
Feb-22	61	21	135	6	124	1,606,440





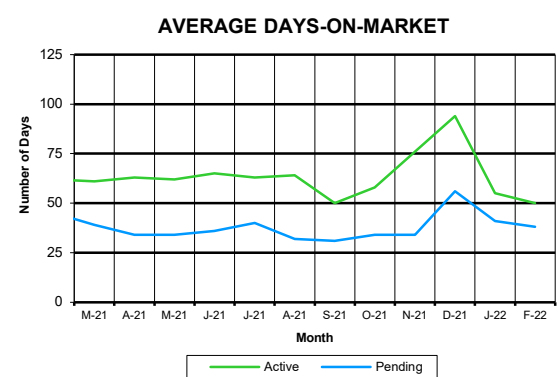
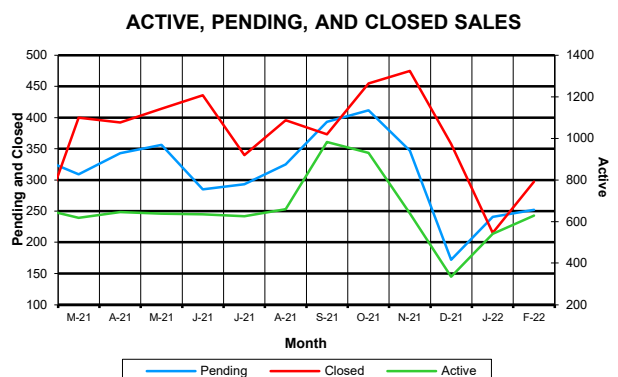
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	204	39	92	25	101	695,719
Aug-21	196	45	91	20	111	673,099
Sep-21	222	45	104	27	103	670,000
Oct-21	198	45	107	30	107	711,796
Nov-21	162	55	80	32	125	703,983
Dec-21	80	77	63	56	98	666,852
Jan-22	138	47	60	47	62	716,423
Feb-22	151	45	82	31	71	600,788



## San Francisco Attd. Monthly MLS Survey

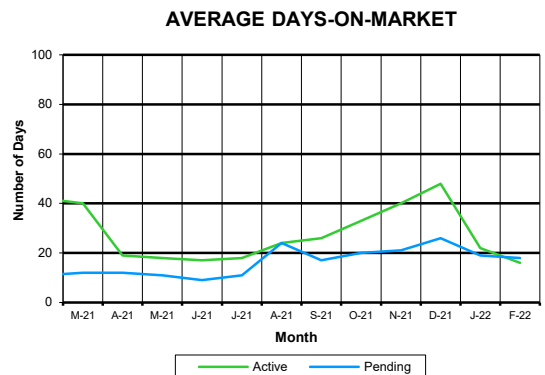
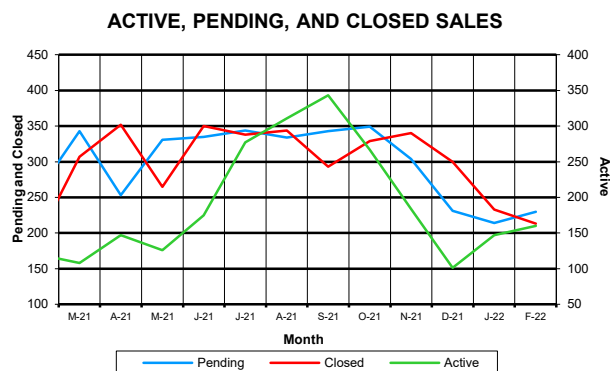
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	625	63	293	40	340	1,382,088
Aug-21	660	64	325	32	396	1,882,962
Sep-21	983	50	393	31	373	1,510,985
Oct-21	930	58	412	34	455	1,589,937
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904
Feb-22	628	50	252	38	297	1,526,995



## E. Contra Costa SFD Monthly MLS Survey

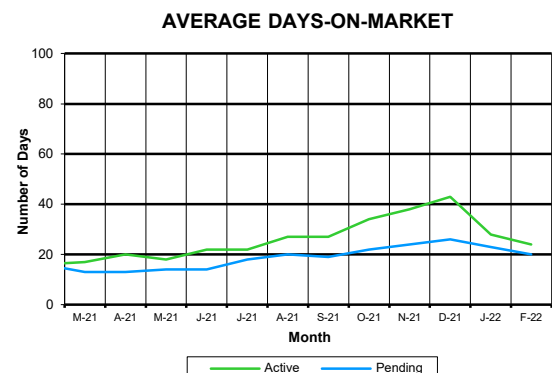
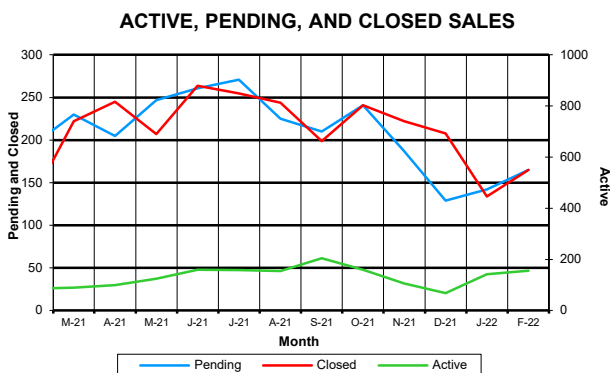
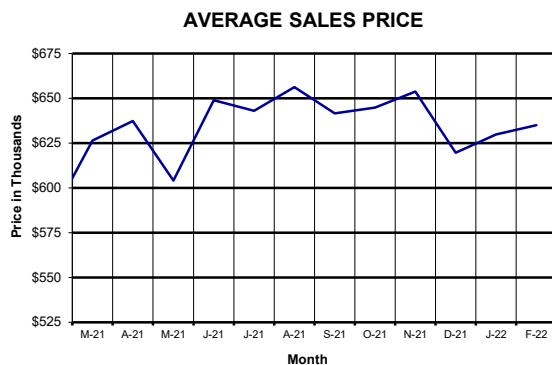
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	277	18	344	11	338	690,100
Aug-21	311	24	334	24	344	703,090
Sep-21	343	26	343	17	293	725,260
Oct-21	267	33	349	20	329	715,975
Nov-21	184	40	304	21	340	714,891
Dec-21	101	48	231	26	300	735,336
Jan-22	147	22	214	19	233	727,683
Feb-22	160	16	230	18	213	798,456



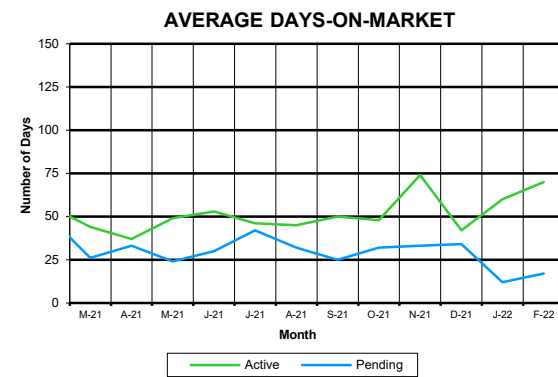
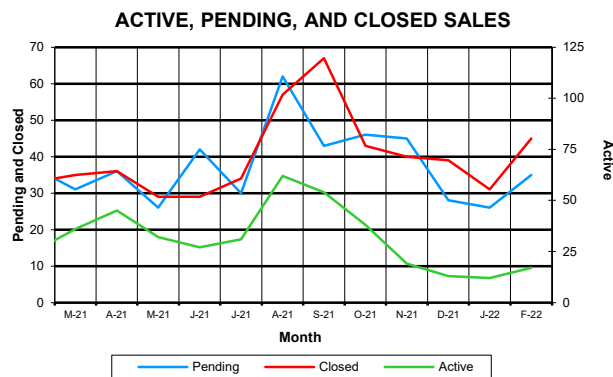
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	158	22	271	18	255	643,117
Aug-21	155	27	225	20	244	656,348
Sep-21	204	27	210	19	199	641,608
Oct-21	160	34	241	22	241	644,817
Nov-21	105	38	187	24	222	653,746
Dec-21	67	43	129	26	208	619,626
Jan-22	142	28	142	23	134	629,945
Feb-22	156	24	165	20	165	635,145



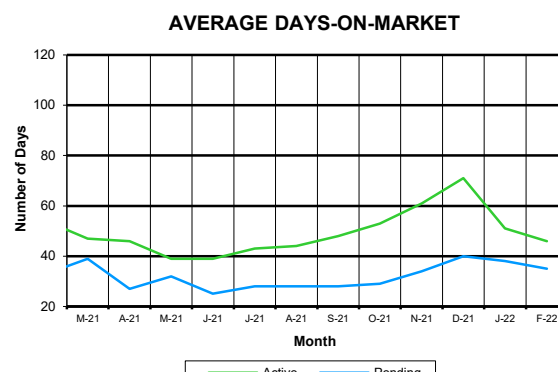
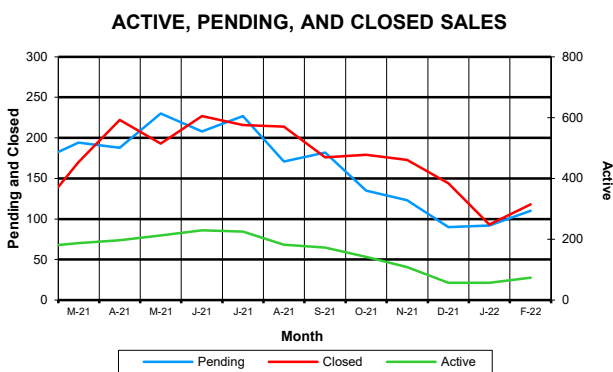
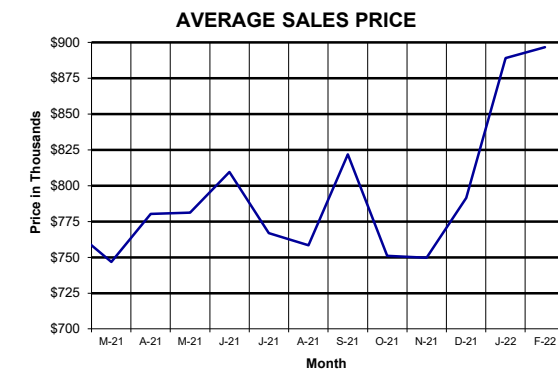
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	31	46	30	42	34	423,838
Aug-21	62	45	62	32	57	538,690
Sep-21	54	50	43	25	67	477,925
Oct-21	38	48	46	32	43	559,334
Nov-21	19	74	45	33	40	635,579
Dec-21	13	42	28	34	39	511,893
Jan-22	12	60	26	12	31	604,378
Feb-22	17	70	35	17	45	605,400



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	225	43	227	28	216	766,970
Aug-21	182	44	171	28	214	758,336
Sep-21	173	48	182	28	176	821,798
Oct-21	142	53	135	29	179	751,115
Nov-21	109	61	123	34	173	749,803
Dec-21	57	71	90	40	144	791,474
Jan-22	57	51	92	38	93	889,222
Feb-22	74	46	110	35	118	896,745



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

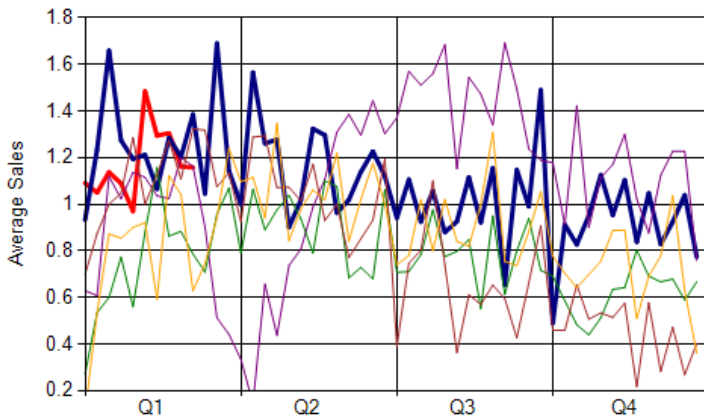
## Central Valley

Ending: Sunday, March 13, 2022

Week 10

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				16	276	18	1	17	1.06	0.96	11%	1.04	3%
San Joaquin County				44	887	67	5	62	1.41	1.38	2%	1.27	11%
Stanislaus County				6	99	11	4	7	1.17	1.40	-16%	1.22	-5%
Merced County				15	130	12	0	12	0.80	0.87	-8%	0.78	3%
Madera County				4	10	2	1	1	0.25	1.34	-81%	1.24	-80%
Fresno County				23	130	28	2	26	1.13	1.13	0%	1.01	12%
<b>Current Week Totals</b>		<b>Traffic : Sales</b>	<b>11 : 1</b>	<b>108</b>	<b>1532</b>	<b>138</b>	<b>13</b>	<b>125</b>	<b>1.16</b>	<b>1.17</b>	<b>-1%</b>	<b>1.09</b>	<b>6%</b>
Per Project Average					14	1.28	0.12	1.16					
<b>Year Ago - 03/14/2021</b>		<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>109</b>	<b>1931</b>	<b>166</b>	<b>15</b>	<b>151</b>	<b>1.39</b>	<b>1.24</b>	<b>11%</b>	<b>1.17</b>	<b>19%</b>
<b>% Change</b>				<b>-1%</b>	<b>-21%</b>	<b>-17%</b>	<b>-13%</b>	<b>-17%</b>	<b>-16%</b>	<b>-6%</b>		<b>-7%</b>	

52 Weeks Comparison



Year to Date Averages Through Week 10

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	49	29	0.87	0.11	0.76	0.87
■	2018	64	28	1.22	0.15	1.08	0.80
■	2019	75	20	0.87	0.14	0.73	0.77
■	2020	84	31	1.17	0.16	1.01	1.11
■	2021	100	20	1.37	0.12	1.24	1.09
■	2022	102	17	1.34	0.17	1.17	1.17
% Change:		3%	-15%	-2%	33%	-6%	8%

\* 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>APR</b>	Supply challenges continue to extend beyond manufacturing and are crimping home sales. New home sales fell 4.5% to a 801K-unit pace in January, which put sales nearly 20% lower than the blazing-hot pace experienced during January 2021. But this moderation in sales is largely due to low inventories and shortages of building materials and laborers, which have brought on long delays and uncertain completion dates. There were 106K homes for sale in January where construction has not yet started, the highest ever. Such scant levels of inventory continue to push up prices, which in combination with rising mortgage rates may weigh on housing activity in coming months. The housing market remains red-hot, perhaps best exhibited by the mere 19 days the average home remained on the market in January. This is due to both rapid demand for homes from individuals and investors and the little amount of inventory of existing homes available for sale. At the current sales pace through January, there was just a 1.6 month supply of existing homes available for sale, which marks a record low. Given the low availability, it's of no surprise that home prices remain quite elevated. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
	<b>4.08%</b>	<b>4.10%</b>	
<b>FHA</b>	<b>3.99%</b>	<b>4.12%</b>	
<b>10 Yr Yield</b>	<b>2.10%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 16									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia Park	Bright	TR		DTMJ	42	0	1	5	0	0	41	0	0.51	0.00
Legacy at College Park	Century	MH		DTMJ	133	3	2	61	2	0	106	18	1.51	1.80
Portfolio at College Park	Century	MH		DTST	112	0	2	51	4	1	110	16	1.57	1.60
Hartwell at Ellis	Landsea TSO	TR		DTMJ	121	0	TSO	0	0	0	56	6	1.64	0.60
Kinbridge at Ellis	Landsea TSO	TR		DTMJ	83	0	TSO	0	0	0	21	0	0.62	0.00
Townsend at Ellis	Landsea	TR		DTMJ	104	5	1	4	4	0	62	23	2.66	2.30
Amber at Tracy Hills	Lennar	TH		DTMJ	160	3	1	5	3	0	157	10	1.04	1.00
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	2	4	1	0	14	14	1.92	1.92
Larimar at Tracy Hills	Lennar S/O	TH		DTMJ	133	0	S/O	12	3	0	133	16	0.88	1.60
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	3	18	0	0	140	8	0.91	0.80
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	28	0	0	107	5	0.84	0.50
Elissagaray Ranch	Ponderosa S/O	TR		DTMJ	47	0	S/O	0	1	0	47	3	0.32	0.30
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	33	0	0	85	14	1.61	1.40
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	1	0	0	0	69	0	1.11	0.00
Langston at Mountain House	Shea	MH		ATMJ	171	0	3	36	0	0	153	11	1.38	1.10
Berkshire at Ellis	Woodside TSO	TR		DTMJ	98	0	TSO	19	0	0	95	6	1.05	0.60
TOTALS: No. Reporting: 16		Avg. Sales: 1.06		Traffic to Sales: 15 : 1				19	276	18	1	1396	150	Net: 17
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Palomino at Westlake	DR Horton	SK	DTMJ	116	6	3	6	6	0	106	32	2.01	3.20	
Solari Ranch II	DR Horton	SK	DTST	65	0	2	24	0	0	29	19	1.15	1.90	
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	3	3	0	0	65	15	1.35	1.50	
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	1	0	0	0	107	1	0.96	0.10	
Montevello II	KB Home	SK	DTST	154	0	3	1	0	0	90	11	1.28	1.10	
Santorini	KB Home	SK	DTMJ	86	3	5	27	1	1	45	14	1.41	1.40	
Verona at Destinations	KB Home	SK	ATMJ	106	4	5	19	2	0	56	19	1.20	1.90	
Keys at Westlake	Lennar	SK	DTMJ	101	0	4	17	1	1	71	8	0.81	0.80	
Westlake	Meritage	SK	New	DTMJ	84	4	2	2	0	2	2	14.00	14.00	
Autumn Trails at Westlake	Richmond American	SK	DTMJ	112	3	5	3	2	0	8	8	3.50	3.50	
Summers Bend at Westlake	Richmond American	SK	New	DTMJ	96	6	2	13	4	0	4	4	14.00	14.00
TOTALS: No. Reporting: 11	Avg. Sales: 1.45		Traffic to Sales: 6 : 1			35	115	18	2	583	133	Net: 16		
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 33									
					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
Turnleaf at the Collective	Anthem United	MN		AASF	84	3	1	19	3	0	80	16	0.60	1.60
Griffin Park	Atherton	MN		DTMJ	156	0	1	46	0	0	88	22	2.49	2.20
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	4	2	25	3	0	56	28	2.31	2.80
Summit at North Main	DR Horton	MN	New	DTST	67	4	2	4	2	0	2	2	7.00	7.00
Haven Villas at Sundance	KB Home	MN		DTMJ	235	4	4	8	3	0	216	14	1.53	1.40
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	4	4	1	2	0	84	12	1.42	1.20
Balboa at River Islands	Kiper	LP	Rsv's	DTMJ	77	0	3	25	1	1	45	8	1.21	0.80
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	1	33	0	0	59	11	1.11	1.10
Freestone	Kiper TSO	MN	Rsv's	DTMJ	60	0	TSO	65	0	0	6	6	2.63	2.63
Skye at River Islands	Kiper TSO	LP		DTMJ	155	0	TSO	27	0	0	6	6	0.33	0.60
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	5	4	10	1	0	107	2	0.35	0.20
Hrizon at River Islands	Lennar	LP		DTMJ	143	3	3	27	2	0	70	18	1.27	1.80
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	2	26	1	0	83	24	1.51	2.40
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	1	28	0	0	29	14	1.19	1.40
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	1	28	1	1	78	22	1.41	2.20
Laguna at River Islands	Pulte	LP		DTMJ	110	0	3	12	2	1	22	11	1.27	1.10
Sanctuary at River Islands	Pulte	LP		DTMJ	91	3	3	11	1	0	29	18	1.68	1.80
Sunset at River Islands	Pulte	LP		DTMJ	122	4	2	17	4	0	105	21	1.75	2.10
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	100	3	3	54	3	0	53	25	2.49	2.50
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	1	0	0	0	49	0	0.87	0.00
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	4	4	11	3	0	61	20	1.75	2.00
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	3	4	15	1	0	11	11	1.51	1.51
Legacy at Stanford Crossing	Taylor Morrison TSO	LP		DTMJ	60	1	TSO	18	5	0	26	18	1.82	1.80
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	7	15	0	0	98	6	0.75	0.60
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	4	4	71	1	0	23	7	0.95	0.70
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	2	1	4	1	0	103	1	1.13	0.10
The Cove at River Islands	TRI Pointe	LP	New	DTMJ	77	4	1	15	2	0	3	3	2.33	2.33
Avalon at River Islands	Trumark	LP		DTMJ	57	3	4	31	4	0	18	18	2.21	2.21
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	7	31	3	0	3	3	1.31	1.31
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	0	0	0	57	0	0.45	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	11	9	0	0	0	0	0.00	0.00
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	2	35	0	0	112	12	1.30	1.20
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	51	0	0	70	7	1.25	0.70
TOTALS: No. Reporting: 33	Avg. Sales: 1.39		Traffic to Sales: 16 : 1				87	772	49	3	1852	386	Net: 46	
City Codes: MN= Manteca, LP= Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bruin Heights	DR Horton TSO	WF		DTST	51	0	TSO	19	2	2	9	9	2.74	2.74
Edgewater	DR Horton	WF		DTST	75	0	3	17	2	1	58	18	1.37	1.80
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	4	4	7	2	0	61	10	1.64	1.00
Fieldstone	KB Home	HG		DTST	69	4	4	23	2	1	65	9	1.08	0.90
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	3	3	16	1	0	127	11	1.29	1.10
TOTALS: No. Reporting: 5		Avg. Sales: 1.00		Traffic to Sales: 9 : 1				14	82	9	4	320	57	Net: 5
City Codes: WF = Waterford, PR = Patterson, HG = Hughson														

Turlock					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Les Chateaux	KB Home	TK	DTMJ	60	3	3	17	2	0	8	8	2.43	2.43	
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 9 : 1			3	17	2	0	8	8	Net: 2	
City Codes: TK = Turlock														

Merced County				Projects Participating: 15										
				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	
Summer Creek	Bright	MD	DTMJ	120	0	1	12	0	0	117	1	0.79	0.10	
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	0	6	9	1	0	3	3	0.91	0.91	
Monterra V	DR Horton	MD	DTST	35	0	4	5	0	0	13	13	1.78	1.78	
Pacheco Pointe	DR Horton	LB	DTST	118	0	7	5	1	0	96	31	1.65	3.10	
Panorama	DR Horton	MD	DTST	192	0	7	2	1	0	181	14	1.25	1.40	
Aspire at Bellevue Ranch II	K Hovnanian	MD	DTST	175	0	1	5	0	0	174	0	1.02	0.00	
Manzanita	Legacy TSO	LT	DTMJ	172	0	TSO	5	0	0	169	1	0.90	0.10	
Sunflower	Legacy	MD	DTST	144	1	1	2	0	0	142	1	0.86	0.10	
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	1	24	2	0	27	16	0.95	1.60	
Mbraga - Summer II	Lennar S/O	MD	DTMJ	115	0	S/O	2	1	0	115	1	1.29	0.10	
Sunrise Ranch	Meritage	LB	DTMJ	87	5	4	14	4	0	21	15	1.21	1.50	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	45	0	2	20	2	0	25	8	1.17	0.80	
Cypress Terrace	Stonefield Home	MD	DTST	125	0	3	7	0	0	96	5	0.73	0.50	
Sunrise Ranch	Stonefield Home	LB	ATST	14	0	5	4	0	0	6	1	0.19	0.10	
Villas II, The	Stonefield Home	LB	DTST	191	3	3	14	0	0	69	12	1.17	1.20	
TOTALS: No. Reporting: 15		Avg. Sales: 0.80		Traffic to Sales: 11 : 1			45	130	12	0	1254	122	Net: 12	
City Codes: MD=Merced, LB=Los Banos, LT=Livingston														



Development Name	Developer	City Code	Notes	Type										
Madera County					Projects Participating: 4									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Pheasant Run	Century	CW		DTMJ	70	0	8	1	2	0	23	12	1.20	1.20
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	3	1	0	0	168	16	1.11	1.60
Fielding Villas	KB Home	MDA		DTST	87	0	2	7	0	0	77	9	1.13	0.90
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	3	1	0	1	72	19	1.22	1.90
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 5 : 1				16	10	2	1	340	56	Net: 1
City Codes: CW = Chow chilla, MDA = Madera														

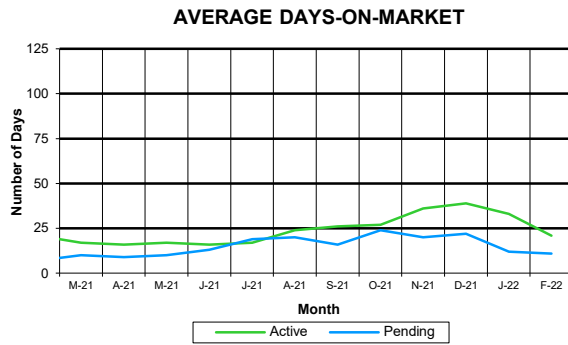
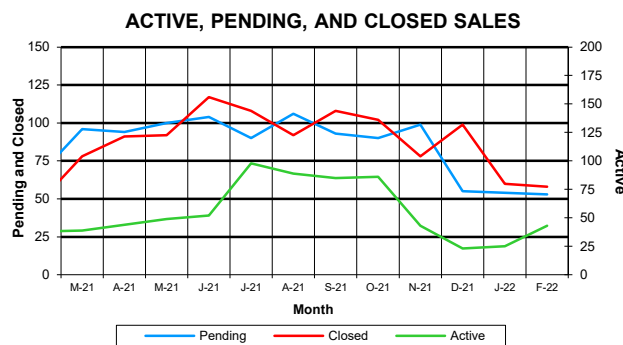
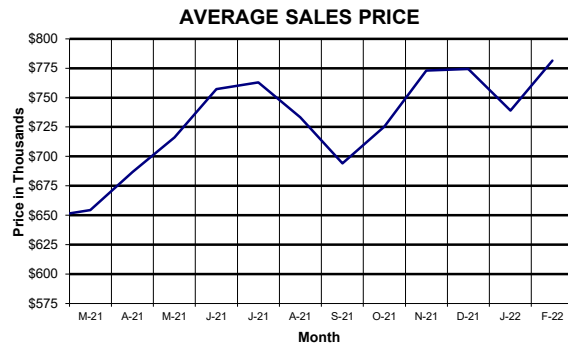
Fresno County				Projects Participating: 23										
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sl's /Week	Avg. Sl's /YTD	
Bravado	Century	REE	DTMJ	182	0	5	8	0	0	8	0	0.38	0.00	
Meadowood II	Century	FR	ATMJ	127	0	8	11	2	0	55	19	1.70	1.90	
Monarch	Century	KB	DTMJ	64	0	4	6	3	0	10	8	0.31	0.80	
Olivewood	Century	FR	DTMJ	169	0	9	16	4	0	76	34	1.94	3.40	
The Crossings II	Century	KER	DTMJ	104	0	4	13	2	0	9	9	2.74	2.74	
River Pointe	DR Horton TSO	REE	DTMJ	84	0	TSO	5	0	0	50	9	1.02	0.90	
Aspire at Sunnyside	K Hovnanian	FO	DTST	132	0	6	7	0	0	126	0	0.81	0.00	
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	0	3	3	1	1	14	14	1.72	1.72	
Marshall Estates	KB Home	FO	DTST	76	0	4	9	0	0	45	7	1.31	0.70	
Anatole- Clementine	Lennar	FR	DTMJ	137	3	3	8	3	0	65	21	1.28	2.10	
Anatole- Coronet	Lennar	FR	DTMJ	99	0	2	8	0	0	58	4	1.14	0.40	
Arboralla - Clementine	Lennar	CV	DTST	137	3	3	7	2	0	68	17	1.42	1.70	
Brambles- Starling	Lennar	FR	ATST	150	0	2	3	1	1	64	13	1.26	1.30	
Brambles- Wilde	Lennar	FR	DTST	89	0	3	3	1	0	58	10	1.14	1.00	
Daffodil Hill - Clementine	Lennar	FR	DTMJ	109	0	2	5	0	0	6	6	4.67	4.67	
Fancher Creek - Coronet	Lennar	FR	ATST	80	0	3	1	0	0	58	2	0.90	0.20	
Fancher Creek - Coronet II	Lennar	FR	DTMJ	138	0	3	1	0	0	22	9	0.99	0.90	
Fancher Creek California II	Lennar	FR	DTMJ	106	0	1	2	3	0	39	12	1.40	1.20	
Heirloom Ranch- Coronet	Lennar	FR	ATST	89	3	3	1	2	0	79	14	1.23	1.40	
Heritage Grove - Coronet	Lennar	CV	DTST	63	3	3	1	1	0	58	4	0.73	0.40	
Heritage Grove - Homestead	Lennar	CV	DTMJ	44	0	4	1	0	0	40	1	0.51	0.10	
Sterling Acres- Coronet	Lennar	FR	DTMJ	95	3	3	10	3	0	13	13	5.69	5.69	
Veneto Park - Starling Townhomes	Lennar	CV	ATMJ	160	0	6	1	0	0	41	12	0.87	1.20	
TOTALS: No. Reporting: 23		Avg. Sales: 1.13		Traffic to Sales: 5 : 1			84	130	28	2	1062	238	Net: 26	
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis														

Central Valley			Projects Participating: 108						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 108	Avg. Sales: 1.16	Traffic to Sales: 11 : 1	303	1532	138	13	6815	1150	Net: 125
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									



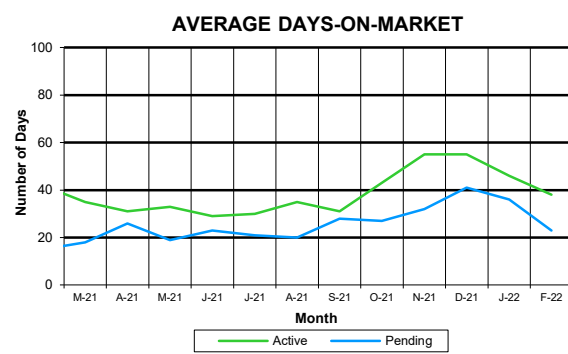
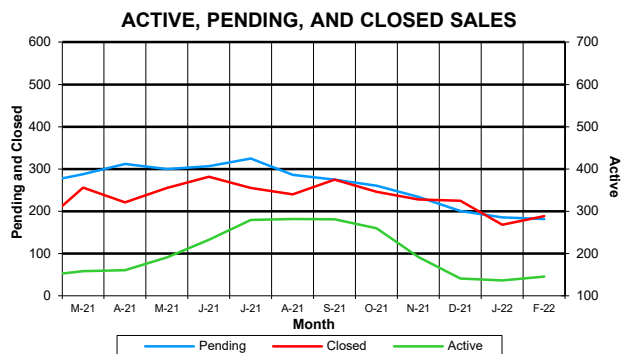
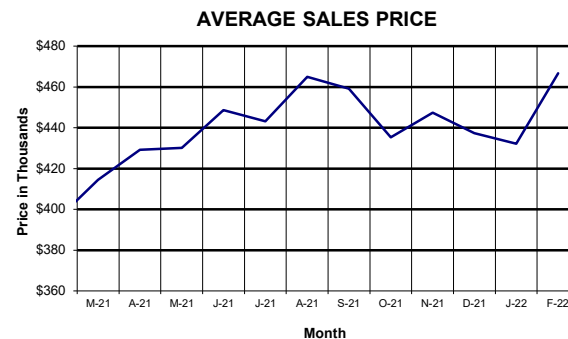
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410
Sep-21	85	26	93	16	108	693,990
Oct-21	86	27	90	24	102	725,387
Nov-21	43	36	99	20	78	772,891
Dec-21	23	39	55	22	99	774,259
Jan-22	25	33	54	12	60	739,033
Feb-22	43	21	53	11	58	781,671



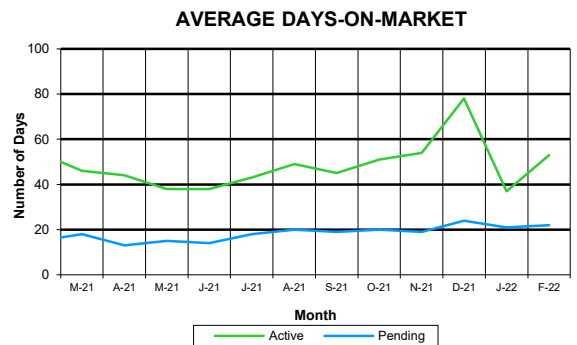
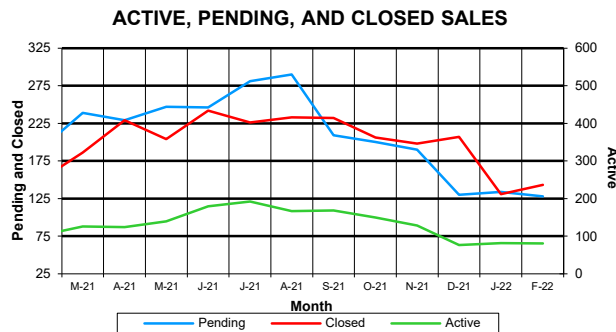
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	280	30	325	21	255	443,210
Aug-21	282	35	286	20	240	464,896
Sep-21	281	31	275	28	275	459,173
Oct-21	260	43	261	27	246	435,363
Nov-21	192	55	234	32	228	447,367
Dec-21	141	55	201	41	225	437,410
Jan-22	137	46	186	36	168	432,133
Feb-22	146	38	182	23	189	466,753



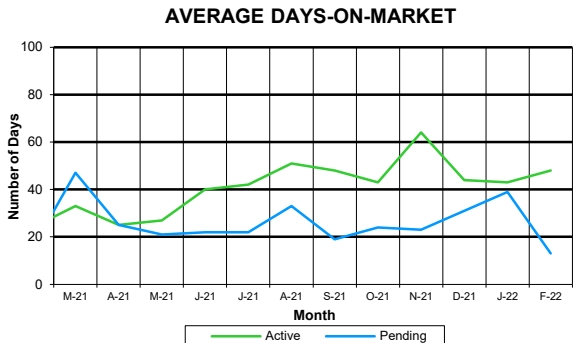
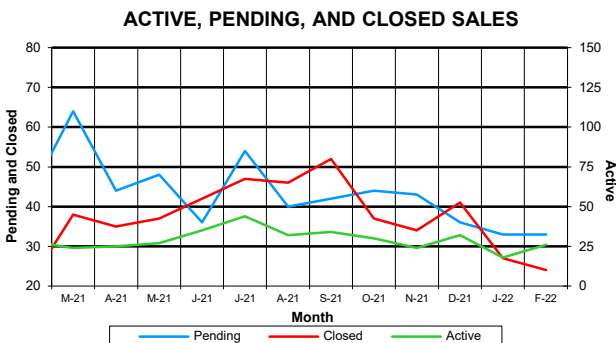
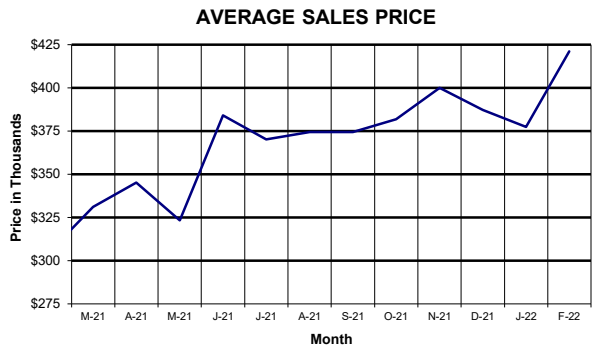
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	192	43	281	18	226	449,793
Aug-21	167	49	290	20	233	462,091
Sep-21	168	45	209	19	232	460,727
Oct-21	150	51	200	20	206	471,994
Nov-21	128	54	190	19	198	474,799
Dec-21	77	78	130	24	207	473,305
Jan-22	82	37	134	21	131	451,174
Feb-22	81	53	128	22	143	501,184



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	44	42	54	22	47	370,252
Aug-21	32	51	40	33	46	374,402
Sep-21	34	48	42	19	52	374,429
Oct-21	30	43	44	24	37	381,895
Nov-21	24	64	43	23	34	400,070
Dec-21	32	44	36	31	41	387,268
Jan-22	18	43	33	39	27	377,370
Feb-22	26	48	33	13	24	421,170



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

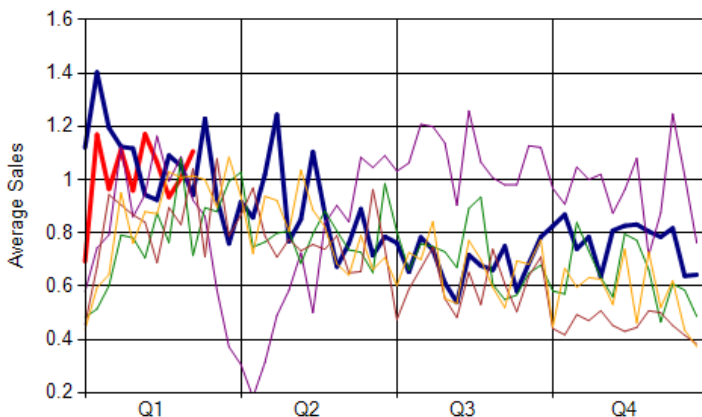
## Sacramento

Ending: Sunday, March 13, 2022

Week 10

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.
South Sacramento			17	349	21	4	17	1.00	1.14	-12%	1.08	-7%
Central & North Sacramento			41	680	59	6	53	1.29	1.10	17%	1.00	29%
Folsom			15	265	10	0	10	0.67	0.91	-27%	0.78	-14%
El Dorado			11	146	7	1	6	0.55	0.82	-33%	0.75	-27%
Placer & Nevada			72	1240	94	9	85	1.18	0.99	20%	0.88	34%
Yolo			3	18	3	0	3	1.00	0.90	11%	0.84	19%
Amador County			1	24	0	0	0	0.00	0.20	-100%	0.23	-100%
Northern Counties			10	141	14	0	14	1.40	1.22	15%	1.11	26%
Current Week Totals		Traffic : Sales 14 : 1	170	2863	208	20	188	1.11	1.02	9%	0.92	20%
Per Project Average			17		1.22	0.12	1.11					
Year Ago - 03/14/2021		Traffic : Sales 19 : 1	154	3131	165	20	145	0.94	1.09	-14%	1.06	-11%
% Change			10%	-9%	26%	0%	30%	17%	-6%	-13%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 10


### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	142	29	0.95	0.13	0.82	0.73
■	2018	125	25	0.95	0.14	0.81	0.66
■	2019	137	22	0.84	0.11	0.73	0.73
■	2020	139	25	1.03	0.11	0.92	0.89
■	2021	154	21	1.19	0.10	1.09	0.85
■	2022	168	19	1.15	0.14	1.02	1.02
% Change:		9%	-8%	-3%	40%	-6%	20%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	Supply challenges continue to extend beyond manufacturing and are crimping home sales. New home sales fell 4.5% to a 801K-unit pace in January, which put sales nearly 20% lower than the blazing-hot pace experienced during January 2021. But this moderation in sales is largely due to low inventories and shortages of building materials and laborers, which have brought on long delays and uncertain completion dates. There were 106K homes for sale in January where construction has not yet started, the highest ever. Such scant levels of inventory continue to push up prices, which in combination with rising mortgage rates may weigh on housing activity in coming months. The housing market remains red-hot, perhaps best exhibited by the mere 19 days the average home remained on the market in January. This is due to both rapid demand for homes from individuals and investors and the little amount of inventory of existing homes available for sale. At the current sales pace through January, there was just a 1.6 month supply of existing homes available for sale, which marks a record low. Given the low availability, it's of no surprise that home prices remain quite elevated. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
CONV	4.08%	4.10%	
FHA	3.99%	4.12%	
10 Yr Yield	2.10%		
			

# The Ryness Report

Week Ending  
Sunday, March 13, 2022

Sacramento

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Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 17									
					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
Allegro	KB Home	LN		ATMJ	72	4	4	19	3	0	10	10	1.59	1.59
Pleridae	KB Home TSO	GT		DTST	69	0	TSO	13	1	0	65	15	1.28	1.50
Travisso	KB Home	LN		DTMJ	422	4	4	16	1	0	18	18	1.94	1.80
Vintage Park	KB Home	SO		DTST	81	4	4	10	3	1	74	14	1.80	1.40
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	2	8	1	0	75	11	1.01	1.10
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	3	0	1	132	8	0.94	0.80
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	4	37	1	1	224	24	1.23	2.40
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	4	2	0	77	9	1.07	0.90
Redwood at Parkside	Lennar	VN		DTMJ	344	0	2	14	3	1	325	15	0.91	1.50
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	3	6	6	2	0	50	10	1.36	1.00
Seasons at the Farm	Richmond American	GT	New	DTMJ	87	3	3	19	0	0	0	0	0.00	0.00
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	5	1	0	0	84	-1	0.87	-0.10
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	2	34	0	0	106	10	0.85	1.00
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	10	35	1	0	88	6	0.72	0.60
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	8	35	0	0	105	10	0.85	1.00
Cedar Creek	TimLewis	GT		DTMJ	112	3	3	31	3	0	29	14	0.96	1.40
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	2	64	0	0	36	8	0.88	0.80
TOTALS: No. Reporting: 17		Avg. Sales: 1.00		Traffic to Sales: 17 : 1			62	349	21	4	1498	181	Net: 17	
City Codes: LN= Elk Grove Laguna, GT= Galt, SO= Sacramento, VN= Elk Grove Vineyard														

# The Ryness Report

Week Ending  
Sunday, March 13, 2022

Sacramento

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Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	4	3	11	3	0	38	6	0.52	0.60
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	1	7	2	0	50	2	0.56	0.20
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	7	0	0	41	1	0.46	0.10
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	1	4	0	0	94	1	0.72	0.10
Mills Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	116	0	4	37	0	0	99	7	0.75	0.70
Heritage at Gum Ranch	Elliott	FO		DTMJ	113	0	1	42	0	0	112	1	0.77	0.10
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	4	2	2	4	0	13	13	1.78	1.78
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	4	3	2	4	0	16	16	2.20	2.20
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	5	3	6	5	0	28	28	3.84	3.84
Canyon at Mitchell Village	KB Home	CH		DTST	109	6	4	13	3	0	87	23	1.55	2.30
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	4	4	15	1	0	64	14	0.95	1.40
Oaks at Mitchell Village	KB Home	CH		DTST	74	4	4	17	2	1	65	14	1.42	1.40
Ventana	Lennar	RO		DTMJ	160	0	2	9	1	0	118	16	0.85	1.60
Verdant	Lennar	RO		DTST	157	0	2	8	1	0	109	15	1.09	1.50
Viridian	Lennar	RO		DTST	185	0	2	18	0	0	141	15	1.00	1.50
Montelena	Premier Homes	RO		DTST	169	0	4	39	0	0	163	0	1.30	0.00
Seasons at Montelena	Richmond American	RO		DTMJ	125	6	5	15	2	0	5	5	3.89	3.89
Classics at Sutter Park	TimLewis TSO	SO		DTMJ	25	0	TSO	0	0	0	24	0	0.20	0.00
Acacia at Cypress	Woodside	RO		DTMJ	99	5	2	11	5	0	53	26	0.88	2.60
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	13	0	0	137	23	1.04	2.30
TOTALS: No. Reporting: 20		Avg. Sales: 1.60		Traffic to Sales: 8 : 1				51	276	33	1	1457	226	Net: 32
City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 21									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	1	15	1	0	103	10	0.81	1.00
Edgeview - The Cove	Beazer	SO		ATST	156	0	6	16	0	1	106	16	1.18	1.60
Westward - The Cove	Beazer	SO		DTST	122	0	3	6	1	0	63	11	0.62	1.10
Windrow - The Cove	Beazer	SO		DTST	167	6	4	6	1	0	118	12	0.97	1.20
Provence	Blue Mountain	SO		ATST	185	0	2	20	0	0	106	5	0.88	0.50
Mbraga	DR Horton	AO		DTMJ	162	7	3	35	7	0	139	23	1.63	2.30
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	1	11	0	0	22	8	0.77	0.80
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	1	42	1	0	66	5	0.87	0.50
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	3	45	0	0	70	4	0.92	0.40
Northlake - Atla	Lennar	SO		DTMJ	116	3	2	12	2	0	60	10	1.00	1.00
Northlake - Bleau	Lennar	SO		DTMJ	236	3	2	12	3	0	69	16	1.15	1.60
Northlake - Crestvue	Lennar	SO		DTMJ	97	3	2	12	3	0	61	15	1.01	1.50
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	12	0	2	54	14	1.04	1.40
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	12	2	1	60	11	1.00	1.10
Northlake - Shor	Lennar TSO	SO		DTMJ	140	0	TSO	12	2	0	62	9	1.03	0.90
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	11	0	0	63	10	1.05	1.00
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	1	11	0	0	64	14	1.06	1.40
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	3	41	1	0	29	15	0.95	1.50
NUVO Artisan Square	The New Home Co	SO		ATST	145	3	3	17	2	1	134	10	1.33	1.00
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	2	28	0	0	82	15	1.64	1.50
Portisol at Artisan Square	Williams	SO		ATST	95	0	1	28	0	0	35	7	0.48	0.70
TOTALS: No. Reporting: 21		Avg. Sales: 1.00		Traffic to Sales: 16 : 1				45	404	26	5	1566	240	Net: 21
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														

Folsom Area				Projects Participating: 15									
				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
Iron Ridge at Russell Ranch	Anthem United <span>S/O</span>	FM	DTMJ	95	0	S/O	4	1	0	95	3	0.90	0.30
Sycamore Creek	JMC	FM	DTMJ	86	0	2	45	0	0	39	5	0.60	0.50
Enclave at Folsom Ranch	KB Home	FM	DTST	111	5	4	19	3	0	98	23	1.44	2.30
Soleil at Folsom Ranch	KB Home	FM	DTMJ	109	0	3	18	1	0	74	21	1.54	2.10
Aster at White Rock Springs	Lennar	FM	DTMJ	90	0	1	13	2	0	39	13	1.04	1.30
Lunaria at White Rock Springs	Lennar	FM	DTMJ	45	0	2	3	1	0	34	7	0.90	0.70
Rockcross at Folsom Ranch	Lennar	FM	DTMJ	118	0	2	6	1	0	63	9	1.10	0.90
Stone Bluff at White Rock	Richmond American <span>TSO</span>	FM	DTMJ	81	0	TSO	7	0	0	34	9	0.74	0.90
Stone Haven at White Rock Springs	Richmond American	FM	DTMJ	42	0	3	5	1	0	15	10	0.99	1.00
Folsom Ranch-Azure II	Taylor Morrison	FM	DTMJ	113	0	4	15	0	0	109	8	0.90	0.80
Folsom Ranch-Dakota II	Taylor Morrison	FM	DTMJ	111	0	1	15	0	0	109	6	0.92	0.60
Gold Hill at Russell Ranch	The New Home Co	FM	DTMJ	77	0	3	15	0	0	67	6	0.92	0.60
Silver Crest at Russell Ranch	The New Home Co	FM	DTMJ	108	0	3	24	0	0	88	7	0.82	0.70
Brookstone at Folsom Ranch	TRI Pointe	FM	DTMJ	145	0	3	38	0	0	130	12	1.08	1.20
Creekstone at Folsom Ranch	TRI Pointe	FM	DTMJ	71	0	2	38	0	0	55	4	0.98	0.40
TOTALS: No. Reporting: 15	Avg. Sales: 0.67		Traffic to Sales: 27 : 1				33	265	10	0	1049	143	Net: 10
City Codes: FM= Folsom													

# The Ryness Report

Week Ending  
Sunday, March 13, 2022

Sacramento Page 4 of 7

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Revere	Blue Mountain	RE	Rsv's	DTMJ	51	0	4	12	0	0	32	3	0.71	0.30
Alder at Saratoga Estates	Elliott	EH		DTMJ	115	0	1	29	0	0	81	14	0.94	1.40
Manzanita at Saratoga	Elliott	EH		DTMJ	202	0	1	27	0	0	52	12	0.64	1.20
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	1	13	1	0	37	9	0.54	0.90
Hawk View at Bass Lake Hills	Lennar	EH		DTMJ	114	0	1	2	1	0	92	9	0.78	0.90
Heritage El Dorado Hills-Estates	Lennar	EH		DTMJ	92	0	1	0	0	0	91	1	0.50	0.10
Heritage El Dorado Hills-Legends	Lennar	EH		DTMJ	165	0	2	0	0	0	163	6	0.89	0.60
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	0	3	24	1	0	177	11	0.97	1.10
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	1	7	2	1	3	3	0.70	0.70
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH		DTMJ	23	0	2	11	1	0	20	5	0.55	0.50
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	0	1	21	1	0	18	13	0.89	1.30
TOTALS: No. Reporting: 11		Avg. Sales: 0.55		Traffic to Sales: 21 : 1				18	146	7	1	766	86	Net: 6
City Codes: RE = Rescue, EH = El Dorado Hills, CK = Cameron Park														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 71									
					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
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	2	2	1	0	47	14	1.02	1.40
Verrado at Solaire	Beazer	RV		DTMJ	76	0	8	12	0	0	41	11	1.07	1.10
Milestone at Sierra Fine	Black Pine	RK		DTST	61	0	1	14	0	0	47	11	0.71	1.10
Carnelian	Blue Mountain	GB		ATMJ	28	0	1	2	1	0	27	7	0.49	0.70
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	3	3	10	1	0	15	8	0.51	0.80
Balboa	DR Horton	RV		DTST	127	5	3	23	5	0	84	23	1.74	2.30
Cerrada	DR Horton	LL		DTST	166	7	3	8	7	0	154	24	1.45	2.40
Heartland at Independence	DR Horton	LL		DTMJ	98	5	3	8	3	0	44	19	1.56	1.90
Traditions at Independence	DR Horton	LL		DTST	97	3	3	7	2	1	40	14	1.22	1.40
Winding Creek- The Wilds	DR Horton	RV		DTST	120	9	2	12	8	0	91	23	1.75	2.30
Turkey Creek Estates	Elliott TSO	LL		DTMJ	51	0	TSO	89	0	0	39	17	1.05	1.70
Broadlands	JMC	LL		DTST	88	0	3	14	0	0	85	7	0.96	0.70
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	2	59	0	0	43	7	0.91	0.70
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	1	64	0	0	41	3	0.86	0.30
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	5	20	0	0	180	1	1.25	0.10
Palisade Village	JMC	RV		DTST	232	5	4	54	4	1	191	9	1.50	0.90
Pinnacle Village	JMC	RV		DTMJ	127	0	2	30	0	0	121	0	0.83	0.00
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	67	0	0	71	8	0.92	0.80
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	5	70	0	0	40	5	0.85	0.50
Sentinel	JMC	RV		DTST	132	0	2	44	0	0	126	0	1.20	0.00
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	6	5	14	3	1	113	11	1.14	1.10
Aspire at Solaire II	K Hovnanian	RV		DTST	33	4	4	13	1	0	18	12	0.89	1.20
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	2	9	1	0	59	13	0.53	1.30
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	3	1	1	130	8	0.85	0.80
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	4	4	7	4	2	58	20	1.13	2.00
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	0	2	15	0	0	4	4	0.76	0.76
Copper Ridge	KB Home	LL		DTMJ	79	3	3	15	1	0	19	12	1.33	1.20
Cortland at Mason Trails	KB Home	RV		DTMJ	110	4	3	21	2	0	7	7	1.32	1.32
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	3	4	16	2	0	191	27	1.31	2.70
Andorra at Sierra West	Lennar	RV		DTMJ	111	5	3	10	5	0	70	17	0.93	1.70
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	1	5	0	0	76	14	1.07	1.40
Breckenridge at Sierra West	Lennar	RV		DTMJ	181	0	5	4	0	0	10	6	0.45	0.60
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	3	7	0	0	29	12	1.19	1.20
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	4	0	0	56	9	0.88	0.90
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	117	3	3	15	3	0	10	5	0.33	0.50
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	1	0	0	0	154	0	0.77	0.00
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	2	2	0	0	157	7	0.78	0.70
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	142	4	2	18	3	0	8	6	0.24	0.60
Lumiere at Sierra West	Lennar	RV		DTMJ	205	3	2	4	2	0	69	13	0.91	1.30
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	3	4	0	0	72	14	0.91	1.40
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	30	0	2	19	1	0	17	10	0.58	1.00
Novara at Fiddymment	Lennar	RV		DTST	105	0	3	13	1	0	83	11	0.94	1.10
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	3	14	0	0	81	12	0.91	1.20
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	4	2	0	0	91	10	0.97	1.00
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	4	11	1	0	67	10	0.87	1.00



Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 71									
					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
Windham at Sierra West	Lennar	RV		DTMJ	153	0	1	9	2	0	16	11	1.22	1.10
Encore at Meadowlands	Meritage	LL	New	DTMJ	83	5	1	1	1	0	4	4	3.11	3.11
Meadowlands 60s	Meritage	LL		DTMJ	92	4	3	25	2	0	48	12	1.14	1.20
Meadowlands 70s	Meritage	LL		DTMJ	15	0	3	9	0	0	12	0	0.43	0.00
Rbam at Winding Creek	Meritage	RV		DTMJ	95	4	3	21	2	0	20	13	1.09	1.30
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	3	8	0	0	68	8	1.23	0.80
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	0	0	0	73	1	0.81	0.10
Revere at Independence	Richmond American	LL		DTMJ	122	0	5	6	0	1	76	10	1.24	1.00
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	1	1	0	0	65	3	0.90	0.30
Seasons at Sierra Vista	Richmond American	RV	New	DTMJ	143	3	3	10	0	0	0	0	0.00	0.00
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	4	4	8	2	0	17	8	0.88	0.80
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	2	5	0	0	60	10	1.05	1.00
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	20	9	0	0	106	14	1.14	1.40
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	2	5	13	2	0	64	8	0.69	0.80
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	4	5	0	0	40	2	0.70	0.20
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	26	29	1	2	52	9	1.15	0.90
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	5	15	29	0	0	1	1	0.12	0.12
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	16	29	1	0	45	8	0.99	0.80
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	29	29	3	0	41	7	0.91	0.70
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	14	6	1	0	52	9	0.56	0.90
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	6	10	7	4	0	8	8	1.87	1.87
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	23	0	0	31	15	1.28	1.50
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	3	3	30	2	0	74	7	0.56	0.70
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	1	20	1	0	61	14	1.20	1.40
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	3	3	20	2	0	57	16	1.12	1.60
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	4	4	27	4	0	112	22	1.04	2.20
TOTALS: No. Reporting: 71	Avg. Sales: 1.18		Traffic to Sales: 13 : 1				313	1233	93	9	4379	701	Net: 84	
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay														

Nevada County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates	Hilbers	GV	DTST	45	0	3	7	1	0	23	3	0.14	0.30	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 7 : 1			3	7	1	0	23	3	Net: 1	
City Codes: GV = Grass Valley														

Yolo County					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Riverchase	Anthem United	WS	DTST	222	0	1	3	0	0	218	9	0.97	0.90	
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	4	5	6	2	0	45	11	0.94	1.10	
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	1	9	1	0	108	7	0.47	0.70	
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 6 : 1			7	18	3	0	371	27	Net: 3	
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis														

Development Name	Developer	City Code	Notes	Type										
Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	FLY		DTMJ	40	0	3	24	0	0	11	2	0.39	0.20
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	24	0	0	11	2	Net: 0	
City Codes: FLY = Plymouth														

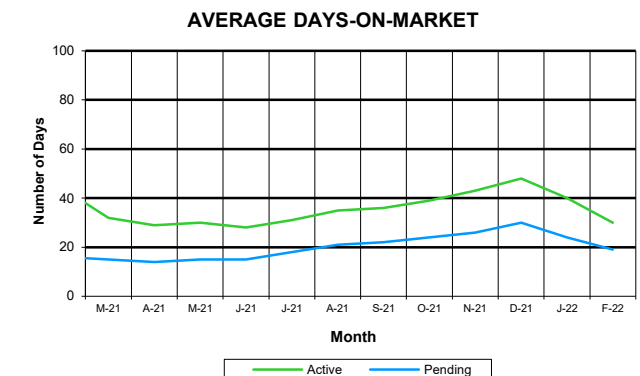
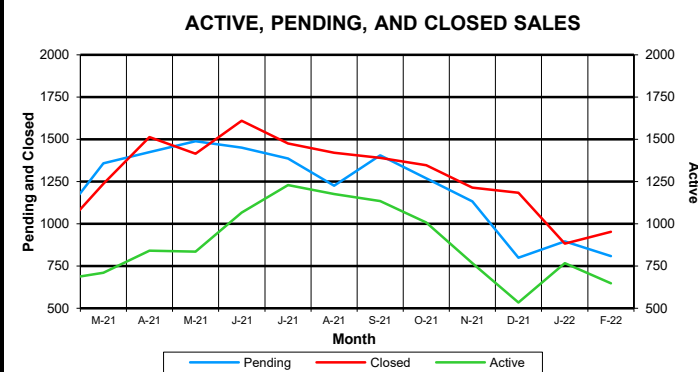
Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	5	4	7	1	0	124	14	1.20	1.40
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 7 : 1				4	7	1	0	124	14	Net: 1	
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Cresleigh Meadows at Fumas Ranch	Cresleigh	PLK	Rsv's	DTMJ	111	3	3	51	1	0	70	8	0.65	0.80
Cresleigh Riverside at Fumas Ranch	Cresleigh	PLK		DTMJ	52	0	2	1	0	0	45	0	0.42	0.00
Diamante at Fumas Lake	DR Horton	PLK		DTST	94	0	2	24	2	0	46	23	1.58	2.30
Sunnyside at The Orchards	JMC	MS		DTST	96	0	3	5	0	0	93	6	0.98	0.60
Sonoma Ranch	Lennar	PLK		DTST	208	0	2	10	2	0	206	8	0.99	0.80
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	1	15	1	0	56	12	0.74	1.20
Crosswinds at River Oaks	Meritage	PLK		DTMJ	72	3	4	20	3	0	58	23	1.37	2.30
Seasons at River Oaks	Richmond American	OL		DTST	83	4	5	1	2	0	67	14	1.10	1.40
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	4	5	7	2	0	87	14	1.07	1.40
TOTALS: No. Reporting: 9		Avg. Sales: 1.44		Traffic to Sales: 10 : 1				27	134	13	0	728	108	Net: 13
City Codes: PLK = Fumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento				Projects Participating: 170						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 170	Avg. Sales: 1.11	Traffic to Sales: 14 : 1	566	2863	208	20	11972	1731	Net: 188	
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										

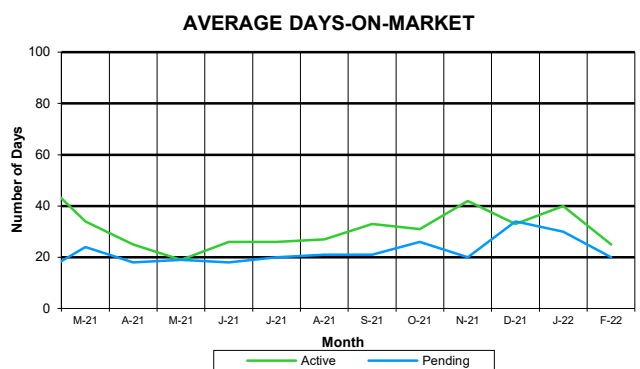
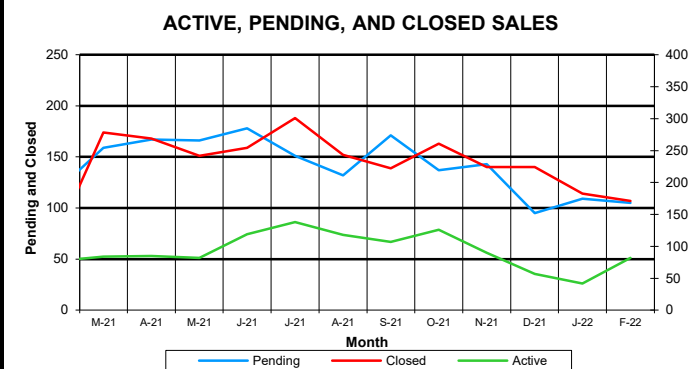
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	1,230	31	1,387	18	1,475	564,023
Aug-21	1,176	35	1,225	21	1,420	580,299
Sep-21	1,135	36	1,405	22	1,391	557,624
Oct-21	1,007	39	1,269	24	1,347	560,893
Nov-21	767	43	1,132	26	1,214	566,756
Dec-21	535	48	799	30	1,183	569,728
Jan-22	768	40	897	24	882	570,426
Feb-22	648	30	809	19	953	595,141



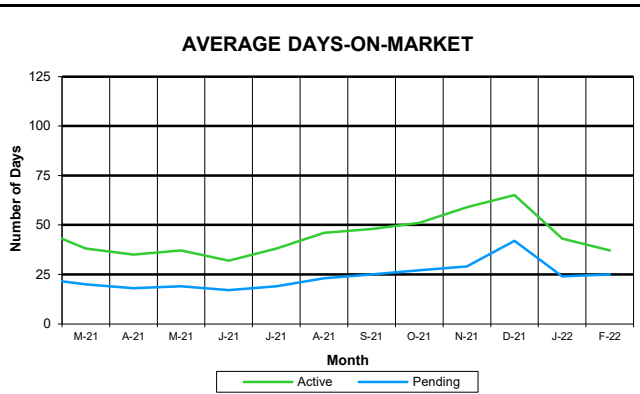
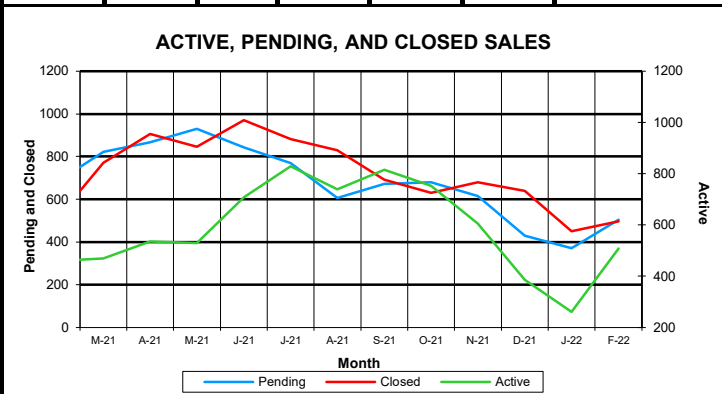
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	138	26	151	20	188	330,251
Aug-21	118	27	132	21	152	324,630
Sep-21	107	33	171	21	139	359,107
Oct-21	126	31	137	26	163	355,793
Nov-21	90	42	143	20	140	339,384
Dec-21	57	33	95	34	140	364,570
Jan-22	42	40	109	30	114	345,660
Feb-22	82	25	105	20	107	381,093



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	829	38	769	19	882	743,192
Aug-21	739	46	606	23	829	750,729
Sep-21	815	48	672	25	692	735,158
Oct-21	753	51	680	27	630	713,658
Nov-21	605	59	615	29	680	734,692
Dec-21	385	65	429	42	639	726,154
Jan-22	261	43	371	24	450	719,233
Feb-22	508	37	504	25	497	744,259



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-21	152	41	133	24	155	663,476
Aug-21	136	48	140	22	157	654,226
Sep-21	118	44	145	28	150	648,462
Oct-21	105	50	123	33	137	653,454
Nov-21	77	52	107	38	128	608,995
Dec-21	79	54	57	50	115	616,097
Jan-22	65	51	98	27	76	592,505
Feb-22	80	45	86	34	95	711,203

