

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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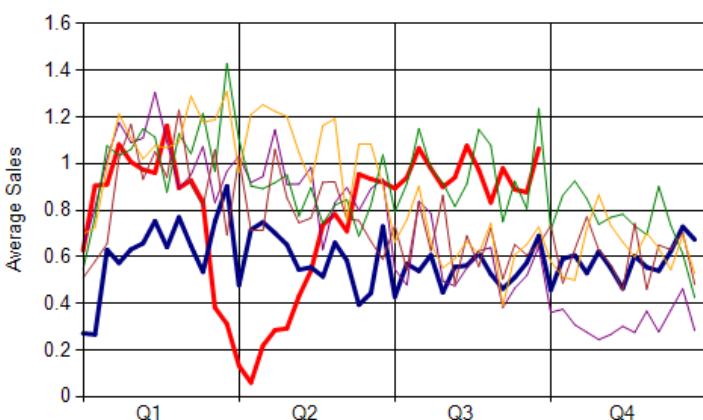
NATIONAL BUILDER DIVISION

Ending: Sunday, September 27, 2020

Bay Area Week 39

| Counties / Groups | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |
|----------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|--------------------|--------------------|---------------------|
| Alameda | 43 | 468 | 46 | 3 | 43 | 1.00 | 0.66 | 51% | 0.75 | 33% |
| Contra Costa | 32 | 327 | 38 | 3 | 35 | 1.09 | 0.86 | 27% | 1.13 | -3% |
| Sonoma, Napa | 8 | 57 | 8 | 1 | 7 | 0.88 | 0.76 | 14% | 0.97 | -10% |
| San Francisco, Marin | 2 | 22 | 0 | 0 | 0 | 0.00 | 0.42 | -100% | 0.69 | -100% |
| San Mateo | 6 | 30 | 2 | 0 | 2 | 0.33 | 0.42 | -21% | 0.27 | 23% |
| Santa Clara | 32 | 273 | 28 | 2 | 26 | 0.81 | 0.75 | 8% | 0.72 | 13% |
| Monterey, Santa Cruz, San Benito | 16 | 272 | 27 | 2 | 25 | 1.56 | 1.03 | 52% | 1.41 | 11% |
| Solano | 15 | 292 | 26 | 0 | 26 | 1.73 | 0.86 | 101% | 1.35 | 29% |
| Current Week Totals | Traffic : Sales | 10 : 1 | 154 | 1741 | 175 | 11 | 164 | 1.06 | 0.78 | 37% |
| Per Project Average | | | 11 | 1.14 | 0.07 | 1.06 | | | | |
| Year Ago - 09/29/2019 | Traffic : Sales | 21 : 1 | 174 | 2915 | 141 | 21 | 120 | 0.69 | 0.58 | 18% |
| % Change | | | -11% | -40% | 24% | -48% | 37% | 54% | 33% | 72% |

52 Weeks Comparison



Year to Date Averages Through Week 39

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2015 | 108 | 36 | 1.03 | 0.11 | 0.93 | 0.85 |
| ■ | 2016 | 131 | 30 | 0.88 | 0.11 | 0.77 | 0.73 |
| ■ | 2017 | 141 | 32 | 1.06 | 0.10 | 0.96 | 0.90 |
| ■ | 2018 | 125 | 28 | 0.92 | 0.09 | 0.83 | 0.70 |
| ■ | 2019 | 159 | 17 | 0.68 | 0.10 | 0.58 | 0.58 |
| ■ | 2020 | 151 | 12 | 0.89 | 0.11 | 0.78 | 0.78 |
| % Change: | | -5% | -29% | 31% | 15% | 33% | 34% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary | | | | | |
|---------------------------------|--|--------------|-------------------|--|--|--|--|--|
| CONV | | RATE | APR | We suspect August was another solid month for home sales. Existing and new home sales have quickly bounced back from their virus lows, and the recent strength in the housing market is due to a number of factors. Mortgage rates continue to slide to record lows, currently below 3%. Low borrowing costs and a desire for more living space have led to an accelerated timeline for buyers who were previously on the sideline, in our view. Furthermore, potential homebuyers were largely insulated from virus-related job loss, which have hit lower-income earners, who are typically renters rather than owners, particularly hard. These fundamentals remain supportive of a continued pickup in home sales. The one caveat, however, is the particularly lean amount of homes for sale. But, low inventories have pushed builder confidence to its highest level since the 1990s, which should lead to a continued pickup in single-family construction. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary | | | | |
| FHA | | 2.84% | 3.05% | | | | | |
| 10 Yr Yield | | 2.96% | 3.66% | | | | | |
| 10 Yr Yield | | 0.66% | | | | | | |
| EQUAL OPPORTUNITY LENDER | | | | | | | | |

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 28 | | | | | | | | In Area : 28 | | |
|---|-------------------------|-----------|--------------------------------|-------|----------------------------|-------------|------------|------------|-----------|--------------|-------------|----------------|----------------|------|--|
| Alameda County | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | | |
| Enclave - Alpine Collection | Century | FR | | DTMJ | 81 | 0 | 12 | 1 | 0 | 1 | 21 | 21 | 0.54 | 0.54 | |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 81 | 0 | 6 | 0 | 0 | 0 | 24 | 24 | 0.62 | 0.62 | |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 5 | 0 | 0 | 0 | 15 | 15 | 0.32 | 0.38 | |
| Camellia at Sanctuary Village | DR Horton TSO | NK | | DTMJ | 85 | 0 | TSO | 0 | 0 | 0 | 83 | 27 | 1.00 | 0.69 | |
| Skylark at Sanctuary Village | Landsea | NK | | DTMJ | 108 | 4 | 4 | 18 | 5 | 0 | 101 | 58 | 1.36 | 1.49 | |
| Bungalows at Bridgeway | Lennar | NK | New | DTMJ | 38 | 0 | 0 | 15 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Cottages at Bridgeway | Lennar | NK | New | DTMJ | 56 | 0 | 0 | 12 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Fuse at Innovation | Lennar | FR | | ATMJ | 289 | 0 | 3 | 6 | 2 | 1 | 78 | 25 | 0.62 | 0.64 | |
| Revo at Innovation | Lennar | FR | | ATMJ | 251 | 0 | 6 | 6 | 0 | 0 | 75 | 24 | 0.60 | 0.62 | |
| Villas at Bridgeway | Lennar | NK | New | DTMJ | 136 | 0 | 0 | 6 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Bishops Ridge | Meritage | LS | | ATMJ | 56 | 4 | 6 | 14 | 2 | 0 | 48 | 30 | 0.62 | 0.77 | |
| Mission Crossing | Meritage | HY | | ATST | 140 | 0 | 7 | 16 | 0 | 0 | 84 | 53 | 0.81 | 1.36 | |
| Centerville Station | Nuvera Homes | FR | | ATST | 52 | 0 | 1 | 10 | 1 | 0 | 48 | 28 | 0.65 | 0.72 | |
| Boulevard Heights | Pulte | FR | | ATMJ | 67 | 0 | 2 | 8 | 0 | 0 | 65 | 13 | 0.60 | 0.33 | |
| Parkside Heights | Pulte | HY | | DTMJ | 97 | 4 | 8 | 8 | 3 | 0 | 78 | 48 | 0.91 | 1.23 | |
| Renato II | Pulte S/O | FR | | ATMJ | 20 | 0 | S/O | 0 | 1 | 0 | 20 | 17 | 0.31 | 0.44 | |
| Promontory at Stonebrae | Richmond American | HY | | DTMJ | 96 | 0 | 4 | 1 | 1 | 0 | 89 | 37 | 0.77 | 0.95 | |
| Theory at Innovation | Shea | FR | | ATMJ | 132 | 4 | 8 | 14 | 2 | 0 | 55 | 13 | 0.39 | 0.33 | |
| Savant at Irvington | SiliconSage | FR | | ATMJ | 93 | 0 | 19 | 11 | 0 | 0 | 74 | 18 | 0.69 | 0.46 | |
| Locale @ State Street Condos | SummerHill | FR | | ATMJ | 81 | 0 | 19 | 14 | 4 | 0 | 62 | 28 | 0.56 | 0.72 | |
| Front at SoHay | Taylor Morrison | HY | | ATMJ | 76 | 8 | 5 | 13 | 6 | 0 | 69 | 42 | 0.91 | 1.08 | |
| Line at SoHay | Taylor Morrison | HY | | ATMJ | 198 | 0 | 7 | 13 | 1 | 0 | 55 | 41 | 0.73 | 1.05 | |
| Prime at SoHay | Taylor Morrison | HY | | ATMJ | 126 | 10 | 11 | 13 | 2 | 0 | 51 | 31 | 0.68 | 0.79 | |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 6 | 5 | 1 | 0 | 8 | 8 | 0.44 | 0.44 | |
| Palm | TRI Pointe | FR | | DTMJ | 31 | 0 | 5 | 27 | 1 | 0 | 25 | 14 | 0.23 | 0.36 | |
| Compass Bay- Dover | Trumark | NK | | DTMJ | 138 | 3 | 5 | 23 | 0 | 0 | 1 | 1 | 0.24 | 0.24 | |
| Compass Bay- Newport | Trumark | NK | | ATMJ | 86 | 3 | 4 | 23 | 0 | 0 | 2 | 2 | 0.48 | 0.48 | |
| Leeward at Alameda Point | Trumark | AL | | ATMJ | 64 | 0 | 4 | 9 | 2 | 0 | 26 | 26 | 0.87 | 0.87 | |
| TOTALS: No. Reporting: 28 | Avg. Sales: 1.14 | | Traffic to Sales: 8 : 1 | | | | 157 | 286 | 34 | 2 | 1257 | 644 | Net: 32 | | |
| City Codes: FR = Fremont, NK = Newark, LS = San Leandro, HY = Hayward, OK = Oakland, AL = Alameda | | | | | | | | | | | | | | | |

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 15 | | | | | | | | In Area : 15 | | |
|----------------------------------|-----------------------|-------------------------|-------|------|---------------------------------|----------|-----------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Amador Valley | | | | | Units | New Rel. | Re'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Fillmore at Boulevard | Brookfield | DB | | ATMU | 80 | 6 | 7 | 10 | 3 | 1 | 67 | 31 | 0.70 | 0.79 | |
| Huntington at Boulevard | Brookfield | DB | | DTMJ | 106 | 4 | 9 | 10 | 2 | 0 | 85 | 19 | 0.53 | 0.49 | |
| Hyde Park at Boulevard | Brookfield | DB | | ATMU | 102 | 0 | 8 | 15 | 1 | 0 | 28 | 28 | 0.97 | 0.97 | |
| Mulholland at Boulevard | Brookfield TSO | DB | | DTMJ | 80 | 0 | TSO | 16 | 0 | 0 | 35 | 24 | 0.51 | 0.62 | |
| Wilshire at Boulevard | Brookfield | DB | | ATMU | 75 | 0 | 6 | 13 | 0 | 0 | 61 | 11 | 0.49 | 0.28 | |
| Auburn Grove | Lennar | LV | | ATMU | 100 | 0 | 8 | 9 | 1 | 0 | 52 | 26 | 0.72 | 0.67 | |
| Downing at Boulevard | Lennar | DB | | ATMU | 48 | 0 | 4 | 17 | 0 | 0 | 37 | 28 | 0.61 | 0.72 | |
| Newbury at Boulevard | Lennar | DB | | DTMJ | 49 | 0 | 1 | 8 | 1 | 0 | 48 | 28 | 0.48 | 0.72 | |
| Skyline at Boulevard | Lennar | DB | | ATMU | 114 | 0 | 1 | 29 | 3 | 0 | 33 | 27 | 0.70 | 0.69 | |
| Union at Boulevard | Lennar | DB | | ATMU | 62 | 2 | 5 | 8 | 1 | 0 | 56 | 8 | 0.35 | 0.21 | |
| Homestead at Irby Ranch | Meritage | PL | | DTMJ | 87 | 0 | 5 | 19 | 0 | 0 | 66 | 33 | 0.66 | 0.85 | |
| Rose Avenue Estates | Ponderosa | PL | | DTMJ | 16 | 0 | 1 | 0 | 0 | 0 | 15 | 4 | 0.14 | 0.10 | |
| Sycamore | Ponderosa | PL | | DTMJ | 36 | 0 | 4 | 18 | 0 | 0 | 23 | 9 | 0.28 | 0.23 | |
| Sage - Harmony | Shea | LV | | ATMU | 105 | 4 | 8 | 5 | 0 | 0 | 78 | 20 | 0.41 | 0.51 | |
| Sage - Synergy | Shea | LV | | ATMU | 179 | 0 | 3 | 5 | 0 | 0 | 176 | 19 | 0.72 | 0.49 | |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 0.73 | | | Traffic to Sales: 15 : 1 | | | | 70 | 182 | 12 | 1 | 860 | 315 | Net: 11 |

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

| Diablo Valley | | | | | Projects Participating: 4 | | | | | | | | In Area : 4 | | |
|---------------------------------|-----------------|-------------------------|--|------|---------------------------------|----------|-----------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Re'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Davidon At Wilder | Davidon | OR | | DTMJ | 60 | 0 | 4 | 4 | 1 | 0 | 56 | 15 | 0.34 | 0.38 | |
| Woodbury Highlands | Davidon | LF | | ATMU | 99 | 0 | 19 | 1 | 1 | 0 | 2 | 2 | 1.75 | 1.75 | |
| Mbraga Town Center | KB Home | MG | | ATMU | 36 | 5 | 10 | 7 | 0 | 0 | 12 | 9 | 0.21 | 0.23 | |
| Wilder | Taylor Morrison | OR | | DTMJ | 61 | 0 | 7 | 8 | 0 | 0 | 43 | 11 | 0.18 | 0.28 | |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.50 | | | Traffic to Sales: 10 : 1 | | | | 40 | 20 | 2 | 0 | 113 | 37 | Net: 2 |

City Codes: OR = Orinda, LF = Lafayette, MG = Mbraga

| San Ramon Valley | | | | | Projects Participating: 6 | | | | | | | | In Area : 6 | | |
|---------------------------------|--------------------|-------------------------|-----|------|--------------------------------|----------|-----------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Re'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Foothills at The Preserve | Lennar | SR | | DTMJ | 72 | 0 | 1 | 10 | 0 | 0 | 71 | 6 | 0.59 | 0.15 | |
| Highlands at The Preserve | Lennar | SR | | DTMJ | 121 | 0 | 10 | 10 | 2 | 1 | 72 | 25 | 0.60 | 0.64 | |
| Hillcrest at the Preserve | Lennar | SR | | ATMU | 104 | 0 | 8 | 10 | 1 | 0 | 9 | 9 | 0.74 | 0.74 | |
| Meadows at The Preserve | Lennar TSO | SR | | DTMJ | 63 | 0 | S/O | 10 | 1 | 0 | 63 | 24 | 0.52 | 0.62 | |
| Ridgeview at the Preserve | Lennar | SR | | ATMU | 52 | 4 | 5 | 10 | 1 | 0 | 6 | 6 | 0.55 | 0.55 | |
| Edendale | Trumark TSO | DN | New | DTMJ | 18 | 0 | TSO | 6 | 4 | 0 | 4 | 4 | 3.50 | 3.50 | |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 1.33 | | | Traffic to Sales: 6 : 1 | | | | 24 | 56 | 9 | 1 | 225 | 74 | Net: 8 |

City Codes: SR = San Ramon, DN = Danville

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 4 | | | | | | | | In Area : 4 | | |
|--|-----------------|-----------|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| West Contra Costa | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Village 29 | Lafferty | EC | | ATMU | 29 | 0 | 10 | 2 | 0 | 0 | 4 | 0 | 0.06 | 0.00 | |
| Waterline Point Richmond | Shea | RM | | ATMU | 60 | 0 | 7 | 3 | 0 | 0 | 40 | 8 | 0.29 | 0.21 | |
| Places at NOMA | Taylor Morrison | RM | | DTST | 95 | 2 | 9 | 9 | 2 | 0 | 66 | 24 | 0.63 | 0.62 | |
| Rows at NOMA | Taylor Morrison | RM | | ATMU | 98 | 7 | 6 | 10 | 1 | 0 | 69 | 33 | 0.76 | 0.85 | |
| TOTALS: No. Reporting: 4 | | | Avg. Sales: 0.75 | | Traffic to Sales: 8 : 1 | | | | 32 | 24 | 3 | 0 | 179 | 65 | Net: 3 |
| City Codes: EC = El Cerrito, RM = Richmond | | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | | Projects Participating: 8 | | | | | | | | In Area : 8 | | |
|---------------------------------|-------------|----|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Celo at Sand Creek - Brio | Century | AN | | DTMU | 22 | 0 | 4 | 0 | 1 | 0 | 18 | 18 | 0.62 | 0.62 | |
| Celo at Sand Creek - Prosper | Century | AN | | DTMU | 21 | 0 | 3 | 0 | 0 | 0 | 18 | 18 | 0.62 | 0.62 | |
| Celo at Sand Creek - Sol | Century | AN | | DTMU | 21 | 0 | 3 | 0 | 0 | 0 | 18 | 18 | 1.00 | 1.00 | |
| Celo at Sand Creek- Horizon | Century | AN | | DTMU | 175 | 4 | 5 | 15 | 1 | 0 | 2 | 2 | 0.39 | 0.39 | |
| Celo at Sand Creek- Vista | Century | AN | | DTMU | 96 | 4 | 4 | 16 | 0 | 0 | 3 | 3 | 0.58 | 0.58 | |
| Park Ridge | Davidon | AN | | DTMU | 159 | 0 | 4 | 19 | 4 | 0 | 155 | 51 | 0.98 | 1.31 | |
| Riverview at Monterra | K Hovnanian | AN | | DTMU | 100 | 4 | 6 | 12 | 4 | 1 | 66 | 51 | 0.94 | 1.31 | |
| Verona | Meritage | AN | | DTMU | 117 | 4 | 6 | 25 | 4 | 0 | 100 | 55 | 1.06 | 1.41 | |
| TOTALS: No. Reporting: 8 | | | Avg. Sales: 1.63 | | Traffic to Sales: 6 : 1 | | | | 35 | 87 | 14 | 1 | 380 | 216 | Net: 13 |
| City Codes: AN = Antioch | | | | | | | | | | | | | | | |

| East Contra Costa | | | | | Projects Participating: 10 | | | | | | | | In Area : 10 | | |
|---|-------------------|----|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Easton at Delaney Park | Brookfield | OY | | DTMU | 80 | 0 | 4 | 33 | 0 | 0 | 34 | 34 | 0.75 | 0.87 | |
| Southport at Delaney Park | Brookfield | OY | | DTMU | 104 | 0 | 8 | 33 | 1 | 0 | 34 | 32 | 0.75 | 0.82 | |
| Northpoint at Delaney Park | DR Horton | OY | | DTST | 197 | 0 | 7 | 22 | 2 | 0 | 95 | 70 | 1.17 | 1.79 | |
| 2700 Empire | K Hovnanian | BT | | DTMU | 48 | 0 | 2 | 3 | 1 | 0 | 41 | 41 | 0.55 | 1.05 | |
| Ashbury | KB Home | OY | | DTMU | 69 | 0 | 7 | 7 | 0 | 0 | 3 | 3 | 0.58 | 0.58 | |
| Westerly at Delaney Park | KB Home | OY | | DTST | 103 | 4 | 7 | 17 | 1 | 1 | 63 | 63 | 1.23 | 1.62 | |
| Harper Parc | Nuvera Homes | BT | | DTMU | 84 | 2 | 1 | 8 | 3 | 0 | 83 | 40 | 0.68 | 1.03 | |
| Terrene | Pulte | BT | | DTMU | 326 | 7 | 8 | 14 | 2 | 0 | 175 | 113 | 2.08 | 2.90 | |
| Middlefield at Delaney Park | Richmond American | OY | | DTMU | 96 | 0 | 7 | 2 | 0 | 0 | 29 | 29 | 0.94 | 0.94 | |
| Lark Hill | Shea | BT | | DTMU | 50 | 0 | 2 | 1 | 0 | 0 | 48 | 35 | 0.64 | 0.90 | |
| TOTALS: No. Reporting: 10 | | | Avg. Sales: 0.90 | | Traffic to Sales: 14 : 1 | | | | 53 | 140 | 10 | 1 | 605 | 460 | Net: 9 |
| City Codes: OY = Oakley, BT = Brentwood | | | | | | | | | | | | | | | |

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 8 | | | | | | | | In Area : 8 | | |
|---|-------------------|-------------------------|-------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|---------------|
| Sonoma, Napa Counties | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Mil Creek at Brody Ranch | DeNova | PET | | ATST | 138 | 5 | 5 | 6 | 5 | 0 | 131 | 90 | 1.18 | 2.31 | |
| Mockingbird Lane | DeNova | SX | | DTMJ | 16 | 0 | 6 | 8 | 0 | 0 | 4 | 4 | 0.36 | 0.36 | |
| Live Oak at University | KB Home | RP | | DTST | 104 | 4 | 10 | 17 | 2 | 1 | 33 | 21 | 0.52 | 0.54 | |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 6 | 1 | 0 | 0 | 6 | 2 | 0.09 | 0.05 | |
| Blume | Lafferty | RS | | DTMJ | 57 | 0 | 4 | 3 | 1 | 0 | 48 | 17 | 0.42 | 0.44 | |
| Juniper at University | Richmond American | RP | | DTMJ | 150 | 0 | 5 | 14 | 0 | 0 | 105 | 47 | 0.84 | 1.21 | |
| Preserve at Kissing Ranch | Richmond American | IC | | DTMJ | 47 | 0 | 5 | 1 | 0 | 0 | 11 | 11 | 0.34 | 0.34 | |
| Pear Tree | Taylor Morrison | NP | | ATMJ | 71 | 10 | 17 | 7 | 0 | 0 | 17 | 16 | 0.40 | 0.41 | |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.88 | | | Traffic to Sales: 7 : 1 | | | | 58 | 57 | 8 | 1 | 355 | 208 | Net: 7 |
| City Codes: PET = Petaluma, SX = Sonoma, RP = Rohnert Park, RS = Santa Rosa, IC = Cotati, NP = Napa | | | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 2 | | | | | | | | In Area : 2 | | |
|---------------------------------|---------|-------------------------|-----|------|------------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Atherton Place | KB Home | NV | New | ATMJ | 50 | 0 | 0 | 14 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Hamilton Cottages | Ryder | NV | | DTMJ | 18 | 0 | 8 | 8 | 0 | 0 | 8 | 8 | 0.27 | 0.27 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.00 | | | Traffic to Sales: N/A | | | | 8 | 22 | 0 | 0 | 8 | 8 | Net: 0 |
| City Codes: NV = Novato | | | | | | | | | | | | | | | |

| San Mateo County | | | | | Projects Participating: 6 | | | | | | | | In Area : 6 | | |
|---|------------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Residences at Anson | DR Horton | BU | | ATMJ | 22 | 0 | 16 | 5 | 0 | 0 | 6 | 6 | 0.30 | 0.30 | |
| Skyline Ridge | DR Horton | SB | | DTMJ | 40 | 0 | 1 | 4 | 0 | 0 | 9 | 9 | 0.55 | 0.55 | |
| Link 33 | KB Home | RC | | ATMJ | 33 | 0 | 9 | 6 | 0 | 0 | 2 | 2 | 0.09 | 0.09 | |
| Residences at Wheeler Plaza | KB Home | CS | | ATMJ | 109 | 0 | 5 | 7 | 2 | 0 | 76 | 42 | 1.18 | 1.08 | |
| Foster Square | Lennar | FC | | ATMJ | 200 | 0 | 6 | 1 | 0 | 0 | 155 | 21 | 0.70 | 0.54 | |
| Waverly Cove | SummerHill | FC | | ATMJ | 20 | 0 | 10 | 7 | 0 | 0 | 10 | 10 | 0.29 | 0.29 | |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.33 | | | Traffic to Sales: 15 : 1 | | | | 47 | 30 | 2 | 0 | 258 | 90 | Net: 2 |
| City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City | | | | | | | | | | | | | | | |

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|------------------------------------|---|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Santa Clara County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Classics at North Fair Oaks | Classics | SV | | ATMU | 14 | 4 | 3 | 16 | 2 | 0 | 6 | 6 | 0.76 | 0.76 | |
| Asana | DeNova | SJ | | DTMJ | 250 | 4 | 6 | 17 | 3 | 1 | 132 | 60 | 1.33 | 1.54 | |
| Prism | Dividend | SV | | ATMU | 62 | 3 | 9 | 14 | 1 | 0 | 27 | 27 | 1.40 | 1.40 | |
| Santorini | DR Horton | SV | | ATMU | 18 | 0 | 7 | 10 | 0 | 0 | 11 | 11 | 0.29 | 0.28 | |
| Catalyst at Communications Hill | KB Home | SJ | | ATMU | 98 | 0 | 5 | 6 | 1 | 0 | 63 | 45 | 0.90 | 1.15 | |
| Circuit | KB Home | ML | | ATMU | 144 | 0 | 4 | 5 | 0 | 0 | 140 | 31 | 1.01 | 0.79 | |
| Latitude at Communications Hill | KB Home | SJ | | ATMU | 160 | 0 | 7 | 12 | 0 | 0 | 8 | 8 | 1.30 | 1.30 | |
| Metro II at Communications Hill | KB Home | SJ | | ATMU | 150 | 0 | 6 | 7 | 2 | 0 | 93 | 40 | 0.96 | 1.03 | |
| Platinum II at Communications Hill | KB Home | SJ | | DTMJ | 33 | 4 | 8 | 5 | 0 | 0 | 20 | 13 | 0.26 | 0.33 | |
| Catalina | Landsea | SC | Rsv's | ATMU | 54 | 5 | 7 | 7 | 2 | 0 | 42 | 33 | 0.69 | 0.85 | |
| Burgundy at Glen Loma | Lennar S/O | GL | | DTMJ | 52 | 0 | S/O | 9 | 1 | 0 | 52 | 23 | 0.72 | 0.59 | |
| Estancia | Lennar | MV | | ATMU | 75 | 0 | 5 | 1 | 0 | 0 | 54 | 11 | 0.44 | 0.28 | |
| Lexington at Avenue One | Lennar | SJ | | ATMU | 190 | 0 | 7 | 5 | 0 | 0 | 126 | 38 | 0.92 | 0.97 | |
| Margaux at Glen Loma | Lennar | GL | | DTMJ | 84 | 0 | 4 | 9 | 1 | 0 | 62 | 44 | 0.86 | 1.13 | |
| Provence at Glen Loma | Lennar | GL | | DTMJ | 43 | 0 | 3 | 9 | 0 | 0 | 40 | 21 | 0.41 | 0.54 | |
| Capitol - Haven | Pulte | SJ | | ATMU | 93 | 0 | 7 | 9 | 0 | 0 | 74 | 33 | 0.89 | 0.85 | |
| Capitol - Retreat | Pulte | SJ | | ATST | 95 | 4 | 6 | 8 | 4 | 0 | 59 | 30 | 0.71 | 0.77 | |
| UrbanOak Residences | Pulte | SJ | | DTMJ | 60 | 0 | 4 | 5 | 0 | 0 | 56 | 31 | 0.67 | 0.79 | |
| UrbanOak Rows | Pulte | SJ | | ATMU | 97 | 4 | 8 | 4 | 1 | 0 | 59 | 33 | 0.71 | 0.85 | |
| UrbanOak Towns | Pulte | SJ | | ATMU | 72 | 4 | 7 | 5 | 3 | 1 | 50 | 50 | 1.35 | 1.35 | |
| UrbanOak Vistas | Pulte | SJ | | ATMU | 66 | 4 | 7 | 4 | 2 | 0 | 14 | 14 | 0.92 | 0.92 | |
| Montecito Place | SummerHill | MV | | ATMU | 83 | 0 | 6 | 11 | 1 | 0 | 31 | 31 | 0.96 | 0.96 | |
| Nuevo - E-Towns | SummerHill | SC | | ATMU | 114 | 0 | 5 | 2 | 2 | 0 | 64 | 33 | 0.72 | 0.85 | |
| Nuevo - Terraces | SummerHill | SC | | ATMU | 176 | 0 | 21 | 16 | 0 | 0 | 69 | 32 | 0.77 | 0.82 | |
| Nuevo E-States | SummerHill | SC | | DTMJ | 41 | 0 | 5 | 3 | 0 | 0 | 18 | 15 | 0.34 | 0.38 | |
| Elev8tion- Duets/SFD | Taylor Morrison | SV | | DTMJ | 22 | 0 | 3 | 7 | 1 | 0 | 19 | 17 | 0.44 | 0.44 | |
| Elev8tion- Towns | Taylor Morrison | SV | | ATMU | 96 | 8 | 26 | 6 | 0 | 0 | 27 | 25 | 0.63 | 0.64 | |
| Glen Loma Ranch - Noir | TRI Pointe | GL | | DTMJ | 67 | 0 | 5 | 17 | 1 | 0 | 60 | 43 | 0.87 | 1.10 | |
| Glen Loma Ranch- Blanc | TRI Pointe | GL | | DTMJ | 53 | 0 | 2 | 6 | 0 | 0 | 51 | 31 | 0.74 | 0.79 | |
| Harmony | Trumark | SV | | DTMJ | 58 | 4 | 4 | 14 | 0 | 0 | 8 | 8 | 1.12 | 1.12 | |
| Waverly Detached | Warmington | MV | | DTMJ | 4 | 0 | 2 | 12 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Waverly Townhomes | Warmington | MV | | ATMU | 22 | 0 | 2 | 12 | 0 | 0 | 17 | 17 | 0.46 | 0.46 | |
| TOTALS: No. Reporting: 32 | | Avg. Sales: 0.81 | | | Traffic to Sales: 10 : 1 | | | | 201 | 273 | 28 | 2 | 1552 | 854 | Net: 26 |

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

The Ryness Report

Week Ending
Sunday, September 27, 2020

Bay Area

Page
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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 16 | | | | | | | | In Area : 16 | | |
|---|--------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| Monterey, Santa Cruz, San Benito Counties | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Cerrato | Century | HO | | DTMU | 223 | 0 | 18 | 33 | 4 | 0 | 205 | 71 | 1.38 | 1.82 | |
| East Garrison - Mnarch | Century | EG | | DTST | 67 | 0 | 3 | 15 | 1 | 0 | 64 | 23 | 0.71 | 0.59 | |
| East Garrison- The Grove | Century | EG | | DTST | 94 | 0 | 5 | 15 | 1 | 0 | 79 | 41 | 0.87 | 1.05 | |
| East Garrison- The Liberty | Century S/O | EG | | ATMU | 150 | 0 | S/O | 0 | 0 | 0 | 150 | 4 | 1.65 | 0.10 | |
| Meadows at Allendale | DeNova | HO | | DTST | 111 | 4 | 8 | 32 | 2 | 0 | 77 | 67 | 1.51 | 1.72 | |
| Bennett Ranch | K Hovnanian | HO | | DTST | 84 | 0 | 7 | 17 | 3 | 1 | 67 | 53 | 0.99 | 1.36 | |
| Monte Bella II | KB Home | SL | | DTST | 78 | 4 | 7 | 17 | 3 | 0 | 47 | 47 | 1.84 | 1.84 | |
| Sunnyside Estates | KB Home | HO | | DTMU | 107 | 5 | 10 | 6 | 3 | 0 | 82 | 53 | 1.06 | 1.36 | |
| Sunnyside Estates 6000's | KB Home | HO | | DTMU | 91 | 4 | 7 | 6 | 4 | 0 | 79 | 45 | 1.06 | 1.15 | |
| Carousel at Westfield | Kiper | HO | | DTMU | 92 | 0 | 10 | 41 | 0 | 0 | 36 | 36 | 1.19 | 1.19 | |
| Mayfair at Westfield | Kiper | HO | | DTMU | 50 | 0 | 6 | 41 | 0 | 0 | 8 | 8 | 0.67 | 0.67 | |
| Serenity at Santana Ranch | Legacy | HO | Rsv's | DTMU | 143 | 4 | 7 | 15 | 1 | 0 | 134 | 38 | 0.84 | 0.97 | |
| Solorio | Meritage | HO | | DTST | 65 | 4 | 6 | 15 | 2 | 1 | 48 | 48 | 1.33 | 1.33 | |
| Solorio - 27's | Meritage | HO | | ATST | 36 | 4 | 6 | 1 | 2 | 0 | 26 | 26 | 0.72 | 0.72 | |
| Cove Scotts Valley | Ryder | SV | Rsv's | ATMU | 25 | 4 | 8 | 7 | 1 | 0 | 8 | 8 | 0.73 | 0.73 | |
| Maple Park | Stone Bridge | HO | | DTST | 49 | 0 | 5 | 11 | 0 | 0 | 44 | 44 | 1.14 | 1.13 | |
| TOTALS: No. Reporting: 16 | | | Avg. Sales: 1.56 | | Traffic to Sales: 10 : 1 | | | | 113 | 272 | 27 | 2 | 1154 | 612 | Net: 25 |

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

| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 15 | | | | | | | | In Area : 15 | | |
|-------------------------------------|-------------------|----|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Ava at Villages | DR Horton | FF | New | DTST | 87 | 0 | 2 | 58 | 4 | 0 | 4 | 4 | 3.50 | 3.50 | |
| Greenwich at Parklane | DR Horton | DX | | DTST | 83 | 6 | 3 | 11 | 6 | 0 | 77 | 63 | 1.35 | 1.62 | |
| Cambridge at Brighton Landing | Meritage | VC | | DTMU | 67 | 4 | 8 | 27 | 0 | 0 | 44 | 44 | 1.22 | 1.22 | |
| Cerrito at Vanden Estates | Richmond American | VC | | DTMU | 50 | 4 | 8 | 32 | 2 | 0 | 14 | 14 | 0.60 | 0.60 | |
| Enclave at Vanden Estates | Richmond American | VC | | DTMU | 37 | 0 | 2 | 0 | 1 | 0 | 35 | 20 | 0.46 | 0.51 | |
| Mdway Grove at Homestead | Richmond American | DX | | DTMU | 88 | 4 | 7 | 2 | 2 | 0 | 19 | 19 | 2.33 | 2.33 | |
| Montera at Vanden Estates | Richmond American | VC | | DTST | 64 | 0 | 1 | 1 | 0 | 0 | 63 | 43 | 0.81 | 1.10 | |
| Orchards at Valley Glen II | Richmond American | DX | | DTMU | 122 | 0 | 3 | 5 | 0 | 0 | 103 | 58 | 1.07 | 1.49 | |
| Piedmont at Vanden Estates | Richmond American | VC | | DTMU | 47 | 0 | 5 | 4 | 2 | 0 | 42 | 22 | 0.54 | 0.56 | |
| Saratoga at Vanden Estates | Richmond American | VC | | DTMU | 97 | 0 | 5 | 2 | 2 | 0 | 60 | 34 | 0.78 | 0.87 | |
| Bristol at Brighton Landing | The New Home Co | VC | | DTMU | 64 | 0 | 5 | 28 | 1 | 0 | 33 | 14 | 0.37 | 0.36 | |
| Oxford at Brighton Landings | The New Home Co | VC | | DTMU | 80 | 0 | 6 | 28 | 0 | 0 | 29 | 12 | 0.34 | 0.31 | |
| Preston at Brighton Landing | The New Home Co | VC | | DTST | 87 | 4 | 6 | 37 | 5 | 0 | 62 | 43 | 0.87 | 1.10 | |
| Sheffield at Brighton Landing | The New Home Co | VC | | DTST | 120 | 0 | 7 | 37 | 0 | 0 | 37 | 20 | 0.52 | 0.51 | |
| Lantana at the Village | TRI Pointe | FF | Rsv's | DTMU | 133 | 0 | 6 | 20 | 1 | 0 | 113 | 50 | 1.11 | 1.28 | |
| TOTALS: No. Reporting: 15 | | | Avg. Sales: 1.73 | | Traffic to Sales: 11 : 1 | | | | 74 | 292 | 26 | 0 | 735 | 460 | Net: 26 |

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

The Ryness Report

Week Ending
Sunday, September 27, 2020

Bay Area

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 154 | | | | | | | In Area : 154 | |
|---|-----------|------------------|--------------------------|------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|---------------|--|
| Bay Area | | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales | | |
| GRAND TOTALS: No. Reporting: 154 | | Avg. Sales: 1.06 | Traffic to Sales: 10 : 1 | | 912 | 1741 | 175 | 11 | 7681 | 4043 | Net: 164 | | |

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



The Ryness Company

Marketing Research Department

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

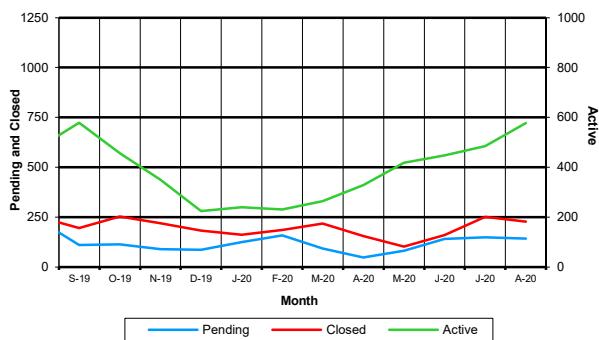
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

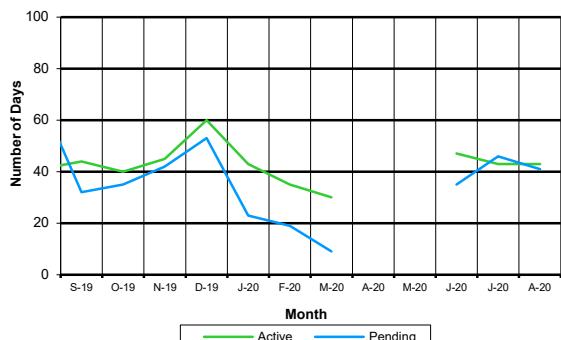
| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| Jan-20 | 240 | 43 | 124 | \$783,393 |
| Feb-20 | 231 | 35 | 159 | \$784,414 |
| Mar-20 | 264 | 30 | 93 | \$804,428 |
| Apr-20 | 328 | 0 | 48 | \$836,867 |
| May-20 | 418 | 0 | 81 | \$775,188 |
| Jun-20 | 448 | 47 | 140 | \$791,847 |
| Jul-20 | 485 | 43 | 149 | \$818,151 |
| Aug-20 | 577 | 43 | 142 | \$842,417 |



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

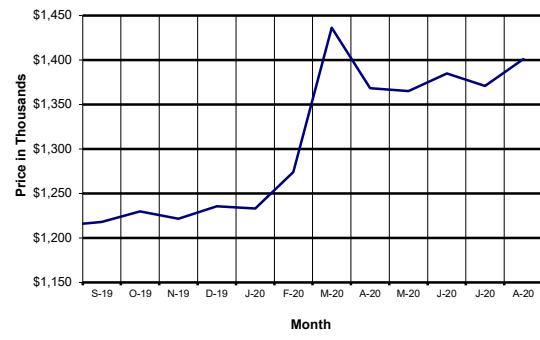


San Jose Metro SFD Monthly MLS Survey

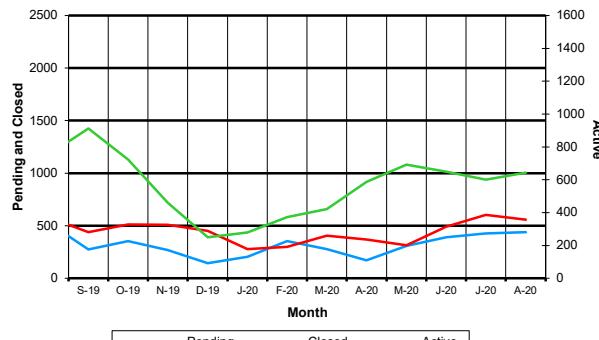
San Jose, Santa Clara & Sunnyvale

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|-------------|
| Jan-20 | 280 | 49 | 206 | \$1,233,249 |
| Feb-20 | 372 | 28 | 355 | \$1,274,191 |
| Mar-20 | 422 | 22 | 277 | \$1,436,423 |
| Apr-20 | 586 | 0 | 171 | \$1,368,416 |
| May-20 | 692 | 0 | 307 | \$1,365,204 |
| Jun-20 | 649 | 49 | 390 | \$1,384,959 |
| Jul-20 | 601 | 46 | 426 | \$1,370,879 |
| Aug-20 | 644 | 43 | 439 | \$1,400,977 |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





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Marketing Research Department

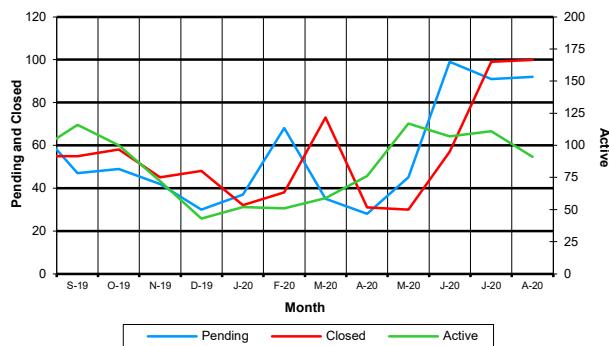
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

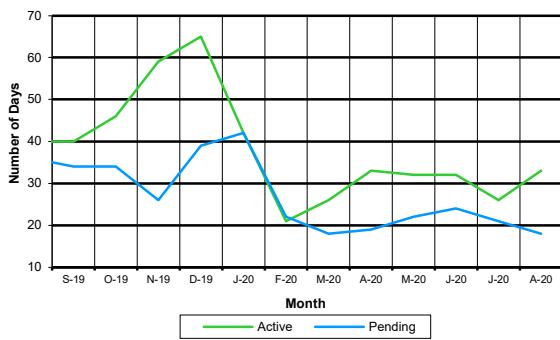
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 52 | 42 | 37 | 42 | 32 | \$672,787 |
| Feb-20 | 51 | 21 | 68 | 22 | 38 | \$645,334 |
| Mar-20 | 59 | 26 | 35 | 18 | 73 | \$673,281 |
| Apr-20 | 76 | 33 | 28 | 19 | 31 | \$738,515 |
| May-20 | 117 | 32 | 45 | 22 | 30 | \$649,119 |
| Jun-20 | 107 | 32 | 99 | 24 | 57 | \$667,268 |
| Jul-20 | 111 | 26 | 91 | 21 | 99 | \$699,711 |
| Aug-20 | 91 | 33 | 92 | 18 | 100 | \$700,734 |



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

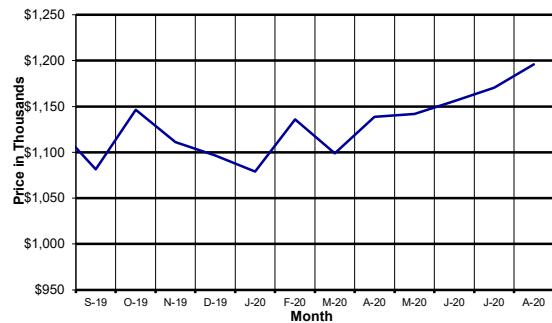


Amador Valley SFD Monthly MLS Survey

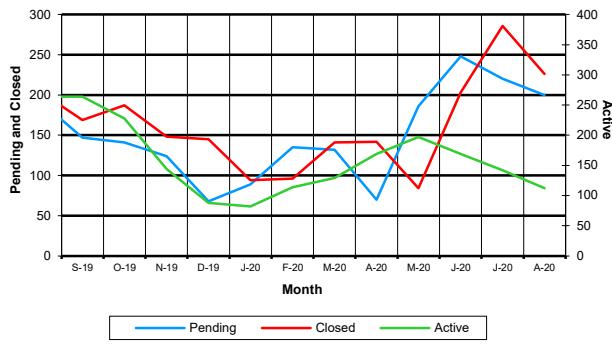
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-20 | 82 | 74 | 89 | 29 | 94 | \$1,078,926 |
| Feb-20 | 114 | 45 | 135 | 20 | 96 | \$1,135,882 |
| Mar-20 | 129 | 46 | 132 | 16 | 141 | \$1,098,821 |
| Apr-20 | 169 | 47 | 70 | 18 | 142 | \$1,138,705 |
| May-20 | 197 | 40 | 186 | 22 | 84 | \$1,141,749 |
| Jun-20 | 169 | 46 | 248 | 18 | 203 | \$1,155,864 |
| Jul-20 | 142 | 41 | 220 | 21 | 286 | \$1,170,460 |
| Aug-20 | 112 | 41 | 200 | 17 | 226 | \$1,196,117 |

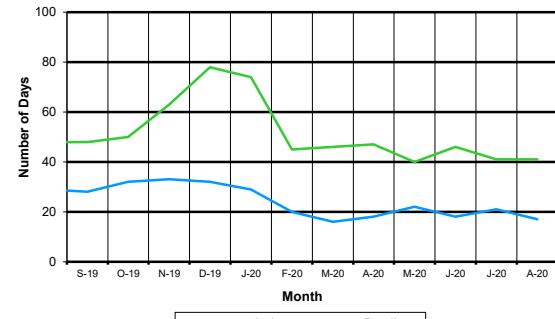
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



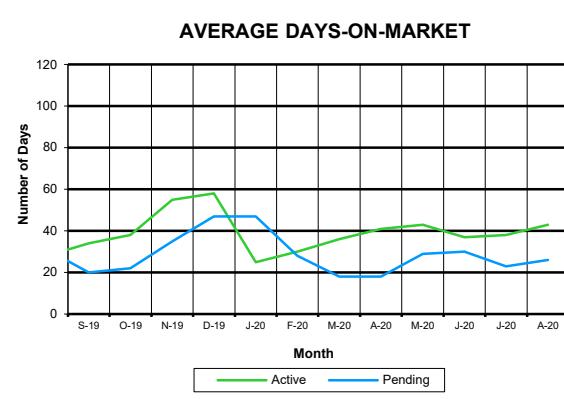
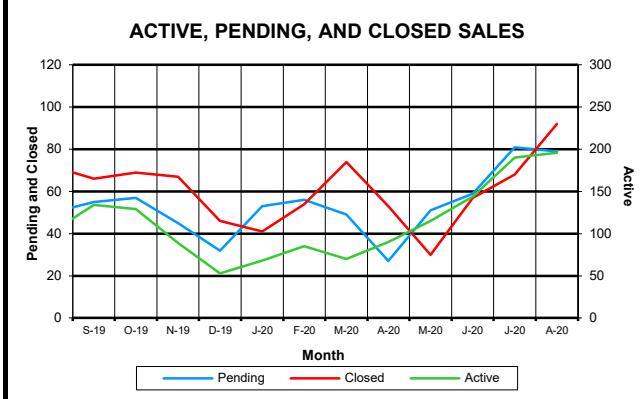


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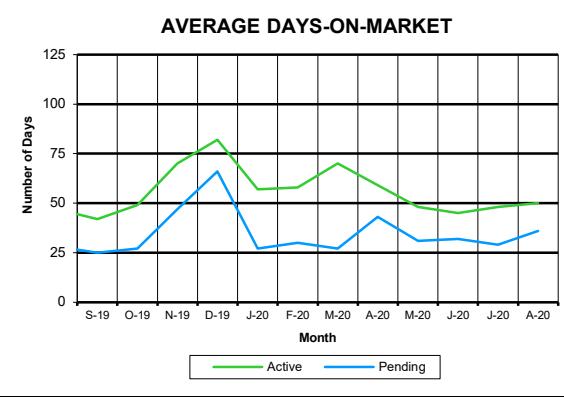
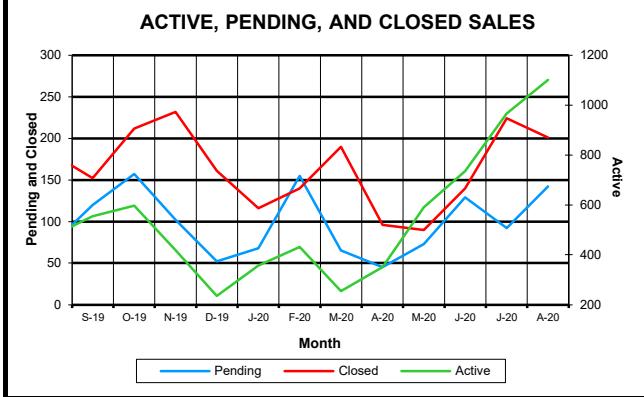
Marketing Research Department

Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 68 | 25 | 53 | 47 | 41 | \$638,382 |
| Feb-20 | 85 | 30 | 56 | 28 | 54 | \$685,273 |
| Mar-20 | 70 | 36 | 49 | 18 | 74 | \$676,332 |
| Apr-20 | 90 | 41 | 27 | 18 | 53 | \$727,099 |
| May-20 | 115 | 43 | 51 | 29 | 30 | \$708,036 |
| Jun-20 | 144 | 37 | 59 | 30 | 57 | \$711,299 |
| Jul-20 | 190 | 38 | 81 | 23 | 68 | \$624,923 |
| Aug-20 | 196 | 43 | 79 | 26 | 92 | \$699,919 |



| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-20 | 357 | 57 | 68 | 27 | 116 | \$1,304,861 |
| Feb-20 | 431 | 58 | 155 | 30 | 140 | \$1,378,748 |
| Mar-20 | 254 | 70 | 65 | 27 | 190 | \$1,388,459 |
| Apr-20 | 351 | 59 | 45 | 43 | 96 | \$1,374,844 |
| May-20 | 590 | 48 | 73 | 31 | 90 | \$1,230,256 |
| Jun-20 | 736 | 45 | 129 | 32 | 140 | \$1,374,713 |
| Jul-20 | 966 | 48 | 92 | 29 | 224 | \$1,421,866 |
| Aug-20 | 1,101 | 50 | 142 | 36 | 201 | \$1,382,844 |





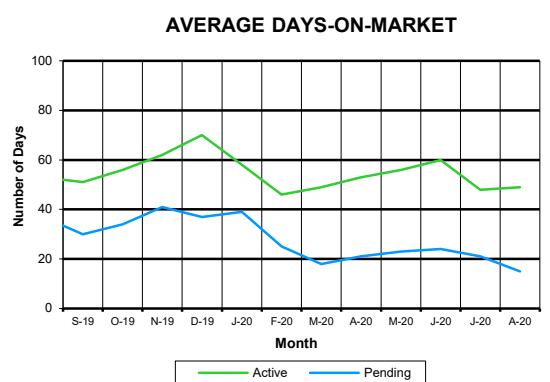
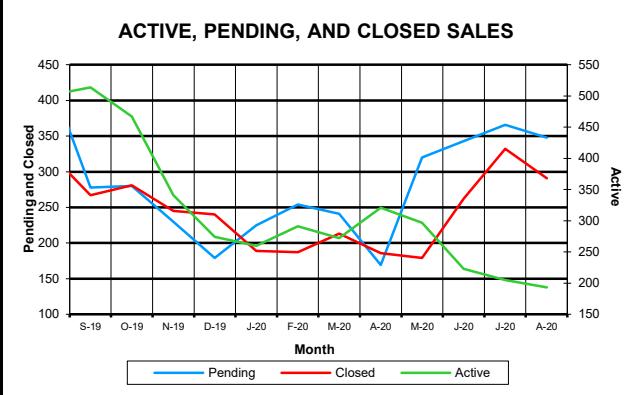
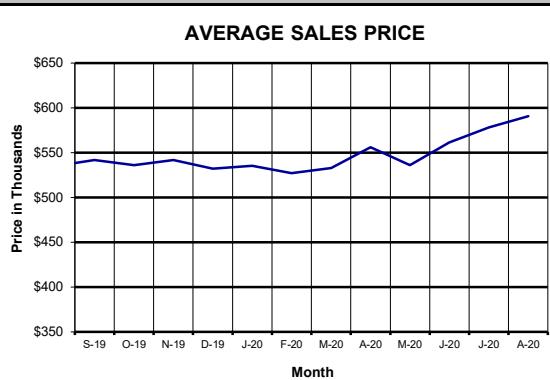
The Ryness Company

Marketing Research Department

E. Contra Costa SFD Monthly MLS Survey

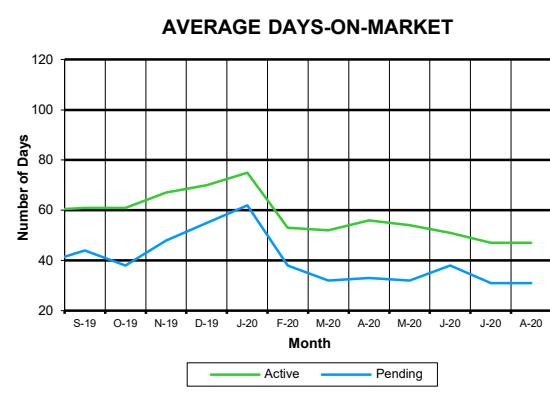
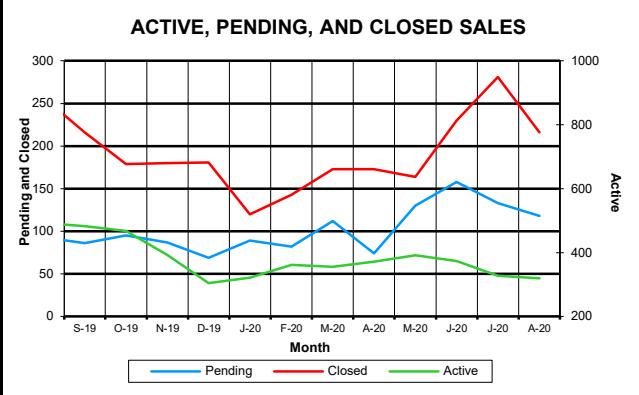
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| Jan-20 | 260 | 58 | 225 | \$535,540 |
| Feb-20 | 291 | 46 | 254 | \$527,153 |
| Mar-20 | 272 | 49 | 241 | \$533,030 |
| Apr-20 | 321 | 53 | 169 | \$556,220 |
| May-20 | 297 | 56 | 320 | \$536,187 |
| Jun-20 | 223 | 60 | 343 | \$561,397 |
| Jul-20 | 205 | 48 | 366 | \$578,252 |
| Aug-20 | 193 | 49 | 348 | \$590,593 |



Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| Jan-20 | 322 | 75 | 89 | \$492,825 |
| Feb-20 | 362 | 53 | 82 | \$511,392 |
| Mar-20 | 356 | 52 | 112 | \$508,780 |
| Apr-20 | 372 | 56 | 74 | \$518,680 |
| May-20 | 392 | 54 | 130 | \$510,767 |
| Jun-20 | 374 | 51 | 158 | \$556,773 |
| Jul-20 | 328 | 47 | 133 | \$547,595 |
| Aug-20 | 320 | 47 | 118 | \$566,562 |



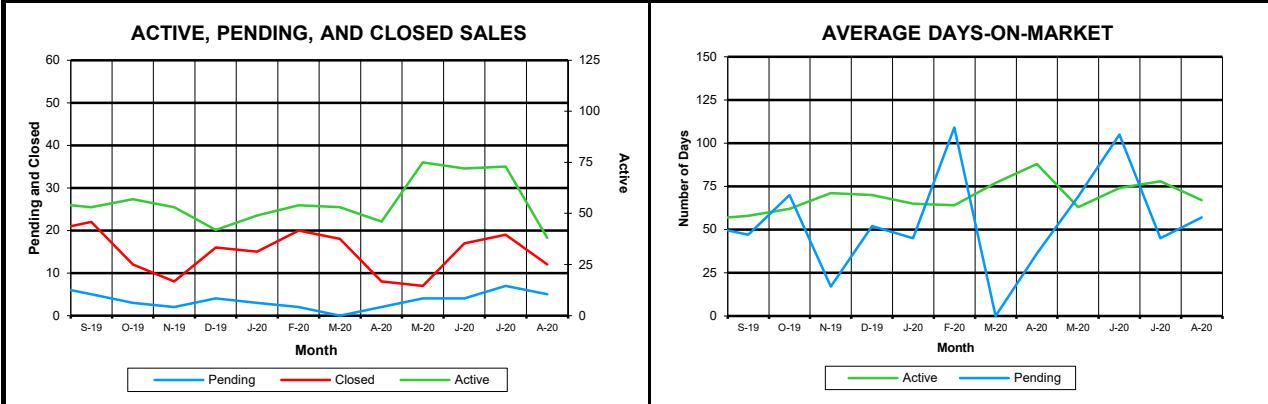


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Marketing Research Department

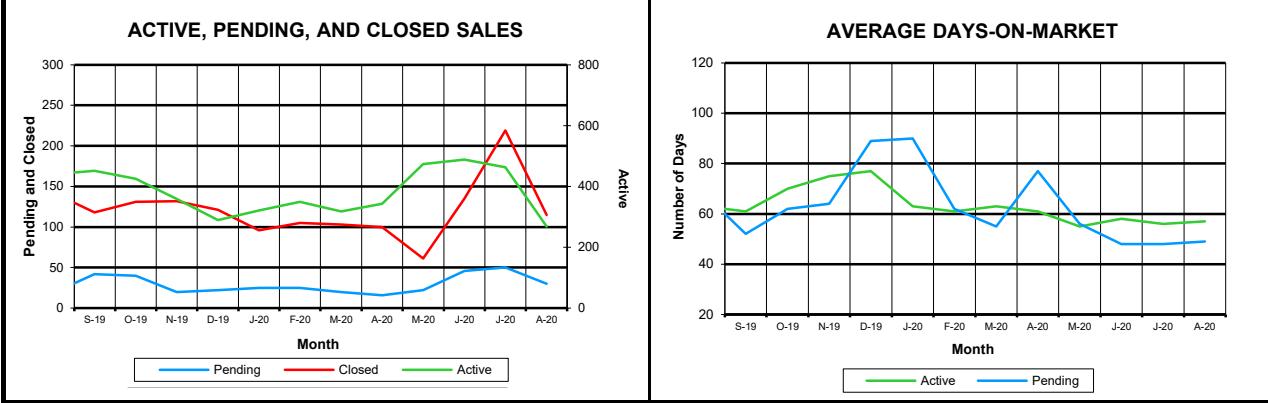
Santa Rosa Attd. Monthly MLS Survey

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| Jan-20 | 49 | 65 | 3 | \$362,939 |
| Feb-20 | 54 | 64 | 2 | \$382,438 |
| Mar-20 | 53 | 77 | 0 | \$394,247 |
| Apr-20 | 46 | 88 | 2 | \$442,500 |
| May-20 | 75 | 63 | 4 | \$319,500 |
| Jun-20 | 72 | 74 | 4 | \$365,807 |
| Jul-20 | 73 | 78 | 7 | \$385,526 |
| Aug-20 | 38 | 67 | 5 | \$409,792 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| Jan-20 | 321 | 63 | 25 | \$669,344 |
| Feb-20 | 349 | 61 | 25 | \$694,530 |
| Mar-20 | 318 | 63 | 20 | \$691,061 |
| Apr-20 | 343 | 61 | 16 | \$639,414 |
| May-20 | 474 | 55 | 22 | \$716,142 |
| Jun-20 | 488 | 58 | 46 | \$682,648 |
| Jul-20 | 463 | 56 | 50 | \$730,439 |
| Aug-20 | 269 | 57 | 30 | \$732,236 |



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

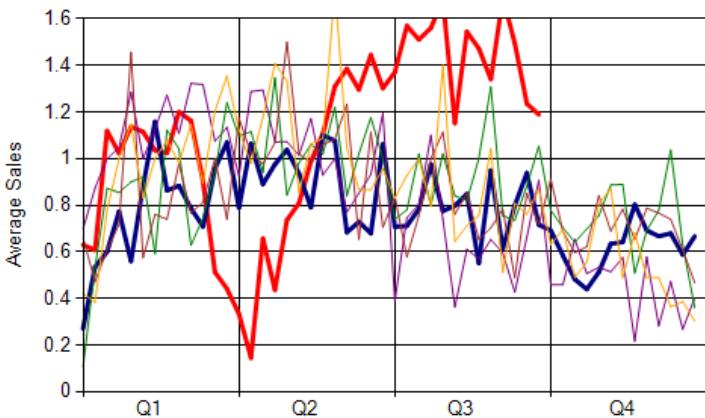


Central Valley Week 39

Ending: Sunday, September 27, 2020

| Counties / Groups | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. | |
|------------------------------|-----------------|----------|-----------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|-------------|
| Tracy/Mountain House | | 20 | 759 | 30 | 0 | 30 | 1.50 | 1.17 | 28% | 1.67 | -10% | |
| San Joaquin County | | 29 | 545 | 36 | 12 | 24 | 0.83 | 1.22 | -32% | 1.60 | -48% | |
| Stanislaus County | | 2 | 35 | 3 | 1 | 2 | 1.00 | 1.29 | -22% | 1.81 | -45% | |
| Merced County | | 19 | 256 | 29 | 4 | 25 | 1.32 | 0.88 | 50% | 1.12 | 17% | |
| Madera County | | 6 | 77 | 6 | 1 | 5 | 0.83 | 0.90 | -8% | 1.01 | -18% | |
| Fresno County | | 14 | 144 | 21 | 0 | 21 | 1.50 | 1.31 | 15% | 1.47 | 2% | |
| Current Week Totals | Traffic : Sales | 15:1 | 90 | 1816 | 125 | 18 | 107 | 1.19 | 1.13 | 5% | 1.46 | -18% |
| Per Project Average | | | | 20 | 1.39 | 0.20 | 1.19 | | | | | |
| Year Ago - 09/29/2019 | Traffic : Sales | 24:1 | 81 | 1730 | 71 | 13 | 58 | 0.72 | 0.82 | -13% | 0.81 | -11% |
| % Change | | | 11% | 5% | 76% | 38% | 84% | 66% | 37% | | 80% | |

52 Weeks Comparison



Year to Date Averages Through Week 39

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2015 | 46 | 32 | 1.14 | 0.17 | 0.97 | 0.87 |
| ■ | 2016 | 47 | 27 | 0.99 | 0.13 | 0.86 | 0.81 |
| ■ | 2017 | 50 | 30 | 1.04 | 0.12 | 0.92 | 0.87 |
| ■ | 2018 | 69 | 22 | 1.10 | 0.17 | 0.92 | 0.80 |
| ■ | 2019 | 78 | 22 | 0.97 | 0.14 | 0.82 | 0.77 |
| ■ | 2020 | 85 | 21 | 1.33 | 0.20 | 1.13 | 1.13 |
| % Change: | | 9% | -4% | 38% | 40% | 37% | 46% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|--|
| CONV | RATE | APR | |
| | 2.84% | 3.05% | We suspect August was another solid month for home sales. Existing and new home sales have quickly bounced back from their virus lows, and the recent strength in the housing market is due to a number of factors. Mortgage rates continue to slide to record lows, currently below 3%. Low borrowing costs and a desire for more living space have led to an accelerated timeline for buyers who were previously on the sideline, in our view. Furthermore, potential homebuyers were largely insulated from virus-related job loss, which have hit lower-income earners, who are typically renters rather than owners, particularly hard. These fundamentals remain supportive of a continued pickup in home sales. The one caveat, however, is the particularly lean amount of homes for sale. But, low inventories have pushed builder confidence to its highest level since the 1990s, which should lead to a continued pickup in single-family construction. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary |
| FHA | 2.96% | 3.66% | |
| 10 Yr Yield | 0.66% | | |
| | | | |

The Ryness Report

Week Ending
Sunday, September 27, 2020

Central Valley

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 20 | | | | | | | | In Area : 20 | | |
|----------------------------------|-------------------------|-----------|---------------------------------|------|----------------------------|----------|-----------|------------|------------|-----------|--------------|------------|----------------|---------------|--|
| Tracy/Mountain House | | | | | Units | New Rel. | Re'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Magnolia Park | Bright | TR | | DTMJ | 42 | 2 | 4 | 10 | 1 | 0 | 6 | 6 | 1.56 | 1.56 | |
| Expression at College Park | Century | MH | | DTMJ | 72 | 0 | 5 | 20 | 1 | 0 | 50 | 40 | 0.89 | 1.03 | |
| Heritage at College Park | Century | MH | | DTMJ | 96 | 0 | 5 | 20 | 0 | 0 | 49 | 40 | 0.86 | 1.03 | |
| Provenance at College Park | Century | MH | | DTMJ | 68 | 0 | 6 | 27 | 2 | 0 | 36 | 36 | 1.00 | 1.00 | |
| Reflection at College Park | Century | MH | | DTMJ | 87 | 4 | 4 | 27 | 3 | 0 | 46 | 46 | 1.27 | 1.27 | |
| Santosha | DeNova | TR | | DTST | 71 | 6 | 6 | 22 | 1 | 0 | 32 | 32 | 2.91 | 2.91 | |
| Amber at Tracy Hills | Lennar | TH | | DTMJ | 160 | 2 | 2 | 68 | 1 | 0 | 72 | 34 | 0.96 | 0.87 | |
| Larimar at Tracy Hills | Lennar | TH | | DTMJ | 133 | 0 | 1 | 68 | 3 | 0 | 59 | 41 | 0.78 | 1.05 | |
| Opal at Tracy Hills | Lennar | TH | | DTMJ | 103 | 2 | 1 | 68 | 3 | 0 | 63 | 33 | 0.84 | 0.85 | |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 196 | 2 | 2 | 68 | 2 | 0 | 52 | 33 | 0.67 | 0.85 | |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 1 | 1 | 42 | 3 | 0 | 35 | 29 | 0.68 | 0.74 | |
| Vantage at Tracy Hills | Meritage | TH | | DTST | 182 | 0 | 2 | 26 | 0 | 0 | 106 | 80 | 1.29 | 2.05 | |
| Elissagaray Ranch | Ponderosa TSO | TR | | DTMJ | 47 | 0 | TSO | 11 | 0 | 0 | 26 | 12 | 0.37 | 0.31 | |
| Briar Square at Mountain House | Shea | MH | | DTMJ | 173 | 0 | 5 | 61 | 0 | 0 | 63 | 63 | 1.79 | 1.79 | |
| Langston at Mountain House | Shea | MH | | ATST | 131 | 4 | 5 | 47 | 0 | 0 | 82 | 82 | 2.33 | 2.33 | |
| Vente at Tracy Hills | Shea | TH | | DTMJ | 74 | 0 | 5 | 79 | 0 | 0 | 59 | 43 | 0.72 | 1.10 | |
| Sungold | Taylor Morrison | TR | | DTMJ | 62 | 8 | 6 | 41 | 2 | 0 | 27 | 27 | 1.67 | 1.67 | |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 95 | 0 | 7 | 12 | 0 | 0 | 18 | 18 | 1.27 | 1.27 | |
| Stanford at Ellis | Woodside | TR | | DTMJ | 51 | 4 | 6 | 24 | 3 | 0 | 33 | 33 | 2.33 | 2.33 | |
| Zephyr at Ellis | Woodside | TR | | DTMJ | 76 | 8 | 7 | 18 | 5 | 0 | 17 | 17 | 1.20 | 1.20 | |
| TOTALS: No. Reporting: 20 | Avg. Sales: 1.50 | | Traffic to Sales: 25 : 1 | | | | 80 | 759 | 30 | 0 | 931 | 745 | Net: 30 | | |

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

| Stockton/Lodi | | | | | Projects Participating: 9 | | | | | | | | In Area : 9 | | |
|---------------------------------|-------------------------|----|--------------------------------|------|---------------------------|----------|-----------|-----------|------------|-----------|--------------|------------|----------------|---------------|--|
| | | | | | Units | New Rel. | Re'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| The Cove at Westlake | Caresco | SK | | DTMJ | 46 | 0 | 5 | 13 | 1 | 0 | 11 | 11 | 1.79 | 1.79 | |
| Solari Ranch | DR Horton | SK | | DTST | 20 | 0 | 2 | 6 | 4 | 0 | 18 | 18 | 1.97 | 1.97 | |
| Aspire at River Terrace | K Hovnanian | SK | | DTST | 83 | 0 | 6 | 3 | 1 | 1 | 65 | 65 | 2.59 | 2.59 | |
| Encantada at Vineyard Terrace | K Hovnanian | LD | | DTMJ | 112 | 0 | 9 | 4 | 0 | 0 | 30 | 30 | 0.85 | 0.85 | |
| Lavaux at Vineyard Terrace | K Hovnanian | LD | | DTMJ | 116 | 0 | 9 | 9 | 1 | 1 | 91 | 91 | 2.59 | 2.59 | |
| Montevello | KB Home | SK | | DTST | 170 | 0 | 3 | 10 | 1 | 1 | 167 | 48 | 1.14 | 1.23 | |
| Keys at Westlake | Lennar | SK | | DTMJ | 101 | 0 | 4 | 4 | 0 | 0 | 3 | 3 | 0.25 | 0.25 | |
| Seasons at Westlake Village | Richmond American | SK | | DTMJ | 41 | 0 | 3 | 9 | 1 | 0 | 8 | 8 | 1.93 | 1.93 | |
| Villa Point at Destinations | Richmond American | SK | | DTST | 122 | 0 | 8 | 1 | 0 | 0 | 103 | 40 | 0.79 | 1.03 | |
| TOTALS: No. Reporting: 9 | Avg. Sales: 0.67 | | Traffic to Sales: 7 : 1 | | | | 49 | 59 | 9 | 3 | 496 | 314 | Net: 6 | | |

City Codes: SK = Stockton, LD = Lodi

The Ryness Report

Week Ending
Sunday, September 27, 2020

Central Valley

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 20 | | | | | | | | In Area : 20 | | |
|--|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|----------------|
| San Joaquin County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Haven at River Island | Anthem United | LP | | DTST | 128 | 5 | 1 | 24 | 4 | 0 | 76 | 59 | 1.04 | 1.51 | |
| Turnleaf at the Collective | Anthem United | MN | | DTMJ | 84 | 0 | 7 | 8 | 0 | 0 | 8 | 5 | 0.14 | 0.13 | |
| Solera | Atherton | MN | | DTMJ | 354 | 0 | 4 | 17 | 2 | 0 | 342 | 73 | 1.48 | 1.87 | |
| Arlington | DR Horton | MN | | DTST | 148 | 0 | 9 | 20 | 0 | 0 | 117 | 64 | 1.52 | 1.64 | |
| Bella Vita | DR Horton | LP | | DTST | 76 | 0 | 8 | 38 | 0 | 0 | 16 | 16 | 1.45 | 1.45 | |
| Haven Cottages at Sundance | KB Home | MN | | DTMJ | 38 | 0 | 4 | 10 | 0 | 0 | 28 | 28 | 0.82 | 0.82 | |
| Haven Villas at Sundance | KB Home | MN | | DTST | 152 | 0 | 5 | 28 | 2 | 0 | 106 | 69 | 1.63 | 1.77 | |
| Catalina at River Island | Kiper | LP | | DTMJ | 72 | 0 | 1 | 53 | 5 | 0 | 41 | 41 | 2.04 | 2.04 | |
| Newport at River Islands | Kiper | LP | | DTMJ | 131 | 0 | 8 | 84 | 0 | 0 | 67 | 47 | 1.17 | 1.21 | |
| Bella Vista Oakwood Shores II | Lafferty | MN | Rsv's | DTMJ | 157 | 0 | 6 | 43 | 5 | 2 | 92 | 29 | 0.40 | 0.74 | |
| Stanford Crossing | Meritage | LP | | DTMJ | 66 | 0 | 4 | 10 | 0 | 1 | 62 | 62 | 2.80 | 2.80 | |
| Zinnia at Terra Ranch | Meritage | MN | | DTMJ | 72 | 2 | 3 | 13 | 1 | 0 | 69 | 69 | 1.92 | 1.92 | |
| Daybreak at River Islands | Pulte | LP | | DTMJ | 74 | 0 | 8 | 33 | 0 | 2 | 27 | 27 | 0.84 | 0.84 | |
| Fox Chase at Woodward | Richmond American | MN | | ATMU | 130 | 0 | 7 | 6 | 0 | 2 | 123 | 52 | 1.14 | 1.33 | |
| Northpointe at Stanford Crossing | Richmond American | LP | | DTMJ | 91 | 4 | 8 | 6 | 2 | 0 | 28 | 28 | 1.20 | 1.20 | |
| Watermark at River Islands | Richmond American | LP | | DTST | 102 | 0 | 5 | 1 | 1 | 0 | 97 | 57 | 1.14 | 1.46 | |
| Venture at The Collective | Taylor Morrison | MN | | DTST | 115 | 0 | 11 | 8 | 0 | 0 | 19 | 16 | 0.35 | 0.41 | |
| Breakwater at River Island | TRI Pointe | LP | Rsv's | DTMJ | 106 | 4 | 6 | 43 | 3 | 0 | 32 | 32 | 2.11 | 2.11 | |
| Origin at the Collective | Trumark | MN | | DTMJ | 59 | 0 | 2 | 13 | 0 | 0 | 11 | 11 | 0.21 | 0.28 | |
| Hdeway at River Islands | Van Daele | LP | | DTST | 120 | 4 | 7 | 28 | 2 | 2 | 23 | 23 | 2.27 | 2.27 | |
| TOTALS: No. Reporting: 20 | | | | | | | | | | | | | | | Net: 18 |
| City Codes: LP = Lathrop, MN = Manteca | | | | | | | | | | | | | | | |

| Stanislaus County | | | | | Projects Participating: 2 | | | | | | | | In Area : 2 | | |
|---------------------------------|-------------|----|--|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Aspire at Apricot Grove | K Hovnanian | PR | | DTST | 69 | 0 | 4 | 12 | 1 | 1 | 48 | 48 | 1.71 | 1.71 | |
| Turnleaf at Patterson Ranch | KB Home | PR | | DTST | 99 | 4 | 7 | 23 | 2 | 0 | 43 | 43 | 1.94 | 1.94 | |
| TOTALS: No. Reporting: 2 | | | | | | | | | | | | | | | Net: 2 |
| City Codes: PR = Patterson | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, September 27, 2020

Central Valley

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 19 | | | | | | | | In Area : 19 | | | | |
|----------------------------------|-----------------|-----------|-------|------|----------------------------|----------|------------|---------|--------------------------------|-----------|--------------|------------|---------------|--------------|-------------|------------|----------------|
| Merced County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | | | |
| Summer Creek | Bright | MD | | DTMJ | 120 | 4 | 7 | 17 | 1 | 0 | 56 | 35 | 0.77 | 0.90 | | | |
| Sundance Village | Bright | LT | | DTST | 64 | 4 | 5 | 22 | 1 | 0 | 54 | 34 | 0.82 | 0.87 | | | |
| Bell Crossing | DR Horton | AT | | DTST | 151 | 7 | 14 | 18 | 1 | 1 | 50 | 50 | 1.30 | 1.28 | | | |
| Brookshire | DR Horton | LB | | DTST | 50 | 11 | 13 | 3 | 1 | 0 | 19 | 19 | 0.90 | 0.90 | | | |
| Mission Village South | DR Horton | LB | | DTMJ | 91 | 0 | 4 | 4 | 2 | 1 | 66 | 37 | 0.95 | 0.95 | | | |
| Monterra | DR Horton | MD | | DTST | 103 | 6 | 8 | 4 | 0 | 0 | 53 | 53 | 1.37 | 1.36 | | | |
| Panorama | DR Horton | MD | | DTST | 192 | 0 | 5 | 6 | 3 | 0 | 65 | 45 | 0.94 | 1.15 | | | |
| Shaunessy | DR Horton | LB | | DTST | 70 | 7 | 7 | 3 | 1 | 0 | 12 | 12 | 0.60 | 0.60 | | | |
| Aspire at Bellevue Ranch II | K Hovnanian | MD | | DTST | 175 | 0 | 6 | 10 | 0 | 0 | 78 | 25 | 0.83 | 0.64 | | | |
| Manzanita | Legacy | LT | | DTMJ | 172 | 0 | 10 | 27 | 4 | 0 | 102 | 43 | 0.91 | 1.10 | | | |
| Sunflower | Legacy | MD | | DTST | 143 | 0 | 7 | 22 | 0 | 0 | 73 | 38 | 0.82 | 0.97 | | | |
| Mbraga - Chateau II | Lennar | MD | | DTMJ | 52 | 0 | 6 | 1 | 1 | 0 | 13 | 13 | 0.99 | 0.99 | | | |
| Mbraga - Skye II | Lennar | MD | | DTMJ | 66 | 4 | 8 | 1 | 3 | 1 | 24 | 24 | 1.70 | 1.70 | | | |
| Mbraga - Summer II | Lennar | MD | | DTMJ | 115 | 4 | 7 | 1 | 3 | 0 | 13 | 13 | 0.99 | 0.99 | | | |
| Bellevue Ranch | Stonefield Home | MD | | DTST | 123 | 6 | 6 | 46 | 2 | 0 | 73 | 43 | 0.94 | 1.10 | | | |
| Brookshire | Stonefield Home | LB | | DTMJ | 172 | 0 | 3 | 17 | 0 | 0 | 149 | 47 | 0.80 | 1.21 | | | |
| Cypress Terrace | Stonefield Home | MD | | DTST | 82 | 4 | 7 | 21 | 3 | 1 | 40 | 12 | 0.71 | 0.31 | | | |
| Shaunessey Village | Stonefield Home | LB | | DTST | 81 | 4 | 6 | 25 | 2 | 0 | 39 | 37 | 0.89 | 0.95 | | | |
| Villas, The | Stonefield Home | LB | | DTST | 50 | 0 | 3 | 8 | 1 | 0 | 47 | 26 | 0.63 | 0.67 | | | |
| TOTALS: No. Reporting: 19 | | | | | Avg. Sales: 1.32 | | | | Traffic to Sales: 9 : 1 | | 132 | 256 | 29 | 4 | 1026 | 606 | Net: 25 |

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

| Madera County | | | | | Projects Participating: 6 | | | | | | | | In Area : 6 | | | | |
|---------------------------------|-------------|-----|--|------|---------------------------|----------|------------|---------|---------------------------------|-----------|--------------|-----------|---------------|--------------|------------|------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | | | |
| Tesoro Viejo- Bluffs | DR Horton | MDA | | DTMJ | 39 | 0 | 4 | 21 | 0 | 0 | 28 | 28 | 0.73 | 0.72 | | | |
| Aspire at River Bend | K Hovnanian | MDA | | DTMJ | 171 | 0 | 5 | 12 | 2 | 1 | 90 | 57 | 1.19 | 1.46 | | | |
| Vista Bella at Tesoro Viejo | K Hovnanian | MDA | | DTST | 112 | 0 | 11 | 4 | 0 | 0 | 17 | 12 | 0.25 | 0.31 | | | |
| Riverstone Coronet | Lennar | MDA | | DTST | 103 | 0 | 6 | 2 | 0 | 0 | 18 | 18 | 1.20 | 1.20 | | | |
| Riverstone- Pinnacle | Lennar | MDA | | DTMJ | 57 | 0 | 3 | 7 | 2 | 0 | 46 | 27 | 0.59 | 0.69 | | | |
| Riverstone Skye II | Lennar | MDA | | DTST | 67 | 0 | 4 | 31 | 2 | 0 | 18 | 18 | 1.97 | 1.97 | | | |
| TOTALS: No. Reporting: 6 | | | | | Avg. Sales: 0.83 | | | | Traffic to Sales: 13 : 1 | | 33 | 77 | 6 | 1 | 217 | 160 | Net: 5 |

City Codes: MDA = Madera

The Ryness Report

Week Ending
Sunday, September 27, 2020

Central Valley

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 14 | | | | | | | | In Area : 14 | | |
|----------------------------------|-------------|-------------------------|-------|------|--------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Fresno County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 4 | 5 | 0 | 0 | 82 | 52 | 1.04 | 1.33 | |
| Inspirado | K Hovnanian | FR | | DTST | 109 | 0 | 3 | 18 | 3 | 0 | 83 | 83 | 2.15 | 2.13 | |
| Laurel Grove | KB Home | FR | | DTST | 144 | 6 | 6 | 26 | 4 | 0 | 122 | 55 | 1.42 | 1.41 | |
| Seville | KB Home | FR | | DTST | 129 | 4 | 8 | 42 | 2 | 0 | 39 | 39 | 1.44 | 1.44 | |
| Carriage House V- Chateau | Lennar | FR | | DTST | 92 | 0 | 1 | 0 | 0 | 0 | 91 | 27 | 0.96 | 0.69 | |
| Chateau at Summer Grove | Lennar | FR | | DTST | 192 | 0 | 4 | 1 | 1 | 0 | 188 | 60 | 1.33 | 1.54 | |
| Copper River- Pinnacle | Lennar | FR | | DTMU | 94 | 0 | 8 | 20 | 1 | 0 | 81 | 40 | 0.85 | 1.03 | |
| Fancher Creek California | Lennar | FR | | ATST | 68 | 4 | 4 | 2 | 2 | 0 | 40 | 40 | 1.05 | 1.05 | |
| Fancher Creek- Chateau | Lennar | FR | | ATST | 117 | 4 | 6 | 4 | 4 | 0 | 32 | 32 | 0.84 | 0.84 | |
| Heirloom Ranch- Chateau Series | Lennar | FR | | DTST | 208 | 4 | 6 | 22 | 3 | 0 | 92 | 66 | 1.27 | 1.69 | |
| Heritage Grove - Clementine | Lennar | CV | | DTST | 21 | 0 | 3 | 1 | 0 | 0 | 6 | 6 | 1.91 | 1.91 | |
| Heritage Grove - Coronet | Lennar | CV | | DTST | 63 | 0 | 2 | 1 | 1 | 0 | 3 | 3 | 0.95 | 0.95 | |
| Heritage Grove - Homestead | Lennar | CV | | DTMU | 44 | 0 | 2 | 1 | 0 | 0 | 3 | 3 | 0.95 | 0.95 | |
| Heritage Grove- Pinnacle | Lennar | CV | | DTMU | 47 | 0 | 5 | 1 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| TOTALS: No. Reporting: 14 | | Avg. Sales: 1.50 | | | Traffic to Sales: 7 : 1 | | | | 62 | 144 | 21 | 0 | 862 | 506 | Net: 21 |

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

| Central Valley | | | Projects Participating: 90 | | | | | In Area : 90 | | | |
|--|--|-------------------------|----------------------------|---------------------------------|------------|-------------|--------------|--------------|-------------|-------------|-----------------|
| | | | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales | | |
| GRAND TOTALS: No. Reporting: 90 | | Avg. Sales: 1.19 | | Traffic to Sales: 15 : 1 | 481 | 1816 | 125 | 18 | 5007 | 3230 | Net: 107 |

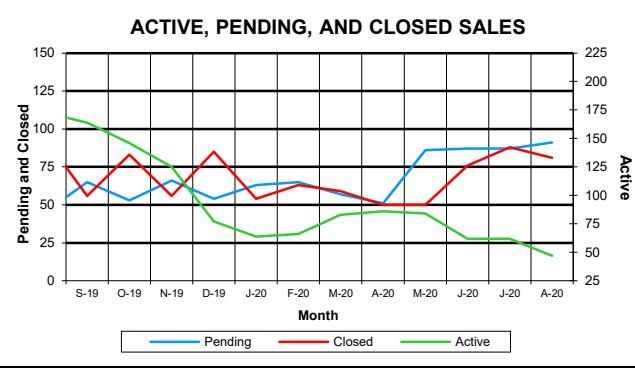
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row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

The Ryness Company

Marketing Research Department

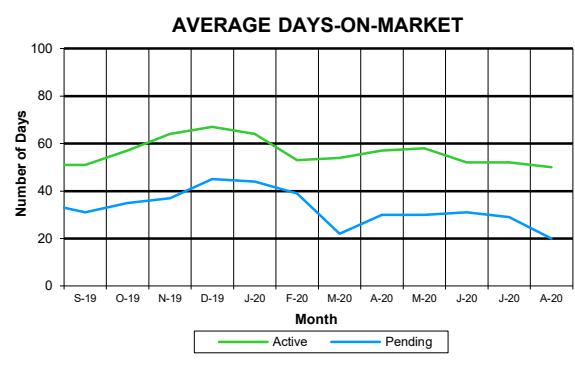
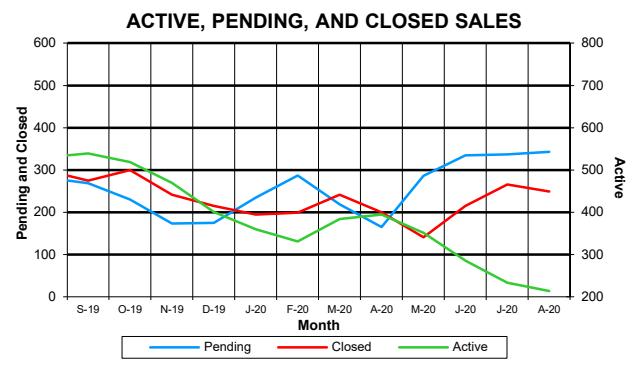
Tracy SFD Monthly MLS Survey

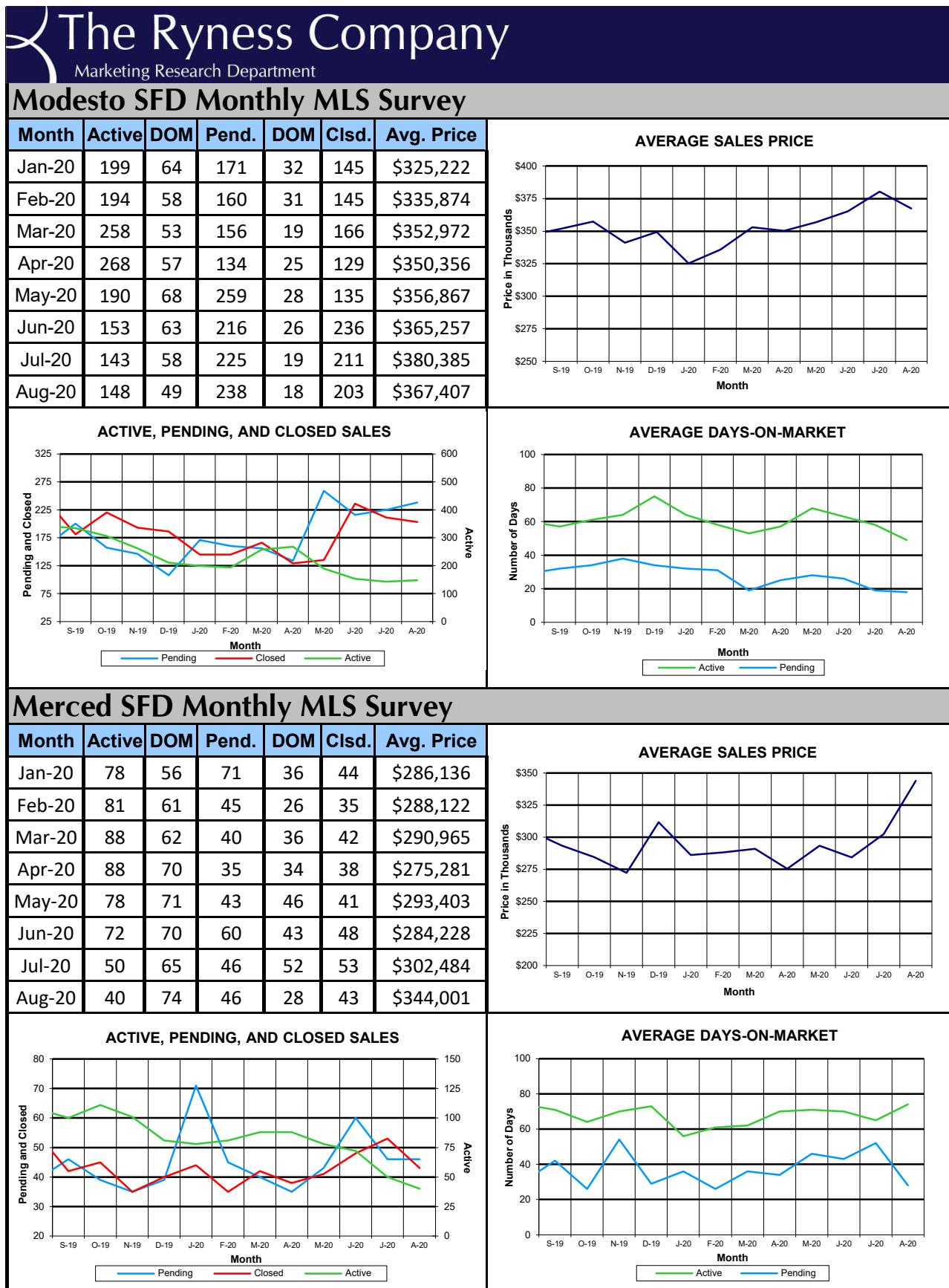
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 64 | 62 | 63 | 42 | 54 | 520,763 |
| Feb-20 | 66 | 42 | 65 | 31 | 63 | 571,529 |
| Mar-20 | 83 | 36 | 57 | 16 | 59 | 524,464 |
| Apr-20 | 86 | 41 | 51 | 26 | 50 | 532,536 |
| May-20 | 84 | 43 | 86 | 22 | 50 | 500,008 |
| Jun-20 | 62 | 40 | 87 | 26 | 76 | 542,180 |
| Jul-20 | 62 | 38 | 87 | 18 | 88 | 540,378 |
| Aug-20 | 47 | 43 | 91 | 18 | 81 | 563,141 |



Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 360 | 64 | 235 | 44 | 195 | \$335,318 |
| Feb-20 | 331 | 53 | 287 | 39 | 199 | \$340,114 |
| Mar-20 | 384 | 54 | 219 | 22 | 242 | \$351,456 |
| Apr-20 | 395 | 57 | 165 | 30 | 200 | \$338,033 |
| May-20 | 352 | 58 | 286 | 30 | 141 | \$341,880 |
| Jun-20 | 286 | 52 | 335 | 31 | 215 | \$346,361 |
| Jul-20 | 234 | 52 | 337 | 29 | 266 | \$358,724 |
| Aug-20 | 214 | 50 | 343 | 20 | 249 | \$378,786 |





THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



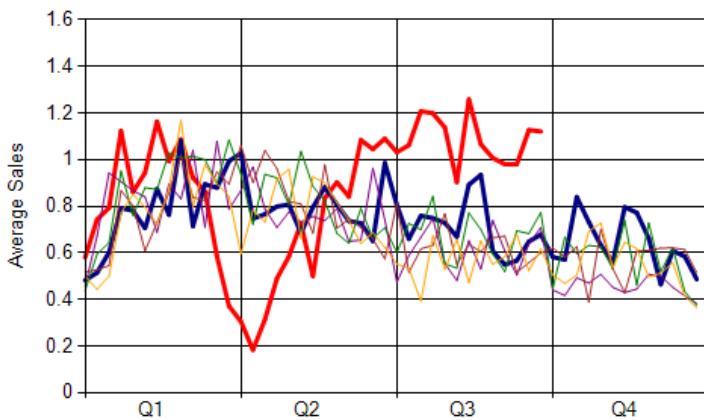
NATIONAL BUILDER DIVISION

Ending: Sunday, September 27, 2020

Sacramento Week 39

| Counties / Groups | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. | |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|------------|
| South Sacramento | | 24 | 494 | 34 | 5 | 29 | 1.21 | 0.85 | 42% | 1.19 | 2% | |
| Central & North Sacramento | | 34 | 699 | 40 | 5 | 35 | 1.03 | 0.89 | 16% | 0.98 | 5% | |
| Folsom | | 11 | 229 | 11 | 0 | 11 | 1.00 | 0.84 | 20% | 1.09 | -8% | |
| El Dorado | | 12 | 168 | 10 | 1 | 9 | 0.75 | 0.81 | -8% | 0.99 | -24% | |
| Placer & Nevada | | 47 | 847 | 58 | 8 | 50 | 1.06 | 0.91 | 17% | 1.06 | 1% | |
| Yolo | | 12 | 150 | 18 | 2 | 16 | 1.33 | 0.71 | 88% | 1.07 | 25% | |
| Northern Counties | | 9 | 163 | 17 | 0 | 17 | 1.89 | 1.10 | 71% | 1.41 | 34% | |
| Current Week Totals | Traffic : Sales | 15:1 | 149 | 2750 | 188 | 21 | 167 | 1.12 | 0.87 | 28% | 1.08 | 4% |
| Per Project Average | | | | 18 | 1.26 | 0.14 | 1.12 | | | | | |
| Year Ago - 09/29/2019 | Traffic : Sales | 23:1 | 143 | 2692 | 119 | 22 | 97 | 0.68 | 0.76 | -11% | 0.73 | -8% |
| % Change | | | 4% | 2% | 58% | -5% | 72% | 65% | 15% | | 47% | |

52 Weeks Comparison



Year to Date Averages Through Week 39

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2015 | 99 | 32 | 0.82 | 0.12 | 0.70 | 0.66 |
| ■ | 2016 | 131 | 27 | 0.88 | 0.15 | 0.73 | 0.69 |
| ■ | 2017 | 138 | 27 | 0.93 | 0.15 | 0.78 | 0.73 |
| ■ | 2018 | 129 | 26 | 0.88 | 0.14 | 0.73 | 0.66 |
| ■ | 2019 | 141 | 23 | 0.89 | 0.13 | 0.76 | 0.73 |
| ■ | 2020 | 150 | 16 | 1.03 | 0.15 | 0.87 | 0.87 |
| % Change: | | 6% | -28% | 15% | 17% | 15% | 19% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary | | | | |
|---------------------------------|--|--|--|--|--|--|--|
| CONV | | | We suspect August was another solid month for home sales. Existing and new home sales have quickly bounced back from their virus lows, and the recent strength in the housing market is due to a number of factors. Mortgage rates continue to slide to record lows, currently below 3%. Low borrowing costs and a desire for more living space have led to an accelerated timeline for buyers who were previously on the sideline, in our view. Furthermore, potential homebuyers were largely insulated from virus-related job loss, which have hit lower-income earners, who are typically renters rather than owners, particularly hard. These fundamentals remain supportive of a continued pickup in home sales. The one caveat, however, is the particularly lean amount of homes for sale. But, low inventories have pushed builder confidence to its highest level since the 1990s, which should lead to a continued pickup in single-family construction. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary | | | | |
| FHA | | | | | | | |
| 10 Yr Yield | | | | | | | |
| EQUAL OPPORTUNITY LENDER | | | | | | | |

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 24 | | | | | | | | In Area : 24 | | |
|----------------------------------|-------------------|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| South Sacramento | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Veranda at River Oaks | Elliott | GT | New | DTST | 60 | 0 | 3 | 3 | 2 | 0 | 2 | 2 | 1.75 | 1.75 | |
| Murieta Gardens | K Hovnanian | RM | | DTST | 78 | 0 | 9 | 6 | 1 | 0 | 60 | 25 | 0.74 | 0.64 | |
| Bridgewater | KB Home | SO | | DTST | 85 | 0 | 7 | 29 | 2 | 1 | 46 | 46 | 1.64 | 1.64 | |
| Sheldon Terrace | KB Home | LN | | DTST | 175 | 4 | 8 | 19 | 2 | 0 | 123 | 53 | 1.28 | 1.36 | |
| Locale | Lafferty | SO | Rsv's | DTMJ | 31 | 0 | 8 | 12 | 0 | 0 | 8 | 8 | 0.19 | 0.21 | |
| Avila at Fieldstone | Lennar | VN | | DTMJ | 134 | 0 | 4 | 26 | 1 | 0 | 59 | 42 | 0.91 | 1.08 | |
| Camarillo at Fieldstone | Lennar | VN | | DTMJ | 110 | 0 | 3 | 26 | 3 | 1 | 69 | 30 | 0.93 | 0.77 | |
| Elements at Sterling Meadows | Lennar | LN | | DTST | 159 | 4 | 8 | 29 | 2 | 0 | 134 | 48 | 1.26 | 1.23 | |
| Heritage Vineyard Creek | Lennar | SO | | DTMJ | 208 | 0 | 5 | 24 | 2 | 0 | 170 | 45 | 0.91 | 1.15 | |
| Oceano at Fieldstone | Lennar | VN | | DTMJ | 120 | 0 | 8 | 26 | 1 | 0 | 65 | 34 | 0.88 | 0.87 | |
| Redwood at Parkside | Lennar | VN | | DTMJ | 244 | 0 | 2 | 18 | 1 | 0 | 242 | 18 | 0.86 | 0.46 | |
| Silveroak at Vineyard Creek | Lennar | SO | | DTST | 79 | 4 | 6 | 13 | 2 | 1 | 64 | 37 | 0.95 | 0.95 | |
| Laguna Ranch | Richmond American | LN | | DTMJ | 80 | 4 | 8 | 42 | 2 | 0 | 47 | 38 | 0.81 | 0.97 | |
| Seasons at Sterling Meadows | Richmond American | LN | | DTMJ | 75 | 0 | 3 | 6 | 1 | 0 | 72 | 34 | 0.92 | 0.87 | |
| Woodberry at Bradshaw Crossing | Richmond American | SO | | DTST | 202 | 0 | 8 | 24 | 1 | 0 | 35 | 35 | 1.74 | 1.74 | |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 2 | 6 | 17 | 1 | 0 | 51 | 44 | 1.06 | 1.13 | |
| Milestone | Taylor Morrison | VN | | DTST | 121 | 3 | 7 | 16 | 2 | 0 | 71 | 51 | 0.98 | 1.31 | |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 50 | 5 | 8 | 27 | 1 | 0 | 34 | 31 | 0.72 | 0.79 | |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 100 | 0 | 11 | 28 | 1 | 0 | 34 | 28 | 0.71 | 0.72 | |
| Classics at Poppy Lane | Tim Lewis | LN | | DTMJ | 75 | 1 | 3 | 17 | 0 | 0 | 54 | 28 | 0.48 | 0.72 | |
| Latitudes | Tim Lewis | LN | | DTST | 159 | 8 | 11 | 39 | 5 | 1 | 133 | 57 | 1.06 | 1.46 | |
| Legacy at Poppy Lane | Tim Lewis TSO | LN | | DTMJ | 54 | 0 | TSO | 17 | 0 | 0 | 40 | 18 | 0.38 | 0.46 | |
| Traditions at Poppy Lane | Tim Lewis | LN | | DTST | 94 | 0 | 2 | 17 | 0 | 1 | 63 | 32 | 0.63 | 0.82 | |
| Glendon Vineyards | Woodside | VN | | DTST | 103 | 0 | 2 | 13 | 1 | 0 | 48 | 35 | 0.75 | 0.90 | |
| TOTALS: No. Reporting: 24 | | Avg. Sales: 1.21 | | | Traffic to Sales: 15 : 1 | | | | 140 | 494 | 34 | 5 | 1724 | 819 | Net: 29 |

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

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 22 | | | | | | | | In Area : 22 | | |
|-------------------------------------|---------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Central Sacramento | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Crocker Village- Ally Row | Black Pine | SO | | DTMJ | 67 | 0 | 6 | 12 | 0 | 0 | 13 | 13 | 0.99 | 0.99 | |
| Crocker Village- Courts | Black Pine | SO | | DTMJ | 83 | 0 | 4 | 16 | 0 | 0 | 4 | 4 | 0.33 | 0.33 | |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 15 | 15 | 0 | 0 | 8 | 8 | 0.61 | 0.61 | |
| Brighton Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 98 | 0 | 1 | 83 | 2 | 1 | 58 | 38 | 1.05 | 0.97 | |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 116 | 0 | 7 | 81 | 2 | 0 | 51 | 45 | 0.92 | 1.15 | |
| Anthology at Anatolia | DR Horton | RO | | DTST | 102 | 0 | 2 | 1 | 1 | 1 | 100 | 66 | 1.23 | 1.69 | |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 94 | 4 | 7 | 26 | 2 | 0 | 44 | 26 | 0.63 | 0.67 | |
| Veranda at Stone Creek | Elliott | RO | | DTST | 163 | 6 | 8 | 26 | 3 | 0 | 85 | 40 | 0.67 | 1.03 | |
| Giaia at Anatolia | Lennar | RO | | DTMJ | 139 | 4 | 5 | 24 | 2 | 0 | 129 | 40 | 0.98 | 1.03 | |
| Ventana | Lennar | RO | | ATST | 160 | 0 | 7 | 6 | 1 | 0 | 53 | 37 | 0.85 | 0.95 | |
| Verdant | Lennar | RO | | DTST | 99 | 0 | 4 | 2 | 1 | 0 | 32 | 32 | 1.33 | 1.33 | |
| Viridian | Lennar | RO | | DTST | 342 | 0 | 7 | 6 | 2 | 0 | 56 | 31 | 0.86 | 0.79 | |
| Montelena | Premier Homes | RO | | DTMJ | 169 | 6 | 5 | 56 | 5 | 0 | 69 | 56 | 1.40 | 1.44 | |
| Classics at Sutter Park | Tim Lewis | SO | | DTMJ | 25 | 0 | 6 | 6 | 0 | 0 | 16 | 6 | 0.36 | 0.15 | |
| Garden Homes at Sutter Park | Tim Lewis | SO | | DTMJ | 29 | 0 | 14 | 7 | 0 | 0 | 12 | 3 | 0.27 | 0.08 | |
| Traditionals at Sutter Park | Tim Lewis | SO | | DTMJ | 34 | 0 | 8 | 4 | 0 | 0 | 13 | 8 | 0.30 | 0.21 | |
| Alderwood | Watt | RO | | DTMJ | 54 | 0 | 5 | 37 | 0 | 0 | 15 | 15 | 0.93 | 0.93 | |
| Hidden Ridge | Watt | FO | | DTMJ | 22 | 0 | 1 | 0 | 0 | 0 | 21 | 3 | 0.19 | 0.08 | |
| Cottonwood at Cypress | Woodside | RO | | DTST | 84 | 4 | 8 | 17 | 1 | 0 | 36 | 31 | 0.64 | 0.79 | |
| Eucalyptus at Cypress | Woodside | RO | | DTST | 51 | 0 | 8 | 19 | 2 | 1 | 30 | 27 | 0.54 | 0.69 | |
| Magnolia at Cypress | Woodside | RO | | DTST | 178 | 4 | 7 | 27 | 3 | 1 | 39 | 36 | 0.70 | 0.92 | |
| Sequoia at Cypress | Woodside | RO | | DTST | 62 | 4 | 7 | 18 | 2 | 0 | 21 | 18 | 0.38 | 0.46 | |
| TOTALS: No. Reporting: 22 | | | Avg. Sales: 1.14 | | Traffic to Sales: 17 : 1 | | | | 142 | 489 | 29 | 4 | 905 | 583 | Net: 25 |

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

| North Sacramento | | | | | Projects Participating: 12 | | | | | | | | In Area : 12 | | |
|----------------------------------|-----------------|----|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Artisan - The Cove | Beazer | SO | | DTMJ | 145 | 0 | 12 | 16 | 1 | 0 | 25 | 20 | 0.49 | 0.51 | |
| Edgewood - The Cove | Beazer | SO | | ATST | 156 | 0 | 26 | 14 | 1 | 1 | 8 | 8 | 0.57 | 0.57 | |
| Westward - The Cove | Beazer | SO | | DTMJ | 122 | 0 | 6 | 16 | 0 | 0 | 24 | 24 | 0.92 | 0.92 | |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 0 | 1 | 15 | 1 | 0 | 47 | 42 | 1.02 | 1.08 | |
| Bloom | DR Horton | SO | | DTST | 84 | 0 | 9 | 12 | 0 | 0 | 61 | 61 | 2.33 | 2.33 | |
| Castile at Parkebridge | DR Horton | SO | | DTST | 152 | 0 | 8 | 26 | 1 | 0 | 99 | 61 | 1.32 | 1.56 | |
| Mbraga | DR Horton | AO | | DTMJ | 162 | 0 | 3 | 4 | 2 | 0 | 11 | 11 | 1.20 | 1.20 | |
| Ravenna at Parkebridge | DR Horton | SO | | DTST | 106 | 0 | 6 | 40 | 0 | 0 | 56 | 56 | 1.87 | 1.87 | |
| Verano at Parkebridge | DR Horton | SO | | DTMJ | 136 | 0 | 6 | 18 | 0 | 0 | 121 | 66 | 1.57 | 1.69 | |
| Amberwood at Natomas Meadows | Lennar S/O | SO | | DTST | 75 | 0 | S/O | 1 | 1 | 0 | 75 | 17 | 0.90 | 0.44 | |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 115 | 0 | 4 | 28 | 2 | 0 | 15 | 15 | 0.60 | 0.60 | |
| Mystique | Watt | SO | | ATST | 57 | 4 | 5 | 20 | 2 | 0 | 31 | 31 | 0.64 | 0.79 | |
| TOTALS: No. Reporting: 12 | | | Avg. Sales: 0.83 | | Traffic to Sales: 19 : 1 | | | | 86 | 210 | 11 | 1 | 573 | 412 | Net: 10 |

City Codes: SO = Sacramento, AO = Antelope

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 11 | | | | | | | | In Area : 11 | | |
|----------------------------------|-------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Folsom Area | | | | | 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 | |
| Iron Ridge at Russel Ranch | Anthem United | FM | | DTMJ | 97 | 5 | 12 | 26 | 0 | 0 | 18 | 18 | 0.62 | 0.62 | |
| Farmhouse at Willow Creek | Black Pine | FM | | DTMJ | 126 | 0 | 4 | 8 | 0 | 0 | 120 | 40 | 0.91 | 1.03 | |
| Oakleaf at Folsom Ranch | Lennar | FM | | DTMJ | 81 | 0 | 1 | 5 | 0 | 0 | 80 | 21 | 0.69 | 0.54 | |
| Steel Canyon at Russell Ranch | Meritage | FM | | DTMJ | 114 | 0 | 7 | 23 | 0 | 0 | 29 | 29 | 0.85 | 0.85 | |
| Ladera at White Rock | Richmond American | FM | | DTMJ | 56 | 0 | 9 | 13 | 0 | 0 | 10 | 10 | 0.55 | 0.55 | |
| Mesa at White Rock | Richmond American | FM | | DTMJ | 64 | 3 | 4 | 6 | 3 | 0 | 9 | 9 | 0.68 | 0.68 | |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 5 | 10 | 24 | 3 | 0 | 37 | 32 | 0.82 | 0.82 | |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | | DTMJ | 111 | 5 | 10 | 24 | 1 | 0 | 54 | 54 | 1.28 | 1.38 | |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 4 | 8 | 50 | 1 | 0 | 22 | 22 | 0.71 | 0.71 | |
| Brookstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 145 | 0 | 6 | 25 | 1 | 0 | 58 | 54 | 1.32 | 1.38 | |
| Waterstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 77 | 0 | 6 | 25 | 2 | 0 | 48 | 39 | 1.09 | 1.00 | |
| TOTALS: No. Reporting: 11 | | | Avg. Sales: 1.00 | | Traffic to Sales: 21 : 1 | | | | 77 | 229 | 11 | 0 | 485 | 328 | Net: 11 |
| City Codes: FM=Folsom | | | | | | | | | | | | | | | |

| El Dorado County | | | | | Projects Participating: 12 | | | | | | | | In Area : 12 | | |
|--------------------------------------|-------------|----|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Manzanita at Saratoga | Elliott | BH | | DTMJ | 202 | 0 | 5 | 37 | 0 | 0 | 4 | 4 | 0.78 | 0.78 | |
| Saratoga Estates- Alder | Elliott | BH | | DTMJ | 115 | 4 | 8 | 56 | 2 | 0 | 16 | 16 | 1.56 | 1.56 | |
| Hidden Lake at Serrano | K Hovnanian | BH | | DTMJ | 40 | 0 | 4 | 8 | 0 | 0 | 9 | 9 | 1.47 | 1.47 | |
| Cypress at Serrano | Lennar | BH | | DTMJ | 65 | 0 | 3 | 3 | 1 | 0 | 62 | 23 | 0.49 | 0.59 | |
| Hawk View at Bass Lake Hills | Lennar | BH | | DTMJ | 114 | 0 | 6 | 18 | 1 | 0 | 41 | 40 | 0.97 | 1.03 | |
| Heritage El Dorado Hills-Estates | Lennar | BH | | DTST | 97 | 0 | 6 | 7 | 1 | 0 | 52 | 21 | 0.49 | 0.54 | |
| Heritage El Dorado Hills-Legends | Lennar | BH | | DTST | 164 | 0 | 10 | 7 | 1 | 0 | 102 | 37 | 0.96 | 0.95 | |
| Heritage El Dorado Hills-Mosaic | Lennar | BH | | DTST | 369 | 0 | 6 | 7 | 0 | 0 | 96 | 49 | 0.90 | 1.26 | |
| Heritage El Dorado Hills-Reflections | Lennar | BH | | DTST | 140 | 0 | 1 | 0 | 0 | 0 | 139 | 30 | 0.91 | 0.77 | |
| Ridgeview Estates at Blackstone | Lennar | BH | | DTMJ | 24 | 1 | 4 | 0 | 2 | 1 | 20 | 14 | 0.40 | 0.36 | |
| Sienna Ridge Estates | Lennar | BH | | DTMJ | 76 | 6 | 6 | 11 | 1 | 0 | 52 | 34 | 0.66 | 0.87 | |
| Collina at Serrano | Woodside | BH | | DTMJ | 72 | 0 | 6 | 14 | 1 | 0 | 26 | 25 | 0.52 | 0.64 | |
| TOTALS: No. Reporting: 12 | | | Avg. Sales: 0.75 | | Traffic to Sales: 17 : 1 | | | | 65 | 168 | 10 | 1 | 619 | 302 | Net: 9 |
| City Codes: BH= El Dorado Hills | | | | | | | | | | | | | | | |

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 46 | | | | | | | | In Area : 46 | | |
|----------------------------------|-------------------|-----------|-------|------|----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|
| Placer County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Cerrada | DR Horton | LL | | DTMJ | 166 | 0 | 6 | 3 | 1 | 0 | 23 | 23 | 0.77 | 0.77 | |
| Broadlands | JMC | LL | | DTST | 77 | 0 | 6 | 22 | 1 | 1 | 17 | 17 | 1.38 | 1.38 | |
| Monument Village at Sierra Vista | JMC | RV | | DTST | 187 | 6 | 4 | 39 | 6 | 0 | 92 | 44 | 1.35 | 1.13 | |
| Palisade Village | JMC | RV | | DTST | 88 | 0 | 6 | 39 | 1 | 1 | 78 | 64 | 1.51 | 1.64 | |
| Pinnacle Village | JMC | RV | | DTMJ | 83 | 4 | 7 | 25 | 2 | 1 | 71 | 38 | 1.03 | 0.97 | |
| Prominence at Whitney Ranch | JMC | RK | New | DTMJ | 92 | 0 | 2 | 175 | 1 | 0 | 1 | 1 | 0.88 | 0.88 | |
| Ridge at Whitney Ranch II | JMC | RK | | DTST | 48 | 0 | 7 | 23 | 0 | 0 | 28 | 28 | 0.82 | 0.82 | |
| Sentinel | JMC | RV | | DTST | 132 | 0 | 6 | 49 | 1 | 0 | 62 | 62 | 2.14 | 2.14 | |
| Westview at Whitney Ranch | JMC | RK | | DTMJ | 97 | 0 | 6 | 23 | 1 | 0 | 79 | 35 | 1.00 | 0.90 | |
| Wildwood | JMC | RV | | DTMJ | 134 | 0 | 1 | 6 | 0 | 0 | 133 | 39 | 0.69 | 1.00 | |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 6 | 5 | 3 | 0 | 47 | 47 | 2.03 | 2.03 | |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 50 | 0 | 5 | 9 | 0 | 0 | 18 | 18 | 0.51 | 0.51 | |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 4 | 7 | 2 | 2 | 0 | 60 | 37 | 0.79 | 0.95 | |
| Cadence at WestPark | KB Home | RV | | DTST | 88 | 0 | 6 | 10 | 1 | 0 | 82 | 48 | 1.05 | 1.23 | |
| Oak Vista | KB Home | RK | | DTMJ | 59 | 0 | 2 | 8 | 0 | 0 | 57 | 30 | 0.81 | 0.77 | |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 0 | 6 | 17 | 2 | 0 | 79 | 57 | 1.13 | 1.46 | |
| Corvara at Fiddymont Farm | Lennar | RV | | DTMJ | 134 | 0 | 5 | 22 | 1 | 0 | 98 | 54 | 1.10 | 1.38 | |
| Heritage Solaire-Eclipse | Lennar | RV | | AASF | 155 | 0 | 4 | 9 | 1 | 0 | 117 | 43 | 0.94 | 1.10 | |
| Heritage Solaire-Larissa | Lennar | RV | | AASF | 162 | 0 | 6 | 9 | 3 | 0 | 98 | 25 | 0.78 | 0.64 | |
| Heritage Solaire-Meridian | Lennar | RV | | AASF | 176 | 0 | 6 | 9 | 1 | 0 | 121 | 37 | 0.94 | 0.95 | |
| LaMaison II at Diamond Creek | Lennar | RV | | DTMJ | 50 | 0 | 6 | 8 | 1 | 0 | 29 | 26 | 0.58 | 0.67 | |
| Meribel at Sierra West | Lennar | RV | | DTMJ | 98 | 0 | 5 | 13 | 0 | 1 | 4 | 4 | 1.27 | 1.27 | |
| Nvvara at Fiddymont | Lennar | RV | | DTMJ | 105 | 4 | 7 | 11 | 3 | 0 | 16 | 16 | 1.33 | 1.33 | |
| Pavia at Fiddymont Farm | Lennar | RV | | DTMJ | 94 | 0 | 6 | 11 | 3 | 1 | 13 | 13 | 0.99 | 0.99 | |
| Sausalito Walk | Lennar | RV | | DTST | 100 | 4 | 8 | 8 | 2 | 0 | 18 | 18 | 0.99 | 0.99 | |
| St. Moritz at Sierra | Lennar | RV | New | DTMJ | 143 | 0 | 4 | 13 | 1 | 0 | 1 | 1 | 0.88 | 0.88 | |
| Durango | Meritage | RK | | DTST | 122 | 0 | 1 | 1 | 1 | 0 | 121 | 38 | 0.89 | 0.97 | |
| Summit II, The | Meritage | RV | | DTMJ | 92 | 4 | 7 | 14 | 1 | 0 | 71 | 51 | 1.04 | 1.31 | |
| Sierra Oaks | Next New Homes | CF | | DTMJ | 34 | 0 | 6 | 1 | 0 | 0 | 8 | 8 | 0.23 | 0.23 | |
| Eastridge at Whitney Ranch | Richmond American | RK | | DTMJ | 75 | 0 | 4 | 17 | 0 | 0 | 13 | 13 | 0.92 | 0.92 | |
| Fieldstone at Fiddymont Ranch | Richmond American | RV | | DTST | 71 | 4 | 9 | 4 | 1 | 0 | 40 | 40 | 1.38 | 1.38 | |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 150 | 0 | 7 | 6 | 1 | 1 | 21 | 21 | 1.23 | 1.23 | |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 62 | 0 | 9 | 4 | 0 | 0 | 18 | 18 | 1.05 | 1.05 | |
| Catalina at Fiddymont Farm | Taylor Morrison | RV | | DTST | 47 | 4 | 9 | 16 | 3 | 0 | 32 | 32 | 0.94 | 0.94 | |
| Liberty Village | Taylor Morrison | RV | | DTST | 53 | 0 | 7 | 11 | 0 | 1 | 46 | 39 | 0.87 | 1.00 | |
| Monarch at Fiddymont Farm | Taylor Morrison | RV | | DTMJ | 91 | 4 | 8 | 18 | 1 | 0 | 38 | 34 | 0.79 | 0.87 | |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 82 | 3 | 8 | 11 | 2 | 0 | 20 | 20 | 1.17 | 1.17 | |
| Canyon View Whitney Ranch | The New Home Co | RK | | DTMJ | 92 | 6 | 6 | 28 | 4 | 0 | 82 | 25 | 0.62 | 0.64 | |
| Park View at Whitney Ranch | The New Home Co | RK | | DTST | 60 | 0 | 5 | 28 | 1 | 0 | 41 | 18 | 0.52 | 0.46 | |
| Summit at Whitney Ranch | Tim Lewis | RK | | DTMJ | 82 | 0 | 7 | 42 | 1 | 1 | 31 | 20 | 0.55 | 0.51 | |
| La Madera at Twelve Bridges | TRI Pointe | LL | | DTST | 102 | 4 | 8 | 16 | 1 | 0 | 58 | 31 | 0.82 | 0.79 | |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 7 | 17 | 2 | 0 | 38 | 37 | 1.18 | 1.18 | |
| Hills at Paradiso | Woodside | RV | | DTST | 58 | 0 | 9 | 12 | 0 | 0 | 49 | 27 | 0.60 | 0.69 | |
| Ramonte at Twelve Bridges | Woodside | LL | | DTMJ | 95 | 0 | 11 | 13 | 1 | 0 | 41 | 25 | 0.50 | 0.64 | |
| Ridge at Paradiso | Woodside | RV | | DTST | 42 | 0 | 6 | 0 | 0 | 0 | 30 | 18 | 0.37 | 0.46 | |

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| Development Name | Developer | City Code | Notes | Type | Projects Participating: 46 | | | | | | | | In Area : 46 | | |
|---|-----------|-----------|-------------------------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|---------------|--------------|----------------|
| Placer County (Continued ...) | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Tramonte at Twelve Bridges | Woodside | LL | | DTMU | 100 | 0 | 9 | 14 | 0 | 0 | 35 | 25 | 0.43 | 0.64 | |
| TOTALS: No. Reporting: 46 | | | Avg. Sales: 1.09 | | | | | Traffic to Sales: 15 : 1 | 283 | 841 | 58 | 8 | 2275 | 1365 | Net: 50 |
| City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, CF = Colfax | | | | | | | | | | | | | | | |

| Nevada County | | | | | Projects Participating: 1 | | | | | | | | In Area : 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 | 7 | 6 | 0 | 0 | 8 | 4 | 0.09 | 0.10 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 0.00 | | | | | Traffic to Sales: N/A | 7 | 6 | 0 | 0 | 8 | 4 | Net: 0 |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | | | |

| Yolo County | | | | | Projects Participating: 12 | | | | | | | | In Area : 12 | | |
|---|-----------------|----|-------------------------|------|----------------------------|----------|------------|--------------------------------|------------|------------|--------------|----------|---------------|--------------|----------------|
| | | | | | 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 | | DTMU | 222 | 3 | 1 | 7 | 3 | 0 | 143 | 62 | 0.97 | 1.59 | |
| Aspire at Stone's Throw | K Hovnanian | WN | | DTST | 100 | 0 | 8 | 3 | 0 | 0 | 61 | 44 | 1.03 | 1.13 | |
| Bradford at Spring Lake | KB Home | WL | | DTST | 112 | 4 | 7 | 19 | 2 | 0 | 61 | 41 | 0.78 | 1.05 | |
| Magnolia at Spring Lake | Lennar | WL | | DTMU | 78 | 0 | 7 | 9 | 0 | 1 | 33 | 14 | 0.51 | 0.36 | |
| Summerstone at Spring Lake | Lennar | WL | | DTST | 87 | 0 | 6 | 9 | 1 | 0 | 49 | 38 | 0.76 | 0.97 | |
| Sunflower at Spring Lake | Lennar | WL | | DTMU | 85 | 0 | 6 | 9 | 1 | 0 | 57 | 33 | 0.90 | 0.85 | |
| Cannery - Tilton | Shea | DV | | DTMU | 76 | 0 | 2 | 1 | 0 | 0 | 74 | 2 | 0.28 | 0.05 | |
| Spring Lake - Ivy | Taylor Morrison | WL | | DTMU | 44 | 0 | 11 | 1 | 0 | 1 | 30 | 14 | 0.25 | 0.36 | |
| Spring Lake - Laurel | Taylor Morrison | WL | | DTMU | 100 | 7 | 10 | 75 | 6 | 0 | 65 | 32 | 0.54 | 0.82 | |
| Spring Lake - Olive | Taylor Morrison | WL | | DTMU | 70 | 0 | 5 | 7 | 3 | 0 | 65 | 32 | 0.55 | 0.82 | |
| Cannery - Gala | The New Home Co | DV | | ATMU | 120 | 0 | 6 | 4 | 1 | 0 | 68 | 13 | 0.44 | 0.33 | |
| Pines at Spring Lake | Woodside | WL | | DTMU | 83 | 0 | 5 | 6 | 1 | 0 | 25 | 25 | 0.74 | 0.74 | |
| TOTALS: No. Reporting: 12 | | | Avg. Sales: 1.33 | | | | | Traffic to Sales: 8 : 1 | 74 | 150 | 18 | 2 | 731 | 350 | Net: 16 |
| City Codes: WS = West Sacramento, WN = Winters, WL = Woodland, DV = Davis | | | | | | | | | | | | | | | |

| Sutter County | | | | | Projects Participating: 1 | | | | | | | | In Area : 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 | |
| Aspire at Garden Glen | K Hovnanian | LO | | DTMU | 170 | 6 | 7 | 13 | 6 | 0 | 59 | 59 | 2.17 | 2.17 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 6.00 | | | | | Traffic to Sales: 2 : 1 | 7 | 13 | 6 | 0 | 59 | 59 | Net: 6 |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, September 27, 2020

Sacramento

Page
6 of 6

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 8 | | | | | | | | In Area : 8 | | |
|-------------------------------------|--|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|---------------|--------------|----------------|
| Yuba County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Cresleigh Bluffs at Plumas Ranch | Cresleigh | PLK | | DTST | 28 | 2 | 2 | 23 | 1 | 0 | 21 | 21 | 0.84 | 0.84 | |
| Cresleigh Meadows at Plumas Ranch | Cresleigh | PLK | | DTMJ | 147 | 0 | 2 | 39 | 1 | 0 | 34 | 34 | 1.06 | 1.06 | |
| Cresleigh Riverside at Plumas Ranch | Cresleigh | PLK | | DTMJ | 87 | 0 | 4 | 24 | 4 | 0 | 21 | 21 | 0.65 | 0.65 | |
| Dorado | DR Horton S/O | PLK | | DTST | 57 | 0 | S/O | 15 | 2 | 0 | 57 | 57 | 1.54 | 1.54 | |
| Summerset at The Orchards | JMC | MS | | DTST | 60 | 4 | 8 | 13 | 1 | 0 | 37 | 37 | 1.93 | 1.93 | |
| Sunhaven at The Orchard | JMC | MS | | DTST | 71 | 0 | 3 | 9 | 0 | 0 | 68 | 38 | 0.86 | 0.97 | |
| Sonoma Ranch | Lennar | PLK | | DTST | 208 | 0 | 4 | 12 | 0 | 0 | 144 | 52 | 1.09 | 1.33 | |
| Seasons at Thoroughbred Acres | Richmond American | OL | | DTMJ | 139 | 4 | 5 | 15 | 2 | 0 | 8 | 8 | 1.56 | 1.56 | |
| TOTALS: No. Reporting: 8 | | | Avg. Sales: 1.38 | | Traffic to Sales: 14 : 1 | | | | 28 | 150 | 11 | 0 | 390 | 268 | Net: 11 |

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

| Sacramento | | | | | Projects Participating: 149 | | | | | In Area : 149 | | |
|---|--|-------------------------|--|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|---------------|-----------------|--|
| | | | | | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales | |
| GRAND TOTALS: No. Reporting: 149 | | Avg. Sales: 1.12 | | Traffic to Sales: 15 : 1 | 909 | 2750 | 188 | 21 | 7769 | 4490 | Net: 167 | |

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

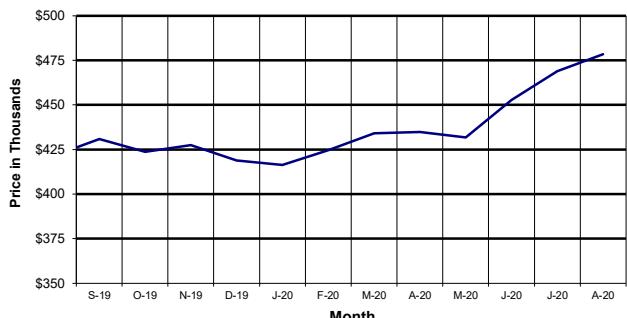
The Ryness Company

Marketing Research Department

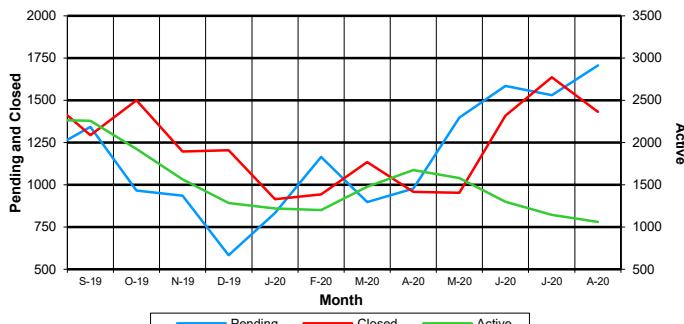
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 1,219 | 56 | 834 | 30 | 915 | \$416,266 |
| Feb-20 | 1,201 | 59 | 1,165 | 24 | 943 | \$424,530 |
| Mar-20 | 1,478 | 46 | 898 | 16 | 1,134 | \$434,110 |
| Apr-20 | 1,675 | 47 | 977 | 19 | 959 | \$434,880 |
| May-20 | 1,581 | 51 | 1,397 | 23 | 953 | \$431,801 |
| Jun-20 | 1,300 | 51 | 1,586 | 25 | 1,410 | \$452,830 |
| Jul-20 | 1,146 | 51 | 1,531 | 21 | 1,636 | \$468,863 |
| Aug-20 | 1,062 | 44 | 1,707 | 18 | 1,431 | \$478,424 |

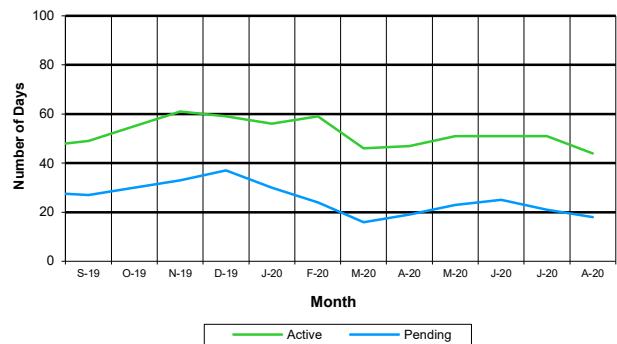
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



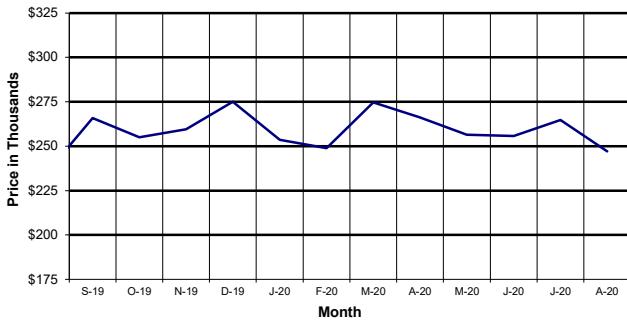
AVERAGE DAYS-ON-MARKET



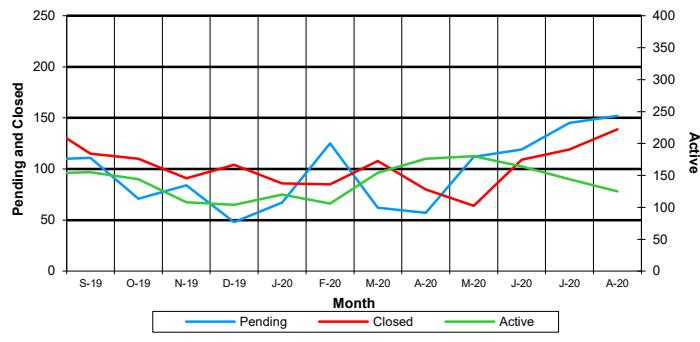
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 120 | 36 | 67 | 29 | 86 | \$253,652 |
| Feb-20 | 106 | 33 | 125 | 24 | 85 | \$248,818 |
| Mar-20 | 154 | 33 | 62 | 16 | 108 | \$274,597 |
| Apr-20 | 176 | 44 | 57 | 16 | 80 | \$266,197 |
| May-20 | 180 | 44 | 112 | 29 | 64 | \$256,406 |
| Jun-20 | 164 | 48 | 119 | 29 | 109 | \$255,744 |
| Jul-20 | 144 | 47 | 145 | 27 | 119 | \$264,661 |
| Aug-20 | 125 | 46 | 152 | 22 | 139 | \$247,085 |

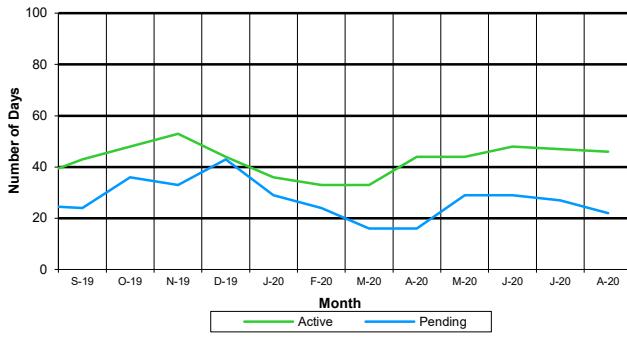
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



The Ryness Company

Marketing Research Department

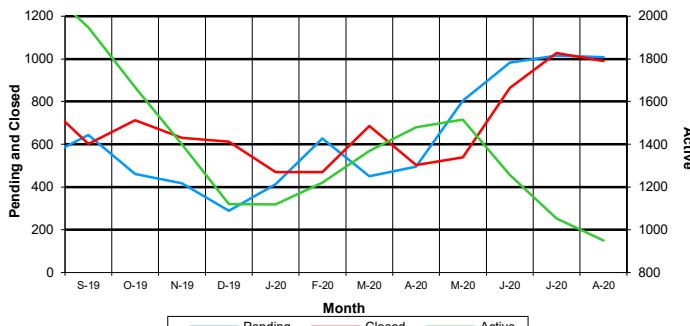
Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 1,119 | 75 | 413 | 55 | 469 | \$528,029 |
| Feb-20 | 1,220 | 63 | 627 | 39 | 470 | \$552,805 |
| Mar-20 | 1,369 | 60 | 450 | 32 | 685 | \$549,616 |
| Apr-20 | 1,479 | 63 | 495 | 33 | 503 | \$560,481 |
| May-20 | 1,515 | 63 | 804 | 34 | 539 | \$572,772 |
| Jun-20 | 1,256 | 65 | 982 | 37 | 864 | \$562,065 |
| Jul-20 | 1,052 | 63 | 1,015 | 34 | 1,027 | \$610,568 |
| Aug-20 | 949 | 59 | 1,009 | 28 | 990 | \$608,868 |

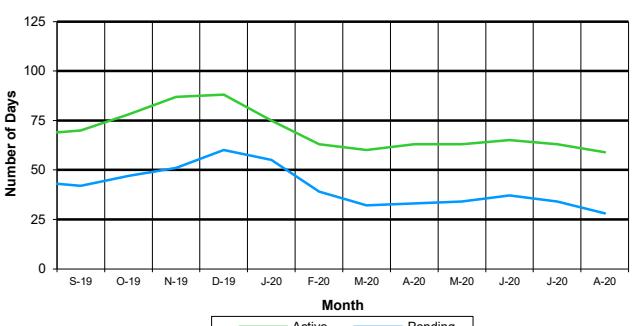
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



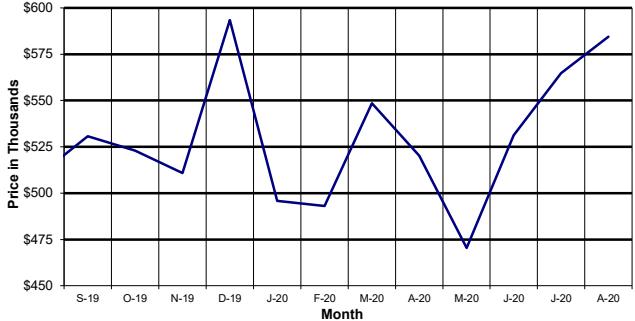
AVERAGE DAYS-ON-MARKET



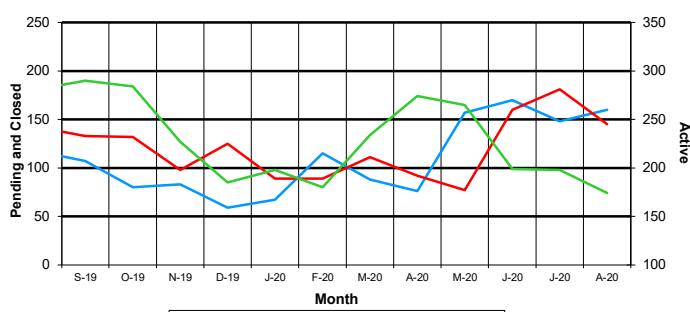
Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 198 | 65 | 67 | 38 | 89 | \$495,834 |
| Feb-20 | 180 | 71 | 115 | 26 | 89 | \$493,057 |
| Mar-20 | 234 | 58 | 88 | 30 | 111 | \$548,466 |
| Apr-20 | 274 | 61 | 76 | 25 | 92 | \$520,247 |
| May-20 | 265 | 64 | 157 | 31 | 77 | \$470,462 |
| Jun-20 | 199 | 73 | 170 | 35 | 160 | \$531,305 |
| Jul-20 | 198 | 71 | 148 | 36 | 181 | \$564,710 |
| Aug-20 | 174 | 63 | 160 | 30 | 145 | \$584,478 |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

