

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

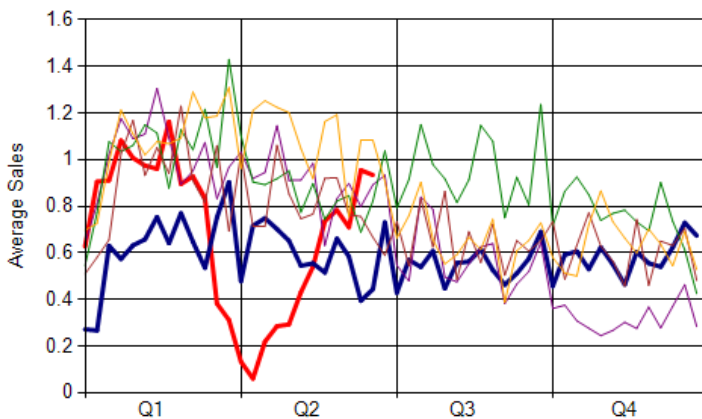
Bay Area

Week 25

Ending: Sunday, June 21, 2020

| Counties / Groups | | | | | | | Net | Avg. | Year to Date | | Prev. 13 Wks. | |
|----------------------------------|--|------------------------|-------------------|---------|-------|--------|-------|-------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancel | Sales | Sales | Avg. | Diff. | Avg. | Diff. |
| Alameda | | | 43 | 413 | 30 | 4 | 26 | 0.60 | 0.61 | -1% | 0.37 | 64% |
| Contra Costa | | | 30 | 336 | 40 | 5 | 35 | 1.17 | 0.72 | 63% | 0.51 | 129% |
| Sonoma, Napa | | | 7 | 87 | 8 | 0 | 8 | 1.14 | 0.66 | 74% | 0.39 | 190% |
| San Francisco, Marin | | | 1 | 7 | 0 | 0 | 0 | 0.00 | 0.25 | -100% | 0.08 | -100% |
| San Mateo | | | 6 | 23 | 3 | 0 | 3 | 0.50 | 0.57 | -12% | 0.25 | 104% |
| Santa Clara | | | 32 | 341 | 34 | 4 | 30 | 0.94 | 0.77 | 22% | 0.35 | 172% |
| Monterey, Santa Cruz, San Benito | | | 15 | 240 | 25 | 4 | 21 | 1.40 | 0.81 | 74% | 0.79 | 77% |
| Solano | | | 17 | 179 | 21 | 3 | 18 | 1.06 | 0.62 | 70% | 0.53 | 100% |
| Current Week Totals | | Traffic : Sales 10 : 1 | 151 | 1626 | 161 | 20 | 141 | 0.93 | 0.68 | 36% | 0.45 | 107% |
| Per Project Average | | | 11 1.07 0.13 0.93 | | | | | | | | | |
| Year Ago - 06/23/2019 | | Traffic : Sales 27 : 1 | 169 | 2432 | 89 | 14 | 75 | 0.44 | 0.60 | -26% | 0.63 | -29% |
| % Change | | | -11% | -33% | 81% | 43% | 88% | 110% | 14% | -28% | | |

52 Weeks Comparison



Year to Date Averages Through Week 25

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 | 105 | 39 | 1.18 | 0.10 | 1.08 | 0.85 |
| ■ | 2016 | 128 | 31 | 0.95 | 0.10 | 0.85 | 0.73 |
| ■ | 2017 | 142 | 31 | 1.05 | 0.10 | 0.95 | 0.90 |
| ■ | 2018 | 127 | 31 | 1.04 | 0.08 | 0.96 | 0.70 |
| ■ | 2019 | 154 | 17 | 0.70 | 0.10 | 0.60 | 0.58 |
| ■ | 2020 | 153 | 12 | 0.80 | 0.12 | 0.68 | 0.68 |
| % Change: | | -1% | -29% | 15% | 22% | 14% | 17% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|-------|-------|--|
| CONV | RATE | APR | A faster-than-expected turnaround in homebuyer demand, following a sharp drop-off at the start of the coronavirus pandemic, has the nation's homebuilders bullish on their business again. Builder sentiment jumped 21 points in June to 58, the largest monthly increase ever in the NAHB/Wells Fargo Housing Market IndexAny reading above 50 indicates a positive market. In April, it plunged a record 42 points to 30. "As the nation reopens, housing is well-positioned to lead the economy forward," said NAHB Chairman Dean Mon, a homebuilder and developer. "Inventory is tight, mortgage applications are increasing, interest rates are low and confidence is rising." Meanwhile, mortgage applications to purchase a newly built home jumped 10.9% annually in May, according to the Mortgage Bankers Association. Of the homebuilder index's three components, current sales conditions jumped 21 points to 63. Sales expectations in the next six months rose 22 points to 68. Buyer traffic more than doubled from May to June, from 22 to 43. This last component was surprising, given how many builders reported more online inquiries and virtual tours during the pandemic. "Builders report increasing demand for families seeking single-family homes in inner and outer suburbs that feature lower density neighborhoods," said NAHB Chief Economist Robert Dietz. Source: Diana Olick CNBC |
| FHA | 3.15% | 3.37% | |
| | 3.13% | 3.57% | |
| 10 Yr Yield | 0.71% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Alameda County | | | | | Projects Participating: 25 | | | | | | | In Area : 25 | | |
| | | | | | 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 | 33 | 0 | 7 | 8 | 0 | 0 | 22 | 22 | 0.90 | 0.88 |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 43 | 0 | 6 | 8 | 0 | 0 | 12 | 12 | 0.49 | 0.48 |
| Camellia at Sanctuary Village | DR Horton | NK | | DTMJ | 85 | 0 | 6 | 5 | 1 | 0 | 79 | 23 | 1.14 | 0.92 |
| Mbtion at Mssion Crossing | KB Home | HY | | ATMJ | 35 | 0 | 6 | 11 | 0 | 0 | 24 | 19 | 0.60 | 0.76 |
| Rbsebriar at Sanctuary Village | KB Home | NK | | DTMJ | 96 | 0 | 9 | 11 | 1 | 0 | 82 | 14 | 1.07 | 0.56 |
| Reverie | Lafferty | CV | Rsv's | DTMJ | 17 | 0 | 3 | 12 | 0 | 0 | 9 | 6 | 0.14 | 0.24 |
| Skylark at Sanctuary Village | Landsea | NK | Rsv's | DTMJ | 108 | 0 | 7 | 29 | 0 | 0 | 66 | 23 | 1.10 | 0.92 |
| Fuse at Innovation | Lennar | FR | | ATMJ | 289 | 0 | 12 | 3 | 0 | 0 | 69 | 16 | 0.62 | 0.64 |
| Revo at Innovation | Lennar | FR | | ATMJ | 251 | 0 | 4 | 3 | 0 | 0 | 61 | 10 | 0.55 | 0.40 |
| Bishops Ridge | Meritage | LS | | ATMJ | 56 | 0 | 5 | 6 | 2 | 0 | 37 | 19 | 0.58 | 0.76 |
| Mission Crossing | Meritage | HY | | ATST | 140 | 4 | 8 | 18 | 2 | 0 | 61 | 30 | 0.68 | 1.20 |
| Centerville Station | Nuvera Homes | FR | | ATST | 52 | 0 | 1 | 9 | 2 | 0 | 45 | 25 | 0.76 | 1.00 |
| Boulevard Heights | Pulte | FR | | ATMJ | 67 | 0 | 3 | 4 | 0 | 0 | 64 | 12 | 0.67 | 0.48 |
| Parkside Heights | Pulte | HY | | DTMJ | 97 | 4 | 11 | 9 | 5 | 1 | 59 | 29 | 0.82 | 1.16 |
| Renato II | Pulte | FR | | ATMJ | 20 | 0 | 5 | 10 | 0 | 1 | 12 | 9 | 0.24 | 0.36 |
| Promontory at Stonebrae | Richmond American | HY | | DTMJ | 96 | 0 | 4 | 8 | 1 | 0 | 79 | 27 | 0.78 | 1.08 |
| Theory at Innovation | Shea | FR | | ATMJ | 132 | 0 | 10 | 14 | 0 | 0 | 45 | 3 | 0.35 | 0.12 |
| Locale @ State Street Condos | SummerHill | FR | | ATMJ | 81 | 0 | 34 | 12 | 0 | 0 | 47 | 13 | 0.49 | 0.52 |
| Front at SoHay | Taylor Morrison | HY | | ATMJ | 76 | 0 | 2 | 2 | 1 | 0 | 54 | 27 | 0.88 | 1.08 |
| Line at SoHay | Taylor Morrison | HY | | ATMJ | 198 | 0 | 21 | 2 | 1 | 1 | 33 | 19 | 0.54 | 0.76 |
| Prime at SoHay | Taylor Morrison | HY | | ATMJ | 126 | 0 | 14 | 2 | 2 | 0 | 38 | 18 | 0.62 | 0.72 |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 4 | 3 | 0 | 0 | 6 | 6 | 1.50 | 1.50 |
| Palm | TRI Pointe | FR | | DTMJ | 31 | 0 | 6 | 14 | 2 | 0 | 20 | 9 | 0.21 | 0.36 |
| Leeward at Alameda Point | Trumark | AL | | ATMJ | 64 | 5 | 6 | 30 | 1 | 0 | 15 | 15 | 0.94 | 0.94 |
| Baker + Jamison | Van Daele | CV | | ATST | 20 | 0 | 5 | 11 | 1 | 0 | 13 | 10 | 0.45 | 0.40 |
| TOTALS: No. Reporting: 25 | | Avg. Sales: 0.76 | | Traffic to Sales: 11 : 1 | | | 199 | 244 | 22 | 3 | 1052 | 416 | Net: 19 | |
| City Codes: FR = Fremont, NK = Newark, HY = Hayward, CV = Castro Valley, LS = San Leandro, OK = Oakland, AL = Alameda | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|------------|------------------|------------|--------------------------|----------------------------|-----------|--------------|----------|---------------|--------------|-----|--------------|------|--------|
| Amador Valley | | | | | 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 | | | | |
| Fillmore at Boulevard | Brookfield | DB | | ATMJ | 80 | 0 | 9 | 14 | 0 | 0 | 51 | 15 | 0.63 | 0.60 |
| Huntington at Boulevard | Brookfield | DB | | DTMJ | 106 | 0 | 7 | 10 | 2 | 0 | 79 | 13 | 0.54 | 0.52 |
| Hyde Park at Boulevard | Brookfield | DB | | ATMJ | 102 | 0 | 14 | 10 | 1 | 0 | 16 | 16 | 1.07 | 1.07 |
| Mulholland at Boulevard | Brookfield | DB | | DTMJ | 80 | 0 | 1 | 14 | 0 | 0 | 28 | 17 | 0.52 | 0.68 |
| Wilshire at Boulevard | Brookfield | DB | | ATMJ | 75 | 0 | 11 | 5 | 0 | 0 | 56 | 6 | 0.51 | 0.24 |
| Auburn Grove | Lennar | LV | | ATMJ | 100 | 4 | 8 | 4 | 1 | 0 | 40 | 14 | 0.69 | 0.56 |
| Downing at Boulevard | Lennar | DB | | ATMJ | 48 | 1 | 5 | 22 | 0 | 0 | 25 | 16 | 0.53 | 0.64 |
| Lincoln at Boulevard | Lennar | DB | | DTMJ | 45 | 1 | 1 | 2 | 0 | 0 | 44 | 4 | 0.47 | 0.16 |
| Newbury at Boulevard | Lennar | DB | | DTMJ | 49 | 0 | 6 | 15 | 1 | 0 | 34 | 14 | 0.40 | 0.56 |
| Skyline at Boulevard | Lennar | DB | | ATMJ | 114 | 0 | 4 | 10 | 0 | 0 | 20 | 14 | 0.60 | 0.56 |
| Sunset at Boulevard | Lennar | DB | | DTMJ | 60 | 0 | 2 | 7 | 1 | 0 | 58 | 11 | 0.47 | 0.44 |
| Union at Boulevard | Lennar | DB | | ATMJ | 62 | 0 | 8 | 6 | 0 | 0 | 49 | 1 | 0.34 | 0.04 |
| Homestead at Irby Ranch | Meritage | PL | | DTMJ | 87 | 4 | 9 | 11 | 1 | 1 | 50 | 17 | 0.58 | 0.68 |
| Rose Avenue Estates | Ponderosa | PL | | DTMJ | 16 | 0 | 2 | 1 | 0 | 0 | 14 | 3 | 0.15 | 0.12 |
| Sycamore | Ponderosa | PL | | DTMJ | 36 | 0 | 5 | 3 | 0 | 0 | 16 | 2 | 0.23 | 0.08 |
| Sage - Harmony | Shea | LV | | ATMJ | 105 | 0 | 5 | 9 | 0 | 0 | 71 | 13 | 0.41 | 0.52 |
| Sage - Synergy | Shea | LV | | ATMJ | 179 | 0 | 5 | 9 | 1 | 0 | 174 | 17 | 0.75 | 0.68 |
| Onyx at Jordan Ranch | TRI Pointe | DB | | DTST | 105 | 0 | 7 | 17 | 0 | 0 | 98 | 10 | 0.63 | 0.40 |
| TOTALS: No. Reporting: 18 | | Avg. Sales: 0.39 | | Traffic to Sales: 21 : 1 | | | | 109 | 169 | 8 | 1 | 923 | 203 | Net: 7 |
| City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton | | | | | | | | | | | | | | |

| 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 |
| Davidon At Wilder | Davidon | OR | DTMJ | 60 | 0 | 6 | 7 | 2 | 0 | 53 | 12 | 0.36 | 0.48 | |
| Mbraga Town Center | KB Home | MG | ATMJ | 36 | 0 | 7 | 10 | 0 | 0 | 10 | 7 | 0.24 | 0.28 | |
| Wilder | Taylor Morrison | OR | DTMJ | 61 | 0 | 10 | 5 | 1 | 1 | 38 | 6 | 0.17 | 0.24 | |
| Greyson Place | TRI Pointe | PH | DTMJ | 44 | 0 | 5 | 2 | 1 | 0 | 39 | 13 | 0.66 | 0.52 | |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.75 | | Traffic to Sales: 6 : 1 | | | 28 | 24 | 4 | 1 | 140 | 38 | Net: 3 | |
| City Codes: OR= Orinda, MG= Mbraga, 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 |
| Foothills at The Preserve | Lennar | SR | DTMJ | 72 | 0 | 1 | 8 | 0 | 0 | 71 | 6 | 0.67 | 0.24 | |
| Highlands at The Preserve | Lennar | SR | DTMJ | 121 | 4 | 10 | 8 | 2 | 0 | 62 | 15 | 0.58 | 0.60 | |
| Meadows at The Preserve | Lennar | SR | DTMJ | 63 | 0 | 5 | 8 | 0 | 0 | 54 | 15 | 0.51 | 0.60 | |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.67 | | Traffic to Sales: 12 : 1 | | | 16 | 24 | 2 | 0 | 187 | 36 | Net: 2 | |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| West Contra Costa | | | | | 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 |
| Village 29 | Lafferty | EC | | ATMJ | 29 | 0 | 9 | 1 | 0 | 0 | 5 | 1 | 0.09 | 0.04 |
| Waterline Point Richmond | Shea | RM | | ATMJ | 60 | 0 | 5 | 2 | 0 | 0 | 38 | 6 | 0.31 | 0.24 |
| Places at NOMA | Taylor Morrison | RM | | DTST | 95 | 0 | 7 | 11 | 3 | 1 | 50 | 8 | 0.56 | 0.32 |
| Rows at NOMA | Taylor Morrison | RM | | ATMJ | 98 | 0 | 6 | 11 | 0 | 0 | 51 | 15 | 0.66 | 0.60 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.50 | | Traffic to Sales: 8 : 1 | | | | 27 | 25 | 3 | 1 | 144 | 30 | Net: 2 |
| City Codes: EC = El Cerrito, RM = Richmond | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | 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. Sls /Week | Av. Sls /YTD | |
| Cielo at Sand Creek - Brio | Century | AN | DTMJ | 22 | 4 | 7 | 8 | 1 | 0 | 7 | 7 | 0.47 | 0.47 | |
| Cielo at Sand Creek - Prosper | Century | AN | DTMJ | 21 | 0 | 6 | 8 | 1 | 0 | 15 | 15 | 1.00 | 1.00 | |
| Cielo at Sand Creek - Sol | Century | AN | DTMJ | 21 | 0 | 2 | 8 | 0 | 0 | 3 | 3 | 0.75 | 0.75 | |
| Park Ridge | Davidon | AN | DTMJ | 131 | 0 | 3 | 15 | 2 | 0 | 128 | 24 | 0.89 | 0.96 | |
| Pointe at Wildflower Station | DeNova S/O | AN | DTMJ | 22 | 0 | S/O | 1 | 1 | 0 | 22 | 22 | 0.99 | 0.99 | |
| Riverview at Monterra | K Hovnanian | AN | DTMJ | 100 | 4 | 9 | 11 | 2 | 1 | 40 | 25 | 0.71 | 1.00 | |
| Verona | Meritage | AN | DTMJ | 117 | 0 | 6 | 11 | 5 | 1 | 74 | 29 | 0.92 | 1.16 | |
| TOTALS: No. Reporting: 7 | | Avg. Sales: 1.43 | | Traffic to Sales: 5 : 1 | | | 33 | 62 | 12 | 2 | 289 | 125 | Net: 10 | |
| City Codes: AN= Antioch | | | | | | | | | | | | | | |

| East Contra Costa | | | | 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 | Avg. Sls /Week | Avg. Sls /YTD |
| Easton at Delaney Park | Brookfield | OY | DTMJ | 80 | 4 | 9 | 22 | 1 | 0 | 18 | 17 | 0.58 | 0.68 |
| Southport at Delaney Park | Brookfield | OY | DTMJ | 104 | 5 | 9 | 22 | 1 | 0 | 21 | 19 | 0.67 | 0.76 |
| Northpoint at Delaney Park | DR Horton | OY | DTST | 197 | 0 | 9 | 13 | 0 | 0 | 63 | 38 | 0.94 | 1.52 |
| 2700 Empire | K Hovnanian | BT | DTMJ | 48 | 0 | 8 | 13 | 1 | 0 | 23 | 16 | 0.38 | 0.64 |
| Westerly at Delaney Park | KB Home | OY | DTST | 103 | 4 | 7 | 38 | 2 | 0 | 34 | 34 | 0.92 | 1.36 |
| Regatta at the Lakes | Kiper | DB | DTMJ | 124 | 2 | 3 | 12 | 4 | 0 | 121 | 34 | 0.82 | 1.36 |
| Palermo | Meritage | BT | DTMJ | 96 | 0 | 6 | 20 | 1 | 0 | 83 | 27 | 0.82 | 1.08 |
| Harper Parc | Nuvera Homes | BT | DTMJ | 84 | 0 | 7 | 11 | 1 | 1 | 67 | 24 | 0.62 | 0.96 |
| Bella Verde | Pulte S/O | BT | DTMJ | 48 | 0 | S/O | 3 | 1 | 0 | 48 | 22 | 0.64 | 0.88 |
| Terrene | Pulte | BT | DTMJ | 326 | 4 | 7 | 13 | 6 | 0 | 116 | 54 | 1.66 | 2.16 |
| Middlefield at Delaney Park | Richmond American | OY | DTMJ | 96 | 0 | 9 | 9 | 0 | 0 | 7 | 7 | 0.42 | 0.42 |
| Lark Hill | Shea | BT | DTMJ | 50 | 4 | 8 | 25 | 1 | 0 | 26 | 13 | 0.43 | 0.52 |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 1.50 | | Traffic to Sales: 11 : 1 | | | 82 | 201 | 19 | 1 | 627 | 305 | Net: 18 |
| City Codes: OY = Oakley, BT = Brentwood, DB = Discovery Bay | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| Sonoma, Napa Counties | | | | | 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 |
| Mill Creek at Brody Ranch | DeNova | PET | | ATST | 138 | 4 | 9 | 15 | 3 | 0 | 90 | 49 | 0.93 | 1.96 |
| Live Oak at University | KB Home | RP | | DTST | 104 | 0 | 6 | 41 | 0 | 0 | 25 | 13 | 0.51 | 0.52 |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 8 | 2 | 0 | 0 | 4 | 0 | 0.08 | 0.00 |
| Blume | Lafferty | RS | | DTMJ | 57 | 0 | 6 | 7 | 0 | 0 | 42 | 11 | 0.42 | 0.44 |
| Juniper at University | Richmond American | RP | | DTMJ | 150 | 0 | 11 | 18 | 3 | 0 | 84 | 26 | 0.76 | 1.04 |
| Preserve at Kessing Ranch | Richmond American | IC | | DTMJ | 47 | 0 | 5 | 0 | 1 | 0 | 3 | 3 | 0.17 | 0.17 |
| Pear Tree | Taylor Morrison | NP | | ATMJ | 71 | 0 | 19 | 4 | 1 | 0 | 5 | 4 | 0.18 | 0.16 |
| TOTALS: No. Reporting: 7 | | Avg. Sales: 1.14 | | Traffic to Sales: 11 : 1 | | | 64 | 87 | 8 | 0 | 253 | 106 | Net: 8 | |
| City Codes: PET = Petaluma, RP = Rohnert Park, RS = Santa Rosa, IC = Cotati, NP = Napa | | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 1 | | | | | | | In Area : 1 | | |
|--------------------------|-------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Hamilton Cottages | Ryder | NV | DTMJ | 18 | 0 | 5 | 7 | 0 | 0 | 3 | 3 | 0.19 | 0.19 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 5 | 7 | 0 | 0 | 3 | 3 | 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. Sl's /Week | Av. Sl's /YTD |
| Residences at Anson | DR Horton | BU | ATMJ | 22 | 0 | 20 | 4 | 0 | 0 | 2 | 2 | 0.33 | 0.33 |
| Skyline Ridge | DR Horton | SB | DTMJ | 40 | 0 | 9 | 8 | 0 | 0 | 1 | 1 | 0.44 | 0.44 |
| Link 33 | KB Home | RC | ATMJ | 33 | 0 | 4 | 2 | 0 | 0 | 2 | 2 | 0.27 | 0.27 |
| Residences at Wheeler Plaza | KB Home | CS | ATMJ | 109 | 4 | 9 | 4 | 2 | 0 | 68 | 34 | 1.36 | 1.36 |
| Foster Square | Lennar | FC | ATMJ | 200 | 0 | 5 | 2 | 1 | 0 | 152 | 18 | 0.73 | 0.72 |
| Waverly Cove | SummerHill | FC | ATMJ | 20 | 0 | 1 | 3 | 0 | 0 | 10 | 10 | 0.50 | 0.50 |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.50 | | Traffic to Sales: 8 : 1 | | | 48 | 23 | 3 | 0 | 235 | 67 | Net: 3 |
| City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| Santa Clara County | | | | | Projects Participating: 33 | | | | | | | In Area : 33 | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Asana | DeNova | SJ | | DTMJ | 250 | 0 | 4 | 22 | 3 | 1 | 112 | 40 | 1.32 | 1.60 |
| Prism | Dividend | SV | | ATMJ | 62 | 0 | 7 | 15 | 0 | 0 | 8 | 8 | 1.51 | 1.51 |
| Santorini | DR Horton | SV | | ATMJ | 18 | 0 | 11 | 5 | 1 | 0 | 7 | 7 | 0.28 | 0.28 |
| Catalyst at Communications Hill | KB Home | SJ | | ATMJ | 98 | 4 | 9 | 4 | 2 | 0 | 51 | 33 | 0.91 | 1.32 |
| Circuit | KB Home | ML | | ATMJ | 144 | 0 | 6 | 10 | 2 | 0 | 134 | 25 | 1.08 | 1.00 |
| Metro II at Communications Hill | KB Home | SJ | | ATMJ | 150 | 0 | 6 | 10 | 0 | 0 | 73 | 20 | 0.88 | 0.80 |
| Platinum II at Communications Hill | KB Home | SJ | | DTMJ | 33 | 0 | 8 | 5 | 0 | 0 | 12 | 5 | 0.19 | 0.20 |
| Catalina | Landsea | SC | | ATMJ | 54 | 4 | 7 | 13 | 1 | 0 | 37 | 28 | 0.78 | 1.12 |
| Burgundy at Glen Loma | Lennar | GL | | DTMJ | 52 | 0 | 8 | 33 | 0 | 0 | 44 | 15 | 0.75 | 0.60 |
| Estancia - Towns | Lennar | MV | | ATMJ | 61 | 0 | 18 | 5 | 0 | 0 | 37 | 8 | 0.34 | 0.32 |
| Graham | Lennar | ML | | ATMJ | 215 | 0 | 4 | 0 | 0 | 0 | 6 | 6 | 0.23 | 0.24 |
| Lexington at Avenue One | Lennar | SJ | | ATMJ | 190 | 4 | 9 | 8 | 1 | 0 | 112 | 24 | 0.91 | 0.96 |
| Margaux at Glen Loma | Lennar | GL | | DTMJ | 84 | 8 | 11 | 33 | 1 | 0 | 47 | 29 | 0.81 | 1.16 |
| Provence at Glen Loma | Lennar | GL | | DTMJ | 43 | 0 | 6 | 33 | 0 | 0 | 32 | 13 | 0.38 | 0.52 |
| Capitol - Haven | Pulte | SJ | | ATMJ | 93 | 0 | 5 | 6 | 3 | 0 | 68 | 27 | 0.98 | 1.08 |
| Capitol - Retreat | Pulte | SJ | | ATST | 95 | 0 | 7 | 6 | 1 | 1 | 49 | 20 | 0.71 | 0.80 |
| UrbanOak Residences | Pulte | SJ | | DTMJ | 60 | 0 | 6 | 7 | 0 | 0 | 40 | 15 | 0.58 | 0.60 |
| UrbanOak Rows | Pulte | SJ | | ATMJ | 97 | 4 | 10 | 8 | 4 | 0 | 49 | 23 | 0.71 | 0.92 |
| UrbanOak Towns | Pulte | SJ | | ATMJ | 72 | 0 | 9 | 7 | 2 | 0 | 31 | 31 | 1.35 | 1.35 |
| UrbanOak Vistas | Pulte | SJ | New | ATMJ | 66 | 0 | 3 | 8 | 1 | 0 | 1 | 1 | 0.88 | 0.88 |
| Montecito Place | SummerHill | MV | | ATMJ | 83 | 0 | 2 | 7 | 0 | 0 | 14 | 14 | 0.77 | 0.77 |
| Nuevo - E-Towns | SummerHill | SC | | ATMJ | 114 | 0 | 6 | 8 | 1 | 1 | 51 | 20 | 0.68 | 0.80 |
| Nuevo - Terraces | SummerHill | SC | | ATMJ | 176 | 0 | 25 | 8 | 2 | 0 | 65 | 28 | 0.87 | 1.12 |
| Nuevo E-States | SummerHill | SC | | DTMJ | 41 | 0 | 8 | 9 | 2 | 0 | 15 | 12 | 0.38 | 0.48 |
| Elev8tion- Duets/SFD | Taylor Morrison | SV | | DTMJ | 22 | 0 | 2 | 5 | 1 | 0 | 14 | 12 | 0.48 | 0.48 |
| Elev8tion- Towns | Taylor Morrison | SV | | ATMJ | 96 | 0 | 13 | 5 | 2 | 0 | 15 | 13 | 0.51 | 0.52 |
| Elison Park | The New Home Co | ML | | ATMJ | 114 | 0 | 1 | 6 | 1 | 0 | 113 | 16 | 0.78 | 0.64 |
| Glen Loma Ranch - Noir | TRI Pointe | GL | | DTMJ | 67 | 0 | 15 | 12 | 1 | 0 | 39 | 22 | 0.71 | 0.88 |
| Glen Loma Ranch- Blanc | TRI Pointe | GL | | DTMJ | 49 | 0 | 3 | 7 | 0 | 0 | 40 | 20 | 0.73 | 0.80 |
| Madison Gate Towns | TRI Pointe | MH | | ATMJ | 50 | 0 | 2 | NA | 0 | 0 | 48 | 15 | 0.39 | 0.60 |
| Veneto TWH | Van Daele | MH | | ATMJ | 60 | 0 | 3 | 6 | 2 | 1 | 57 | 19 | 0.76 | 0.76 |
| Waverly Detached | Warrington | MV | | DTMJ | 4 | 0 | 2 | 15 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Waverly Townhomes | Warrington | MV | | ATMJ | 22 | 0 | 4 | 15 | 0 | 0 | 11 | 11 | 0.48 | 0.48 |
| TOTALS: No. Reporting: 32 | | Avg. Sales: 0.94 | | Traffic to Sales: 10 : 1 | | | 240 | 341 | 34 | 4 | 1432 | 580 | Net: 30 | |
| City Codes: SJ = San Jose, SV = Sunnyvale, ML = Milpitas, SC = Santa Clara, GL = Gilroy, MV = Mountain View, MH = Morgan Hill | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|--------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Monterey, Santa Cruz, San Benito Counties | | | | | Projects Participating: 15 | | | | | | | In Area : 15 | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Cerrato | Century | HO | | DTMJ | 223 | 0 | 4 | 19 | 2 | 1 | 207 | 39 | 1.54 | 1.56 |
| East Garrison - Monarch | Century | EG | | DTST | 66 | 0 | 5 | 10 | 0 | 0 | 49 | 7 | 0.64 | 0.28 |
| East Garrison- The Grove | Century | EG | | DTST | 95 | 0 | 6 | 11 | 1 | 0 | 64 | 22 | 0.83 | 0.88 |
| East Garrison- The Liberty | Century | EG | | ATMJ | 150 | 6 | 6 | 11 | 1 | 0 | 96 | 3 | 1.25 | 0.12 |
| Meadows at Allendale | DeNova | HO | | DTST | 111 | 5 | 8 | 22 | 3 | 0 | 39 | 29 | 1.05 | 1.16 |
| Bennett Ranch | K Hovnanian | HO | | DTST | 84 | 4 | 9 | 17 | 4 | 1 | 35 | 21 | 0.65 | 0.84 |
| Monte Bella II | KB Home | SL | | DTST | 78 | 5 | 9 | 22 | 4 | 0 | 27 | 27 | 2.33 | 2.33 |
| Sunnyside Estates | KB Home | HO | | DTMJ | 107 | 0 | 7 | 16 | 1 | 1 | 55 | 26 | 0.87 | 1.04 |
| Sunnyside Estates 6000's | KB Home | HO | | DTMJ | 91 | 0 | 6 | 16 | 1 | 1 | 60 | 26 | 1.00 | 1.04 |
| Carousel at Westfield | Kiper | HO | Rsv's | DTMJ | 92 | 0 | 8 | 48 | 1 | 0 | 24 | 24 | 1.49 | 1.49 |
| Serenity at Santana Ranch | Legacy | HO | | DTMJ | 143 | 0 | 4 | 11 | 3 | 0 | 121 | 24 | 0.83 | 0.96 |
| Rancho Vista | Meritage | SJB | | DTMJ | 85 | 0 | 7 | 12 | 2 | 0 | 69 | 19 | 0.62 | 0.76 |
| Solorio | Meritage | HO | | DTST | 65 | 0 | 6 | 10 | 1 | 0 | 18 | 18 | 0.82 | 0.82 |
| Solorio - 27's | Meritage | HO | | ATST | 36 | 0 | 5 | 4 | 1 | 0 | 9 | 9 | 0.41 | 0.41 |
| Maple Park | Stone Bridge | HO | Rsv's | DTST | 49 | 0 | 3 | 11 | 0 | 0 | 32 | 32 | 1.30 | 1.28 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 1.40 | | Traffic to Sales: 10 : 1 | | | 93 | 240 | 25 | 4 | 905 | 326 | Net: 21 | |
| City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SJB = San Juan Bautista | | | | | | | | | | | | | | |

| Fairfield, Vacaville, Suisun, Dixon | | | | | 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. Sls /Week | Av. Sls /YTD |
| Ashton Park at Southtown | DR Horton | VC | DTST | 37 | 3 | 3 | 1 | 3 | 1 | 34 | 20 | 0.44 | 0.80 | |
| Greenwich at Parklane | DR Horton | DX | DTST | 83 | 0 | 7 | 5 | 0 | 0 | 35 | 21 | 0.81 | 0.84 | |
| Brookline | Meritage | FF | DTMJ | 76 | 0 | 7 | 7 | 3 | 1 | 59 | 32 | 0.79 | 1.28 | |
| Cambridge at Brighton Landing | Meritage | VC | DTMJ | 67 | 0 | 8 | 9 | 2 | 0 | 24 | 24 | 1.09 | 1.09 | |
| Cerrito at Vanden Estates | Richmond American | VC | DTMJ | 50 | 6 | 7 | 1 | 1 | 0 | 3 | 3 | 0.32 | 0.32 | |
| Enclave at Vanden Estates | Richmond American | VC | DTMJ | 37 | 0 | 8 | 28 | 1 | 1 | 28 | 13 | 0.46 | 0.52 | |
| Larkspur at The Villages | Richmond American | FF | DTMJ | 93 | 0 | 1 | 1 | 0 | 0 | 92 | 7 | 0.79 | 0.28 | |
| Montera at Vanden Estates | Richmond American | VC | DTST | 64 | 0 | 9 | 7 | 0 | 0 | 44 | 24 | 0.69 | 0.96 | |
| Orchards at Valley Glen II | Richmond American | DX | DTMJ | 122 | 4 | 7 | 11 | 1 | 0 | 63 | 18 | 0.77 | 0.72 | |
| Piedmont at Vanden Estates | Richmond American | VC | DTMJ | 47 | 0 | 7 | 5 | 0 | 0 | 27 | 7 | 0.43 | 0.28 | |
| Saratoga at Vanden Estates | Richmond American | VC | DTMJ | 97 | 4 | 6 | 1 | 4 | 0 | 44 | 18 | 0.70 | 0.72 | |
| Bristol at Brighton Landing | The New Home Co | VC | DTMJ | 64 | 0 | 8 | 14 | 0 | 0 | 22 | 3 | 0.29 | 0.12 | |
| Oxford at Brighton Landings | The New Home Co | VC | DTMJ | 80 | 0 | 6 | 14 | 0 | 0 | 25 | 8 | 0.35 | 0.32 | |
| Preston at Brighton Landing | The New Home Co | VC | DTST | 87 | 4 | 7 | 28 | 2 | 0 | 41 | 22 | 0.72 | 0.88 | |
| Sheffield at Brighton Landing | The New Home Co | VC | DTST | 120 | 0 | 8 | 28 | 2 | 0 | 24 | 7 | 0.42 | 0.28 | |
| Lantana at the Village | TRI Pointe | FF | Rsv's | DTMJ | 133 | 0 | 5 | 17 | 1 | 0 | 82 | 19 | 0.93 | 0.76 |
| Addington at Brighton Landing | Woodside | VC | DTST | 190 | 0 | 5 | 2 | 1 | 0 | 185 | 22 | 1.02 | 0.88 | |
| TOTALS: No. Reporting: 17 | Avg. Sales: 1.06 | | Traffic to Sales: 9 : 1 | | | 109 | 179 | 21 | 3 | 832 | 268 | Net: 18 | | |
| City Codes: VC = Vacaville, DX = Dixon, FF = Fairfield | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, June 21, 2020

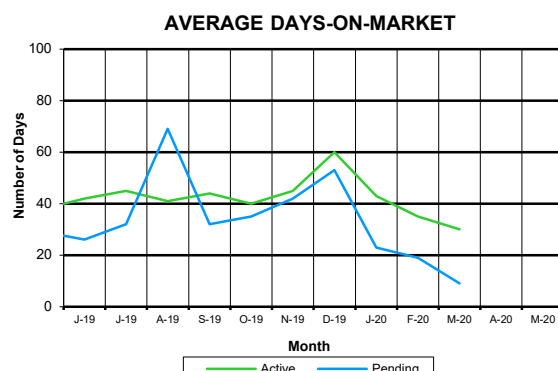
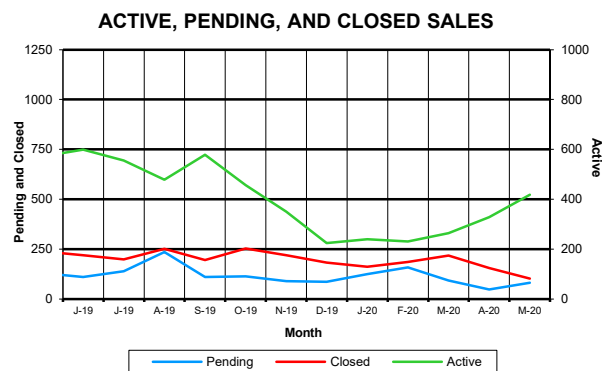
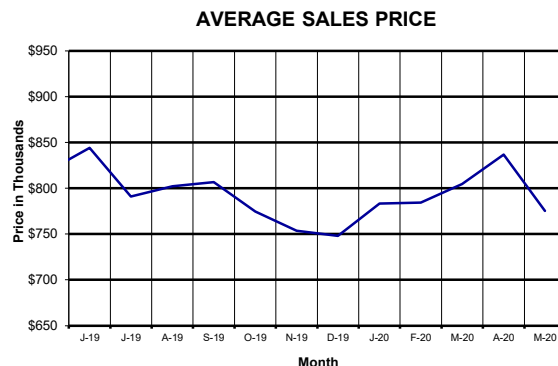
Bay Area Page 7 of 7

| Development Name | | Developer | City Code | Notes | Type | | | | | | | |
|--|--|------------------|-----------|--------------------------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|----------|
| Bay Area | | | | | Projects Participating: 152 | | | | | In Area : 152 | | |
| | | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales | |
| GRAND TOTALS: No. Reporting: 151 | | Avg. Sales: 0.93 | | Traffic to Sales: 10 : 1 | | 1053 | 1626 | 161 | 20 | 7022 | 2503 | Net: 141 |
| 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 | | | | | | | | | | | | |

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

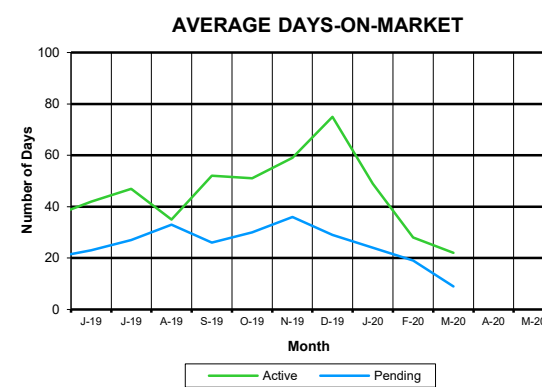
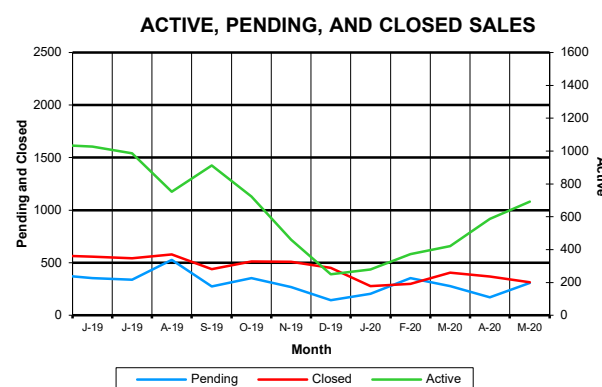
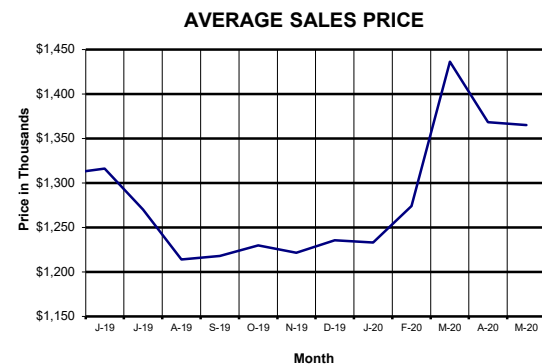
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 457 | 40 | 113 | 35 | 253 | \$774,638 |
| Nov-19 | 350 | 45 | 89 | 42 | 219 | \$753,665 |
| Dec-19 | 224 | 60 | 86 | 53 | 182 | \$748,089 |
| Jan-20 | 240 | 43 | 124 | 23 | 162 | \$783,393 |
| Feb-20 | 231 | 35 | 159 | 19 | 185 | \$784,414 |
| Mar-20 | 264 | 30 | 93 | 9 | 217 | \$804,428 |
| Apr-20 | 328 | N/A | 48 | N/A | 155 | \$836,867 |
| May-20 | 418 | N/A | 81 | N/A | 102 | \$775,188 |



San Jose Metro SFD Monthly MLS Survey

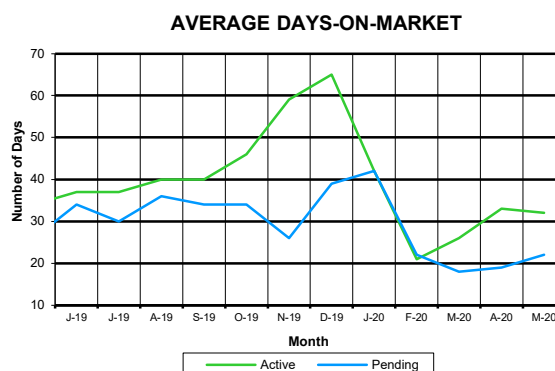
San Jose, Santa Clara & Sunnyvale

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Oct-19 | 723 | 51 | 354 | 30 | 512 | \$1,229,718 |
| Nov-19 | 461 | 59 | 269 | 36 | 509 | \$1,221,407 |
| Dec-19 | 250 | 75 | 144 | 29 | 450 | \$1,235,638 |
| Jan-20 | 280 | 49 | 206 | 24 | 278 | \$1,233,249 |
| Feb-20 | 372 | 28 | 355 | 19 | 299 | \$1,274,191 |
| Mar-20 | 422 | 22 | 277 | 9 | 406 | \$1,436,423 |
| Apr-20 | 586 | N/A | 171 | N/A | 368 | \$1,368,416 |
| May-20 | 692 | N/A | 307 | N/A | 313 | \$1,365,204 |



Dublin, Livermore & Pleasanton

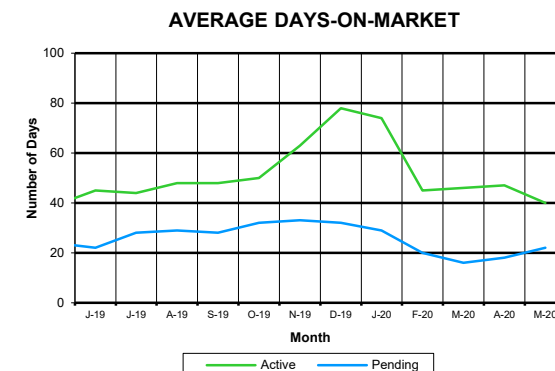
| Month | Average Sales Price (Thousands) |
|--------|---------------------------------|
| Jan-19 | 695 |
| Feb-19 | 700 |
| Mar-19 | 675 |
| Apr-19 | 660 |
| May-19 | 665 |
| Jun-19 | 670 |
| Jul-19 | 685 |
| Aug-19 | 670 |
| Sep-19 | 685 |
| Oct-19 | 660 |
| Nov-19 | 630 |
| Dec-19 | 650 |
| Jan-20 | 670 |
| Feb-20 | 645 |
| Mar-20 | 660 |
| Apr-20 | 740 |
| May-20 | 650 |



Dublin, Livermore & Pleasanton

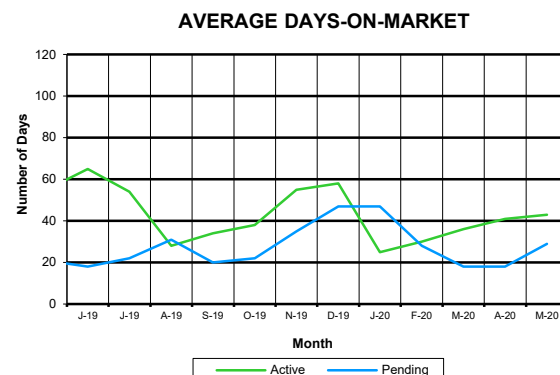
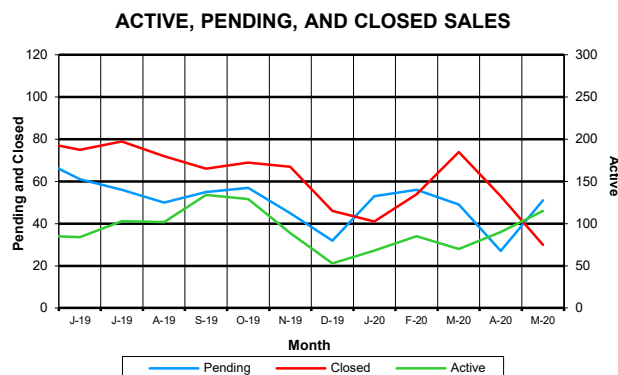
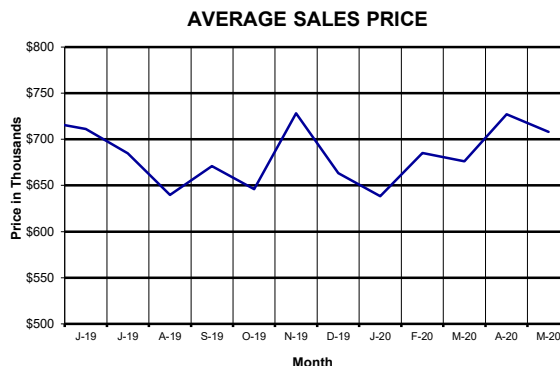
AVERAGE SALES PRICE

| Month | Price in Thousands |
|-------|--------------------|
| J-19 | 1160 |
| F-19 | 1195 |
| M-19 | 1120 |
| A-19 | 1125 |
| M-19 | 1100 |
| J-19 | 1080 |
| J-19 | 1145 |
| S-19 | 1110 |
| O-19 | 1105 |
| N-19 | 1100 |
| D-19 | 1095 |
| J-20 | 1080 |
| F-20 | 1135 |
| M-20 | 1100 |
| A-20 | 1140 |
| M-20 | 1145 |



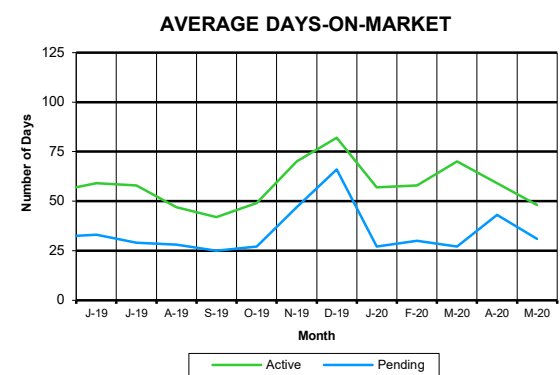
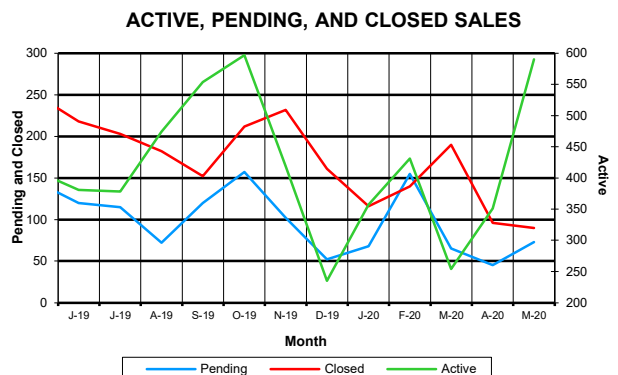
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 129 | 38 | 57 | 22 | 69 | \$646,091 |
| Nov-19 | 89 | 55 | 45 | 35 | 67 | \$728,154 |
| Dec-19 | 53 | 58 | 32 | 47 | 46 | \$663,449 |
| 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 |



San Francisco Attd. Monthly MLS Survey

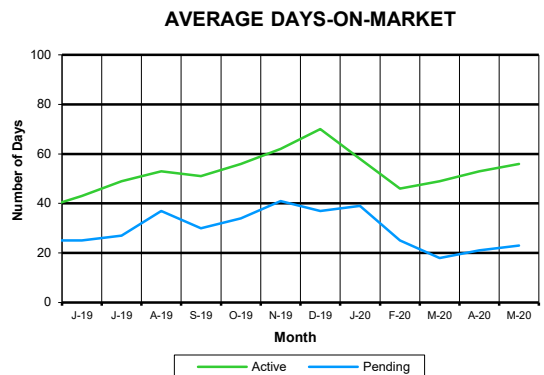
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Oct-19 | 597 | 49 | 157 | 27 | 212 | \$1,470,583 |
| Nov-19 | 419 | 70 | 102 | 47 | 232 | \$1,326,832 |
| Dec-19 | 235 | 82 | 52 | 66 | 161 | \$1,271,198 |
| Jan-20 | 357 | 57 | 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 |



Antioch, Bay Point, Brentwood, Oakley, Pittsburg

AVERAGE SALES PRICE

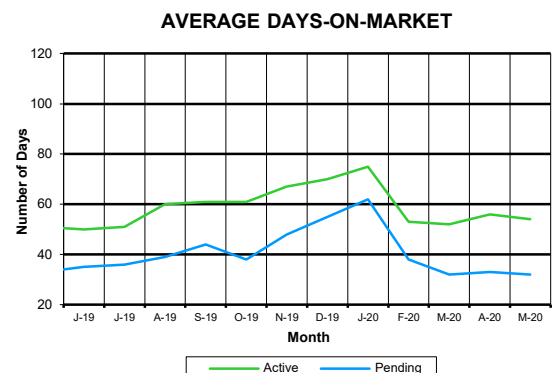
| Month | Price in Thousands |
|-------|--------------------|
| J-19 | 545 |
| F-19 | 550 |
| M-19 | 545 |
| A-19 | 535 |
| M-19 | 535 |
| J-19 | 540 |
| J-19 | 545 |
| A-19 | 540 |
| S-19 | 545 |
| O-19 | 535 |
| N-19 | 540 |
| D-19 | 530 |
| J-20 | 535 |
| F-20 | 525 |
| M-20 | 530 |
| A-20 | 555 |
| M-20 | 545 |
| M-20 | 535 |



AVERAGE SALES PRICE

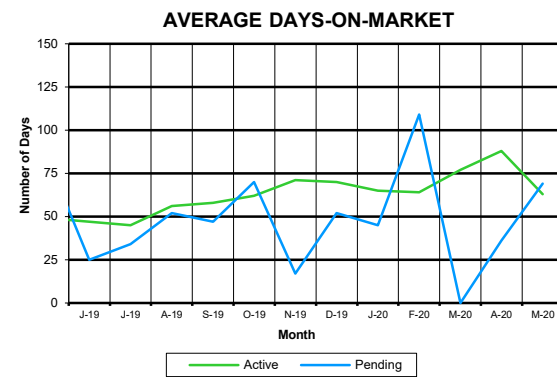
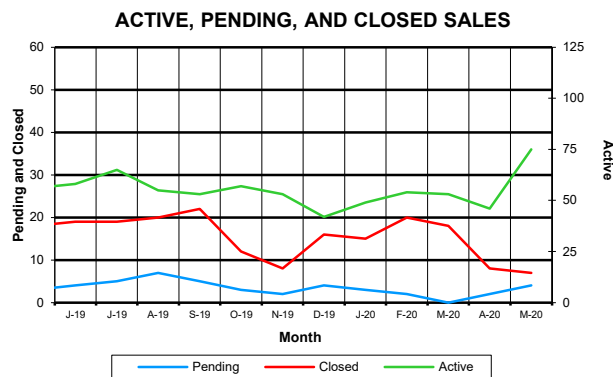
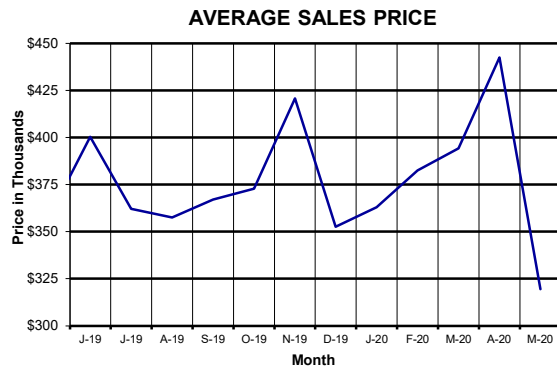
The line graph illustrates the monthly price of a house in thousands of dollars from January 2019 to March 2020. The y-axis represents the price in thousands, ranging from \$450 to \$600 in increments of \$25. The x-axis represents the month, with labels for J-19, J-19, A-19, S-19, O-19, N-19, D-19, J-20, F-20, M-20, A-20, and M-20. The price starts at \$490,000 in January 2019, rises to \$505,000 in February 2019, and then fluctuates between \$490,000 and \$510,000 through November 2019. In December 2019, the price peaks at \$545,000. It then drops to \$490,000 in January 2020, rises to \$510,000 in February 2020, and continues to fluctuate between \$490,000 and \$515,000 through March 2020.

| Month | Price (Thousands) |
|-------|-------------------|
| J-19 | 490 |
| F-19 | 505 |
| M-19 | 500 |
| A-19 | 495 |
| M-19 | 490 |
| J-19 | 500 |
| J-19 | 505 |
| A-19 | 495 |
| S-19 | 490 |
| O-19 | 500 |
| N-19 | 490 |
| D-19 | 545 |
| J-20 | 490 |
| F-20 | 510 |
| M-20 | 505 |
| A-20 | 515 |
| M-20 | 505 |



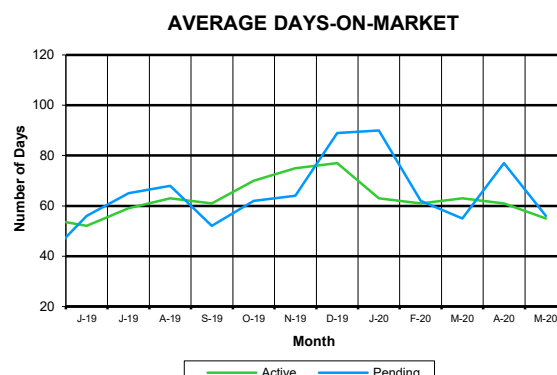
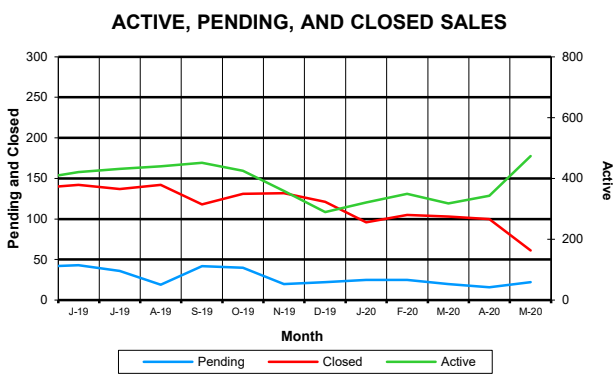
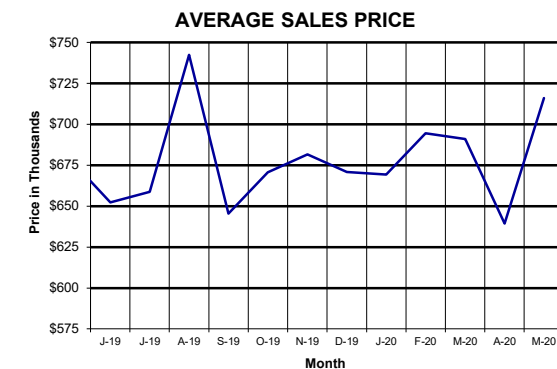
Santa Rosa Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 57 | 62 | 3 | 70 | 12 | \$372,750 |
| Nov-19 | 53 | 71 | 2 | 17 | 8 | \$420,688 |
| Dec-19 | 42 | 70 | 4 | 52 | 16 | \$352,588 |
| Jan-20 | 49 | 65 | 3 | 45 | 15 | \$362,939 |
| Feb-20 | 54 | 64 | 2 | 109 | 20 | \$382,438 |
| Mar-20 | 53 | 77 | 0 | 0 | 18 | \$394,247 |
| Apr-20 | 46 | 88 | 2 | 36 | 8 | \$442,500 |
| May-20 | 75 | 63 | 4 | 69 | 7 | \$319,500 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 425 | 70 | 40 | 62 | 131 | \$670,789 |
| Nov-19 | 359 | 75 | 20 | 64 | 132 | \$681,582 |
| Dec-19 | 290 | 77 | 22 | 89 | 121 | \$670,944 |
| Jan-20 | 321 | 63 | 25 | 90 | 96 | \$669,344 |
| Feb-20 | 349 | 61 | 25 | 62 | 105 | \$694,530 |
| Mar-20 | 318 | 63 | 20 | 55 | 103 | \$691,061 |
| Apr-20 | 343 | 61 | 16 | 77 | 100 | \$639,414 |
| May-20 | 474 | 55 | 22 | 56 | 61 | \$716,142 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

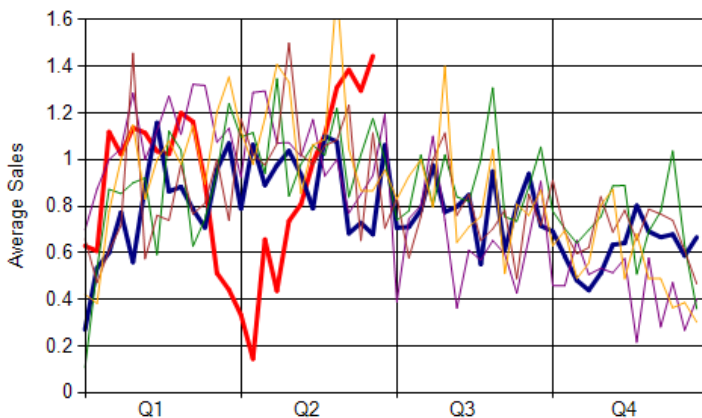
Central Valley

Ending: Sunday, June 21, 2020

Week 25

| Counties / Groups | | | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. Diff. | | Prev. 13 Wks. Avg. Diff. | |
|------------------------------|--|-----------------|--------|----------|---------|-------|---------|-----------|------------|-------------------------|------|--------------------------|------|
| Tracy/Mountain House | | | | 20 | 676 | 32 | 0 | 32 | 1.60 | 0.87 | 83% | 0.56 | 185% |
| San Joaquin County | | | | 32 | 749 | 58 | 8 | 50 | 1.56 | 1.03 | 52% | 0.93 | 68% |
| Stanislaus County | | | | 4 | 56 | 5 | 0 | 5 | 1.25 | 1.04 | 20% | 1.10 | 14% |
| Merced County | | | | 23 | 249 | 35 | 8 | 27 | 1.17 | 0.71 | 64% | 0.65 | 79% |
| Madera County | | | | 7 | 105 | 11 | 1 | 10 | 1.43 | 0.82 | 75% | 0.86 | 65% |
| Fresno County | | | | 13 | 183 | 23 | 4 | 19 | 1.46 | 1.18 | 24% | 1.29 | 13% |
| Current Week Totals | | Traffic : Sales | 12 : 1 | 99 | 2018 | 164 | 21 | 143 | 1.44 | 0.93 | 55% | 0.82 | 77% |
| Per Project Average | | | | | 20 | 1.66 | 0.21 | 1.44 | | | | | |
| Year Ago - 06/23/2019 | | Traffic : Sales | 30 : 1 | 81 | 1923 | 64 | 9 | 55 | 0.68 | 0.83 | -19% | 0.93 | -27% |
| % Change | | | | 22% | 5% | 156% | 133% | 160% | 113% | 11% | | -12% | |

52 Weeks Comparison



Year to Date Averages Through Week 25

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 | 47 | 33 | 1.19 | 0.16 | 1.03 | 0.87 |
| ■ | 2016 | 48 | 28 | 1.03 | 0.12 | 0.91 | 0.81 |
| ■ | 2017 | 50 | 31 | 1.04 | 0.11 | 0.93 | 0.87 |
| ■ | 2018 | 67 | 25 | 1.21 | 0.15 | 1.06 | 0.80 |
| ■ | 2019 | 77 | 22 | 0.98 | 0.14 | 0.83 | 0.77 |
| ■ | 2020 | 81 | 21 | 1.13 | 0.20 | 0.93 | 0.93 |
| % Change: | | 6% | -1% | 15% | 38% | 11% | 21% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>A faster-than-expected turnaround in homebuyer demand, following a sharp drop-off at the start of the coronavirus pandemic, has the nation's homebuilders bullish on their business again. Builder sentiment jumped 21 points in June to 58, the largest monthly increase ever in the NAHB/Wells Fargo Housing Market Index. Any reading above 50 indicates a positive market. In April, it plunged a record 42 points to 30. "As the nation reopens, housing is well-positioned to lead the economy forward," said NAHB Chairman Dean Mon, a homebuilder and developer. "Inventory is tight, mortgage applications are increasing, interest rates are low and confidence is rising." Meanwhile, mortgage applications to purchase a newly built home jumped 10.9% annually in May, according to the Mortgage Bankers Association. Of the homebuilder index's three components, current sales conditions jumped 21 points to 63. Sales expectations in the next six months rose 22 points to 68. Buyer traffic more than doubled from May to June, from 22 to 43. This last component was surprising, given how many builders reported more online inquiries and virtual tours during the pandemic. "Builders report increasing demand for families seeking single-family homes in inner and outer suburbs that feature lower density neighborhoods," said NAHB Chief Economist Robert Dietz. Source: Diana Olick CNBC</p> |
| FHA | 3.15% | 3.37% | |
| | 3.13% | 3.57% | |
| 10 Yr Yield | 0.71% | | |
| | | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Tracy/Mountain House | | | | | 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 |
| Valera | Bright | TR | | DTMJ | 71 | 0 | 1 | 7 | 0 | 0 | 70 | 5 | 0.43 | 0.20 |
| Expression at College Park | Century | MH | | DTMJ | 51 | 4 | 6 | 35 | 4 | 0 | 26 | 15 | 0.61 | 0.60 |
| Heritage at College Park | Century | MH | | DTMJ | 48 | 0 | 5 | 35 | 1 | 0 | 38 | 29 | 0.88 | 1.16 |
| Provenance at College Park | Century | MH | | DTMJ | 36 | 0 | 4 | 35 | 0 | 0 | 16 | 16 | 0.73 | 0.73 |
| Reflection at College Park | Century | MH | | DTMJ | 45 | 0 | 6 | 35 | 1 | 0 | 22 | 22 | 0.99 | 0.99 |
| Meadowview II at Mountain House | K Hovnanian | MH | | DTMJ | 50 | 4 | 8 | 29 | 4 | 0 | 24 | 24 | 1.14 | 1.14 |
| Amber at Tracy Hills | Lennar | TH | | DTMJ | 160 | 1 | 7 | 48 | 0 | 0 | 57 | 19 | 0.93 | 0.76 |
| Larimar at Tracy Hills | Lennar | TH | | DTMJ | 133 | 0 | 11 | 48 | 0 | 0 | 37 | 19 | 0.60 | 0.76 |
| Opal at Tracy Hills | Lennar | TH | | DTMJ | 103 | 3 | 15 | 48 | 2 | 0 | 43 | 13 | 0.70 | 0.52 |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 196 | 0 | 8 | 48 | 1 | 0 | 40 | 21 | 0.63 | 0.84 |
| Primrose II | Lennar | TR | | DTMJ | 67 | 0 | 1 | 1 | 0 | 0 | 66 | 9 | 0.70 | 0.36 |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 0 | 10 | 35 | 0 | 0 | 19 | 13 | 0.51 | 0.52 |
| Vantage at Tracy Hills | Meritage | TH | | DTST | 182 | 0 | 6 | 46 | 2 | 0 | 76 | 50 | 1.12 | 2.00 |
| Blissagaray Ranch | Ponderosa | TR | | DTMJ | 47 | 0 | 2 | 4 | 0 | 0 | 18 | 4 | 0.32 | 0.16 |
| Oliveito at Mountain House | Richmond American | MH | | DTMJ | 88 | 0 | 4 | 2 | 1 | 0 | 84 | 25 | 0.74 | 1.00 |
| Briar Square at Mountain House | Shea | MH | | DTMJ | 173 | 5 | 10 | 80 | 3 | 0 | 31 | 31 | 1.47 | 1.47 |
| Langston at Mountain House | Shea | MH | | ATST | 131 | 18 | 14 | 86 | 11 | 0 | 45 | 45 | 2.13 | 2.13 |
| Vente at Tracy Hills | Shea | TH | | DTMJ | 74 | 0 | 16 | 53 | 1 | 0 | 31 | 15 | 0.45 | 0.60 |
| Sungold | Taylor Morrison | TR | | DTMJ | 62 | 0 | 4 | 1 | 1 | 0 | 3 | 3 | 1.40 | 1.40 |
| Cascade at Cordes | Woodside | MH | | DTMJ | 78 | 0 | 1 | 0 | 0 | 0 | 77 | 5 | 0.61 | 0.20 |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 1.60 | | Traffic to Sales: 21 : 1 | | | | 139 | 676 | 32 | 0 | 823 | 383 | Net: 32 |
| City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | | 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 |
| Aspire at River Terrace | K Hovnanian | SK | DTST | 67 | 4 | 7 | 12 | 5 | 1 | 57 | 57 | 5.12 | 5.12 | |
| Encantada at Vineyard Terrace | K Hovnanian | LD | DTMJ | 112 | 0 | 9 | 10 | 1 | 0 | 17 | 17 | 0.80 | 0.80 | |
| Lavaux at Vineyard Terrace | K Hovnanian | LD | DTMJ | 116 | 4 | 8 | 22 | 3 | 0 | 44 | 44 | 2.08 | 2.08 | |
| Montevello | KB Home | SK | DTST | 154 | 4 | 8 | 23 | 4 | 2 | 138 | 23 | 1.04 | 0.92 | |
| Villa Point at Destinations | Richmond American | SK | DTST | 122 | 0 | 11 | 24 | 1 | 1 | 86 | 23 | 0.74 | 0.92 | |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 2.00 | | Traffic to Sales: 7 : 1 | | | 43 | 91 | 14 | 4 | 342 | 164 | Net: 10 | |
| City Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| San Joaquin County | | | | | Projects Participating: 27 | | | | | | | 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 |
| Haven at River Islands | Anthem United | LP | | DTST | 128 | 0 | 1 | 10 | 2 | 0 | 44 | 27 | 0.74 | 1.08 |
| Reflections at River Island | Anthem United TSO | LP | | DTMJ | 77 | 1 | TSO | 11 | 2 | 0 | 62 | 21 | 0.59 | 0.84 |
| Turnleaf at the Collective | Anthem United | MN | | DTMJ | 84 | 0 | 10 | 5 | 0 | 0 | 4 | 1 | 0.09 | 0.04 |
| Solera | Atherton | MN | Rsv's | DTMJ | 354 | 0 | 4 | 78 | 2 | 0 | 288 | 33 | 1.33 | 1.32 |
| Arlington | DR Horton | MN | | DTST | 148 | 0 | 6 | 23 | 1 | 0 | 101 | 48 | 1.60 | 1.92 |
| Haven Cottages at Sundance | KB Home | MN | | DTMJ | 38 | 0 | 9 | 12 | 0 | 1 | 11 | 11 | 0.55 | 0.55 |
| Haven Villas at Sundance | KB Home | MN | | DTST | 152 | 4 | 9 | 32 | 3 | 0 | 76 | 39 | 1.49 | 1.56 |
| Beacon Bay at River Island | Kiper S/O | LP | | DTST | 112 | 0 | S/O | 1 | 1 | 0 | 112 | 25 | 0.73 | 1.00 |
| Catalina at River Island | Kiper | LP | | DTMJ | 72 | 0 | 6 | 56 | 2 | 0 | 16 | 16 | 2.60 | 2.60 |
| Lakeside at River Island | Kiper S/O | LP | | DTMJ | 46 | 0 | S/O | 1 | 1 | 0 | 46 | 14 | 0.55 | 0.56 |
| Newport at River Islands | Kiper | LP | | DTMJ | 131 | 4 | 9 | 36 | 2 | 0 | 45 | 25 | 1.04 | 1.00 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 13 | 61 | 1 | 0 | 74 | 11 | 0.34 | 0.44 |
| Stanford Crossing | Meritage | LP | | DTMJ | 66 | 0 | 7 | 38 | 3 | 0 | 40 | 40 | 4.91 | 4.91 |
| Zinnia at Terra Ranch | Meritage | MN | | DTMJ | 72 | 4 | 8 | 25 | 4 | 0 | 29 | 29 | 1.32 | 1.32 |
| Daybreak at River Islands | Pulte | LP | | DTMJ | 74 | 0 | 7 | 16 | 1 | 1 | 9 | 9 | 0.50 | 0.50 |
| Passport | Raymus | MN | | DTST | 135 | 0 | 7 | 30 | 1 | 0 | 97 | 57 | 1.90 | 2.28 |
| Fox Chase at Woodward | Richmond American | MN | | ATMJ | 130 | 4 | 9 | 7 | 3 | 1 | 97 | 26 | 1.03 | 1.04 |
| Northpointe at Stanford Crossing | Richmond American | LP | | DTMJ | 91 | 0 | 6 | 21 | 0 | 0 | 2 | 2 | 0.22 | 0.22 |
| Watermark at River Islands | Richmond American | LP | | DTST | 102 | 4 | 6 | 15 | 4 | 0 | 59 | 19 | 0.83 | 0.76 |
| Venture at The Collective | Taylor Morrison | MN | | DTST | 115 | 0 | 20 | 10 | 2 | 0 | 10 | 7 | 0.25 | 0.28 |
| Tidewater at River Islands | The New Home Co | LP | | DTMJ | 131 | 0 | 5 | 16 | 0 | 0 | 119 | 11 | 0.63 | 0.44 |
| Crystal Cove at River Island | Tim Lewis | LP | | DTMJ | 97 | 0 | 2 | 16 | 1 | 0 | 95 | 8 | 0.50 | 0.32 |
| Breakwater at River Island | TRI Pointe | LP | New | DTMJ | 106 | 0 | 4 | 30 | 2 | 0 | 6 | 6 | 5.25 | 5.25 |
| Origin at the Collection | Trumark | MN | | DTMJ | 59 | 0 | 2 | 4 | 0 | 0 | 4 | 4 | 0.11 | 0.16 |
| Bridgeport at River Islands | Van Daele | LP | | DTMJ | 91 | 6 | 7 | 57 | 4 | 1 | 71 | 36 | 0.75 | 1.44 |
| Castaway at River Islands | Van Daele | LP | | DTMJ | 114 | 0 | 1 | 9 | 0 | 0 | 113 | 8 | 1.05 | 0.32 |
| Latitude at River Islands II | Van Daele S/O | LP | | DTMJ | 74 | 0 | S/O | 38 | 2 | 0 | 74 | 33 | 0.90 | 1.32 |
| TOTALS: No. Reporting: 27 | | Avg. Sales: 1.48 | | Traffic to Sales: 15 : 1 | | | 158 | 658 | 44 | 4 | 1704 | 566 | Net: 40 | |
| 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 |
| Hilglen | DR Horton | S/O | MO | DTST | 44 | 0 | S/O | 0 | 1 | 0 | 44 | 38 | 1.37 | 1.52 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 0 : 1 | | | 0 | 0 | 1 | 0 | 44 | 38 | Net: 1 | |
| City Codes: MO= Modesto | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| Stanislaus County | | | | | 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 |
| Aspire at Apricot Grove | K Hovnanian | FR | | DTST | 69 | 4 | 8 | 21 | 3 | 0 | 20 | 20 | 1.43 | 1.43 |
| Turnleaf at Patterson Ranch | KB Home | FR | | DTST | 99 | 0 | 6 | 23 | 1 | 0 | 11 | 11 | 1.35 | 1.35 |
| Monarch Country Living | Ramson | NW | | DTST | 47 | 0 | 4 | 12 | 0 | 0 | 36 | 6 | 0.39 | 0.24 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 1.33 | | Traffic to Sales: 14 : 1 | | | 18 | 56 | 4 | 0 | 67 | 37 | Net: 4 | |
| City Codes: FR = Patterson, NW = New man | | | | | | | | | | | | | | |

| Merced 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 | |
| Summer Creek | Bright | MD | DTMJ | 120 | 0 | 4 | 16 | 0 | 0 | 37 | 16 | 0.63 | 0.64 | |
| Sundance Village | Bright | LT | DTST | 64 | 0 | 5 | 9 | 0 | 0 | 31 | 11 | 0.59 | 0.44 | |
| Ashton Place | DR Horton | LB | DTST | 39 | 0 | 1 | 0 | 1 | 0 | 38 | 18 | 0.69 | 0.72 | |
| Bell Crossing | DR Horton | AT | DTST | 151 | 0 | 3 | 28 | 1 | 1 | 31 | 31 | 1.26 | 1.24 | |
| Brookshire | DR Horton | LB | DTST | 50 | 0 | 6 | 0 | 0 | 1 | 2 | 2 | 0.29 | 0.29 | |
| Mission Village South | DR Horton | LB | DTMJ | 91 | 0 | 7 | 3 | 3 | 2 | 44 | 15 | 0.80 | 0.60 | |
| Monterra | DR Horton | MD | DTST | 103 | 0 | 2 | 7 | 3 | 0 | 27 | 27 | 1.10 | 1.08 | |
| Panorama | DR Horton | MD | DTST | 192 | 5 | 2 | 8 | 7 | 0 | 48 | 28 | 0.87 | 1.12 | |
| Shaunessy | DR Horton | LB | DTST | 70 | 0 | 3 | 4 | 0 | 0 | 1 | 1 | 0.17 | 0.17 | |
| Aspire at Bellevue Ranch II | K Hovnanian | MD | DTST | 175 | 4 | 7 | 14 | 3 | 0 | 73 | 15 | 0.91 | 0.60 | |
| Aspire at Sierra Vista | K Hovnanian | MD | DTST | 91 | 2 | 6 | 12 | 1 | 0 | 85 | 13 | 0.82 | 0.52 | |
| Four Seasons Los Banos | K Hovnanian S/O | LB | DTMJ | 97 | 0 | S/O | 1 | 1 | 0 | 97 | 6 | 0.68 | 0.24 | |
| Manzanita | Legacy | LT | DTMJ | 172 | 0 | 6 | 23 | 3 | 0 | 84 | 25 | 0.86 | 1.00 | |
| Sunflower | Legacy | MD | DTST | 143 | 4 | 8 | 17 | 1 | 0 | 56 | 21 | 0.75 | 0.84 | |
| Mbraga - Skye | Lennar | MD | DTST | 69 | 0 | 6 | 6 | 0 | 0 | 61 | 7 | 0.62 | 0.28 | |
| Mbraga- Summer Series | Lennar | MD | DTST | 78 | 0 | 3 | 6 | 1 | 0 | 72 | 14 | 1.01 | 0.56 | |
| Mbraga-Chateau Series | Lennar | MD | DTST | 104 | 0 | 3 | 6 | 1 | 0 | 101 | 14 | 0.89 | 0.56 | |
| Bellevue Ranch | Stonefield Home | MD | DTST | 69 | 0 | 7 | 33 | 3 | 2 | 62 | 30 | 0.97 | 1.20 | |
| Brookshire | Stonefield Home | LB | DTMJ | 172 | 0 | 3 | 22 | 0 | 0 | 141 | 39 | 0.82 | 1.56 | |
| Cypress Terrace | Stonefield Home | MD | DTST | 82 | 0 | 3 | 12 | 0 | 0 | 31 | 3 | 0.74 | 0.12 | |
| Shaunessey Village | Stonefield Home | LB | DTST | 81 | 4 | 4 | 18 | 5 | 1 | 18 | 16 | 0.60 | 0.64 | |
| University Park II | Stonefield Home | MD | DTST | 52 | 0 | 2 | 0 | 1 | 0 | 50 | 10 | 0.89 | 0.40 | |
| Villas, The | Stonefield Home | LB | DTST | 50 | 0 | 6 | 4 | 0 | 1 | 32 | 11 | 0.52 | 0.44 | |
| TOTALS: No. Reporting: 23 | | Avg. Sales: 1.17 | | Traffic to Sales: 7 : 1 | | | 97 | 249 | 35 | 8 | 1222 | 373 | Net: 27 | |
| City Codes: MD=Merced, LT=Livingston, LB=Los Banos, AT=Atwater | | | | | | | | | | | | | | |

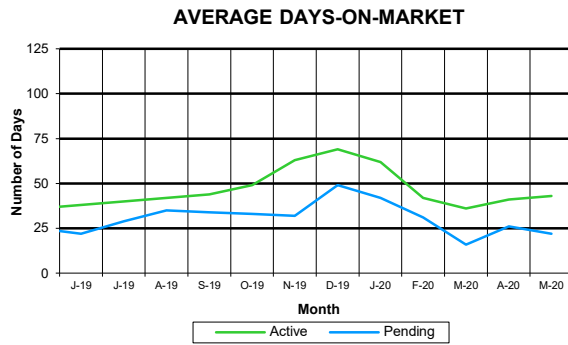
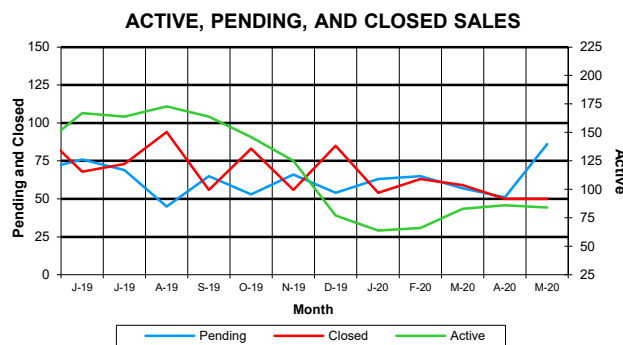
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-----------------------------|-------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| Madera County | | | | | Projects Participating: 7 | | | | | | | In Area : 7 | | |
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Tesoro Viejo- Bluffs | DR Horton | MDA | | DTMJ | 39 | 0 | 6 | 12 | 0 | 0 | 19 | 19 | 0.77 | 0.76 |
| Aspire at River Bend | K Hovnanian | MDA | | DTMJ | 171 | 7 | 11 | 12 | 4 | 0 | 62 | 28 | 1.01 | 1.12 |
| Vista Bella at Tesoro Viejo | K Hovnanian | MDA | | DTST | 112 | 4 | 9 | 17 | 1 | 0 | 19 | 14 | 0.35 | 0.56 |
| Riverstone- Chateau | Lennar | MDA | | DTST | 64 | 0 | 9 | 9 | 0 | 0 | 50 | 6 | 0.78 | 0.24 |
| Riverstone Coronet | Lennar | MDA | New | DTST | 103 | 0 | 5 | 14 | 5 | 0 | 5 | 5 | 5.00 | 5.00 |
| Riverstone- Pinnacle | Lennar | MDA | | DTMJ | 57 | 0 | 6 | 27 | 0 | 1 | 27 | 9 | 0.42 | 0.36 |
| Riverstone Skye | Lennar | MDA | | DTST | 67 | 4 | 5 | 14 | 1 | 0 | 45 | 15 | 0.70 | 0.60 |
| TOTALS: No. Reporting: 7 | | Avg. Sales: 1.43 | | Traffic to Sales: 10 : 1 | | | | 51 | 105 | 11 | 1 | 227 | 96 | Net: 10 |
| City Codes: MDA = Madera | | | | | | | | | | | | | | |

| Fresno County | | | | Projects Participating: 13 | | | | | | | In Area : 13 | | | |
|--|-------------------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|--|
| | | | | 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 | |
| Dakota | DR Horton | FR | DTST | 93 | 0 | 2 | 6 | 2 | 1 | 88 | 15 | 1.15 | 0.60 | |
| Oliveta | DR Horton | SAN | DTST | 195 | 0 | 3 | 8 | 0 | 0 | 188 | 29 | 1.46 | 1.16 | |
| Aspire at Sunnyside | K Hovnanian | FO | DTST | 132 | 0 | 6 | 14 | 2 | 0 | 59 | 28 | 0.91 | 1.12 | |
| Inspirado | K Hovnanian | FR | DTST | 109 | 4 | 9 | 19 | 3 | 1 | 46 | 46 | 1.87 | 1.84 | |
| Laurel Grove | KB Home | FR | DTST | 144 | 4 | 7 | 30 | 4 | 0 | 99 | 32 | 1.37 | 1.28 | |
| Seville | KB Home | FR | DTST | 129 | 0 | 7 | 39 | 1 | 0 | 17 | 17 | 1.29 | 1.29 | |
| Carriage House V- Chateau | Lennar | FR | DTST | 92 | 0 | 5 | 18 | 2 | 1 | 79 | 14 | 0.97 | 0.56 | |
| Chateau at Summer Grove | Lennar | FR | DTST | 202 | 0 | 9 | 4 | 1 | 0 | 153 | 23 | 1.20 | 0.92 | |
| Copper River- Pinnacle | Lennar | FR | DTMJ | 94 | 0 | 6 | 27 | 1 | 1 | 55 | 25 | 0.68 | 1.00 | |
| Fancher Creek California | Lennar | FR | ATST | 68 | 6 | 6 | 0 | 2 | 0 | 4 | 4 | 0.17 | 0.17 | |
| Fancher Creek- Chateau | Lennar | FR | ATST | 115 | 0 | 4 | 0 | 1 | 0 | 4 | 4 | 0.17 | 0.17 | |
| Heirloom Ranch- Chateau Series | Lennar | FR | DTST | 208 | 3 | 6 | 18 | 3 | 0 | 51 | 21 | 0.88 | 0.84 | |
| Sterling Acres- Savannah | Lennar S/O | FR | DTST | 102 | 0 | S/O | 0 | 1 | 0 | 102 | 11 | 0.90 | 0.44 | |
| TOTALS: No. Reporting: 13 | | Avg. Sales: 1.46 | | Traffic to Sales: 8 : 1 | | | 70 | 183 | 23 | 4 | 945 | 269 | Net: 19 | |
| City Codes: FR = Fresno, SAN = Sanger, FO = Fowler | | | | | | | | | | | | | | |

| Central Valley | | | Projects Participating: 99 | | | | | In Area : 99 | |
|---|------------------|--------------------------|----------------------------|---------|------------|-----------|--------------|--------------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 99 | Avg. Sales: 1.44 | Traffic to Sales: 12 : 1 | 576 | 2018 | 164 | 21 | 5374 | 1926 | Net: 143 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |

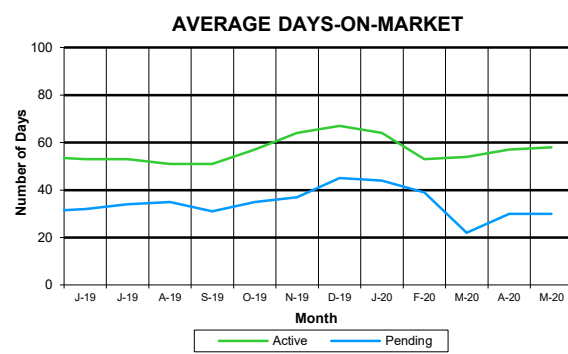
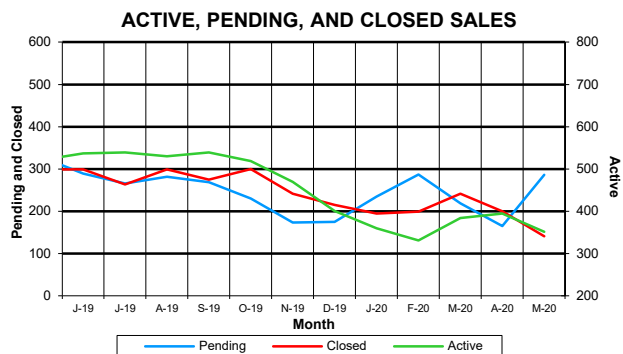
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 146 | 49 | 53 | 33 | 83 | 513,054 |
| Nov-19 | 125 | 63 | 66 | 32 | 56 | 489,893 |
| Dec-19 | 77 | 69 | 54 | 49 | 85 | 506,885 |
| 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 |



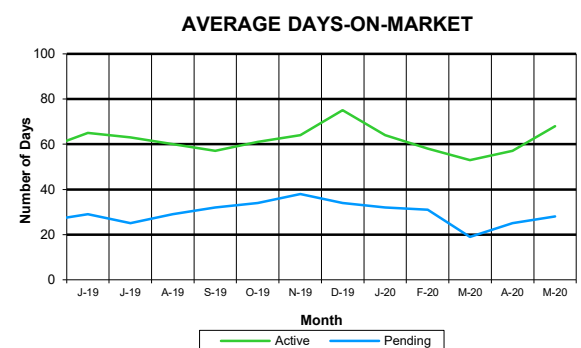
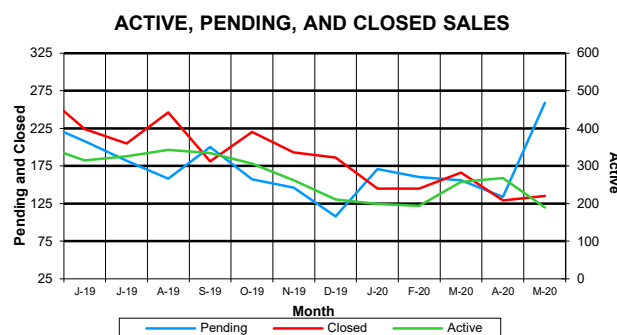
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 519 | 57 | 230 | 35 | 300 | \$328,308 |
| Nov-19 | 470 | 64 | 174 | 37 | 242 | \$334,688 |
| Dec-19 | 401 | 67 | 175 | 45 | 215 | \$345,201 |
| 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 |



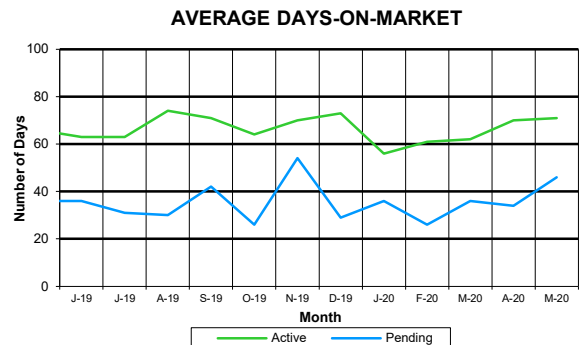
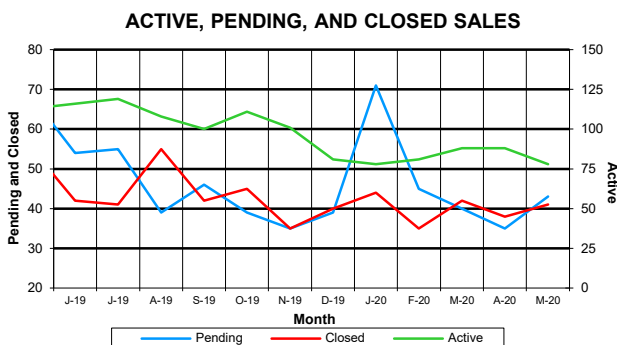
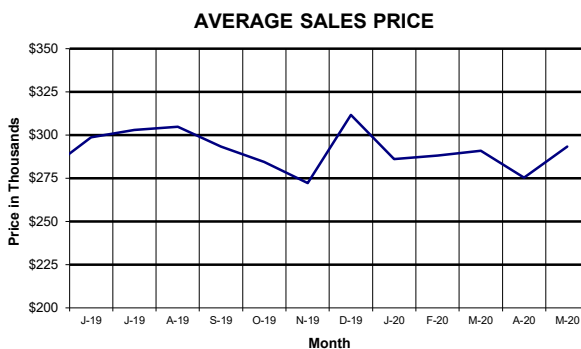
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 306 | 61 | 157 | 34 | 220 | \$357,373 |
| Nov-19 | 262 | 64 | 146 | 38 | 193 | \$341,183 |
| Dec-19 | 211 | 75 | 108 | 34 | 186 | \$349,314 |
| Jan-20 | 199 | 64 | 171 | 32 | 145 | \$325,222 |
| Feb-20 | 194 | 58 | 160 | 31 | 145 | \$335,874 |
| Mar-20 | 258 | 53 | 156 | 19 | 166 | \$352,972 |
| Apr-20 | 268 | 57 | 134 | 25 | 129 | \$350,356 |
| May-20 | 190 | 68 | 259 | 28 | 135 | \$356,867 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 111 | 64 | 39 | 26 | 45 | \$284,423 |
| Nov-19 | 101 | 70 | 35 | 54 | 35 | \$272,198 |
| Dec-19 | 81 | 73 | 39 | 29 | 40 | \$311,656 |
| Jan-20 | 78 | 56 | 71 | 36 | 44 | \$286,136 |
| Feb-20 | 81 | 61 | 45 | 26 | 35 | \$288,122 |
| Mar-20 | 88 | 62 | 40 | 36 | 42 | \$290,965 |
| Apr-20 | 88 | 70 | 35 | 34 | 38 | \$275,281 |
| May-20 | 78 | 71 | 43 | 46 | 41 | \$293,403 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

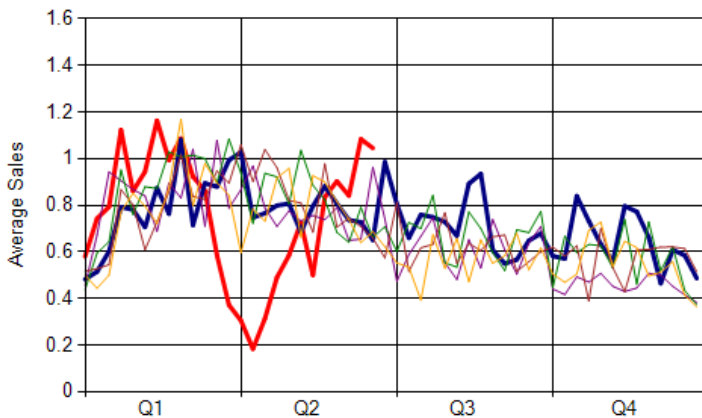
Sacramento

Ending: Sunday, June 21, 2020

Week 25

| Counties / Groups | | | | | | | Net Sales | Avg. Sales | Year to Date | | Prev. 13 Wks. | |
|----------------------------|--|------------------------|-------------------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancels | | | Avg. | Diff. | Avg. | Diff. |
| South Sacramento | | | 29 | 511 | 30 | 4 | 26 | 0.90 | 0.68 | 31% | 0.60 | 48% |
| Central & North Sacramento | | | 37 | 546 | 39 | 5 | 34 | 0.92 | 0.83 | 11% | 0.64 | 42% |
| Folsom | | | 11 | 216 | 14 | 0 | 14 | 1.27 | 0.69 | 85% | 0.50 | 153% |
| El Dorado | | | 9 | 107 | 17 | 2 | 15 | 1.67 | 0.71 | 135% | 0.57 | 191% |
| Placer & Nevada | | | 47 | 777 | 57 | 8 | 49 | 1.04 | 0.81 | 29% | 0.61 | 71% |
| Yolo | | | 13 | 100 | 13 | 3 | 10 | 0.77 | 0.52 | 47% | 0.31 | 152% |
| Northern Counties | | | 10 | 133 | 17 | 2 | 15 | 1.50 | 0.89 | 68% | 0.89 | 69% |
| Current Week Totals | | Traffic : Sales 13 : 1 | 156 | 2390 | 187 | 24 | 163 | 1.04 | 0.75 | 39% | 0.60 | 75% |
| Per Project Average | | | 15 1.20 0.15 1.04 | | | | | | | | | |
| Year Ago - 06/23/2019 | | Traffic : Sales 30 : 1 | 143 | 3226 | 108 | 15 | 93 | 0.65 | 0.78 | -17% | 0.82 | -21% |
| % Change | | | 9% | -26% | 73% | 60% | 75% | 61% | -4% | -27% | | |

52 Weeks Comparison



Year to Date Averages Through Week 25

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 | 95 | 29 | 0.90 | 0.12 | 0.78 | 0.66 |
| ■ | 2016 | 132 | 27 | 0.93 | 0.13 | 0.79 | 0.69 |
| ■ | 2017 | 141 | 28 | 0.99 | 0.15 | 0.84 | 0.73 |
| ■ | 2018 | 127 | 26 | 0.94 | 0.13 | 0.80 | 0.66 |
| ■ | 2019 | 141 | 23 | 0.90 | 0.11 | 0.78 | 0.73 |
| ■ | 2020 | 147 | 16 | 0.92 | 0.17 | 0.75 | 0.75 |
| % Change: | | 4% | -32% | 2% | 46% | -4% | 3% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>A faster-than-expected turnaround in homebuyer demand, following a sharp drop-off at the start of the coronavirus pandemic, has the nation's homebuilders bullish on their business again. Builder sentiment jumped 21 points in June to 58, the largest monthly increase ever in the NAHB/Wells Fargo Housing Market IndexAny reading above 50 indicates a positive market. In April, it plunged a record 42 points to 30. "As the nation reopens, housing is well-positioned to lead the economy forward," said NAHB Chairman Dean Mon, a homebuilder and developer. "Inventory is tight, mortgage applications are increasing, interest rates are low and confidence is rising." Meanwhile, mortgage applications to purchase a newly built home jumped 10.9% annually in May, according to the Mortgage Bankers Association. Of the homebuilder index's three components, current sales conditions jumped 21 points to 63. Sales expectations in the next six months rose 22 points to 68. Buyer traffic more than doubled from May to June, from 22 to 43. This last component was surprising, given how many builders reported more online inquiries and virtual tours during the pandemic. "Builders report increasing demand for families seeking single-family homes in inner and outer suburbs that feature lower density neighborhoods," said NAHB Chief Economist Robert Dietz. Source: Diana Olick CNBC</p> |
| FHA | 3.15% | 3.37% | |
| | 3.13% | 3.57% | |
| 10 Yr Yield | 0.71% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|--------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| South Sacramento | | | | | Projects Participating: 29 | | | | | | | In Area : 29 | | |
| | | | | | 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 Estates at River Oaks | Elliott | GT | | DTST | 70 | 4 | 6 | 12 | 3 | 0 | 60 | 24 | 0.98 | 0.96 |
| Murieta Gardens | K Hovnanian | RM | | DTST | 78 | 0 | 16 | 11 | 0 | 0 | 49 | 13 | 0.73 | 0.52 |
| Bridgewater | KB Home | SO | | DTST | 85 | 0 | 7 | 29 | 2 | 0 | 18 | 18 | 1.29 | 1.29 |
| Sheldon Terrace | KB Home | LN | | DTST | 175 | 0 | 10 | 15 | 1 | 0 | 94 | 24 | 1.14 | 0.96 |
| Locale | Lafferty | SO | | DTMJ | 31 | 0 | 6 | 7 | 0 | 0 | 2 | 2 | 0.07 | 0.08 |
| Avila at Fieldstone | Lennar | VN | | DTMJ | 134 | 0 | 7 | 29 | 2 | 1 | 44 | 27 | 0.86 | 1.08 |
| Bordeaux at Vineyard Creek | Lennar | SO | | DTST | 150 | 0 | 6 | 20 | 1 | 0 | 142 | 20 | 0.87 | 0.80 |
| Camarillo at Fieldstone | Lennar | VN | | DTMJ | 110 | 0 | 7 | 29 | 2 | 0 | 57 | 18 | 0.95 | 0.72 |
| Cascade at Parkside II | Lennar | VN | | DTMJ | 22 | 0 | 8 | 18 | 0 | 0 | 14 | 13 | 0.47 | 0.52 |
| Elements at Sterling Meadows | Lennar | LN | | DTST | 159 | 0 | 10 | 36 | 0 | 1 | 116 | 30 | 1.26 | 1.20 |
| Heritage Vineyard Creek | Lennar | SO | | DTMJ | 208 | 0 | 6 | 9 | 0 | 0 | 150 | 25 | 0.87 | 1.00 |
| Oceano at Fieldstone | Lennar | VN | | DTMJ | 120 | 0 | 5 | 29 | 2 | 0 | 54 | 23 | 0.90 | 0.92 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 244 | 0 | 7 | 18 | 0 | 1 | 234 | 10 | 0.88 | 0.40 |
| Silveroak at Vineyard Creek | Lennar | SO | | DTST | 79 | 0 | 6 | 11 | 0 | 0 | 44 | 17 | 0.83 | 0.68 |
| Marbella | Meritage | VN | | DTST | 56 | 0 | 5 | 1 | 0 | 0 | 51 | 18 | 0.68 | 0.72 |
| Serenade | Next New Homes S/O | LN | | DTMJ | 10 | 0 | S/O | 3 | 2 | 0 | 10 | 10 | 0.63 | 0.63 |
| Park One II | Northwest Home Co | SO | | DTST | 12 | 0 | 9 | 2 | 0 | 0 | 3 | 3 | 0.20 | 0.20 |
| Laguna Ranch | Richmond American | LN | | DTMJ | 80 | 4 | 11 | 33 | 1 | 0 | 28 | 19 | 0.63 | 0.76 |
| Seasons at Sterling Meadows | Richmond American | LN | | DTMJ | 75 | 0 | 11 | 22 | 0 | 1 | 61 | 23 | 0.96 | 0.92 |
| Woodberry at Bradshaw Crossing | Richmond American | SO | | DTST | 202 | 0 | 8 | 11 | 1 | 0 | 10 | 10 | 1.63 | 1.63 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 0 | 7 | 9 | 3 | 0 | 21 | 14 | 0.62 | 0.56 |
| Milestone | Taylor Morrison | VN | | DTST | 121 | 3 | 10 | 25 | 3 | 0 | 47 | 27 | 0.81 | 1.08 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 50 | 0 | 12 | 1 | 0 | 0 | 12 | 9 | 0.36 | 0.36 |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 100 | 0 | 10 | 7 | 0 | 0 | 19 | 13 | 0.56 | 0.52 |
| Classics at Poppy Lane | TimLewis | LN | | DTMJ | 75 | 0 | 3 | 15 | 3 | 0 | 41 | 15 | 0.42 | 0.60 |
| Latitudes | TimLewis | VN | | DTST | 159 | 6 | 16 | 63 | 2 | 0 | 102 | 26 | 0.92 | 1.04 |
| Legacy at Poppy Lane | TimLewis | LN | | DTMJ | 54 | 0 | 2 | 8 | 1 | 0 | 34 | 12 | 0.37 | 0.48 |
| Traditions at Poppy Lane | TimLewis | LN | | DTST | 94 | 0 | 2 | 24 | 0 | 0 | 51 | 20 | 0.59 | 0.80 |
| Glendon Vineyards | Woodside | VN | | DTST | 103 | 4 | 8 | 14 | 1 | 0 | 30 | 17 | 0.60 | 0.68 |
| TOTALS: No. Reporting: 29 | | Avg. Sales: 0.90 | | Traffic to Sales: 17 : 1 | | | | 221 | 511 | 30 | 4 | 1598 | 500 | Net: 26 |
| City Codes: GT = Galt, RM= Rancho Murieta, SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard | | | | | | | | | | | | | | |

| 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 |
| Brighton Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 98 | 0 | 15 | 54 | 1 | 0 | 36 | 16 | 0.88 | 0.64 |
| Mlls Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 116 | 0 | 12 | 49 | 0 | 0 | 31 | 25 | 0.75 | 1.00 |
| Anthology at Anatolia | DR Horton | RO | | DTST | 102 | 0 | 5 | 12 | 1 | 0 | 81 | 47 | 1.21 | 1.88 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 94 | 4 | 8 | 31 | 2 | 1 | 31 | 13 | 0.55 | 0.52 |
| Veranda at Stone Creek | Elliott | RO | | DTST | 163 | 4 | 8 | 14 | 1 | 0 | 51 | 6 | 0.45 | 0.24 |
| Qara at Anatolia | Lennar | RO | | DTMJ | 139 | 4 | 8 | 39 | 1 | 0 | 110 | 21 | 0.93 | 0.84 |
| Ventana | Lennar | RO | | ATST | 160 | 4 | 10 | 15 | 3 | 0 | 38 | 22 | 0.79 | 0.88 |
| Verdant | Lennar | RO | | DTST | 99 | 0 | 5 | 23 | 1 | 0 | 23 | 23 | 2.27 | 2.27 |
| Viridian | Lennar | RO | | DTST | 342 | 4 | 6 | 15 | 3 | 0 | 47 | 22 | 0.91 | 0.88 |
| Montelena | Premier Homes | RO | | DTMJ | 169 | 4 | 9 | 39 | 1 | 0 | 37 | 24 | 1.05 | 0.96 |
| Classics at Sutter Park | TimLewis | SO | | DTMJ | 25 | 0 | 5 | 6 | 0 | 0 | 13 | 3 | 0.43 | 0.12 |
| Garden Homes at Sutter Park | TimLewis | SO | | DTMJ | 29 | 1 | 8 | 7 | 0 | 0 | 11 | 2 | 0.37 | 0.08 |
| Traditionals at Sutter Park | TimLewis | SO | | DTMJ | 34 | 0 | 6 | 4 | 0 | 0 | 8 | 3 | 0.27 | 0.12 |
| Alderwood | Watt | RO | | DTMJ | 54 | 0 | 7 | 14 | 1 | 0 | 2 | 2 | 0.93 | 0.93 |
| Hidden Ridge | Watt | FO | | DTMJ | 22 | 0 | 2 | 5 | 0 | 0 | 20 | 2 | 0.21 | 0.08 |
| Camden at Somerset Ranch | Woodside | RO | | DTMJ | 165 | 0 | 6 | 0 | 0 | 0 | 143 | 4 | 0.54 | 0.16 |
| Cottonwood at Cypress | Woodside | RO | | DTST | 84 | 0 | 7 | 7 | 2 | 0 | 17 | 12 | 0.40 | 0.48 |
| Eucalyptus at Cypress | Woodside | RO | | DTST | 51 | 0 | 7 | 9 | 0 | 0 | 13 | 10 | 0.31 | 0.40 |
| Magnolia at Cypress | Woodside | RO | | DTST | 178 | 0 | 8 | 16 | 1 | 0 | 24 | 21 | 0.57 | 0.84 |
| Sequoia at Cypress | Woodside | RO | | DTST | 62 | 0 | 7 | 6 | 0 | 0 | 9 | 6 | 0.21 | 0.24 |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 0.85 | | Traffic to Sales: 20 : 1 | | | | 149 | 365 | 18 | 1 | 745 | 284 | Net: 17 |
| City Codes: RO = Rancho Cordova, FO = Fair Oaks, SO = Sacramento | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| North Sacramento | | | | | 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 |
| Artisan - The Cove | Beazer | SO | | DTMJ | 145 | 2 | 16 | 11 | 1 | 0 | 13 | 8 | 0.35 | 0.32 |
| Brownstones at Natomas Field | Beazer | SO | | DTST | 189 | 0 | 2 | 2 | 0 | 0 | 187 | 16 | 0.78 | 0.64 |
| Cottages at Natomas Field | Beazer | SO | | DTST | 179 | 2 | 2 | 9 | 3 | 1 | 172 | 30 | 0.81 | 1.20 |
| Villas at Natomas Field | Beazer | SO | | ATST | 198 | 0 | 4 | 4 | 3 | 0 | 194 | 13 | 0.80 | 0.52 |
| Westward - The Cove | Beazer | SO | | DTMJ | 122 | 0 | 25 | 8 | 0 | 0 | 4 | 4 | 0.33 | 0.33 |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 0 | 12 | 17 | 0 | 0 | 28 | 23 | 0.87 | 0.92 |
| Bloom | DR Horton | SO | | DTST | 84 | 4 | 9 | 14 | 3 | 0 | 36 | 36 | 2.96 | 2.96 |
| Castile at Parkebridge | DR Horton | SO | | DTST | 152 | 0 | 5 | 8 | 2 | 0 | 82 | 44 | 1.34 | 1.76 |
| Ravenna at Parkebridge | DR Horton | SO | | DTST | 106 | 0 | 8 | 8 | 0 | 0 | 36 | 36 | 2.25 | 2.25 |
| Terraza at Parkebridge | DR Horton | SO | | DTMJ | 98 | 0 | 3 | 1 | 0 | 1 | 95 | 48 | 1.50 | 1.92 |
| Verano at Parkebridge | DR Horton | SO | | DTMJ | 136 | 4 | 8 | 20 | 3 | 0 | 103 | 48 | 1.63 | 1.92 |
| Montauk at the Hamptons | KB Home | SO | | DTMJ | 342 | 0 | 4 | 17 | 2 | 2 | 322 | 37 | 1.34 | 1.48 |
| Amberwood at Natomas Meadows | Lennar | SO | | DTST | 75 | 0 | 4 | 20 | 2 | 0 | 71 | 13 | 1.03 | 0.52 |
| Elverta Park | Silverado | AO | Rsv's | DTST | 225 | 0 | 8 | 28 | 2 | 0 | 217 | 16 | 1.10 | 0.64 |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 115 | 0 | 7 | 9 | 0 | 0 | 4 | 4 | 0.36 | 0.36 |
| Mystique | Watt | SO | | ATST | 57 | 0 | 6 | 5 | 0 | 0 | 14 | 14 | 0.41 | 0.56 |
| Hamlet at Natomas Meadows | Woodside | SO | | DTST | 143 | 0 | 7 | 0 | 0 | 0 | 50 | 31 | 1.02 | 1.24 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 1.00 | | Traffic to Sales: 9 : 1 | | | | 130 | 181 | 21 | 4 | 1628 | 421 | Net: 17 |
| City Codes: SO = Sacramento, AO = Antelope | | | | | | | | | | | | | | |

| Folsom Area | | | | | 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. Sl's /Week | Av. Sl's /YTD |
| Iron Ridge at Russel Ranch | Anthem United | FM | DTMJ | 97 | 6 | 8 | 12 | 4 | 0 | 12 | 12 | 0.80 | 0.80 | |
| Farmhouse at Willow Creek | Black Pine | FM | DTMJ | 126 | 0 | 6 | 22 | 1 | 0 | 95 | 15 | 0.80 | 0.60 | |
| Copperwood at Folsom Ranch | Lennar | FM | DTMJ | 100 | 0 | 3 | 11 | 1 | 0 | 87 | 19 | 0.85 | 0.76 | |
| Oakleaf at Folsom Ranch | Lennar | FM | DTMJ | 81 | 0 | 3 | 11 | 0 | 0 | 78 | 19 | 0.77 | 0.76 | |
| Steel Canyon at Russell Ranch | Meritage | FM | DTMJ | 114 | 6 | 9 | 20 | 3 | 0 | 11 | 11 | 0.54 | 0.54 | |
| Ladera at White Rock | Richmond American | FM | DTMJ | 56 | 0 | 7 | 8 | 0 | 0 | 2 | 2 | 0.48 | 0.48 | |
| Folsom Ranch-Azure II | Taylor Morrison | FM | DTMJ | 113 | 0 | 10 | 30 | 0 | 0 | 22 | 17 | 0.71 | 0.68 | |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | DTMJ | 111 | 3 | 11 | 36 | 3 | 0 | 24 | 24 | 0.85 | 0.96 | |
| Silver Crest at Russell Ranch | The New Home Co | FM | DTMJ | 108 | 0 | 6 | 30 | 0 | 0 | 12 | 12 | 0.71 | 0.71 | |
| Brookstone at Folsom Ranch | TRI Pointe | FM | DTMJ | 145 | 4 | 8 | 18 | 2 | 0 | 36 | 32 | 1.21 | 1.28 | |
| Waterstone at Folsom Ranch | TRI Pointe | FM | DTMJ | 77 | 0 | 8 | 18 | 0 | 0 | 26 | 17 | 0.87 | 0.68 | |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 1.27 | | Traffic to Sales: 15 : 1 | | | 79 | 216 | 14 | 0 | 405 | 180 | Net: 14 | |
| City Codes: FM= Folsom | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, June 21, 2020

Sacramento Page 4 of 7

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------------------|------------------|-----------|-------------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| El Dorado County | | | | | Projects Participating: 9 | | | | | | | 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 |
| Cypress at Serrano | Lennar | EH | | DTMJ | 65 | 0 | 6 | 13 | 3 | 1 | 51 | 12 | 0.45 | 0.48 |
| Hawk View at Bass Lake Hills | Lennar | EH | | DTMJ | 114 | 0 | 7 | 17 | 2 | 0 | 22 | 21 | 0.78 | 0.84 |
| Heritage El Dorado Hills-Estates | Lennar | EH | | DTST | 97 | 6 | 7 | 14 | 4 | 0 | 47 | 16 | 0.51 | 0.64 |
| Heritage El Dorado Hills-Legends | Lennar | EH | | DTST | 164 | 0 | 5 | 14 | 2 | 0 | 93 | 28 | 1.01 | 1.12 |
| Heritage El Dorado Hills-Mosaic | Lennar | EH | | DTST | 369 | 6 | 5 | 14 | 5 | 0 | 76 | 29 | 0.82 | 1.16 |
| Heritage El Dorado Hills-Reflections | Lennar | EH | | DTST | 140 | 0 | 6 | 6 | 1 | 0 | 134 | 25 | 0.96 | 1.00 |
| Ridgeview Estates at Blackstone | Lennar | EH | | DTMJ | 24 | 0 | 3 | 2 | 0 | 0 | 12 | 6 | 0.33 | 0.24 |
| Sienna Ridge Estates | Lennar | EH | | DTMJ | 76 | 0 | 7 | 17 | 0 | 0 | 37 | 19 | 0.57 | 0.76 |
| Collina at Serrano | Woodside | EH | | DTMJ | 72 | 0 | 8 | 10 | 0 | 1 | 4 | 3 | 0.11 | 0.12 |
| TOTALS: No. Reporting: 9 | Avg. Sales: 1.67 | | Traffic to Sales: 6 : 1 | | | | 54 | 107 | 17 | 2 | 476 | 159 | Net: 15 | |
| City Codes: EH= El Dorado Hills | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|----------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Placer County | | | | | Projects Participating: 46 | | | | | | | In Area : 46 | | |
| | | | | | 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 |
| Cerrada | DR Horton | LL | | DTMJ | 166 | 0 | 8 | 5 | 0 | 1 | 6 | 6 | 0.38 | 0.38 |
| Veranda at Stoneridge | Elliott | RV | | DTST | 149 | 0 | 8 | 4 | 1 | 0 | 137 | 17 | 1.08 | 0.68 |
| Avenue, The | JMC | LL | | DTMJ | 50 | 0 | 7 | 20 | 2 | 0 | 43 | 8 | 0.46 | 0.32 |
| Monument Village at Sierra Vista | JMC | RV | | DTST | 92 | 0 | 8 | 51 | 0 | 1 | 78 | 30 | 1.44 | 1.20 |
| Palisade Village | JMC | RV | | DTST | 88 | 0 | 6 | 35 | 1 | 0 | 64 | 50 | 1.70 | 2.00 |
| Pinnacle Village | JMC | RV | | DTMJ | 83 | 0 | 7 | 23 | 1 | 0 | 59 | 26 | 1.07 | 1.04 |
| Ridge at Whitney Ranch II | JMC | RK | | DTST | 48 | 0 | 6 | 33 | 2 | 0 | 12 | 12 | 0.60 | 0.60 |
| Sentinel | JMC | RV | | DTST | 132 | 4 | 8 | 59 | 3 | 1 | 32 | 32 | 2.13 | 2.13 |
| Summerwood at Fiddymment Farm | JMC | RV | | DTST | 124 | 0 | 1 | 8 | 0 | 0 | 123 | 15 | 0.54 | 0.60 |
| Valleybrook at Fiddymment Farm | JMC | RV | | DTMJ | 78 | 0 | 7 | 20 | 0 | 0 | 71 | 24 | 0.77 | 0.96 |
| Westview at Whitney Ranch | JMC | RK | | DTMJ | 97 | 0 | 5 | 22 | 2 | 1 | 64 | 20 | 0.98 | 0.80 |
| Wildwood | JMC | RV | | DTMJ | 134 | 4 | 8 | 28 | 2 | 0 | 119 | 25 | 0.66 | 1.00 |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 8 | 17 | 2 | 0 | 21 | 21 | 2.30 | 2.30 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 50 | 0 | 7 | 23 | 0 | 0 | 12 | 12 | 0.57 | 0.57 |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 4 | 8 | 10 | 2 | 0 | 43 | 20 | 0.69 | 0.80 |
| Cadence at WestPark | KB Home | RV | | DTST | 88 | 0 | 6 | 16 | 0 | 0 | 72 | 38 | 1.12 | 1.52 |
| Oak Vista | KB Home | RK | | DTMJ | 59 | 0 | 6 | 9 | 1 | 0 | 47 | 20 | 0.84 | 0.80 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 5 | 7 | 20 | 5 | 0 | 54 | 32 | 0.96 | 1.28 |
| Corvara at Fiddymment Farm | Lennar | RV | | DTMJ | 134 | 4 | 8 | 13 | 5 | 0 | 82 | 38 | 1.09 | 1.52 |
| Heritage Solaire-Eclipse | Lennar | RV | | AASF | 155 | 0 | 8 | 10 | 1 | 1 | 97 | 23 | 0.88 | 0.92 |
| Heritage Solaire-Larissa | Lennar | RV | | AASF | 162 | 0 | 5 | 10 | 2 | 1 | 87 | 14 | 0.78 | 0.56 |
| Heritage Solaire-Meridian | Lennar | RV | | AASF | 176 | 0 | 5 | 10 | 2 | 0 | 102 | 18 | 0.89 | 0.72 |
| LaMaison II at Diamond Creek | Lennar | RV | | DTMJ | 50 | 0 | 6 | 11 | 1 | 1 | 13 | 10 | 0.36 | 0.40 |
| Monterosa at Fiddymment Farm | Lennar | RV | | DTMJ | 67 | 0 | 2 | 13 | 1 | 1 | 65 | 13 | 0.88 | 0.52 |
| Sausalito Walk | Lennar | RV | | DTST | 100 | 0 | 4 | 5 | 0 | 0 | 1 | 1 | 0.24 | 0.24 |
| Durango | Meritage | RK | | DTST | 122 | 0 | 7 | 25 | 2 | 0 | 109 | 26 | 0.89 | 1.04 |
| Summit II, The | Meritage | RV | | DTMJ | 92 | 0 | 8 | 23 | 0 | 0 | 42 | 22 | 0.78 | 0.88 |
| Sierra Oaks | Next New Homes | CF | | DTMJ | 34 | 0 | 5 | 5 | 0 | 0 | 5 | 5 | 0.24 | 0.24 |
| Fieldstone at Fiddymment Ranch | Richmond American | RV | | DTST | 71 | 0 | 6 | 6 | 2 | 0 | 12 | 12 | 0.80 | 0.80 |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 150 | 0 | 10 | 3 | 0 | 0 | 4 | 4 | 1.27 | 1.27 |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 62 | 0 | 10 | 5 | 0 | 0 | 8 | 8 | 2.55 | 2.55 |
| Catalina at Fiddymment Farm | Taylor Morrison | RV | | DTST | 47 | 0 | 9 | 9 | 1 | 0 | 15 | 15 | 0.74 | 0.74 |
| Liberty Village | Taylor Morrison | RV | | DTST | 53 | 0 | 10 | 24 | 0 | 0 | 37 | 30 | 0.95 | 1.20 |
| Monarch at Fiddymment Farm | Taylor Morrison | RV | | DTMJ | 91 | 0 | 10 | 7 | 0 | 0 | 14 | 10 | 0.41 | 0.40 |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 82 | 3 | 10 | 7 | 3 | 0 | 7 | 7 | 2.23 | 2.23 |
| Canyon View Whitney Ranch | The New Home Co | RK | | DTMJ | 92 | 4 | 8 | 29 | 4 | 0 | 70 | 13 | 0.59 | 0.52 |
| Park View at Whitney Ranch | The New Home Co | RK | | DTST | 60 | 0 | 5 | 15 | 0 | 0 | 33 | 10 | 0.51 | 0.40 |
| Summit at Whitney Ranch | TimLew is | RK | | DTMJ | 82 | 3 | 10 | 19 | 1 | 0 | 23 | 12 | 0.54 | 0.48 |
| La Madera at Twelve Bridges | TRI Pointe | LL | | DTST | 102 | 4 | 9 | 23 | 2 | 0 | 45 | 18 | 0.79 | 0.72 |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 5 | 9 | 17 | 1 | 0 | 12 | 11 | 0.66 | 0.66 |
| Cottages at Spring Valley | Woodside | RK | | DTMJ | 210 | 4 | 8 | 12 | 1 | 0 | 194 | 22 | 0.88 | 0.88 |
| Hills at Paradiso | Woodside | RV | | DTST | 58 | 0 | 8 | 13 | 1 | 0 | 35 | 13 | 0.52 | 0.52 |
| Flamonte at Twelve Bridges | Woodside | LL | | DTMJ | 95 | 0 | 7 | 21 | 2 | 0 | 29 | 13 | 0.43 | 0.52 |
| Ridge at Paradiso | Woodside | RV | | DTST | 42 | 0 | 6 | 11 | 1 | 0 | 22 | 10 | 0.33 | 0.40 |
| Tramonte at Twelve Bridges | Woodside | LL | | DTMJ | 100 | 0 | 5 | 23 | 0 | 0 | 23 | 13 | 0.34 | 0.52 |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Placer County (Continued ...) | | | | | Projects Participating: 46 | | | | | | | In Area : 46 | | |
| | | | | | 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 |
| Villas at Spring Valley | Woodside | RK | DTST | | 160 | 0 | 3 | 3 | 0 | 0 | 157 | 9 | 0.71 | 0.36 |
| TOTALS: No. Reporting: 46 | | Avg. Sales: 1.07 | | Traffic to Sales: 14 : 1 | | | 322 | 775 | 57 | 8 | 2400 | 808 | Net: 49 | |
| 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 | 5 | 2 | 0 | 0 | 6 | 2 | 0.08 | 0.08 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 5 | 2 | 0 | 0 | 6 | 2 | Net: 0 |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | |

| Yolo County | | | | Projects Participating: 13 | | | | | | | In Area : 13 | | |
|--|-----------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Riverchase | Anthem United | WS | DTMJ | 222 | 0 | 3 | 6 | 4 | 0 | 109 | 28 | 0.81 | 1.12 |
| Aspire at Stone's Throw | K Hovnanian | WN | DTST | 100 | 0 | 5 | 6 | 1 | 0 | 41 | 23 | 0.91 | 0.92 |
| Bradford at Spring Lake | KB Home | WL | DTST | 112 | 0 | 5 | 26 | 0 | 0 | 37 | 17 | 0.58 | 0.68 |
| Magnolia at Spring Lake | Lennar | WL | DTMJ | 78 | 0 | 4 | 11 | 2 | 0 | 26 | 7 | 0.52 | 0.28 |
| Orchard at Spring Lake | Lennar | WL | DTST | 103 | 0 | 1 | 1 | 1 | 0 | 102 | 9 | 0.77 | 0.36 |
| Summerstone at Spring Lake | Lennar | WL | DTST | 87 | 0 | 9 | 11 | 0 | 1 | 34 | 23 | 0.68 | 0.92 |
| Sunflower at Spring Lake | Lennar | WL | DTMJ | 85 | 0 | 6 | 11 | 1 | 0 | 37 | 13 | 0.75 | 0.52 |
| Cannery - Tilton | Shea | DV | DTMJ | 76 | 0 | 3 | 2 | 0 | 0 | 73 | 1 | 0.29 | 0.04 |
| Spring Lake - Ivy | Taylor Morrison | WL | DTMJ | 44 | 0 | 12 | 6 | 0 | 0 | 24 | 8 | 0.23 | 0.32 |
| Spring Lake - Laurel | Taylor Morrison | WL | DTMJ | 100 | 0 | 11 | 4 | 2 | 1 | 46 | 13 | 0.43 | 0.52 |
| Spring Lake - Olive | Taylor Morrison | WL | DTMJ | 70 | 0 | 11 | 7 | 1 | 1 | 47 | 14 | 0.45 | 0.56 |
| Cannery - Gala | The New Home Co | DV | ATMJ | 120 | 0 | 8 | 3 | 0 | 0 | 62 | 7 | 0.44 | 0.28 |
| Pines at Spring Lake | Woodside | WL | DTMJ | 83 | 4 | 10 | 6 | 1 | 0 | 8 | 8 | 0.40 | 0.40 |
| TOTALS: No. Reporting: 13 | | Avg. Sales: 0.77 | | Traffic to Sales: 8 : 1 | | | 88 | 100 | 13 | 3 | 646 | 171 | Net: 10 |
| City Codes: WS = West Sacramento, WN= Winters, WL = Woodland, DV = Davis | | | | | | | | | | | | | |

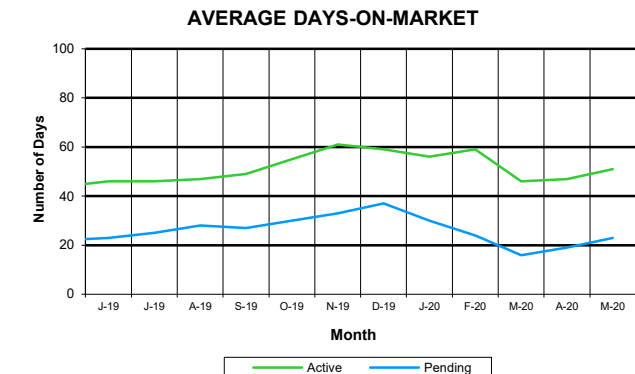
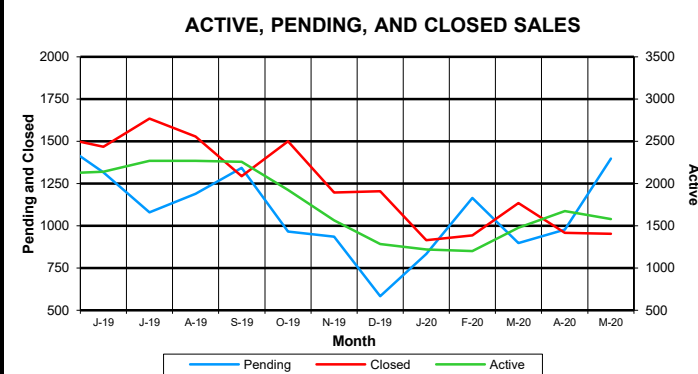
| Sutter County | | | | Projects Participating: 1 | | | | | | | In Area : 1 | | | |
|---------------------------|--|------------------|----|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|------|
| | | | | 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 | DTMJ | 170 | 7 | 9 | 19 | 5 | 0 | 16 | 16 | 1.22 | 1.22 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 5.00 | | Traffic to Sales: 4 : 1 | | | 9 | 19 | 5 | 0 | 16 | 16 | Net: 5 | |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| Yuba County | | | | | Projects Participating: 9 | | | | | | | 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 |
| Cresleigh Bluffs at Plumas Ranch | Cresleigh TSO | PLK | | DTST | 28 | 0 | TSO | 5 | 0 | 0 | 9 | 9 | 0.81 | 0.81 |
| Cresleigh Meadows at Plumas Ranch | Cresleigh | PLK | | DTMJ | 147 | 0 | 10 | 30 | 0 | 0 | 7 | 7 | 0.39 | 0.39 |
| Cresleigh Riverside at Plumas Ranch | Cresleigh | PLK | | DTMJ | 87 | 0 | 13 | 12 | 0 | 0 | 8 | 8 | 0.44 | 0.44 |
| Dorado | DR Horton | PLK | | DTST | 57 | 0 | 7 | 8 | 3 | 1 | 34 | 34 | 1.48 | 1.48 |
| Brookside | Hilbers | MS | | DTST | 52 | 0 | 1 | 2 | 0 | 0 | 51 | 10 | 0.41 | 0.40 |
| Summerset at The Orchards | JMC | MS | | DTST | 60 | 6 | 7 | 25 | 4 | 0 | 14 | 14 | 2.72 | 2.72 |
| Sunhaven at The Orchard | JMC | MS | | DTST | 71 | 4 | 7 | 15 | 2 | 0 | 51 | 21 | 0.78 | 0.84 |
| Rio Del Oro | K Hovnanian S/O | PLK | | DTST | 68 | 0 | S/O | 0 | 1 | 0 | 68 | 20 | 1.01 | 0.80 |
| Sonoma Ranch | Lennar | PLK | | DTST | 137 | 0 | 6 | 17 | 2 | 1 | 128 | 36 | 1.08 | 1.44 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 1.11 | | Traffic to Sales: 10 : 1 | | | 51 | 114 | 12 | 2 | 370 | 159 | Net: 10 | |
| City Codes: PLK = Plumas Lake, MS = Marysville | | | | | | | | | | | | | | |

| Sacramento | | | Projects Participating: 156 | | | | | In Area : 156 | |
|---|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 156 | Avg. Sales: 1.04 | Traffic to Sales: 13 : 1 | 1108 | 2390 | 187 | 24 | 8290 | 2700 | Net: 163 |
| 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 | | | | | | | | | |

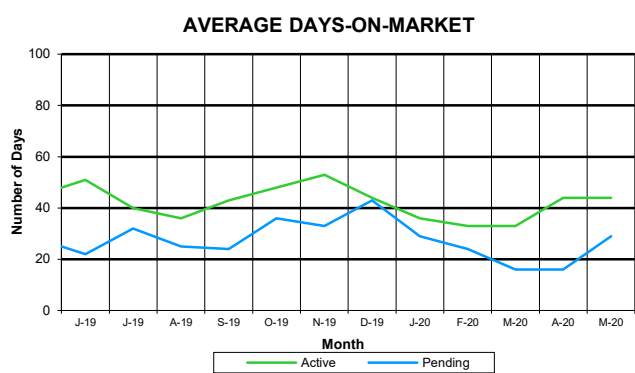
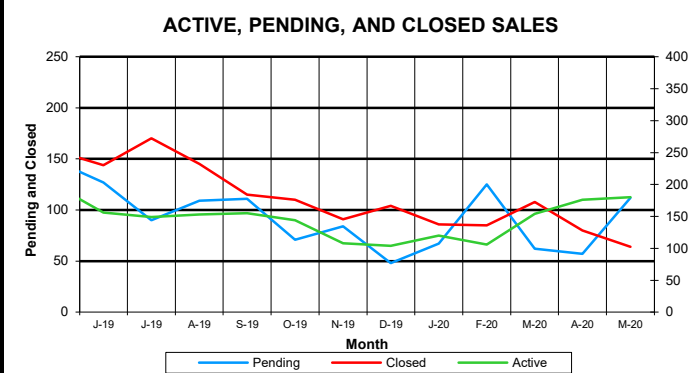
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 1,924 | 55 | 966 | 30 | 1,500 | \$423,665 |
| Nov-19 | 1,566 | 61 | 936 | 33 | 1,198 | \$427,554 |
| Dec-19 | 1,285 | 59 | 583 | 37 | 1,204 | \$418,860 |
| 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 |



Sacramento County Attd. Monthly MLS Survey

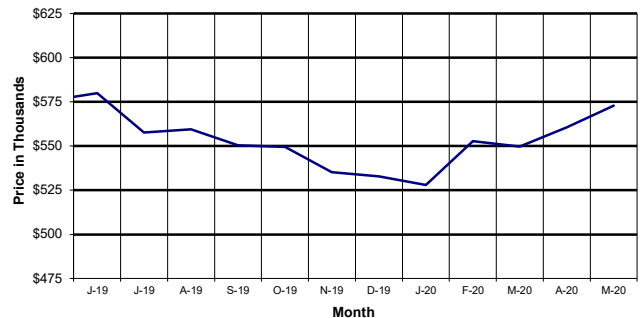
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 144 | 48 | 71 | 36 | 110 | \$255,008 |
| Nov-19 | 108 | 53 | 84 | 33 | 91 | \$259,443 |
| Dec-19 | 104 | 44 | 48 | 43 | 104 | \$275,072 |
| Jan-20 | 120 | 36 | 67 | 29 | 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 |



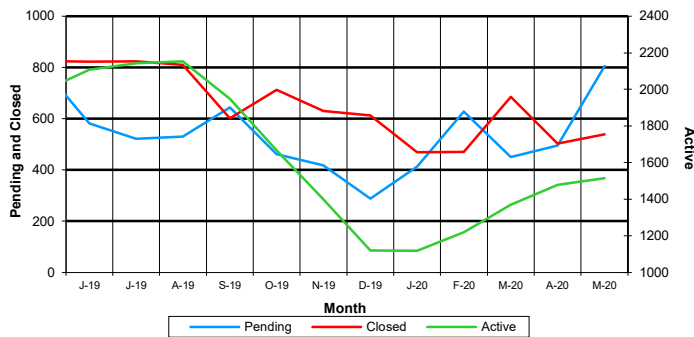
Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 1,667 | 78 | 461 | 47 | 712 | \$549,547 |
| Nov-19 | 1,400 | 87 | 418 | 51 | 630 | \$535,136 |
| Dec-19 | 1,120 | 88 | 288 | 60 | 612 | \$532,891 |
| 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 |

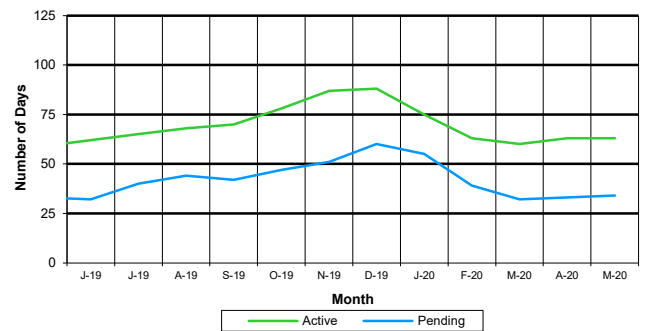
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



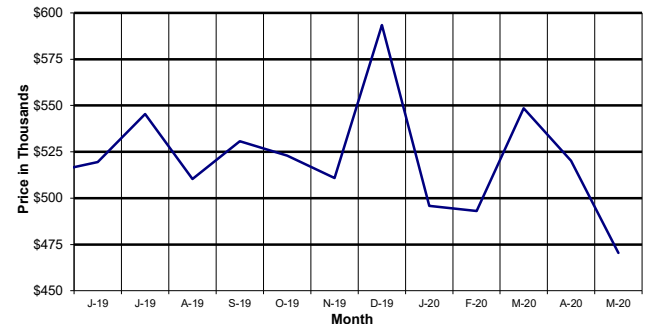
AVERAGE DAYS-ON-MARKET



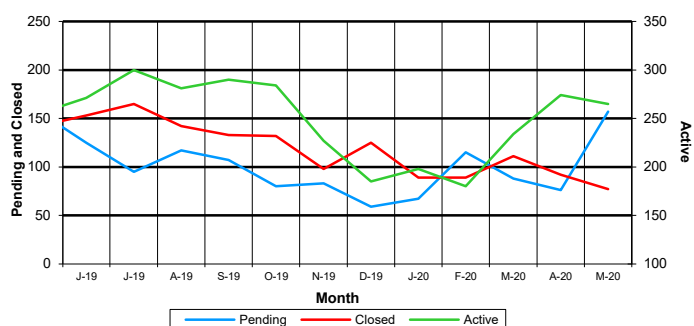
Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Oct-19 | 284 | 62 | 80 | 50 | 132 | \$522,892 |
| Nov-19 | 227 | 76 | 83 | 47 | 98 | \$510,871 |
| Dec-19 | 185 | 73 | 59 | 52 | 125 | \$593,399 |
| 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 |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

