

# THE RYNESS REPORT

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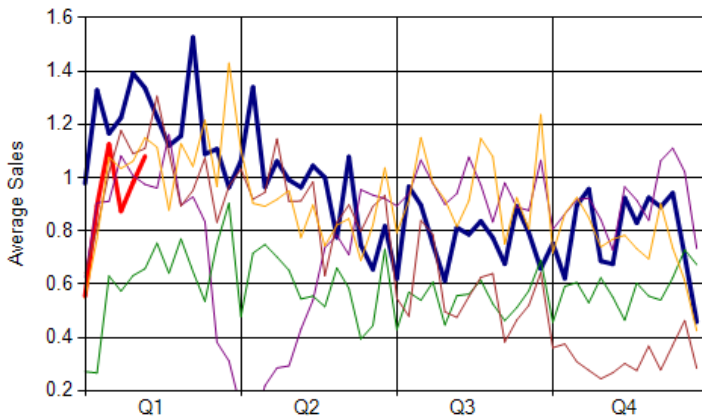
## Bay Area

Week 6

Ending: Sunday, February 13, 2022

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda	27	234	27	5	22	0.81	0.84	-3%	0.99	-18%
Contra Costa	25	411	25	3	22	0.88	0.79	12%	0.70	25%
Sonoma, Napa	10	86	5	0	5	0.50	0.45	12%	0.38	30%
San Francisco, Marin	3	28	5	0	5	1.67	0.78	113%	0.48	247%
San Mateo	5	35	8	0	8	1.60	0.97	66%	0.75	113%
Santa Clara	12	215	20	0	20	1.67	1.25	33%	1.10	51%
Monterey, Santa Cruz, San Benito	8	87	12	1	11	1.38	1.13	22%	0.97	41%
Solano	11	128	17	1	16	1.45	1.16	25%	0.78	85%
<b>Current Week Totals</b>	<b>101</b>	<b>1224</b>	<b>119</b>	<b>10</b>	<b>109</b>	<b>1.08</b>	<b>0.92</b>	<b>18%</b>	<b>0.83</b>	<b>30%</b>
Per Project Average		12	1.18	0.10	1.08					
<b>Year Ago - 02/14/2021</b>	<b>119</b>	<b>2299</b>	<b>165</b>	<b>6</b>	<b>159</b>	<b>1.34</b>	<b>1.23</b>	<b>8%</b>	<b>1.02</b>	<b>32%</b>
<b>% Change</b>	-15%	-47%	-28%	67%	-31%	-19%	-26%		-18%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 6

### 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	27	1.06	0.12	0.95	0.90
■	2018	138	39	1.05	0.08	0.97	0.70
■	2019	143	18	0.60	0.09	0.51	0.58
■	2020	156	19	0.99	0.08	0.92	0.80
■	2021	129	17	1.30	0.07	1.23	0.93
■	2022	108	13	1.00	0.08	0.92	0.92
% Change:		-16%	-25%	-23%	23%	-26%	-2%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Surging mortgage rates are making the prospect of buying a home even more expensive for Americans - many of whom have already grown weary about the state of the housing market. "The normalization of the economy continues as mortgage rates jumped to the highest level since the emergence of the pandemic," Sam Khater, Freddie Mac's chief economist, said in the report. "Rate increases are expected to continue due to a strong labor market and high inflation, which likely will have an adverse impact on home buyer demand." There's already evidence that Americans have soured on the prospect of buying a home. A new survey from Fannie Mae showed that in January only 25% of respondents believe that now is a good time to buy a home, representing a record low since the mortgage giant began tracking the data. As Americans consider the prospect of higher rates, some are attempting to take action - but finding major obstacles lie in their path. "Real-estate markets are caught in a lopsided dynamic with many buyers eager to find the right home before rates rise even higher, but very few available homes for sale as a result of almost a decade and a half of underbuilding," said George Ratiu, manager of economic research at Realtor.com. According to Ratiu, the housing shortage has surpassed 5.8 million homes as of the end of 2021. "With millennials and Gen Z forming households at faster rates, new home construction would have to triple the rate of home completions to close the gap in five to six years," he said. Source: Jacob Passy MarketWatch</p>
<b>FHA</b>	<b>3.75%</b>	<b>3.77%</b>	
	<b>3.25%</b>	<b>3.60%</b>	
<b>10 Yr Yield</b>	<b>2.01%</b>		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 24									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	4	18	0	0	77	6	0.70	1.00
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	4	18	0	0	56	5	0.51	0.83
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	18	0	0	39	0	0.33	0.00
Apricot Grove	DR Horton	HY		DTMJ	38	4	4	34	1	0	20	13	1.32	2.17
Hdeaway, The	DR Horton	HY		ATMJ	59	4	3	19	2	0	44	7	1.15	1.17
Pomegranate	DR Horton	NK		DTMJ	21	0	1	0	1	0	18	5	1.04	0.83
Aspect at Innovation	Lennar	FR		ATMJ	167	0	1	3	0	0	22	3	1.35	0.50
Bungalows at Bridgeway	Lennar	NK		DTMJ	91	4	1	4	3	0	68	8	0.94	1.33
Cottages at Bridgeway	Lennar	NK		DTMJ	72	0	1	2	2	1	71	4	0.98	0.67
Courts at Bridgeway	Lennar TSO	NK		ATMJ	81	0	TSO	1	0	0	58	0	1.13	0.00
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	1	1	0	0	12	6	0.99	1.00
Matrix at Innovation	Lennar	FR		ATMJ	53	0	2	0	0	0	20	2	1.04	0.33
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	1	4	0	0	30	0	1.14	0.00
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	1	0	0	0	61	5	0.95	0.83
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	2	5	0	0	80	6	1.11	1.00
Aventura	Nuvera Homes	FR		ATMJ	16	3	1	8	3	1	14	3	1.09	0.50
Breeze at Bay37	Pulte	AL		DTMJ	30	4	4	7	1	0	26	7	0.46	1.17
Compass at Bay37	Pulte	AL		ATMJ	93	0	2	6	1	2	38	3	0.68	0.50
Landing at Bay37	Pulte	AL		ATMJ	96	4	2	6	6	1	46	15	0.82	2.50
Lookout at Bay37	Pulte	AL		ATMJ	138	0	3	6	0	0	29	2	0.52	0.33
Line at SoHay	Taylor Morrison	HY		ATST	198	0	4	6	2	0	142	16	0.96	2.67
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	6	0	0	91	0	0.62	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	3	0	0	41	4	0.46	0.67
Compass Bay- Newport	Trumark	NK		ATMJ	85	0	1	6	3	0	84	9	1.10	1.50
TOTALS: No. Reporting: 24		Avg. Sales: 0.83		Traffic to Sales: 7 : 1				49	181	25	5	1187	129	Net: 20
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 3								
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week
Broadway at Boulevard	Brookfield TSO	DB	ATMJ	110	0	TSO	17	0	0	73	1	1.28	0.17
Hyde Park at Boulevard	Brookfield TSO	DB	ATMJ	102	0	TSO	22	0	0	84	0	0.83	0.00
Skyline at Boulevard	Lennar	DB	ATMJ	114	4	4	14	2	0	95	7	0.80	1.17
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 27 : 1			4	53	2	0	252	8	Net: 2
City Codes: DB = Dublin													

Development Name	Developer	City Code	Notes	Type										
Diablo Valley					Projects Participating: 4									
					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
Oak Park	Davidon	PH		DTMJ	34	0	7	9	0	0	4	4	0.97	0.97
Woodbury Highlands	Davidon	LF		ATMJ	99	0	21	30	0	0	16	4	0.22	0.67
The Brant	Lennar	LF		ATMJ	66	0	1	0	0	0	5	3	0.41	0.50
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	4	3	14	1	0	13	1	0.19	0.17
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 53 : 1				32	53	1	0	38	12	Net: 1
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	Av. Sls /Week	Av. Sls /YTD	
Hillcrest at the Preserve		Lennar		SR	ATMJ	104	4	2	3	2	0	90	6	1.07	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 2 : 1				2	3	2	0	90	6	Net: 2	
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	Av. Sls /Week	Av. Sls /YTD
Village 29	Lafferty	EC	ATMJ	29	0	3	5	0	0	26	3	0.19	0.50	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	5	0	0	26	3	Net: 0	
City Codes: EC = El Cerrito														

Antioch/Pittsburg				Projects Participating: 11									
				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
Cielo at Sand Creek- Horizon	Century	AN	DTMJ	175	2	1	80	4	0	129	11	1.67	1.83
Cielo at Sand Creek- Vista	Century	AN	DTMJ	96	0	1	0	0	0	95	1	1.23	0.17
Crest at Park Ridge	Davidon	AN	DTMJ	300	4	9	21	2	1	222	6	0.96	1.00
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	6	23	1	0	71	6	1.04	1.00
Luca at Aviano	DeNova	AN	DTMJ	194	4	5	59	1	0	48	6	1.79	1.00
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	1	1	0	0	99	0	0.70	0.00
Luna at Aviano	Lennar TSO	AN	DTMJ	102	0	TSO	1	1	0	15	4	1.33	0.67
Oriana at Aviano	Lennar	AN	DTMJ	115	0	3	1	0	0	16	5	1.42	0.83
Haven at Vista Del Mar	Taylor Morrison	PT	DTST	60	0	3	5	0	0	40	5	0.69	0.83
Retreat at Vista Del Mar	Taylor Morrison TSO	PT	DTMJ	142	4	TSO	5	4	0	62	9	0.92	1.50
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	1	1	6	2	0	21	9	0.69	1.50
TOTALS: No. Reporting: 11		Avg. Sales: 1.27		Traffic to Sales: 13 : 1			30	202	15	1	818	62	Net: 14
City Codes: AN= Antioch, PT = Pittsburg													

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Delta Coves	Blue Mountain TSO	BI		DTMJ	81	0	TSO	11	0	0	69	0	0.54	0.00
Chandler	Brookfield	BT		DTMJ	160	3	10	53	1	0	40	9	1.58	1.50
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	6	16	0	2	98	1	0.84	0.17
Alicante	Meritage	OY		DTMJ	133	5	1	24	5	0	105	16	1.69	2.67
Vines, The	Meritage	OY		DTST	63	0	1	4	0	0	62	5	1.09	0.83
Terrene	Pulte S/O	BT		DTMJ	326	0	S/O	0	0	0	326	3	2.09	0.50
Middlefield at Delaney Park	Richmond American S/O	OY		DTMJ	96	0	S/O	1	1	0	96	1	0.93	0.17
Orchard Trails	Shea	BT		DTMJ	78	0	2	39	0	0	15	5	1.01	0.83
TOTALS: No. Reporting: 8		Avg. Sales: 0.63		Traffic to Sales: 21 : 1			20	148	7	2	811	40	Net: 5	
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

Sonoma, Napa Counties					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Village Station	Blue Mountain	SR	ATMJ	110	2	2	6	1	0	103	6	0.49	1.00	
Sterling Hills at Quarry Heights II	KB Home	PET	DTMJ	91	0	1	14	1	0	21	4	0.78	0.67	
Aspect	Lafferty	PET	DTMJ	18	0	1	0	0	0	16	0	0.12	0.00	
Juniper at University	Richmond American	RP	DTMJ	150	0	3	1	0	0	147	0	0.75	0.00	
Meadow Creek	Ryder TSO	SR	DTMJ	48	0	TSO	16	0	0	24	0	0.68	0.00	
Riverfront	TRI Pointe	PET	DTMJ	134	0	2	14	1	0	67	9	1.01	1.50	
Arden	W Marketing	HB	DTMJ	29	0	18	9	1	0	11	2	0.19	0.33	
City 44	W Marketing	SR	ATMJ	44	0	2	26	1	0	9	2	0.38	0.33	
Paseo Vista	W Marketing	SR	DTST	128	0	3	0	0	0	57	0	0.25	0.00	
The Gardens	W Marketing	SR	DTST	87	0	3	0	0	0	84	3	0.99	0.50	
TOTALS: No. Reporting: 10		Avg. Sales: 0.50		Traffic to Sales: 17 : 1			35	86	5	0	539	26	Net: 5	
City Codes: SR = Santa Rosa, PET = Petaluma, RP = Rohnert Park, HB = Healdsburg														

Marin County					Projects Participating: 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
Atherton Place	KB Home	NV		ATMJ	50	0	1	11	1	0	47	6	0.64	1.00
Verandah	Landsea TSO	NV	Rsv's	ATMJ	80	0	TSO	10	1	0	13	5	0.52	0.83
The Strand	Trumark	SN		DTMJ	37	0	6	7	3	0	3	3	0.23	0.50
TOTALS: No. Reporting: 3		Avg. Sales: 1.67		Traffic to Sales: 6 : 1				7	28	5	0	63	14	Net: 5
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	Av. Sl's /Week	Av. Sl's /YTD
Lofton at Portola	TRI Pointe	SF	ATMJ	54	0	1	NA	0	0	17	4	0.35	0.67	
TOTALS: No. Reporting: 0		Avg. Sales: 0.00		Traffic to Sales: NA			1	0	0	0	17	4	Net: 0	
City Codes: SF = San Francisco														

Development Name	Developer	City Code	Notes	Type										
San Mateo County					Projects Participating: 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
Foster Square	Lennar S/O	FC		AAAT	200	0	S/O	0	0	0	200	3	0.68	0.50
One 90 - Borelle	Pulte	SM		DTMJ	29	4	5	9	1	0	23	2	0.41	0.33
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	3	8	0	0	5	5	0.95	0.83
One 90 - Indigo	Pulte	SM		ATMJ	54	4	4	9	2	0	14	9	1.14	1.50
One 90 - Slate	Pulte	SM		ATMJ	57	4	3	9	5	0	40	10	0.71	1.67
TOTALS: No. Reporting: 5		Avg. Sales: 1.60		Traffic to Sales: 4 : 1				15	35	8	0	282	29	Net: 8
City Codes: FC = Foster City, SM = San Mateo														

Santa Clara County					Projects Participating: 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
Maravilla	Dividend	MV	ATMJ	55	5	1	25	4	0	48	12	1.44	2.00	
Alina at Glen Loma Ranch	KB Home	GL	DTMJ	46	4	2	11	3	0	28	11	1.72	1.83	
Ascent at Glen Loma Ranch	KB Home	GL	ATMJ	124	0	2	22	1	0	31	10	2.33	1.67	
Asher at Glen Loma Ranch	KB Home	GL	DTMJ	35	4	4	8	1	0	24	5	1.47	0.83	
Latitude at Communications Hill	KB Home	SJ	ATMJ	160	4	5	26	1	0	154	8	1.97	1.33	
Naya	KB Home	SC	ATMJ	58	4	4	19	2	0	49	10	1.02	1.67	
Lavender	Landsea	SV	Rsv's	ATMJ	128	4	3	19	4	0	20	10	1.16	1.67
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	ATMJ	76	0	9	20	2	0	26	8	0.95	1.33	
Bellaterra - Flats	SummerHill	LG	ATMJ	80	0	9	18	0	0	31	6	0.79	1.00	
Bellaterra - Towns	SummerHill	LG	ATMJ	97	0	7	12	1	0	23	4	0.59	0.67	
Nuevo - Terraces	SummerHill	SC	ATST	176	0	5	26	1	0	155	4	0.96	0.67	
Ov8tion	Taylor Morrison	SV	ATMJ	107	0	4	9	0	0	47	9	1.26	1.50	
TOTALS: No. Reporting: 12		Avg. Sales: 1.67		Traffic to Sales: 11 : 1			55	215	20	0	636	97	Net: 20	
City Codes: MV = Mountain View, GL = Gilroy, SJ = San Jose, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 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
Roberts Ranch	KB Home	HO	DTMJ	192	0	3	30	1	0	102	8	1.96	1.33	
Serenity at Santana Ranch II	Legacy	HO	Rsv's	DTMJ	31	0	1	6	2	1	26	7	0.83	1.17
Polo Ranch	Lennar	SV	DTMJ	40	4	5	1	2	0	18	5	1.11	0.83	
Montclair	Meritage	HO	DTMJ	99	6	1	17	5	0	45	17	1.21	2.83	
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	3	9	0	0	34	4	1.21	0.67	
Enclave, The	Shea	SS	DTMJ	26	0	2	9	1	0	19	4	0.51	0.67	
Sea House II at The Dunes	Shea	MA	ATMJ	79	0	3	6	0	0	30	5	1.07	0.83	
Surf House II at The Dunes	Shea	MA	DTMJ	48	0	1	9	1	0	13	4	0.46	0.67	
TOTALS: No. Reporting: 8		Avg. Sales: 1.38		Traffic to Sales: 7 : 1			19	87	12	1	287	54	Net: 11	
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

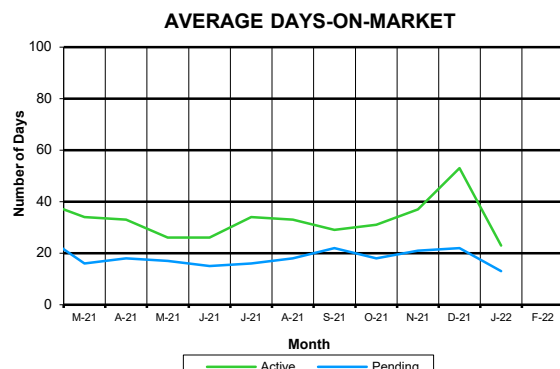
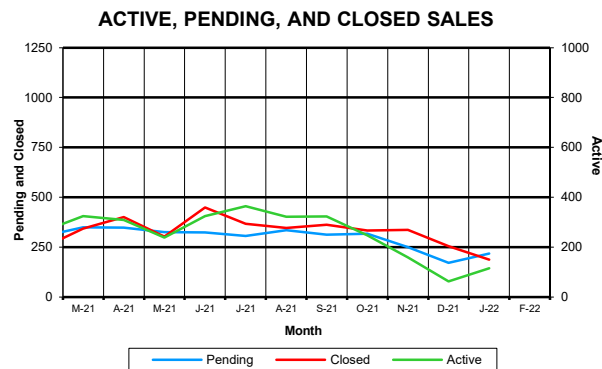
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Luminescence at Liberty	DeNova	RV		AASF	164	0	2	9	1	0	15	5	0.48	0.83
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	6	N/A	0	0	12	1	0.38	0.17
Savannah II at Homestead	DR Horton	DX		DTST	74	0	2	11	0	0	10	10	3.04	3.04
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	4	3	22	3	0	13	8	0.88	1.33
Creston at One Lake	Lennar	FF		DTMJ	130	4	3	19	1	0	78	9	1.10	1.50
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	4	4	1	1	0	13	3	0.80	0.50
Homestead	Meritage	DX		DTMJ	99	0	1	30	2	0	62	13	1.26	2.17
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	3	8	0	0	79	3	0.99	0.50
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	1	1	3	0	13	6	0.61	1.00
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	5	3	1	46	9	0.98	1.50
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	5	15	0	0	70	13	1.11	2.17
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	2	1	7	3	0	17	12	2.48	2.00
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	2	N/A	0	0	115	4	0.80	0.67
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	3	N/A	0	0	77	9	1.15	1.50
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	5	N/A	0	0	54	2	0.81	0.33
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	2	N/A	0	0	38	2	0.74	0.33
TOTALS: No. Reporting: 11		Avg. Sales: 1.45		Traffic to Sales: 8 : 1				47	128	17	1	712	109	Net: 16
City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield														

Bay Area			Projects Participating: 107						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 101	Avg. Sales: 1.08	Traffic to Sales: 10 : 1	319	1224	119	10	5758	593	Net: 109
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

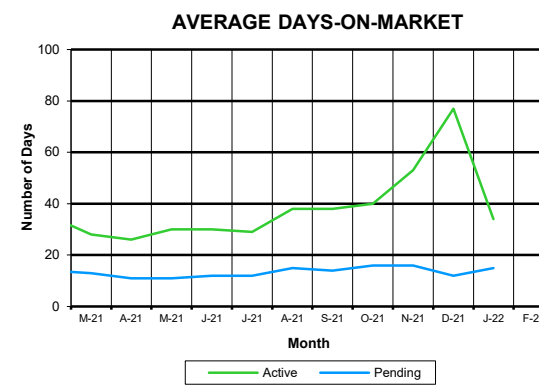
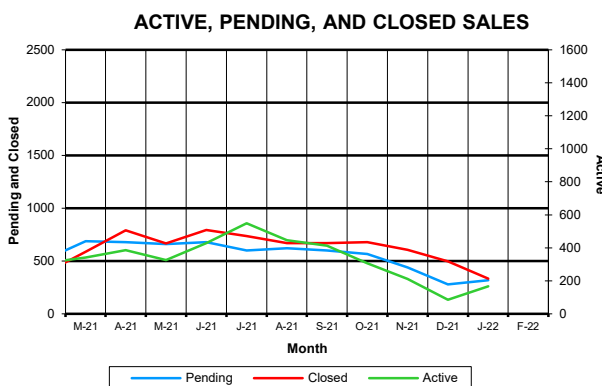
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	325	26	324	15	449	906,946
Jul-21	364	34	306	16	367	883,790
Aug-21	322	33	335	18	346	863,487
Sep-21	323	29	313	22	362	893,271
Oct-21	247	31	318	18	333	923,235
Nov-21	159	37	250	21	337	912,541
Dec-21	62	53	171	22	255	961,501
Jan-22	115	23	217	13	187	891,286



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

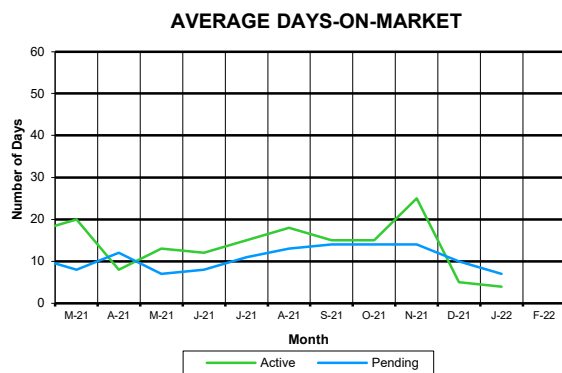
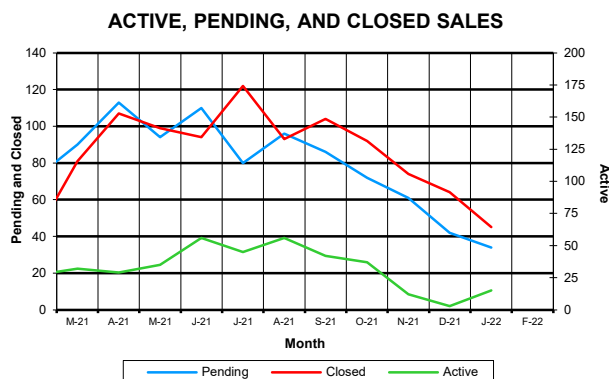
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	429	30	680	12	793	1,690,350
Jul-21	548	29	600	12	737	1,619,904
Aug-21	445	38	621	15	669	1,623,724
Sep-21	412	38	601	14	671	1,593,222
Oct-21	306	40	566	16	678	1,606,899
Nov-21	212	53	438	16	607	1,682,047
Dec-21	85	77	279	12	497	1,700,281
Jan-22	166	34	318	15	334	1,723,298



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

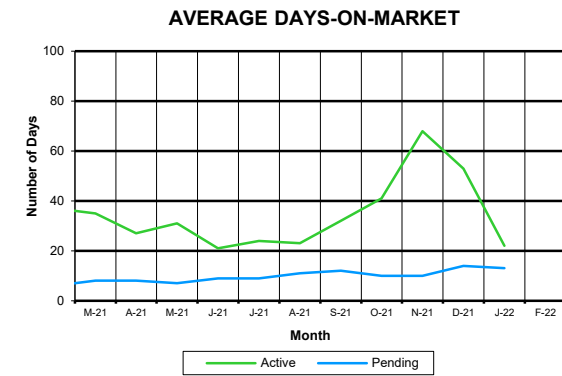
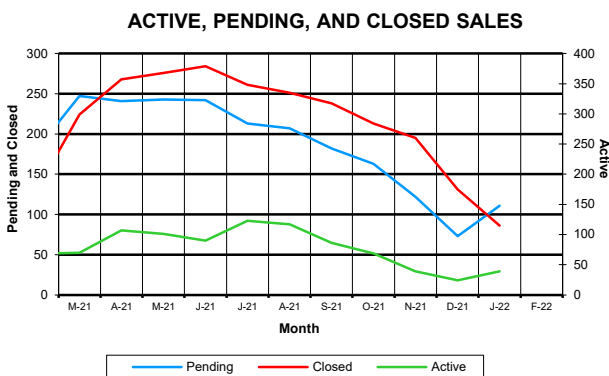
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	56	12	110	8	94	800,119
Jul-21	45	15	80	11	122	833,465
Aug-21	56	18	96	13	93	855,670
Sep-21	42	15	86	14	104	821,059
Oct-21	37	15	72	14	92	845,875
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

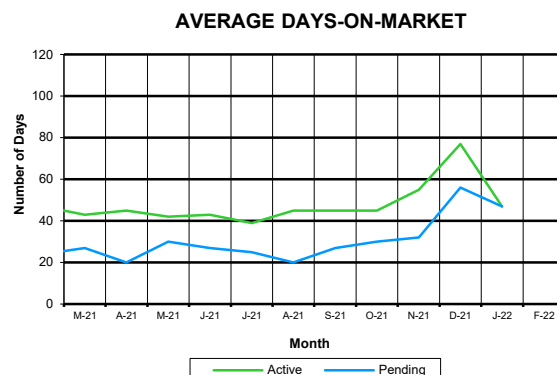
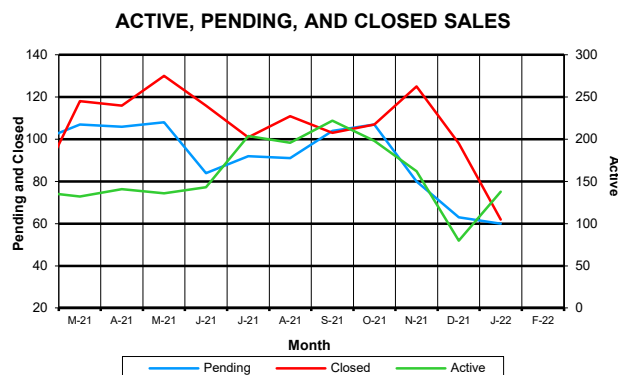
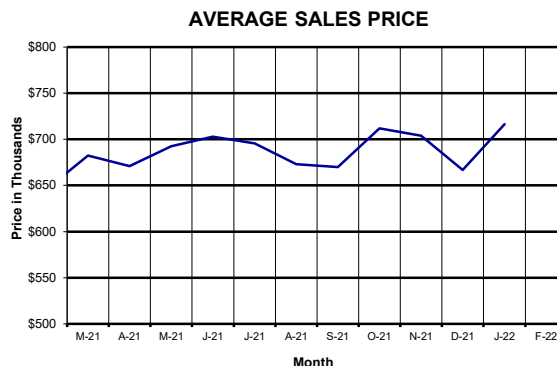
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	90	21	242	9	284	1,488,514
Jul-21	123	24	213	9	261	1,568,178
Aug-21	117	23	207	11	251	1,645,099
Sep-21	86	32	182	12	238	1,525,102
Oct-21	69	41	163	10	213	1,479,419
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792





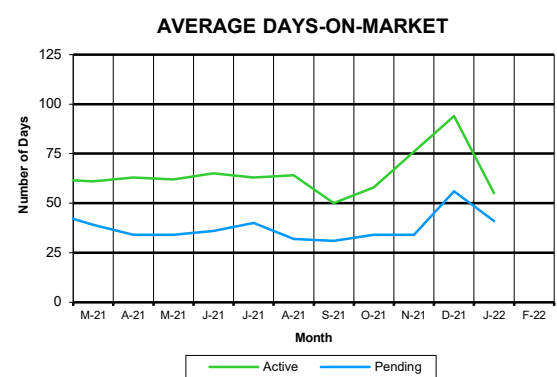
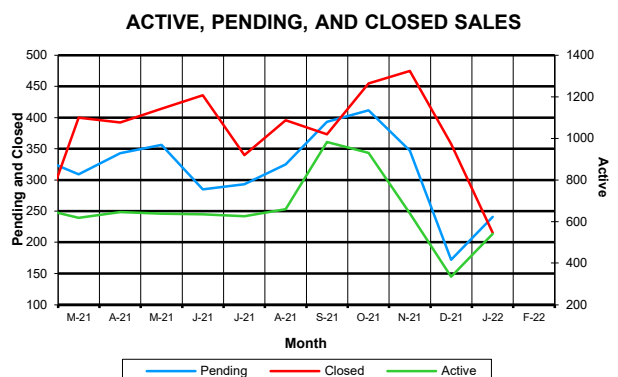
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	143	43	84	27	116	703,022
Jul-21	204	39	92	25	101	695,719
Aug-21	196	45	91	20	111	673,099
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



## San Francisco Attd. Monthly MLS Survey

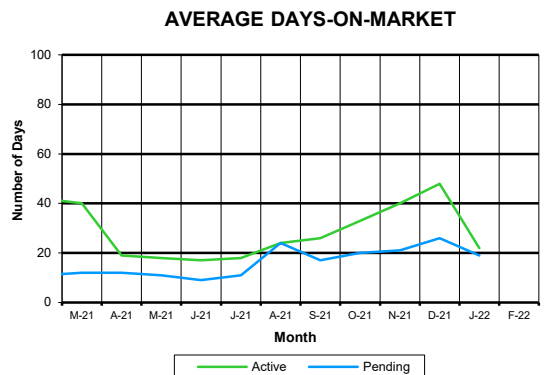
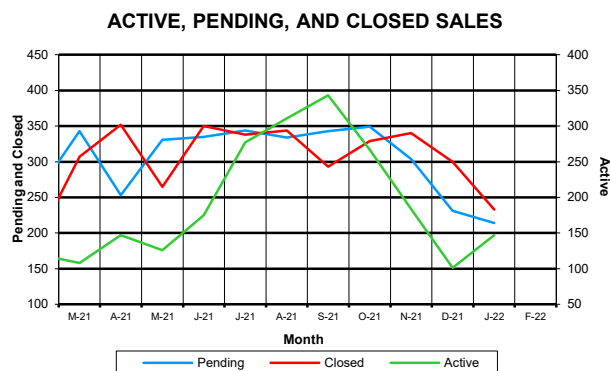
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	634	65	285	36	436	1,392,140
Jul-21	625	63	293	40	340	1,382,088
Aug-21	660	64	325	32	396	1,882,962
Sep-21	983	50	393	31	373	1,510,985
Oct-21	930	58	412	34	455	1,589,937
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904



## E. Contra Costa SFD Monthly MLS Survey

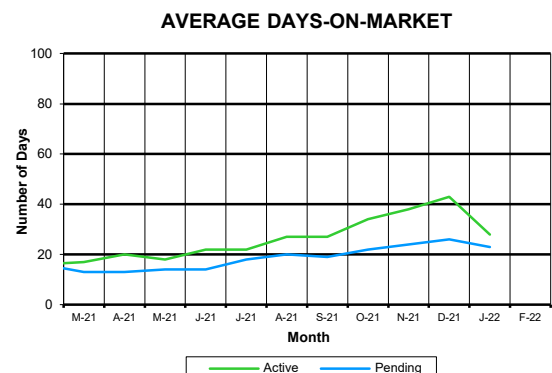
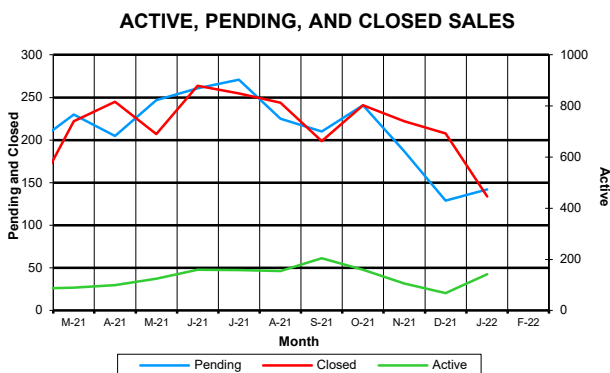
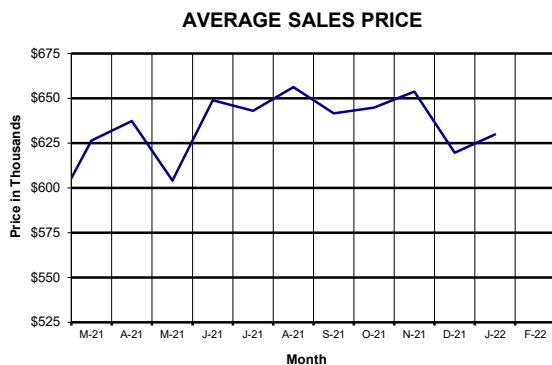
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	175	17	335	9	350	712,251
Jul-21	277	18	344	11	338	690,100
Aug-21	311	24	334	24	344	703,090
Sep-21	343	26	343	17	293	725,260
Oct-21	267	33	349	20	329	715,975
Nov-21	184	40	304	21	340	714,891
Dec-21	101	48	231	26	300	735,336
Jan-22	147	22	214	19	233	727,683



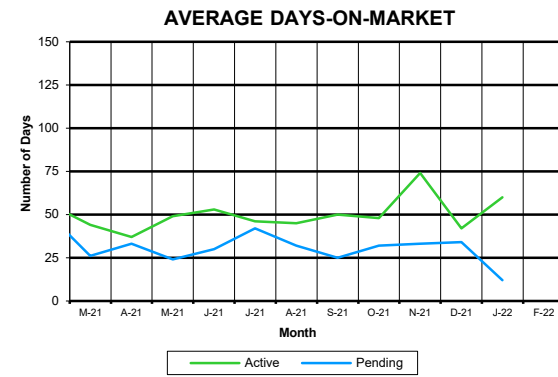
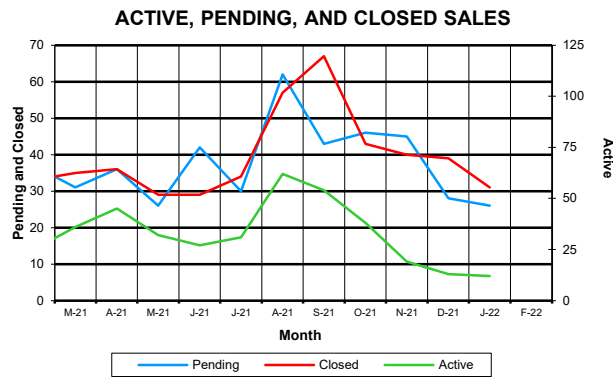
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	160	22	261	14	264	648,973
Jul-21	158	22	271	18	255	643,117
Aug-21	155	27	225	20	244	656,348
Sep-21	204	27	210	19	199	641,608
Oct-21	160	34	241	22	241	644,817
Nov-21	105	38	187	24	222	653,746
Dec-21	67	43	129	26	208	619,626
Jan-22	142	28	142	23	134	629,945



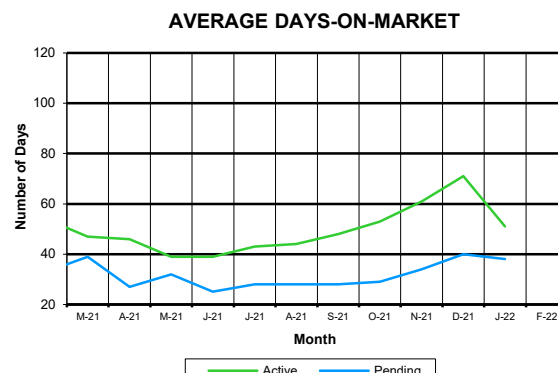
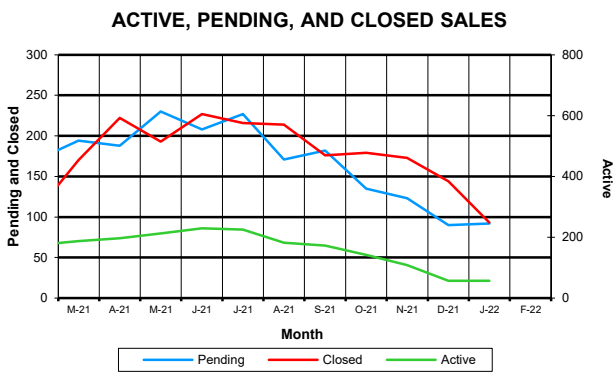
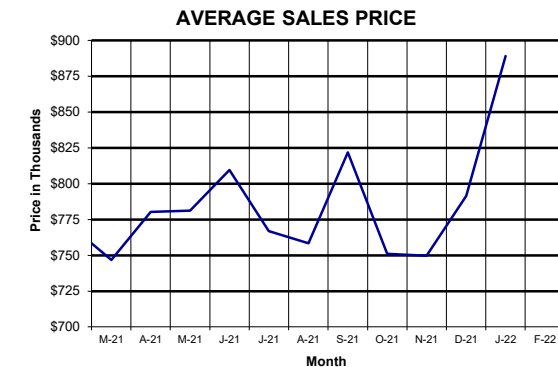
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	27	53	42	30	29	470,551
Jul-21	31	46	30	42	34	423,838
Aug-21	62	45	62	32	57	538,690
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



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	230	39	208	25	227	809,641
Jul-21	225	43	227	28	216	766,970
Aug-21	182	44	171	28	214	758,336
Sep-21	173	48	182	28	176	821,798
Oct-21	142	53	135	29	179	751,115
Nov-21	109	61	123	34	173	749,803
Dec-21	57	71	90	40	144	791,474
Jan-22	57	51	92	38	93	889,222



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

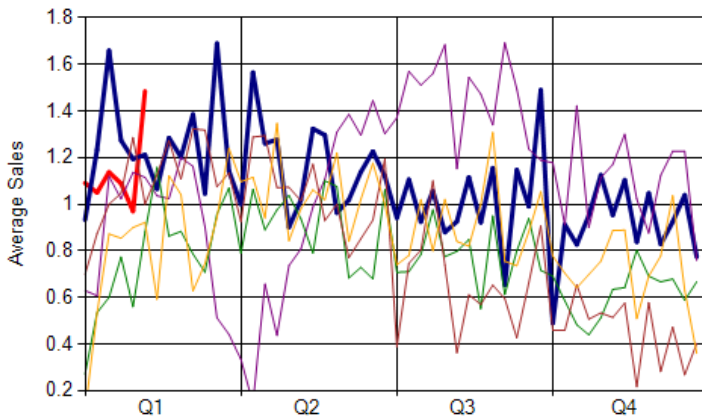
## Central Valley

Ending: Sunday, February 13, 2022

Week 6

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House	17	399	13	0	13	0.76	0.95	-20%	1.01	-25%
San Joaquin County	35	781	75	6	69	1.97	1.39	42%	1.13	75%
Stanislaus County	4	48	9	3	6	1.50	1.17	29%	0.90	66%
Merced County	17	153	21	5	16	0.94	0.85	11%	0.85	10%
Madera County	4	32	9	0	9	2.25	1.54	47%	1.27	77%
Fresno County	22	196	36	2	34	1.55	1.00	55%	0.81	91%
<b>Current Week Totals</b>	<b>99</b>	<b>1609</b>	<b>163</b>	<b>16</b>	<b>147</b>	<b>1.48</b>	<b>1.14</b>	<b>31%</b>	<b>0.99</b>	<b>50%</b>
Per Project Average		16	1.65	0.16	1.48					
<b>Year Ago - 02/14/2021</b>	<b>99</b>	<b>1961</b>	<b>131</b>	<b>11</b>	<b>120</b>	<b>1.21</b>	<b>1.25</b>	<b>-3%</b>	<b>1.13</b>	<b>7%</b>
<b>% Change</b>	<b>0%</b>	<b>-18%</b>	<b>24%</b>	<b>45%</b>	<b>23%</b>	<b>23%</b>	<b>-9%</b>		<b>-13%</b>	

### 52 Weeks Comparison



### Year to Date Averages Through Week 6

### 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	48	28	0.82	0.12	0.70	0.87
■	2018	63	28	1.14	0.16	0.98	0.80
■	2019	74	19	0.74	0.13	0.60	0.77
■	2020	85	28	1.11	0.17	0.94	1.11
■	2021	94	21	1.37	0.12	1.25	1.09
■	2022	100	18	1.30	0.17	1.14	1.14
% Change:		7%	-16%	-5%	36%	-9%	4%

\* 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>Surging mortgage rates are making the prospect of buying a home even more expensive for Americans - many of whom have already grown weary about the state of the housing market. "The normalization of the economy continues as mortgage rates jumped to the highest level since the emergence of the pandemic," Sam Khater, Freddie Mac's chief economist, said in the report. "Rate increases are expected to continue due to a strong labor market and high inflation, which likely will have an adverse impact on home buyer demand." There's already evidence that Americans have soured on the prospect of buying a home. A new survey from Fannie Mae showed that in January only 25% of respondents believe that now is a good time to buy a home, representing a record low since the mortgage giant began tracking the data. As Americans consider the prospect of higher rates, some are attempting to take action - but finding major obstacles lie in their path. "Real-estate markets are caught in a lopsided dynamic with many buyers eager to find the right home before rates rise even higher, but very few available homes for sale as a result of almost a decade and a half of underbuilding," said George Ratiu, manager of economic research at Realtor.com. According to Ratiu, the housing shortage has surpassed 5.8 million homes as of the end of 2021. "With millennials and Gen Z forming households at faster rates, new home construction would have to triple the rate of home completions to close the gap in five to six years," he said. Source: Jacob Passy MarketWatch</p>
<b>FHA</b>	<b>3.75%</b>	<b>3.77%</b>	
	<b>3.25%</b>	<b>3.60%</b>	
<b>10 Yr Yield</b>	<b>2.01%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 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
Magnolia Park	Bright TSO	TR		DTMJ	42	0	TSO	4	0	0	41	0	0.54	0.00
Legacy at College Park	Century	MH		DTMJ	133	1	1	67	2	0	101	13	1.53	2.17
Portfolio at College Park	Century	MH		DTST	112	2	1	60	4	0	103	9	1.56	1.50
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	1	0	1	0	58	6	1.92	1.00
Kinbridge at Ellis	Landsea TSO	TR		DTMJ	83	0	TSO	0	0	0	21	0	0.70	0.00
Townsend at Ellis	Landsea	TR		DTMJ	104	0	1	0	1	0	52	12	2.70	2.00
Amber at Tracy Hills	Lennar	TH		DTMJ	160	4	3	10	1	0	152	5	1.03	0.83
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	4	2	4	2	0	8	8	2.43	2.43
Larimar at Tracy Hills	Lennar TSO	TH		DTMJ	133	0	TSO	2	0	0	125	8	0.85	1.33
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	4	3	5	1	0	140	8	0.94	1.33
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	1	40	0	0	104	2	0.84	0.33
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	5	0	0	44	0	0.31	0.00
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	57	0	0	79	8	1.62	1.33
Briar Square at Mountain House	Shea TSO	MH		DTMJ	173	0	TSO	0	1	0	171	4	1.60	0.67
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	1	0	0	0	69	0	1.18	0.00
Langston at Mountain House	Shea	MH		ATMJ	171	0	3	90	0	0	147	5	1.37	0.83
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	1	55	0	0	92	3	1.07	0.50
TOTALS: No. Reporting: 17		Avg. Sales: 0.76		Traffic to Sales: 31 : 1				21	399	13	0	1507	91	Net: 13
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Palomino at Westlake	DR Horton	SK	DTMJ	116	7	2	20	7	1	92	18	1.88	3.00
Solari Ranch II	DR Horton	SK	DTST	65	0	1	10	1	0	24	14	1.13	2.33
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	2	2	11	1	0	59	9	1.34	1.50
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	1	0	0	0	107	1	1.00	0.17
Montevello II	KB Home	SK	DTST	154	4	5	25	2	0	88	9	1.32	1.50
Santorini	KB Home	SK	DTMJ	86	0	1	16	2	0	40	9	1.44	1.50
Verona at Destinations	KB Home	SK	ATMJ	106	4	4	25	2	0	46	9	1.07	1.50
Keys at Westlake	Lennar	SK	DTMJ	101	4	5	15	2	0	70	7	0.83	1.17
TOTALS: No. Reporting: 8	Avg. Sales: 2.00		Traffic to Sales: 7 : 1				21	122	17	1	526	76	Net: 16
City Codes: SK = Stockton, LD = Lodi													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 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
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	10	2	0	71	7	0.55	1.17
Griffin Park	Atherton	MN		DTMJ	156	4	3	41	4	0	80	14	2.56	2.33
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	4	4	14	4	0	46	18	2.27	3.00
Haven Villas at Sundance	KB Home	MN		DTMJ	235	4	4	6	2	0	209	7	1.53	1.17
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	4	4	24	1	0	78	6	1.41	1.00
Balboa at River Islands	Kiper	LP		DTMJ	77	0	3	N/A	0	0	41	4	1.23	0.67
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	2	56	0	0	54	6	1.10	1.00
Skye at River Islands	Kiper	LP		DTMJ	155	0	0	31	0	0	0	0	0.00	0.00
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMJ	157	0	TSO	3	0	0	106	1	0.35	0.17
Hbrizon at River Islands	Lennar	LP		DTMJ	143	4	3	8	3	0	67	15	1.31	2.50
Arbor Bend - Cypress	Meritage TSO	MN		DTMJ	175	5	TSO	32	6	0	76	17	1.49	2.83
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	2	1	52	2	0	25	10	1.23	1.67
Arbor Bend- Linden	Meritage	MN		DTMJ	268	5	1	30	5	0	72	16	1.41	2.67
Laguna at River Islands	Pulte	LP		DTMJ	110	4	3	5	4	0	18	7	1.35	1.17
Sanctuary at River Islands	Pulte	LP		DTMJ	91	4	4	9	3	1	22	11	1.66	1.83
Sunset at River Islands	Pulte	LP		DTMJ	122	4	4	15	4	2	97	13	1.73	2.17
Passport at Griffin Park	Raymus	MN		DTMJ	100	0	1	0	0	0	41	13	2.37	2.17
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	1	1	1	0	49	0	0.94	0.00
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	4	4	11	3	0	54	13	1.75	2.17
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	3	18	0	1	5	5	1.52	1.52
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	1	38	2	0	15	7	1.46	1.17
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	3	9	1	1	98	6	0.78	1.00
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	3	73	0	0	20	4	0.99	0.67
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	10	0	0	102	0	1.17	0.00
Avalon at River Islands	Trumark	LP		DTMJ	57	0	1	36	6	0	6	6	1.45	1.45
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	1	0	0	57	0	0.46	0.00
Hideaway at River Islands	Van Daele	LP		DTMJ	120	4	5	56	1	0	109	9	1.33	1.50
Veranda at River Islands	Van Daele	LP		DTMJ	101	4	2	70	4	0	69	6	1.32	1.00
TOTALS: No. Reporting: 27	Avg. Sales: 1.96		Traffic to Sales: 11 : 1				64	659	58	5	1687	221	Net: 53	
City Codes: MN= Manteca, LP= Lathrop														

Stanislaus County				Projects Participating: 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
Edgewater	DR Horton	WF	DTST	75	4	4	19	2	1	56	13	1.46	2.17
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	0	2	10	4	1	54	3	1.62	0.50
Fieldstone	KB Home	HG	DTST	69	0	2	19	1	0	61	5	1.08	0.83
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	4	4	0	2	1	123	7	1.31	1.17
TOTALS: No. Reporting: 4		Avg. Sales: 1.50		Traffic to Sales: 5 : 1			12	48	9	3	294	28	Net: 6
City Codes: WF = Waterford, FR = Patterson, HG = Hughson													

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Summer Creek	Bright	MD		DTMJ	120	0	1	12	0	1	116	0	0.80	0.00
Bell Crossing	DR Horton <b>S/O</b>	AT		DTST	164	0	S/O	0	0	0	164	3	1.48	0.50
Monterra V	DR Horton	MD		DTST	35	4	4	9	2	0	13	13	3.96	3.96
Pacheco Pointe	DR Horton	LB		DTST	118	0	3	17	2	1	84	15	1.55	2.50
Panorama	DR Horton	MD		DTST	192	0	3	10	4	0	176	5	1.25	0.83
Stoneridge South	DR Horton	MD		DTST	96	4	2	3	4	0	92	11	1.76	1.83
Villas, The	DR Horton	LB		DTST	83	0	5	0	0	0	78	0	1.44	0.00
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	1	0	0	0	174	0	1.05	0.00
Manzanita	Legacy	LT		DTMJ	172	0	3	5	0	0	169	1	0.92	0.17
Sunflower	Legacy <b>TSO</b>	MD		DTST	144	0	TSO	0	0	0	142	1	0.88	0.17
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	4	5	26	1	0	17	6	0.70	1.00
Moraga - Summer II	Lennar	MD		DTMJ	115	0	1	6	0	0	114	0	1.34	0.00
Sunrise Ranch	Meritage	LB		DTMJ	87	2	1	25	2	0	15	9	1.13	1.50
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	4	7	18	2	2	20	3	1.16	0.50
Cypress Terrace	Stonefield Home	MD		DTST	125	0	3	3	3	1	93	2	0.73	0.33
Sunrise Ranch	Stonefield Home	LB		ATST	14	4	5	6	0	0	6	1	0.22	0.17
Villas II, The	Stonefield Home	LB		DTST	191	0	1	13	1	0	68	11	1.23	1.83
TOTALS: No. Reporting: 17		Avg. Sales: 0.94		Traffic to Sales: 7 : 1				45	153	21	5	1541	81	Net: 16
City Codes: MD = Merced, AT = Atwater, 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	Av. Sl's /Week	Av. Sl's /YTD
Pheasant Run	Century	CW	DTMJ	70	0	10	6	1	0	15	4	0.99	0.67
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	0	1	9	2	0	166	14	1.13	2.33
Fielding Villas	KB Home	MDA	DTST	87	4	3	11	3	0	76	8	1.19	1.33
Riverstone - Clementine I	Lennar	MDA	DTST	108	4	2	6	3	0	67	14	1.22	2.33
TOTALS: No. Reporting: 4		Avg. Sales: 2.25		Traffic to Sales: 4 : 1			16	32	9	0	324	40	Net: 9
City Codes: CW = Chowchilla, MDA = Madera													

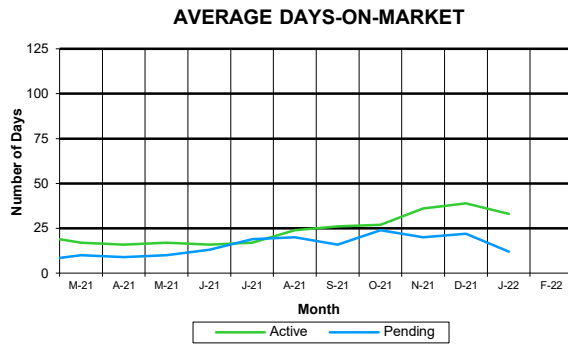
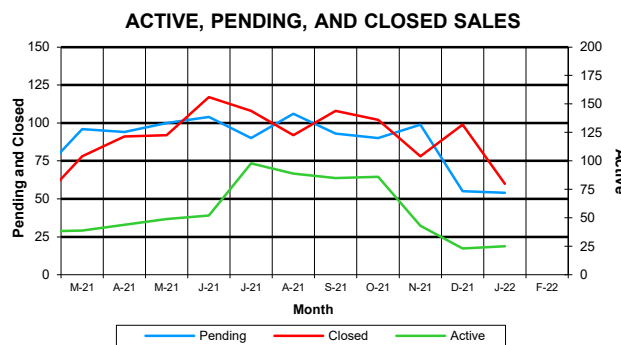
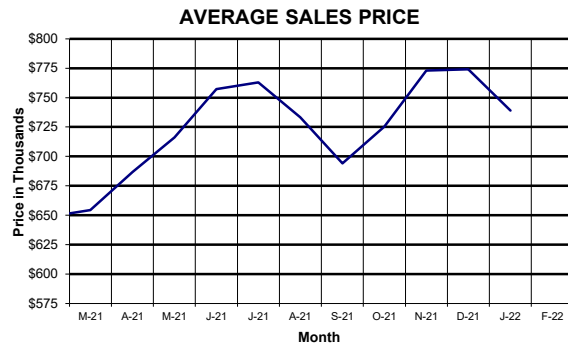
Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 22									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	1	4	0	0	9	0	0.52	0.00
Meadowood II	Century	FR		ATMJ	127	0	4	7	2	0	45	7	1.59	1.17
Monarch	Century	KB		DTMJ	64	0	7	14	1	0	3	1	0.11	0.17
Olivewood	Century	FR		DTMJ	169	6	2	34	6	0	62	20	1.76	3.33
River Pointe	DR Horton	REE		DTMJ	84	0	4	7	0	0	41	0	0.91	0.00
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	11	0	0	126	0	0.83	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	1	1	2	0	9	9	2.17	2.17
Marshall Estates	KB Home	FO		DTST	76	0	2	16	2	1	43	5	1.42	0.83
Seville	KB Home S/O	FR		DTST	129	0	S/O	0	0	0	129	5	1.30	0.83
Anatole- Clementine	Lennar	FR		DTMJ	137	4	4	3	2	0	54	10	1.15	1.67
Anatole- Coronet	Lennar	FR		DTMJ	99	0	2	2	0	0	58	4	1.24	0.67
Arboralla - Clementine	Lennar	CV		DTST	137	4	4	5	2	0	60	9	1.37	1.50
Bella Vista Skye	Lennar	FT		DTST	54	0	1	4	1	0	53	10	0.96	1.67
Brambles- Starling	Lennar	FR		ATST	150	7	4	27	7	0	62	11	1.32	1.83
Brambles- Wilde	Lennar	FR		DTST	89	0	1	15	2	0	57	9	1.22	1.50
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	2	5	0	1	55	-1	0.91	-0.17
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	4	4	3	3	0	21	8	1.16	1.33
Fancher Creek California II	Lennar	FR		DTMJ	106	0	4	6	0	0	29	2	1.22	0.33
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	4	1	8	3	0	75	10	1.24	1.67
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	0	0	0	54	0	0.72	0.00
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	4	1	0	0	40	1	0.53	0.17
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	4	4	23	3	0	39	10	0.90	1.67
TOTALS: No. Reporting: 22		Avg. Sales: 1.55		Traffic to Sales: 5 : 1			63	196	36	2	1124	130	Net: 34	
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley				Projects Participating: 100						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 99	Avg. Sales: 1.48	Traffic to Sales: 10 : 1	242	1609	163	16	7003	667	Net: 147	
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out										



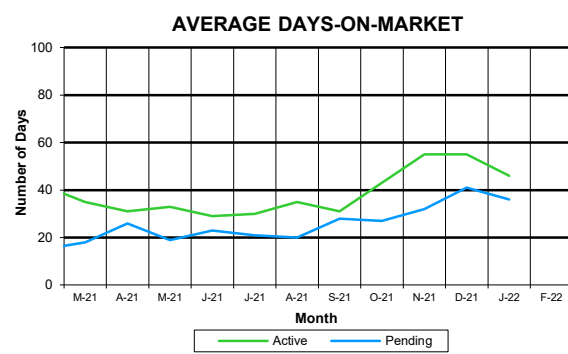
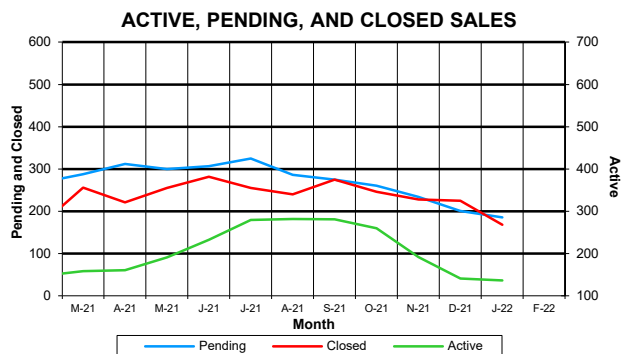
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410
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



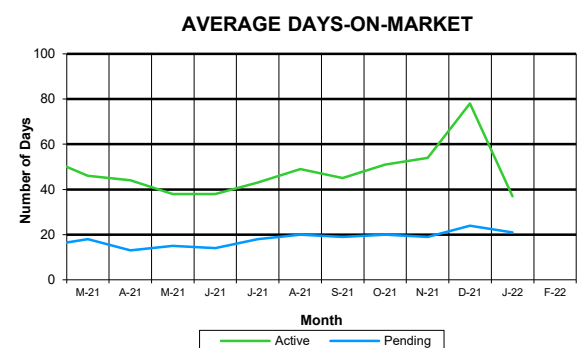
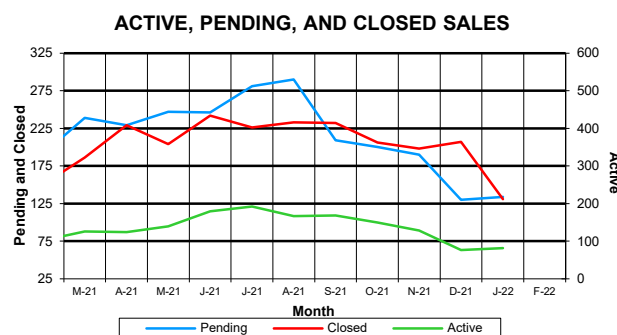
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	233	29	307	23	282	448,688
Jul-21	280	30	325	21	255	443,210
Aug-21	282	35	286	20	240	464,896
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



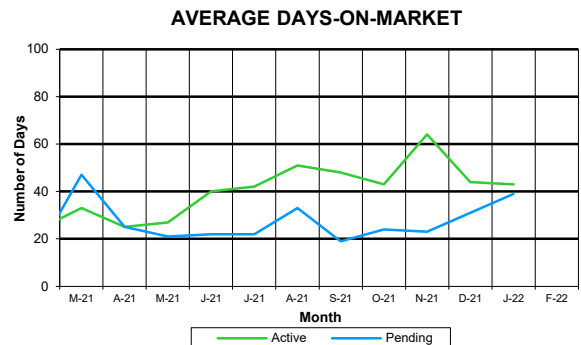
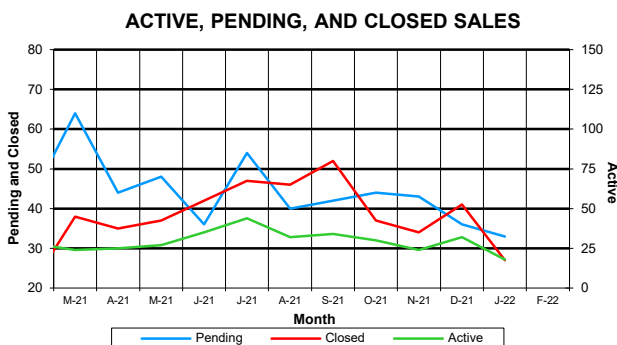
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	179	38	246	14	242	470,636
Jul-21	192	43	281	18	226	449,793
Aug-21	167	49	290	20	233	462,091
Sep-21	168	45	209	19	232	460,727
Oct-21	150	51	200	20	206	471,994
Nov-21	128	54	190	19	198	474,799
Dec-21	77	78	130	24	207	473,305
Jan-22	82	37	134	21	131	451,174



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	35	40	36	22	42	384,074
Jul-21	44	42	54	22	47	370,252
Aug-21	32	51	40	33	46	374,402
Sep-21	34	48	42	19	52	374,429
Oct-21	30	43	44	24	37	381,895
Nov-21	24	64	43	23	34	400,070
Dec-21	32	44	36	31	41	387,268
Jan-22	18	43	33	39	27	377,370



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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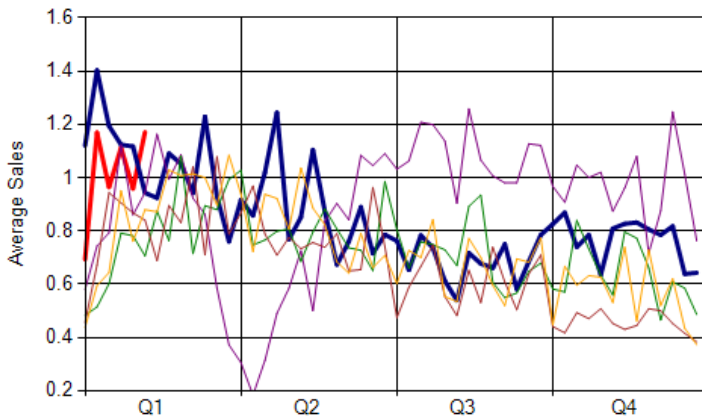
## Sacramento

Ending: Sunday, February 13, 2022

Week 6

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			18	365	27	2	25	1.39	1.23	13%	1.04	33%
Central & North Sacramento			40	694	55	6	49	1.23	1.03	19%	0.90	37%
Folsom			17	363	25	2	23	1.35	0.93	45%	0.76	79%
El Dorado			11	144	12	0	12	1.09	1.08	1%	0.76	44%
Placer & Nevada			70	1383	95	17	78	1.11	0.96	16%	0.82	36%
Yolo			3	26	3	0	3	1.00	0.78	29%	0.88	14%
Amador County			1	13	0	0	0	0.00	0.33	-100%	0.46	-100%
Northern Counties			10	168	11	2	9	0.90	1.15	-22%	0.83	8%
Current Week Totals		Traffic : Sales 14 : 1	170	3156	228	29	199	1.17	1.01	16%	0.85	38%
Per Project Average				19	1.34	0.17	1.17					
Year Ago - 02/14/2021		Traffic : Sales 21 : 1	157	3523	168	20	148	0.94	1.15	-18%	1.03	-9%
% Change			8%	-10%	36%	45%	34%	24%	-12%		-17%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 6

### 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	27	0.83	0.12	0.71	0.73
■	2018	125	25	0.92	0.14	0.78	0.66
■	2019	138	21	0.74	0.10	0.65	0.73
■	2020	137	24	0.93	0.09	0.84	0.89
■	2021	153	21	1.25	0.10	1.15	0.85
■	2022	168	19	1.15	0.14	1.01	1.01
% Change:		10%	-7%	-8%	31%	-12%	20%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Surging mortgage rates are making the prospect of buying a home even more expensive for Americans - many of whom have already grown weary about the state of the housing market. "The normalization of the economy continues as mortgage rates jumped to the highest level since the emergence of the pandemic," Sam Khater, Freddie Mac's chief economist, said in the report. "Rate increases are expected to continue due to a strong labor market and high inflation, which likely will have an adverse impact on home buyer demand." There's already evidence that Americans have soured on the prospect of buying a home. A new survey from Fannie Mae showed that in January only 25% of respondents believe that now is a good time to buy a home, representing a record low since the mortgage giant began tracking the data. As Americans consider the prospect of higher rates, some are attempting to take action - but finding major obstacles lie in their path. "Real-estate markets are caught in a lopsided dynamic with many buyers eager to find the right home before rates rise even higher, but very few available homes for sale as a result of almost a decade and a half of underbuilding," said George Ratiu, manager of economic research at Realtor.com. According to Ratiu, the housing shortage has surpassed 5.8 million homes as of the end of 2021. "With millennials and Gen Z forming households at faster rates, new home construction would have to triple the rate of home completions to close the gap in five to six years," he said. Source: Jacob Passy MarketWatch</p>
<b>FHA</b>	<b>3.75%</b>	<b>3.77%</b>	
	<b>3.25%</b>	<b>3.60%</b>	
<b>10 Yr Yield</b>	<b>2.01%</b>		



# The Ryness Report

Week Ending  
Sunday, February 13, 2022

Sacramento Page  
1 of 7

Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 18									
					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
Veranda at River Oaks	Elliott S/O	GT		DTST	60	0	S/O	2	1	0	60	10	0.82	1.67
Allegro	KB Home	LN		ATMJ	72	4	4	13	1	0	3	3	1.31	1.31
Pleridae	KB Home	GT		DTST	69	4	3	19	3	0	59	9	1.26	1.50
Travisso	KB Home	LN		DTMJ	422	4	3	16	3	1	12	12	2.27	2.00
Vintage Park	KB Home	SO		DTST	81	4	4	24	2	0	70	10	1.88	1.67
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	4	3	14	3	0	71	7	1.01	1.17
Avila at Fieldstone	Lennar	VN		DTMJ	134	3	2	33	3	0	130	6	0.95	1.00
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	4	5	35	2	0	218	18	1.22	3.00
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	3	16	1	1	71	3	1.04	0.50
Oceano at Fieldstone	Lennar	VN		DTMJ	120	4	3	0	2	0	117	5	0.80	0.83
Redwood at Parkside	Lennar	VN		DTMJ	344	0	2	5	0	0	319	9	0.91	1.50
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	4	2	15	3	0	46	6	1.40	1.00
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	4	0	0	0	85	0	0.92	0.00
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	4	33	1	0	104	8	0.87	1.33
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	7	33	1	0	86	4	0.72	0.67
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	4	33	0	0	101	6	0.84	1.00
Cedar Creek	TimLewis	GT		DTMJ	112	0	2	15	0	0	24	9	0.91	1.50
Reflections at Poppy Lane	TimLewis TSO	LN		DTMJ	73	0	TSO	59	1	0	36	8	0.98	1.33
TOTALS: No. Reporting: 18		Avg. Sales: 1.39		Traffic to Sales: 14 : 1			55	365	27	2	1612	133	Net: 25	
City Codes: GT = Galt, LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard														

# The Ryness Report

Week Ending  
Sunday, February 13, 2022

Sacramento Page 2 of 7

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	4	3	15	1	0	34	2	0.49	0.33
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	3	8	0	0	48	0	0.56	0.00
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	7	0	0	41	1	0.48	0.17
Brighton Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	98	0	2	39	0	0	93	0	0.73	0.00
Mlls Station at Cresleigh Ranch	Cresleigh	RO	Rsv's	DTMJ	116	0	4	50	0	0	95	3	0.75	0.50
Heritage at Gum Ranch	Elliott	FO		DTMJ	113	0	1	37	0	0	112	1	0.79	0.17
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	2	2	4	2	0	9	9	2.74	2.74
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	1	2	11	2	0	8	8	2.43	2.43
Springs at The Ranch	K Hovnanian TSO	RO		DTMJ	173	0	TSO	3	3	0	10	10	3.04	3.04
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	17	3	2	78	14	1.50	2.33
Heritage at Mitchell Village	KB Home TSO	CH		DTMJ	72	0	TSO	18	3	0	60	10	0.95	1.67
Oaks at Mitchell Village	KB Home TSO	CH		DTST	74	0	TSO	22	2	0	61	10	1.46	1.67
Ventana	Lennar	RO		DTMJ	160	4	2	16	3	0	110	8	0.82	1.33
Verdant	Lennar	RO		DTST	157	4	4	16	3	0	104	10	1.08	1.67
Viridian	Lennar	RO		DTST	185	4	3	16	4	0	136	10	0.99	1.67
Montelena	Premier Homes	RO		DTST	169	0	4	N/A	0	0	163	0	1.35	0.00
Classics at Sutter Park	TimLewis TSO	SO		DTMJ	25	0	TSO	0	0	0	24	0	0.21	0.00
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	1	0	0	0	33	0	0.28	0.00
Acacia at Cypress	Woodside TSO	RO		DTMJ	99	0	TSO	15	1	0	39	12	0.69	2.00
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	17	2	0	124	10	0.97	1.67
TOTALS: No. Reporting: 19		Avg. Sales: 1.42		Traffic to Sales: 11 : 1				35	311	29	2	1382	118	Net: 27
City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 21									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	8	8	0	0	96	2	0.78	0.33
Edgeview - The Cove	Beazer	SO		ATST	156	0	17	11	0	0	91	1	1.06	0.17
Westward - The Cove	Beazer	SO		DTST	122	0	8	4	2	0	58	6	0.59	1.00
Windrow - The Cove	Beazer	SO		DTST	167	0	6	4	0	0	110	4	0.93	0.67
Provence	Blue Mountain	SO		ATST	185	0	3	22	2	1	105	4	0.90	0.67
Mbraga	DR Horton	AO		DTMJ	162	4	5	41	3	0	130	14	1.60	2.33
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	1	11	2	0	19	5	0.77	0.83
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	1	25	1	0	63	2	0.87	0.33
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	3	0	0	0	66	0	0.91	0.00
Northlake - Atla	Lennar TSO	SO		DTMJ	116	0	TSO	6	0	0	55	5	0.98	0.83
Northlake - Bleau	Lennar	SO		DTMJ	236	4	2	42	2	0	61	8	1.09	1.33
Northlake - Crestvue	Lennar	SO		DTMJ	97	4	2	15	2	0	58	12	1.03	2.00
Northlake - Drifton	Lennar	SO		DTMJ	134	4	3	15	1	0	50	10	1.04	1.67
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	15	0	0	54	5	0.96	0.83
Northlake - Shor	Lennar	SO		DTMJ	140	0	1	15	0	0	59	6	1.05	1.00
Northlake - Watersyde	Lennar	SO		DTMJ	127	4	3	15	1	0	59	6	1.05	1.00
Northlake - Wavmor	Lennar	SO		DTMJ	153	4	2	15	3	1	58	8	1.03	1.33
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	58	2	1	24	10	0.90	1.67
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	3	22	0	0	128	4	1.32	0.67
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	4	3	38	3	1	74	7	1.61	1.17
Portisol at Artisan Square	Williams	SO		ATST	95	4	8	1	2	0	32	4	0.46	0.67
TOTALS: No. Reporting: 21		Avg. Sales: 1.05		Traffic to Sales: 15 : 1			81	383	26	4	1450	123	Net: 22	
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														

Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	0	1	10	0	0	91	-1	0.90	-0.17
Sycamore Creek	JMC	FM		DTMJ	86	0	2	39	0	0	39	5	0.64	0.83
Enclave at Folsom Ranch	KB Home TSO	FM		DTST	111	0	TSO	21	4	1	88	13	1.38	2.17
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	4	2	34	3	0	66	13	1.50	2.17
Aster at White Rock Springs	Lennar	FM		DTMJ	90	4	3	12	3	0	34	8	1.01	1.33
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	2	2	0	32	5	0.95	0.83
Rockcross at Folsom Ranch	Lennar	FM		DTMJ	118	0	3	2	1	0	59	5	1.11	0.83
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	0	0	0	55	0	0.61	0.00
Mesa at White Rock	Richmond American S/O	FM		DTMJ	64	0	S/O	0	0	0	64	1	0.75	0.17
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	3	9	1	0	31	6	0.74	1.00
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	1	12	0	0	9	4	0.81	0.67
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	6	14	1	0	107	6	0.91	1.00
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	2	17	4	0	108	5	0.95	0.83
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	1	54	0	0	63	2	0.91	0.33
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	1	15	2	0	87	6	0.84	1.00
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	4	3	61	4	0	130	12	1.12	2.00
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	4	61	0	1	53	2	1.02	0.33
TOTALS: No. Reporting: 17		Avg. Sales: 1.35		Traffic to Sales: 15 : 1				34	363	25	2	1116	92	Net: 23
City Codes: FM= Folsom														

El Dorado County					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Revere	Blue Mountain	RE	DTMJ	51	0	4	11	0	0	32	3	0.78	0.50	
Alder at Saratoga Estates	Elliott	EH	DTMJ	115	0	2	20	1	0	80	13	0.97	2.17	
Manzanita at Saratoga	Elliott	EH	DTMJ	202	0	3	26	0	0	50	10	0.65	1.67	
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	4	3	25	2	0	35	7	0.55	1.17	
Hawk View at Bass Lake Hills	Lennar	EH	DTMJ	114	0	1	8	2	0	89	6	0.78	1.00	
Heritage El Dorado Hills-Estates	Lennar	EH	DTMJ	92	0	1	0	0	0	91	1	0.51	0.17	
Heritage El Dorado Hills-Legends	Lennar	EH	DTMJ	165	0	2	11	2	0	163	6	0.91	1.00	
Heritage El Dorado Hills-Mosaic	Lennar TSO	EH	DTMJ	373	0	TSO	12	1	0	173	7	0.97	1.17	
Sapphire Cliff at Bass Lake Hills - CP	Lennar	OK	New	DTMJ	31	4	3	5	1	0	1	1	3.50	3.50
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	DTMJ	23	4	4	5	1	0	18	3	0.55	0.50	
Edgelake at Serrano	TRI Pointe	EH	DTMJ	65	4	3	21	2	0	14	9	0.86	1.50	
TOTALS: No. Reporting: 11		Avg. Sales: 1.09		Traffic to Sales: 12 : 1			26	144	12	0	746	66	Net: 12	
City Codes: RE = Rescue, EH = El Dorado Hills, OK = Cameron Park														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 69									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	13	5	0	0	35	2	0.84	0.33
Verrado at Solaire	Beazer	RV		DTMJ	76	0	13	11	0	0	36	6	1.05	1.00
Milestone at Sierra Fine	Black Pine	RK		DTST	61	3	3	19	2	0	42	6	0.67	1.00
Carnelian	Blue Mountain	GB		ATMJ	28	0	2	4	0	0	24	4	0.47	0.67
Cresleigh Havenwood	Cresleigh	LL	Rsv's	DTMJ	83	4	3	16	3	0	12	5	0.48	0.83
Balboa	DR Horton	RV		DTST	127	0	4	15	0	0	78	17	1.77	2.83
Cerrada	DR Horton	LL		DTST	166	9	2	31	9	0	145	15	1.42	2.50
Heartland at Independence	DR Horton	LL		DTMJ	98	0	1	20	6	2	35	10	1.44	1.67
Traditions at Independence	DR Horton	LL		DTST	97	4	6	23	3	1	32	6	1.11	1.00
Winding Creek- The Wilds	DR Horton	RV		DTST	120	6	1	15	6	0	83	15	1.73	2.50
Turkey Creek Estates	Elliott	LL		DTMJ	51	4	3	110	3	0	33	11	0.99	1.83
Broadlands	JMC	LL		DTST	88	0	5	15	0	0	83	5	0.98	0.83
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	3	31	0	1	42	6	0.97	1.00
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	1	76	0	0	41	3	0.94	0.50
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	5	33	0	0	180	1	1.28	0.17
Palisade Village	JMC	RV		DTST	232	0	3	39	1	0	182	0	1.47	0.00
Pinnacle Village	JMC	RV		DTMJ	127	0	2	15	0	0	121	0	0.86	0.00
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	4	5	70	2	1	69	6	0.94	1.00
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	4	5	93	1	0	40	5	0.92	0.83
Sentinel	JMC	RV		DTST	132	0	3	31	0	1	125	-1	1.24	-0.17
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	10	0	1	106	4	1.11	0.67
Aspire at Solaire II	K Hovnanian	RV		DTST	33	0	2	4	0	0	13	7	0.81	1.17
Creekside Preserve	K Hovnanian	LL		DTMJ	71	3	3	7	2	0	52	6	0.49	1.00
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	2	1	6	5	2	131	9	0.88	1.50
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	2	18	1	1	53	15	1.12	2.50
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	0	1	6	1	0	2	2	1.56	1.56
Copper Ridge	KB Home	LL		DTMJ	79	0	1	12	1	0	13	6	1.26	1.00
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	2	6	0	0	1	1	0.78	0.78
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	25	3	0	179	15	1.26	2.50
Andorra at Sierra West	Lennar	RV		DTMJ	111	4	5	22	2	0	63	10	0.89	1.67
Belle Maison at Campus Oaks	Lennar TSO	RV		DTMJ	132	0	TSO	22	3	0	74	12	1.10	2.00
Breckenridge at Sierra West	Lennar	RV		DTMJ	181	4	5	22	3	0	10	6	0.54	1.00
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	4	3	10	4	0	25	8	1.23	1.33
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	2	17	3	2	53	6	0.88	1.00
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	117	0	3	7	1	1	7	2	0.26	0.33
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	1	0	0	0	154	0	0.79	0.00
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	3	0	0	0	156	6	0.79	1.00
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	142	0	1	10	0	0	2	0	0.07	0.00
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	1	22	1	0	64	8	0.89	1.33
Meribel at Sierra West	Lennar TSO	RV		DTMJ	167	0	TSO	22	1	0	68	10	0.90	1.67
Molise at Heritage Placer Vineyards	Lennar TSO	RV		DTST	30	0	TSO	6	1	0	13	6	0.52	1.00
Novara at Fiddymment	Lennar	RV		DTST	105	0	1	16	0	0	78	6	0.93	1.00
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	1	18	2	0	77	8	0.90	1.33
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	4	1	21	4	0	88	7	0.98	1.17
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	1	22	1	0	63	6	0.86	1.00



Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 69									
					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
Windham at Sierra West	Lennar	RV		DTMJ	153	0	2	9	1	0	8	3	0.88	0.50
Meadowlands 60s	Meritage	LL		DTMJ	92	0	4	25	0	2	38	2	0.99	0.33
Meadowlands 70s	Meritage	LL		DTMJ	15	0	3	4	0	0	12	0	0.50	0.00
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	2	25	1	0	17	10	1.19	1.67
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	2	10	1	0	64	4	1.25	0.67
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	2	1	1	0	73	1	0.85	0.17
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	7	1	1	73	7	1.28	1.17
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	2	2	0	0	64	2	0.94	0.33
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	2	5	0	0	11	2	0.72	0.33
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	9	10	0	0	53	3	1.00	0.50
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	26	8	2	0	100	8	1.12	1.33
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	4	18	2	1	61	5	0.68	0.83
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	4	8	0	0	40	2	0.75	0.33
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	27	18	2	0	48	7	1.16	1.17
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	5	16	0	0	0	0	0.00	0.00
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	16	18	2	0	40	5	0.97	0.83
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	30	18	0	0	38	2	0.92	0.33
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	17	3	1	0	47	4	0.53	0.67
Eureka Grove	The New Home Co	GB		DTMJ	72	4	4	24	2	0	25	9	1.23	1.50
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	2	37	0	0	69	2	0.54	0.33
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	4	4	40	2	0	54	7	1.15	1.17
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	4	5	40	1	0	48	7	1.02	1.17
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	71	0	1	2	0	0	70	0	1.06	0.00
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	2	24	1	0	100	10	0.96	1.67
TOTALS: No. Reporting: 69		Avg. Sales: 1.13		Traffic to Sales: 14 : 1				306	1375	95	17	4136	390	Net: 78
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay														

Nevada County					Projects Participating: 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	3	8	0	0	23	3	0.14	0.50	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	8	0	0	23	3	Net: 0	
City Codes: GV = Grass Valley														

Yolo County				Projects Participating: 3									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Riverchase	Anthem United	WS	DTST	222	0	1	9	1	0	214	5	0.97	0.83
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	4	4	8	1	0	39	5	0.89	0.83
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	1	9	1	0	105	4	0.46	0.67
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 9 : 1			6	26	3	0	358	14	Net: 3
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis													

Development Name	Developer	City Code	Notes	Type										
Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	FLY		DTMJ	40	0	3	13	0	0	11	2	0.45	0.33
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	13	0	0	11	2	Net: 0	
City Codes: FLY = Plymouth														

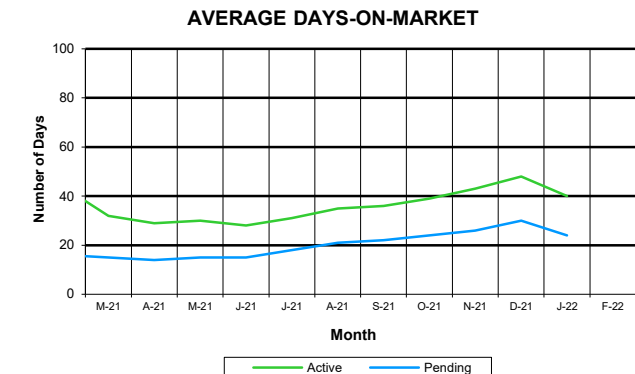
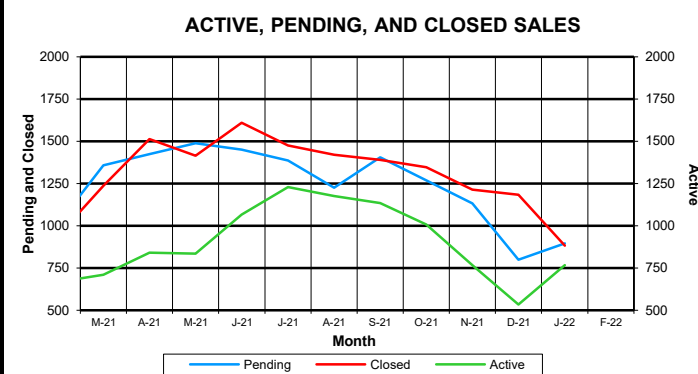
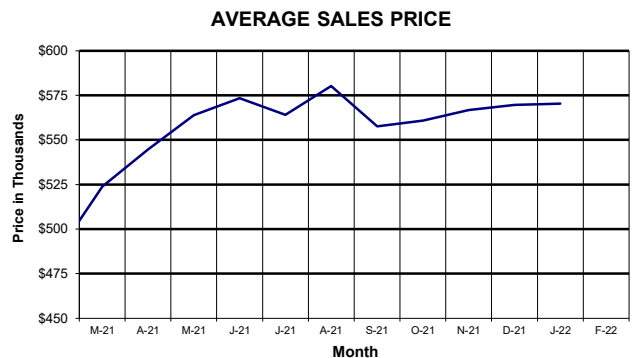
Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	0	2	8	1	0	116	6	1.17	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 8 : 1				2	8	1	0	116	6	Net: 1	
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Cresleigh Meadows at Fumas Ranch	Cresleigh	FLK		DTMJ	111	0	2	51	1	0	68	6	0.65	1.00
Cresleigh Riverside at Fumas Ranch	Cresleigh	FLK	Rsv's	DTMJ	52	0	3	6	0	0	44	-1	0.42	-0.17
Diamante at Fumas Lake	DR Horton	FLK		DTST	94	0	4	31	1	1	38	15	1.51	2.50
Summerset at The Orchards	JMC	MS		DTST	96	0	1	11	0	0	92	5	1.01	0.83
Sonoma Ranch	Lennar	FLK		DTST	208	0	2	12	1	0	200	2	0.98	0.33
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	2	6	0	0	48	4	0.67	0.67
Crosswinds at River Oaks	Meritage	FLK		DTMJ	72	5	1	29	5	0	52	17	1.36	2.83
Seasons at River Oaks	Richmond American	OL		DTST	83	0	4	6	0	1	60	7	1.05	1.17
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	4	4	8	2	0	81	8	1.05	1.33
TOTALS: No. Reporting: 9		Avg. Sales: 0.89		Traffic to Sales: 16 : 1				23	160	10	2	683	63	Net: 8
City Codes: FLK = Fumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento				Projects Participating: 171						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 170	Avg. Sales: 1.17	Traffic to Sales: 14 : 1	574	3156	228	29	11633	1010	Net: 199	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										

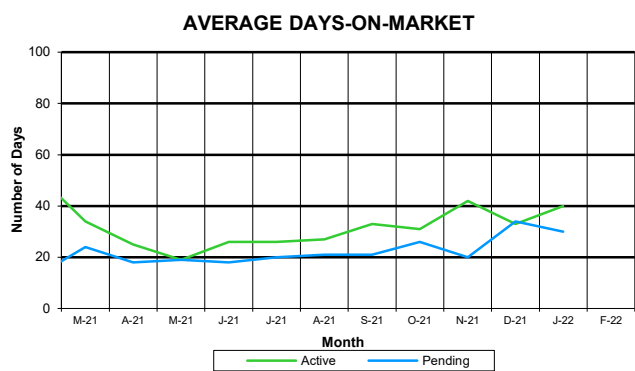
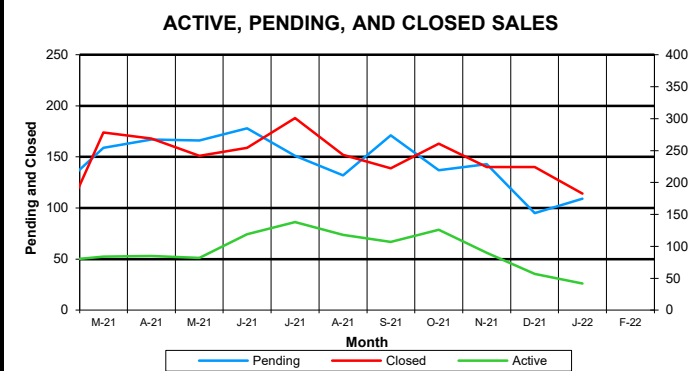
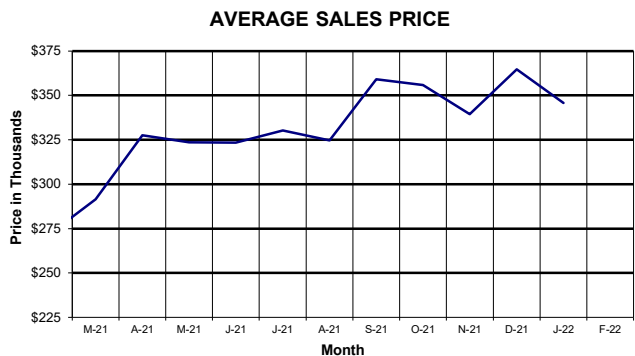
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	836	30	1,489	15	1,414	\$563,866
Jul-21	1,066	28	1,450	15	1,610	\$573,377
Aug-21	1,230	31	1,387	18	1,475	\$564,023
Sep-21	1,176	35	1,225	21	1,420	\$580,299
Oct-21	1,135	36	1,405	22	1,391	\$557,624
Nov-21	1,007	39	1,269	24	1,347	\$560,893
Dec-21	767	43	1,132	26	1,214	\$566,756
Jan-22	535	48	799	30	1,183	\$569,728



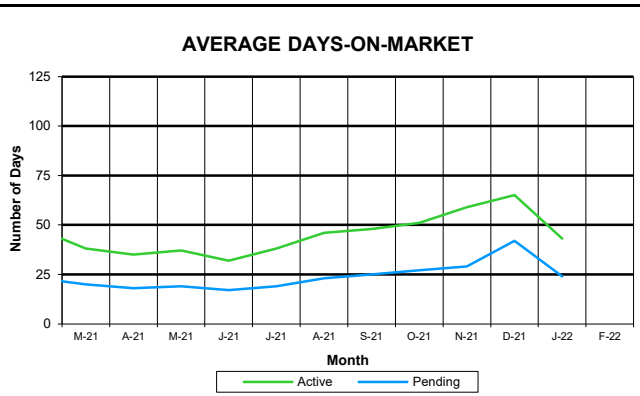
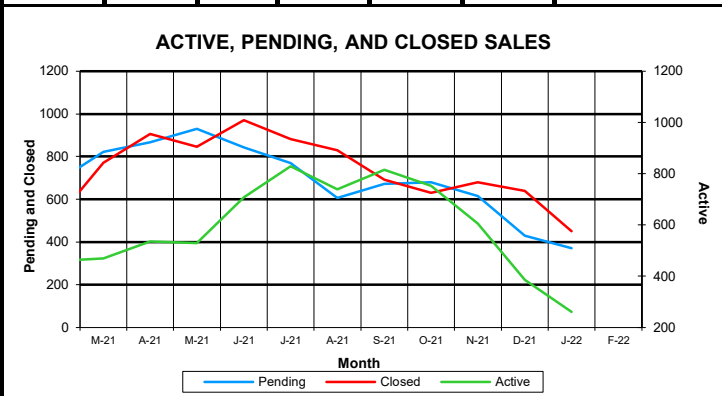
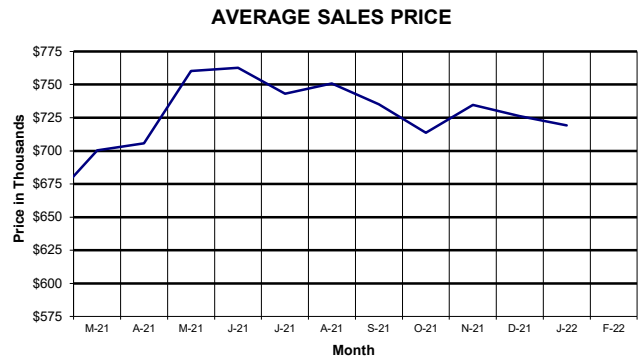
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	119	26	178	18	159	323,324
Jul-21	138	26	151	20	188	330,251
Aug-21	118	27	132	21	152	324,630
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



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	708	32	842	17	970	762,605
Jul-21	829	38	769	19	882	743,192
Aug-21	739	46	606	23	829	750,729
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



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	117	44	151	20	182	676,184
Jul-21	152	41	133	24	155	663,476
Aug-21	136	48	140	22	157	654,226
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

