

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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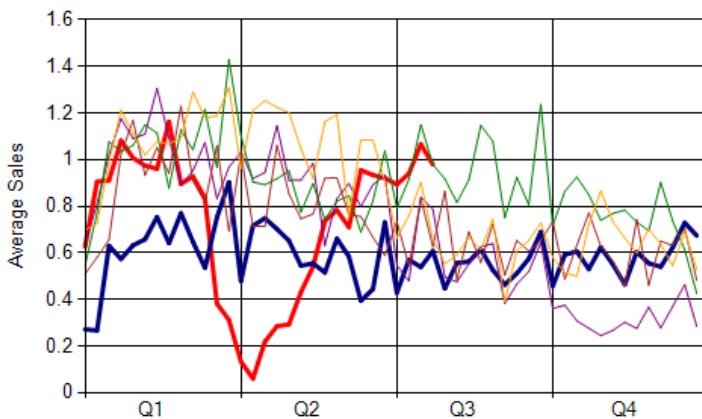
## Bay Area

Week 30

Ending: Sunday, July 26, 2020

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Alameda		41	344	40	2	38	0.93	0.64	45%	0.56	65%
Contra Costa		27	276	40	3	37	1.37	0.79	73%	0.88	57%
Sonoma, Napa		5	35	1	0	1	0.20	0.72	-72%	0.72	-72%
San Francisco, Marin		1	5	1	0	1	1.00	0.33	200%	0.23	333%
San Mateo		4	14	0	0	0	0.00	0.49	-100%	0.38	-100%
Santa Clara		30	291	20	0	20	0.67	0.74	-10%	0.58	14%
Monterey, Santa Cruz, San Benito		17	294	19	4	15	0.88	0.91	-3%	1.24	-29%
Solano		15	143	25	0	25	1.67	0.74	126%	0.86	94%
<b>Current Week Totals</b>		<b>Traffic : Sales 10 : 1</b>		<b>140</b>	<b>1402</b>	<b>146</b>	<b>9</b>	<b>137</b>	<b>0.98</b>	<b>0.73</b>	<b>34%</b>
Per Project Average				10	1.04	0.06	0.98				
<b>Year Ago - 07/28/2019</b>		<b>Traffic : Sales 23 : 1</b>		<b>163</b>	<b>2819</b>	<b>124</b>	<b>25</b>	<b>99</b>	<b>0.61</b>	<b>0.60</b>	<b>2%</b>
<b>% Change</b>				-14%	-50%	18%	-64%	38%	61%	22%	30%

### 52 Weeks Comparison



### Year to Date Averages Through Week 30

### 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	38	1.13	0.10	1.03	0.85
■	2016	129	31	0.92	0.10	0.82	0.73
■	2017	141	31	1.06	0.10	0.96	0.90
■	2018	126	30	1.00	0.09	0.92	0.70
■	2019	155	17	0.69	0.10	0.60	0.58
■	2020	152	12	0.85	0.12	0.73	0.73
% Change:		-2%	-28%	22%	23%	22%	25%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>In a strong signal that the housing market is ready to lead a post-COVID economic recovery, builder confidence in the market for newly-built single-family homes jumped 14 points to 72 in July, according to the latest NAHB/Wells Fargo Housing Market Index. The HMI now stands at the solid pre-pandemic reading in March before the outbreak affected much of the nation. "Builders are seeing strong traffic and lot of interest in new construction as existing home inventory remains lean," said NAHB Chairman Chuck Fowke. "Moreover, builders in the Northeast and the Midwest are benefiting from demand that was sidelined during lock-downs in the spring. Low interest rates are also fueling demand, and we expect housing to lead an overall economic recovery." "While the housing market is clearly rebounding, challenges exist," said NAHB Chief Economist Robert Dietz. "Lumber prices are at a two-year high and builders are reporting rising costs for other building materials while lot and skilled labor availability issues persist. Nonetheless, the important story of the changing geography of housing demand is benefiting new construction. New home demand is improving in lower density markets, including small metro areas, rural markets and large metro exurbs, as people seek out larger homes and anticipate more flexibility for telework in the years ahead. Flight to the suburbs is real." Source: NAHB News Release</p>
FHA	2.89%	3.17%	
	2.78%	3.36%	
10 Yr Yield	0.62%		



Development Name	Developer	City Code	Notes	Type										
Alameda 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
Enclave - Alpine Collection	Century	FR		DTMJ	33	0	3	9	0	0	30	30	1.01	1.00
Enclave - Cascade Collection	Century	FR		ATMJ	43	0	7	8	1	1	19	19	0.64	0.63
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	8	0	0	15	15	0.39	0.50
Camellia at Sanctuary Village	DR Horton	NK		DTMJ	85	0	4	N/A	0	0	81	25	1.09	0.83
Motion at Mission Crossing	KB Home	HY		ATMJ	35	0	5	7	0	0	29	24	0.64	0.80
Rosebriar at Sanctuary Village	KB Home	NK		DTMJ	96	0	3	0	2	0	88	20	1.08	0.67
Reverie	Lafferty	CV		DTMJ	17	0	4	N/A	0	0	12	9	0.17	0.30
Skylark at Sanctuary Village	Landsea	NK		DTMJ	108	6	3	20	6	0	81	38	1.24	1.27
Fuse at Innovation	Lennar	FR		ATMJ	289	0	9	3	0	0	72	19	0.62	0.63
Revo at Innovation	Lennar	FR		ATMJ	251	0	6	8	3	0	67	16	0.58	0.53
Bishops Ridge	Meritage	LS		ATMJ	56	0	9	2	0	1	37	19	0.54	0.63
Mission Crossing	Meritage	HY		ATST	140	0	6	10	1	0	73	42	0.77	1.40
Centerville Station	Nuvera Homes	FR		ATST	52	0	2	10	0	0	47	27	0.73	0.90
Boulevard Heights	Pulte	FR		ATMJ	67	0	3	2	0	0	64	12	0.64	0.40
Parkside Heights	Pulte	HY		DTMJ	97	0	8	15	0	0	62	32	0.80	1.07
Renato II	Pulte	FR		ATMJ	20	0	3	11	3	0	14	11	0.25	0.37
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	5	0	1	0	84	32	0.79	1.07
Theory at Innovation	Shea	FR		ATMJ	132	0	7	8	0	0	48	6	0.36	0.20
Savant at Irvington	SiliconSage	FR		ATMJ	93	0	22	6	1	0	71	15	0.72	0.50
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	31	16	1	0	50	16	0.49	0.53
Front at SoHay	Taylor Morrison	HY		ATMJ	76	0	2	15	1	0	58	31	0.87	1.03
Line at SoHay	Taylor Morrison	HY		ATMJ	198	0	16	15	0	0	38	24	0.57	0.80
Prime at SoHay	Taylor Morrison	HY		ATMJ	126	0	9	15	1	0	43	23	0.65	0.77
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	3	N/A	0	0	7	7	0.78	0.78
Palm	TRI Pointe	FR		DTMJ	31	0	3	17	1	0	23	12	0.23	0.40
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	10	15	1	0	18	18	0.86	0.86
Baker + Jamison	Van Daele	CV		ATST	20	0	3	7	2	0	17	14	0.50	0.47
TOTALS: No. Reporting: 24		Avg. Sales: 0.96		Traffic to Sales: 9 : 1				191	227	25	2	1248	556	Net: 23
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: 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
Fillmore at Boulevard	Brookfield	DB	Rsv's	ATMJ	80	0	5	6	0	0	55	19	0.64	0.63
Huntington at Boulevard	Brookfield	DB	Rsv's	DTMJ	106	0	10	15	1	0	80	14	0.53	0.47
Hyde Park at Boulevard	Brookfield	DB	Rsv's	ATMJ	102	0	15	8	1	0	21	21	1.05	1.05
Mulholland at Boulevard	Brookfield TSO	DB		DTMJ	80	0	TSO	22	0	0	29	18	0.49	0.60
Wlshire at Boulevard	Brookfield	DB		ATMJ	75	0	8	11	2	0	59	9	0.51	0.30
Auburn Grove	Lennar	LV		ATMJ	100	0	7	0	2	0	45	19	0.71	0.63
Downing at Boulevard	Lennar	DB		ATMJ	48	0	1	3	1	0	33	24	0.63	0.80
Lincoln at Boulevard	Lennar S/O	DB		DTMJ	45	0	S/O	0	1	0	45	5	0.46	0.17
Newbury at Boulevard	Lennar	DB		DTMJ	49	0	4	0	1	0	39	19	0.43	0.63
Skyline at Boulevard	Lennar TSO	DB		ATMJ	114	0	TSO	3	2	0	25	19	0.66	0.63
Union at Boulevard	Lennar	DB		ATMJ	62	0	5	0	1	0	52	4	0.34	0.13
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	7	6	0	0	52	19	0.57	0.63
Rose Avenue Estates	Ponderosa	PL		DTMJ	16	0	1	0	0	0	15	4	0.15	0.13
Sycamore	Ponderosa	PL		DTMJ	36	0	4	20	0	0	17	3	0.23	0.10
Sage - Harmony	Shea	LV		ATMJ	105	0	4	10	1	0	72	14	0.40	0.47
Sage - Synergy	Shea	LV		ATMJ	179	0	4	10	2	0	175	18	0.74	0.60
Onyx at Jordan Ranch	TRI Pointe	DB		DTST	105	0	3	3	0	0	102	14	0.63	0.47
TOTALS: No. Reporting: 17		Avg. Sales: 0.88		Traffic to Sales: 8 : 1			78	117	15	0	916	243	Net: 15	
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	5	4	0	0	54	13	0.35	0.43	
Mbraga Town Center	KB Home	MG	ATMJ	36	0	6	7	1	0	11	8	0.23	0.27	
Wilder	Taylor Morrison	OR	DTMJ	61	0	7	6	1	0	41	9	0.18	0.30	
Greyson Place	TRI Pointe S/O	PH	DTMJ	44	0	S/O	4	2	0	44	19	0.69	0.63	
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 5 : 1			18	21	4	0	150	49	Net: 4	
City Codes: OR = Orinda, MG = Mbraga, PH = Pleasant Hill														

San Ramon Valley					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
Foothills at The Preserve	Lennar	SR	DTMJ	72	0	1	1	0	0	71	6	0.64	0.20	
Highlands at The Preserve	Lennar	SR	DTMJ	121	0	9	1	0	0	63	16	0.57	0.53	
Hillcrest at the Preserve	Lennar	SR	ATMJ	104	0	2	0	0	0	1	1	0.32	0.32	
Meadows at The Preserve	Lennar	SR	DTMJ	63	0	1	5	1	0	58	19	0.52	0.63	
Ridgeview at the Preserve	Lennar	SR	ATMJ	52	0	1	2	1	0	2	2	1.00	1.00	
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 5 : 1			14	9	2	0	195	44	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. Sl's /Week	Av. Sl's /YTD
Village 29	Lafferty	EC		ATMJ	29	0	9	N/A	0	0	5	1	0.09	0.03
Waterline Point Richmond	Shea	RM		ATMJ	60	0	5	2	0	0	38	6	0.30	0.20
Places at NOMA	Taylor Morrison	RM		DTST	95	0	4	14	0	1	53	11	0.56	0.37
Rows at NOMA	Taylor Morrison	RM		ATMJ	98	5	4	14	5	0	62	26	0.76	0.87
TOTALS: No. Reporting: 3		Avg. Sales: 1.33		Traffic to Sales: 6 : 1				22	30	5	1	158	44	Net: 4
City Codes: EC = El Cerrito, RM = Richmond														

Antioch/Pittsburg					Projects Participating: 6							In Area : 6		
					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
Cielo at Sand Creek - Brio	Century	AN	DTMJ	22	0	8	7	0	0	14	14	0.70	0.70	
Cielo at Sand Creek - Prosper	Century	AN	DTMJ	21	0	5	6	0	0	16	16	0.80	0.80	
Cielo at Sand Creek - Sol	Century	AN	DTMJ	21	0	9	7	0	0	4	4	0.44	0.44	
Park Ridge	Davidon	AN	DTMJ	144	0	10	17	1	0	134	30	0.90	1.00	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	3	10	3	0	50	35	0.82	1.17	
Verona	Meritage	AN	DTMJ	117	0	6	1	0	0	84	39	0.99	1.30	
TOTALS: No. Reporting: 6		Avg. Sales: 0.67		Traffic to Sales: 12 : 1			41	48	4	0	302	138	Net: 4	
City Codes: AN= Antioch														

East Contra Costa				Projects Participating: 10							In Area : 10		
				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
Easton at Delaney Park	Brookfield	OY	DTMJ	80	0	6	37	2	0	25	24	0.69	0.80
Southport at Delaney Park	Brookfield	OY	DTMJ	104	0	2	36	2	0	28	26	0.77	0.87
Northpoint at Delaney Park	DR Horton	OY	DTST	197	0	8	N/A	0	0	71	46	0.98	1.53
2700 Empire	K Hovnanian	BT	DTMJ	48	0	6	6	4	0	25	25	0.38	0.83
Westerly at Delaney Park	KB Home	OY	DTST	103	0	1	25	5	0	44	44	1.04	1.47
Palermo	Meritage	BT	DTMJ	96	0	2	12	2	0	94	38	0.89	1.27
Harper Parc	Nuvera Homes	BT	DTMJ	84	0	2	18	1	0	76	33	0.67	1.10
Terrene	Pulte	BT	DTMJ	326	0	11	20	6	1	144	82	1.92	2.73
Middlefield at Delaney Park	Richmond American	OY	DTMJ	96	0	5	0	1	0	11	11	0.51	0.51
Lark Hill	Shea	BT	DTMJ	50	0	4	14	2	1	34	21	0.51	0.70
TOTALS: No. Reporting: 9		Avg. Sales: 2.56		Traffic to Sales: 7 : 1			47	168	25	2	552	350	Net: 23
City Codes: OY = Oakley, BT = Brentwood													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 8							In Area : 8		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Mill Creek at Brody Ranch	DeNova	PET		ATST	138	0	9	N/A	0	0	104	63	1.02	2.10
Mockingbird Lane	DeNova	SX	Rsv's	DTMJ	16	0	2	10	0	0	1	1	0.50	0.50
Live Oak at University	KB Home	RP		DTST	104	0	6	20	0	0	29	17	0.54	0.57
Aspect	Lafferty	PET		DTMJ	18	0	7	N/A	0	0	5	1	0.09	0.03
Blume	Lafferty	RS		DTMJ	57	0	8	N/A	0	0	44	13	0.42	0.43
Juniper at University	Richmond American	RP		DTMJ	150	0	9	0	0	0	92	34	0.79	1.13
Preserve at Kessing Ranch	Richmond American	IC		DTMJ	47	0	9	0	0	0	7	7	0.30	0.30
Pear Tree	Taylor Morrison	NP		ATMJ	71	0	16	5	1	0	8	7	0.24	0.23
TOTALS: No. Reporting: 5		Avg. Sales: 0.20		Traffic to Sales: 35 : 1			66	35	1	0	290	143	Net: 1	
City Codes: PET = Petaluma, SX = Sonoma, RP = Rohnert Park, RS = Santa Rosa, IC = Cotati, NP = Napa														

Marin County					Projects Participating: 1							In Area : 1		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hamilton Cottages	Ryder	NV	DTMJ	18	0	2	5	1	0	6	6	0.29	0.29	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 5 : 1			2	5	1	0	6	6	Net: 1	
City Codes: NV = Novato														

San Mateo County				Projects Participating: 6							In Area : 6		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Residences at Anson	DR Horton	BU	ATMJ	22	0	19	N/A	0	0	3	3	0.27	0.27
Skyline Ridge	DR Horton	SB	DTMJ	40	0	8	N/A	0	0	2	2	0.27	0.27
Link 33	KB Home	RC	ATMJ	33	0	4	3	0	0	2	2	0.16	0.16
Residences at Wheeler Plaza	KB Home	CS	ATMJ	109	0	7	4	0	0	70	36	1.27	1.20
Foster Square	Lennar	FC	ATMJ	200	0	6	2	0	0	155	21	0.73	0.70
Waverly Cove	SummerHill	FC	ATMJ	20	0	1	5	0	0	10	10	0.40	0.40
TOTALS: No. Reporting: 4		Avg. Sales: 0.00		Traffic to Sales: NA			45	14	0	0	242	74	Net: 0
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: 31							In Area : 31		
					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	5	15	0	0	117	45	1.30	1.50
Prism	Dividend	SV		ATMJ	62	0	5	15	0	0	18	18	1.75	1.75
Santorini	DR Horton	SV		ATMJ	18	0	10	N/A	0	0	8	8	0.27	0.27
Catalyst at Communications Hill	KB Home	SJ		ATMJ	98	0	5	5	0	0	55	37	0.90	1.23
Circuit	KB Home	ML		ATMJ	144	0	5	4	1	0	135	26	1.05	0.87
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	4	13	2	0	79	26	0.90	0.87
Platinum II at Communications Hill	KB Home	SJ		DTMJ	33	0	4	5	1	0	16	9	0.23	0.30
Catalina	Landsea	SC	Rsv's	ATMJ	54	0	8	13	0	0	36	27	0.69	0.90
Burgundy at Glen Loma	Lennar	GL		DTMJ	52	0	4	18	0	0	48	19	0.76	0.63
Estancia - Towns	Lennar	MV		ATMJ	61	0	18	5	0	0	37	8	0.32	0.27
Graham	Lennar	ML		ATMJ	215	0	7	0	0	0	3	3	0.10	0.10
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	5	10	1	0	116	28	0.91	0.93
Margaux at Glen Loma	Lennar	GL		DTMJ	84	0	5	36	1	0	53	35	0.84	1.17
Provence at Glen Loma	Lennar	GL		DTMJ	43	0	5	18	0	0	38	19	0.43	0.63
Capitol - Haven	Pulte	SJ		ATMJ	93	0	8	5	1	0	69	28	0.93	0.93
Capitol - Retreat	Pulte	SJ		ATST	95	0	5	4	0	0	51	22	0.69	0.73
UrbanOak Residences	Pulte	SJ		DTMJ	60	0	5	7	3	0	49	24	0.66	0.80
UrbanOak Rows	Pulte	SJ		ATMJ	97	0	8	6	3	0	51	25	0.69	0.83
UrbanOak Towns	Pulte	SJ		ATMJ	72	0	4	7	2	0	36	36	1.29	1.29
UrbanOak Vistas	Pulte	SJ		ATMJ	66	0	8	6	0	0	5	5	0.81	0.81
Montecito Place	SummerHill	MV		ATMJ	83	0	2	5	2	0	18	18	0.78	0.78
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	2	1	1	0	55	24	0.69	0.80
Nuevo - Terraces	SummerHill	SC		ATMJ	176	0	23	15	0	0	67	30	0.84	1.00
Nuevo E-States	SummerHill	SC		DTMJ	41	0	7	3	0	0	16	13	0.36	0.43
Elev8tion- Duets/SFD	Taylor Morrison	SV		DTMJ	22	0	7	8	0	0	15	13	0.44	0.43
Elev8tion- Towns	Taylor Morrison	SV		ATMJ	96	0	11	9	1	0	17	15	0.50	0.50
Glen Loma Ranch - Noir	TRI Pointe	GL		DTMJ	67	0	6	38	1	0	48	31	0.80	1.03
Glen Loma Ranch- Blanc	TRI Pointe	GL		DTMJ	49	0	2	3	0	0	47	27	0.78	0.90
Veneto TWH	Van Daele	MH		ATMJ	60	0	4	3	0	0	56	18	0.70	0.60
Waverly Detached	Warrington	MV		DTMJ	4	0	2	7	0	0	0	0	0.00	0.00
Waverly Townhomes	Warrington	MV		ATMJ	22	0	3	7	0	0	12	12	0.43	0.43
TOTALS: No. Reporting: 30		Avg. Sales: 0.67		Traffic to Sales: 15 : 1				197	291	20	0	1371	649	Net: 20
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: 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
Cerrato	Century	HO		DTMJ	223	0	6	44	1	0	214	46	1.53	1.53
East Garrison - Monarch	Century	EG		DTST	66	0	3	14	3	0	59	17	0.72	0.57
East Garrison- The Grove	Century	EG		DTST	95	0	6	14	1	0	70	28	0.86	0.93
East Garrison- The Liberty	Century	EG		ATMJ	150	0	6	1	0	0	96	3	1.17	0.10
Meadows at Allendale	DeNova	HO	Rsv's	DTST	111	0	3	13	2	0	48	38	1.14	1.27
Bennett Ranch	K Hovnanian	HO		DTST	84	0	7	26	0	1	41	27	0.69	0.90
Monte Bella II	KB Home	SL		DTST	78	0	5	6	1	0	35	35	2.11	2.11
Sunnyside Estates	KB Home	HO		DTMJ	107	0	4	20	1	0	62	33	0.91	1.10
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	3	12	1	0	63	29	0.96	0.97
Carousel at Westfield	Kiper	HO	Rsv's	DTMJ	92	0	6	50	2	0	32	32	1.51	1.51
Mayfair at Westfield	Kiper TSO	HO	Rsv's	DTMJ	50	0	TSO	50	2	0	6	6	2.00	2.00
Serenity at Santana Ranch	Legacy	HO		DTMJ	143	0	7	15	1	0	126	30	0.83	1.00
Rancho Vista	Meritage	SJB		DTMJ	85	0	2	0	2	1	78	28	0.67	0.93
Solorio	Meritage	HO		DTST	65	0	9	3	1	1	29	29	1.07	1.07
Solorio - 27's	Meritage	HO		ATST	36	0	6	2	0	1	16	16	0.59	0.59
Cove Scotts Valley	Ryder	SV		ATMJ	25	0	7	12	0	0	1	1	0.50	0.50
Maple Park	Stone Bridge	HO	Rsv's	DTST	49	0	4	12	1	0	41	41	1.39	1.37
TOTALS: No. Reporting: 17		Avg. Sales: 0.88		Traffic to Sales: 15 : 1			84	294	19	4	1017	439	Net: 15	
City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SJB = San Juan Bautista, SV = Scotts Valley														

Fairfield, Vacaville, Suisun, Dixon					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
Greenwich at Parklane	DR Horton	DX	DTST	83	0	7	9	4	0	53	39	1.10	1.30	
Brookline	Meritage	FF	DTMJ	76	0	5	3	1	0	71	44	0.89	1.47	
Cambridge at Brighton Landing	Meritage	VC	DTMJ	67	0	4	3	5	0	32	32	1.19	1.19	
Cerrito at Vanden Estates	Richmond American	VC	DTMJ	50	0	9	0	0	0	5	5	0.35	0.35	
Enclave at Vanden Estates	Richmond American	VC	DTMJ	37	0	6	0	0	0	30	15	0.45	0.50	
Montera at Vanden Estates	Richmond American	VC	DTST	64	0	11	0	1	0	53	33	0.77	1.10	
Orchards at Valley Glen II	Richmond American	DX	DTMJ	122	8	8	0	8	0	76	31	0.87	1.03	
Piedmont at Vanden Estates	Richmond American	VC	DTMJ	47	0	7	0	0	0	31	11	0.45	0.37	
Saratoga at Vanden Estates	Richmond American	VC	DTMJ	97	0	12	0	0	0	49	23	0.72	0.77	
Bristol at Brighton Landing	The New Home Co	VC	DTMJ	64	0	7	24	0	0	27	8	0.34	0.27	
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	80	0	5	24	0	0	26	9	0.34	0.30	
Preston at Brighton Landing	The New Home Co	VC	DTST	87	0	4	29	1	0	48	29	0.77	0.97	
Sheffield at Brighton Landing	The New Home Co	VC	DTST	120	0	3	29	2	0	33	16	0.53	0.53	
Lantana at the Village	TRI Pointe	FF	DTMJ	133	0	4	18	3	0	91	28	0.98	0.93	
Addington at Brighton Landing	Woodside	VC	DTST	190	0	3	4	0	0	187	24	1.00	0.80	
TOTALS: No. Reporting: 15		Avg. Sales: 1.67		Traffic to Sales: 6 : 1			95	143	25	0	812	347	Net: 25	
City Codes: DX = Dixon, FF = Fairfield, VC= Vacaville														

# The Ryness Report

Week Ending  
Sunday, July 26, 2020

Bay Area Page  
7 of 7

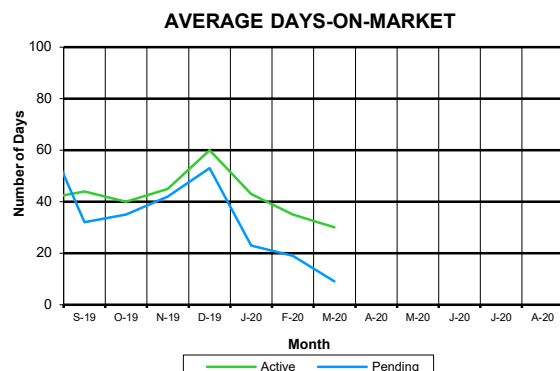
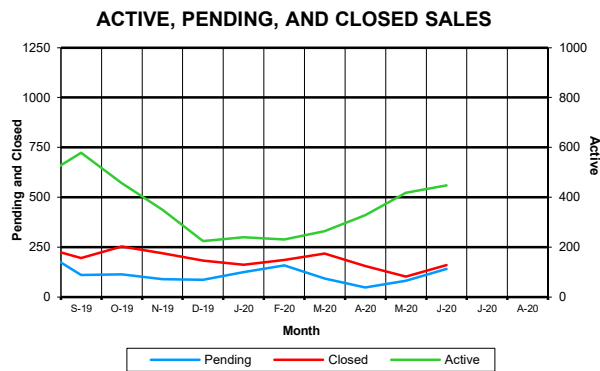
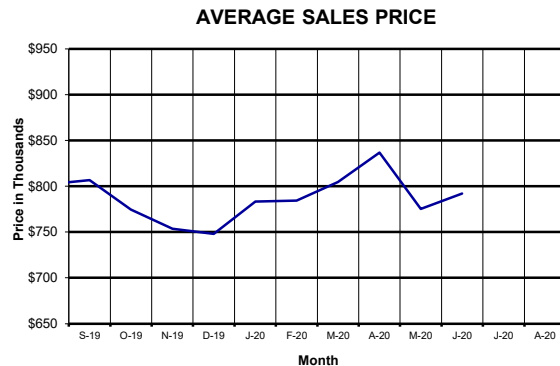
Development Name		Developer	City Code	Notes	Type							
Bay Area					Projects Participating: 151				In Area : 151			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 140		Avg. Sales: 0.98		Traffic to Sales: 10 : 1		900	1402	146	9	7259	3082	Net: 137
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

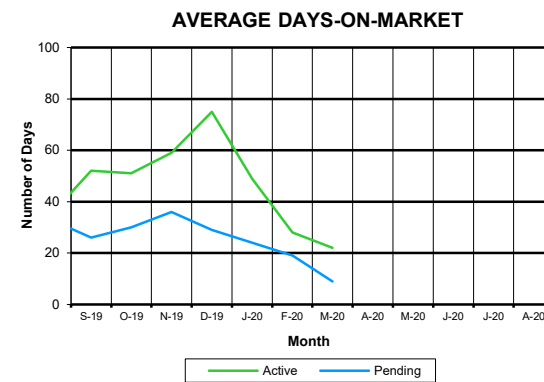
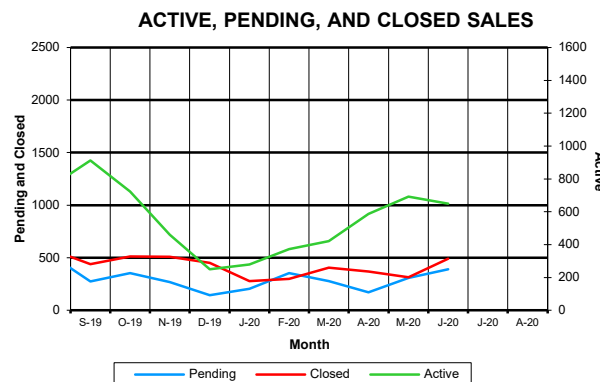
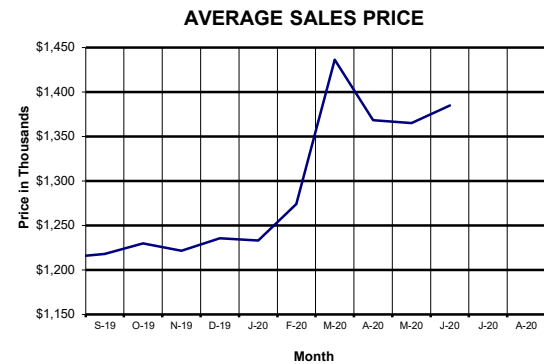
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	350	45	89	42	219	\$753,665
Dec-19	224	60	86	53	182	\$748,089
Jan-20	240	43	124	23	162	\$783,393
Feb-20	231	35	159	19	185	\$784,414
Mar-20	264	30	93	9	217	\$804,428
Apr-20	328	N/A	48	N/A	155	\$836,867
May-20	418	N/A	81	N/A	102	\$775,188
Jun-20	448	47	140	35	160	\$791,847



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

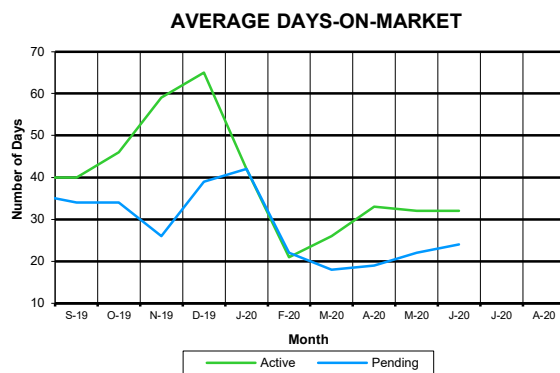
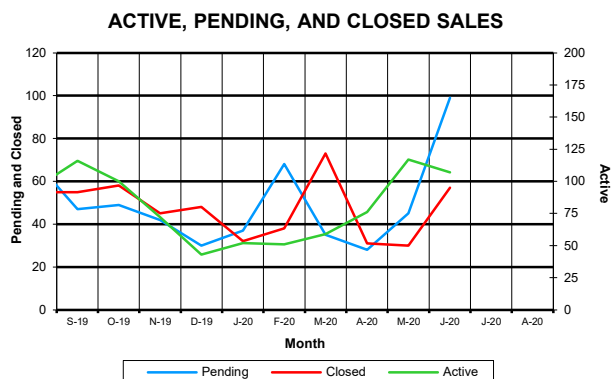
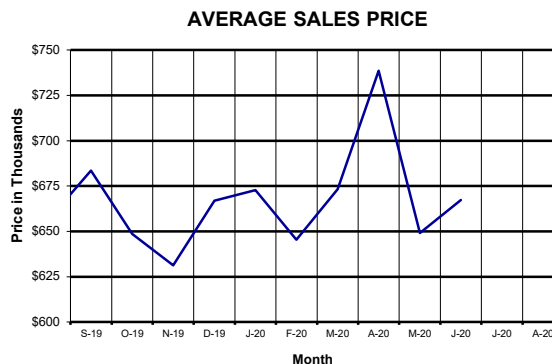
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	461	59	269	36	509	\$1,221,407
Dec-19	250	75	144	29	450	\$1,235,638
Jan-20	280	49	206	24	278	\$1,233,249
Feb-20	372	28	355	19	299	\$1,274,191
Mar-20	422	22	277	9	406	\$1,436,423
Apr-20	586	N/A	171	N/A	368	\$1,368,416
May-20	692	N/A	307	N/A	313	\$1,365,204
Jun-20	649	49	390	30	490	\$1,384,959



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

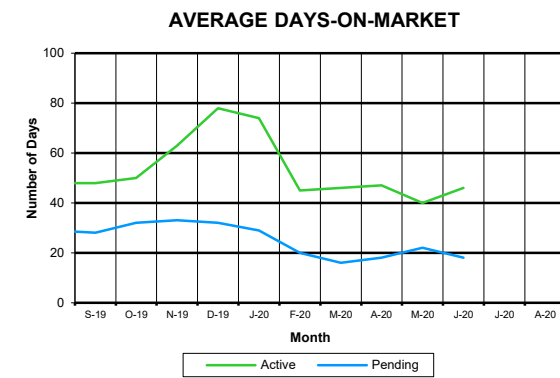
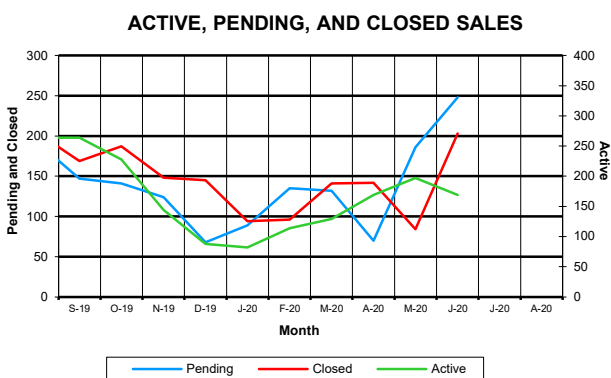
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	72	59	42	26	45	\$631,361
Dec-19	43	65	30	39	48	\$666,867
Jan-20	52	42	37	42	32	\$672,787
Feb-20	51	21	68	22	38	\$645,334
Mar-20	59	26	35	18	73	\$673,281
Apr-20	76	33	28	19	31	\$738,515
May-20	117	32	45	22	30	\$649,119
Jun-20	107	32	99	24	57	\$667,268



## Amador Valley SFD Monthly MLS Survey

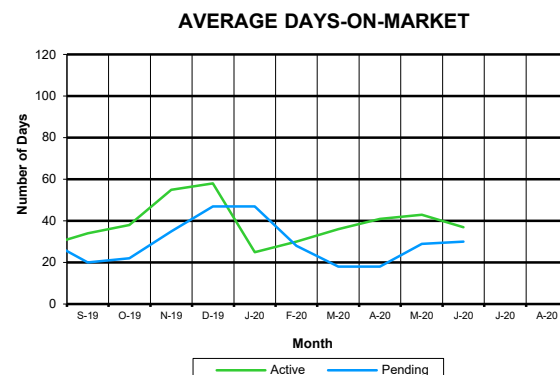
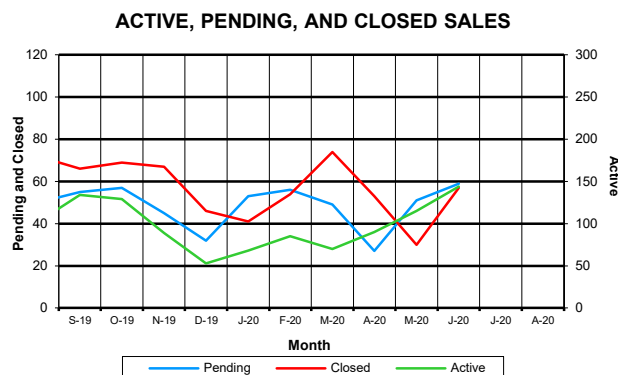
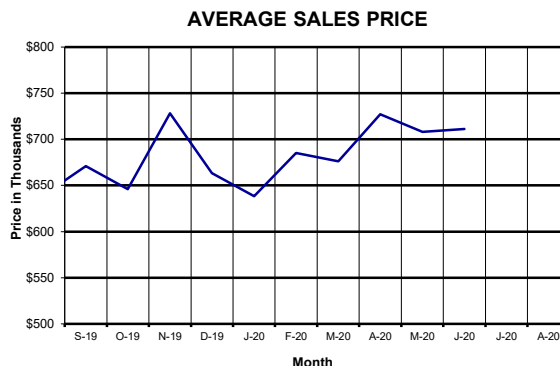
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	144	63	124	33	148	\$1,110,927
Dec-19	88	78	68	32	145	\$1,096,532
Jan-20	82	74	89	29	94	\$1,078,926
Feb-20	114	45	135	20	96	\$1,135,882
Mar-20	129	46	132	16	141	\$1,098,821
Apr-20	169	47	70	18	142	\$1,138,705
May-20	197	40	186	22	84	\$1,141,749
Jun-20	169	46	248	18	203	\$1,155,864



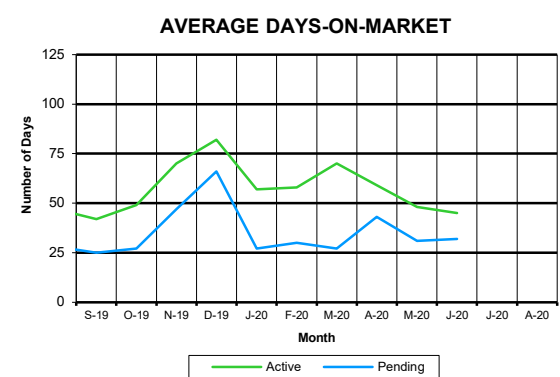
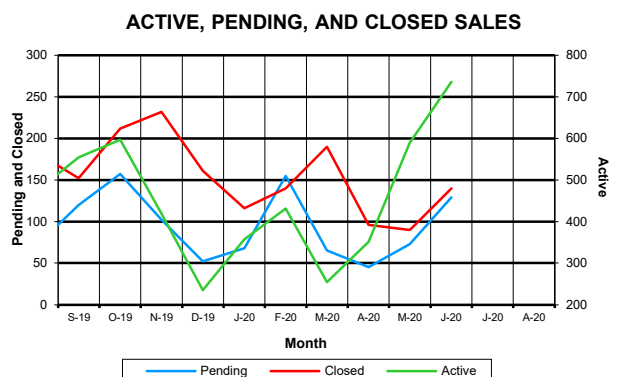
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	144	37	59	30	57	\$711,299



## San Francisco Attd. Monthly MLS Survey

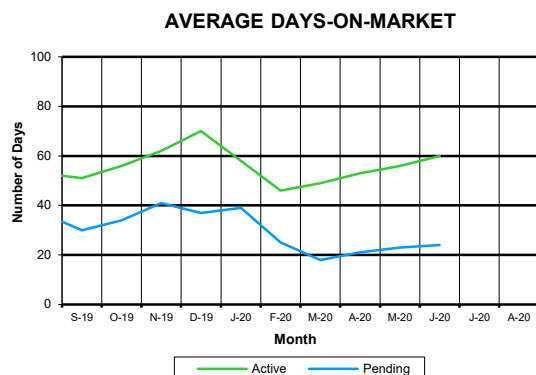
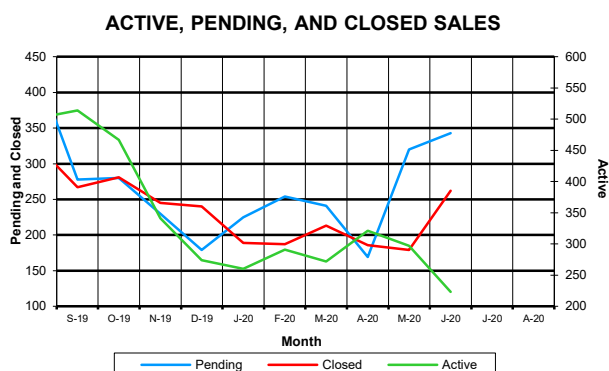
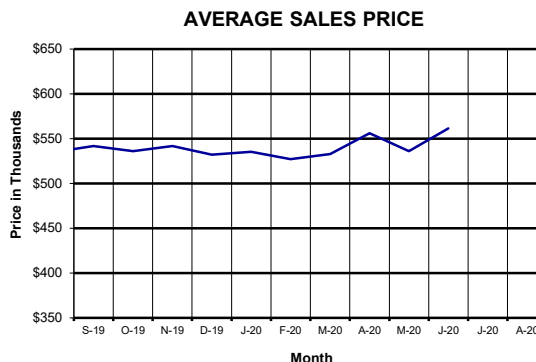
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	419	70	102	47	232	\$1,326,832
Dec-19	235	82	52	66	161	\$1,271,198
Jan-20	357	57	68	27	116	\$1,304,861
Feb-20	431	58	155	30	140	\$1,378,748
Mar-20	254	70	65	27	190	\$1,388,459
Apr-20	351	59	45	43	96	\$1,374,844
May-20	590	48	73	31	90	\$1,230,256
Jun-20	736	45	129	32	140	\$1,374,713



## E. Contra Costa SFD Monthly MLS Survey

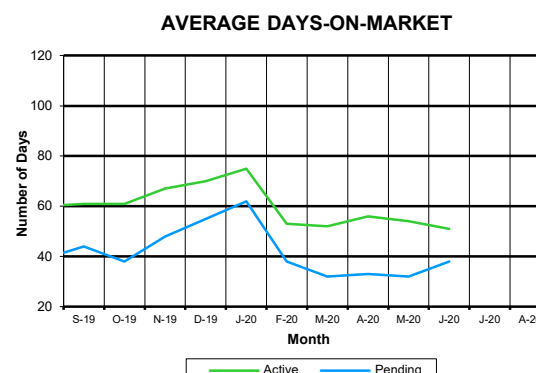
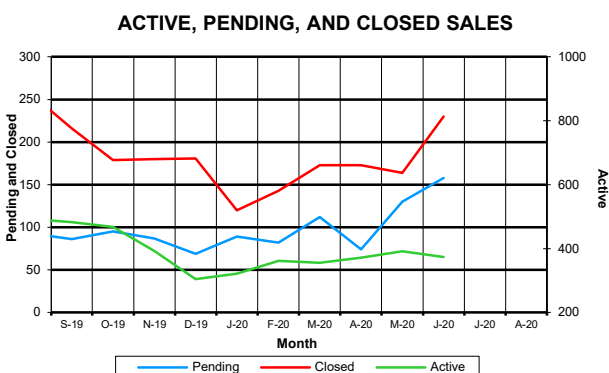
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	341	62	230	41	245	\$541,925
Dec-19	274	70	179	37	240	\$532,342
Jan-20	260	58	225	39	189	\$535,540
Feb-20	291	46	254	25	187	\$527,153
Mar-20	272	49	241	18	213	\$533,030
Apr-20	321	53	169	21	186	\$556,220
May-20	297	56	320	23	179	\$536,187
Jun-20	223	60	343	24	262	\$561,397



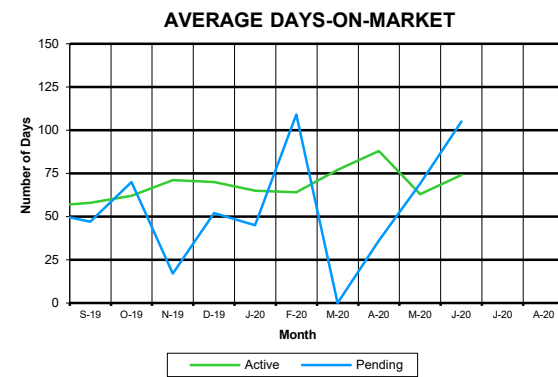
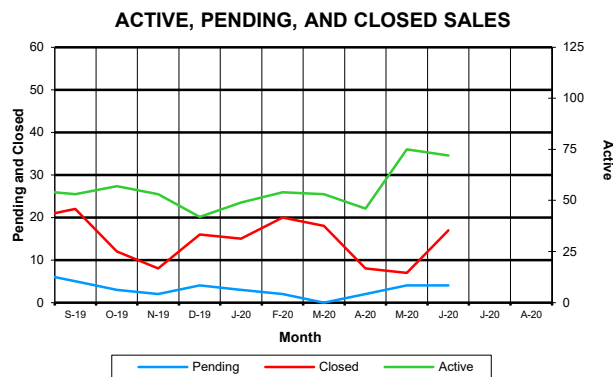
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	393	67	87	48	180	\$487,735
Dec-19	305	70	69	55	181	\$548,516
Jan-20	322	75	89	62	120	\$492,825
Feb-20	362	53	82	38	143	\$511,392
Mar-20	356	52	112	32	173	\$508,780
Apr-20	372	56	74	33	173	\$518,680
May-20	392	54	130	32	164	\$510,767
Jun-20	374	51	158	38	230	\$556,773



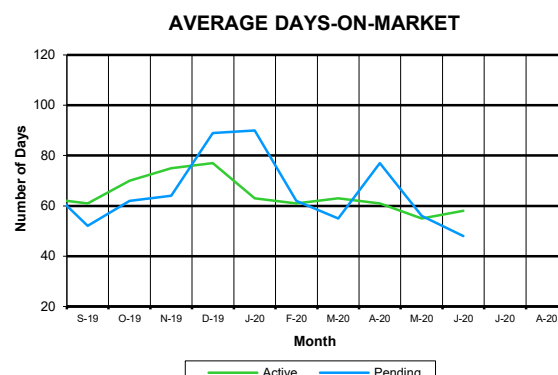
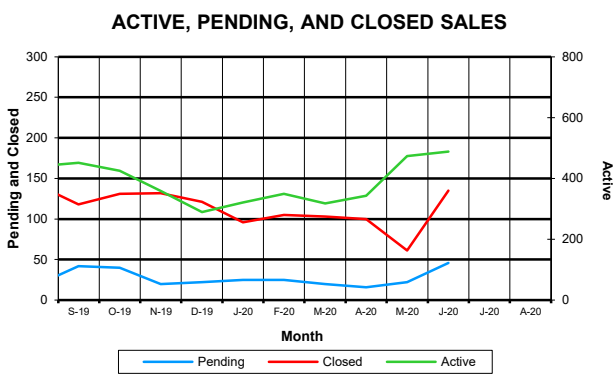
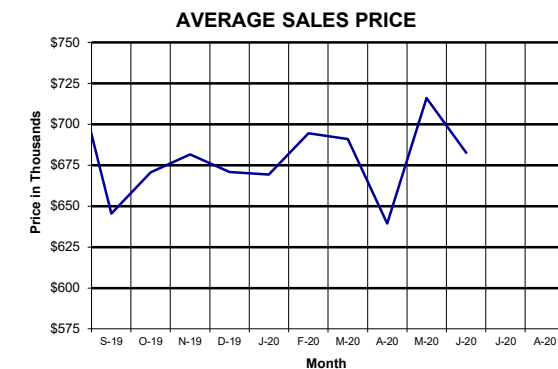
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	72	74	4	105	17	\$365,807



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	488	58	46	48	135	\$682,648



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

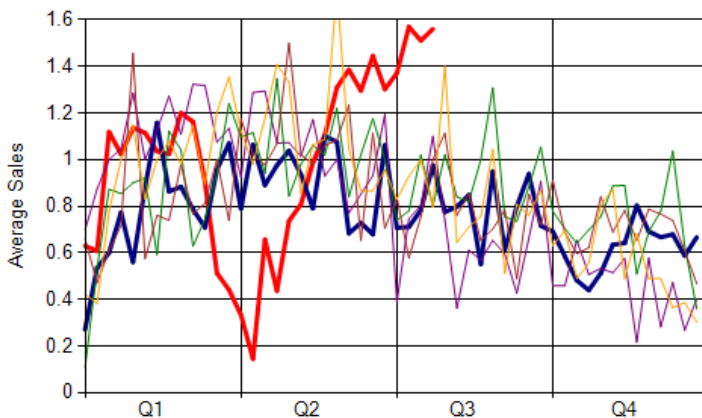
## Central Valley

Ending: Sunday, July 26, 2020

Week 30

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				21	782	42	5	37	1.76	1.03	71%	1.13	56%
San Joaquin County				28	645	53	4	49	1.75	1.14	54%	1.35	30%
Stanislaus County				3	56	8	1	7	2.33	1.12	108%	1.17	99%
Merced County				21	284	27	7	20	0.95	0.77	24%	0.95	0%
Madera County				6	71	7	1	6	1.00	0.79	26%	0.88	14%
Fresno County				12	172	25	2	23	1.92	1.28	49%	1.63	18%
<b>Current Week Totals</b>		<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>91</b>	<b>2010</b>	<b>162</b>	<b>20</b>	<b>142</b>	<b>1.56</b>	<b>1.03</b>	<b>52%</b>	<b>1.21</b>	<b>29%</b>
Per Project Average					22	1.78	0.22	1.56					
<b>Year Ago - 07/28/2019</b>		<b>Traffic : Sales</b>	<b>22 : 1</b>	<b>82</b>	<b>1985</b>	<b>89</b>	<b>9</b>	<b>80</b>	<b>0.98</b>	<b>0.84</b>	<b>17%</b>	<b>0.87</b>	<b>13%</b>
<b>% Change</b>				<b>11%</b>	<b>1%</b>	<b>82%</b>	<b>122%</b>	<b>78%</b>	<b>60%</b>	<b>23%</b>		<b>39%</b>	

52 Weeks Comparison



Year to Date Averages Through Week 30

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	1.17	0.16	1.01	0.87
■	2016	47	27	1.01	0.13	0.89	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	24	1.18	0.16	1.02	0.80
■	2019	78	22	0.98	0.14	0.84	0.77
■	2020	84	22	1.23	0.20	1.03	1.03
% Change:		7%	-2%	26%	43%	23%	34%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>In a strong signal that the housing market is ready to lead a post-COVID economic recovery, builder confidence in the market for newly-built single-family homes jumped 14 points to 72 in July, according to the latest NAHB/Wells Fargo Housing Market Index. The HMI now stands at the solid pre-pandemic reading in March before the outbreak affected much of the nation. "Builders are seeing strong traffic and lot of interest in new construction as existing home inventory remains lean," said NAHB Chairman Chuck Fowke. "Moreover, builders in the Northeast and the Midwest are benefiting from demand that was sidelined during lock-downs in the spring. Low interest rates are also fueling demand, and we expect housing to lead an overall economic recovery." "While the housing market is clearly rebounding, challenges exist," said NAHB Chief Economist Robert Dietz. "Lumber prices are at a two-year high and builders are reporting rising costs for other building materials while lot and skilled labor availability issues persist. Nonetheless, the important story of the changing geography of housing demand is benefiting new construction. New home demand is improving in lower density markets, including small metro areas, rural markets and large metro exurbs, as people seek out larger homes and anticipate more flexibility for telework in the years ahead. Flight to the suburbs is real." Source: NAHB News Release</p>
<b>FHA</b>	<b>2.89%</b>	<b>3.17%</b>	
	<b>2.78%</b>	<b>3.36%</b>	
<b>10 Yr Yield</b>	<b>0.62%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 21							In Area : 21		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Expression at College Park	Century	MH		DTMJ	51	0	7	65	1	1	40	29	0.84	0.97
Heritage at College Park	Century S/O	MH		DTMJ	48	0	S/O	65	2	0	48	39	1.00	1.30
Provenance at College Park	Century	MH		DTMJ	36	0	2	51	2	0	26	26	0.96	0.96
Reflection at College Park	Century	MH		DTMJ	45	0	8	51	0	1	30	30	1.11	1.11
Santosha	DeNova	TR		DTST	71	0	5	43	3	0	7	7	3.50	3.50
Meadowview II at Mountain House	K Hovnanian	MH		DTMJ	50	0	4	30	5	2	40	40	1.53	1.53
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	2	64	1	0	62	24	0.94	0.80
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	1	12	4	0	47	29	0.71	0.97
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	7	13	3	0	51	21	0.77	0.70
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	10	3	0	0	42	23	0.62	0.77
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	5	11	1	0	24	18	0.57	0.60
Vantage at Tracy Hills	Meritage	TH		DTST	182	0	5	29	3	1	89	63	1.22	2.10
Blissagaray Ranch	Ponderosa	TR		DTMJ	47	0	1	19	1	0	19	5	0.31	0.17
Oliveto at Mountain House	Richmond American	MH		DTMJ	88	0	1	0	0	0	87	28	0.74	0.93
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	7	92	1	0	49	49	1.87	1.87
Langston at Mountain House	Shea	MH		ATST	131	10	6	79	10	0	67	67	2.56	2.56
Vente at Tracy Hills	Shea	TH		DTMJ	74	0	4	86	1	0	43	27	0.59	0.90
Sungold	Taylor Morrison	TR		DTMJ	62	0	2	17	1	0	13	13	1.82	1.82
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	2	11	1	0	3	3	0.58	0.58
Stanford at Ellis	Woodside	TR		DTMJ	51	0	2	28	2	0	7	7	1.36	1.36
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	4	13	0	0	1	1	0.19	0.19
TOTALS: No. Reporting: 21		Avg. Sales: 1.76		Traffic to Sales: 19 : 1				85	782	42	5	795	549	Net: 37
City Codes: MH= Mountain House, TR= Tracy, TH= Tracy Hills														

Stockton/Lodi					Projects Participating: 6							In Area : 6		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at River Terrace	K Hovnanian	SK	DTST	67	0	2	5	0	0	65	65	4.03	4.03	
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	112	0	5	12	2	1	21	21	0.80	0.80	
Lavaux at Vineyard Terrace	K Hovnanian	LD	DTMJ	116	0	6	21	4	0	66	66	2.52	2.52	
Montevello	KB Home	SK	DTST	154	0	3	15	2	0	147	32	1.07	1.07	
Keys at Westlake	Lennar	SK	DTMJ	101	0	2	0	0	0	1	1	0.33	0.33	
Villa Point at Destinations	Richmond American	SK	DTST	122	0	7	0	1	0	90	27	0.74	0.90	
TOTALS: No. Reporting: 6		Avg. Sales: 1.33		Traffic to Sales: 6 : 1			25	53	9	1	390	212	Net: 8	
City Codes: SK = Stockton, LD = Lodi														



Development Name	Developer	City Code	Notes	Type											
San Joaquin County					Projects Participating: 24							In Area : 24			
					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	
Haven at River Island	Anthem United	LP		DTST	128	0	4	63	2	1	54	37	0.84	1.23	
Reflections at River Island	Anthem United	LP		DTMJ	77	0	4	1	0	0	67	26	0.61	0.87	
Turnleaf at the Collective	Anthem United	MN		DTMJ	84	0	6	4	1	0	8	5	0.17	0.17	
Solera	Atherton	MN		DTMJ	354	0	5	93	3	0	301	46	1.36	1.53	
Arlington	DR Horton	MN		DTST	148	0	7	29	0	0	106	53	1.56	1.77	
Bella Vita	DR Horton	LP		DTST	76	4	2	4	4	0	5	5	2.50	2.50	
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	0	4	19	2	0	20	20	0.80	0.80	
Haven Villas at Sundance	KB Home	MN		DTST	152	0	3	54	2	0	86	49	1.54	1.63	
Catalina at River Island	Kiper	LP		DTMJ	72	0	6	59	1	0	30	30	2.69	2.69	
Newport at River Islands	Kiper	LP		DTMJ	131	0	6	N/A	0	0	59	39	1.22	1.30	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	9	N/A	0	0	78	15	0.35	0.50	
Stanford Crossing	Meritage	LP		DTMJ	66	6	8	5	6	0	55	55	4.18	4.18	
Zinnia at Terra Ranch	Meritage	MN		DTMJ	72	0	7	19	4	1	44	44	1.63	1.63	
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	6	60	2	0	14	14	0.60	0.60	
Passport	Raymus	MN		DTST	135	0	5	39	3	0	107	67	1.91	2.23	
Fox Chase at Woodward	Richmond American	MN		ATMJ	130	0	7	0	2	0	110	39	1.11	1.30	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	6	0	1	0	10	10	0.70	0.70	
Watermark at River Islands	Richmond American	LP		DTST	102	0	6	0	3	0	67	27	0.88	0.90	
Venture at The Collective	Taylor Morrison	MN		DTST	115	0	16	9	1	0	14	11	0.31	0.37	
Tidewater at River Islands	The New Home Co	LP		DTMJ	131	0	1	10	1	0	127	19	0.65	0.63	
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	0	7	30	2	0	17	17	2.77	2.77	
Origin at the Collective	Trumark	MN		DTMJ	59	0	6	11	1	0	7	7	0.16	0.23	
Bridgeport at River Islands	Van Daele	LP		DTMJ	86	0	7	43	2	1	79	44	0.80	1.47	
Latitude at River Islands II	Van Daele <span>S/O</span>	LP		DTMJ	78	0	S/O	40	1	0	78	37	0.89	1.23	
TOTALS: No. Reporting: 22		Avg. Sales: 1.86		Traffic to Sales: 13 : 1				138	592	44	3	1543	716	Net: 41	
City Codes: LP = Lathrop, MN = Manteca															

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. Sl's /Week	Av. Sl's /YTD
Aspire at Apricot Grove	K Hovnanian	PR	DTST	69	0	6	26	3	1	30	30	1.58	1.58	
Turnleaf at Patterson Ranch	KB Home	PR	DTST	99	5	4	20	5	0	22	22	1.67	1.67	
Monarch Country Living	Ramson	NW	DTST	47	0	3	10	0	0	39	9	0.40	0.30	
TOTALS: No. Reporting: 3		Avg. Sales: 2.33		Traffic to Sales: 7 : 1			13	56	8	1	91	61	Net: 7	
City Codes: PR = Patterson, NW = New man														



Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 21							In Area : 21		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Summer Creek	Bright	MD		DTMJ	120	0	5	9	2	1	42	21	0.66	0.70
Sundance Village	Bright	LT		DTST	64	0	3	23	0	0	36	16	0.63	0.53
Bell Crossing	DR Horton	AT		DTST	151	0	3	13	1	1	40	40	1.35	1.33
Brookshire	DR Horton	LB		DTST	50	0	3	6	2	0	10	10	0.83	0.83
Mission Village South	DR Horton	LB		DTMJ	91	0	7	11	2	1	49	20	0.81	0.67
Monterra	DR Horton	MD		DTST	103	6	5	12	6	0	39	39	1.32	1.30
Panorama	DR Horton	MD		DTST	192	0	4	12	2	1	52	32	0.86	1.07
Shaunessy	DR Horton	LB		DTST	70	0	11	1	0	0	1	1	0.09	0.09
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	11	7	0	1	69	16	0.81	0.53
Aspire at Sierra Vista	K Hovnanian	MD		DTST	91	0	7	3	0	1	84	15	0.77	0.50
Manzanita	Legacy	LT		DTMJ	172	0	5	34	1	0	89	30	0.86	1.00
Sunflower	Legacy	MD		DTST	143	0	5	17	3	0	67	32	0.84	1.07
Moraga - Chateau II	Lennar	MD		DTMJ	52	0	2	5	0	0	3	3	0.72	0.72
Moraga - Skye II	Lennar	MD		DTMJ	66	0	3	6	1	0	11	11	2.14	2.14
Moraga - Summer II	Lennar TSO	MD		DTMJ	115	0	TSO	12	2	0	4	4	0.97	0.97
Bellevue Ranch	Stonefield Home S/O	MD		DTST	69	0	S/O	44	3	0	69	39	1.00	1.30
Brookshire	Stonefield Home	LB		DTMJ	172	0	6	27	1	0	146	44	0.82	1.47
Cypress Terrace	Stonefield Home	MD		DTST	82	0	2	7	0	0	33	5	0.70	0.17
Shaunessey Village	Stonefield Home	LB		DTST	81	0	5	22	0	0	25	23	0.71	0.77
University Park II	Stonefield Home	MD		DTST	52	0	4	7	1	1	48	8	0.79	0.27
Villas, The	Stonefield Home	LB		DTST	50	0	3	6	0	0	36	15	0.54	0.50
TOTALS: No. Reporting: 21		Avg. Sales: 0.95		Traffic to Sales: 11 : 1				94	284	27	7	953	424	Net: 20
City Codes: MD = Merced, LT = Livingston, AT = Atwater, LB = Los Banos														

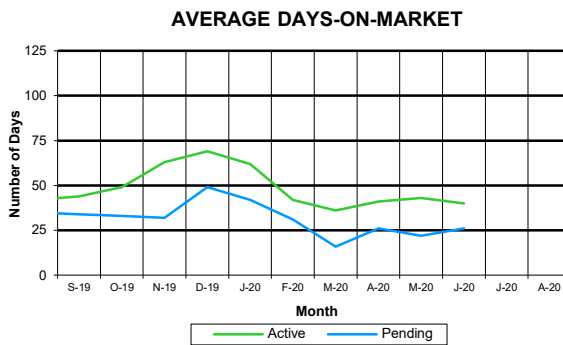
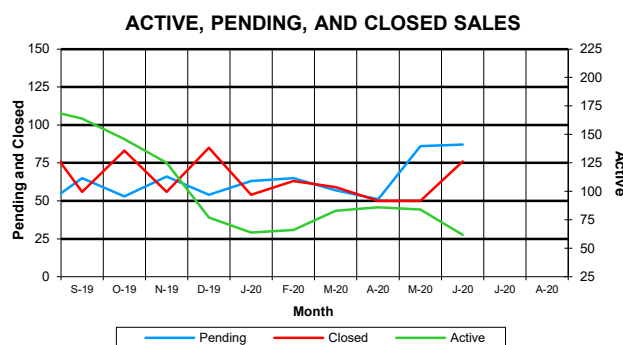
Madera County				Projects Participating: 6							In Area : 6		
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Tesoro Viejo- Bluffs	DR Horton	MDA	DTMJ	39	0	7	25	1	0	21	21	0.71	0.70
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	0	2	8	3	0	71	38	1.07	1.27
Vista Bella at Tesoro Viejo	K Hovnanian	MDA	DTST	112	0	14	1	0	1	14	9	0.24	0.30
Riverstone Coronet	Lennar	MDA	DTST	103	0	4	12	1	0	10	10	1.67	1.67
Riverstone- Pinnacle	Lennar	MDA	DTMJ	57	0	5	13	0	0	28	10	0.41	0.33
Riverstone Skye	Lennar	MDA	DTST	67	0	2	12	2	0	52	22	0.76	0.73
TOTALS: No. Reporting: 6		Avg. Sales: 1.00		Traffic to Sales: 10 : 1			34	71	7	1	196	110	Net: 6
City Codes: MDA = Madera													

Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 12							In Area : 12		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Dakota	DR Horton	FR		DTST	93	0	2	7	0	1	91	18	1.11	0.60
Oliveta	DR Horton	SAN		DTST	195	0	1	7	3	1	194	35	1.45	1.17
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	7	9	2	0	66	36	0.94	1.20
Inspirado	K Hovnanian	FR		DTST	109	0	4	23	4	0	65	65	2.20	2.17
Laurel Grove	KB Home	FR		DTST	144	0	4	22	3	0	106	39	1.37	1.30
Seville	KB Home	FR		DTST	129	5	4	40	5	0	29	29	1.60	1.60
Carriage House V- Chateau	Lennar	FR		DTST	92	0	6	0	0	0	82	17	0.95	0.57
Chateau at Summer Grove	Lennar	FR		DTST	202	0	4	13	1	0	158	28	1.20	0.93
Copper River- Pinnacle	Lennar	FR		DTMJ	94	0	8	16	0	0	67	37	0.78	1.23
Fancher Creek California	Lennar	FR		ATST	68	0	7	6	2	0	11	11	0.38	0.38
Fancher Creek- Chateau	Lennar	FR		ATST	115	0	5	6	2	0	11	11	0.38	0.38
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	4	23	3	0	66	36	1.04	1.20
TOTALS: No. Reporting: 12		Avg. Sales: 1.92		Traffic to Sales: 7 : 1			56	172	25	2	946	362	Net: 23	
City Codes: FR = Fresno, SAN = Sanger, FO = Fowler														

Central Valley			Projects Participating: 93					In Area : 93	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 91	Avg. Sales: 1.56	Traffic to Sales: 12 : 1	445	2010	162	20	4914	2434	Net: 142
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									

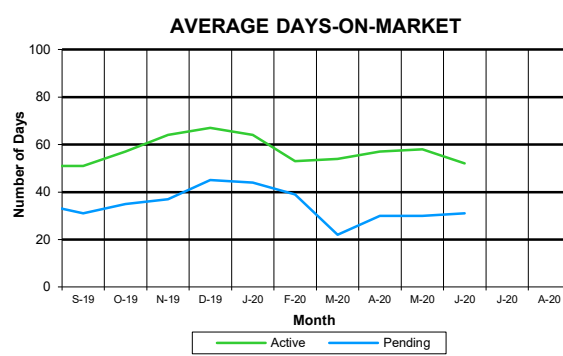
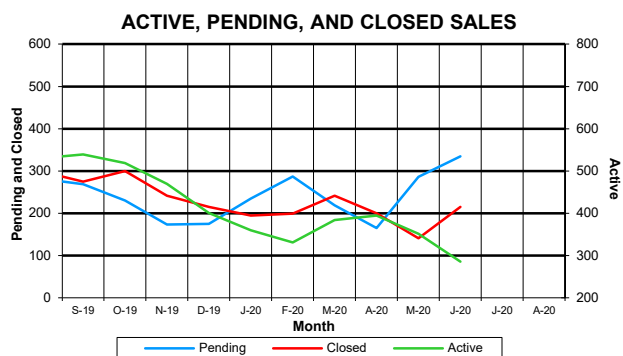
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	62	40	87	26	76	542,180



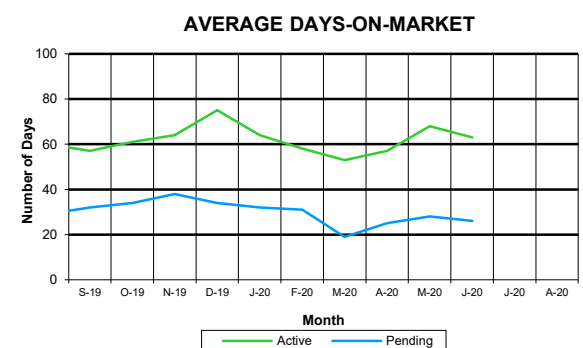
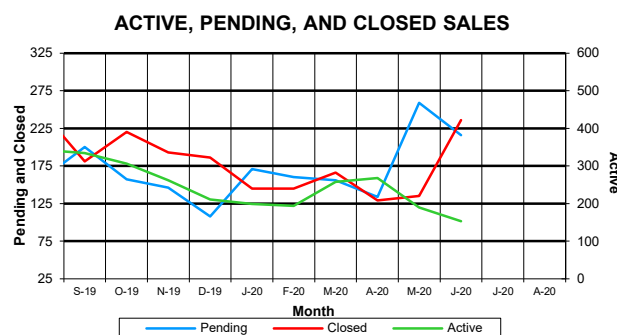
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	286	52	335	31	215	\$346,361



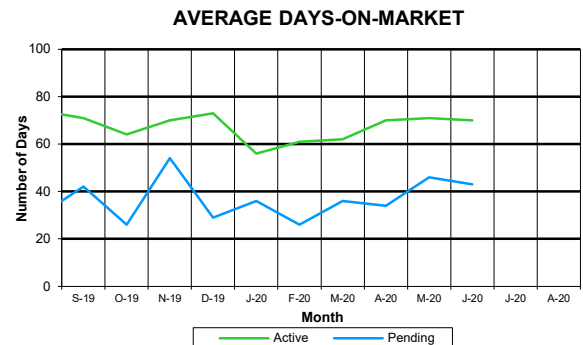
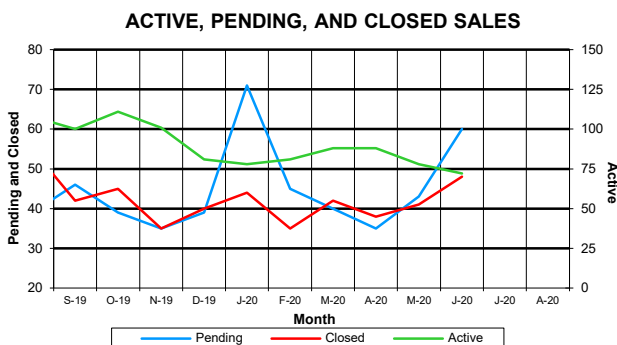
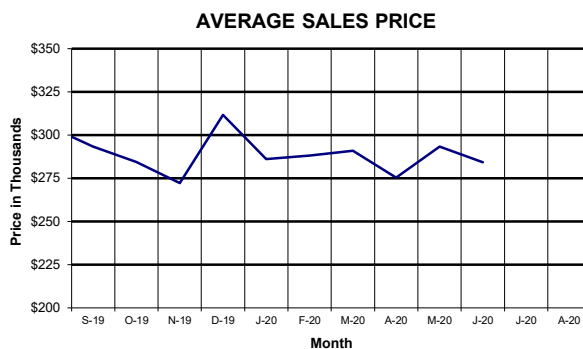
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	153	63	216	26	236	\$365,257



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	72	70	60	43	48	\$284,228



# THE RYNESS REPORT

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NATIONAL BUILDER DIVISION

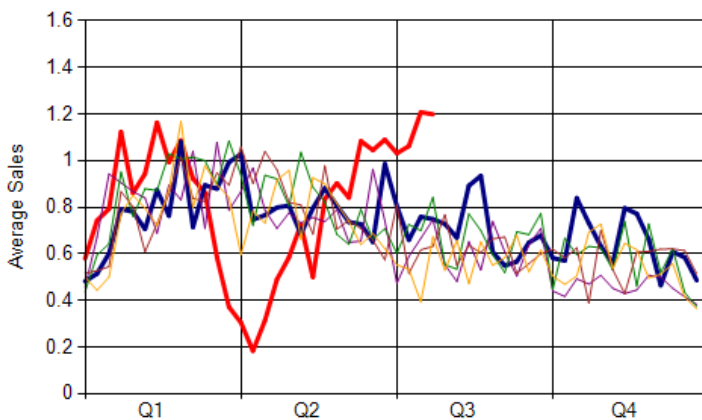
## Sacramento

Ending: Sunday, July 26, 2020

Week 30

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			27	433	53	4	49	1.81	0.76	139%	0.82	122%
Central & North Sacramento			36	640	41	2	39	1.08	0.85	27%	0.85	28%
Folsom			12	285	16	1	15	1.25	0.75	66%	0.83	51%
El Dorado			10	256	15	1	14	1.40	0.77	83%	0.80	74%
Placer & Nevada			49	734	50	7	43	0.88	0.87	0%	0.93	-6%
Yolo			13	89	16	0	16	1.23	0.63	94%	0.72	72%
Northern Counties			9	144	13	2	11	1.22	0.98	24%	1.31	-7%
Current Week Totals		Traffic : Sales 13 : 1	156	2581	204	17	187	1.20	0.81	47%	0.88	36%
Per Project Average			17 1.31 0.11 1.20									
Year Ago - 07/28/2019		Traffic : Sales 26 : 1	139	3177	122	18	104	0.75	0.78	-4%	0.78	-4%
% Change			12%	-19%	67%	-6%	80%	60%	4%	13%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 30

### 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	97	28	0.86	0.12	0.74	0.66
■	2016	131	27	0.90	0.14	0.77	0.69
■	2017	140	27	0.97	0.15	0.82	0.73
■	2018	128	26	0.91	0.14	0.78	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.98	0.16	0.81	0.81
% Change:		6%	-32%	8%	36%	4%	11%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>In a strong signal that the housing market is ready to lead a post-COVID economic recovery, builder confidence in the market for newly-built single-family homes jumped 14 points to 72 in July, according to the latest NAHB/Wells Fargo Housing Market Index. The HMI now stands at the solid pre-pandemic reading in March before the outbreak affected much of the nation. "Builders are seeing strong traffic and lot of interest in new construction as existing home inventory remains lean," said NAHB Chairman Chuck Fowke. "Moreover, builders in the Northeast and the Midwest are benefiting from demand that was sidelined during lock-downs in the spring. Low interest rates are also fueling demand, and we expect housing to lead an overall economic recovery." "While the housing market is clearly rebounding, challenges exist," said NAHB Chief Economist Robert Dietz. "Lumber prices are at a two-year high and builders are reporting rising costs for other building materials while lot and skilled labor availability issues persist. Nonetheless, the important story of the changing geography of housing demand is benefiting new construction. New home demand is improving in lower density markets, including small metro areas, rural markets and large metro exurbs, as people seek out larger homes and anticipate more flexibility for telework in the years ahead. Flight to the suburbs is real." Source: NAHB News Release</p>
<b>FHA</b>	<b>2.89%</b>	<b>3.17%</b>	
	<b>2.78%</b>	<b>3.36%</b>	
<b>10 Yr Yield</b>	<b>0.62%</b>		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 28							In Area : 28		
					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	0	6	7	1	1	64	28	0.97	0.93
Murieta Gardens	K Hovnanian	RM		DTST	78	0	7	5	1	0	58	23	0.80	0.77
Bridgewater	KB Home	SO		DTST	85	0	5	26	3	0	24	24	1.26	1.26
Sheldon Terrace	KB Home	LN		DTST	175	0	4	18	3	1	100	30	1.15	1.00
Locale	Lafferty	SO		DTMJ	31	0	9	N/A	0	0	3	3	0.09	0.10
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	8	25	1	0	51	34	0.91	1.13
Bordeaux at Vineyard Creek	Lennar	SO		DTST	150	0	6	20	0	0	144	22	0.86	0.73
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	5	25	2	0	63	24	0.97	0.80
Cascade at Parkside II	Lennar	VN		DTMJ	22	0	4	9	1	0	18	17	0.52	0.57
Elements at Sterling Meadows	Lennar	LN		DTST	159	0	2	59	7	1	128	42	1.32	1.40
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	7	17	1	0	157	32	0.89	1.07
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	5	25	3	0	62	31	0.95	1.03
Redwood at Parkside	Lennar	VN		DTMJ	244	0	6	10	2	0	238	14	0.88	0.47
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	0	3	21	4	0	55	28	0.95	0.93
Marbella	Meritage	VN		DTST	56	0	4	0	0	0	52	19	0.65	0.63
Park One II	Northwest Home Co	SO	Rsv's	DTST	12	0	8	13	1	0	4	4	0.20	0.20
Laguna Ranch	Richmond American	LN		DTMJ	80	0	9	0	1	0	34	25	0.69	0.83
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	7	0	3	0	68	30	0.99	1.00
Woodberry at Bradshaw Crossing	Richmond American	SO		DTST	202	0	6	0	1	0	17	17	1.53	1.53
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	9	3	2	1	28	21	0.72	0.70
Milestone	Taylor Morrison	VN		DTST	121	0	8	8	2	0	56	36	0.89	1.20
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	50	0	9	4	1	0	16	13	0.42	0.43
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	100	0	8	1	2	0	24	18	0.62	0.60
Classics at Poppy Lane	TimLewis	LN		DTMJ	75	3	2	27	3	0	48	22	0.47	0.73
Latitudes	TimLewis	VN		DTST	159	0	10	41	4	0	113	37	0.97	1.23
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	1	14	0	0	35	13	0.36	0.43
Traditions at Poppy Lane	TimLewis TSO	LN		DTST	94	0	TSO	41	2	0	56	25	0.61	0.83
Glendon Vineyards	Woodside	VN		DTST	103	0	4	14	2	0	34	21	0.62	0.70
TOTALS: No. Reporting: 27		Avg. Sales: 1.81		Traffic to Sales: 8 : 1			162	433	53	4	1750	653	Net: 49	
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: 22							In Area : 22		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	5	20	2	0	10	10	2.41	2.41
Crocker Village- Courts	Black Pine	SO		DTMJ	83	4	3	10	1	0	1	1	0.32	0.32
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	4	19	1	0	4	4	0.97	0.97
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	7	64	5	0	44	24	0.95	0.80
Mlls Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	21	54	0	0	37	31	0.80	1.03
Anthology at Anatolia	DR Horton	RO		DTST	102	0	5	12	0	0	87	53	1.21	1.77
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	4	8	14	1	0	35	17	0.57	0.57
Veranda at Stone Creek	Elliott	RO		DTST	163	0	5	21	1	0	58	13	0.50	0.43
Clara at Anatolia	Lennar	RO		DTMJ	139	0	6	18	1	0	120	31	0.98	1.03
Ventana	Lennar	RO		ATST	160	0	7	15	3	1	49	33	0.92	1.10
Verdant	Lennar	RO		DTST	99	0	4	33	2	0	28	28	1.85	1.85
Viridian	Lennar	RO		DTST	342	0	4	15	3	0	53	28	0.94	0.93
Montelena	Premier Homes	RO		DTMJ	169	0	4	48	4	0	46	33	1.15	1.10
Classics at Sutter Park	TimLewis	SO		DTMJ	25	0	8	4	1	0	14	4	0.40	0.13
Garden Homes at Sutter Park	TimLewis	SO		DTMJ	29	0	9	3	0	0	12	3	0.34	0.10
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	12	7	0	0	8	3	0.23	0.10
Alderwood	Watt	RO		DTMJ	54	0	5	N/A	0	0	11	11	1.54	1.54
Hidden Ridge	Watt	FO		DTMJ	22	0	1	N/A	0	0	21	3	0.21	0.10
Cottonwood at Cypress	Woodside	RO		DTST	84	0	8	5	0	0	24	19	0.51	0.63
Eucalyptus at Cypress	Woodside	RO		DTST	51	0	5	12	0	0	15	12	0.32	0.40
Magnolia at Cypress	Woodside	RO		DTST	178	0	7	15	2	0	29	26	0.62	0.87
Sequoia at Cypress	Woodside	RO		DTST	62	0	5	6	1	0	11	8	0.23	0.27
TOTALS: No. Reporting: 20		Avg. Sales: 1.35		Traffic to Sales: 14 : 1				143	395	28	1	717	395	Net: 27
City Codes: SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

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. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTMJ	145	0	16	4	0	0	18	13	0.43	0.43
Brownstones at Natomas Field	Beazer	SO		DTST	189	0	1	4	0	0	188	17	0.76	0.57
Cottages at Natomas Field	Beazer	SO		DTST	179	4	2	18	3	0	177	35	0.81	1.17
Edgewood - The Cove	Beazer	SO		ATST	156	0	22	18	1	0	4	4	0.78	0.78
Villas at Natomas Field	Beazer	SO		ATST	198	0	2	1	0	0	196	15	0.80	0.50
Westward - The Cove	Beazer	SO		DTMJ	122	0	23	6	1	0	6	6	0.35	0.35
Windrow - The Cove	Beazer	SO		DTST	167	0	7	14	1	0	34	29	0.92	0.97
Bloom	DR Horton	SO		DTST	84	0	11	20	1	1	52	52	3.03	3.03
Castile at Parkebridge	DR Horton	SO		DTST	152	0	8	20	0	0	89	51	1.35	1.70
Ravenna at Parkebridge	DR Horton	SO		DTST	106	0	6	30	0	0	42	42	2.00	2.00
Verano at Parkebridge	DR Horton	SO		DTMJ	136	0	9	10	0	0	109	54	1.60	1.80
Montauk at the Hamptons	KB Home	SO		DTMJ	342	0	3	26	2	0	333	48	1.35	1.60
Amberwood at Natomas Meadows	Lennar	SO		DTST	75	0	3	11	2	0	72	14	0.97	0.47
Elverta Park	Silverado	AO		DTST	225	0	3	50	1	0	222	21	1.09	0.70
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	5	13	1	0	6	6	0.38	0.38
Mystique	Watt	SO		ATST	57	0	6	NA	0	0	18	18	0.46	0.60
Hamlet at Natomas Meadows	Woodside	SO		DTST	143	0	7	0	0	0	50	31	0.92	1.03
TOTALS: No. Reporting: 16		Avg. Sales: 0.75		Traffic to Sales: 19 : 1			134	245	13	1	1616	456	Net: 12	
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 12							In Area : 12		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Iron Ridge at Russel Ranch	Anthem United	FM	DTMJ	97	0	7	19	0	0	13	13	0.65	0.65	
Farmhouse at Willow Creek	Black Pine	FM	DTMJ	126	4	7	29	2	0	102	22	0.83	0.73	
Copperwood at Folsom Ranch	Lennar	FM	DTMJ	100	0	6	13	0	0	94	26	0.88	0.87	
Oakleaf at Folsom Ranch	Lennar	FM	DTMJ	81	0	3	13	0	0	78	19	0.73	0.63	
Steel Canyon at Russell Ranch	Meritage	FM	DTMJ	114	0	6	12	3	0	22	22	0.87	0.87	
Ladera at White Rock	Richmond American	FM	DTMJ	56	0	4	0	2	0	5	5	0.55	0.55	
Mesa at White Rock	Richmond American	FM	DTMJ	13	0	1	0	1	0	2	2	0.48	0.48	
Folsom Ranch-Azure II	Taylor Morrison	FM	DTMJ	113	0	9	28	1	0	29	24	0.81	0.80	
Folsom Ranch-Dakota II	Taylor Morrison	FM	DTMJ	111	0	10	31	2	1	33	33	1.00	1.10	
Silver Crest at Russell Ranch	The New Home Co	FM	DTMJ	108	0	8	50	0	0	14	14	0.64	0.64	
Brookstone at Folsom Ranch	TRI Pointe	FM	DTMJ	145	0	6	45	0	0	42	38	1.20	1.27	
Waterstone at Folsom Ranch	TRI Pointe	FM	DTMJ	77	0	5	45	5	0	33	24	0.95	0.80	
TOTALS: No. Reporting: 12	Avg. Sales: 1.25		Traffic to Sales: 18 : 1				72	285	16	1	467	242	Net: 15	
City Codes: FM= Folsom														



# The Ryness Report

Week Ending  
Sunday, July 26, 2020

Sacramento Page 4 of 7

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 10							In Area : 10		
					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
Saratoga Estates- Alder	Elliott	EH	New	DTMJ	115	0	2	143	2	0	2	2	1.56	1.56
Cypress at Serrano	Lennar	EH		DTMJ	65	0	8	13	1	0	57	18	0.48	0.60
Hawk View at Bass Lake Hills	Lennar	EH		DTMJ	114	0	8	22	2	0	32	31	0.97	1.03
Heritage El Dorado Hills-Estates	Lennar	EH		DTST	97	0	8	11	0	0	46	15	0.47	0.50
Heritage El Dorado Hills-Legends	Lennar	EH		DTST	164	0	5	11	3	0	101	36	1.04	1.20
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTST	369	0	6	11	4	0	86	39	0.89	1.30
Heritage El Dorado Hills-Reflections	Lennar	EH		DTST	140	0	1	4	0	0	139	30	0.96	1.00
Ridgeview Estates at Blackstone	Lennar	EH		DTMJ	24	0	6	5	0	0	13	7	0.31	0.23
Sienna Ridge Estates	Lennar	EH		DTMJ	76	0	11	18	0	0	37	19	0.53	0.63
Collina at Serrano	Woodside	EH		DTMJ	72	0	5	18	3	1	11	10	0.27	0.33
TOTALS: No. Reporting: 10	Avg. Sales: 1.40		Traffic to Sales: 17 : 1				60	256	15	1	524	207	Net: 14	
City Codes: EH= El Dorado Hills														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 48							In Area : 48		
					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	8	3	1	12	12	0.57	0.57
Veranda at Stoneridge	Elliott S/O	RV		DTST	149	0	S/O	1	1	0	149	29	1.13	0.97
Avenue, The	JMC	LL		DTMJ	50	0	3	9	0	0	47	12	0.48	0.40
Broadlands	JMC	LL		DTST	77	0	8	4	0	0	6	6	1.83	1.83
Monument Village at Sierra Vista	JMC	RV		DTST	92	0	5	46	0	0	81	33	1.37	1.10
Palisade Village	JMC	RV		DTST	88	0	5	38	1	1	79	65	1.85	2.17
Pinnacle Village	JMC	RV		DTMJ	83	0	6	22	0	0	60	27	1.00	0.90
Ridge at Whitney Ranch II	JMC	RK		DTST	48	0	7	43	1	0	16	16	0.64	0.64
Sentinel	JMC	RV		DTST	132	0	5	59	3	0	45	45	2.25	2.25
Valleybrook at Fiddymment Farm	JMC	RV		DTMJ	78	0	4	36	1	0	74	27	0.76	0.90
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	6	29	0	0	71	27	1.01	0.90
Wildwood	JMC	RV		DTMJ	134	0	3	27	2	1	128	34	0.70	1.13
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	6	5	1	0	33	33	2.33	2.33
Creekside Preserve	K Hovnanian	LL		DTMJ	50	0	6	7	0	0	13	13	0.50	0.50
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	6	5	1	0	49	26	0.73	0.87
Cadence at WestPark	KB Home	RV		DTST	88	0	6	19	1	0	76	42	1.10	1.40
Oak Vista	KB Home	RK		DTMJ	59	0	6	13	1	0	51	24	0.83	0.80
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	4	19	4	1	65	43	1.06	1.43
Corvara at Fiddymment Farm	Lennar	RV		DTMJ	134	0	7	18	4	1	92	48	1.15	1.60
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	4	12	3	0	107	33	0.93	1.10
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	7	12	0	0	91	18	0.78	0.60
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	5	12	1	0	112	28	0.94	0.93
LaMaison II at Diamond Creek	Lennar	RV		DTMJ	50	0	8	11	1	0	19	16	0.46	0.53
Monterosa at Fiddymment Farm	Lennar	RV		DTMJ	67	0	2	0	0	0	65	13	0.82	0.43
Novara at Fiddymment	Lennar	RV		DTMJ	105	0	3	11	2	0	4	4	1.33	1.33
Pavia at Fiddymment Farm	Lennar	RV		DTMJ	94	0	4	11	2	0	3	3	0.72	0.72
Sausalito Walk	Lennar	RV		DTST	100	0	7	5	0	0	2	2	0.22	0.22
Durango	Meritage	RK		DTST	122	0	6	8	2	0	114	31	0.90	1.03
Summit II, The	Meritage	RV		DTMJ	92	0	7	10	2	1	54	34	0.92	1.13
Sierra Oaks	Next New Homes	CF		DTMJ	34	0	6	4	0	0	8	8	0.31	0.31
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	9	0	0	0	4	4	0.78	0.78
Fieldstone at Fiddymment Ranch	Richmond American	RV		DTST	71	0	8	0	1	0	19	19	0.95	0.95
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	10	4	0	0	12	12	1.47	1.47
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	10	6	0	0	13	13	1.60	1.60
Catalina at Fiddymment Farm	Taylor Morrison	RV		DTST	47	0	9	7	0	0	22	22	0.88	0.88
Liberty Village	Taylor Morrison	RV		DTST	53	0	9	12	1	0	39	32	0.88	1.07
Monarch at Fiddymment Farm	Taylor Morrison	RV		DTMJ	91	0	8	6	2	0	24	20	0.62	0.67
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	10	3	0	0	13	13	1.60	1.60
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	4	30	1	0	74	17	0.60	0.57
Park View at Whitney Ranch	The New Home Co	RK		DTST	60	0	7	38	0	0	35	12	0.50	0.40
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	11	26	0	0	22	11	0.47	0.37
La Madera at Twelve Bridges	TRI Pointe	LL		DTST	102	0	6	21	2	0	48	21	0.77	0.70
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	8	14	0	0	17	16	0.73	0.73
Cottages at Spring Valley	Woodside	RK		DTMJ	210	0	4	15	2	0	206	34	0.91	1.13
Hills at Paradiso	Woodside	RV		DTST	58	0	7	11	0	0	40	18	0.55	0.60

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 48							In Area : 48		
					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
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	3	5	2	0	33	17	0.45	0.57
Ridge at Paradiso	Woodside	RV		DTST	42	0	7	9	0	0	25	13	0.35	0.43
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	6	18	2	1	30	20	0.42	0.67
TOTALS: No. Reporting: 48		Avg. Sales: 0.90		Traffic to Sales: 15 : 1			296	729	50	7	2402	1066	Net: 43	
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	5	0	0	6	2	0.07	0.07
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			5	5	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	4	8	2	0	118	37	0.85	1.23	
Aspire at Stone's Throw	K Hovnanian	WN	DTST	100	0	4	4	3	0	52	35	1.04	1.17	
Bradford at Spring Lake	KB Home	WL	DTST	112	0	4	25	4	0	50	30	0.72	1.00	
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	0	7	9	2	0	29	10	0.53	0.33	
Orchard at Spring Lake	Lennar	WL	DTST	103	0	1	3	0	0	102	9	0.74	0.30	
Summerstone at Spring Lake	Lennar	WL	DTST	87	0	3	9	3	0	44	33	0.80	1.10	
Sunflower at Spring Lake	Lennar	WL	DTMJ	85	0	8	9	0	0	43	19	0.79	0.63	
Cannery - Tilton	Shea	DV	DTMJ	76	0	2	1	0	0	74	2	0.29	0.07	
Spring Lake - Ivy	Taylor Morrison	WL	DTMJ	44	0	9	1	1	0	28	12	0.25	0.40	
Spring Lake - Laurel	Taylor Morrison	WL	DTMJ	100	0	11	2	1	0	51	18	0.46	0.60	
Spring Lake - Olive	Taylor Morrison	WL	DTMJ	70	0	11	4	0	0	54	21	0.49	0.70	
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	5	4	0	0	65	10	0.44	0.33	
Pines at Spring Lake	Woodside	WL	DTMJ	83	0	7	10	0	0	15	15	0.60	0.60	
TOTALS: No. Reporting: 13		Avg. Sales: 1.23		Traffic to Sales: 6 : 1			76	89	16	0	725	251	Net: 16	
City Codes: WS = West Sacramento, WN= Winters, WL = Woodland, DV = Davis														

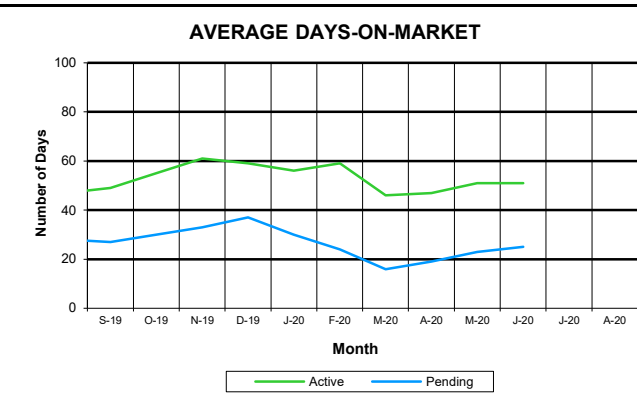
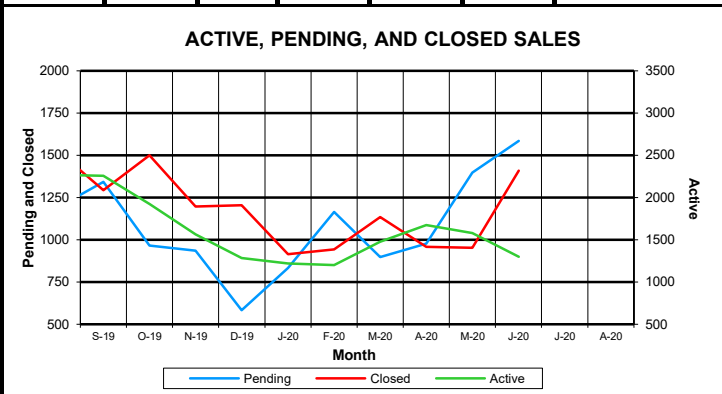
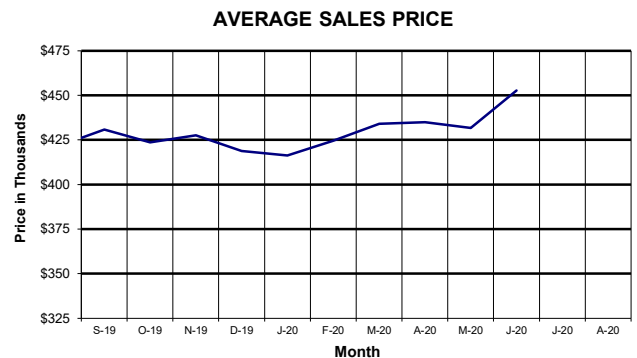
Sutter County					Projects Participating: 1							In Area : 1			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	0	4	13	3	0	33	33	1.82	1.82
TOTALS: No. Reporting: 1		Avg. Sales: 3.00			Traffic to Sales: 4 : 1			4	13	3	0	33	33	Net: 3	
City Codes: LO = Live Oak															

Development Name	Developer	City Code	Notes	Type										
Yuba County					Projects Participating: 8							In Area : 8		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Bluffs at Flumas Ranch	Cresleigh TSO	FLK		DTST	28	0	TSO	18	0	0	14	14	0.87	0.87
Cresleigh Meadows at Flumas Ranch	Cresleigh	FLK		DTMJ	147	0	3	18	0	0	14	14	0.60	0.60
Cresleigh Riverside at Flumas Ranch	Cresleigh	FLK		DTMJ	87	0	15	27	0	0	10	10	0.43	0.43
Dorado	DR Horton	FLK		DTST	57	0	7	20	1	0	42	42	1.50	1.50
Summerset at The Orchards	JMC	MS		DTST	60	0	4	16	2	1	21	21	2.07	2.07
Sunhaven at The Orchard	JMC	MS		DTST	71	0	4	15	3	0	62	32	0.88	1.07
Rio Del Oro	K Hovnanian	FLK		DTST	68	0	1	0	0	0	67	19	0.93	0.63
Sonoma Ranch	Lennar S/O	FLK		DTST	137	0	S/O	17	4	1	137	45	1.11	1.50
TOTALS: No. Reporting: 8		Avg. Sales: 1.00		Traffic to Sales: 13 : 1			34	131	10	2	367	197	Net: 8	
City Codes: FLK = Flumas Lake, MS = Marysville														

Sacramento			Projects Participating: 160					In Area : 160	
			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: 1.20	Traffic to Sales: 13 : 1	986	2581	204	17	8607	3502	Net: 187
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									

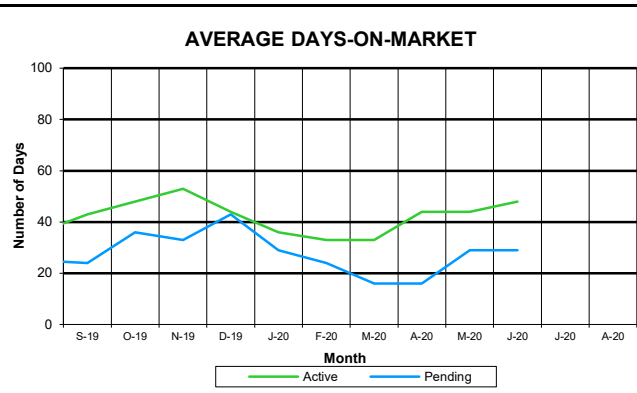
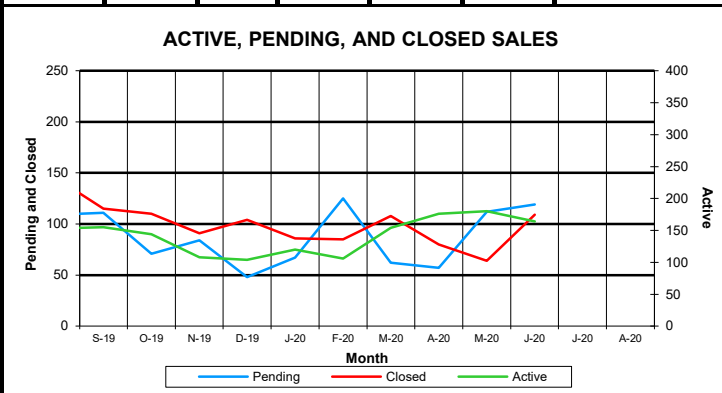
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	1,300	51	1,586	25	1,410	\$452,830



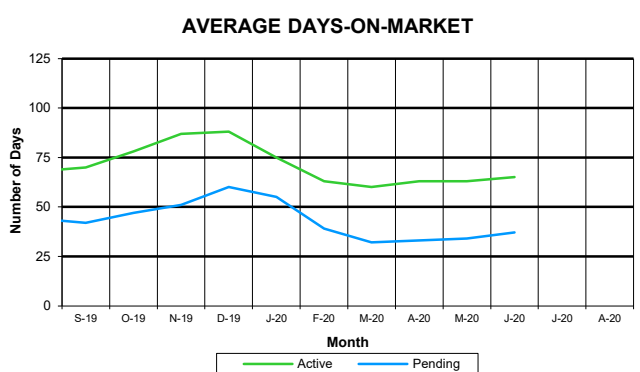
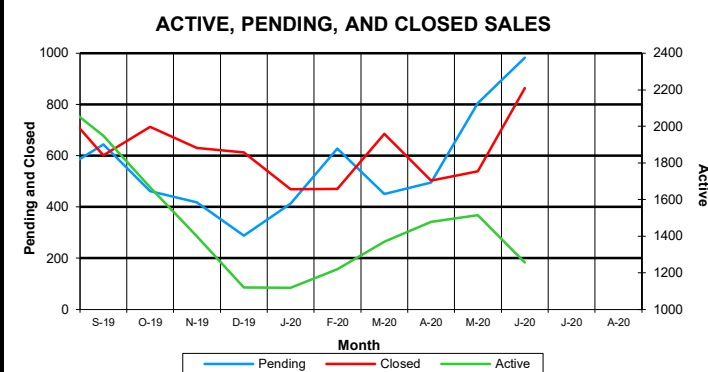
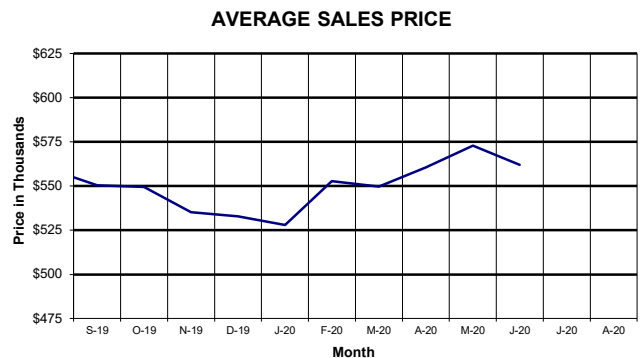
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	164	48	119	29	109	\$255,744



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	1,256	65	982	37	864	\$562,065



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-20	199	73	170	35	160	\$531,305

