

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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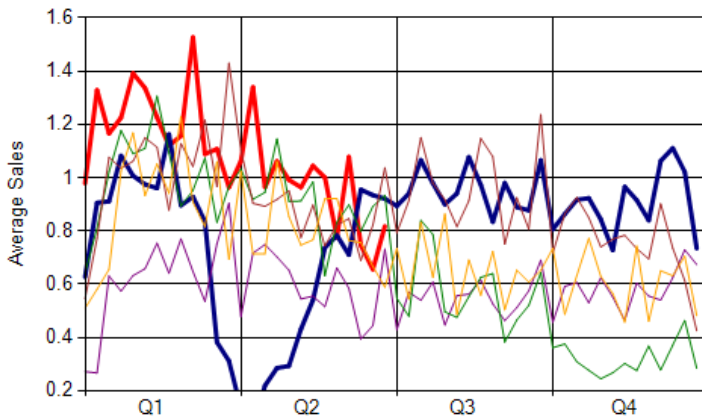
## Bay Area

Week 26

Ending: Sunday, July 4, 2021

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales	Sales	Avg.	Diff.	Avg.	Diff.
Alameda			28	320	16	2	14	0.50	1.01	-50%	0.87	-42%
Contra Costa			28	350	29	4	25	0.89	1.19	-25%	1.08	-17%
Sonoma, Napa			9	68	6	1	5	0.56	0.83	-33%	0.75	-25%
San Francisco, Marin			2	7	0	0	0	0.00	0.63	-100%	0.42	-100%
San Mateo			5	27	2	0	2	0.40	0.57	-30%	0.57	-30%
Santa Clara			24	239	35	0	35	1.46	1.32	11%	1.12	31%
Monterey, Santa Cruz, San Benito			5	100	4	0	4	0.80	1.00	-20%	1.09	-27%
Solano			14	121	11	2	9	0.64	1.13	-43%	1.03	-38%
Current Week Totals		Traffic : Sales 12 : 1	115	1232	103	9	94	0.82	1.08	-25%	0.97	-16%
Per Project Average			11		0.90	0.08	0.82					
Year Ago - 07/05/2020		Traffic : Sales 11 : 1	150	1651	153	19	134	0.89	0.70	27%	0.54	65%
% Change			-23%	-25%	-33%	-53%	-30%	-9%	55%			80%

### 52 Weeks Comparison



### Year to Date Averages Through Week 26

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	128	31	0.94	0.10	0.84	0.73
■	2017	142	31	1.06	0.10	0.96	0.90
■	2018	127	31	1.04	0.09	0.96	0.70
■	2019	154	17	0.70	0.10	0.61	0.58
■	2020	152	12	0.81	0.12	0.69	0.80
■	2021	117	15	1.16	0.07	1.08	1.08
% Change:		-23%	23%	42%	-41%	56%	35%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV FHA	RATE	APR	<p>Homes aren't being built at their usual pace, which could tighten the market for buyers even more. At a time when there's been such heavy demand for homes, you'd think new construction would be booming. But actually, new home builds are on the decline. Single-family home construction dropped more than 13% in April compared to March, according to the U.S. Census. That's the steepest decrease since April of 2020, when the pandemic was new and virtually the entire economy was forced to shut down overnight. A big reason new home construction has slowed has to do with rising material costs. Lumber, for example, has been in short supply during the pandemic, which has, in turn, caused its price to skyrocket. Steel and copper costs have also gone up, making new construction a more expensive prospect. And while home builders have the potential to pass those costs on to buyers, some may not be willing to bite. A shortage of skilled labor has also led to a decline in construction. In fact, right now, a lot of industries are grappling with labor challenges, which is why some states have pulled the plug on boosted unemployment. Right now, there's a record-low number of homes available on the housing market. That, combined with extremely competitive mortgage rates, is driving up buyer demand. As such, home prices have soared over the past several months, making it more difficult for potential buyers to become property owners. Source: Maurie Backman The Ascent</p>
	2.82%	3.03%	
10 Yr Yield	2.25%	2.91%	
	1.36%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 21							In Area : 26		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	4	3	14	4	0	39	17	0.50	0.65
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	13	0	0	38	13	0.48	0.50
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	6	13	0	0	14	0	0.16	0.00
Hideaway, The	DR Horton	HY		ATMJ	59	3	3	12	2	0	12	12	1.95	1.95
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	2	25	0	0	35	27	0.87	1.04
Cottages at Bridgeway	Lennar	NK		DTMJ	71	0	2	25	1	1	40	25	1.00	0.96
Courts at Bridgeway	Lennar	NK		ATMJ	71	0	1	25	1	0	23	23	1.20	1.20
Revo at Innovation	Lennar	FR		ATMJ	137	0	2	6	0	0	129	35	0.78	1.35
Towns at Bridgeway	Lennar	NK		ATMJ	103	3	3	25	2	0	30	27	0.94	1.04
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	1	25	1	0	43	30	1.07	1.15
Breeze at Bay37	Pulte	AL		DTMJ	30	0	3	4	0	0	6	6	0.25	0.25
Compass at Bay37	Pulte	AL		ATMJ	93	0	4	4	0	0	12	12	0.50	0.50
Landing at Bay37	Pulte	AL		ATMJ	96	0	25	4	0	1	4	4	0.17	0.17
Lookout at Bay37	Pulte	AL		ATMJ	26	0	7	3	0	0	11	11	0.46	0.46
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	2	0	0	107	28	0.93	1.08
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	2	2	0	0	89	17	0.77	0.65
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	N/A	0	0	27	16	0.47	0.62
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	2	20	1	0	45	28	1.02	1.08
Compass Bay- Newport	Trumark TSO	NK		ATMJ	86	0	TSO	20	1	0	44	32	1.00	1.23
Crest at Alameda Point	Trumark TSO	AL		ATMJ	60	0	TSO	1	0	0	29	25	0.91	0.96
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	1	1	0	0	62	22	0.89	0.85
TOTALS: No. Reporting: 20		Avg. Sales: 0.55		Traffic to Sales: 19 : 1				78	244	13	2	839	410	Net: 11
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley				Projects Participating: 8							In Area : 9		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	6	6	16	1	0	36	36	1.43	1.38
Hyde Park at Boulevard	Brookfield TSO	DB	ATMJ	102	0	TSO	9	0	0	67	22	0.97	0.85
Mulholland at Boulevard	Brookfield	DB	DTMJ	80	3	3	32	0	0	75	25	0.69	0.96
Auburn Grove	Lennar	LV	ATST	100	0	4	0	0	0	96	23	0.85	0.88
Downing at Boulevard	Lennar	DB	ATST	96	0	1	7	0	0	67	23	0.66	0.88
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	2	7	0	0	72	27	0.83	1.04
Sycamore	Ponderosa TSO	PL	DTMJ	36	0	TSO	3	0	0	32	5	0.26	0.19
Uptown	Taylor Morrison TSO	LV	ATMJ	44	2	TSO	2	2	0	31	25	0.96	0.96
TOTALS: No. Reporting: 8		Avg. Sales: 0.38		Traffic to Sales: 25 : 1			16	76	3	0	476	186	Net: 3
City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton													

Development Name	Developer	City Code	Notes	Type										
Diablo Valley					Projects Participating: 4							In Area : 4		
					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
Woodbury Highlands	Davidon	LF		ATMJ	99	0	20	4	0	0	7	5	0.17	0.19
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	0	0	0	32	19	0.89	0.73
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	1	11	1	0	5	4	0.13	0.15
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	4	1	0	58	8	0.21	0.31
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 10 : 1			21	19	2	0	102	36	Net: 2	
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill														

San Ramon Valley					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Highlands at The Preserve	Lennar	SR	DTMJ	122	0	3	7	0	0	112	21	0.70	0.81	
Hillcrest at the Preserve	Lennar	SR	ATMJ	104	0	2	7	0	0	50	27	0.96	1.04	
Ridgeview at the Preserve	Lennar	SR	ATMJ	77	3	3	7	1	0	45	26	0.88	1.00	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 21 : 1			8	21	1	0	207	74	Net: 1	
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 2							In Area : 2		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village 29	Lafferty	EC	Rsv's	ATMJ	29	0	7	3	0	0	21	10	0.20	0.38
Places at NOMA	Taylor Morrison	RM		DTST	95	0	1	2	0	0	94	14	0.65	0.54
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA				8	5	0	0	115	24	Net: 0
City Codes: EC = El Cerrito, RM = Richmond														

Antioch/Pittsburg					Projects Participating: 9							In Area : 11		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cielo at Sand Creek- Horizon	Century	AN	DTMJ	175	0	1	34	1	0	75	47	1.66	1.81	
Cielo at Sand Creek- Vista	Century	AN	DTMJ	96	0	2	28	1	0	65	43	1.44	1.65	
Crest at Park Ridge	Davidon TSO	AN	DTMJ	300	0	TSO	16	0	0	196	25	0.99	0.96	
Hills at Park Ridge	Davidon	AN	DTMJ	225	4	5	22	0	0	42	32	1.16	1.23	
Landing at Wildflower Station	DeNova	AN	ATST	98	0	1	6	2	0	86	68	2.52	2.62	
Stella at Aviano	DeNova	AN	DTST	127	0	1	9	1	0	92	57	2.41	2.19	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	7	0	0	0	83	11	0.75	0.42	
Haven at Vista Del Mar	Taylor Morrison TSO	PT	DTST	60	0	TSO	3	2	0	25	25	0.95	0.96	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	1	2	6	1	0	45	28	1.28	1.08	
TOTALS: No. Reporting: 9		Avg. Sales: 0.89		Traffic to Sales: 16 : 1			19	124	8	0	709	336	Net: 8	
City Codes: AN= Antioch, PT = Pittsburg														

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 10							In Area : 14		
					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
Delta Coves	Blue Muntain	BI	Rsv's	DTMJ	81	3	3	45	2	0	59	31	0.61	1.19
Easton at Delaney Park	Brookfield	OY		DTST	80	3	4	26	1	0	76	23	0.89	0.88
Southport at Delaney Park	Brookfield	OY		DTMJ	104	3	8	26	0	0	75	25	0.88	0.96
Northpoint at Delaney Park	DR Horton	OY		DTST	197	4	3	11	1	0	188	64	1.55	2.46
Ashbury	KB Home	OY		ATST	69	3	2	25	2	0	55	36	1.22	1.38
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	1	3	1	1	100	23	1.10	0.88
Alicante	Meritage TSO	OY		DTMJ	133	0	TSO	16	2	0	54	49	1.79	1.88
Vines, The	Meritage	OY		DTST	63	4	3	16	4	2	38	38	1.51	1.46
Terrene	Pulte	BT		DTMJ	326	4	3	13	4	1	292	82	2.35	3.15
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	1	1	0	1	0	83	38	1.17	1.46
TOTALS: No. Reporting: 10		Avg. Sales: 1.40		Traffic to Sales: 10 : 1			28	181	18	4	1020	409	Net: 14	
City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood														

Sonoma, Napa Counties					Projects Participating: 9							In Area : 16		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village Station	Blue Mountain	SR	ATMJ	110	0	2	3	1	0	85	18	0.47	0.69	
Live Oak at University	KB Home	RP	DTMJ	104	3	3	14	3	0	80	36	0.78	1.38	
Aspect	Lafferty	PET	DTMJ	18	0	5	0	0	0	12	4	0.11	0.15	
Blume	Lafferty	SR	Rsv's	DTMJ	67	0	4	3	1	0	63	13	0.41	0.50
Juniper at University	Richmond American	RP	DTMJ	150	0	2	11	0	0	133	19	0.81	0.73	
Preserve at Kessing Ranch	Richmond American	IC	DTMJ	47	0	3	1	0	1	37	17	0.51	0.65	
Meadow Creek	Ryder TSO	SR	DTMJ	48	0	TSO	22	1	0	4	4	1.22	1.22	
Pear Tree	Taylor Morrison	NP	ATST	71	0	2	1	0	0	58	27	0.71	1.04	
Riverfront	TRI Pointe	PET	DTMJ	134	0	2	13	0	0	45	33	1.32	1.27	
TOTALS: No. Reporting: 9		Avg. Sales: 0.56		Traffic to Sales: 11 : 1			23	68	6	1	517	171	Net: 5	
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa														

Marin 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
Atherton Place	KB Home	NV	ATMJ	50	0	3	4	0	0	33	29	0.80	1.12	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	4	0	0	33	29	Net: 0	
City Codes: NV = Novato														

San Francisco County					Projects Participating: 1							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lofton at Potola	TRI Pointe	SF	ATMJ	54	0	8	3	0	0	1	1	0.06	0.06	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			8	3	0	0	1	1	Net: 0	
City Codes: SF = San Francisco														

Development Name	Developer	City Code	Notes	Type										
San Mateo County					Projects Participating: 5							In Area : 7		
					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
Skyline Ridge	DR Horton	SB		DTMJ	40	0	1	4	0	0	35	20	0.62	0.77
Link 33	KB Home	RC		ATMJ	33	0	2	7	0	0	31	24	0.51	0.92
Foster Square	Lennar	FC		AAAT	200	0	2	5	1	0	182	20	0.69	0.77
One 90 - Borelle	Pulte	SM		DTMJ	29	0	1	6	1	0	6	6	0.25	0.25
One 90 - Slate	Pulte	SM		ATMJ	57	0	2	5	0	0	3	3	0.12	0.12
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 14 : 1				8	27	2	0	257	73	Net: 2
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM = San Mateo														

Santa Clara County					Projects Participating: 24							In Area : 27		
					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
Classics at MonteVista	Classics	MV	New	ATMJ	15	3	1	7	2	0	2	2	4.67	4.67
Asana	DeNova	SJ		DTMJ	250	0	1	12	1	0	218	47	1.57	1.81
Maravilla	Dividend	MV	Rsv's	ATMJ	55	1	4	19	1	0	1	1	0.78	0.78
Redwoods at Montecito	Dividend	MV	Rsv's	ATMJ	33	4	5	20	2	0	21	21	2.13	2.13
Amalfi	DR Horton	MV		ATMJ	58	3	3	15	2	0	35	32	1.03	1.23
Montecito Estates	DR Horton	MH		DTMJ	24	4	4	11	1	0	8	8	0.58	0.58
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	7	3	14	6	0	84	62	1.82	2.38
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	2	2	7	1	0	148	47	1.08	1.81
Naya	KB Home	SC		ATMJ	58	0	2	7	0	0	16	16	1.01	1.01
Catalina	Landsea S/O	SC		ATMJ	93	0	S/O	0	3	0	93	40	0.92	1.54
Estancia	Lennar S/O	MV		ATMJ	77	2	S/O	5	2	0	77	18	0.47	0.69
Lexington at Avenue One	Lennar	SJ		ATMJ	190	3	2	5	2	0	188	50	1.06	1.92
Momentum	Pan Cal	SV	New	ATMJ	18	10	2	4	2	0	8	8	1.81	1.81
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	2	7	2	0	10	10	1.40	1.40
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	5	8	2	0	7	7	0.98	0.98
Montalvo Oaks	SummerHill	MS		ATMJ	15	0	9	7	0	0	6	6	0.46	0.46
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	6	8	0	0	4	4	0.56	0.56
Montecito Place	SummerHill	MV		ATMJ	83	0	2	9	0	0	81	38	1.12	1.46
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	3	16	0	0	111	34	0.86	1.31
Nuevo - Terraces	SummerHill	SC		ATST	176	0	12	18	0	0	123	40	0.95	1.54
Portico	SummerHill	MV		ATMJ	16	0	2	9	0	0	14	14	0.56	0.54
Elev8tion- Towns	Taylor Morrison	SV		ATMJ	96	1	4	10	1	0	75	28	0.90	1.08
Ov8tion	Taylor Morrison	SV		ATMJ	107	0	2	12	2	0	8	8	1.51	1.51
Harmony	Truemark	SV		DTMJ	58	0	1	9	3	0	47	33	1.00	1.27
TOTALS: No. Reporting: 24		Avg. Sales: 1.46		Traffic to Sales: 7 : 1			77	239	35	0	1385	574	Net: 35	
City Codes: MV = Mountain View , SJ = San Jose, MH= Morgan Hill, SC= Santa Clara, SV = Sunnyvale, LG= Los Gatos, MS = Monte Sereno														

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					Projects Participating: 5							In Area : 6		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	0	2	33	0	0	65	65	3.23	3.23
Carousel at Westfield	Kiper	HO	Rsv's	DTST	92	0	4	25	2	0	83	25	1.18	0.96
Mayfair at Westfield	Kiper TSO	HO		DTMJ	50	0	TSO	25	0	0	44	22	0.85	0.85
Montclair	Meritage	HO		DTMJ	99	3	1	13	2	0	8	8	1.51	1.51
Enclave, The	Shea	SS		DTMJ	26	0	2	4	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 5		Avg. Sales: 0.80		Traffic to Sales: 25 : 1			9	100	4	0	200	120	Net: 4	
City Codes: HO = Hollister, SS = Seaside														

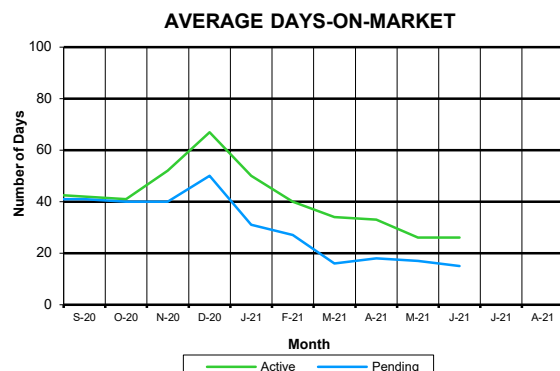
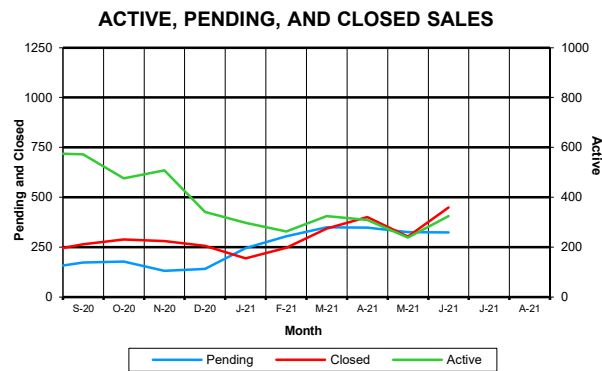
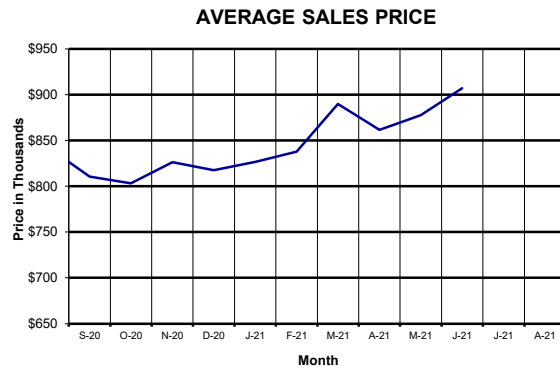
Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 14							In Area : 17		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Savannah at Homestead	DR Horton	DX	DTST	85	0	4	7	0	0	65	50	1.70	1.92
Copperleaf at Homestead	KB Home	DX	DTST	71	3	2	18	2	0	50	38	1.46	1.46
Oreston at One Lake	Lennar	FF	DTMJ	70	0	2	4	0	1	52	30	1.33	1.15
Homestead	Meritage	DX	DTMJ	99	4	1	16	4	0	30	30	1.75	1.75
Cerrito at Vanden Estates	Richmond American	VC	DTMJ	50	0	2	0	0	0	48	17	0.76	0.65
Midway Grove at Homestead	Richmond American	DX	DTMJ	88	0	2	3	0	0	60	27	1.25	1.04
Sutton at Parklane	Richmond American	DX	DTMJ	121	0	1	4	1	1	17	17	1.14	1.14
Farmstead Square	Taylor Morrison	VC	DTMJ	130	2	2	11	0	0	41	31	1.32	1.19
Bristol at Brighton Landing	The New Home Co	VC	DTMJ	64	0	2	7	0	0	62	10	0.48	0.38
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	74	0	2	7	0	0	64	21	0.51	0.81
Sheffield at Brighton Landing	The New Home Co	VC	DTMJ	120	0	2	20	0	0	86	31	0.77	1.19
Marigold at The Villages	TRI Pointe	FF	DTMJ	119	2	2	10	2	0	48	38	1.37	1.46
Shimmer at One Lake	TRI Pointe	FF	DTMJ	48	0	2	7	2	0	26	14	0.75	0.54
Splash at One Lake	TRI Pointe	FF	DTMJ	72	0	2	7	0	0	28	28	1.46	1.46
TOTALS: No. Reporting: 14		Avg. Sales: 0.64		Traffic to Sales: 11 : 1			28	121	11	2	677	382	Net: 9
City Codes: DX = Dixon, FF = Fairfield, VC = Vacaville													

Bay Area			Projects Participating: 116					In Area : 163	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 115	Avg. Sales: 0.82	Traffic to Sales: 12 : 1	334	1232	103	9	6538	2825	Net: 94
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

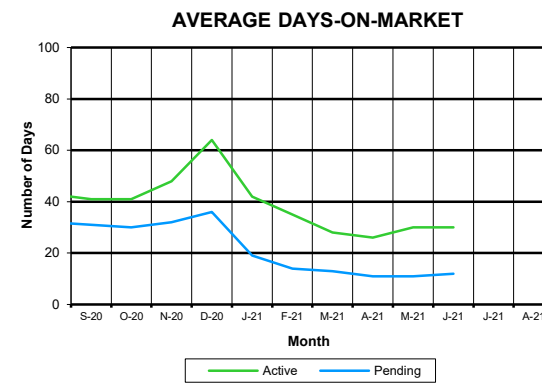
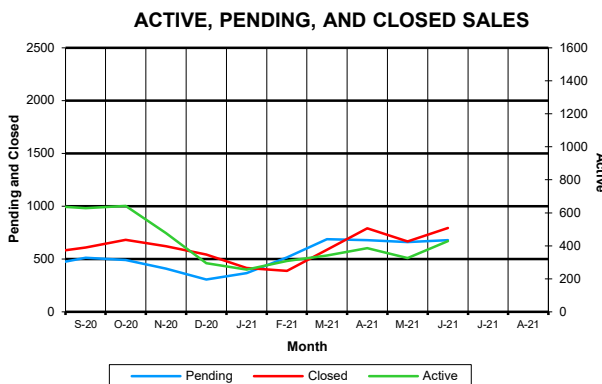
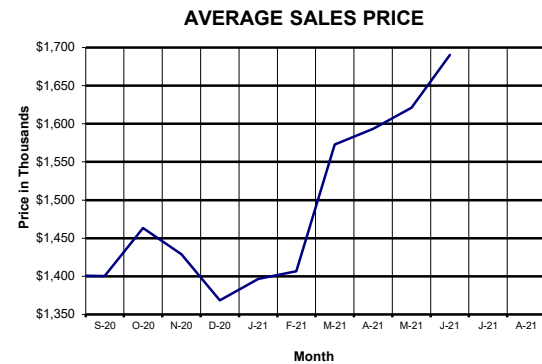
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	508	52	131	40	280	\$826,397
Dec-20	341	67	140	50	257	\$817,347
Jan-21	298	50	245	31	194	\$826,758
Feb-21	263	40	305	27	246	\$837,703
Mar-21	324	34	350	16	343	\$889,733
Apr-21	309	33	347	18	400	\$861,580
May-21	238	26	325	17	302	\$877,643
Jun-21	325	26	324	15	449	\$906,946



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	476	48	409	32	620	\$1,429,055
Dec-20	294	64	307	36	541	\$1,368,594
Jan-21	255	42	368	19	414	\$1,396,636
Feb-21	309	35	516	14	389	\$1,406,651
Mar-21	342	28	687	13	587	\$1,572,946
Apr-21	386	26	678	11	791	\$1,593,508
May-21	326	30	659	11	665	\$1,621,132
Jun-21	429	30	680	12	793	\$1,690,350

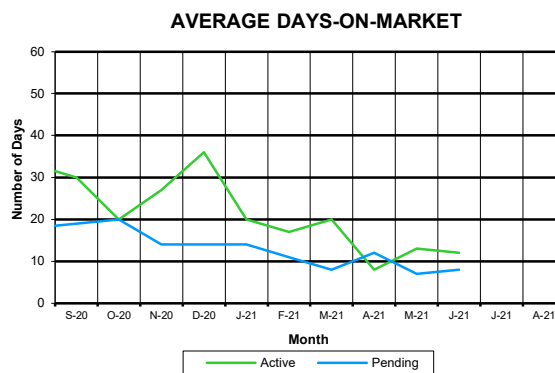
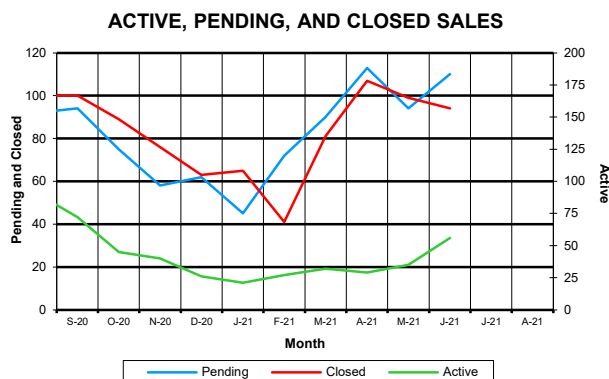




## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

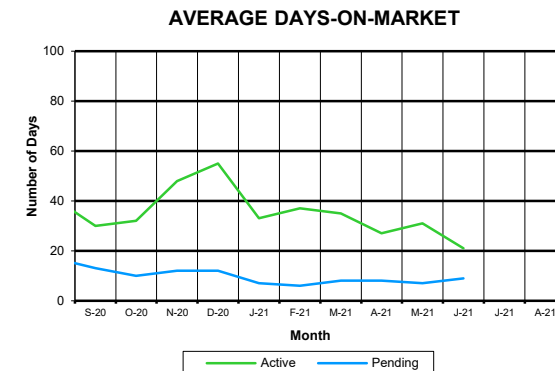
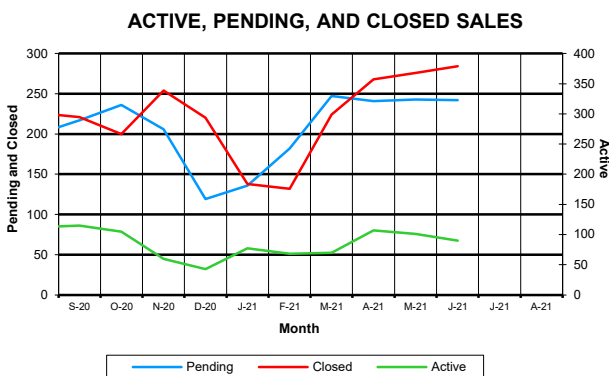
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	40	27	58	14	76	\$732,178
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

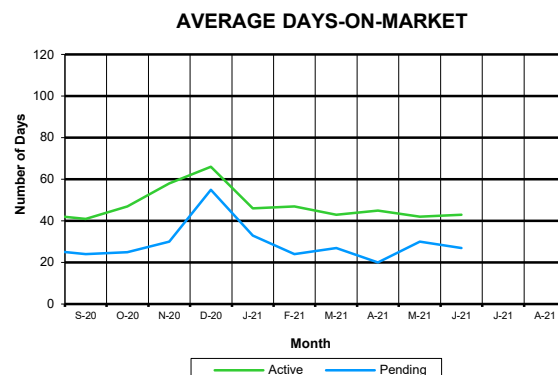
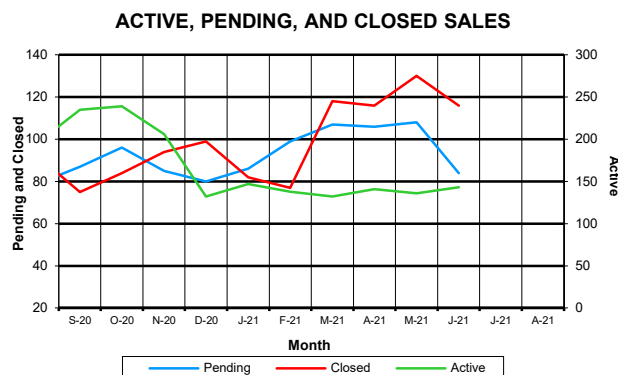
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	60	48	206	12	254	\$1,227,878
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514





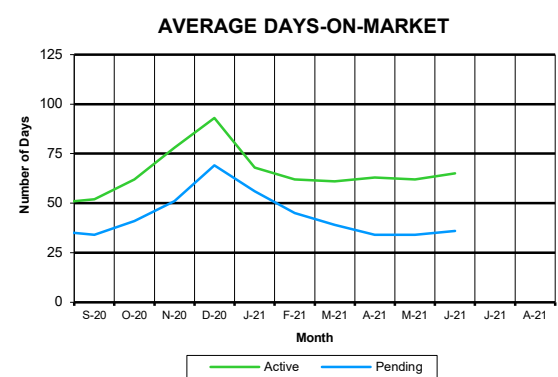
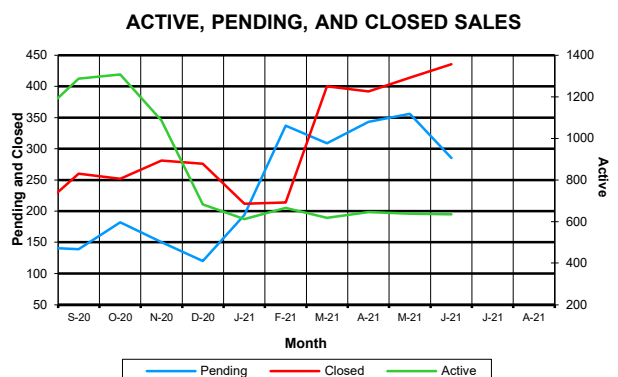
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	206	58	85	30	94	\$700,186
Dec-20	132	66	80	55	99	\$629,000
Jan-21	147	46	86	33	82	\$627,074
Feb-21	138	47	99	24	77	\$645,576
Mar-21	132	43	107	27	118	\$682,435
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022



## San Francisco Attd. Monthly MLS Survey

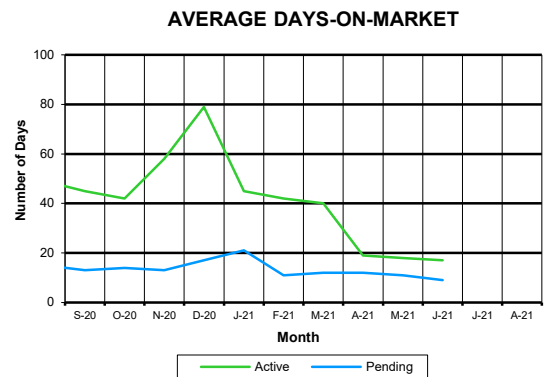
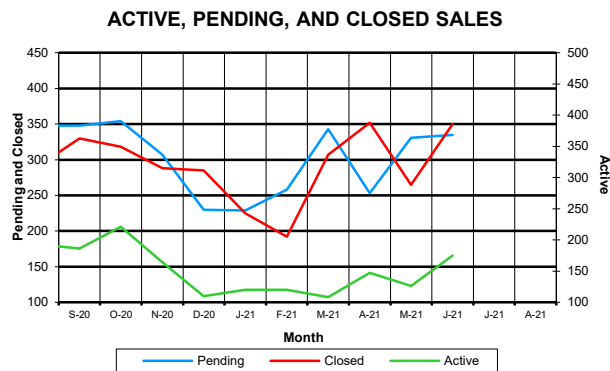
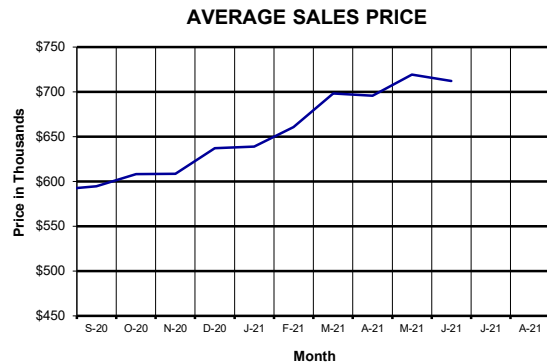
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	1,086	78	150	51	281	\$1,315,277
Dec-20	682	93	120	69	276	\$1,204,487
Jan-21	611	68	194	56	212	\$1,235,108
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140



## E. Contra Costa SFD Monthly MLS Survey

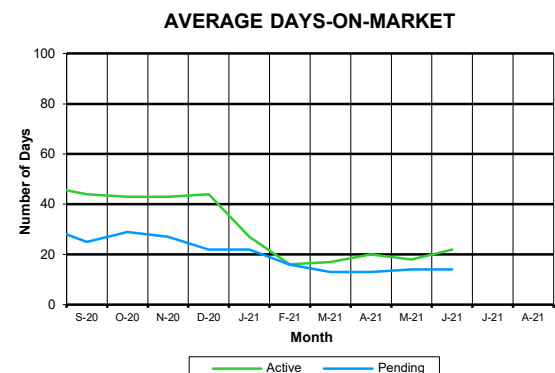
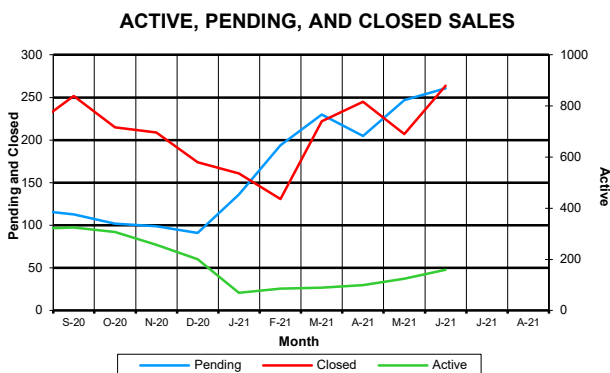
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	164	58	307	13	288	\$608,552
Dec-20	110	79	230	17	285	\$637,312
Jan-21	120	45	229	21	225	\$639,053
Feb-21	120	42	258	11	192	\$660,758
Mar-21	108	40	343	12	307	\$698,352
Apr-21	147	19	253	12	352	\$695,542
May-21	126	18	331	11	265	\$719,453
Jun-21	175	17	335	9	350	\$712,251



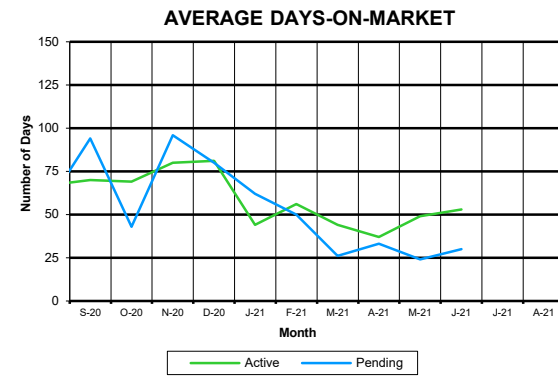
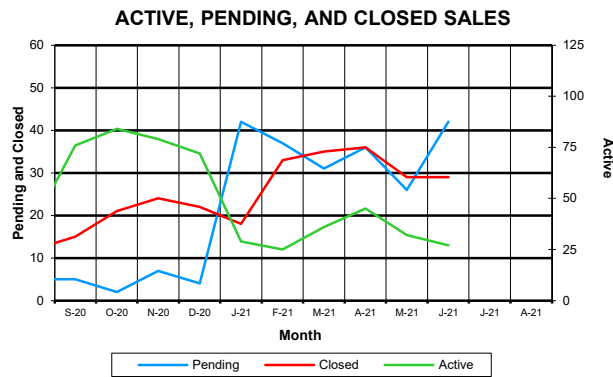
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	257	43	99	27	209	\$548,873
Dec-20	201	44	91	22	174	\$561,831
Jan-21	69	27	136	22	161	\$598,708
Feb-21	85	16	194	16	131	\$584,418
Mar-21	89	17	230	13	222	\$626,553
Apr-21	99	20	205	13	245	\$637,379
May-21	125	18	247	14	207	\$604,239
Jun-21	160	22	261	14	264	\$648,973



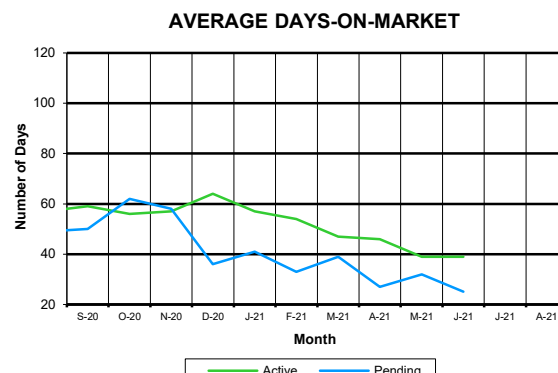
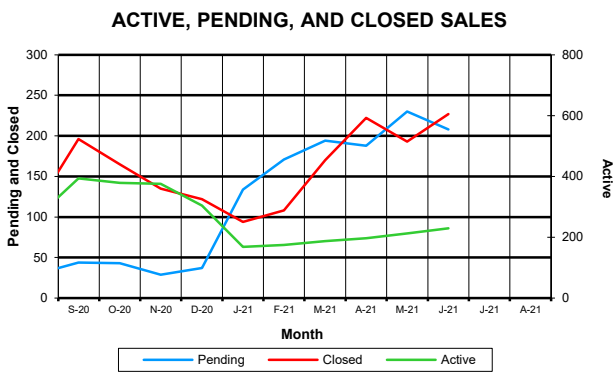
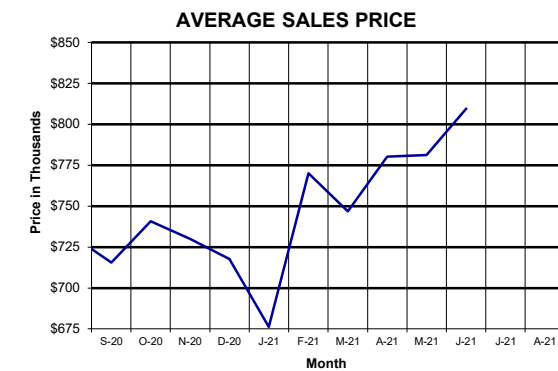
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	79	80	7	96	24	\$393,667
Dec-20	72	81	4	80	22	\$392,432
Jan-21	29	44	42	62	18	\$411,338
Feb-21	25	56	37	50	33	\$400,166
Mar-21	36	44	31	26	35	\$367,216
Apr-21	45	37	36	33	36	\$414,122
May-21	32	49	26	24	29	\$419,958
Jun-21	27	53	42	30	29	\$470,551



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	376	57	29	58	135	\$730,103
Dec-20	304	64	37	36	122	\$717,698
Jan-21	169	57	134	41	94	\$676,196
Feb-21	175	54	171	33	108	\$770,119
Mar-21	187	47	194	39	170	\$746,815
Apr-21	197	46	188	27	222	\$780,382
May-21	213	39	230	32	193	\$781,311
Jun-21	230	39	208	25	227	\$809,641



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

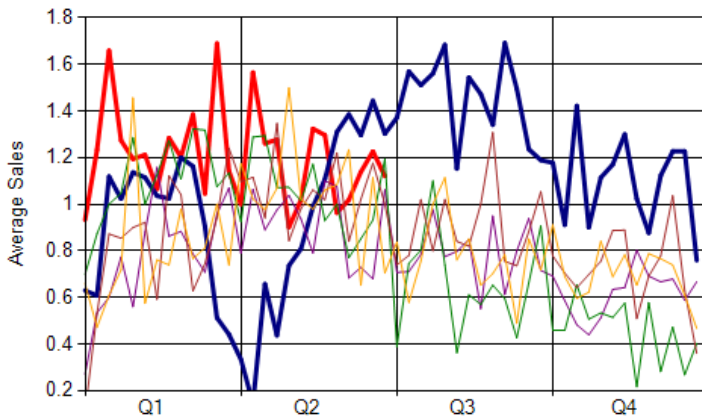
## Central Valley

Ending: Sunday, July 4, 2021

Week 26

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				19	420	19	0	19	1.00	1.13	-11%	1.05	-5%
San Joaquin County				31	354	39	0	39	1.26	1.23	2%	1.21	4%
Stanislaus County				6	21	8	0	8	1.33	1.14	17%	1.21	10%
Merced County				14	70	16	2	14	1.00	1.45	-31%	1.24	-19%
Madera County				7	35	4	0	4	0.57	1.07	-46%	1.09	-48%
Fresno County				23	162	31	3	28	1.22	1.10	11%	1.16	5%
<b>Current Week Totals</b>		Traffic : Sales	9 : 1	100	1062	117	5	112	1.12	1.21	-7%	1.16	-4%
Per Project Average					11	1.17	0.05	1.12					
<b>Year Ago - 07/05/2020</b>		Traffic : Sales	11 : 1	97	1800	157	24	133	1.37	0.96	42%	0.97	42%
<b>% Change</b>				3%	-41%	-25%	-79%	-16%	-18%	25%		20%	

52 Weeks Comparison



Year to Date Averages Through Week 26

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	48	28	1.03	0.12	0.90	0.81
■	2017	50	31	1.04	0.11	0.93	0.87
■	2018	67	25	1.22	0.15	1.07	0.80
■	2019	77	22	0.98	0.14	0.84	0.77
■	2020	82	22	1.14	0.19	0.95	1.11
■	2021	105	17	1.33	0.12	1.21	1.21
% Change:		28%	-22%	16%	-40%	28%	9%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	Homes aren't being built at their usual pace, which could tighten the market for buyers even more. At a time when there's been such heavy demand for homes, you'd think new construction would be booming. But actually, new home builds are on the decline. Single-family home construction dropped more than 13% in April compared to March, according to the U.S. Census. That's the steepest decrease since April of 2020, when the pandemic was new and virtually the entire economy was forced to shut down overnight. A big reason new home construction has slowed has to do with rising material costs. Lumber, for example, has been in short supply during the pandemic, which has, in turn, caused its price to skyrocket. Steel and copper costs have also gone up, making new construction a more expensive prospect. And while home builders have the potential to pass those costs on to buyers, some may not be willing to bite. A shortage of skilled labor has also led to a decline in construction. In fact, right now, a lot of industries are grappling with labor challenges, which is why some states have pulled the plug on boosted unemployment. Right now, there's a record-low number of homes available on the housing market. That, combined with extremely competitive mortgage rates, is driving up buyer demand. As such, home prices have soared over the past several months, making it more difficult for potential buyers to become property owners. Source: Maurie Backman The Ascent
	<b>2.82%</b>	<b>3.03%</b>	
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.36%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 19							In Area : 19		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia Park	Bright	TR		DTMJ	42	0	2	9	0	0	34	11	0.78	0.42
Heritage at College Park	Century	MH		DTMJ	96	0	2	43	0	0	94	31	0.97	1.19
Legacy at College Park	Century	MH		DTMJ	133	4	2	61	3	0	53	43	1.55	1.65
Portfolio at College Park	Century	MH		DTST	112	3	2	30	3	0	54	42	1.58	1.62
Provenance at College Park	Century	MH		DTMJ	68	0	2	15	0	0	66	17	0.87	0.65
Reflection at College Park	Century	MH		DTMJ	87	2	2	20	3	0	85	26	1.12	1.00
Amber at Tracy Hills	Lennar TSO	TH		DTMJ	160	1	TSO	29	1	0	119	29	1.03	1.12
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	1	1	29	1	0	101	25	0.88	0.96
Opal at Tracy Hills	Lennar S/O	TH		DTMJ	107	0	S/O	29	4	0	107	29	0.93	1.12
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	2	29	1	0	96	28	0.82	1.08
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	24	0	0	77	26	0.84	1.00
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	3	9	0	0	148	31	1.21	1.19
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	9	0	0	37	11	0.33	0.42
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	1	29	0	0	45	45	2.67	2.67
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	2	29	0	0	134	45	1.78	1.73
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	3	8	3	0	56	56	2.13	2.15
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	13	0	0	121	19	1.61	0.73
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	2	2	0	0	68	32	1.26	1.23
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	3	0	0	58	22	1.07	0.85
TOTALS: No. Reporting: 19		Avg. Sales: 1.00		Traffic to Sales: 22 : 1				30	420	19	0	1553	568	Net: 19
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi				Projects Participating: 8							In Area : 8		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Palomino at Westlake	DR Horton	SK	DTMJ	116	0	1	7	0	0	28	28	1.66	1.66
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	4	2	3	3	0	32	32	2.64	2.64
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	3	0	0	0	81	39	1.08	1.50
Lavaux at Vineyard Terrace	K Hovnanian	LD	DTMJ	127	0	2	3	0	0	125	12	1.66	0.46
Montevello II	KB Home	SK	DTST	154	2	2	27	1	0	43	30	1.24	1.15
Verona at Destinations	KB Home	SK	ATMJ	106	0	1	17	2	0	12	12	1.11	1.11
Keys at Westlake	Lennar	SK	DTMJ	101	0	3	18	0	0	41	22	0.79	0.85
Seasons at Westlake Village	Richmond American	SK	DTMJ	41	0	1	0	0	0	40	13	0.91	0.50
TOTALS: No. Reporting: 8	Avg. Sales: 0.75		Traffic to Sales: 13 : 1			15	75	6	0	402	188	Net: 6	
City Codes: SK = Stockton, LD = Lodi													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 23							In Area : 23		
					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
Haven at River Island	Anthem United	LP		DTMJ	128	0	1	5	0	0	120	26	1.06	1.00
Turnleaf at the Collective	Anthem United TSO	MN		AASF	84	0	TSO	11	1	0	47	30	0.48	1.15
Rosewood at Terra Ranch	Century TSO	MN		DTMJ	50	0	TSO	4	1	0	47	27	1.30	1.04
Haven Villas at Sundance	KB Home	MN		DTMJ	235	2	2	22	2	0	154	29	1.47	1.12
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	3	11	0	0	39	39	1.69	1.69
Balboa at River Islands	Kiper	LP		DTMJ	77	3	2	14	3	0	5	5	3.89	3.89
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	5	21	0	0	25	25	1.47	1.47
Newport at River Islands	Kiper	LP		DTMJ	131	3	5	3	0	0	126	36	1.29	1.38
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	4	11	1	0	100	9	0.37	0.35
Horizon at River Islands	Lennar	LP		DTMJ	143	4	3	19	2	0	30	30	1.57	1.57
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	8	0	0	29	29	1.51	1.51
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	2	33	0	0	31	31	1.62	1.62
Sundance	Meritage	MN		DTST	64	3	2	3	2	0	59	39	1.55	1.50
Harvest at Sundance	Pulte	MN		DTMJ	65	5	3	8	5	0	51	51	2.03	1.96
Sunset at River Islands	Pulte	LP		DTMJ	122	0	3	11	1	0	35	35	1.45	1.45
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	3	2	13	2	0	31	31	1.54	1.54
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	1	1	1	0	83	34	1.31	1.31
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	3	2	7	2	0	46	45	1.75	1.73
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	1	3	12	2	0	67	37	0.71	1.42
Breakwater at River Island	TRI Pointe	LP	Rsv's	DTMJ	106	5	4	6	3	0	88	38	1.60	1.46
Origin at the Collective	Trumark	MN		DTMJ	59	0	1	18	2	0	47	28	0.51	1.08
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	4	17	0	0	84	32	1.68	1.23
Veranda at River Islands	Van Daele	LP		DTMJ	101	3	1	21	3	0	50	50	2.48	2.48
TOTALS: No. Reporting: 23		Avg. Sales: 1.43		Traffic to Sales: 8 : 1				54	279	33	0	1394	736	Net: 33
City Codes: LP = Lathrop, MN = Manteca														

Modesto					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
Villa D'Este	DR Horton	MO	DTST	32	0	2	0	0	0	30	30	1.89	1.89	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	0	0	0	30	30	Net: 0	
City Codes: MO= Modesto														

Stanislaus County					Projects Participating: 5							In Area : 5		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Edgewater	DR Horton	WF	DTST	22	0	8	5	3	0	6	6	0.95	0.95	
Aspire at Apricot Grove	K Hovnanian	FR	DTST	69	0	5	0	0	0	64	1	0.94	0.04	
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	4	2	7	3	0	9	9	7.00	7.00	
Fieldstone	KB Home	HG	DTST	69	0	2	8	0	0	36	36	1.48	1.48	
Turnleaf at Patterson Ranch	KB Home	FR	DTST	99	3	3	1	2	0	96	33	1.54	1.27	
TOTALS: No. Reporting: 5		Avg. Sales: 1.60		Traffic to Sales: 3 : 1			20	21	8	0	211	85	Net: 8	
City Codes: WF = Waterford, FR = Patterson, HG = Hughson														

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 17							In Area : 17		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Summer Creek	Bright	MD		DTMJ	120	4	5	7	0	0	93	29	0.83	1.12
Solera II	Century	MD		DTMJ	113	3	6	7	4	0	68	57	1.94	2.19
Bell Crossing	DR Horton	AT		DTST	151	0	1	12	2	1	136	66	1.73	2.54
Brookshire	DR Horton	LB		DTST	50	0	3	0	0	0	47	16	0.77	0.62
Mission Village South	DR Horton TSO	LB		DTMJ	91	0	TSO	0	0	0	89	10	0.82	0.38
Monterra	DR Horton TSO	MD		DTST	165	0	TSO	0	0	0	138	62	1.76	2.38
Pacheco Pointe	DR Horton TSO	LB		DTST	64	0	TSO	3	1	1	52	52	2.35	2.35
Panorama	DR Horton TSO	MD		DTST	192	0	TSO	7	0	0	133	50	1.22	1.92
Stoneridge South	DR Horton TSO	MD		DTST	69	5	TSO	3	5	0	46	46	2.28	2.28
Villas, The	DR Horton TSO	LB		DTST	83	0	TSO	5	0	0	52	52	2.35	2.35
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	1	9	2	0	143	43	1.07	1.65
Manzanita	Legacy TSO	LT		DTMJ	172	0	TSO	9	0	0	146	26	0.96	1.00
Sunflower	Legacy	MD		DTST	143	0	1	6	2	0	123	32	0.95	1.23
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	1	2	0	0	72	49	1.35	1.88
Cypress Terrace	Stonefield Home TSO	MD		DTST	90	0	TSO	NA	0	0	82	15	0.85	0.58
Shaunessey Village	Stonefield Home	LB		DTST	94	0	4	NA	0	0	87	31	1.04	1.19
Villas II, The	Stonefield Home	LB		DTST	191	0	3	NA	0	0	32	32	1.38	1.38
TOTALS: No. Reporting: 14		Avg. Sales: 1.00		Traffic to Sales: 4 : 1				25	70	16	2	1539	668	Net: 14
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston														

Madera County				Projects Participating: 7							In Area : 7			
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	0	1	4	0	0	122	29	1.06	1.12	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA	DTST	112	0	6	0	0	0	22	4	0.20	0.15	
Fielding Cottages	KB Home	MDA	DTST	95	0	1	6	2	0	75	61	2.34	2.35	
Fielding Villas	KB Home	MDA	DTST	87	0	2	6	0	0	41	37	1.28	1.42	
Riverstone - Clementine I	Lennar	MDA	DTST	108	0	1	3	1	0	22	22	0.95	0.95	
Riverstone Coronet	Lennar	MDA	DTST	103	0	2	12	0	0	67	29	1.22	1.12	
Riverstone Skye II	Lennar	MDA	DTST	67	0	1	4	1	0	62	26	1.26	1.00	
TOTALS: No. Reporting: 7	Avg. Sales: 0.57		Traffic to Sales: 9 : 1				14	35	4	0	411	208	Net: 4	
City Codes: MDA = Madera														

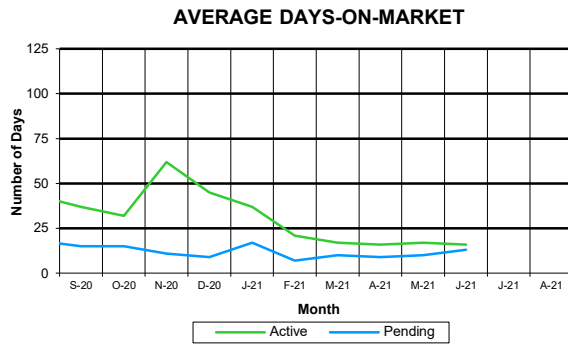
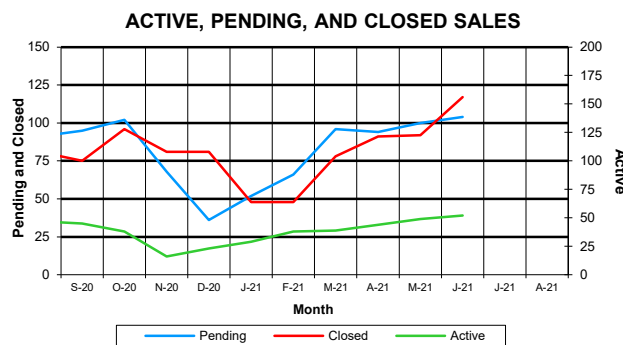
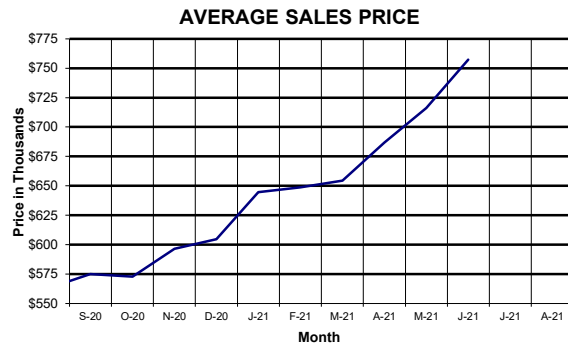


Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 23							In Area : 26		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Arroyo at Loma Vista	Century	CV		DTMJ	132	0	7	9	3	0	125	112	1.51	4.31
Locan Point	Century	FR		DTST	248	2	4	6	2	0	225	65	1.72	2.50
Market Place	Century	FR		DTMJ	215	0	11	5	4	0	179	58	1.86	2.23
Olivewood	Century	FR		DTMJ	169	0	3	7	0	0	6	6	1.91	1.91
River Pointe	DR Horton	REE		DTMJ	84	0	3	4	0	1	30	30	2.33	2.33
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	1	0	1	0	122	28	1.02	1.08
Laurel Grove	KB Home S/O	FR		DTST	178	0	S/O	7	2	1	178	45	1.41	1.73
Seville	KB Home	FR		DTST	129	4	3	22	4	0	109	58	1.62	2.23
Anatole- Clementine	Lennar	FR		DTMJ	111	0	2	1	0	0	27	27	1.82	1.82
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	1	0	0	28	28	1.88	1.88
Arboralla - Clementine	Lennar	CV		DTST	137	2	2	4	1	0	13	13	1.10	1.10
Bella Vista Skye	Lennar	FT		DTST	54	2	3	2	2	0	16	16	0.69	0.69
Brambles- Starling	Lennar	FR		ATST	150	0	2	9	0	0	20	20	1.35	1.35
Brantles- Wilde	Lennar	FR		DTST	89	4	3	9	1	0	22	22	1.48	1.48
Fancher Creek - Coronet	Lennar	FR		ATST	80	6	1	9	6	0	41	41	1.44	1.58
Fancher Creek California	Lennar	FR		ATST	68	0	3	1	0	0	65	8	0.83	0.31
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	4	0	0	117	5	1.04	0.19
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	3	3	4	2	0	36	34	1.27	1.31
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	14	0	0	17	8	0.39	0.31
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	2	14	1	1	37	19	0.86	0.73
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	2	2	14	2	0	27	15	0.63	0.58
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	2	2	14	0	0	16	14	0.37	0.54
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	2	2	0	0	9	9	0.81	0.81
TOTALS: No. Reporting: 23		Avg. Sales: 1.22		Traffic to Sales: 5 : 1			69	162	31	3	1465	681	Net: 28	
City Codes: CV = Clovis, FR = Fresno, REE = Reedley, FO = Fowler, FT = Friant														

Central Valley			Projects Participating: 103					In Area : 106	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 100	Avg. Sales: 1.12	Traffic to Sales: 9 : 1	229	1062	117	5	7005	3164	Net: 112
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

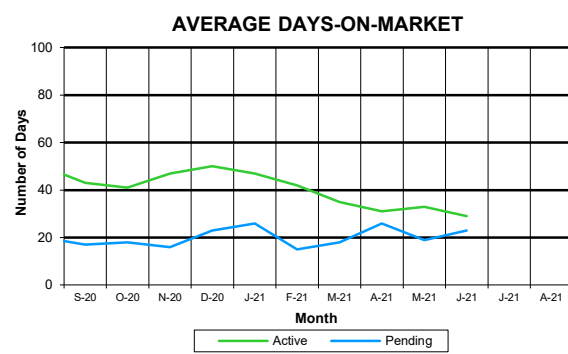
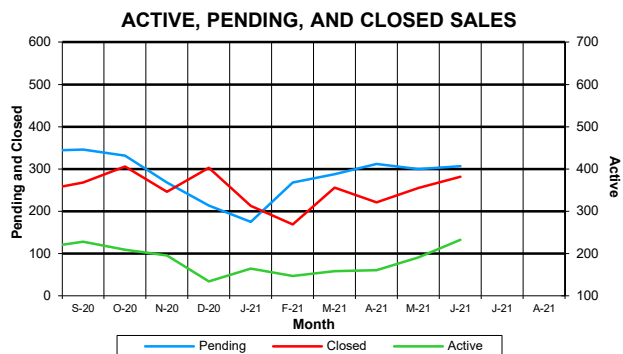
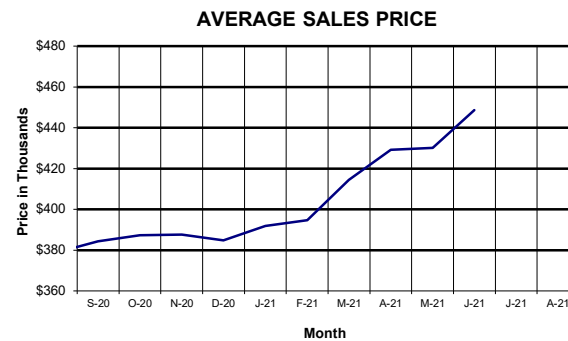
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	16	62	68	11	81	596,343
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282



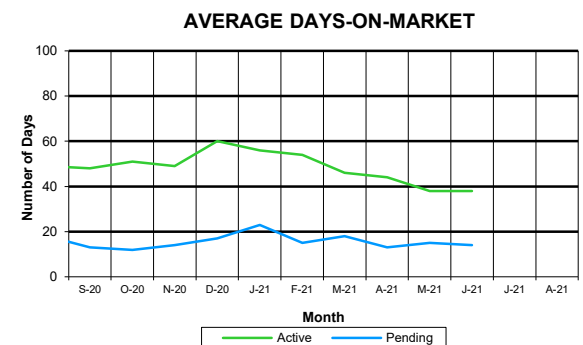
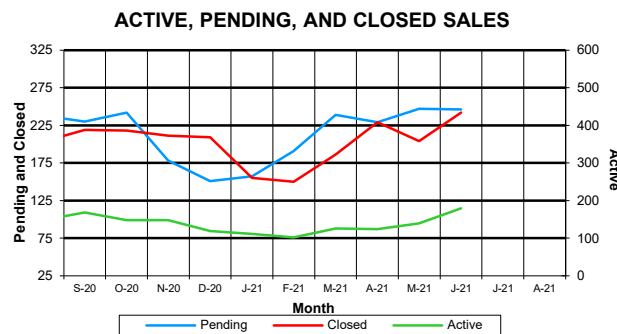
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	196	47	268	16	246	\$387,582
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688



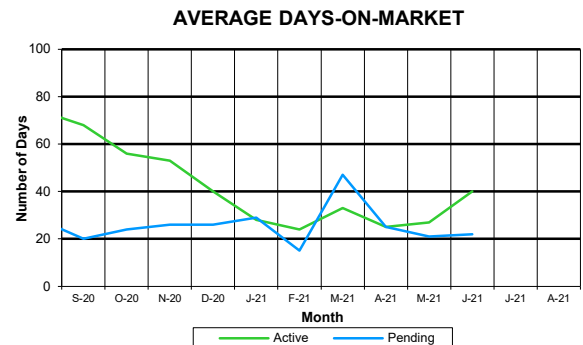
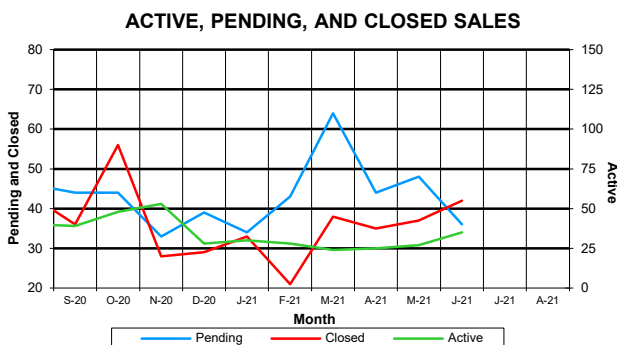
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	148	49	178	14	211	\$392,938
Dec-20	119	60	151	17	209	\$403,290
Jan-21	111	56	157	23	155	\$385,535
Feb-21	102	54	191	15	150	\$438,133
Mar-21	126	46	239	18	186	\$422,860
Apr-21	124	44	229	13	229	\$447,231
May-21	139	38	247	15	204	\$484,232
Jun-21	179	38	246	14	242	\$470,636



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	53	53	33	26	28	\$301,726
Dec-20	28	40	39	26	29	\$330,871
Jan-21	30	28	34	29	33	\$302,718
Feb-21	28	24	43	15	21	\$305,429
Mar-21	24	33	64	47	38	\$331,141
Apr-21	25	25	44	25	35	\$345,108
May-21	27	27	48	21	37	\$323,280
Jun-21	35	40	36	22	42	\$384,074



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

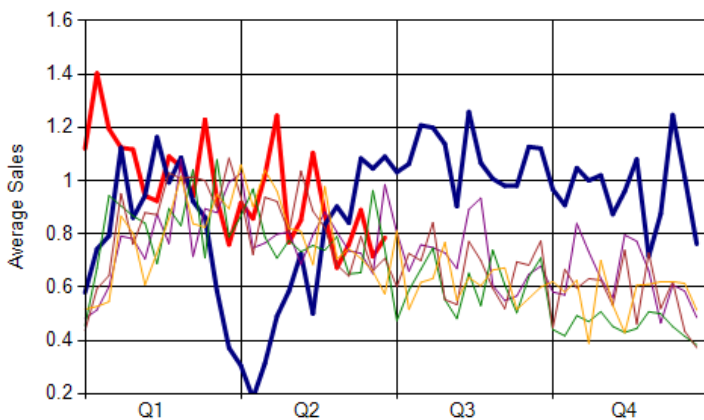
## Sacramento

Ending: Sunday, July 4, 2021

Week 26

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
South Sacramento	22	262	21	1	20	0.91	0.76	19%	0.74	22%
Central & North Sacramento	41	545	36	4	32	0.78	0.95	-18%	0.89	-12%
Folsom	18	264	20	0	20	1.11	1.11	1%	0.96	16%
El Dorado	11	163	5	1	4	0.36	0.82	-56%	0.70	-48%
Placer & Nevada	60	873	56	7	49	0.82	1.11	-26%	1.01	-19%
Yolo	7	33	2	0	2	0.29	0.87	-67%	0.53	-46%
Northern Counties	9	78	5	0	5	0.56	0.80	-30%	0.75	-25%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>168</b>	<b>2218</b>	<b>145</b>	<b>13</b>	<b>132</b>	<b>0.79</b>	<b>0.97</b>	<b>-19%</b>
Per Project Average			13	0.86	0.08	0.79				
<b>Year Ago - 07/05/2020</b>	<b>Traffic : Sales</b>	<b>13 : 1</b>	<b>159</b>	<b>2256</b>	<b>177</b>	<b>13</b>	<b>164</b>	<b>1.03</b>	<b>0.77</b>	<b>33%</b>
<b>% Change</b>			6%	-2%	-18%	0%	-20%	-24%	25%	28%

### 52 Weeks Comparison



### Year to Date Averages Through Week 26

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	132	27	0.92	0.13	0.79	0.69
■	2017	141	28	0.98	0.15	0.84	0.73
■	2018	128	26	0.93	0.13	0.80	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	147	16	0.93	0.17	0.76	0.89
■	2021	158	18	1.06	0.09	0.97	0.97
% Change:		8%	16%	14%	-44%	27%	8%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Homes aren't being built at their usual pace, which could tighten the market for buyers even more. At a time when there's been such heavy demand for homes, you'd think new construction would be booming. But actually, new home builds are on the decline. Single-family home construction dropped more than 13% in April compared to March, according to the U.S. Census. That's the steepest decrease since April of 2020, when the pandemic was new and virtually the entire economy was forced to shut down overnight. A big reason new home construction has slowed has to do with rising material costs. Lumber, for example, has been in short supply during the pandemic, which has, in turn, caused its price to skyrocket. Steel and copper costs have also gone up, making new construction a more expensive prospect. And while home builders have the potential to pass those costs on to buyers, some may not be willing to bite. A shortage of skilled labor has also led to a decline in construction. In fact, right now, a lot of industries are grappling with labor challenges, which is why some states have pulled the plug on boosted unemployment. Right now, there's a record-low number of homes available on the housing market. That, combined with extremely competitive mortgage rates, is driving up buyer demand. As such, home prices have soared over the past several months, making it more difficult for potential buyers to become property owners. Source: Maurie Backman The Ascent</p>
<b>FHA</b>	<b>2.82%</b>	<b>3.03%</b>	
	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.36%</b>		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 22							In Area : 22		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	0	2	4	0	0	35	29	0.85	1.12
Pleridae	KB Home	GT		DTST	69	4	3	14	3	0	27	27	1.82	1.82
Sheldon Terrace	KB Home	LN		DTST	175	0	1	5	0	0	174	23	1.28	0.88
Vintage Park	KB Home	SO		ATST	81	3	2	59	3	1	13	13	2.53	2.53
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	1	4	0	0	35	19	0.92	0.73
Avila at Fieldstone	Lennar	VN		DTMJ	134	2	2	13	1	0	93	20	0.89	0.77
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	1	12	1	0	103	17	0.90	0.65
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	2	2	13	1	0	172	26	1.18	1.00
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	12	0	0	32	16	0.89	0.62
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	1	4	0	0	204	20	0.90	0.77
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	3	12	0	0	95	15	0.83	0.58
Redwood at Parkside	Lennar	VN		DTMJ	300	0	2	2	1	0	282	25	0.88	0.96
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	4	0	0	78	16	0.79	0.62
Seasons at Stonebrook	Richmond American	LN	New	DTMJ	102	6	2	11	4	0	4	4	4.67	4.67
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	1	7	2	0	77	24	1.28	0.92
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	2	1	26	3	0	80	19	0.91	0.73
Milestone	Taylor Morrison	VN		DTMJ	121	0	1	0	0	0	120	28	1.07	1.08
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	1	2	24	2	0	59	12	0.68	0.46
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	1	24	0	0	61	15	0.69	0.58
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	1	2	0	0	50	4	0.34	0.15
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	2	3	0	0	5	5	1.03	1.03
Glendon Vineyards	Woodside	VN		DTST	103	0	1	7	0	0	83	26	0.80	1.00
TOTALS: No. Reporting: 22		Avg. Sales: 0.91		Traffic to Sales: 12 : 1			35	262	21	1	1882	403	Net: 20	
City Codes: GT = Galt, LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard														

# The Ryness Report

Week Ending  
Sunday, July 4, 2021

Sacramento Page 2 of 7

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 20							In Area : 20		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	3	11	0	0	27	17	0.73	0.65
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	3	2	38	2	0	43	23	0.81	0.88
Crocker Village- Courts	Black Pine	SO		DTST	83	0	3	38	0	0	27	13	0.52	0.50
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	38	0	0	36	17	0.68	0.65
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	3	2	29	2	0	81	18	0.85	0.69
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	25	0	0	78	12	0.82	0.46
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	3	15	0	0	76	23	0.69	0.88
Canyon at Mitchell Village	KB Home	CH		DTST	109	2	2	12	1	0	36	36	1.79	1.79
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	15	0	0	32	26	1.03	1.00
Oaks at Mitchell	KB Home	CH		DTST	74	3	2	16	2	0	24	24	2.43	2.43
Ventana	Lennar	RO		DTMJ	160	0	2	5	0	1	84	15	0.82	0.58
Verdant	Lennar	RO		DTST	157	3	2	3	3	0	72	28	1.12	1.08
Viridian	Lennar	RO		DTST	342	0	2	5	0	0	94	27	0.89	1.04
Montelena	Premier Homes TSO	RO		DTST	169	0	TSO	28	0	0	149	38	1.67	1.46
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	3	1	0	0	21	6	0.25	0.23
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	4	1	0	0	24	8	0.29	0.31
Alderwood	Watt	RO		DTMJ	54	0	10	9	1	0	44	24	0.78	0.92
Acacia at Cypress	Woodside	RO		DTMJ	99	0	4	14	0	0	3	3	0.12	0.12
Cottonwood at Cypress	Woodside	RO		DTST	84	0	4	8	0	0	69	21	0.72	0.81
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	14	0	0	79	21	0.82	0.81
TOTALS: No. Reporting: 20		Avg. Sales: 0.50		Traffic to Sales: 30 : 1			55	325	11	1	1099	400	Net: 10	
City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 21							In Area : 21		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	2	6	3	2	0	70	34	0.77	1.31
Edgeview - The Cove	Beazer	SO		ATST	156	0	16	3	0	0	65	37	1.20	1.42
Westward - The Cove	Beazer	SO		DTST	122	0	5	3	0	0	40	8	0.60	0.31
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	3	0	0	93	23	1.08	0.88
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	2	14	2	1	79	31	0.93	1.19
Castile at Parkebridge	DR Horton	SO		DTMJ	163	0	1	6	0	0	155	40	1.35	1.54
Moraga	DR Horton	AO		DTMJ	162	0	2	11	1	1	75	40	1.53	1.54
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	2	25	0	0	38	26	0.95	1.00
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	2	2	24	2	0	37	30	0.92	1.15
Northlake - Atla	Lennar	SO		DTMJ	116	2	1	9	1	0	21	21	0.87	0.87
Northlake - Bleau	Lennar TSO	SO		DTMJ	236	0	TSO	9	0	0	23	23	0.95	0.95
Northlake - Crestvue	Lennar	SO		DTMJ	97	1	2	9	2	0	21	21	0.87	0.87
Northlake - Drifton	Lennar	SO		DTMJ	134	2	2	9	0	0	15	15	0.95	0.95
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	9	1	0	22	22	0.91	0.91
Northlake - Shor	Lennar	SO		DTMJ	140	2	3	9	1	0	23	23	0.95	0.95
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	3	TSO	9	4	1	24	24	0.99	0.99
Northlake - Wavmor	Lennar TSO	SO		DTMJ	153	1	TSO	9	1	0	25	25	1.04	1.04
NUVO Artisan Square	The New Home Co	SO		ATST	115	3	1	16	3	0	84	50	1.29	1.92
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	4	1	15	1	0	39	39	2.81	2.81
Mystique	Watt TSO	SO		ATST	57	0	TSO	3	0	0	47	10	0.53	0.38
Portisol at Artisan Square	Watt TSO	SO		ATST	112	1	TSO	22	4	0	33	22	0.89	0.85
TOTALS: No. Reporting: 21		Avg. Sales: 1.05		Traffic to Sales: 9 : 1			46	220	25	3	1029	564	Net: 22	
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														



Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 18							In Area : 18		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Iron Ridge at Russell Ranch	Anthem United TSO	FM		DTMJ	97	1	TSO	2	2	0	81	30	1.17	1.15
Sycamore Creek	JMC	FM		DTMJ	86	0	1	28	1	0	23	21	0.79	0.81
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	1	10	0	0	55	45	1.72	1.73
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	2	2	21	2	0	29	29	2.39	2.39
Aster at White Rock Springs	Lennar	FM		DTMJ	90	3	2	5	2	0	3	3	1.91	1.91
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	5	0	0	3	3	1.91	1.91
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	3	2	2	0	21	21	0.99	0.99
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	2	17	0	0	88	35	1.18	1.35
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	4	1	0	50	28	0.86	1.08
Mesa at White Rock	Richmond American	FM		DTMJ	64	3	3	2	3	0	61	37	1.15	1.42
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	2	7	1	0	8	8	0.81	0.81
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	5	5	16	3	0	88	27	1.04	1.04
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	3	13	0	0	89	15	1.08	0.58
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	37	0	0	41	23	1.10	0.88
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	26	0	0	61	24	0.86	0.92
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	1	23	1	0	90	18	1.07	0.69
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	3	1	23	2	0	26	26	1.29	1.29
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	1	23	0	0	76	20	0.91	0.77
TOTALS: No. Reporting: 18		Avg. Sales: 1.11		Traffic to Sales: 13 : 1				34	264	20	0	893	413	Net: 20
City Codes: FM= Folsom														

El Dorado County					Projects Participating: 11							In Area : 11		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE	DTMJ	51	0	3	52	1	1	15	15	1.62	1.62	
Alder at Saratoga Estates	Elliott	EH	DTMJ	115	0	1	28	0	0	58	29	1.15	1.12	
Manzanita at Saratoga	Elliott	EH	DTMJ	202	0	4	27	0	0	31	16	0.69	0.62	
Hidden Lake at Serrano	K Hovnanian	EH	DTMJ	40	0	2	0	0	0	37	21	0.80	0.81	
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	0	2	26	0	0	14	9	0.44	0.35	
Haw k View at Bass Lake Hills	Lennar	EH	DTMJ	114	2	2	12	1	0	72	19	0.88	0.73	
Heritage El Dorado Hills-Estates	Lennar	EH	DTMJ	97	0	2	4	0	0	80	18	0.55	0.69	
Heritage El Dorado Hills-Legends	Lennar	EH	DTMJ	164	0	2	4	1	0	131	18	0.90	0.69	
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	369	0	1	4	0	0	134	30	0.92	1.15	
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	New	DTMJ	23	3	1	3	2	0	2	2	3.50	3.50
Sapphire Cliff at Bass Lake Hills-Cameron	Lennar	OK	New	DTMJ	31	0	0	3	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 11		Avg. Sales: 0.36		Traffic to Sales: 33 : 1			20	163	5	1	574	177	Net: 4	
City Codes: RE = Rescue, EH = El Dorado Hills, OK = Cameron Park														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 59							In Area : 61		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	2	13	3	2	0	16	16	1.62	1.62
Verrado at Solaire	Beazer	RV		DTMJ	76	1	13	7	1	0	7	7	3.06	3.06
Milestone at Sierra Fine	Black Pine	RK		DTST	61	0	2	26	0	0	28	24	0.92	0.92
Carnelian	Blue Mountain	GB	Rsv's	ATMJ	28	0	2	11	1	1	8	8	0.42	0.42
Balboa	DR Horton	RV		DTST	127	0	1	8	2	0	22	22	1.81	1.81
Cerrada	DR Horton	LL		DTST	166	0	1	2	0	0	93	48	1.33	1.85
Winding Creek- The Wilds	DR Horton	RV		DTST	50	4	5	8	4	0	28	28	1.77	1.77
Turkey Creek Estates	Elliott	LL		DTMJ	51	2	2	135	1	0	3	3	2.33	2.33
Broadlands	JMC	LL		DTST	77	0	1	12	0	0	64	34	1.22	1.31
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	5	3	5	5	0	16	16	1.42	1.42
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	2	7	0	0	21	21	1.84	1.84
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	3	20	0	0	152	42	1.41	1.62
Palisade Village	JMC	RV		DTST	232	0	1	31	0	0	141	42	1.54	1.62
Pinnacle Village	JMC	RV		DTMJ	127	0	3	14	0	0	120	29	1.10	1.12
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	3	2	40	2	0	46	30	1.12	1.15
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	3	3	0	1	15	15	1.33	1.33
Sentinel	JMC	RV		DTST	132	0	3	28	0	0	112	36	1.62	1.38
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	2	2	0	0	95	13	0.80	0.50
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	2	2	4	1	0	97	40	1.54	1.54
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	1	0	0	34	14	0.45	0.54
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	1	3	3	0	108	35	0.93	1.35
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	2	4	0	0	19	19	1.25	1.25
Granite Bluff	KB Home	RK		DTMJ	73	0	2	12	0	0	59	47	1.63	1.81
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	3	3	11	1	0	140	36	1.27	1.38
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	3	25	0	1	32	24	0.82	0.92
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	2	6	1	0	39	31	1.11	1.19
Corvara at Fiddymont Farm	Lennar	RV		DTMJ	136	0	1	0	0	0	133	19	1.03	0.73
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	2	8	0	0	23	20	0.82	0.77
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	5	7	0	1	150	27	0.91	1.04
Heritage Solaire-Larissa	Lennar	RV		AASF	162	2	2	8	1	0	139	29	0.84	1.12
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	1	8	1	0	156	21	0.93	0.81
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	1	37	0	0	37	28	0.92	1.08
Meribel at Sierra West	Lennar	RV		DTMJ	98	2	2	35	2	1	39	21	0.90	0.81
Novara at Fiddymont	Lennar	RV		DTST	105	2	2	14	1	0	51	18	0.98	0.69
Pavia at Fiddymont Farm	Lennar	RV		DTST	94	0	1	12	1	1	51	22	0.96	0.85
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	1	7	1	0	54	21	0.93	0.81
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	1	22	0	0	34	28	0.83	1.08
Meadowlands 60s	Meritage	LL		DTMJ	92	0	3	9	0	0	6	6	0.95	0.95
Winding Creek - Trek	Meritage	RV		DTMJ	74	7	2	9	7	0	31	31	1.62	1.62
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	2	1	9	1	0	56	30	1.03	1.15
Fieldstone at Fiddymont Ranch	Richmond American	RV		DTMJ	71	0	1	0	0	0	70	15	1.01	0.58
Revere at Independence	Richmond American	LL		DTMJ	122	5	4	2	4	0	37	37	1.47	1.42
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	3	3	0	0	43	31	1.19	1.19
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	6	11	1	0	40	40	1.89	1.89
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	2	6	5	4	0	79	39	1.38	1.50

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 59							In Area : 61		
					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
Belmont at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	62	0	TSO	0	2	0	49	27	0.86	1.04
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	4	4	11	0	0	25	25	1.18	1.18
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	4	17	40	0	0	17	17	1.83	1.83
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	54	2	0	17	17	1.83	1.83
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	1	14	40	2	0	14	14	1.51	1.51
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	1	0	0	33	5	0.58	0.19
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	1	15	1	0	60	21	0.62	0.81
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	2	20	0	0	17	17	1.14	1.14
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	2	4	0	1	100	26	0.90	1.00
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	20	0	0	14	14	0.94	0.94
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	71	0	3	14	0	0	54	41	1.58	1.58
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	1	10	0	0	78	32	1.08	1.23
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	3	2	1	0	80	22	0.65	0.85
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	3	2	0	0	85	30	0.70	1.15
TOTALS: No. Reporting: 59		Avg. Sales: 0.83		Traffic to Sales: 15 : 1				182	867	56	7	3387	1471	Net: 49
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay														

Nevada County					Projects Participating: 1							In Area : 2		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates	Hilbers	GV	DTST	45	0	2	6	0	0	16	6	0.12	0.23	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	6	0	0	16	6	Net: 0	
City Codes: GV = Grass Valley														

Yolo County				Projects Participating: 7							In Area : 8		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Riverchase	Anthem United	WS	DTST	222	1	1	2	1	0	201	32	1.07	1.23
Bradford at Spring Lake	KB Home	WL	DTST	112	0	1	2	0	0	111	26	0.94	1.00
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	2	2	5	1	0	74	24	0.71	0.92
Summerstone at Spring Lake	Lennar	WL	DTST	87	0	1	5	0	0	82	24	0.79	0.92
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	1	3	0	0	10	10	0.84	0.84
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	1	11	0	0	87	14	0.44	0.54
Pines at Spring Lake	Woodside	WL	DTMJ	83	0	1	5	0	0	59	27	0.80	1.04
TOTALS: No. Reporting: 7		Avg. Sales: 0.29		Traffic to Sales: 17 : 1			8	33	2	0	624	157	Net: 2
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis													

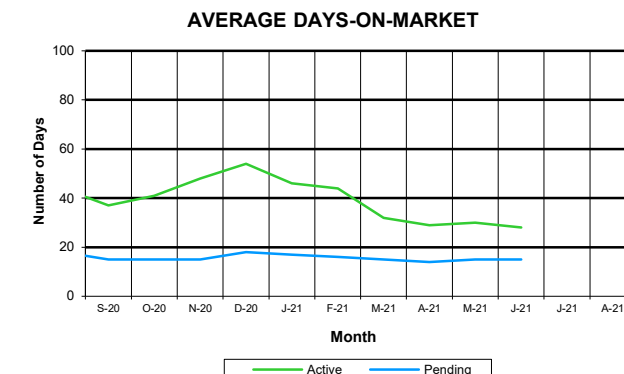
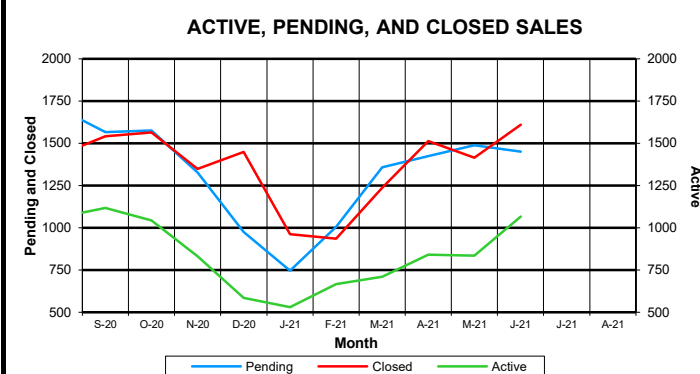
Sutter County					Projects Participating: 1							In Area : 1			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	0	3	6	1	0	90	19	1.34	0.73
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 6 : 1			3	6	1	0	90	19	Net: 1	
City Codes: LO = Live Oak															

Development Name	Developer	City Code	Notes	Type										
Yuba County					Projects Participating: 8							In Area : 8		
					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
Cresleigh Meadows at Plumas Ranch	Cresleigh	FLK		DTMJ	111	0	1	25	0	0	51	13	0.71	0.50
Cresleigh Riverside at Plumas Ranch	Cresleigh	FLK		DTMJ	52	0	3	2	0	0	44	11	0.61	0.42
Summerset at The Orchards	JMC	MS		DTST	96	0	1	5	0	0	71	22	1.20	0.85
Sonoma Ranch	Lennar	FLK		DTST	208	0	2	6	0	0	177	18	1.03	0.69
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	1	7	0	0	31	21	0.77	0.81
Crosswinds at River Oaks	Meritage	FLK		DTMJ	72	0	1	11	1	0	8	8	1.27	1.27
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	6	2	0	31	31	1.23	1.19
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	3	10	1	0	54	32	1.20	1.23
TOTALS: No. Reporting: 8		Avg. Sales: 0.50		Traffic to Sales: 18 : 1				14	72	4	0	467	156	Net: 4
City Codes: FLK = Plumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento			Projects Participating: 168					In Area : 172	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 168	Avg. Sales: 0.79	Traffic to Sales: 15 : 1	399	2218	145	13	10061	3766	Net: 132
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

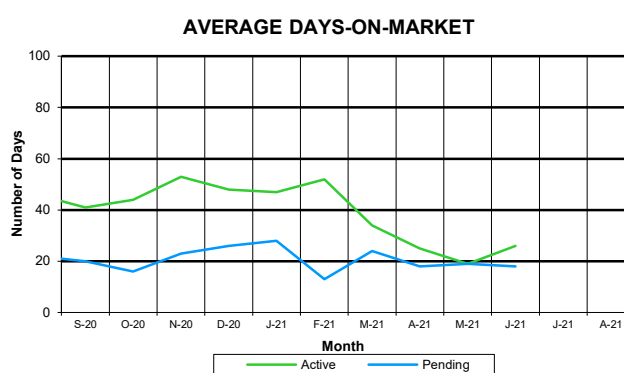
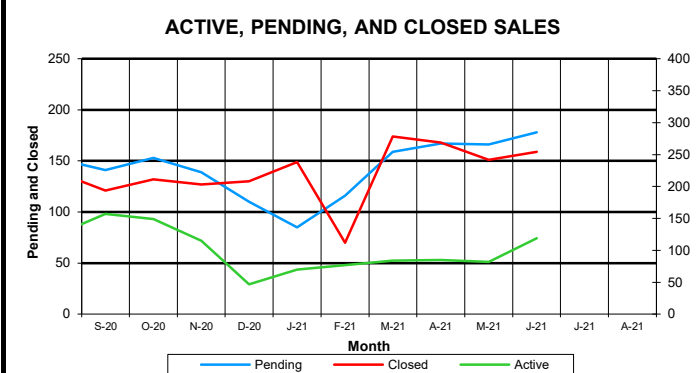
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	832	48	1,328	15	1,349	\$487,933
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377



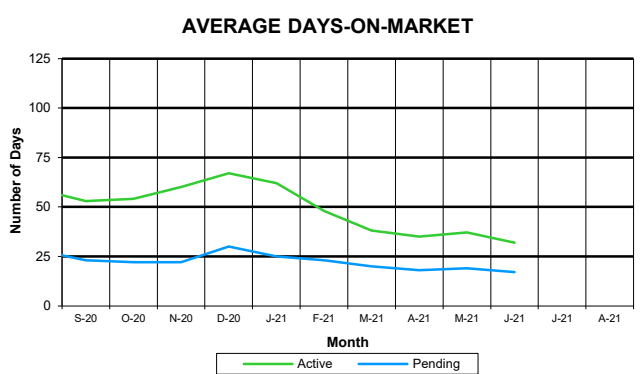
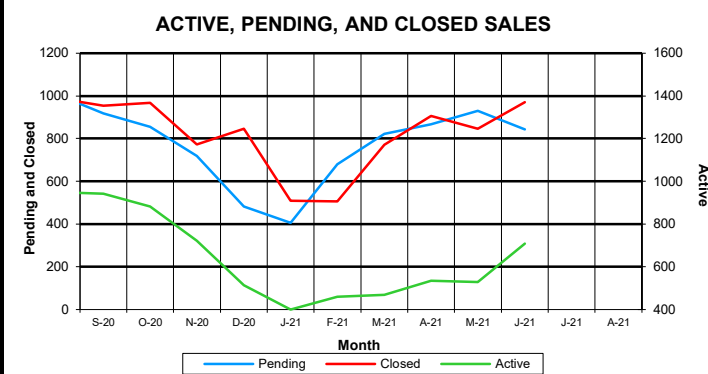
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	115	53	139	23	127	\$275,861
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	722	60	718	22	772	\$627,719
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-20	145	73	121	25	119	\$574,725
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195
Apr-21	98	47	163	21	156	\$658,498
May-21	101	47	174	23	159	\$682,003
Jun-21	117	44	151	20	182	\$676,184

