

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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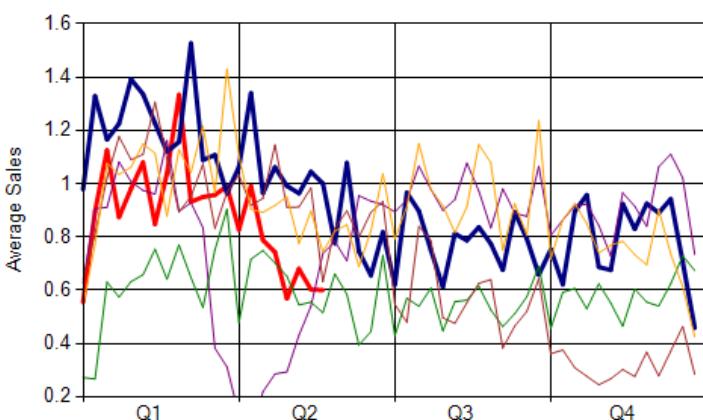
NATIONAL BUILDER DIVISION

**Ending: Sunday, May 29, 2022**

## Bay Area Week 21

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Alameda	27	197	28	5	23	0.85	0.85	0%	0.88	-4%	
Contra Costa	20	180	9	0	9	0.45	0.82	-45%	0.86	-48%	
Sonoma, Napa	8	52	3	1	2	0.25	0.57	-56%	0.71	-65%	
San Francisco, Marin	3	39	2	0	2	0.67	0.57	17%	0.45	47%	
San Mateo	5	47	2	0	2	0.40	0.89	-55%	0.94	-57%	
Santa Clara	12	81	3	4	-1	-0.08	1.08	-108%	1.04	-108%	
Monterey, Santa Cruz, San Benito	7	63	11	0	11	1.57	0.98	60%	0.83	88%	
Solano	18	156	16	4	12	0.67	0.99	-33%	0.95	-30%	
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>11 : 1</b>	<b>100</b>	<b>815</b>	<b>74</b>	<b>14</b>	<b>0.60</b>	<b>0.87</b>	<b>-31%</b>	<b>0.88</b>	<b>-32%</b>
Per Project Average			8	0.74	0.14	0.60					
<b>Year Ago - 05/30/2021</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>114</b>	<b>1482</b>	<b>120</b>	<b>6</b>	<b>1.00</b>	<b>1.15</b>	<b>-13%</b>	<b>1.11</b>	<b>-10%</b>
% Change			-12%	-45%	-38%	133%	-47%	-40%	-24%	-21%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 21

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	143	31	1.08	0.10	0.98	0.90
■	2018	128	32	1.06	0.08	0.97	0.70
■	2019	151	18	0.72	0.10	0.62	0.58
■	2020	152	13	0.77	0.12	0.65	0.80
■	2021	117	16	1.22	0.07	1.15	0.93
■	2022	103	11	0.98	0.10	0.87	0.87
% Change:		-13%	-28%	-20%	43%	-24%	-6%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>		<b>RATE</b>	<b>APR</b>	The housing market is facing some tough challenges. Builders continue to face scarce materials and high input prices, which continue to put upward pressure on prices. At the same time, rising mortgage rates are eroding affordability with the average 30-year commitment rate for a fixed-rate mortgage at almost 5% in April, according to Freddie Mac, which is about two percentage points higher than the 2021 average. These dynamics led existing home sales to decline 2.4% in April, the third straight monthly decline. We expect new home sales also declined last month and slid to 748K-unit pace from 763K previously. Even with recent cooling, demand for homes remains strong and low levels of inventory and favorable demographics should prevent an outright contraction in the housing market. The mortgage applications purchases index has continued to move lower, declining 11.9% last week. A slowdown in activity should allow builders to make headway on projects and inventories to rise slightly. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				
<b>FHA</b>		<b>5.13%</b>	<b>5.19%</b>					
<b>10 Yr Yield</b>		<b>4.45%</b>	<b>4.79%</b>					
<b>10 Yr Yield</b>		<b>2.86%</b>						
 EQUAL OPPORTUNITY LENDER								

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Bay Area

Page  
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Alameda County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	2	7	1	0	79	7	0.63	0.33
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	3	7	1	1	75	25	0.60	1.19
Enclave - Sierra Collection	Century	FR		ATMJ	70	5	3	6	0	0	53	14	0.39	0.67
Hideaway, The	DR Horton <span style="color:red">S/O</span>	HY		ATMJ	59	0	S/O	2	1	0	59	22	1.11	1.05
Atlas at Mission Village	KB Home	HY		ATMJ	72	7	4	45	6	0	21	21	9.80	9.80
Aspect at Innovation	Lennar	FR		ATMJ	167	0	7	4	0	2	37	18	1.18	0.86
Bungalows at Bridgeway	Lennar	NK		DTMJ	91	0	1	7	1	0	90	30	1.03	1.43
Chroma at Innovation	Lennar	FR		ATMJ	146	4	5	12	2	0	5	5	2.33	2.33
Courts at Bridgeway	Lennar	NK		ATMJ	81	0	1	7	0	0	71	13	1.07	0.62
Lumiere at Innovation	Lennar	FR		ATMJ	156	4	5	6	1	0	23	17	0.85	0.81
Matrix at Innovation	Lennar	FR		ATMJ	53	3	3	8	2	0	29	11	0.85	0.52
Terraces at Bridgeway	Lennar	NK		ATMJ	96	3	4	7	1	0	42	12	1.02	0.57
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	3	7	0	0	72	16	0.91	0.76
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	3	7	0	0	97	23	1.11	1.10
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	3	0	0	28	9	0.39	0.43
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	3	0	0	45	10	0.63	0.48
Landing at Bay37	Pulte	AL		ATMJ	96	0	3	2	2	0	72	41	1.01	1.95
Lookout at Bay37	Pulte	AL		ATMJ	138	0	3	2	1	0	37	10	0.52	0.48
Line at SoHay	Taylor Morrison	HY		ATST	198	0	9	5	1	0	154	28	0.95	1.33
Prime at SoHay	Taylor Morrison <span style="color:red">TSO</span>	HY		ATST	126	0	TSO	5	0	0	91	0	0.56	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	13	3	0	52	15	0.50	0.71
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.95</b>			<b>Traffic to Sales: 7 : 1</b>				66	165	23	3	1232	347
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 6									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Broadway at Boulevard	Brookfield	DB		ATMJ	110	0	3	5	0	0	89	17	1.23	0.81
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	3	4	0	0	0	98	14	0.84	0.67
Melrose at Boulevard	Brookfield	DB		DTMJ	75	5	11	24	4	1	12	12	2.27	2.27
Lombard at Boulevard	Lennar	DB		DTMJ	100	2	4	1	0	0	6	6	2.80	2.80
Skyline at Boulevard	Lennar	DB		ATMJ	114	2	5	1	1	1	105	17	0.78	0.81
Venice at Boulevard	Lennar	DB		ATMJ	91	1	5	1	0	0	2	2	0.88	0.88
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 6 : 1</b>				32	32	5	2	312	68
City Codes: DB = Dublin														

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Bay Area

Page  
2 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 4									
Diablo Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMJ	34	0	10	5	0	0	7	7	0.37	0.37
Woodbury Highlands	Davidon	LF		ATMJ	99	0	14	5	0	0	28	16	0.32	0.76
The Brant	Lennar	LF		ATMJ	66	0	3	2	0	0	9	7	0.33	0.33
Reserve at Pleasant Hill	Ponderosa S/O	PH		DTMJ	17	0	S/O	0	1	0	17	6	0.20	0.29
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.25</b>			<b>Traffic to Sales: 12 : 1</b>			<b>27</b>	<b>12</b>	<b>1</b>	<b>0</b>	<b>61</b>	<b>36</b>	<b>Net: 1</b>
City Codes: PH = Pleasant Hill, LF = Lafayette														

San Ramon Valley					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	2	1	0	0	99	15	1.00	0.71
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>99</b>	<b>15</b>	<b>Net: 0</b>
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Village 29	Lafferty S/O	EC		ATMJ	29	0	S/O	1	1	0	29	6	0.19	0.29
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 1 : 1</b>			<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>29</b>	<b>6</b>	<b>Net: 1</b>
City Codes: EC = El Cerrito														

Antioch/Pittsburg					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	3	26	1	0	148	30	1.61	1.43
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	4	16	0	0	241	25	0.98	1.19
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	4	11	0	0	92	27	1.11	1.29
Luca at Aviano	DeNova	AN		DTMJ	194	0	5	37	1	0	74	32	1.77	1.52
Luna at Aviano	Lennar	AN		DTMJ	102	0	3	2	0	0	27	16	1.03	0.76
Oriana at Aviano	Lennar	AN		DTMJ	115	0	6	3	0	0	32	21	1.22	1.00
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	6	3	1	0	43	8	0.59	0.38
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	1	3	0	0	74	21	0.90	1.00
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	3	4	2	0	31	19	0.68	0.90
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.56</b>			<b>Traffic to Sales: 21 : 1</b>			<b>35</b>	<b>105</b>	<b>5</b>	<b>0</b>	<b>762</b>	<b>199</b>	<b>Net: 5</b>
City Codes: AN = Antioch, PT = Pittsburg														

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Bay Area

Page  
3 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
East Contra Costa					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	81	0	1	25	0	0	72	3	0.50	0.14
Chandler	Brookfield	BT		DTMJ	160	5	15	11	0	0	59	28	1.46	1.33
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	5	3	0	0	22	22	1.54	1.54
Alicante	Meritage	OY		DTMJ	133	0	1	10	1	0	129	40	1.67	1.90
Orchard Trails	Shea	BT		DTMJ	78	0	4	12	1	0	27	17	0.90	0.81
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 31 : 1</b>				26	61	2	0	309	110
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

Sonoma, Napa Counties					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Willow at University District	DR Horton	RP		DTMJ	128	0	2	14	1	0	21	21	1.71	1.71
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	10	0	0	30	13	0.72	0.62
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.10	0.00
Seasons at University District	Richmond American	RP		DTMJ	52	0	1	2	1	0	7	7	0.57	0.57
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	19	0	0	32	8	0.64	0.38
Riverfront	TRI Pointe	PET		DTMJ	134	0	4	7	0	0	75	17	0.92	0.81
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	0	1	1	22	15	0.57	0.71
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	60	3	0.25	0.14
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.25</b>		<b>Traffic to Sales: 17 : 1</b>				10	52	3	1	263	84	<b>Net: 2</b>
City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa														

Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verandah	Landsea	NV		ATMJ	80	0	1	30	2	0	26	18	0.65	0.86
The Strand (Detached)	Trumark	SN		DTMJ	37	0	10	6	0	0	12	12	0.43	0.57
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 18 : 1</b>				11	36	2	0	38	30	<b>Net: 2</b>
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	3	3	0	0	18	5	0.28	0.24
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				3	3	0	0	18	5	<b>Net: 0</b>
City Codes: SF = San Francisco														

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Bay Area

Page  
4 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
San Mateo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
One 90 - Borelle	Pulte	SM		DTMJ	29	0	4	7	0	0	24	3	0.34	0.14
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	2	6	1	0	14	14	0.69	0.67
One 90 - Indigo	Pulte	SM		ATMJ	54	0	4	7	0	0	37	32	1.36	1.52
One 90 - Slate	Pulte	SM		ATMJ	57	0	3	7	0	0	48	18	0.67	0.86
Laguna Vista	SummerHill	FC		ATMJ	70	0	6	20	1	0	20	20	1.97	1.97
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 24 : 1</b>				<b>19</b>	<b>47</b>	<b>2</b>	<b>0</b>	<b>143</b>	<b>87</b>
City Codes: SM = San Mateo, FC = Foster City														

Santa Clara County					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	8	23	1	0	4	4	1.27	1.27
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	0	5	4	0	0	57	36	2.02	1.71
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	0	4	1	0	0	31	12	0.99	0.57
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	3	5	0	1	157	11	1.69	0.52
Lavender	Landsea	SV		ATMJ	128	0	2	6	0	0	38	28	1.18	1.33
Gateway at Central	Pulte	SJ		ATMJ	72	0	2	10	1	0	6	6	2.80	2.80
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	3	8	6	1	0	40	22	0.95	1.05
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	9	6	0	0	39	14	0.72	0.67
Bellaterra - Towns	SummerHill	LG		ATMJ	97	8	12	5	0	0	34	15	0.63	0.71
Nuevo - Terraces	SummerHill	SC		ATST	176	0	11	10	0	0	165	14	0.94	0.67
Ovation	Taylor Morrison	SV		ATMJ	107	0	9	5	0	0	66	28	1.26	1.33
Jasper	Trumark	MH		ATMJ	101	0	9	0	0	3	16	16	1.13	1.13
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: -0.08</b>		<b>Traffic to Sales: 27 : 1</b>				<b>82</b>	<b>81</b>	<b>3</b>	<b>4</b>	<b>653</b>	<b>206</b>
City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	4	4	18	1	0	128	34	1.91	1.62
Polo Ranch	Lennar	SV		DTMJ	40	0	2	1	1	0	28	15	0.89	0.71
Montclair	Meritage	HO		DTMJ	99	0	1	8	4	0	69	41	1.32	1.95
Beach House II at the Dunes	Shea	MA		DTMJ	92	4	4	14	3	0	54	24	1.25	1.14
Enclave, The	Shea	SS		DTMJ	26	0	2	7	0	0	23	8	0.44	0.38
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	1	9	2	0	43	18	1.00	0.86
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	1	6	0	0	20	11	0.46	0.52
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 1.57</b>		<b>Traffic to Sales: 6 : 1</b>				<b>15</b>	<b>63</b>	<b>11</b>	<b>0</b>	<b>365</b>	<b>151</b>
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Bay Area

Page  
5 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	4	10	0	0	4	4	0.76	0.76
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	4	12	1	0	4	4	0.76	0.76
Luminescence at Liberty	DeNova	RV		AASF	311	5	3	24	3	0	57	35	1.23	1.67
Savannah II at Homestead	DR Horton	DX		DTST	74	4	4	9	4	1	32	32	1.75	1.75
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	5	14	0	0	32	27	1.07	1.29
Oreston at One Lake	Lennar	FF		DTMJ	130	3	3	13	1	0	92	23	1.07	1.10
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	2	1	1	0	27	17	0.86	0.81
Homestead	Meritage	DX		DTMJ	99	0	3	13	0	0	79	30	1.23	1.43
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	3	5	0	0	4	4	0.55	0.55
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	2	8	0	0	7	7	0.77	0.77
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	8	2	0	0	78	2	0.82	0.10
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	2	1	1	1	22	15	0.61	0.71
Seasons at Homestead	Richmond American	DX		DTMJ	85	3	5	2	1	0	6	6	0.72	0.72
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	6	0	2	60	23	0.97	1.10
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	4	1	15	4	0	23	23	2.04	2.04
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	4	12	0	0	76	19	0.97	0.90
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	5	9	0	0	24	19	1.10	0.90
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	1	0	0	0	119	8	0.75	0.38
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	3	N/A	0	0	93	25	1.13	1.19
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	4	N/A	0	0	67	15	0.82	0.71
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	3	N/A	0	0	51	15	0.77	0.71
<b>TOTALS: No. Reporting: 18</b>	<b>Avg. Sales: 0.67</b>				<b>Traffic to Sales: 10 : 1</b>			<b>73</b>	<b>156</b>	<b>16</b>	<b>4</b>	<b>957</b>	<b>353</b>	<b>Net: 12</b>
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 103						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 100</b>	<b>Avg. Sales: 0.60</b>	<b>Traffic to Sales: 11 : 1</b>	<b>401</b>	<b>815</b>	<b>74</b>	<b>14</b>	<b>5241</b>	<b>1697</b>	<b>Net: 60</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									



# The Ryness Company

Marketing Research Department

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

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

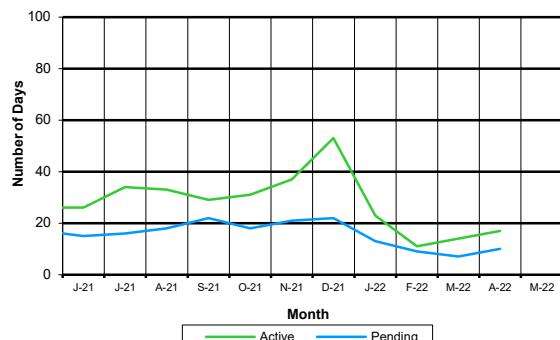
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-21	323	29	313	22	893,271
Oct-21	247	31	318	18	923,235
Nov-21	159	37	250	21	912,541
Dec-21	62	53	171	22	961,501
Jan-22	115	23	217	13	891,286
Feb-22	172	11	284	9	981,926
Mar-22	156	14	363	7	1,053,845
Apr-22	223	17	269	10	1,057,560



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

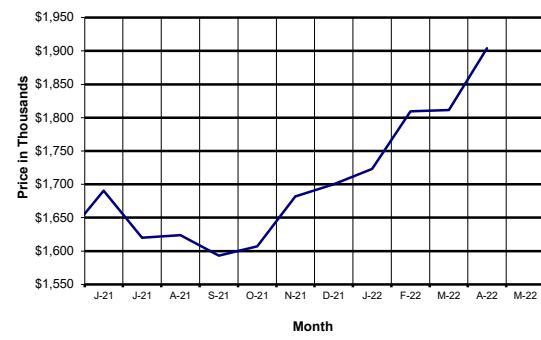


## San Jose Metro SFD Monthly MLS Survey

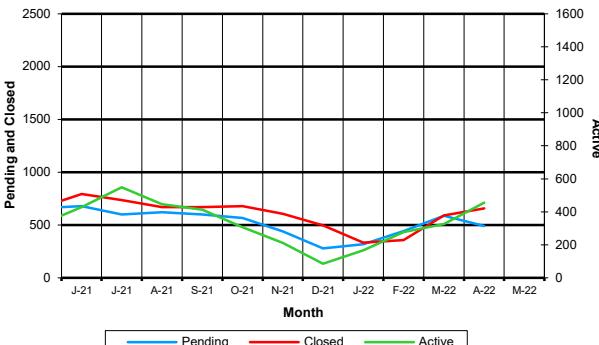
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-21	412	38	601	14	1,593,222
Oct-21	306	40	566	16	1,606,899
Nov-21	212	53	438	16	1,682,047
Dec-21	85	77	279	12	1,700,281
Jan-22	166	34	318	15	1,723,298
Feb-22	278	23	443	8	1,809,662
Mar-22	326	23	587	9	1,811,625
Apr-22	455	22	490	10	1,904,125

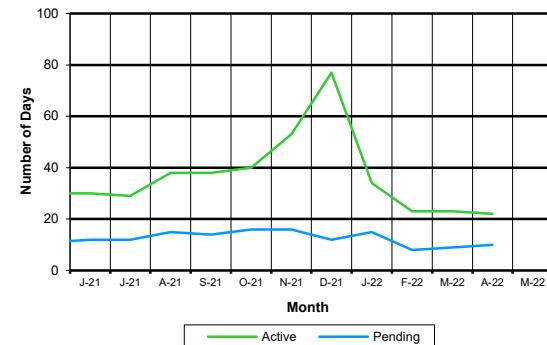
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

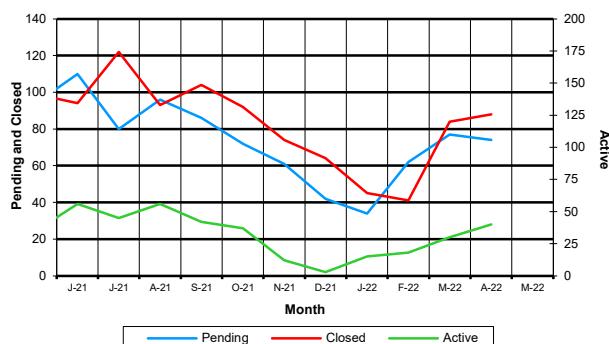
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

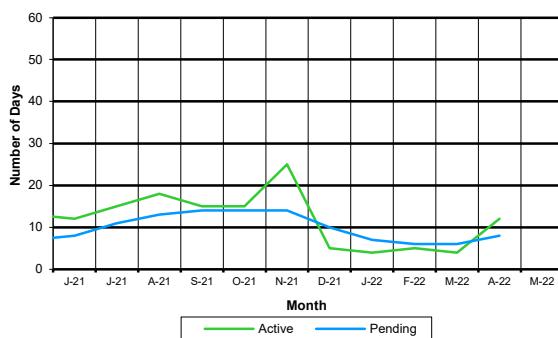
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	42	15	86	14	104	821,059
Oct-21	37	15	72	14	92	845,875
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832
Feb-22	18	5	62	6	41	926,881
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

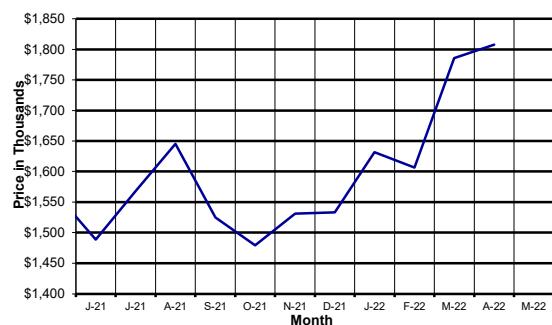


## Amador Valley SFD Monthly MLS Survey

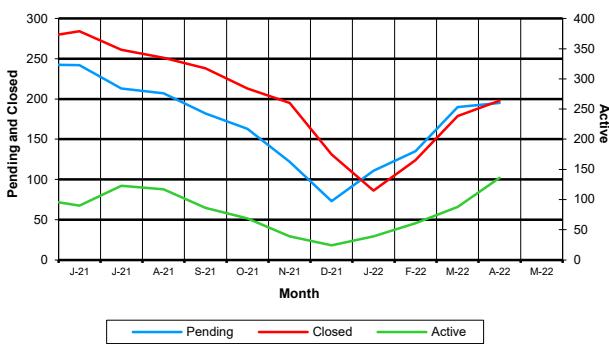
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	86	32	182	12	238	1,525,102
Oct-21	69	41	163	10	213	1,479,419
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792
Feb-22	61	21	135	6	124	1,606,440
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648

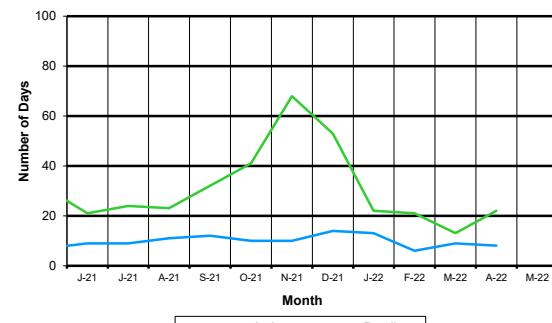
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



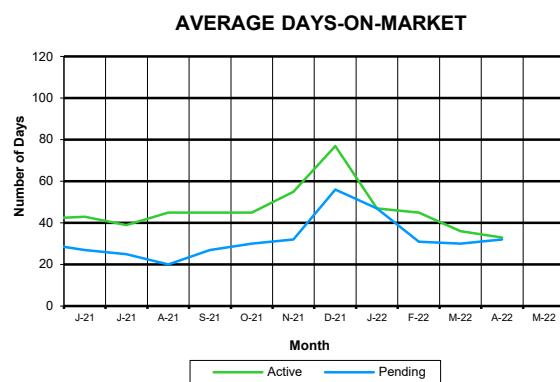


# The Ryness Company

Marketing Research Department

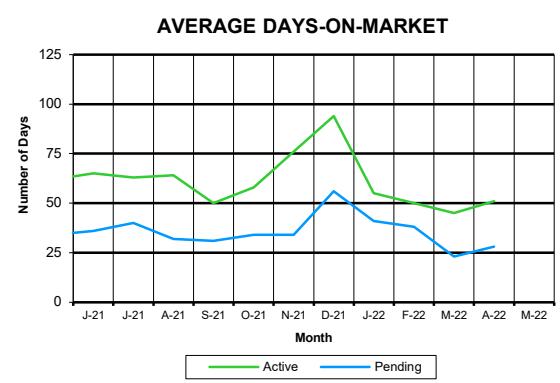
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-21	222	45	104	27	103	670,000
Oct-21	198	45	107	30	107	711,796
Nov-21	162	55	80	32	125	703,983
Dec-21	80	77	63	56	98	666,852
Jan-22	138	47	60	47	62	716,423
Feb-22	151	45	82	31	71	600,788
Mar-22	159	36	85	30	109	692,157
Apr-22	147	33	82	32	110	730,835



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-21	983	50	393	31	373	1,510,985
Oct-21	930	58	412	34	455	1,589,937
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904
Feb-22	628	50	252	38	297	1,526,995
Mar-22	787	45	396	23	457	1,562,537
Apr-22	917	51	329	28	452	1,492,500



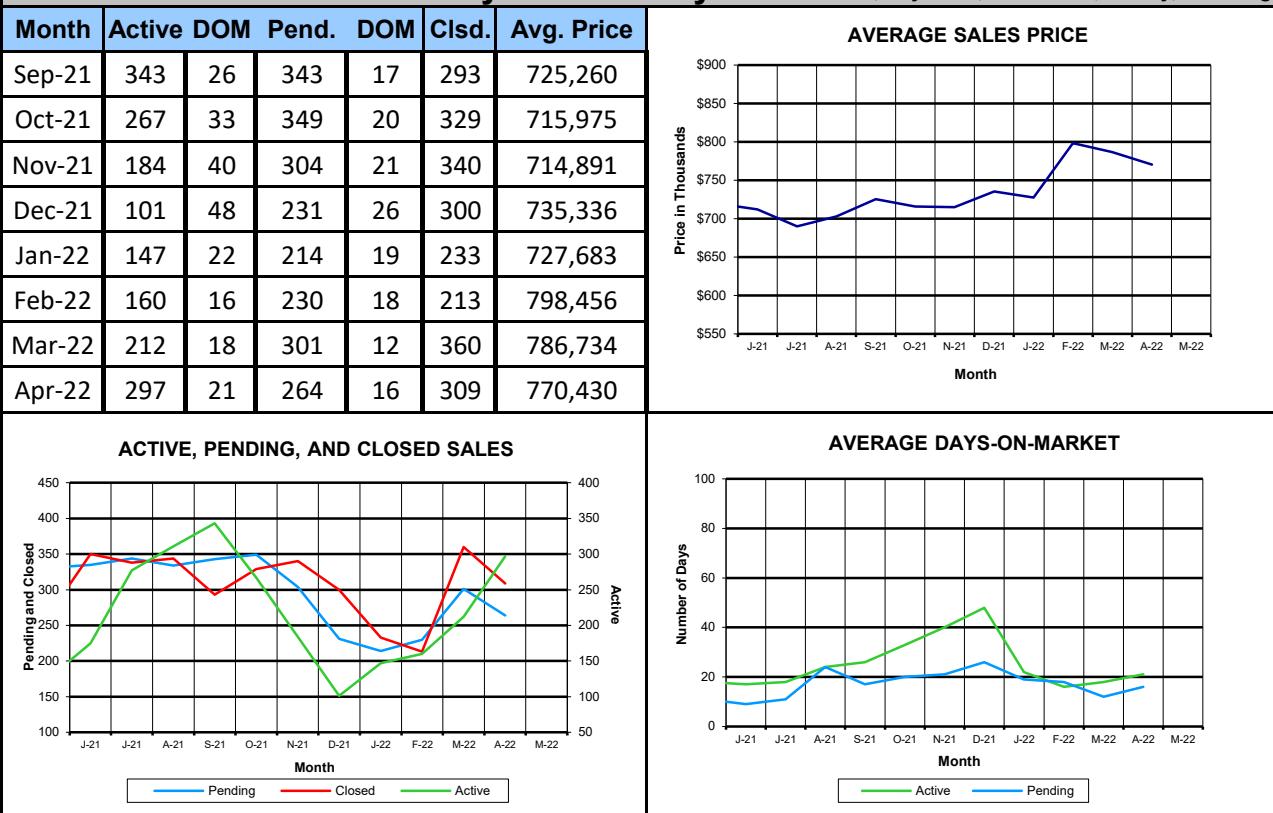


# The Ryness Company

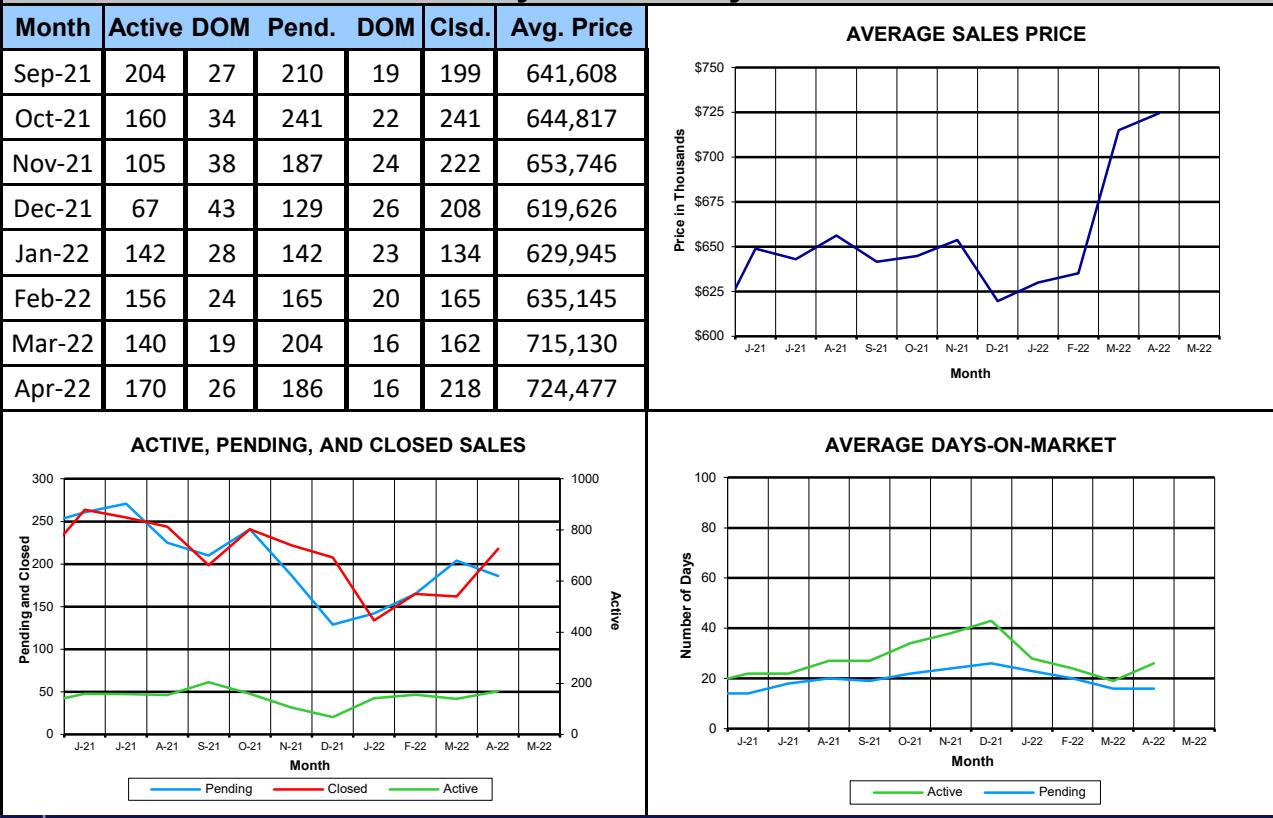
Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



## Fairfield-Vacaville SFD Monthly MLS Survey



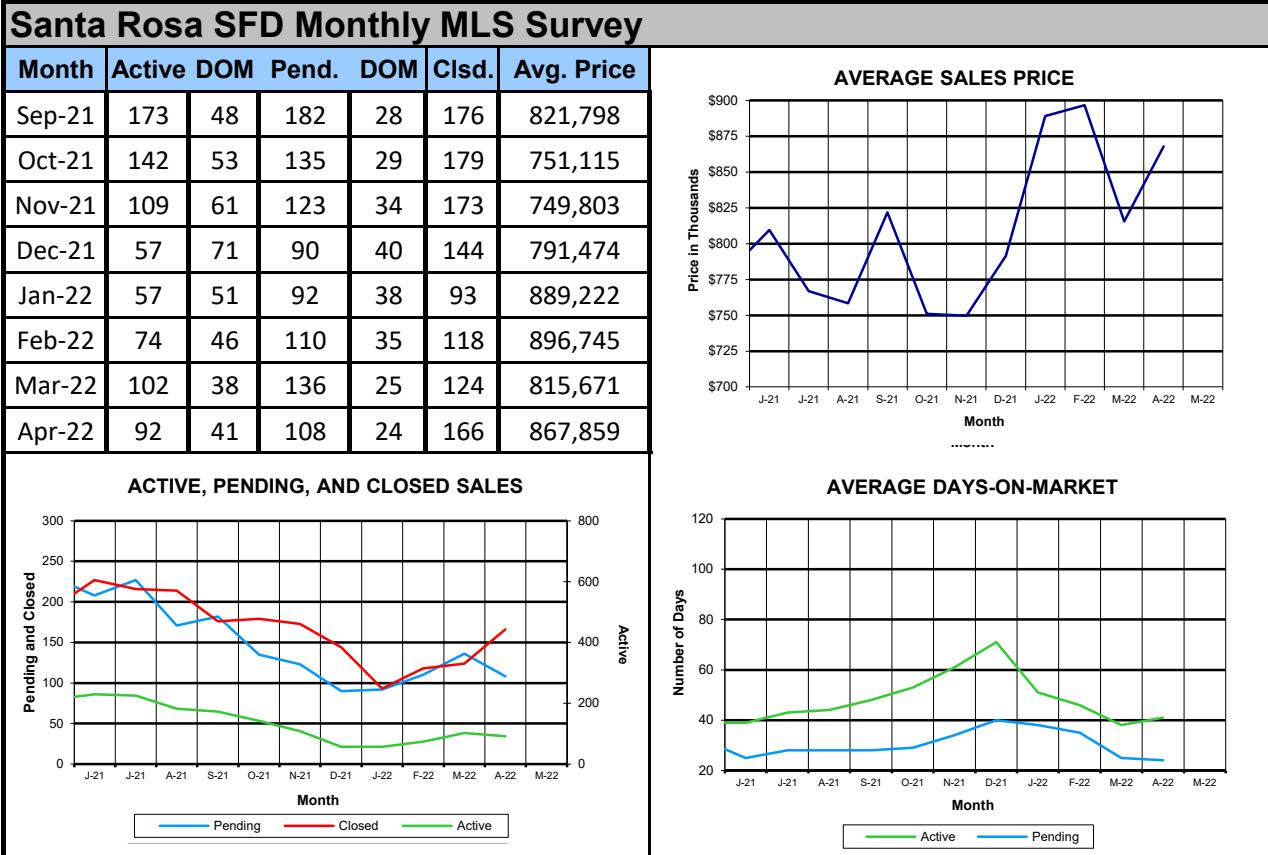
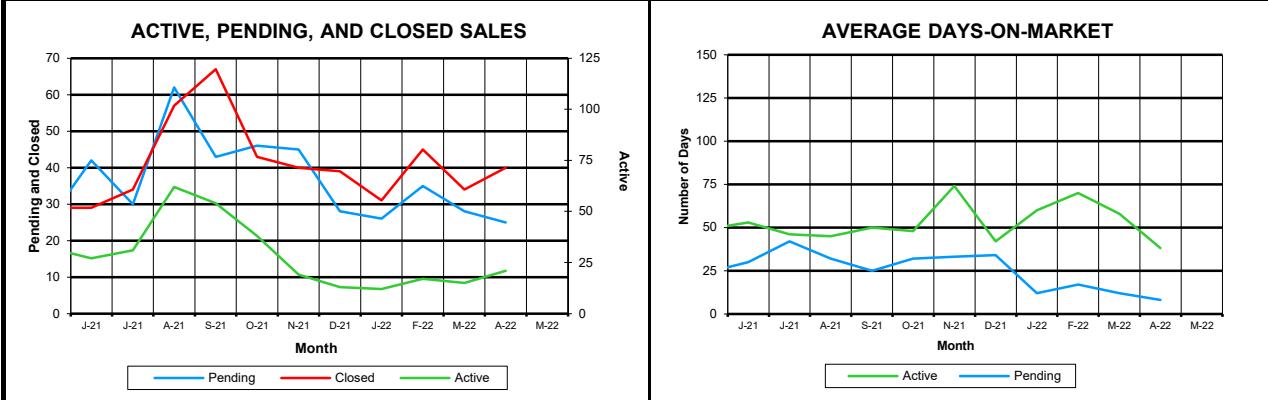


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-21	54	50	43	25	67	477,925
Oct-21	38	48	46	32	43	559,334
Nov-21	19	74	45	33	40	635,579
Dec-21	13	42	28	34	39	511,893
Jan-22	12	60	26	12	31	604,378
Feb-22	17	70	35	17	45	605,400
Mar-22	15	58	28	12	34	602,058
Apr-22	21	38	25	8	40	589,647



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

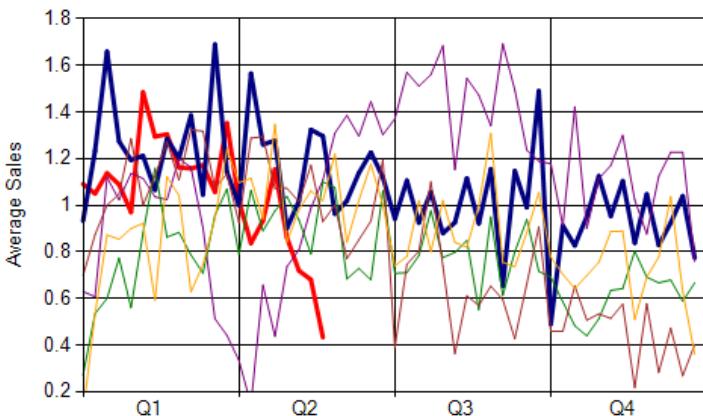
## Central Valley

Week 21

Ending: Sunday, May 29, 2022

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		11	136	9	2	7	0.64	1.01	-37%	1.06	-40%	
San Joaquin County		46	578	44	17	27	0.59	1.20	-51%	1.17	-50%	
Stanislaus County		7	91	11	3	8	1.14	1.33	-14%	1.37	-16%	
Merced County		13	70	8	6	2	0.15	0.69	-78%	0.58	-74%	
Madera County		4	18	6	3	3	0.75	1.00	-25%	0.72	4%	
Fresno County		23	105	6	8	-2	-0.09	0.96	-109%	1.01	-109%	
<b>Current Week Totals</b>	Traffic : Sales	12:1	<b>104</b>	<b>998</b>	<b>84</b>	<b>39</b>	<b>45</b>	<b>0.43</b>	<b>1.05</b>	<b>-59%</b>	<b>1.04</b>	<b>-58%</b>
Per Project Average				10	0.81	0.38	0.43					
<b>Year Ago - 05/30/2021</b>	Traffic : Sales	9:1	<b>108</b>	<b>1388</b>	<b>155</b>	<b>15</b>	<b>140</b>	<b>1.30</b>	<b>1.24</b>	<b>5%</b>	<b>1.24</b>	<b>5%</b>
<b>% Change</b>			-4%	-28%	-46%	160%	-68%	-67%	-15%		-16%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 21

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	50	31	1.02	0.11	0.90	0.87
■	2018	66	26	1.25	0.15	1.10	0.80
■	2019	76	21	0.98	0.14	0.84	0.77
■	2020	80	21	1.04	0.20	0.84	1.11
■	2021	105	18	1.36	0.12	1.24	1.09
■	2022	102	15	1.21	0.16	1.05	1.05
% Change:		-3%	-17%	-11%	34%	-15%	-4%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			
<b>FHA</b>			
<b>10 Yr Yield</b>			
<b>RATE</b> <b>5.13%</b> <b>4.45%</b>			<b>APR</b> <b>5.19%</b> <b>4.79%</b>
			The housing market is facing some tough challenges. Builders continue to face scarce materials and high input prices, which continue to put upward pressure on prices. At the same time, rising mortgage rates are eroding affordability with the average 30-year commitment rate for a fixed-rate mortgage at almost 5% in April, according to Freddie Mac, which is about two percentage points higher than the 2021 average. These dynamics led existing home sales to decline 2.4% in April, the third straight monthly decline. We expect new home sales also declined last month and slid to 748K-unit pace from 763K previously. Even with recent cooling, demand for homes remains strong and low levels of inventory and favorable demographics should prevent an outright contraction in the housing market. The mortgage applications purchases index has continued to move lower, declining 11.9% last week. A slowdown in activity should allow builders to make headway on projects and inventories to rise slightly. Source: Wells Fargo Bank Weekly Economic & Financial Commentary

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11													
Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Magnolia Park	Bright	TR		DTMJ	42	0	1	5	0	0	41	0	0.45	0.00				
Legacy at College Park	Century	MH		DTMJ	133	3	3	21	1	0	125	36	1.54	1.71				
Hartwell at Ellis	Landsea <b>TSO</b>	TR		DTMJ	121	0	TSO	0	0	0	74	24	1.64	1.14				
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	3	0	0	0	35	14	0.78	0.67				
Townsend at Ellis	Landsea	TR		DTMJ	104	0	5	0	0	0	93	54	2.71	2.57				
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	3	19	1	0	28	28	1.53	1.53				
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	3	24	2	1	151	19	0.92	0.90				
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	2	2	29	2	0	117	15	0.85	0.71				
Bergamo at Mountain House	Shea	MH		DTMJ	137	3	3	13	2	0	97	26	1.52	1.24				
Langston at Mountain House	Shea	MH		ATMJ	171	0	2	17	1	0	165	23	1.35	1.10				
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	3	8	0	1	95	6	0.94	0.29				
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.64</b>		<b>Traffic to Sales: 15 : 1</b>				<b>28</b>	<b>136</b>	<b>9</b>	<b>2</b>	<b>1021</b>	<b>245</b>				
<b>Net: 7</b>																		
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills																		

Stockton/Lodi					Projects Participating: 11													
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	4	0	0	0	112	38	1.75	1.81				
Solari Ranch II	DR Horton	SK		DTST	65	6	5	9	6	0	41	31	1.13	1.48				
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	2	3	1	1	70	20	1.18	0.95				
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	1	0	0	0	107	1	0.88	0.05				
Montevello II	KB Home	SK		DTST	103	0	2	4	0	0	101	22	1.24	1.05				
Santorini	KB Home	SK		DTMJ	86	0	5	9	0	1	57	26	1.33	1.24				
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	19	0	0	71	34	1.23	1.62				
Keys at Westlake	Lennar	SK		DTMJ	101	0	4	14	1	1	81	18	0.82	0.86				
Westlake	Meritage <b>TSO</b>	SK		DTMJ	84	0	TSO	12	1	0	15	15	1.35	1.35				
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	3	3	0	0	17	17	1.28	1.28				
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	4	4	2	1	0	13	13	1.15	1.15				
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.64</b>		<b>Traffic to Sales: 8 : 1</b>				<b>33</b>	<b>75</b>	<b>10</b>	<b>3</b>	<b>685</b>	<b>235</b>				
<b>Net: 7</b>																		
City Codes: SK = Stockton, LD = Lodi																		

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Central Valley

Page  
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 35									
San Joaquin County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	1	3	0	0	80	16	0.56	0.76
Griffin Park	Atherton	MN		DTMJ	156	0	2	22	1	0	108	42	2.33	2.00
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	5	12	2	2	69	41	1.96	1.95
Pinnacle at North Main	DR Horton	MN		DTMJ	87	6	7	18	6	2	16	16	1.93	1.93
Summit at North Main	DR Horton	MN		DTST	67	0	4	17	0	0	13	13	1.15	1.15
Haven Villas at Sundance	KB Home	MN		DTMJ	235	0	4	5	1	0	230	28	1.51	1.33
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	3	2	0	0	93	21	1.33	1.00
Balboa at River Islands	Kiper	LP		DTMJ	77	0	3	26	1	0	61	24	1.26	1.14
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	2	28	0	0	74	26	1.16	1.24
Freestone	Kiper	MN		DTMJ	60	0	3	53	0	0	23	23	1.73	1.73
Skye at River Islands	Kiper	LP		DTMJ	155	0	4	16	0	0	25	25	0.85	1.19
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	12	13	0	0	109	4	0.34	0.19
Horizon at River Islands	Lennar	LP		DTMJ	143	0	1	20	1	0	87	35	1.32	1.67
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	3	3	10	2	0	102	43	1.54	2.05
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	2	17	0	0	43	28	1.22	1.33
Arbor Bend- Linden	Meritage	MN		DTMJ	268	3	3	12	2	2	92	36	1.39	1.71
Laguna at River Islands	Pulte	LP		DTMJ	110	0	5	2	0	2	38	27	1.34	1.29
Sanctuary at River Islands	Pulte	LP		DTMJ	91	3	3	4	2	1	42	31	1.48	1.48
Sunset at River Islands	Pulte	LP		DTMJ	122	0	1	3	0	1	121	37	1.70	1.76
Passport at Griffin Park	Raymus	MN		DTMJ	100	3	3	12	3	0	86	58	2.66	2.76
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	5	0	0	7	7	1.14	1.14
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	3	8	0	0	70	29	1.53	1.38
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	5	2	0	0	12	12	1.95	1.95
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	2	7	1	0	21	21	1.15	1.15
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	2	7	1	0	37	29	1.46	1.38
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	2	6	3	1	103	11	0.73	0.52
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	4	4	39	3	0	39	23	1.11	1.10
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	0	2	3	0	0	103	1	1.01	0.05
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	2	3	0	0	22	22	1.79	1.79
Avalon at River Islands	Trumark	LP		DTMJ	57	0	3	22	1	1	25	25	1.31	1.31
Avalon Point at River Islands	Trumark	LP		DTMJ	69	7	6	22	2	0	19	19	1.43	1.43
Dawn at The Collective	Trumark	MN		AASF	76	0	7	7	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	9	7	0	0	8	8	0.56	0.56
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	2	22	0	0	116	16	1.19	0.76
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	3	48	2	2	82	19	1.22	0.90
<b>TOTALS: No. Reporting: 35</b>			<b>Avg. Sales: 0.57</b>		<b>Traffic to Sales: 15 : 1</b>				<b>129</b>	<b>503</b>	<b>34</b>	<b>14</b>	<b>2176</b>	<b>816</b>
<b>Net: 20</b>														

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Central Valley

Page  
3 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Stanislaus County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bruin Heights	DR Horton	WF		DTST	51	5	4	5	5	1	18	18	1.26	1.26
Edgewater	DR Horton	WF		DTST	75	0	3	1	1	2	69	29	1.29	1.38
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	3	6	1	0	83	32	1.72	1.52
Fieldstone II	KB Home	HG		DTST	50	3	3	8	1	0	5	5	0.95	0.95
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	15	1	0	142	26	1.30	1.24
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 1.20</b>			<b>Traffic to Sales: 4 : 1</b>	<b>14</b>	<b>35</b>	<b>9</b>	<b>3</b>	<b>317</b>	<b>110</b>	<b>Net: 6</b>		
City Codes: WF = Waterford, PR = Patterson, HG = Hughson														

Turlock					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Marcona	Bright	KY		DTMJ	116	3	4	45	1	0	4	4	3.11	3.11
Les Chateaux	KB Home	TK		DTMJ	60	0	3	11	1	0	21	21	1.47	1.47
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 28 : 1</b>	<b>7</b>	<b>56</b>	<b>2</b>	<b>0</b>	<b>25</b>	<b>25</b>	<b>Net: 2</b>		
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 13									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Summer Creek	Bright	MD		DTMJ	120	0	1	0	0	0	117	1	0.73	0.05
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	7	2	0	0	6	6	0.42	0.42
Monterra V	DR Horton	MD		DTST	35	2	3	12	2	1	28	28	1.53	1.53
Pacheco Pointe	DR Horton	LB		DTST	118	4	8	1	1	0	110	45	1.59	2.14
Panorama	DR Horton	MD		DTST	192	0	11	6	0	4	179	12	1.15	0.57
Manzanita	Legacy	LT		DTMJ	172	0	1	7	0	0	171	3	0.86	0.14
Sunflower	Legacy	MD		DTST	144	0	1	2	0	0	142	1	0.81	0.05
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	5	6	0	1	32	21	0.81	1.00
Sunrise Ranch	Meritage	LB		DTMJ	87	0	1	10	1	0	27	21	0.95	1.00
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	3	3	7	3	0	40	23	1.24	1.10
Cypress Terrace	Stonefield Home	MD		DTST	125	0	2	6	1	0	101	10	0.71	0.48
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	3	5	0	0	8	3	0.19	0.14
Villas II, The	Stonefield Home	LB		DTST	191	0	1	6	0	0	75	18	1.07	0.86
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.15</b>			<b>Traffic to Sales: 9 : 1</b>	<b>47</b>	<b>70</b>	<b>8</b>	<b>6</b>	<b>1036</b>	<b>192</b>	<b>Net: 2</b>		
City Codes: MD = Merced, LB = Los Banos, LT = Livingston														

Madera County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	3	10	3	1	0	2	2	0.22	0.22
Pheasant Run	Century	CW		DTMJ	70	9	11	7	2	0	34	23	1.13	1.10
Fielding Villas	KB Home	MDA		DTST	87	0	3	5	1	2	84	16	1.06	0.76
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	3	2	1	83	30	1.18	1.43
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 3 : 1</b>	<b>25</b>	<b>18</b>	<b>6</b>	<b>3</b>	<b>203</b>	<b>71</b>	<b>Net: 3</b>		
City Codes: CW = Chowchilla, MDA = Madera														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls YTD
Bravado	Century	REE		DTMJ	182	3	12	8	0	1	15	7	0.46	0.33
Meadowood II	Century	FR		ATMJ	127	0	8	5	0	1	81	45	1.87	2.14
Monarch	Century	KB		DTMJ	64	2	7	7	0	0	18	16	0.42	0.76
Olivewood	Century	FR		DTMJ	169	6	14	4	0	1	95	53	1.89	2.52
The Crossings II	Century	KER		DTMJ	104	7	14	3	0	0	25	25	1.75	1.75
River Pointe	DR Horton	REE		DTMJ	84	4	7	4	1	0	65	24	1.09	1.14
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.76	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	3	1	0	0	14	14	0.73	0.73
Marshall Estates	KB Home TSO	FO		DTST	76	0	TSO	9	0	0	59	21	1.30	1.00
Anatole- Clementine	Lennar	FR		DTMJ	137	0	5	2	0	2	79	35	1.28	1.67
Anatole- Coronet	Lennar	FR		DTMJ	99	0	2	2	0	0	61	7	0.99	0.33
Arboralla - Clementine	Lennar	CV		DTST	137	0	2	1	2	1	86	35	1.46	1.67
Brambles- Starling	Lennar	FR		ATST	150	0	2	19	2	1	67	16	1.08	0.76
Brambles- Wilde	Lennar	FR		DTST	89	0	2	25	0	0	59	11	0.95	0.52
Daffodil Hill - Clementine	Lennar	FR		DTMJ	109	0	1	2	0	0	25	25	2.03	2.03
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	3	3	0	0	58	2	0.77	0.10
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	0	5	3	0	1	20	7	0.60	0.33
Fancher Creek California II	Lennar	FR		DTMJ	106	0	2	1	0	0	45	18	1.16	0.86
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	1	2	1	0	84	19	1.11	0.90
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	3	0	0	0	60	6	0.67	0.29
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	3	0	0	0	41	2	0.45	0.10
Sterling Acres- Coronet	Lennar	FR		DTMJ	95	0	2	2	0	0	30	30	2.26	2.26
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	5	2	0	0	48	19	0.83	0.90
<b>TOTALS: No. Reporting: 23</b>		<b>Avg. Sales: -0.09</b>				<b>Traffic to Sales: 18 : 1</b>		<b>109</b>	<b>105</b>	<b>6</b>	<b>8</b>	<b>1261</b>	<b>437</b>	<b>Net: -2</b>

City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis

Central Valley			Projects Participating: 104							
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 104</b>		<b>Avg. Sales: 0.43</b>	<b>Traffic to Sales: 12 : 1</b>	<b>392</b>	<b>998</b>	<b>84</b>	<b>39</b>	<b>6724</b>	<b>2131</b>	<b>Net: 45</b>
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 , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										



# The Ryness Company

Marketing Research Department

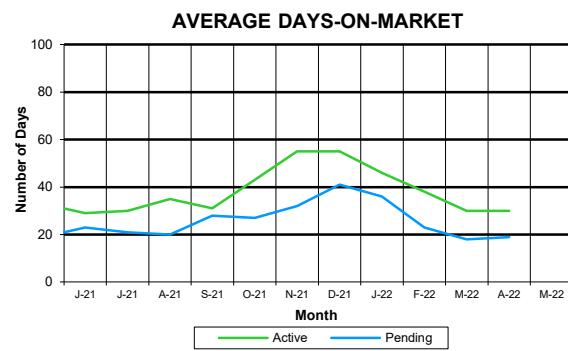
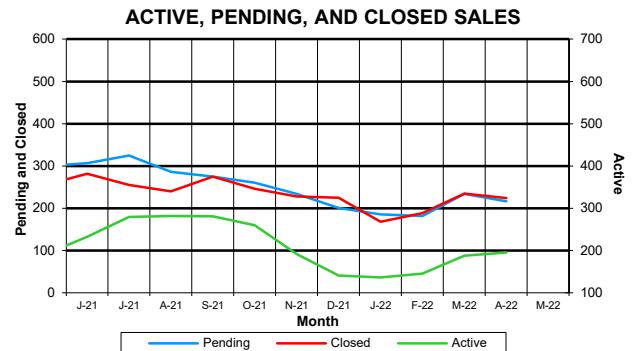
## Tracy SFD Monthly MLS Survey

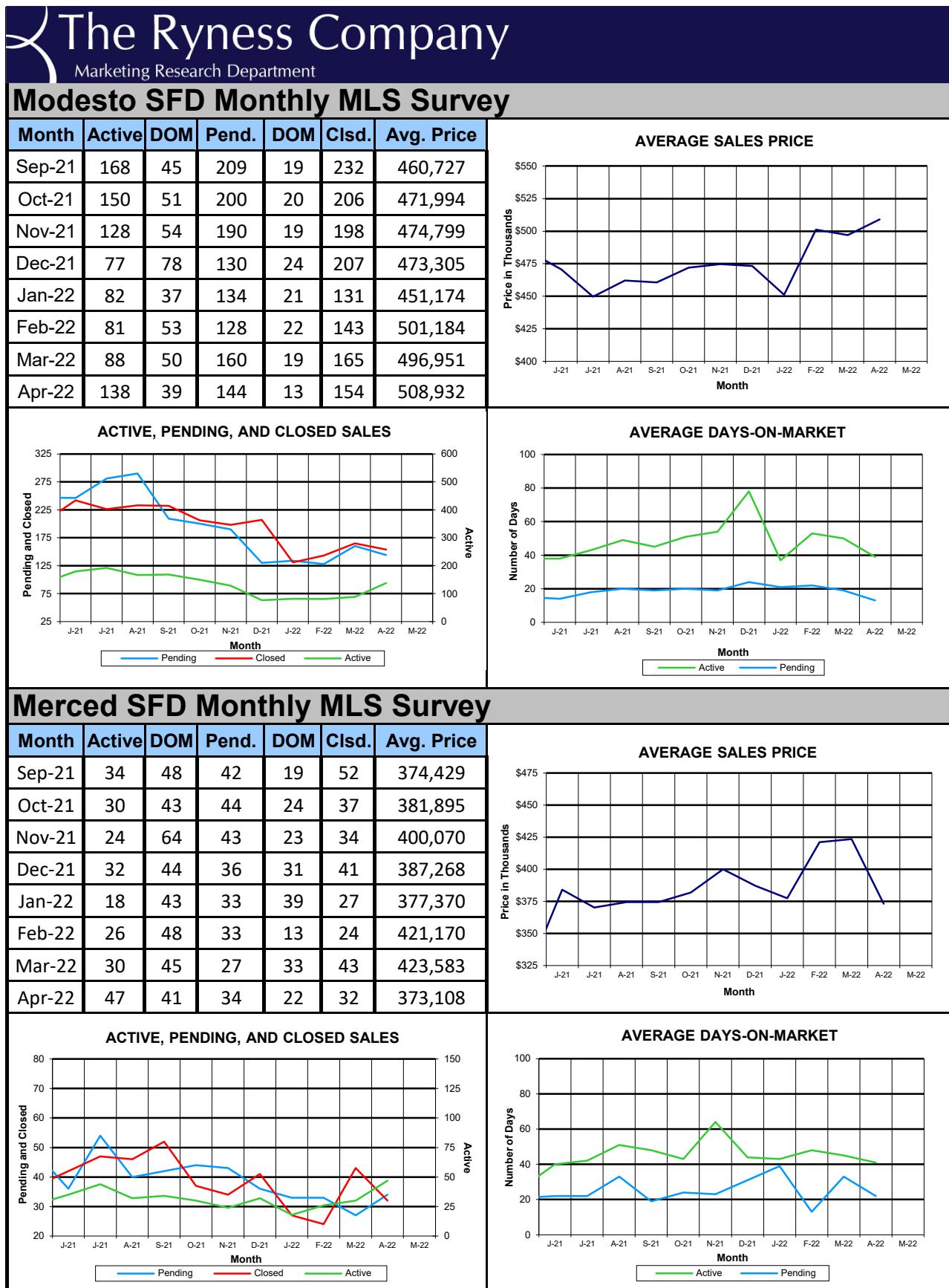
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	85	26	93	16	108	693,990
Oct-21	86	27	90	24	102	725,387
Nov-21	43	36	99	20	78	772,891
Dec-21	23	39	55	22	99	774,259
Jan-22	25	33	54	12	60	739,033
Feb-22	43	21	53	11	58	781,671
Mar-22	41	31	81	13	83	868,542
Apr-22	52	29	66	13	84	863,320



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	281	31	275	28	275	459,173
Oct-21	260	43	261	27	246	435,363
Nov-21	192	55	234	32	228	447,367
Dec-21	141	55	201	41	225	437,410
Jan-22	137	46	186	36	168	432,133
Feb-22	146	38	182	23	189	466,753
Mar-22	188	30	234	18	235	491,466
Apr-22	196	30	217	19	224	501,793





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



CALIBER  
HOME LOANS

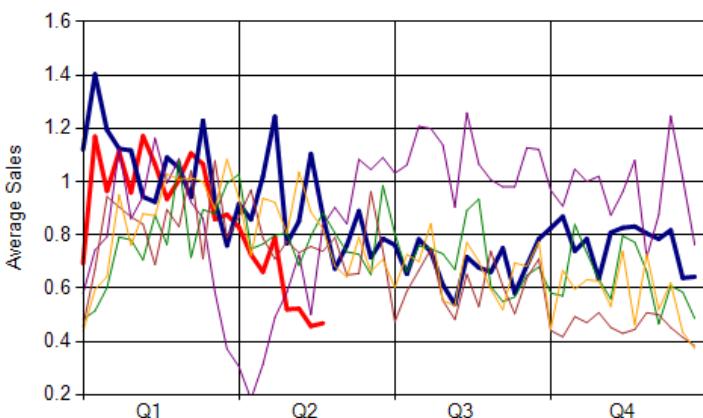
NATIONAL BUILDER DIVISION

**Ending: Sunday, May 29, 2022**

## Sacramento Week 21

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
South Sacramento	17	169	11	1	10	0.59	0.93	-37%	0.82	-29%
Central & North Sacramento	39	373	25	4	21	0.54	0.93	-42%	0.89	-39%
Folsom	16	201	8	1	7	0.44	0.78	-44%	0.70	-38%
El Dorado	10	91	4	1	3	0.30	0.66	-55%	0.51	-41%
Placer & Nevada	72	761	43	15	28	0.39	0.82	-53%	0.78	-50%
Yolo	5	29	4	0	4	0.80	0.83	-3%	0.79	1%
Amador County	1	8	0	0	0	0.00	0.24	-100%	0.23	-100%
Northern Counties	11	73	10	3	7	0.64	1.02	-38%	0.94	-32%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>16 : 1</b>	<b>171</b>	<b>1705</b>	<b>105</b>	<b>25</b>	<b>80</b>	<b>0.47</b>	<b>0.85</b>	<b>-45%</b>
Per Project Average			10	0.61	0.15	0.47				
<b>Year Ago - 05/30/2021</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>164</b>	<b>2288</b>	<b>156</b>	<b>13</b>	<b>143</b>	<b>0.87</b>	<b>1.02</b>	<b>-14%</b>
% Change			4%	-25%	-33%	92%	-44%	-46%	-16%	-19%

### 52 Weeks Comparison



### Year to Date Averages Through Week 21

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	142	28	1.02	0.15	0.87	0.73
■	2018	126	26	0.94	0.13	0.81	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	145	16	0.87	0.17	0.70	0.89
■	2021	157	19	1.11	0.09	1.02	0.85
■	2022	170	16	0.99	0.14	0.85	0.85
% Change:		8%	-18%	-11%	55%	-16%	1%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>		<b>RATE</b>	<b>APR</b>	The housing market is facing some tough challenges. Builders continue to face scarce materials and high input prices, which continue to put upward pressure on prices. At the same time, rising mortgage rates are eroding affordability with the average 30-year commitment rate for a fixed-rate mortgage at almost 5% in April, according to Freddie Mac, which is about two percentage points higher than the 2021 average. These dynamics led existing home sales to decline 2.4% in April, the third straight monthly decline. We expect new home sales also declined last month and slid to 748K-unit pace from 763K previously. Even with recent cooling, demand for homes remains strong and low levels of inventory and favorable demographics should prevent an outright contraction in the housing market. The mortgage applications purchases index has continued to move lower, declining 11.9% last week. A slowdown in activity should allow builders to make headway on projects and inventories to rise slightly. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				
<b>FHA</b>		<b>5.13%</b>	<b>5.19%</b>					
<b>10 Yr Yield</b>		<b>4.45%</b>	<b>4.79%</b>					
<b>10 Yr Yield</b>		<b>2.86%</b>						

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
1 of 8

Development Name	Developer	City Code	Notes	Type	Projects Participating: 17										
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Allegro	KB Home	LN		ATMU	72	0	2	8	0	0	30	30	1.74	1.74	
Floridae	KB Home	GT		DTST	69	0	1	6	0	0	68	18	1.10	0.86	
Traviso	KB Home	LN		DTMJ	422	0	4	7	0	0	25	25	1.23	1.19	
Vintage Park	KB Home	SO		DTST	81	0	1	11	2	0	77	17	1.48	0.81	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	95	0	2	7	0	0	80	16	0.94	0.76	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	4	10	0	1	239	39	1.24	1.86	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	9	1	0	84	16	1.01	0.76	
Redwood at Parkside	Lennar	VN		DTMJ	344	0	1	7	1	0	334	24	0.91	1.14	
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	8	1	0	5	5	0.80	0.80	
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	4	4	0	0	6	6	0.95	0.95	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	4	3	5	2	0	64	24	1.34	1.14	
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	2	4	1	0	9	9	0.73	0.73	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	2	18	0	0	106	10	0.79	0.48	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	8	19	0	0	94	12	0.70	0.57	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	4	18	0	0	117	22	0.87	1.05	
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	1	7	3	0	37	22	0.90	1.05	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	21	0	0	43	15	0.83	0.71	
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.59</b>			<b>Traffic to Sales: 15 : 1</b>				<b>47</b>	<b>169</b>	<b>11</b>	<b>1</b>	<b>1418</b>	<b>310</b>	<b>Net: 10</b>

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

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21													
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	4	3	0	0	42	10	0.50	0.48				
Crocker Village- Alley Row	Black Pine <b>TSO</b>	SO		DTMJ	67	0	TSO	5	0	0	54	6	0.54	0.29				
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	5	5	0	0	41	1	0.41	0.05				
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	1	1	0	0	97	4	0.68	0.19				
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	23	1	0	108	16	0.76	0.76				
Heritage at Gum Ranch	Elliott	FO		DTMJ	121	0	1	18	2	0	120	9	0.76	0.43				
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	4	3	3	2	0	25	25	1.37	1.37				
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	3	3	5	3	1	31	31	1.70	1.70				
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	0	0	0	65	65	3.55	3.55				
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	7	6	0	0	99	35	1.47	1.67				
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	5	7	1	0	67	17	0.86	0.81				
Oaks at Mitchell Village	KB Home	CH		DTST	74	0	1	4	1	1	73	22	1.28	1.05				
Ventana	Lennar	RO		DTMJ	160	0	1	6	0	0	133	31	0.89	1.48				
Verdant	Lennar	RO		DTST	157	0	4	6	0	0	118	24	1.06	1.14				
Viridian	Lennar	RO		DTST	185	0	1	6	0	0	148	22	0.97	1.05				
Ban at Montelena	Premier Homes	RO		DTMJ	50	0	2	NA	0	0	3	3	0.72	0.72				
Elevate at Montelena	Premier Homes	RO		DTMJ	152	0	3	NA	0	0	0	0	0.00	0.00				
Esprit at Montelena	Premier Homes	RO		DTMJ	50	0	1	NA	0	0	1	1	0.24	0.24				
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	1	9	0	0	13	13	1.06	1.06				
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	5	1	0	60	33	0.84	1.57				
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	1	9	0	0	142	28	0.99	1.33				
<b>TOTALS: No. Reporting: 18</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 11 : 1</b>				<b>51</b>	<b>121</b>	<b>11</b>	<b>2</b>	<b>1440</b>	<b>396</b>				
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks																		
<b>Net: 9</b>																		

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
3 of 8

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
North Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	5	4	0	0	106	13	0.77	0.62
Edgeview - The Cove	Beazer	SO		ATST	156	0	6	5	0	1	109	19	1.08	0.90
Westward - The Cove	Beazer	SO		DTST	122	0	4	5	0	0	63	11	0.56	0.52
Windrow - The Cove	Beazer	SO		DTST	167	0	2	2	0	0	123	17	0.92	0.81
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	1	17	1	0	112	11	0.85	0.52
Mbraga	DR Horton	AO		DTMJ	162	3	3	13	2	0	155	39	1.61	1.86
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	4	8	1	1	29	15	0.73	0.71
Garnet at Barrett Ranch	Lennar	AO		DTST	149	4	2	19	3	0	80	19	0.92	0.90
Lapis at Barrett Ranch	Lennar TSO	AO		DTMJ	149	0	TSO	17	0	0	79	13	0.91	0.62
Northlake - Atla	Lennar	SO		DTMJ	116	4	3	13	2	0	73	23	1.03	1.10
Northlake - Bleau	Lennar	SO		DTMJ	236	0	1	13	1	0	78	25	1.10	1.19
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	13	1	0	65	19	0.91	0.90
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	13	0	0	64	24	1.02	1.14
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	13	0	0	65	16	0.91	0.76
Northlake - Shor	Lennar	SO		DTMJ	140	0	1	13	0	0	74	21	1.04	1.00
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	0	TSO	13	1	0	69	16	0.97	0.76
Northlake - Wavmrr	Lennar	SO		DTMJ	153	0	1	13	0	0	72	22	1.01	1.05
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	3	17	0	0	42	28	1.01	1.33
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	2	9	0	0	138	14	1.23	0.67
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	2	14	1	0	92	25	1.51	1.19
Portisol at Artisan Square	Williams	SO		ATST	95	0	3	18	1	0	57	29	0.68	1.38
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.57</b>			<b>Traffic to Sales: 18 : 1</b>				<b>46</b>	<b>252</b>	<b>14</b>	<b>2</b>	<b>1745</b>	<b>419</b>
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
4 of 8

Development Name	Developer	City Code	Notes	Type	Projects Participating: 16									
Folsom Area					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Sycamore Creek	JMC	FM		DTMJ	86	0	5	12	0	0	40	6	0.53	0.29
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	3	5	0	0	108	33	1.37	1.57
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	8	0	0	88	35	1.49	1.67
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	5	6	0	0	42	16	0.86	0.76
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	1	12	1	0	5	5	1.21	1.21
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	2	4	0	0	7	7	1.69	1.69
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	3	6	0	0	42	15	0.86	0.71
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	2	14	2	0	6	6	4.67	4.67
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	1	8	0	0	67	13	0.98	0.62
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	3	5	2	4	0	46	21	0.81	1.00
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	6	0	0	23	18	0.88	0.86
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	2	2	0	0	111	10	0.84	0.48
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	30	0	0	74	13	0.88	0.62
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	1	16	0	0	97	16	0.82	0.76
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	3	3	35	1	0	138	20	1.05	0.95
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	3	35	0	1	57	6	0.85	0.29
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 0.44</b>		<b>Traffic to Sales: 25 : 1</b>				<b>43</b>	<b>201</b>	<b>8</b>	<b>1</b>	<b>951</b>	<b>240</b>
														<b>Net: 7</b>

City Codes: FM = Folsom

El Dorado County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Revere	Blue Mountain	RE		DTMJ	51	0	2	10	0	1	34	5	0.60	0.24
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	1	0	1	0	89	22	0.91	1.05
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	19	0	0	53	13	0.58	0.62
Ponderosa at Saratoga	Elliott TSO	BH		DTMJ	56	0	TSO	7	1	0	8	8	1.10	1.10
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	4	12	1	0	41	13	0.52	0.62
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	3	6	0	0	101	18	0.78	0.86
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	4	8	0	0	195	29	1.01	1.38
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	1	5	0	0	4	4	0.26	0.26
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	2	5	0	0	20	5	0.42	0.24
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	4	4	19	1	0	22	17	0.70	0.81
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.30</b>		<b>Traffic to Sales: 23 : 1</b>				<b>25</b>	<b>91</b>	<b>4</b>	<b>1</b>	<b>567</b>	<b>134</b>
														<b>Net: 3</b>

City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
5 of 8

Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verrado at Solaire	Beazer	R/V		DTMU	76	0	12	4	0	0	44	14	0.89	0.67
Millstone at Sierra Pne	Black Pine	R/K		DTST	61	0	2	9	1	0	59	23	0.76	1.10
Carmelian	Blue Mountain	GB		ATMU	28	0	2	1	0	0	26	6	0.39	0.29
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	5	10	1	1	20	13	0.50	0.62
Balboa	DR Horton	R/V		DTST	127	4	3	12	4	0	108	47	1.83	2.24
Heartland at Independence	DR Horton	LL		DTMU	98	4	4	8	1	0	58	33	1.48	1.57
Traditions at Independence	DR Horton	LL		DTST	97	3	3	9	3	0	55	29	1.25	1.38
Winding Creek- The Wilds	DR Horton	R/V		DTST	120	0	2	9	3	2	105	37	1.67	1.76
Turkey Creek Estates	Elliott	LL		DTMU	51	4	4	27	0	0	39	17	0.81	0.81
Broadlands	JMC	LL		DTST	88	0	2	0	1	0	86	8	0.87	0.38
Edgefield Place	JMC	R/K		DTMU	83	0	4	29	1	0	13	13	1.15	1.15
Excelsior Village at Sierra Vista	JMC	R/V		DTMU	80	0	9	18	0	0	1	1	0.19	0.19
Fairbrook at Fiddymont Farms	JMC	R/V		DTMU	115	0	2	36	0	1	51	15	0.88	0.71
Meadow brook at Fiddymont Farms	JMC	R/V		DTMU	80	5	3	14	3	0	44	6	0.75	0.29
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	4	1	0	0	183	4	1.18	0.19
Palisade Village	JMC	R/V		DTST	232	0	2	20	0	0	196	14	1.41	0.67
Pinnacle Village	JMC	R/V		DTMU	127	0	2	0	0	0	121	0	0.77	0.00
Prominence at Whitney Ranch	JMC	R/K		DTMU	92	0	3	40	1	1	71	8	0.81	0.38
Sagebrook at Fiddymont Farms	JMC	R/V		DTMU	122	3	3	11	2	0	52	17	0.89	0.81
Sentinel	JMC	R/V		DTST	132	0	2	33	0	0	126	0	1.09	0.00
Tribute Pointe	JMC	R/K		DTMU	99	0	7	6	0	1	6	6	0.53	0.53
Wrenwood at Whitney Ranch	JMC	R/K		DTMU	158	0	1	3	0	0	9	9	1.09	1.09
Aspire at Solaire	K Hovnanian	R/V		DTMU	147	0	1	8	1	0	122	20	1.11	0.95
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	0	2	1	0	1	20	14	0.64	0.67
Creekside Preserve	K Hovnanian	LL		DTMU	71	0	3	1	1	0	65	19	0.53	0.90
Dorado at Twelve Bridges	K Hovnanian	LL		DTMU	133	0	1	2	0	0	132	10	0.81	0.48
Firefly at Winding Creek	K Hovnanian	R/V		DTMU	86	0	4	1	0	0	70	32	1.13	1.52
Bartlett at Mason Trails	KB Home	R/V		DTMU	53	0	6	12	0	2	24	24	1.47	1.47
Copper Ridge	KB Home	LL		DTMU	79	0	2	8	0	0	29	22	1.15	1.05
Cortland at Mason Trails	KB Home	R/V		DTMU	110	0	2	7	0	1	29	29	1.78	1.78
Ventana - Twelve Bridges	KB Home	LL		DTMU	240	4	4	9	2	0	211	47	1.34	2.24
Andorra at Sierra West	Lennar	R/V		DTMU	193	0	3	8	1	0	76	23	0.88	1.10
Belle Maison at Campus Oaks	Lennar	R/V		DTMU	132	0	2	4	0	0	78	16	0.95	0.76
Breckenridge at Sierra West	Lennar	R/V		DTMU	182	0	1	10	1	0	17	13	0.51	0.62
Chantilly at Campus Oaks	Lennar	R/V		DTMU	86	0	3	3	0	0	33	16	0.94	0.76
Covara II at Campus Oaks	Lennar	R/V		DTMU	112	0	3	6	0	0	64	17	0.85	0.81
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMU	257	0	2	14	1	0	22	17	0.53	0.81
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	3	4	3	1	0	158	8	0.74	0.38
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	311	0	2	14	0	0	22	20	0.50	0.95
Lumiere at Sierra West	Lennar	R/V		DTMU	205	0	4	8	1	0	75	19	0.86	0.90
Meribel at Sierra West	Lennar	R/V		DTMU	167	0	3	6	0	0	78	20	0.87	0.95
Molise at Heritage Placer Vineyards	Lennar	R/V		DTST	178	0	3	13	0	0	28	21	0.70	1.00
Novara at Fiddymont	Lennar	R/V		DTST	105	0	4	4	0	1	89	17	0.90	0.81
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	0	1	5	0	0	87	18	0.87	0.86
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	101	0	6	9	1	0	95	14	0.90	0.67

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
6 of 8

Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer County (Continued ...)					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
St. Mritz at Sierra	Lennar	RV		DTMJ	144	0	3	11	0	0	79	22	0.90	1.05
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	5	0	0	21	16	0.87	0.76
Encore at Meadowlands	Meritage <span style="color:red">TSO</span>	LL		DTMJ	83	0	TSO	8	2	0	21	21	1.71	1.71
Meadowlands 60s	Meritage	LL		DTMJ	92	0	5	12	2	1	56	20	1.05	0.95
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	1	18	0	0	26	19	0.89	0.90
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	0	0	0	73	1	0.72	0.05
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	5	0	0	84	18	1.16	0.86
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	3	7	0	0	3	3	0.23	0.23
Windsong at Winding Creek	Richmond American <span style="color:red">TSO</span>	RV		DTMJ	71	0	TSO	13	0	0	24	15	0.79	0.71
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	1	5	0	0	61	11	0.90	0.52
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	16	6	0	0	110	18	1.06	0.86
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	13	1	0	0	68	12	0.65	0.57
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	2	0	0	0	42	4	0.62	0.19
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	22	19	1	0	62	19	1.10	0.90
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	27	18	0	0	4	4	0.21	0.21
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	15	19	0	0	54	17	0.96	0.81
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	22	19	0	0	53	19	0.94	0.90
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	8	5	0	0	4	4	3.11	3.11
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	12	8	1	0	64	21	0.61	1.00
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	7	20	3	1	25	25	1.64	1.64
Eureka Grove	The New Home Co	GB		DTMJ	72	3	4	16	2	0	44	28	1.25	1.33
Rocklin Meadows	The New Home Co	RK		DTMJ	27	3	2	36	1	0	1	1	0.78	0.78
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	15	0	1	76	9	0.53	0.43
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	11	10	0	0	65	18	1.05	0.86
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	10	0	0	60	19	0.97	0.90
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	4	15	0	1	117	27	0.98	1.29
<b>TOTALS: No. Reporting: 71</b>		<b>Avg. Sales: 0.39</b>			<b>Traffic to Sales: 18 : 1</b>			<b>341</b>	<b>757</b>	<b>43</b>	<b>15</b>	<b>4394</b>	<b>1167</b>	<b>Net: 28</b>

City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln

Nevada County					Projects Participating: 1									
					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
Timberwood Estates	Hilbers	GV		DTST	45	0	3	4	0	0	23	3	0.13	0.14
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>3</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>3</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
7 of 8

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Yolo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Riverchase	Anthem United	WS		DTST	222	0	2	4	0	0	220	11	0.94	0.52
Iris	Lennar	WL	New	DTMJ	97	6	5	5	1	0	1	1	3.50	3.50
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	4	3	5	2	0	60	26	1.02	1.24
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	3	2	0	0	117	16	0.48	0.76
Revival	Tim Lewis	WL		DTST	72	3	3	13	1	0	3	3	0.72	0.72
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 7 : 1</b>			<b>16</b>	<b>29</b>	<b>4</b>	<b>0</b>	<b>401</b>	<b>57</b>	<b>Net: 4</b>

City Codes: WS = West Sacramento, WL = Woodland, DV = Davis

Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	3	8	0	0	14	5	0.36	0.24
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>3</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>14</b>	<b>5</b>	<b>Net: 0</b>

City Codes: PLY = Plymouth

Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	5	3	0	0	136	26	1.19	1.24
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>5</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>136</b>	<b>26</b>	<b>Net: 0</b>

City Codes: LO = Live Oak

Yuba County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	2	19	1	0	87	25	0.73	1.19
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	52	0	2	0	0	0	45	0	0.38	0.00
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	4	9	1	1	65	42	1.62	2.00
Summerset at The Orchards	JMC	MS		DTST	96	0	4	10	0	1	92	5	0.87	0.24
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	4	7	1	0	12	12	1.45	1.45
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	5	4	9	3	0	24	24	2.33	2.33
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	3	2	9	2	0	68	24	0.78	1.14
Crosswinds at River Oaks	Meritage	PLK		DTMJ	72	0	1	3	1	0	61	26	1.14	1.24
Seasons at River Oaks	Richmond American	TSO OL		DTST	83	0	TSO	2	1	0	72	19	1.00	0.90
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	8	2	0	1	88	15	0.96	0.71
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 0.70</b>			<b>Traffic to Sales: 7 : 1</b>			<b>31</b>	<b>70</b>	<b>10</b>	<b>3</b>	<b>614</b>	<b>192</b>	<b>Net: 7</b>

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

# The Ryness Report

Week Ending  
Sunday, May 29, 2022

Sacramento

Page  
8 of 8

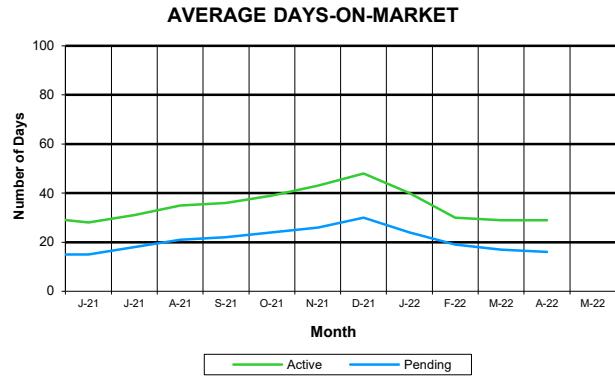
Development Name	Developer	City Code	Notes	Type	Projects Participating: 174						
<b>Sacramento</b>					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 171</b>					611	1705	105	25	11703	2949	Net: 80
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

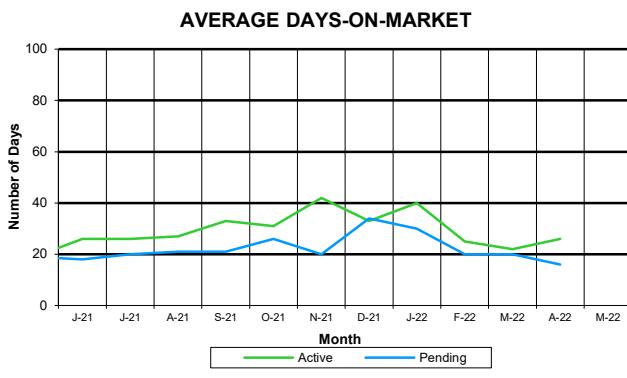
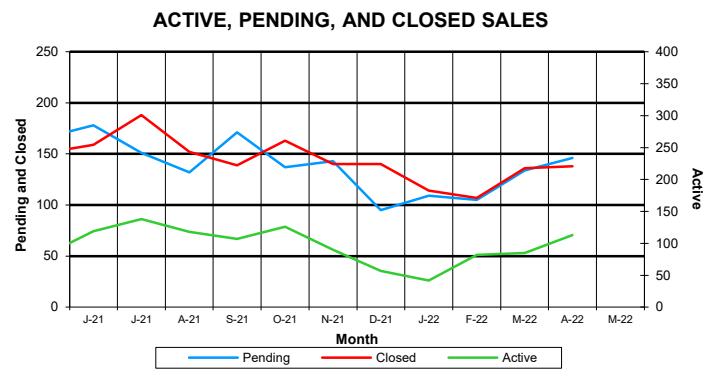
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	1,135	36	1,405	22	1,391	557,624
Oct-21	1,007	39	1,269	24	1,347	560,893
Nov-21	767	43	1,132	26	1,214	566,756
Dec-21	535	48	799	30	1,183	569,728
Jan-22	768	40	897	24	882	570,426
Feb-22	648	30	809	19	953	595,141
Mar-22	695	29	1,098	17	1,167	617,037
Apr-22	918	29	1,272	16	1,250	625,390



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	107	33	171	21	139	359,107
Oct-21	126	31	137	26	163	355,793
Nov-21	90	42	143	20	140	339,384
Dec-21	57	33	95	34	140	364,570
Jan-22	42	40	109	30	114	345,660
Feb-22	82	25	105	20	107	381,093
Mar-22	85	22	134	20	136	385,298
Apr-22	113	26	146	16	138	394,990



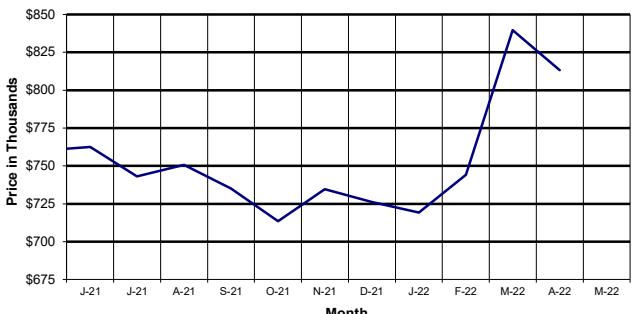
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Marketing Research Department

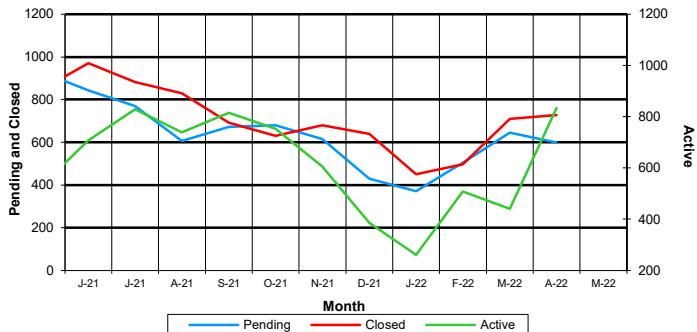
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	815	48	672	25	692	735,158
Oct-21	753	51	680	27	630	713,658
Nov-21	605	59	615	29	680	734,692
Dec-21	385	65	429	42	639	726,154
Jan-22	261	43	371	24	450	719,233
Feb-22	508	37	504	25	497	744,259
Mar-22	440	31	645	21	710	839,492
Apr-22	834	33	598	17	728	813,132

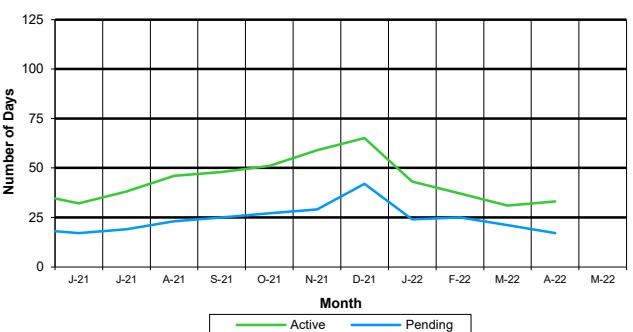
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



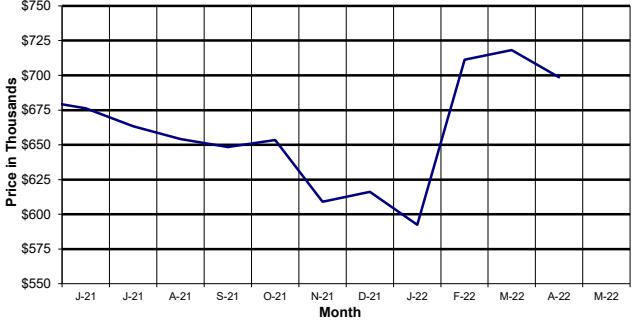
AVERAGE DAYS-ON-MARKET



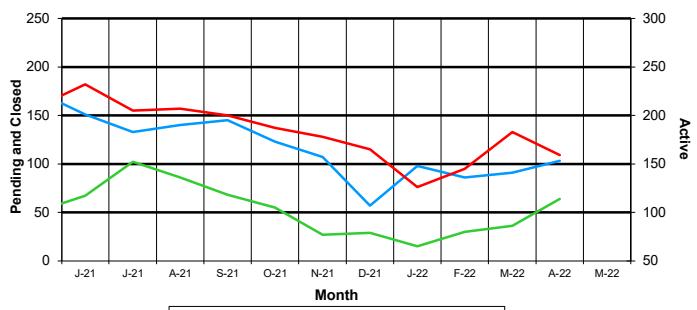
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-21	118	44	145	28	150	648,462
Oct-21	105	50	123	33	137	653,454
Nov-21	77	52	107	38	128	608,995
Dec-21	79	54	57	50	115	616,097
Jan-22	65	51	98	27	76	592,505
Feb-22	80	45	86	34	95	711,203
Mar-22	86	44	91	22	133	718,155
Apr-22	114	38	103	15	109	698,720

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

