

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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For Week 17, Ending **April 28, 2019**

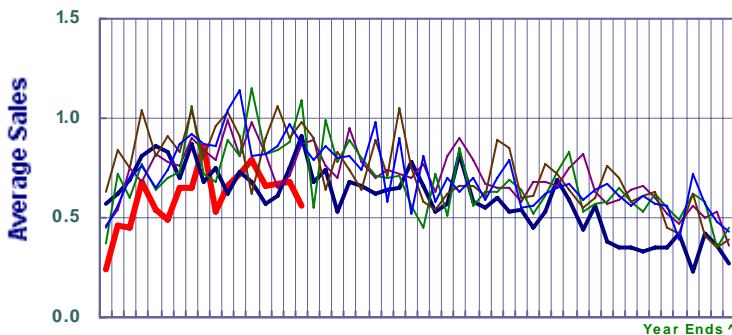
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central-North Orange		88	2,848	47	7	40	0.45	0.57	-20%	0.62	-27%
Coastal-South Orange		35	743	10	3	7	0.20	0.43	-53%	0.49	-59%
Los Angeles		48	937	34	5	29	0.60	0.51	18%	0.53	13%
Santa Clarita / Antelope		18	572	16	5	11	0.61	0.69	-12%	0.82	-25%
Ventura		8	182	8	0	8	1.00	0.77	30%	0.84	19%
Santa Barbara-San Luis Obispo		11	182	6	0	6	0.55	0.69	-21%	0.71	-23%
Kern-Tulare-Kings		28	424	34	4	30	1.07	1.01	6%	1.07	0%
Current Week Totals	Traffic : Sales 38 : 1	236	5,888	155	24	131	0.56	0.61	-8%	0.66	-16%
Per Project Average			25	0.66	0.10	0.56					
Year Ago - 04/29/2018	Traffic : Sales 33 : 1	190	6,387	191	18	173	0.91	0.70	29%	0.73	25%
% Change		24%	-8%	-19%	33%	-24%	-39%	-14%		-9%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 17 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	128	54	0.90	0.11	0.79	0.71
■	2015	140	50	0.97	0.12	0.85	0.73
■	2016	170	47	0.86	0.13	0.74	0.68
■	2017	159	38	0.92	0.13	0.79	0.71
■	2018	178	32	0.82	0.10	0.72	0.58
■	2019	229	28	0.70	0.09	0.61	0.61
% Change :		29%	-14%	-15%	-7%	-16%	5%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.04%	4.16%
FHA	3.72%	3.78%
10 Yr Yield	2.53%	



Market Commentary

Total housing starts fell 0.3% in March to a seasonally adjusted annual rate of 1.14 million units from a downwardly revised reading in February, according to a report from the U.S. Housing and Urban Development and Commerce Department that was delayed due to the partial government shutdown. The March reading of 1.14 million is the number of housing units builders would begin construction if they kept this pace for the next 12 months. Within this overall number, single-family starts fell 0.4% to 785,000 units. The multifamily sector, which includes apartment buildings and condos, remained flat at 354,000. "Despite signs of stabilization of confidence in the marketplace, housing affordability continues to be a concern as housing construction weakens into March," said Greg Ugalde, chairman of the National Association of Home Builders. "Data in the early months of 2019 show single-family starts are off 5% from this time in 2018, with notable weakness in the Midwest and West," said NABH Chief Economist Robert Dietz. "Several factors are negatively affecting the housing market, including excessive regulations, a lack of buildable lots and ongoing labor shortages. Recent declines in mortgage rates should help support the market in future months however." Regionally, combined single-family and multi-family starts year to date declined 14.2% in the Northeast, 10.9% in the Midwest and 27.1% in the West. Starts posted a 1.5% increase in the South. Overall permits, which are often a harbinger of future housing production edged 1.7% lower in March to 1.27 million units. Single-family permits fell 1.1% to an annualized pace of 808,000, while multifamily permits dropped 2.7% to an annual rate of 461,000. Source: Elizabeth Thompson NAHB

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects		Participating : 72					In Area : 72		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Beverly at Eastwood Village	Brookfield	Ir	DTMU		80	0	4	29	0	0	38	5	0.42	0.29
Delano at Eastwood Village	Brookfield	Ir	ATMU		129	0	1	30	0	0	128	9	1.12	0.53
Legado at Portola Springs	Brookfield	Ir	DTMU		190	0	9	71	3	0	151	17	0.91	1.00
Carissa	California Pacific	Ir	ATMU		96	0	5	30	0	0	27	9	0.71	0.53
Talise	California Pacific	Ir	DTMU		112	0	7	57	0	0	39	10	0.55	0.59
C2E Irvine	Intracorp	Ir	ATMU		71	0	7	22	0	0	48	11	0.80	0.65
Lux	Intracorp	Ir	ATMU		39	0	11	29	1	0	12	12	0.89	0.89
Barcelona at Los Olivos Village	Irvine Pacific	Ir	DTMU		169	0	2	39	0	0	24	3	0.53	0.18
Como at Reserve at at Orchard Hills	Irvine Pacific	Ir	DTMU		85	0	2	21	0	0	52	2	0.65	0.12
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		123	0	2	25	0	0	41	3	0.51	0.18
Marin at Eastwood Village	Irvine Pacific	Ir	DTMU		325	0	2	39	0	0	292	7	1.75	0.41
Ravello at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		152	0	3	36	0	0	12	10	0.57	0.59
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		135	3	4	26	1	0	48	7	0.60	0.41
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		95	0	2	23	1	0	40	13	0.50	0.76
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		149	0	3	24	0	0	70	12	0.88	0.71
Deco at Cadence Park	K Hovnanian	Ir	SFD		93	0	3	13	0	0	42	11	0.77	0.65
Elderberry at Portola Springs	KB Home	Ir	DTMU		68	0	3	61	1	0	59	15	0.67	0.88
Euclid Place	KB Home	An	DTMU		39	0	1	20	1	0	6	6	0.39	0.39
Prado at Cadence Park	KB Home	Ir	ATT		87	0	2	30	0	0	22	12	0.64	0.71
Adagio at Cadence park	Lennar	Ir	DTMU		53	0	4	69	0	0	47	6	0.82	0.35
Aldea at Travata	Lennar	Ir	AASF		105	0	3	13	1	0	21	11	0.38	0.65
Aurora at Altair Irvine	Lennar	Ir	DTMU		82	0	2	33	0	0	60	9	0.65	0.53
Cantata at Cadence Park	Lennar	Ir	DTMU		67	0	2	69	3	1	43	21	0.75	1.24
Capella at Cadence Park	Lennar	Ir	DTMU		62	0	2	69	0	0	19	8	0.33	0.47
Castillo at Travata	Lennar	Ir	DTMU		77	0	5	38	0	0	52	4	0.73	0.24
Celestial at Altair Irvine	Lennar	Ir	DTMU		86	0	10	41	0	0	47	10	0.51	0.59
Chorus at Cadence Park	Lennar	Ir	ATMU		56	0	3	69	1	0	49	13	1.03	0.76
Crescendo at Cadence Park	Lennar	Ir	DTMU		63	0	2	69	0	0	16	9	0.28	0.53
Eclipse at Altair Irvine	Lennar	Ir	DTMU		72	0	7	41	0	0	62	9	0.67	0.53
Encore at Cadence Park	Lennar	Ir	DTMU		106	0	3	69	0	0	30	6	0.52	0.35
Hudson at Central Park West	Lennar	Ir	ATMU		176	0	2	41	0	0	118	13	1.78	0.76
Lumiere	Lennar	Ir	DTMU		79	0	2	41	0	0	40	5	0.51	0.29
Marcato at Cadence Park	Lennar	Ir	DTMU		48	0	5	69	0	0	32	1	0.56	0.06
Obsidian at Parasol Park	Lennar	Ir	ATMU		77	0	3	18	0	0	72	1	0.58	0.06
Palencia at Travata	Lennar	Ir	DTMU		61	0	4	33	0	0	30	6	0.40	0.35
Rockefeller Central Park West	Lennar	Ir	ATMU		22	0	3	41	0	0	16	2	0.15	0.12
Serenade at Cadence Park	Lennar	Ir	DTMU		46	0	2	69	0	0	28	5	0.49	0.29
Solstice at Altair Irvine	Lennar	Ir	DTMU		65	0	2	33	0	0	48	1	0.52	0.06
Starlight at Altair Irvine	Lennar	Ir	DTMU		91	0	3	33	1	0	45	6	0.49	0.35
Tribeca at Central Park West	Lennar	Ir	ATMU		120	0	3	41	0	0	67	2	0.67	0.12
Windchime at Parasol Park	Lennar	Ir	ATMU		118	0	3	2	0	0	115	3	1.08	0.18
Chateau Estates	Melia	GG	DTMU		35	0	2	72	2	0	16	16	2.60	2.60
City Square	Meritage	Ir	ATMU		44	0		17	0	0	0	0	0.00	0.00
District Walk	Olson	An	ATMU		42	0	7	35	1	0	7	7	0.94	0.94
Tapestry Walk	Olson	An	ATMU		120	0	5	15	1	0	115	7	1.18	0.41
Greenleaf	Pinnacle	GG	ATT		17	0	1	21	0	0	10	4	0.25	0.24
Duet at Cadence Park	Pulte	Ir	SFD		96	0	5	15	0	1	31	5	0.85	0.29
Avila at Eastwood Village	Richmond American	Ir	DTMU		83	0	3	23	1	0	67	9	0.76	0.53
Cabaletta at Cadence Park	Richmond American	Ir	Update	ATT	70	0	8	24	0	0	22	15	0.46	0.88

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects		Participating : 72				In Area : 72			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Juniper at Portola Springs	Richmond American	Ir	DTMU		109	0	3	31	0	0	64	13	0.58	0.76
Artisan at South Coast	Shea	SA	DTMU		42	0	5	19	0	0	20	13	0.46	0.76
Padova at Orchid Hills	Shea	Ir	DTMU		99	3	4	39	1	0	69	5	0.65	0.29
Avery at The Grove	Taylor Morrison	SA	DTMU		22	0	3	11	0	0	4	4	0.18	0.24
Muse at Cadence Park	Taylor Morrison	Ir	ATMU		70	0	11	34	2	0	34	13	0.72	0.76
Vintage at Old town	Taylor Morrison	Ts	ATMU		140	3	4	30	2	1	17	12	0.79	0.71
Lucca at Orchard Hills	The New Home Co	Ir	DTMU		40	0	1	3	0	0	39	1	0.41	0.06
Marywood Hills	The New Home Co	Or	DTMU		40	0	2	32	0	0	10	7	0.19	0.41
Morro at Eastwood Village	The New Home Co	Ir	DTMU		81	0	4	14	0	0	36	4	0.40	0.24
Lyric at Cadence Park	TRI Pointe	Ir	DTMU		70	0	11	17	0	0	27	11	0.47	0.65
StrataPointe	TRI Pointe	BP	ATMU		149	0	1	12	0	0	148	11	1.35	0.65
Varenna	TRI Pointe	Ir	DTMU		135	0	10	12	1	0	89	9	0.62	0.53
Lewis + Mason	Trumark	An	ATT		153	0	15	29	1	1	45	9	1.43	0.53
Magnolia Park I and II	Van Daele	An	SFD		53	0	8	40	1	1	45	16	0.95	0.94
Calistoga at Eastwood	William Lyon	Ir	DTMU		60	0	3	0	0	0	57	0	0.38	0.00
Echo at Novel Park	William Lyon	Ir	DTMU		64	3	3	12	1	0	3	3	0.32	0.32
Flora Park	William Lyon	Cy	AASF		244	6	4	70	4	0	175	50	3.22	2.94
Fringe at Novel Park	William Lyon	Ir	ATMU		112	0	2	12	0	0	1	1	0.23	0.23
Modo at Novel Park	William Lyon	Ir	ATMU		70	0	3	12	0	0	9	9	2.03	2.03
Nova at Novel Park	William Lyon	Ir	ATMU		55	3	4	2	2	1	17	17	3.84	3.84
Revo at Novel Park	William Lyon	Ir	ATMU		120	0	2	12	0	0	1	1	0.29	0.29
Trend at Novel Park	William Lyon	Ir	ATMU		48	0	2	12	0	0	1	1	0.29	0.29
Verge at Novel Park	William Lyon	Ir	ATMU		67	0	3	12	0	0	3	3	0.68	0.68
TOTALS: No. Reporting:		72	Avg. Sales: 0.39		Traffic to Sales: 68 : 1		287	2315	34	6	3390	601	Net:	28

City Codes: An = Anaheim, BP = Buena Park, Cy = Cypress, GG = Garden Grove, Ir = Irvine, Or = Orange, SA = Santa Ana, Ts = Tustin

North Orange					Projects		Participating : 8				In Area : 8			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Newbury	Brandywine	YL	DTMU		15	0	2	18	0	0	13	2	0.20	0.12
Magnolia at Loma Vista	Lennar	YL	ATMU		62	0	3	82	1	0	27	27	1.64	1.64
Primrose at Loma Vista	Lennar	YL	ATMU		94	0	3	82	0	0	36	36	2.19	2.19
Jasmine at Loma Vista	Melia	YL	ATMU		36	0	8	41	2	0	28	28	1.85	1.85
Portola Walk	Olson	LH	ATT		50	0	6	31	1	1	25	16	0.85	0.94
Skylark	Shea	LH	ATMU		32	3	4	18	1	0	8	5	0.19	0.29
Wedgewood	Shea	YL	DTMU		22	0	2	49	1	0	5	5	0.18	0.29
Agave at La Floresta	The New Home Co	Br	AAAT		80	0	6	14	0	0	33	5	0.41	0.29
TOTALS: No. Reporting:		8	Avg. Sales: 0.63		Traffic to Sales: 56 : 1		34	335	6	1	175	124	Net:	5

City Codes: Br = Brea, LH = La Habra, YL = Yorba Linda

North Coastal Orange					Projects		Participating : 8				In Area : 8			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aura	DeNova	CM	DTMU		33	0	4	3	0	0	29	3	0.32	0.18
Elara	DeNova	CM	DTMU		56	0	7	30	1	0	29	8	0.53	0.47
Place, The	Intracorp	CM	DTMU		42	5	4	13	1	0	30	16	0.52	0.94
Lido Villas	Landsea	NB	ATMU		23	3	2	50	2	0	7	7	0.74	0.74
Ebb Tide	MBK	NB	Update	DTMU	81	0	6	0	0	0	75	0	0.76	0.00
17 West Live/Work	Meritage	CM	ATMU		89	0	7	9	1	0	53	11	0.58	0.65
17 West Lofts	Meritage	CM	ATMU		46	0	8	12	1	0	35	10	0.38	0.59

(North Coastal Orange) Continued ...

Development Name	Developer	City Code	Notes	Type										
North Coastal Orange					Projects Participating : 8								In Area : 8	
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Continued ...														
Parkside Estates	Shea	HB	DTMU		111	0	2	81	1	0	34	18	0.82	1.06
TOTALS: No. Reporting:		8	Avg. Sales: 0.88		Traffic to Sales: 28 : 1		40	198	7	0	292	73	Net: 7	

City Codes: CM = Costa Mesa, HB = Huntington Beach, NB = Newport Beach

South Coastal Orange				Projects				Participating : 6			In Area : 6		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Aqua Sea Summit	Taylor Morrison	SCI	DTMU	127	0	3	24	0	0	124	1	0.63	0.06
Azure Sea Summit	Taylor Morrison	SCI	DTMU	81	0	2	24	0	0	68	8	0.38	0.47
Indigo Sea Summit	Taylor Morrison	SCI	DTMU	24	0	1	24	0	0	19	1	0.14	0.06
Sapphire Sea Summit	Taylor Morrison	SCI	DTMU	77	0	3	24	0	0	72	6	0.40	0.35
Grand Monarch	William Lyon	DA	ATMU	37	0	8	2	0	0	19	1	0.09	0.06
South Cove	Zephyr	DA	ATMU	168	0	4	25	0	0	56	7	0.79	0.41
TOTALS: No. Reporting:		6	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		21	123	0	0	358	24	Net: 0

City Codes: DA = Dana Point, SCI = San Clemente

South Inland Orange				Projects Participating : 29							In Area : 29		
				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
Oaks, The	Baldwin and Sons	Lfo	DTMU	304	0	31	55	0	0	73	12	0.37	0.71
Christopher Homes at Ladera Ranch	Christopher	LR	DTMU	36	0	1	6	0	0	35	0	0.38	0.00
Highmark at Ironridge	KB Home	Lfo	DTMU	83	3	4	23	1	0	36	8	0.51	0.47
Brookhaven	Landsea	Lfo	DTMU	80	0	8	22	0	0	34	11	0.45	0.65
Copperleaf/Silveroak at IronRidge	Landsea	Lfo	ATMU	251	0	7	37	0	0	18	8	0.93	0.47
Sagebluff	Landsea	Lfo	DTMU	65	0	7	19	0	0	46	7	0.56	0.41
Windstone	Landsea	Lfo	DTMU	85	0	10	28	1	0	40	13	0.49	0.76
Avant at Esencia	Lennar	RMV	SFD	105	0	2	36	0	0	47	15	0.61	0.88
Avocet at Esencia	Lennar	RMV	DTMU	95	0	2	2	0	0	91	5	0.48	0.29
Iris at Esencia	Lennar	RMV	DTMU	94	0	3	11	0	0	74	9	0.58	0.53
Vivaz at Esencia	Lennar	RMV	DTMU	79	0	4	26	0	0	55	13	0.73	0.76
Veranda	MBK	RMV	ATMU	86	0	9	19	1	0	77	6	0.57	0.35
Modena at Esencia	Meritage	RMV	ATT	118	3	4	31	3	0	59	21	0.67	1.24
Alondra	Shea	RMV	DTMU	121	0	2	21	0	0	111	9	0.57	0.53
Bristol at Baker Ranch	Shea	Lfo	DTMU	85	0	2	13	1	0	62	8	0.93	0.47
Cortesa	Shea	RMV	DTMU	135	0	4	26	0	0	113	14	0.58	0.82
Rowe	Shea	Lfo	ATMU	228	0	6	33	0	1	222	4	1.13	0.24
Teresina	Shea	Lfo	DTMU	85	0	3	0	0	0	0	0	0.00	0.00
Cove at Pacifica San Juan	Taylor Morrison	SJC	ATMU	70	0	3	16	1	0	55	15	0.83	0.88
Azure at Esencia	The New Home Co	RMV	ATMU	80	0	2	42	0	0	71	7	0.93	0.41
Cobalt at Esencia	The New Home Co	RMV	ATMU	72	0	2	42	0	0	30	9	0.39	0.53
Sky Ranch at Covenant Hills	The New Home Co	LR	DTMU	28	0	4	30	0	0	17	3	0.43	0.18
Topaz at Esencia	The New Home Co	RMV	DTMU	56	0	4	27	0	1	16	7	0.28	0.41
Aria at Esencia	TRI Pointe	RMV	DTMU	151	0	S/O	2	1	0	151	4	0.80	0.24
Viridian	TRI Pointe	RMV	DTMU	72	0	13	28	0	0	36	7	0.71	0.41
Artisan	William Lyon	LR	DTMU	14	0	3	1	0	0	10	0	0.05	0.00
Artisan II	William Lyon	LR	DTMU	7	0		1	0	0	0	0	0.00	0.00
Briosa	William Lyon	RMV	DTMU	50	0	4	5	0	1	46	6	0.34	0.35
Reverie at Esencia	William Lyon	RMV	DTMU	118	0	3	18	1	0	45	9	0.71	0.53

(South Inland Orange) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Inland Orange					Projects				Participating : 29				In Area : 29	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
TOTALS: No. Reporting:		29	Avg. Sales: 0.24		Traffic to Sales: 62 : 1		147	620	10	3	1670	230	Net: 7	

City Codes: Lfo = Lake Forest, LR = Ladera Ranch, RMV = Rancho Mission Viejo, SJC = San Juan Capistrano

San Gabriel Valley					Projects				Participating : 2				In Area : 2	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Palmera	Brandywine	BP	ATMU		23	0	8	42	1	0	15	15	1.31	1.31
Pacific Villas	Williams	BP	SFD		47	0	5	30	1	1	42	9	0.82	0.53
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 36 : 1		13	72	2	1	57	24	Net: 1	

City Codes: BP = Baldwin Park

Northeast Los Angeles					Projects				Participating : 4				In Area : 4	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
E.R.B.	Warmington	LA	DTMU		45	0	2	11	0	0	34	3	0.45	0.18
Coolidge Place	Watt	LA	SFD		30	0	3	1	0	0	3	3	0.11	0.18
Bridewell	Williams	HP	DTMU		9	0	1	6	1	0	8	4	0.17	0.24
Echo Two Four	Williams	HP	ATMU		24	0	4	13	0	0	20	11	0.35	0.65
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 31 : 1		10	31	1	0	65	21	Net: 1	

City Codes: HP = Highland Park, LA = Los Angeles

West Los Angeles					Projects				Participating : 5				In Area : 5	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Collection at Playa Vista	Brookfield	PVst	ATMU		66	4	21	23	0	0	40	6	0.41	0.35
Jewel at Playa Vista	Brookfield	PVst	DTMU		14	0	1	6	0	0	13	1	0.11	0.06
Ashton	Meritage	Wa	ATMU		70	0		31	0	0	0	0	0.00	0.00
Ashton on Lanark	Meritage	Wa	SFD		7	0	1	13	0	0	1	1	0.03	0.06
Seabluff	The New Home Co	PVst	ATT		75	0	8	25	0	0	38	4	0.62	0.24
TOTALS: No. Reporting:		5	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		31	98	0	0	92	12	Net: 0	

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles					Projects				Participating : 9				In Area : 9	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Pacific Landing	DR Horton	EIS	DTMU		24	0	3	3	0	0	18	12	0.42	0.71
Waypointe	DR Horton	EIS	ATT		34	0	3	5	1	0	12	8	0.38	0.47
Crescent Square	Far West Industries	SH	DTMU		25	0	1	13	0	0	24	2	0.25	0.12
Edgemont	KB Home	Com	SFD		62	0	1	30	2	0	29	14	0.99	0.82
Vista Pointe	KB Home	LA	DTMU		56	0	1	37	1	0	41	34	2.26	2.00
Magnolia Walk	Olson	WBK	SFD		94	0	3	22	1	0	78	23	1.68	1.35
Pacific Bougainvillea	Pacific	Tor	SFD		63	0	2	30	1	0	21	3	0.26	0.18
Dorado	Pulte	LB	DTMU		40	0	3	19	1	1	12	6	0.51	0.35
Asher Pointe	Watt	GRD	DTMU		21	0	4	27	0	0	13	4	0.23	0.24
TOTALS: No. Reporting:		9	Avg. Sales: 0.67		Traffic to Sales: 27 : 1		21	186	7	1	248	106	Net: 6	

City Codes: Com = Compton, EIS = El Segundo, GRD = Gardena, LA = Los Angeles, LB = Long Beach, SH = Signal Hill, Tor = Torrance, WBK = Willowbrook

Development Name	Developer	City Code	Notes	Type										
San Fernando Valley					Projects				Participating : 11				In Area : 11	
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Bristol at Northpointe	DR Horton	WH	DTMU	47	0	1	2	0	1	46	6	0.64	0.35	
Hampton at Northpointe	DR Horton	WH	DTMU	32	0	1	5	1	0	28	7	0.57	0.41	
Brighton	KB Home	VN	SFD	58	3	2	15	3	0	43	23	1.10	1.35	
Sterling at West Hills	Pulte	WH	DTMU	143	0	10	30	2	0	58	8	0.44	0.47	
Vesper Village	Richmond American	PC	DTMU	25	0	4	10	0	0	8	8	0.30	0.47	
District at Northridge	Shea	Nor	ATMU	166	0	3	27	0	0	147	21	0.96	1.24	
Glen, The	Warmington	VG	ATMU	63	0	1	16	0	0	56	6	0.66	0.35	
Entrada at Sylmar	Watt	Syl	SFD	20	0	3	13	0	0	3	1	0.06	0.06	
New Heights	Watt	WH	DTMU	43	0	5	20	0	0	4	4	0.26	0.26	
Palmilla	Williams	Syl	SFD	12	0	3	23	0	0	9	3	0.19	0.18	
Tovara West	Williams	Syl	ATMU	125	0	6	15	3	2	50	23	1.18	1.35	
TOTALS: No. Reporting:		11	Avg. Sales: 0.55		Traffic to Sales: 20 : 1		39	176	9	3	452	110	Net: 6	

City Codes: Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

East San Gabriel				Projects Participating : 12							In Area : 12		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Bradbury	Brandywine	LAP	SFD	45	0	4	28	3	0	35	19	0.75	1.12
Citrus + Palm at Rosedale	Brookfield	Az	ATMU	112	0	S/O	22	0	0	112	7	1.71	0.41
Barcelona	Crestwood	Po	SFD	36	0	3	28	1	0	26	5	0.48	0.29
Avendale at Phillips Ranch	Lennar	Po	DTMU	56	0	4	20	0	0	23	2	0.41	0.12
Crossings at Phillips Ranch	Lennar	Po	DTMU	68	3	4	20	1	0	26	6	0.46	0.35
South Pointe	Lennar	DB	DTMU	99	0	4	24	0	0	86	9	0.79	0.53
Citrus Promenade	Meritage	COV	ATMU	117	3	4	29	1	0	26	18	0.88	1.06
Manzanita Walk	Olson	HAH	ATT	21	0	4	25	1	0	15	10	0.53	0.59
Grove, The	Richmond American	Po	SFD	123	0	S/O	15	3	0	123	12	1.09	0.71
Moreton Place	Watt	GLD	DTST	40	3	4	47	1	0	6	2	0.14	0.12
La Colina Estates	William Lyon	GLD	DTMU	121	0	2	7	0	0	44	4	0.21	0.24
Meadow Park	William Lyon	CL	ATMU	95	0	2	3	0	0	40	5	0.34	0.29
TOTALS: No. Reporting:		12	Avg. Sales: 0.92		Traffic to Sales: 24 : 1		35	268	11	0	562	99	Net: 11

City Codes: Az = Azusa, CL = Claremont, COV = Covina, DB = Diamond Bar, GLD = Glendora, HAH = Hacienda Heights, LAP = La Puente, Po = Pomona

West San Gabriel				Projects Participating : 3							In Area : 3		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Bella Rosa	DR Horton	RMD	DTMU	21	0	4	4	0	0	9	9	1.21	1.21
Arbor Walk	Olson	Arc	ATMU	15	0	7	30	1	0	8	8	0.43	0.47
VuePointe	TRI Pointe	ELM	ATMU	102	0	2	16	1	0	100	4	1.09	0.24
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 25 : 1		13	50	2	0	117	21	Net: 2	

City Codes: Arc = Arcadia, ELM = El Monte, RMD = Rosemead

Southeast Los Angeles					Projects Participating : 2						In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Corte Bella	Ventana	BLF	ATMU	30	0	4	28	0	0	15	5	0.24	0.29
Garden House	Ventana	BLF	ATMU	24	0	2	28	2	0	18	5	0.28	0.29
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 28 : 1		6	56	2	0	33	10	Net: 2	

City Codes: BLF = Bellflower

Development Name	Developer	City Code	Notes	Type										
Santa Clarita Valley					Projects Participating : 14							In Area : 14		
					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
Eagle Crest	Frontier	La		DTMU	43	0	6	12	2	0	34	9	0.50	0.53
Avanti at Westcreek	Lennar	SC		DTMU	92	3	3	38	2	0	70	25	1.30	1.47
Galloway at Five Knolls	Lennar	SC		AASF	140	0	3	49	1	1	25	7	0.47	0.41
Pacific Sage	Pacific	Plmd	New	DTMU	40	0	3	17	0	0	29	5	0.44	0.29
Arista of Aliento	Pardee	SC		DTMU	112	0	8	41	0	1	79	9	0.69	0.53
Cresta at Aliento	Pardee	SC		DTMU	67	0	15	30	1	0	26	4	0.45	0.24
Lyra at Skyline Ranch	Pardee	SC		DTMU	84	1	9	61	1	0	15	5	0.59	0.29
Sola at Skyline Ranch	Pardee	SC		DTMU	73	0	8	87	5	0	45	29	1.77	1.71
Verano	Pardee	SC		AASF	95	0	16	17	0	0	50	7	0.51	0.41
Celestia at Skyline	TRI Pointe	SC		DTMU	72	0	16	48	0	0	27	16	1.06	0.94
Lucera at Aliento	TRI Pointe	SC		DTMU	67	0	1	0	0	0	66	3	0.57	0.18
Mystral at Skyline	TRI Pointe	SC		DTMU	78	0	11	23	1	0	19	12	0.75	0.71
Paloma at West Creek	TRI Pointe	SC		ATMU	155	0	15	43	0	1	85	24	1.36	1.41
Tierno at Aliento	TRI Pointe	SC		DTMU	121	0	11	36	0	0	75	11	0.65	0.65
TOTALS: No. Reporting:		14	Avg. Sales: 0.71		Traffic to Sales:		39 : 1	125	502	13	3	645	166	Net: 10

City Codes: La = Lancaster, Plmd = Palmdale, SC = Santa Clarita

Antelope Valley				Projects Participating : 4							In Area : 4		
				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
Sunset Landing	Beazer	La	SFD	143	3	4	18	1	0	84	24	0.74	1.41
Dorado Skies II	KB Home	La	SFD	79	4	4	22	2	1	68	21	1.13	1.24
Pacific Magnolia	Pacific	Plmd	SFD	40	0	5	15	0	1	13	2	0.31	0.12
Seasons at Providence Ranch	Richmond American	La	DTMU	81	0	1	15	0	0	2	2	0.50	0.50
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 23 : 1		14	70	3	2	167	49	Net:	1

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura				Projects Participating : 4							In Area : 6		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Pinnacle at Wood Ranch	Century	SV	ATMU	37	0	2	10	1	0	30	14	0.56	0.82
Belwood Place	DR Horton	SV	DTMU	48	6	6	9	2	0	24	24	1.66	1.66
Arroyo Vista at the Woodlands	KB Home	SV	DTMU	108	0	2	16	1	0	79	14	0.45	0.82
Westerly	Landsea	SV	ATMU	211	0	6	55	0	0	60	17	1.24	1.00
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 23 : 1		16	90	4	0	193	69	Net: 4	

City Codes: SV = Simi Valley

West Ventura				Projects Participating : 4							In Area : 6		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Mariposa at Springville	KB Home	Cm	ATMU	130	0	2	26	2	0	79	20	1.05	1.18
Anacapa at The Farm	Williams	Ve	ATT	32	0	1	22	1	0	31	4	0.34	0.24
Olivas at The Farm	Williams	Ve	SFD	70	0	12	22	0	0	55	10	0.60	0.59
Sespe at The Farm	Williams	Ve	SFD	25	0	S/O	22	1	0	25	5	0.27	0.29
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 23 : 1		15	92	4	0	190	39	Net:	4

City Codes: Cm = Camarillo, Ve = Ventura

Development Name	Developer	City Code	Notes	Type										
San Luis Obispo					Projects Participating : 2						In Area : 2			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Arroyos at Righetti Ranch	Williams	SLO	DTMU	52	0	7	53	0	0	22	14	0.64	0.82	
Paseos at Righetti Ranch	Williams	SLO	DTMU	33	0	12	53	0	0	13	9	0.38	0.53	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: 0 : 1			19	106	0	0	35	23	Net: 0	

City Codes: SLO = San Luis Obispo

Santa Barbara					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
Winslowe	City Ventures	Ga	ATMU	175	0	4	25	1	0	63	28	1.17	1.65
Los Carneros	Comstock Homes	Ga	UpdateDTMU	233	0	1	11	1	0	232	16	1.39	0.94
Amarena at Tree Farm	Lennar	Ga	DTMU	15	0	2	2	0	0	10	5	0.19	0.29
Limone at Tree Farm	Lennar	Ga	DTMU	18	0	1	2	0	0	13	3	0.25	0.18
Mela at Tree Farm	Lennar	Ga	ATMU	30	0	2	5	0	0	22	6	0.23	0.35
Pera at Tree Farm	Lennar	Ga	DTMU	43	0	3	6	0	0	30	11	0.31	0.65
Shea Homes at Rice Ranch	Shea	Orct	ATMU	114	0	3	13	1	0	47	8	0.44	0.47
Falcon Heights II	Williams	Lc	NewDTMU	28	0	9	3	1	0	1	1	2.33	2.33
Gardens	Williams	SMRA	DTMU	126	0	15	9	2	0	111	19	1.06	1.12
TOTALS: No. Reporting:		9	Avg. Sales: 0.67		Traffic to Sales: 13 : 1		40	76	6	0	529	97	Net: 6

City Codes: Ga = Santa Barbara, Ga = Goleta, Lc = Lompoc, Orct = Orcutt, SMRA = Santa Maria

Desert					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	
Asher Ranch II					73	3	4	7	1	0	52	15	0.78	0.88	
Frontier					RD			SFD							
TOTALS: No. Reporting: 1					Avg. Sales: 1.00		Traffic to Sales: 7 : 1		4	7	1	0	52	15	Net: 1

City Codes: RD = Rosamond

Kern					Projects Participating : 11						In Area : 11			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Sera Vista	DR Horton	BAK	SFD		79	0	3	23	2	0	76	29	1.30	1.71
Aspire at Union Village	K Hovnanian	BAK	Update	SFD	153	3	5	17	4	1	67	31	1.41	1.82
Westwind	Legacy	BAK	DTMU		159	0	4	N/A	0	0	96	8	0.38	0.47
California at Ashe Meadows	Lennar	BAK	SFD		46	0	3	26	1	1	36	30	1.08	1.76
Chateau at Ashe Meadows	Lennar	BAK	SFD		40	0	2	23	0	0	36	28	1.27	1.65
Gossamer Grove Savannah	Lennar	SHA	SFD		78	0	2	10	1	0	70	28	1.29	1.65
Gossamer Grove Skye	Lennar	SHA	SFD		100	6	4	11	4	0	81	16	1.17	0.94
Gossamer Grove Summer	Lennar	SHA	DTST		83	6	4	24	2	0	2	2	0.45	0.45
Gossamer Grove Tract 6773	Lennar	BAK	SFD		76	0	2	7	0	1	72	9	0.68	0.53
Skye at Ashe Meadows	Lennar	BAK	SFD		157	3	2	39	4	0	34	23	0.99	1.35
Northampton	Woodside	BAK	SFD		150	0	1	32	1	0	131	28	0.71	1.65
TOTALS: No. Reporting:		10	Avg. Sales: 1.60		Traffic to Sales: 11 : 1		32	212	19	3	701	232	Net:	16

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings				Projects Participating : 17							In Area : 17		
				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
Sequoia Trails Aspen	Beazer	Vi	DTMU	205	0	37	26	1	0	4	4	0.24	0.24
Sequoia Trails Cedar	Beazer	Vi	DTMU	120	0	23	2	0	0	0	0	0.00	0.00
Arbor Trail	DR Horton	Vi	SFD	77	0	4	14	0	0	38	12	0.33	0.71
Laurel Heights	DR Horton	Vi	DTMU	54	0	2	7	0	0	7	6	0.34	0.35

(Tulare/Kings) Continued ...

THE RYNESS REPORT

Week Ending
Sunday, April 28, 2019

LA-Orange-North Page 8 of: 8

Development Name	Developer	City Code	Notes	Type										
Tulare/Kings Continued ...					Projects Participating : 17							In Area : 17		
					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
Montecito	DR Horton	TU	SFD		189	0	2	14	1	0	60	17	0.68	1.00
Orchard Walk	DR Horton	Vi	DTMU		52	0	3	23	0	0	27	21	1.26	1.24
Quail Creek	DR Horton	TU	SFD		77	0	2	8	0	0	70	11	0.69	0.65
River Run	DR Horton	Vi	SFD		55	3	4	6	2	0	38	23	1.00	1.35
Sterling Oaks	DR Horton	Vi	DTMU		71	0		15	0	0	0	0	0.00	0.00
Wood Ranch	DR Horton	Vi	SFD		120	3	4	14	1	0	88	14	0.77	0.82
Cambridge at Legacy	Lennar	Hf	DTMU		79	0	4	12	0	0	73	0	0.55	0.00
Cambridge at Silver Oaks	Lennar	Vi	DTMU		85	0	1	2	0	0	80	0	0.51	0.00
Cambridge at Silver Oaks II	Lennar	Vi	DTMU		90	0	1	2	0	0	89	12	1.12	0.71
Chateau at The Vistas VI	Lennar	Vi	DTMU		94	3	4	10	3	0	78	27	1.23	1.59
Legacy 2 Cambridge	Lennar	Hf	SFD		62	4	5	12	4	1	57	19	0.93	1.12
Windmills Cambridge Collection	Lennar	TU	SFD		42	0	1	24	1	0	41	19	0.81	1.12
Ridge Creek	Woodside	DI	SFD		170	0	1	14	1	0	35	8	0.58	0.47
TOTALS: No. Reporting:		17	Avg. Sales: 0.76		Traffic to Sales: 15 : 1		98	205	14	1	785	193	Net:	13

City Codes: DI = Dinuba, Hf = Hanford, TU = Tulare, Vi = Visalia

LA-Orange-North					Projects Participating : 237					In Area : 241			
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 236			Avg. Sales: 0.56		Traffic to Sales: 38 : 1		1,060	5888	155	24	10,808	2,338	Net: 131

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

THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 17, Ending **April 28, 2019**

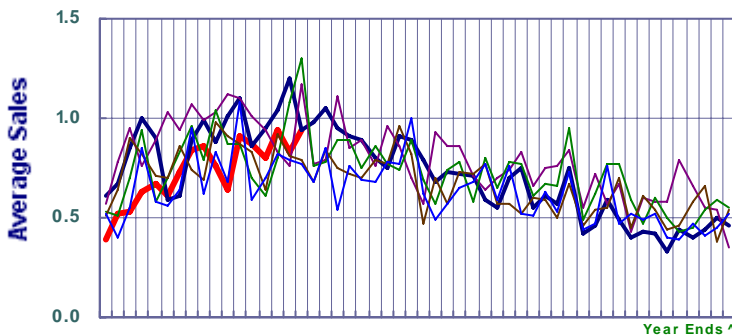
Inland Empire

NATIONAL BUILDER DIVISION

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
Central-North Central Riverside		37	1,417	50	8	42	1.14	0.83	37%	0.88	29%
Desert Riverside		5	73	2	2	0	0.00	0.67	-100%	0.72	0%
Murrieta - Temecula		21	563	25	3	22	1.05	0.64	64%	0.68	53%
Northwest Riverside		35	1,705	44	7	37	1.06	0.69	53%	0.73	44%
South Riverside		46	1,191	45	7	38	0.83	0.74	12%	0.80	3%
Central-East San Bernardino		17	545	20	3	17	1.00	0.80	25%	0.84	19%
Desert San Bernardino		7	80	2	0	2	0.29	0.71	-60%	0.81	-65%
NW-SW San Bernardino		46	1,735	49	5	44	0.96	0.75	28%	0.74	29%
Current Week Totals	Traffic : Sales 31 : 1	214	7,309	237	35	202	0.94	0.74	28%	0.78	21%
Per Project Average			34	1.11	0.16	0.94					
Year Ago - 04/29/2018	Traffic : Sales 33 : 1	143	5,400	165	31	134	0.94	0.85	10%	0.92	2%
% Change		50%	35%	44%	13%	51%	1%	-14%		-16%	

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 17 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	67	33	0.92	0.24	0.68	0.63
■	2015	99	38	0.91	0.15	0.77	0.67
■	2016	143	33	0.91	0.16	0.76	0.72
■	2017	127	35	1.13	0.17	0.96	0.79
■	2018	126	36	1.06	0.17	0.88	0.69
■	2019	208	32	0.90	0.16	0.74	0.74
% Change :		65%	-12%	-15%	-8%	-17%	7%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.04%	4.16%
FHA	3.72%	3.78%
10 Yr Yield	2.53%	



Market Commentary

Total housing starts fell 0.3% in March to a seasonally adjusted annual rate of 1.14 million units from a downwardly revised reading in February, according to a report from the U.S. Housing and Urban Development and Commerce Department that was delayed due to the partial government shutdown. The March reading of 1.14 million is the number of housing units builders would begin construction if they kept this pace for the next 12 months. Within this overall number, single-family starts fell 0.4% to 785,000 units. The multifamily sector, which includes apartment buildings and condos, remained flat at 354,000. "Despite signs of stabilization of confidence in the marketplace, housing affordability continues to be a concern as housing construction weakens into March," said Greg Ugalde, chairman of the National Association of Home Builders. "Data in the early months of 2019 show single-family starts are off 5% from this time in 2018, with notable weakness in the Midwest and West," said NAHB Chief Economist Robert Dietz. "Several factors are negatively affecting the housing market, including excessive regulations, a lack of buildable lots and ongoing labor shortages. Recent declines in mortgage rates should help support the market in future months however." Regionally, combined single-family and multi-family starts year to date declined 14.2% in the Northeast, 10.9% in the Midwest and 27.1% in the West. Starts posted a 1.5% increase in the South. Overall permits, which are often a harbinger of future housing production edged 1.7% lower in March to 1.27 million units. Single-family permits fell 1.1% to an annualized pace of 808,000, while multifamily permits dropped 2.7% to an annual rate of 461,000. Source: Elizabeth Thompson NAHB

Development Name	Developer	City Code	Notes	Type										
Central Riverside					Projects Participating : 10							In Area : 10		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Palisades Pointe	DR Horton	SJ		DTMU	83	6	6	7	2	0	3	3	0.55	0.55
Palmilla	DR Horton	SJ		DTMU	31	0		3	0	0	0	0	0.00	0.00
Stonecreek at Green Valley Ranch	KB Home	Prs		DTMU	145	0	17	29	3	1	13	3	0.53	0.18
Stonecrest at The Cove	KB Home	SJ		SFD	200	0	10	23	2	1	160	15	1.06	0.88
Arterra	Lennar	SJ		SFD	87	3	4	24	3	0	81	25	1.22	1.47
Pacific Melrose	Pacific	Rmo	New	DTMU	97	0	14	15	1	0	66	11	0.63	0.65
Luz Del Sol	Signature	SJ		DTMU	164	0	2	37	1	0	79	4	0.74	0.24
Collection at Hideaway	William Lyon	He		SFD	96	0	3	25	1	0	23	8	0.55	0.47
Court at Hideaway	William Lyon	He	Update	SFD	97	0	5	25	0	0	19	6	0.45	0.35
Parkside	William Lyon	SJ	Update	SFD	92	0	18	14	2	2	74	14	1.19	0.82
TOTALS: No. Reporting:		10	Avg. Sales: 1.10		Traffic to Sales: 13 : 1			79	202	15	4	518	89	Net: 11

City Codes: He = Hemet, Prs = Perris, Rmo = Romoland, SJ = San Jacinto

North Central Riverside					Projects				Participating : 28				In Area : 30		
					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	
Hyde Park	Beazer	MV	SFD	274	0	2	19	6	0	69	39	1.24	2.29		
Camellia Pointe at Summerwind Trails	DR Horton	CI	DTMU	121	0	2	5	0	0	7	7	0.43	0.43		
Mesa Pointe	DR Horton	CI	New DTMU	121	0	5	10	1	0	1	1	2.33	2.33		
Retreat at Summerwind Trails	DR Horton	CI	DTMU	41	0	1	4	1	0	11	11	0.67	0.67		
Four Seasons Beaumont	K Hovnanian	Be	DTMU	914	3	4	24	2	1	853	38	2.11	2.24		
Bella Cortina	KB Home	MV	DTMU	159	0	5	61	3	1	87	23	1.09	1.35		
Daybreak	KB Home	MV	DTMU	114	0	22	32	4	1	58	17	0.81	1.00		
Meadow Creek	Lennar	MV	SFD	161	0	1	N/A	0	0	108	7	1.16	0.41		
Painted Sky at Summerwind Trails	Lennar	CI	DTMU	105	0	2	43	0	0	16	16	1.06	1.06		
Wildflower at Summerland Trails	Lennar	CI	DTMU	141	0	3	40	1	0	12	12	0.79	0.79		
Garland at Summerwind Trails	Meritage	CI	DTMU	80	0	3	60	0	0	3	3	0.88	0.88		
Abrio at Sundance	Pardee	Be	DTMU	82	9	12	84	2	0	52	17	0.91	1.00		
Alisio at Sundance	Pardee	Be	DTST	84	12	24	32	1	0	29	29	2.16	2.16		
Avid	Pardee	Be	SFD	103	0	22	70	0	0	14	5	0.45	0.29		
Beacon at Sundance	Pardee	Be	DTMU	114	8	11	65	2	0	53	11	1.01	0.65		
Cascade at Sundance	Pardee	Be	SFD	151	10	15	32	3	1	133	16	1.41	0.94		
Daybreak at Sundance	Pardee	Be	SFD	139	0	9	42	3	0	98	20	1.04	1.18		
Elan	Pardee	Be	SFD	81	0	22	70	1	0	7	3	0.22	0.18		
Elara at Sundance	Pardee	Be	SFD	248	0	11	19	2	0	230	16	1.60	0.94		
Mira	Pardee	Be	SFD	92	0	34	70	0	0	6	-2	0.19	-0.12		
Vita	Pardee	Be	SFD	152	0	23	70	1	0	19	6	0.60	0.35		
Athens	William Lyon	MV	SFD	86	0	5	46	0	0	81	17	0.65	1.00		
Augusta	William Lyon	MV	SFD	140	0	S/O	50	1	0	140	21	1.44	1.24		
Avia at Olivewood	William Lyon	Be	SFD	160	0	3	51	0	0	32	11	0.71	0.65		
Capella at Olivewood	William Lyon	Be	SFD	308	0	2	51	0	0	27	9	0.60	0.53		
Lugano at Olivewood	William Lyon	Be	SFD	240	0	4	51	0	0	22	6	0.49	0.35		
Provence at Olivewood	William Lyon	Be	SFD	67	0	3	51	1	0	30	16	0.66	0.94		
Oak Ridge at The Fairways	Woodside	Be	DTMU	148	0	2	63	0	0	116	13	0.73	0.76		
TOTALS: No. Reporting: 27					Avg. Sales: 1.15		Traffic to Sales: 35 : 1		252	1215	35	4	2314	388	Net: 31

City Codes: Be = Beaumont, Cl = Calimesa, MV = Moreno Valley

Development Name	Developer	City Code	Notes	Type										
Desert Riverside					Projects			Participating : 5				In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Floresta	Beazer	LQ	DTMU	82	0	5	12	0	1	3	3	0.24	0.24	
Vermillion at Escena	Beazer	PS	DTMU	72	0	4	0	0	0	66	1	0.28	0.06	
Hacienda Pointe	DR Horton	In	DTMU	137	0	3	4	0	1	128	21	0.88	1.24	
ICON	Far West Industries	PS	DTMU	46	0	19	29	0	0	16	3	0.34	0.18	
Four Seasons at Terra Lago	K Hovnanian	In	DTMU	716	0	2	28	2	0	350	26	1.35	1.53	
TOTALS: No. Reporting: 5		Avg. Sales: 0.00		Traffic to Sales: 37 : 1		33	73	2	2	563	54	Net: 0		

City Codes: In = Indio, LQ = La Quinta, PS = Palm Springs

Murrieta - Temecula					Projects				Participating : 21				In Area : 21		
					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	
Agave at Spencer's Crossing	Brookfield	Mu	DTMU		119	0	20	46	0	0	20	14	0.40	0.82	
Juniper at Spencer's Crossing	Brookfield	Mu	DTMU		114	0	7	26	1	0	104	8	0.69	0.47	
Bellevue at The Promontory	Cornerstone	Mu	SFD		94	0	2	37	0	0	25	7	0.27	0.41	
Brighton at The Promontory	Cornerstone	Mu	SFD		110	0	9	40	1	0	9	8	0.27	0.47	
Calistoga at The Promontory	Cornerstone	Mu	SFD		64	0	3	33	1	0	44	7	0.36	0.41	
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu	SFD		65	3	3	5	2	0	18	12	0.56	0.71	
Emerson at Alderwood	DR Horton	Mu	DTMU		60	0	1	0	0	0	59	3	0.72	0.18	
Indigo Place	DR Horton	Te	DTMU		54	0	2	7	1	0	43	10	0.75	0.59	
Oaks, The at Santa Rosa Highlands	DR Horton	Mu	SFD		77	0	3	7	1	0	12	6	0.37	0.35	
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu	ATT		68	0	3	3	0	0	18	9	0.56	0.53	
Sequoia at Santa Rosa Highlands	DR Horton	Mu	SFD		51	0	3	8	1	0	15	10	0.46	0.59	
Santolina at Spencer's Crossing	KB Home	Mu	Update	SFD	108	0	17	25	3	1	31	13	0.64	0.76	
Westpark	KB Home	Mu	DTMU		64	0	10	23	0	0	14	9	0.34	0.53	
Marbella at Terracina	Lennar	Te	SFD		200	6	2	73	8	0	163	17	1.54	1.00	
Nicolas Heights	Lennar	Te	SFD		83	0	4	46	0	0	46	11	0.65	0.65	
Vista Bella	Melia	Mu	ATMU		80	0	4	38	4	1	42	20	0.97	1.18	
Braeburn at Spencer's Crossing	Pardee	Mu	SFD		82	9	15	40	2	0	28	20	0.56	1.18	
Tamarack at Spencer's Crossing	Pardee	Mu	DTMU		84	0	9	25	0	0	64	2	0.82	0.12	
Sycamore at Spencer's Crossing	Richmond American	Mu	SFD		55	0	1	15	0	0	54	4	0.36	0.24	
Sycamore North at Spencers Crossing	Richmond American	Mu	DTMU		46	0	4	15	0	1	42	10	0.52	0.59	
Preserve	William Lyon	Mu	SFD		207	0	4	51	0	0	89	29	1.33	1.71	
TOTALS: No. Reporting: 21		Avg. Sales: 1.05		Traffic to Sales: 23 : 1		126	563	25	3	940	229	Net: 22			

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside					Projects				Participating : 35				In Area : 35	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Paseo at Sendero	Century	Ev	DTMU		82	0	9	36	0	0	5	5	0.24	0.29
Tramonte at Citrus Heights	City Ventures	Rs	SFD		165	0	2	40	0	0	55	22	1.28	1.29
Granite Ridge	Far West Industries	JU	DTMU		192	0	10	70	2	0	126	29	2.19	1.71
Barrington Place North	Frontier	JU	DTMU		101	0	9	32	2	0	24	6	0.46	0.35
Barrington Place South	Frontier	JU	DTMU		75	0	17	15	2	0	19	7	0.37	0.41
Hillcrest	Frontier	Rs	DTMU		26	0	1	15	0	0	12	4	0.23	0.24
Bella Vista Estates	Griffin	Rs	DTMU		35	0	1	35	0	0	31	1	0.20	0.06
Bella Vista Estates Corona	Griffin	Co	DTMU		25	0	11	31	0	1	3	3	0.32	0.32
Bella Vista III	Griffin	Rs	DTMU		15	0	3	35	0	0	12	9	0.23	0.53
Harmony Grove	Griffin	Co	DTMU		50	0	7	78	0	0	2	2	0.82	0.82
Capistrano at Spring Mountain Ranch	KB Home	Rs	DTMU		159	3	1	42	4	0	148	36	1.85	2.12
Monterey at Spring Mountain Ranch	KB Home	Rs	SFD		156	0	4	34	2	2	152	41	1.56	2.41

(Northwest Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
Northwest Riverside					Projects		Participating : 35				In Area : 35			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Trails at Mockingbird Canyon	KB Home	Rs	DTMU		59	0	3	20	0	0	7	3	0.10	0.18
Adagio at Sierra Bella	Lennar	Co	DTMU		118	0	4	115	0	1	2	2	0.09	0.12
Autumn Grove	Lennar	Rs	SFD		85	0	2	32	1	0	70	20	0.93	1.18
Floral Ridge at Citrus Heights	Lennar	Rs	SFD		81	0	2	131	2	1	42	15	0.32	0.88
Hideaway at Sycamore Creek	Lennar	Co	SFD		88	6	4	32	4	0	32	21	0.91	1.24
Oakwood at Sycamore Creek	Lennar	Co	SFD		104	0	2	31	2	0	25	16	0.71	0.94
Orchard at Citrus Heights	Lennar	Rs	SFD		141	0	6	87	1	0	117	19	0.89	1.12
Solana at Sendero	Lennar	Ev	SFD		136	8	11	55	2	0	46	11	1.38	0.65
Sonata at Sierra Bella	Lennar	Co	DTMU		119	3	4	115	1	0	5	4	0.24	0.24
Sonoma at Sendoro	Lennar	Ev	SFD		94	0	13	56	2	0	17	7	0.51	0.41
Tranquility at Riverbend	Lennar	JU	DTMU		217	0	11	50	3	0	167	18	1.01	1.06
Harris Farm	RC Hobbs	Rs	ATT		36	6	13	11	1	2	19	3	0.48	0.18
Bedford at Whitney	The New Home Co	Co	SFD		40	0	10	36	2	0	8	4	0.25	0.24
Citron at Bedford	TRI Pointe	Co	ATT		101	0	7	24	2	0	22	11	0.70	0.65
Terrassa Villas	TRI Pointe	Co	DTMU		52	0	S/O	2	1	0	52	4	0.30	0.24
Oakton at Terramor	Van Daele	Co	New AASF		83	0	6	276	4	0	4	4	9.33	9.33
Seville	Van Daele	Co	DTMU		52	0	8	21	0	0	44	18	0.67	1.06
Valencia	Van Daele	Co	DTMU		40	0	1	21	0	0	39	2	0.60	0.12
Boardwalk Townhomes	West Coast Home Buil Co		ATT		148	0	8	33	1	0	67	18	0.86	1.06
Cameos at Turnleaf	William Lyon	JU	DTMU		216	0	3	16	1	0	120	11	1.37	0.65
Rivera	William Lyon	Rs	SFD		71	0	3	20	0	0	35	15	0.91	0.88
Sky Ridge	William Lyon	Rs	DTMU		90	0	1	0	0	0	89	3	0.35	0.18
Nova	Woodside	Co	SFD		96	0	2	58	2	0	7	4	0.22	0.24
TOTALS: No. Reporting:		35	Avg. Sales: 1.06		Traffic to Sales: 39 : 1		199	1705	44	7	1625	398	Net:	37

City Codes: Co = Corona, Ev = Eastvale, JU = Jurupa, Rs = Riverside

South Riverside					Projects		Participating : 46				In Area : 47			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Glen at Summerly	Beazer	LE	DTMU		57	0	6	24	0	0	0	0	0.00	0.00
Provence at Heritage Ranch	Beazer	Wn	DTMU		122	0	3	25	1	1	32	26	0.63	1.53
Savannah at Audie Murphy Ranch	Brookfield	Me	DTMU		129	0	11	27	1	0	19	7	0.36	0.41
Oak Hills II	Delsa	Me	SFD		21	0	1	18	0	0	18	3	0.24	0.18
Crescent Pointe at Sierra Ridge	DR Horton	Me	SFD		87	0	2	8	2	0	25	14	0.75	0.82
Larkspur at Spencer's Crossing	DR Horton	Me	DTMU		68	0	10	15	2	0	10	10	0.88	0.88
Laurel Pointe at Summerly	DR Horton	LE	DTMU		56	9	10	4	1	0	8	8	0.55	0.55
Paloma at Sierra Ridge	DR Horton	Me	SFD		63	0	3	5	2	0	15	9	0.45	0.53
Retreat at Holiday	DR Horton	Me	AASF		108	0	3	2	1	0	102	13	0.93	0.76
Tribute at Audrey Murphy Ranch	DR Horton	Me	DTMU		88	0	9	10	0	1	39	18	0.70	1.06
Boulder Estates	Griffin	Me	DTMU		29	0	7	107	0	0	14	14	1.23	1.23
Alure	KB Home	FRV	DTMU		51	0	4	20	0	0	45	5	0.63	0.29
Autumn Winds	KB Home	Wn	DTMU		141	0	13	25	2	0	33	31	1.62	1.82
Camberly Place	KB Home	FRV	DTMU		132	0	18	39	0	0	49	21	0.81	1.24
Cypress at Hidden Hills	KB Home	Me	SFD		202	0	9	26	1	0	120	28	1.23	1.65
Peppertree at Hidden Hills	KB Home	Me	DTMU		86	0	14	25	2	0	38	12	0.69	0.71
Chelsea at Heritage Lake	Lennar	Me	DTMU		113	0	2	61	1	1	4	4	0.62	0.62
Hampton at Heritage Lake	Lennar	Me	DTMU		187	0	2	61	1	0	7	7	1.09	1.09
Heritage Heights	Lennar	Me	Update DTMU		122	0	10	14	1	0	107	18	1.16	1.06
Mariposa at The Lakes	Lennar	Me	SFD		110	0	7	15	0	0	101	10	0.88	0.59

(South Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Riverside					Projects			Participating : 46				In Area : 47		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Mountain Sky at Conestoga	Lennar	Wn		SFD	113	0	11	22	0	0	30	8	0.79	0.47
Newport at Heritage Lake	Lennar	Me	Update	DTMU	117	4	11	30	2	0	78	22	0.78	1.29
Parkview at Heritage Lake	Lennar	Me		DTMU	69	0	S/O	1	1	0	69	9	0.78	0.53
Salt Creek at Conestoga	Lennar	Wn		SFD	111	0	18	39	2	1	22	10	0.58	0.59
Sunrise II at Morningstar Ranch	Lennar	Wn	Update	DTMU	95	4	5	12	2	1	90	13	0.72	0.76
Townes at Menifee Town Center	Lennar	Me		ATMU	218	0	16	48	1	0	18	18	1.75	1.75
Village at Menifee Town Center	Lennar	Me		SFD	125	0	13	27	0	0	41	9	0.95	0.53
Kingston at Audie Murphy Ranch	Meritage	Me		DTMU	102	0	14	38	0	0	30	9	0.59	0.53
Cottonwood at Pacific Mayfield	Pacific	Me		DTMU	190	0	2	16	0	0	182	5	0.31	0.29
Avena	Pardee	Wn		DTMU	84	10	16	23	2	0	42	10	0.60	0.59
Canvas at Centennial	Pardee	Me		SFD	89	0	7	32	2	0	35	26	0.75	1.53
Easton at Centennial	Pardee	Me		DTMU	92	6	12	23	1	0	20	13	0.44	0.76
Kadence at Centennial	Pardee	Me		SFD	85	0	12	32	2	0	22	13	0.47	0.76
Newpark at Centennial	Pardee	Me		DTMU	93	0	7	23	3	0	29	16	0.64	0.94
Starling at Canyon Hills	Pardee	LE		DTMU	68	0	10	13	0	0	55	10	0.52	0.59
Brixton	Pulte	Me		SFD	64	0	2	21	1	0	19	15	0.68	0.88
Reflections	Pulte	Me		DTMU	54	0	15	25	0	0	33	4	0.50	0.24
Windsor	Pulte	Me		SFD	63	0	3	33	2	0	18	12	0.56	0.71
Marisol at Summerly Homes	Richmond American	LE		DTMU	51	0	5	11	0	0	46	16	0.71	0.94
Sendero at Summerly	Richmond American	LE		SFD	65	0	3	15	2	0	19	15	0.69	0.88
The Ridge at Audie Murphy	Richmond American	Me		DTMU	86	0	2	5	1	2	84	4	0.75	0.24
Vaquero at Audie Murphy Ranch	Richmond American	Me	New	DTMU	93	0	8	61	0	0	0	0	0.00	0.00
Alder at Summerly	William Lyon	LE		SFD	65	0	4	14	0	0	61	19	1.14	1.12
Camden Place	William Lyon	Me		DTMU	151	7	8	56	2	0	7	7	1.29	1.29
Willow Tree at Audie Murphy Ranch	William Lyon	Me	Update	SFD	102	0	11	19	1	0	89	9	0.93	0.53
Dakota at Audie Murphy Ranch	Woodside	Me		DTMU	112	0	7	21	0	0	82	9	0.63	0.53
TOTALS: No. Reporting:		46	Avg. Sales: 0.83		Traffic to Sales: 26 : 1		366	1191	45	7	2007	559	Net:	38

City Codes: FRV = French Valley, LE = Lake Elsinore, Me = Menifee, Wn = Winchester

Central San Bernardino					Projects			Participating : 14				In Area : 14		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Adams Grove	Crestwood	Ri		SFD	75	0	4	28	0	0	26	11	0.44	0.65
Wildrose	Frontier	Col		DTMU	110	0	8	21	1	0	38	8	0.65	0.47
Etiwanda Ridge	Lennar	Fn		SFD	102	0	13	63	1	0	49	16	1.19	0.94
Jasmine at Arboretum	Lennar	Fn		DTMU	134	8	14	30	0	0	26	17	0.98	1.00
Lavender at Arboretum	Lennar	Fn	Update	DTMU	130	12	16	31	2	0	17	11	0.64	0.65
Lilac at Arboretum	Lennar	Fn	Update	DTMU	167	0	16	19	1	0	12	9	0.45	0.53
Magnolia at Arboretum	Lennar	Fn		DTMU	100	9	15	23	1	0	19	15	0.72	0.88
Shady Trails at Laurel Oak	Lennar	Fn		SFD	99	0	1	66	2	0	52	24	1.27	1.41
Stonehaven	Lennar	Fn		DTMU	96	0	1	4	2	0	95	18	0.93	1.06
Windrows Fontana	MCo Development	Fn		ATST	112	0	13	81	2	1	15	15	1.84	1.84
Belrose	Pulte	Fn	Update	DTMU	103	0	10	48	1	1	12	12	0.84	0.84
Monterra	Pulte	Fn	Update	DTMU	95	0	7	21	1	0	88	12	1.41	0.71
Serrano Village	RC Hobbs	Ri		DTMU	33	0	3	6	1	1	30	10	0.50	0.59
Summit Place	William Lyon	Fn		SFD	94	0	10	38	2	0	14	7	0.43	0.41
TOTALS: No. Reporting:		14	Avg. Sales: 1.00		Traffic to Sales: 28 : 1		131	479	17	3	493	185	Net:	14

City Codes: Col = Colton, Fn = Fontana, Ri = Rialto

Continued ...

Development Name	Developer	City Code	Notes	Type										
East San Bernardino					Projects				Participating : 3				In Area : 3	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Veranda Heights	Beazer	SB	SFD		38	3	3	22	3	0	21	19	0.71	1.12
Villas at The U	GFR	SB	DTST		45	0	7	18	0	0	20	10	0.83	0.59
Citrus Lane	Sea Country	LL	DTMU		35	0	4	26	0	0	31	7	0.27	0.41
TOTALS: No. Reporting: 3					Avg. Sales: 1.00				Traffic to Sales: 22 : 1				14 66 3 0 72 36 Net: 3	

City Codes: LL = Loma Linda, SB = San Bernardino

Desert San Bernardino					Projects				Participating : 7				In Area : 7	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Agave Pointe at Silverstone	DR Horton	Vic	DTMU		49	0	S/O	5	0	0	49	14	0.80	0.82
Aster Pointe	DR Horton	Ad	DTMU		44	0	2	9	0	0	1	1	0.29	0.29
Juniper at Silverstone	DR Horton	Vic	DTMU		64	0	4	7	0	0	52	11	0.85	0.65
Diamond Ridge	Frontier	Vic	SFD		122	0	23	18	0	0	37	8	0.50	0.47
Stone Briar II	Frontier	Ad	DTST		116	0	7	11	0	0	8	5	0.33	0.29
Luna Vista	K Hovnanian	Vic	DTMU		159	0	3	4	1	0	12	12	1.27	1.27
Falcon Ridge	KB Home	Vic	DTST		96	0	1	26	1	0	40	20	0.71	1.18
TOTALS: No. Reporting: 7					Avg. Sales: 0.29				Traffic to Sales: 40 : 1				40 80 2 0 199 71 Net: 2	

City Codes: Ad = Adelanto, Vic = Victorville

Northwest San Bernardino					Projects				Participating : 10				In Area : 10	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Madera Estates at Day Creek	DR Horton	RC	DTMU		51	0	2	5	2	0	24	16	1.02	0.94
Palazzo at Day Creek Square	DR Horton	RC	ATMU		66	0	3	3	0	1	15	9	0.70	0.53
Solstice at Day Creek	DR Horton	RC	ATMU		127	6	6	6	3	0	26	15	1.06	0.88
Veranda at Day Creek Square	DR Horton	RC	ATMU		100	0	1	4	1	0	17	13	0.83	0.76
Springtime at Harvest	KB Home	Up	DTMU		125	0	1	23	2	1	124	21	1.08	1.24
Arbor Square at Harvest	Lennar	Up	DTMU		127	0	6	40	0	0	2	2	0.37	0.37
Sunflower at Harvest	Lennar	Up	DTMU		66	3	3	45	1	0	3	3	0.55	0.55
Westridge at Sycamore Hills	Taylor Morrison	Up	DTMU		145	0	18	47	0	0	49	22	1.04	1.29
Bungalows at Terra Vista	Van Daele	RC	SFD		81	0	8	84	0	0	25	16	0.88	0.94
Row at Terra Vista	Van Daele	RC	ATT		133	0	9	84	2	0	21	16	0.74	0.94
TOTALS: No. Reporting: 10					Avg. Sales: 0.90				Traffic to Sales: 31 : 1				57 341 11 2 306 133 Net: 9	

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects				Participating : 36				In Area : 36	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Holiday at Emerald Park	Brookfield	OR	ATMU		91	0	19	0	1	0	9	9	0.79	0.79
Marigold at New Haven	Brookfield	On	DTMU		84	0	17	81	0	0	62	10	0.92	0.59
Solstice at Emerald Park	Brookfield	OR	ATMU		126	7	12	0	1	0	6	6	0.53	0.53
Solstice at New Haven	Brookfield	On	ATT		93	0	7	335	1	0	86	8	1.28	0.47
Waverly	Brookfield	On	DTST		196	0	5	96	4	0	175	19	0.93	1.12
Bungalows at Stonebrook	Century	Ch	DTMU		76	3	4	23	2	0	23	6	0.63	0.35
Cottages at Stonebrook	Century	Ch	DTMU		46	0	8	23	1	0	9	3	0.25	0.18
Coventry at Park Place	Christopher	On	DTMU		102	6	4	30	2	0	52	22	0.96	1.29
Cara Pointe at Avenida	DR Horton	On	SFD		97	0	2	6	2	0	37	23	1.02	1.35
Persimmon Place at Avenida	DR Horton	On	SFD		80	0	2	7	2	0	49	22	1.35	1.29
Willowleaf at Avenida	DR Horton	On	SFD		52	0	1	5	2	0	20	12	0.55	0.71
Lago Los Serranos	JTECC Investment	CH	ATMU		95	0	5	42	0	0	44	6	0.77	0.35

(Southwest San Bernardino) Continued ...

Development Name	Developer	City Code	Notes	Type										
Southwest San Bernardino Continued ...					Projects			Participating : 36				In Area : 36		
					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
Cottages on 4th	KB Home	On		SFD	55	0	10	25	0	0	45	9	1.20	0.53
Countryside	KB Home	OR	New	DTMU	52	0		101	0	0	0	0	0.00	0.00
Northpark	KB Home	On	Update	SFD	190	0	28	65	4	0	39	14	1.07	0.82
Turnleaf	KB Home	Ch		SFD	185	8	32	34	5	2	87	34	1.54	2.00
Willowmore at Park Place	KB Home	On		SFD	60	3	4	42	2	0	25	16	0.88	0.94
Amelia at The Preserve	Lennar	Ch		DTMU	110	0	16	50	1	0	84	15	0.94	0.88
Autumn Field at The Preserve	Lennar	Ch		SFD	82	0	2	1	0	0	80	6	0.99	0.35
Camden II at Park Place	Lennar	On		DTMU	88	0	8	31	0	0	77	9	1.09	0.53
Eagle Rock at Grand Park	Lennar	On		SFD	134	0	15	15	0	1	82	16	1.00	0.94
Montarra	Lennar	CH		DTMU	102	0	1	24	0	0	96	0	0.47	0.00
Montarra II at Vila Borba	Lennar	CH		DTMU	100	0	5	24	0	0	75	2	0.70	0.12
Olive Grove at The Preserve	Lennar	Ch		SFD	114	0	3	35	2	0	62	10	0.78	0.59
Pacific Crest at Grand Park	Lennar	On		SFD	92	0	TSO	0	0	0	90	3	1.10	0.18
Sierra Peak at Grand Park	Lennar	On	Update	SFD	104	0	14	31	1	0	87	10	1.14	0.59
Aurora at Park Place	Pulte	On		DTMU	47	3	3	25	2	0	9	9	0.86	0.86
Heirloom at The Preserve	Richmond American	Ch		SFD	104	0	5	30	1	0	99	11	1.07	0.65
Primrose at Park Place	Richmond American	On	Update	DTMU	79	0	1	67	0	0	11	11	3.21	3.21
Meadowood at Park Place	Taylor Morrison	On		DTMU	102	0	23	20	0	0	65	25	1.22	1.47
Seville at Park Place	The New Home Co	On		DTMU	75	0	3	22	0	0	33	5	0.60	0.29
St. James @ Park Place	TRI Pointe	On		DTMU	207	0	12	17	2	0	176	16	0.76	0.94
Centerhouse	Trumark	On		ATT	114	0	9	28	0	0	72	9	1.35	0.53
Laurel Lane	William Lyon	Ch		DTMU	70	0	3	0	0	0	67	1	0.69	0.06
Stonewater at Park Place	Woodside	On		DTMU	79	0	6	35	0	0	46	13	0.86	0.76
Sunrise at the Harvest	Woodside	Ch		DTMU	56	0	4	24	0	0	43	9	0.61	0.53
TOTALS: No. Reporting:		36	Avg. Sales: 0.97		Traffic to Sales: 37 : 1		293	1394	38	3	2122	399	Net:	35

City Codes: CH = Chino Hills, Ch = Chino, On = Ontario, OR = Ontario Ranch

Inland Empire					Projects Participating : 215					In Area : 219		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 214		Avg. Sales: 0.94		Traffic to Sales: 31 : 1		1,590	7309	237	35	11,159	2,541	Net: 202

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

THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 17, Ending **April 28, 2019**

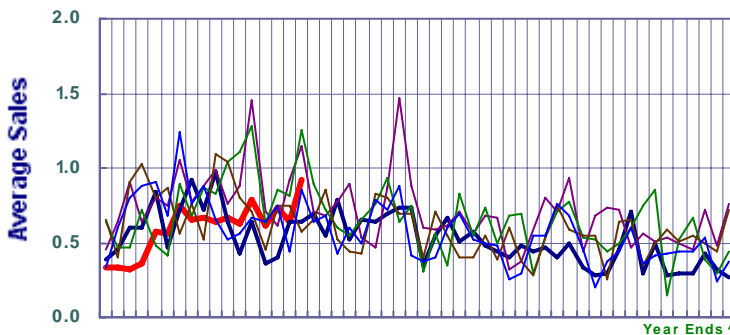
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central San Diego		3	69	3	0	3	1.00	0.46	116%	0.50	100%
East San Diego		6	153	2	1	1	0.17	0.85	-80%	0.95	-82%
No. Coastal San Diego		30	838	24	1	23	0.77	0.47	64%	0.48	60%
No. Inland San Diego		35	651	43	5	38	1.09	0.66	64%	0.71	54%
South Bay San Diego		30	1,099	33	2	31	1.03	0.62	68%	0.66	55%
Current Week Totals	Traffic : Sales 27 : 1	104	2,810	105	9	96	0.92	0.60	54%	0.64	45%
Per Project Average			27	1.01	0.09	0.92					
Year Ago - 04/29/2018	Traffic : Sales 48 : 1	79	2,807	58	7	51	0.65	0.62	4%	0.64	1%
% Change		32%	0%	81%	29%	88%	43%	-4%		-1%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 17 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	34	41	0.84	0.15	0.69	0.57
■	2015	32	58	0.84	0.09	0.75	0.60
■	2016	48	58	0.83	0.09	0.74	0.65
■	2017	50	49	0.99	0.12	0.87	0.71
■	2018	72	33	0.73	0.11	0.61	0.52
■	2019	101	25	0.70	0.10	0.60	0.60
% Change :		40%	-24%	-4%	-13%	-2%	16%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.04%	4.16%
FHA	3.72%	3.78%
10 Yr Yield	2.53%	



Market Commentary

Total housing starts fell 0.3% in March to a seasonally adjusted annual rate of 1.14 million units from a downwardly revised reading in February, according to a report from the U.S. Housing and Urban Development and Commerce Department that was delayed due to the partial government shutdown. The March reading of 1.14 million is the number of housing units builders would begin construction if they kept this pace for the next 12 months. Within this overall number, single-family starts fell 0.4% to 785,000 units. The multifamily sector, which includes apartment buildings and condos, remained flat at 354,000. "Despite signs of stabilization of confidence in the marketplace, housing affordability continues to be a concern as housing construction weakens into March," said Greg Ugalde, chairman of the National Association of Home Builders. "Data in the early months of 2019 show single-family starts are off 5% from this time in 2018, with notable weakness in the Midwest and West," said NABH Chief Economist Robert Dietz. "Several factors are negatively affecting the housing market, including excessive regulations, a lack of buildable lots and ongoing labor shortages. Recent declines in mortgage rates should help support the market in future months however." Regionally, combined single-family and multi-family starts year to date declined 14.2% in the Northeast, 10.9% in the Midwest and 27.1% in the West. Starts posted a 1.5% increase in the South. Overall permits, which are often a harbinger of future housing production edged 1.7% lower in March to 1.27 million units. Single-family permits fell 1.1% to an annualized pace of 808,000, while multifamily permits dropped 2.7% to an annual rate of 461,000. Source: Elizabeth Thompson NAHB

Development Name	Developer	City Code	Notes	Type										
Central San Diego					Projects Participating : 3						In Area : 3			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Elevate	Colrich	SDD	ATMU	62	0	12	32	2	0	24	7	0.38	0.41	
Promontory at Civita	The New Home Co	SDN	ATMU	133	0	4	28	1	0	53	8	0.70	0.47	
Park at Bankers Hill	Zephyr	SDD	ATMU	60	0	1	9	0	0	46	10	0.43	0.59	
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 23 : 1		17	69	3	0	123	25	Net: 3		

City Codes: SDD = San Diego, SDN = San Diego

East San Diego					Projects				Participating : 6				In Area : 6	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Main Ranch	California West Comm EC	SFD			139	0	2	71	0	0	62	28	1.20	1.65
Lakeshore	KB Home	SDE	DTMU		49	0	3	0	0	0	46	8	0.70	0.47
Lake Ridge at Weston	Pardee	Ste	DTMU		129	5	12	15	1	0	59	9	0.81	0.53
Sandstone at Weston	Pardee	Ste	DTMU		81	0	7	14	0	0	68	12	0.94	0.71
Prism at Weston	TRI Pointe	Ste	DTMU		142	0	8	40	1	0	61	22	0.84	1.29
Talus at Weston	TRI Pointe	Ste	DTMU		63	0	10	13	0	1	49	11	0.68	0.65
TOTALS: No. Reporting:		6	Avg. Sales: 0.17		Traffic to Sales: 77 : 1			42	153	2	1	345	90	Net: 1

City Codes: EC = El Cajon, SDE = San Diego, Ste = Santee

No. Coastal San Diego					Projects				Participating : 30				In Area : 30	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Francia at Mission Lane	Beazer	Oc	DTMU		59	0	7	6	0	0	52	13	0.57	0.76
Palomar at Mission Lane	Beazer	Oc	ATT		86	0	11	11	1	0	10	6	0.34	0.35
Pepper Tree at Mission Lane	Beazer	Oc	DTMU		83	0	9	12	0	0	55	10	0.60	0.59
Vela at Mission Lane	Beazer	Oc	ATT		63	0	7	12	1	0	11	6	0.37	0.35
12 Pacific	California West Comm Cb		DTMU		12	3	2	7	1	0	1	1	0.14	0.14
Encinitas Enclave	California West Comm En		DTMU		19	0	4	22	0	0	15	1	0.20	0.06
Tides	City Ventures	Oc	ATT		58	0	9	33	1	0	15	9	0.38	0.53
Acacia at The Preserve	Cornerstone	Cb	Update	ATMU	48	0	6	45	0	0	12	6	0.23	0.35
Agave at The Preserve	Cornerstone	Cb		ATMU	88	0	11	33	1	0	72	10	0.42	0.59
Altura at Pacific Ridge	Cornerstone	Oc	DTMU		72	0	6	50	2	0	19	11	0.42	0.65
Blue Sage at The Preserve	Cornerstone	Cb	ATMU		102	0	6	45	1	0	20	6	0.39	0.35
Brisas at Pacific Ridge	Cornerstone	Oc	ATMU		117	0	12	30	1	0	42	3	0.36	0.18
Cypress at The Preserve	Cornerstone	Cb	DTMU		56	0	6	62	1	0	13	7	0.25	0.41
Lucero at Pacific Ridge	Cornerstone	Oc	ATMU		130	0	10	21	1	0	35	6	0.34	0.35
Afton Way	Fit	Cb	DTMU		8	0	6	20	1	0	2	1	0.05	0.06
Castello at Heritage Bluffs	Lennar	SDC	DTMU		37	0	1	7	0	0	36	1	0.20	0.06
Collection at St. Cloud	Lennar	Oc	ATMU		80	0	8	38	0	0	2	2	0.16	0.16
Corzano at Heritage Bluffs	Lennar	SDC	DTMU		26	0	1	4	0	0	25	1	0.14	0.06
Toscana at Heritage Bluffs	Lennar	SDC	DTMU		27	0	1	14	0	0	26	1	0.14	0.06
Mackinnon	New Pointe	CBTS	DTMU		8	0	6	22	0	0	1	1	0.12	0.12
Carmel at Pacific Highlands Ranch	Pardee	SDC	DTMU		105	0	19	58	2	0	30	12	1.14	0.71
Sendero at Pacific Highland Ranch	Pardee	SDC	DTMU		112	0	1	67	2	0	58	34	2.19	2.00
Terraza at Pacific Highland Ranch	Pardee	SDC	DTMU		81	7	9	40	2	0	35	16	1.32	0.94
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC	DTMU		79	0	11	30	1	0	25	14	0.95	0.82
Vista Santa Fe at Pacific Highlands Ranc	Pardee	SDC	DTMU		44	0	7	30	1	0	11	11	0.60	0.65
Alcove	Shea	En	DTMU		13	0	4	21	0	0	6	5	0.23	0.29
Kensington at The Square	Shea	Cb	ATT		125	0	4	42	2	1	48	19	1.32	1.12
One Oak	Shea	En	DTMU		28	0	12	29	0	0	7	4	0.09	0.24
Vista Del Mar	Van Daele	Oc	ATMU		38	0	6	20	0	0	32	-1	0.45	-0.06

(No. Coastal San Diego) Continued ...

Development Name	Developer	City Code	Notes	Type											
No. Coastal San Diego					Projects						Participating : 30			In Area : 30	
					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	
Continued ...															
Hideaway at St. Cloud	William Lyon	Oc	ATMU		122	12	15	7	2	0	33	16	0.80	0.94	
TOTALS: No. Reporting:		30	Avg. Sales: 0.77		Traffic to Sales: 35 : 1		217	838	24	1	749	232	Net:	23	

City Codes: Cb = Carlsbad, CBTS = Cardiff By The Sea, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego				Projects		Participating : 35				In Area : 35			
				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
Estancia Bernardo	Ambient	Es	DTMU	13	0	2	7	0	0	11	0	0.16	0.00
Rancho Palomar	Ambient	Es	DTMU	22	0	8	9	0	0	9	5	0.18	0.29
Aurora Heights	Beazer	Fb	DTMU	124	6	5	47	6	0	19	19	0.98	1.12
Candela at Rancho Tesoro	Brookfield	SM	DTMU	56	0	1	3	0	0	55	11	0.55	0.65
Terracina at Rancho Tesoro	Brookfield	SM	DTMU	117	0	26	50	2	0	83	20	0.83	1.18
Vientos at Rancho Tesoro	Brookfield	SM	DTMU	102	0	15	0	2	0	62	12	0.62	0.71
SL Rey	California West Comm Bo		DTMU	93	0	5	19	1	0	30	8	0.51	0.47
The Estates at San Elijo Hills	Davidson	SM	DTMU	58	0	5	43	1	0	53	3	0.39	0.18
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU	64	0	4	3	0	0	38	8	0.46	0.47
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD	124	7	10	6	0	0	94	15	1.13	0.88
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD	106	3	4	3	2	0	102	15	1.22	0.88
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD	136	6	6	9	2	0	78	11	0.93	0.65
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU	51	0	7	3	1	0	23	9	0.40	0.53
Solara at Skyline	DR Horton	Vi	ATMU	80	5	13	5	1	0	9	8	0.38	0.47
Verano at Skyline	DR Horton	Vi	ATMU	109	0	2	7	1	1	18	12	0.74	0.71
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU	75	0	6	9	0	0	65	9	0.78	0.53
Thornbush	HQT	SM	SFD	14	0	9	11	1	0	5	4	0.17	0.24
Lexington	KB Home	Es	DTMU	43	0	3	10	1	1	39	15	0.27	0.88
Sierra	KB Home	Vi	ATMU	60	0	10	7	2	1	18	18	0.81	1.06
Viewpointe	KB Home	SM	ATMU	78	0	1	5	0	0	5	5	1.46	1.46
Andalucia at Harmony Grove	Lennar	Es	DTMU	129	0	13	29	0	0	87	6	0.43	0.35
Avante	Lennar	SDN	ATMU	119	0	22	20	1	0	20	3	0.46	0.18
Avila	Lennar	Vi	ATT	47	0	10	16	2	0	21	12	0.71	0.71
Cavalli at Harmony Grove Village	Lennar	Es	DTMU	64	0	18	32	2	0	30	18	0.76	1.06
Contessa at Harmony Grove Village	Lennar	Es	DTMU	56	0	7	10	5	0	5	5	3.50	3.50
Del Sur Skye	Lennar	SDN	ATMU	94	0	11	44	2	0	54	26	1.37	1.53
Seabreeze at Harmony Grove	Lennar	Es	DTMU	109	0	2	5	0	0	107	6	0.52	0.35
Sienna	Lennar	Vi	DTMU	27	0	8	5	0	0	0	0	0.00	0.00
Sterling Heights at The Lakes	Lennar	SDN	DTMU	110	5	11	87	2	0	26	19	1.11	1.12
Sur 33 at Del Sur	Lennar	SDN	DTMU	96	0	1	5	1	0	95	16	0.86	0.94
Whittingham at Harmony Grove Village	Lennar	Es	DTMU	120	6	13	33	0	0	55	13	0.77	0.76
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU	116	0	6	6	3	1	30	11	0.52	0.65
Estates at Canyon Grove	Shea	Es	DTMU	82	0	8	50	0	0	74	6	0.57	0.35
Heritage Collection at Canyon Grove	Shea	Es	DTMU	97	0	7	50	0	1	89	6	0.69	0.35
Citron Stella Park	William Lyon	Es	ATT	63	3	3	3	2	0	51	19	1.20	1.12
TOTALS: No. Reporting:		35	Avg. Sales: 1.09		Traffic to Sales: 15 : 1		282	651	43	5	1560	373	Net: 38

City Codes: Bo = Bonsall, Es = Escondido, Fb = Fallbrook, SDN = San Diego, SM = San Marcos, Vi = Vista

Development Name	Developer	City Code	Notes	Type										
South San Diego					Projects				Participating : 3				In Area : 3	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU		100	0	7	41	1	0	78	10	0.36	0.59
Tesoro Vista del Sur	Cornerstone	SDS	ATMU		134	0	3	30	2	0	53	13	0.64	0.76
Signature	Heritage	CHV	SFD		79	0	7	42	0	0	38	1	0.39	0.06
TOTALS: No. Reporting: 3					Avg. Sales: 1.00				Traffic to Sales: 38 : 1				17 113 3 0 169 24 Net: 3	

City Codes: CHV = Chula Vista, SDS = San Diego

South Bay San Diego					Projects				Participating : 27				In Area : 27	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Flora at Escaya	Brookfield	CHV	ATST		107	0	20	27	0	0	57	10	0.58	0.59
Haciendas at Escaya	Brookfield	CHV	DTMU		76	0	16	2	0	0	51	11	0.52	0.65
Prado at Escaya	Brookfield	CHV	SFD		130	0	11	50	2	0	65	16	0.66	0.94
Aventine at Otay Ranch	Cornerstone	CHV	SFD		100	0	3	38	1	0	34	9	0.40	0.53
Cambria at Otay Ranch	Cornerstone	CHV	DTMU		60	0	5	30	1	0	17	6	0.40	0.35
Monterra at Otay Ranch	Cornerstone	CHV	ATMU		36	0	5	38	0	0	1	0	0.04	0.00
Alay	Heritage	CHV	ATMU		80	0	11	56	0	0	0	0	0.00	0.00
Lovina	Heritage	CHV	SFD		78	0	4	39	2	0	74	8	0.68	0.47
Suwerte	Heritage	CHV	ATT		212	0	2	56	3	0	10	4	0.31	0.24
Skylar at Millenia	KB Home	CHV	DTMU		79	0	9	49	0	0	49	9	0.69	0.53
Castellena at Escaya	Lennar	CHV	DTMU		77	0	19	18	0	0	55	6	0.56	0.35
Indigo at Escaya	Lennar	CHV	DTMU		111	0	8	42	3	0	73	16	0.74	0.94
Millenia Boulevard	Lennar	CHV	ATMU		78	0	11	25	1	0	64	23	1.58	1.35
Valencia at Escaya	Lennar	CHV	DTMU		118	8	20	33	1	0	64	14	0.65	0.82
Meridian Communities EVO/TRIO/METR	Meridian Group	CHV	ATMU		217	0	17	31	3	0	193	27	1.37	1.59
Bella Sitia at Otay Ranch	Pacific Coast	CHV	DTMU		68	0	8	116	0	0	0	0	0.00	0.00
Cantamar	Pacific Coast	CHV	DTMU		111	14	19	60	1	0	34	4	0.46	0.24
Monte Villa	Pacific Coast	CHV	DTMU		72	0	8	23	0	0	42	3	0.45	0.18
Parc Place	Pacific Coast	CHV	ATT		162	12	15	35	0	0	78	7	0.71	0.41
Tosara II	Pacific Coast	CHV	ATMU		79	0	9	29	0	0	38	7	0.30	0.41
Moderna at Playa Del Sol	Pardee	SDS	ATMU		44	8	15	22	2	0	28	18	0.62	1.06
Veraz at Playa Del Sol	Pardee	SDS	ATMU		111	0	2	10	2	0	22	12	0.48	0.71
Seville at Escaya	Shea	CHV	DTMU		135	0	7	17	3	0	64	12	0.66	0.71
Sierra at Escaya	Shea	CHV	SFD		122	0	5	37	3	1	74	16	0.76	0.94
Strata at Escaya	Shea	CHV	ATMU		72	0	6	38	0	1	63	14	0.94	0.82
Vista Del Cielo	Shea	CHV	DTMU		52	0	2	30	0	0	42	7	0.43	0.41
Z at Millenia	Shea	CHV	ATMU		106	4	9	35	2	0	71	8	0.56	0.47
TOTALS: No. Reporting: 27					Avg. Sales: 1.04				Traffic to Sales: 33 : 1				266 986 30 2 1363 267 Net: 28	

City Codes: CHV = Chula Vista, SDS = San Diego

San Diego-Imperial					Projects Participating : 104					In Area : 104		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 104		Avg. Sales: 0.92		Traffic to Sales: 27 : 1		841	2810	105	9	4,309	1,011	Net: 96

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