

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



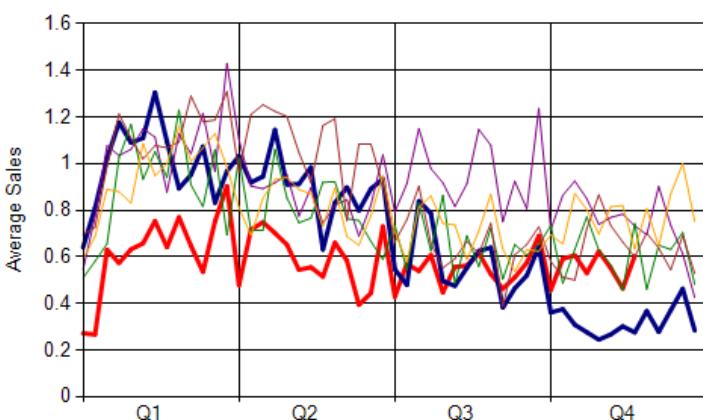
NATIONAL BUILDER DIVISION

Ending: Sunday, November 24, 2019

Bay Area Week 47

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Alameda	49	689	36	6	30	0.61	0.52	18%	0.48	28%	
Contra Costa	32	498	18	4	14	0.44	0.51	-14%	0.47	-7%	
Sonoma, Napa	10	117	8	1	7	0.70	0.48	47%	0.44	61%	
San Francisco, Marin	1	1	0	0	0	0.00	0.34	-100%	0.31	-100%	
San Mateo	1	7	0	0	0	0.00	0.66	-100%	0.84	-100%	
Santa Clara	37	487	42	6	36	0.97	0.66	47%	0.66	48%	
Monterey, Santa Cruz, San Benito	14	350	8	2	6	0.43	0.85	-50%	0.70	-38%	
Solano	20	355	8	2	6	0.30	0.59	-49%	0.62	-52%	
Current Week Totals	Traffic : Sales	21 : 1	164	2504	120	21	0.60	0.58	4%	0.55	9%
Per Project Average			15	0.73	0.13	0.60					
Year Ago - 11/25/2018	Traffic : Sales	30 : 1	138	1706	57	19	0.28	0.74	-63%	0.41	-33%
% Change			19%	47%	111%	11%	161%	119%	-21%		35%

52 Weeks Comparison



Year to Date Averages Through Week 47

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	115	29	0.92	0.11	0.81	0.81
■	2015	110	34	0.99	0.11	0.88	0.85
■	2016	133	29	0.86	0.11	0.75	0.73
■	2017	142	32	1.03	0.10	0.93	0.90
■	2018	126	25	0.83	0.10	0.74	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
% Change:		27%	-33%	-18%	5%	-21%	-17%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
CONV			At their October meeting, The Fed noted that "data on construction and sales suggested the decline in mortgage rates since late 2018 was starting to show through to housing activity. Housing starts rose 3.8% in October, while permits surged 5.0% to the strongest pace since May 2007. Some of the strength was due to a jump in the volatile multi-family segment, but single-family permits have now risen for six consecutive months, pointing clearly to upward momentum in residential construction. Existing home sales also rose nicely in October, climbing 1.9% to a 5.46 million-unit pace. The median resale price for entry-level homes rose 6.2% over the year, the strongest pace since July 2017. After a solid contribution in Q3, it is already looking like housing will again boost the GDP growth in Q4, after a year and a half of drag. Consumer Confidence rose to 137.9, marking the highest level of confidence since the exuberance at the tail end of the dot-com euphoria in 2000. In a typical cycle, major drivers of confidence are the unemployment rate, the stock market and gas prices. The stock market remains near all-time highs, unemployment is near a 50-year low, and gas prices have been trending lower since May. Source: Wells Fargo Weekly Economic & Financial Commentary					
FHA								
10 Yr Yield								
RATE								
3.47%								
3.13%								
APR								
3.59%								
3.20%								
EQUAL OPPORTUNITY LENDER								

Development Name	Developer	City Code	Notes	Type	Projects Participating: 29								In Area : 29		
Alameda County				Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Camellia at Sanctuary Village	DR Horton	NK		DTMJ	85	0	11	17	1	0	52	52	1.33	1.33	
Monarch at Soares Ranch	DR Horton	UC		ATMJ	63	0	3	18	0	0	53	43	0.83	0.91	
Reserve, The	DR Horton	HY		DTMJ	179	0	6	12	2	0	167	46	1.18	0.98	
Motion at Mission Crossing	KB Home	HY		ATMJ	35	4	6	13	2	0	3	3	0.30	0.30	
Primrose at Sanctuary Village	KB Home	NK		DTMJ	97	0	8	14	0	0	75	67	1.53	1.43	
Rosebriar at Sanctuary Village	KB Home	NK		DTMJ	96	0	8	19	0	0	63	63	1.35	1.34	
Reverie	Lafferty	CV		DTMJ	17	0	5	25	0	0	3	3	0.09	0.09	
Skylark at Sanctuary Village	Landsea	NK		DTMJ	108	4	7	39	3	0	24	24	0.80	0.80	
Element	Lennar	OK		ATMJ	44	0	4	0	0	0	37	22	0.35	0.47	
Fuse at Innovation	Lennar	FR		ATMJ	289	0	7	3	1	1	46	36	0.57	0.77	
Revo at Innovation	Lennar	FR		ATMJ	251	0	9	3	1	1	40	27	0.49	0.57	
Bishops Ridge	Meritage	LS		ATMJ	56	0	8	37	0	0	13	13	0.38	0.38	
Mission Crossing	Meritage	HY		ATST	140	0	7	29	2	0	27	23	0.45	0.49	
Centerville Station	Nuvera Homes	FR		ATST	52	0	5	14	0	0	16	16	0.54	0.54	
Boulevard Heights	Pulte	FR		ATMJ	67	4	6	13	2	0	45	30	0.69	0.64	
Montecito	Pulte	FR		ATMJ	54	0	1	1	0	0	53	34	0.81	0.72	
Parkside Heights	Pulte	HY		DTMJ	97	0	7	8	0	1	25	25	0.59	0.59	
Renato II	Pulte	FR		ATMJ	20	0	3	14	0	0	3	3	0.15	0.15	
Spindrift at Eden Shores	Pulte	HY		DTMJ	52	0	6	3	1	0	46	46	1.21	1.21	
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	9	10	0	1	52	37	0.73	0.79	
Theory at Innovation	Shea	FR		ATMJ	132	0	9	18	0	0	42	-4	0.43	-0.09	
Locale @ State Street - Row homes	SummerHill	FR		ATMJ	76	1	2	3	2	0	59	23	0.71	0.49	
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	22	1	1	0	34	15	0.51	0.32	
Apex at Mission Stevenson	TRI Pointe	FR		ATMJ	77	0	6	34	1	0	55	14	0.59	0.30	
Palm	TRI Pointe	FR	Rsv's	DTMJ	31	0	7	18	0	0	11	8	0.17	0.17	
Baker + Jamison	Van Daele	CV		ATMJ	27	0	2	15	0	0	25	18	0.39	0.38	
Front at SoHay	William Lyon	HY		ATMJ	76	0	6	3	1	1	24	24	0.76	0.76	
Line at SoHay	William Lyon	HY		ATMJ	198	0	5	3	1	1	14	14	0.45	0.45	
Prime at SoHay	William Lyon	HY		ATMJ	126	0	6	3	1	0	19	19	0.60	0.60	
TOTALS: No. Reporting: 29		Avg. Sales: 0.55			Traffic to Sales: 18 : 1				191	390	22	6	1126	744	Net: 16

City Codes: NK = Newark, UC = Union City, HY = Hayward, CV = Castro Valley, OK = Oakland, FR = Fremont, LS = San Leandro

The Ryness Report

Week Ending
Sunday, November 24, 2019

Bay Area

Page
2 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
Amador Valley				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Fillmore at Boulevard	Brookfield	DB		ATMU	80	0	17	20	0	0	35	34	0.68	0.72	
Huntington at Boulevard	Brookfield	DB		DTMJ	106	0	6	17	2	0	65	17	0.56	0.36	
Mulholland at Boulevard	Brookfield	DB		ATMU	80	0	14	22	1	0	8	8	0.33	0.33	
Wilshire at Boulevard	Brookfield	DB		ATMU	75	0	10	21	1	0	50	25	0.62	0.53	
Auburn Grove	Lennar	LV		ATMJ	100	0	5	12	0	0	19	19	0.67	0.67	
Downing at Boulevard	Lennar	DB		ATMU	48	0	9	8	0	0	6	6	0.35	0.35	
Lincoln at Boulevard	Lennar	DB		DTMJ	45	0	1	25	1	0	38	27	0.60	0.57	
Madison at Boulevard	Lennar	DB		ATMU	107	0	1	3	0	0	106	20	0.91	0.43	
Newbury at Boulevard	Lennar	DB		DTMJ	49	0	14	20	2	0	16	15	0.29	0.32	
Skyline at Boulevard	Lennar	DB		ATMU	114	8	6	20	2	0	2	2	0.64	0.64	
Sunset at Boulevard	Lennar	DB		DTMJ	60	4	4	14	0	0	47	24	0.50	0.51	
Union at Boulevard	Lennar	DB		ATMU	62	0	10	3	0	0	47	5	0.40	0.11	
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	5	21	0	0	30	25	0.54	0.53	
Rose Avenue Estates	Ponderosa TSO	PL		DTMJ	16	0	TSO	8	1	0	10	7	0.15	0.15	
Sycamore	Ponderosa	PL		DTMJ	37	0	1	16	1	0	14	14	0.37	0.37	
Sage - Harmony	Shea	LV		ATMU	105	4	8	16	1	0	56	8	0.39	0.17	
Sage - Synergy	Shea	LV		ATMU	179	0	7	16	0	0	155	20	0.77	0.43	
Apex	Taylor Morrison	DB		ATMU	115	0	22	19	2	0	91	38	0.98	0.81	
Onyx at Jordan Ranch	TRI Pointe	DB		DTST	105	0	6	9	0	0	81	26	0.64	0.55	
Quartz at Jordan Ranch	TRI Pointe	DB		ATMU	45	0	7	9	0	0	38	10	0.39	0.21	
TOTALS: No. Reporting: 20		Avg. Sales: 0.70			Traffic to Sales: 21 : 1				153	299	14	0	914	350	Net: 14

City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton

Diablo Valley				Projects Participating: 5								In Area : 5			
				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Davidon At Wilder	Davidon	OR		DTMJ	60	0	8	7	0	0	41	11	0.34	0.23	
Mbraga Town Center	KB Home	MG		ATMU	36	0	3	19	0	0	1	1	0.08	0.08	
Stoneyridge	Landsea S/O	WC		ATMU	30	0	S/O	1	1	0	30	5	0.22	0.11	
Wilder	Taylor Morrison	OR		DTMJ	61	0	11	3	0	0	32	4	0.17	0.09	
Greyson Place	TRI Pointe	PH		DTMJ	44	0	6	4	1	0	20	20	0.69	0.69	
TOTALS: No. Reporting: 5		Avg. Sales: 0.40			Traffic to Sales: 17 : 1				28	34	2	0	124	41	Net: 2

City Codes: OR = Orinda, MG = Moraga, WC = Walnut Creek, PH = Pleasant Hill

San Ramon Valley				Projects Participating: 5								In Area : 5			
				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Abigail Place	Landsea	DN		DTMJ	17	0	6	29	0	0	1	1	0.04	0.04	
Foothills at The Preserve	Lennar	SR		DTMJ	72	0	8	25	1	0	58	51	0.76	1.09	
Highlands at The Preserve	Lennar	SR		DTMJ	121	0	7	25	0	0	46	38	0.60	0.81	
Meadows at The Preserve	Lennar	SR		DTMJ	63	4	6	25	3	0	32	18	0.42	0.38	
Redhawk	Ponderosa	DN		DTMJ	20	0	1	5	0	0	19	8	0.16	0.17	
TOTALS: No. Reporting: 5		Avg. Sales: 0.80			Traffic to Sales: 27 : 1				28	109	4	0	156	116	Net: 4

City Codes: DN = Danville, SR = San Ramon

The Ryness Report

Week Ending
Sunday, November 24, 2019

Bay Area

Page
3 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 5		
West Contra Costa					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC	Rsv's	ATMU	29	0	4	70	0	0	2	2	0.09	0.09	
Waterline Point Richmond	Shea	RM		ATMU	60	0	7	6	0	0	32	19	0.34	0.40	
Muir Pointe - The Cove	Taylor Morrison	HC		DTST	93	0	6	4	2	0	87	23	0.59	0.49	
Races at NOMA	William Lyon	RM		DTST	95	0	2	8	0	0	36	29	0.60	0.62	
Rows at NOMA	William Lyon	RM		ATMU	98	0	5	8	0	0	34	34	0.73	0.72	
TOTALS: No. Reporting: 5			Avg. Sales: 0.40		Traffic to Sales: 48 : 1				24	96	2	0	191	107	Net: 2
City Codes: EC = El Cerrito, RM = Richmond, HC = Hercules															

Antioch/Pittsburg					Projects Participating: 3								In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Park Ridge	Davidon	AN		DTMU	123	0	18	40	0	0	101	32	0.88	0.68	
Review at Monterra	K Hovnanian	AN		DTMU	100	0	5	7	1	0	14	14	0.54	0.54	
Verona	Meritage	AN		DTMU	117	0	6	15	0	0	40	35	0.80	0.74	
TOTALS: No. Reporting: 3			Avg. Sales: 0.33		Traffic to Sales: 62 : 1				29	62	1	0	155	81	Net: 1
City Codes: AN = Antioch															

East Contra Costa					Projects Participating: 14								In Area : 14		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Orts at Emerson Ranch	Brookfield	OY		DTMU	60	0	3	6	0	1	57	34	0.71	0.72	
Easton at Delaney Park	Brookfield	OY		DTMU	80	0	8	14	0	0	0	0	0.00	0.00	
Laurel at Emerson Ranch	Brookfield	OY		DTMU	117	0	4	12	1	0	113	36	1.03	0.77	
Southport at Delaney Park	Brookfield	OY		DTMU	104	0	6	16	0	0	0	0	0.00	0.00	
Northpoint at Delaney Park	DR Horton	OY		DTST	198	0	15	12	2	0	21	21	0.57	0.57	
2700 Empire	K Hovnanian	BT		DTMU	48	0	8	1	0	1	6	6	0.19	0.19	
Westerly at Delaney Park	KB Home	OY		DTST	103	0	0	38	0	0	0	0	0.00	0.00	
Mosaic at the Lakes	Kiper	DB		DTMU	174	0	8	13	0	1	166	27	0.81	0.57	
Regatta at the Lakes	Kiper	DB		DTMU	124	0	7	13	0	0	86	27	0.73	0.57	
Palermo	Meritage	BT		DTMU	96	0	7	14	1	0	52	36	0.73	0.77	
Harper Parc	Nuvera Homes	BT		DTMU	84	0	10	20	1	0	40	24	0.51	0.51	
Bella Verde	Pulte	BT		DTMU	48	0	3	7	1	0	29	29	0.64	0.64	
Terrene	Pulte	BT		DTMU	101	4	7	16	2	0	49	49	1.23	1.23	
Lark Hill	Shea	BT		DTMU	50	0	9	15	1	1	13	13	0.42	0.42	
TOTALS: No. Reporting: 14			Avg. Sales: 0.36		Traffic to Sales: 22 : 1				95	197	9	4	632	302	Net: 5
City Codes: OY = Oakley, BT = Brentwood, DB = Discovery Bay															

The Ryness Report

Week Ending
Sunday, November 24, 2019

Bay Area

Page
4 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10							In Area : 10			
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Andersen Ranch	Davidon	NP		DTMJ	36	0	2	7	0	0	34	6	0.40	0.13	
DayBreak at Brody Ranch	DeNova	PET		DTMJ	61	0	4	7	0	0	57	35	0.80	0.74	
Mill Creek at Brody Ranch	DeNova	PET		ATST	138	0	5	27	1	0	41	29	0.61	0.62	
Cypress at University	KB Home	RP		DTMJ	179	0	3	11	1	0	176	52	1.05	1.11	
Live Oak at University	KB Home	RP		DTST	104	0	5	32	1	0	11	11	0.57	0.57	
Aspect	Lafferty	PET		DTMJ	18	0	4	8	0	1	3	3	0.13	0.13	
Blume	Lafferty	RS		DTMJ	57	4	7	9	1	0	31	24	0.45	0.51	
Vero	Lafferty	NP	Rsv's	DTST	24	0	3	2	0	0	1	1	0.18	0.18	
Juniper at University	Richmond American	RP		DTMJ	99	0	11	3	2	0	44	27	0.54	0.57	
Mulberry at University	Richmond American	RP		DTMJ	164	0	4	11	2	0	146	19	0.78	0.40	
TOTALS: No. Reporting: 10		Avg. Sales: 0.70			Traffic to Sales: 15 : 1				48	117	8	1	544	207	Net: 7

City Codes: NP = Napa, PET = Petaluma, RP = Rohnert Park, RS = Santa Rosa

Marin County					Projects Participating: 1							In Area : 1		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave	Ryder	CT		ATMJ	16	0	1	1	0	0	15	15	0.42	0.42
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			1	1	0	0	15	15	Net: 0

City Codes: CT = Corte Madera

San Mateo County					Projects Participating: 1							In Area : 1		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Foster Square	Lennar	FC		ATMU	200	0	8	7	0	0	129	26	0.72	0.55
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			8	7	0	0	129	26	Net: 0

City Codes: FC = Foster City

The Ryness Report

Week Ending
Sunday, November 24, 2019

Bay Area

Page
5 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 37								In Area : 37		
Santa Clara County					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls YTD	
Asana	DeNova	SJ		DTMJ	250	0	17	26	0	0	63	50	1.14	1.06	
Las Colinas	Dividend	MH	Rsv's	DTMJ	32	1	6	15	1	0	15	15	0.83	0.83	
Valencia	Dividend	MH		DTMJ	84	0	4	11	0	0	76	39	0.93	0.83	
Catalyst at Communications Hill	KB Home	SJ		ATMJ	98	0	6	5	1	0	16	16	0.61	0.61	
Circuit	KB Home	ML		ATMJ	144	4	8	13	2	0	101	63	1.07	1.34	
Lucente	KB Home SO	ML		ATMJ	98	0	SO	9	2	0	98	56	1.16	1.19	
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	6	13	0	0	44	39	0.83	0.83	
Platinum II at Communications Hill	KB Home	SJ		DTMJ	33	0	6	3	0	1	6	6	0.18	0.18	
Promenade II at Communications Hill	KB Home	SJ		DTMJ	44	4	6	8	2	0	22	22	0.59	0.59	
Cottlestone	Lafferty	SJ		DTMJ	17	0	7	20	0	0	9	8	0.10	0.17	
Catalina	Landsea	SC		ATMJ	54	0	9	26	0	0	3	3	0.18	0.18	
Echo at The Vale	Landsea	SV		ATMJ	171	0	5	22	1	1	166	49	1.41	1.04	
Nexus at The Vale	Landsea	SV		ATMJ	143	0	1	22	0	0	142	34	1.20	0.72	
Burgundy at Glen Loma	Lennar	GL		DTMJ	52	0	5	23	2	0	21	21	0.74	0.74	
Estancia - Towns	Lennar	MV		ATMJ	61	0	18	2	1	1	37	5	0.47	0.11	
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	5	12	2	0	83	31	0.89	0.66	
Margaux at Glen Loma	Lennar	GL		DTMJ	84	0	4	23	1	0	12	12	0.42	0.42	
Provence at Glen Loma	Lennar	GL		DTMJ	43	4	9	23	1	0	18	17	0.34	0.36	
SoMont	Lennar	ML		ATMJ	138	2	6	4	2	0	132	25	1.13	0.53	
Capitol - Haven	Pulte	SJ		ATMJ	93	6	6	3	4	0	34	34	0.87	0.87	
Capitol - Retreat	Pulte	SJ		ATST	95	4	7	4	2	0	25	25	0.64	0.64	
Metro Flats	Pulte	ML		ATST	107	0	3	16	3	0	83	43	0.60	0.91	
UrbanOak Residences	Pulte	SJ		DTMJ	60	0	4	16	1	0	22	22	0.56	0.56	
UrbanOak Rows	Pulte	SJ		ATMJ	97	0	7	18	1	1	16	16	0.41	0.41	
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	7	7	0	0	26	26	0.58	0.58	
Nuevo - Terraces	SummerHill	SC		ATMJ	176	1	6	6	2	0	30	30	0.66	0.66	
Nuevo E-States	SummerHill	SC		DTMJ	41	0	3	4	0	0	3	3	0.33	0.33	
6Sixty	Taylor Morrison	MV		ATMJ	37	0	7	5	1	0	30	28	0.36	0.60	
Nova at The Vale	Taylor Morrison	SV		ATMJ	136	0	5	14	1	0	131	41	1.47	0.87	
Prynt	Taylor Morrison	ML		ATMJ	25	0	7	9	0	0	18	0	0.18	0.00	
Ellison Park	The New Home Co	ML		ATMJ	114	4	8	13	3	0	96	12	0.83	0.26	
Madison Gate - SFD	TRI Pointe	MH		DTMJ	15	0	1	11	0	0	13	5	0.14	0.11	
Madison Gate Towns	TRI Pointe	MH		ATMJ	50	0	3	11	0	0	29	14	0.31	0.30	
SP78	Trumark	SJ		ATMJ	78	0	12	21	2	1	66	44	0.87	0.94	
Gables, The	Van Daele	MH		ATMJ	37	0	6	11	1	0	31	16	0.43	0.34	
Veneto	Van Daele	MH		DTMJ	14	0	2	19	0	0	12	12	0.27	0.27	
Veneto TWH	Van Daele	MH		ATMJ	60	6	7	19	3	1	30	30	0.66	0.66	
TOTALS: No. Reporting: 37		Avg. Sales: 0.97		Traffic to Sales: 12 : 1				229	487	42	6	1759	912	Net: 36	

City Codes: SJ = San Jose, MH = Morgan Hill, ML = Milpitas, SC = Santa Clara, SV = Sunnyvale, GL = Gilroy, MV = Mountain View

The Ryness Report

Week Ending
Sunday, November 24, 2019

Bay Area

Page
6 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 15							In Area : 14			
Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cerrato	Century	HO		DTMJ	241	0	15	19	1	0	162	62	1.55	1.32	
East Garrison - Mnarch	Century	EG		DTST	66	0	7	61	1	0	39	39	0.83	0.83	
East Garrison- The Grove	Century	EG		DTST	95	0	4	61	0	1	40	40	0.86	0.85	
East Garrison- The Liberty	Century	EG		ATMJ	106	0	3	61	0	0	93	93	1.99	1.98	
Summerfield III	Century	SD		DTMJ	130	0	3	16	2	1	115	92	1.45	1.96	
Tierra at Monte Bella	Century	SL		DTMJ	85	0	2	23	0	0	83	46	0.79	0.98	
Knolls at Allendale	DeNova	HO		DTST	67	0	9	4	0	0	58	53	1.02	1.13	
Meadows at Allendale	DeNova	HO		DTST	111	0	6	11	0	0	6	6	0.84	0.84	
Bennett Ranch	K Hovnanian	HO		DTST	84	0	8	34	0	0	14	14	0.58	0.58	
Monte Bella	KB Home	SL		DTST	71	4	8	14	1	0	42	42	1.07	1.07	
Sunnyside Estates	KB Home	HO		DTMJ	107	0	6	19	2	0	27	27	0.81	0.81	
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	6	5	0	0	33	33	1.09	1.09	
Serenity at Santana Ranch	Legacy	HO		DTMJ	125	0	10	11	0	0	93	23	0.80	0.49	
Rancho Vista	Meritage	SJB		DTMJ	85	0	7	11	1	0	49	35	0.60	0.74	
TOTALS: No. Reporting: 14		Avg. Sales: 0.43			Traffic to Sales: 44 : 1				94	350	8	2	854	605	Net: 6

City Codes: HO = Hollister, EG = East Garrison, SD = Soledad, SL = Salinas, SJB = San Juan Bautista

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 20							In Area : 20			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ashton Park at Southtown	DR Horton	VC		DTST	37	0	1	9	0	0	14	14	0.30	0.30	
Cheyenne I	DR Horton	VC		DTMJ	108	0	3	3	0	0	105	11	0.44	0.23	
Greenwich at Parklane	DR Horton	DX		DTST	83	0	7	11	0	0	8	8	0.61	0.61	
Brookline	Meritage	FF		DTMJ	76	0	6	19	1	0	25	25	0.55	0.55	
Brookline Estates	Meritage	FF		DTMJ	14	0	5	10	0	0	6	6	0.13	0.13	
Enclave at Vanden Estates	Richmond American	VC		DTMJ	37	0	9	9	0	0	13	13	0.41	0.41	
Larkspur at The Villages	Richmond American	FF		DTMJ	93	4	7	4	2	0	81	43	0.94	0.91	
Montera at Vanden Estates	Richmond American	VC		DTST	64	0	6	14	0	0	18	18	0.54	0.54	
Orchards at Valley Glen	Richmond American	DX		DTMJ	110	0	4	8	0	0	106	4	0.69	0.09	
Orchards at Valley Glen II	Richmond American	DX		DTMJ	122	0	3	8	0	0	43	40	0.82	0.85	
Pedmont at Vanden Estates	Richmond American	VC		DTMJ	47	0	7	34	1	0	19	19	0.57	0.57	
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	4	7	35	2	0	23	23	0.69	0.69	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	8	26	0	0	18	18	0.40	0.40	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	0	7	26	0	0	16	16	0.38	0.38	
Preston at Brighton Landing	The New Home Co	VC		DTST	87	4	9	45	0	0	15	15	0.55	0.55	
Sheffield at Brighton Landing	The New Home Co	VC		DTST	120	4	9	45	1	0	11	11	0.41	0.41	
Bloom at Green Valley	TRI Pointe	FF		DTMJ	91	0	5	11	0	1	81	48	0.76	1.02	
Harvest at Green Valley	TRI Pointe	FF		DTMJ	56	0	4	11	0	1	52	20	0.49	0.43	
Lantana at the Village	TRI Pointe	FF		DTMJ	133	0	8	9	1	0	59	48	1.01	1.02	
Addington at Brighton Landing	Woodside	VC		DTST	190	0	7	18	0	0	159	51	1.05	1.09	
TOTALS: No. Reporting: 20		Avg. Sales: 0.30			Traffic to Sales: 44 : 1				122	355	8	2	872	451	Net: 6

City Codes: VC = Vacaville, DX = Dixon, FF = Fairfield

The Ryness Report

Week Ending
Sunday, November 24, 2019

Bay Area

Page
7 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 165					In Area : 164	
Bay Area					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 164					1050	2504	120	21	7471	3957	Net: 99

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



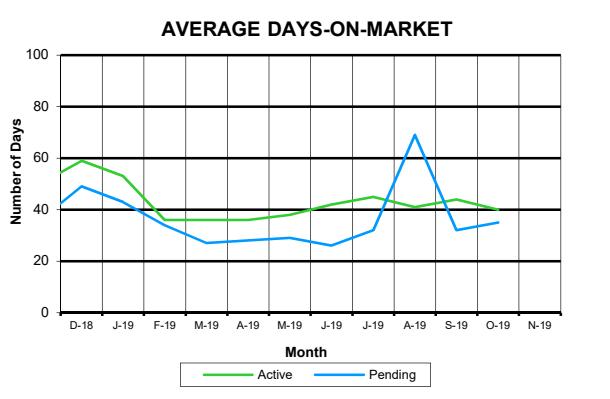
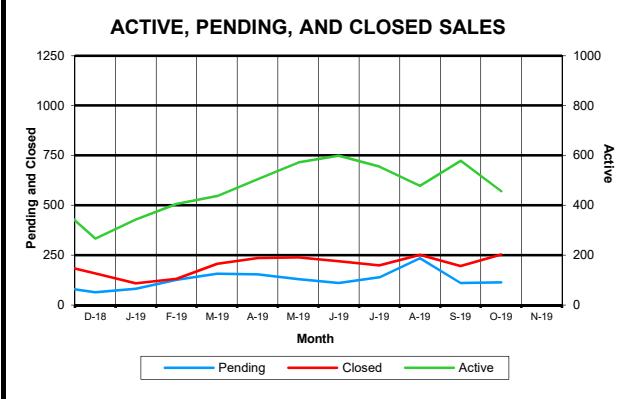
The Ryness Company

Marketing Research Department

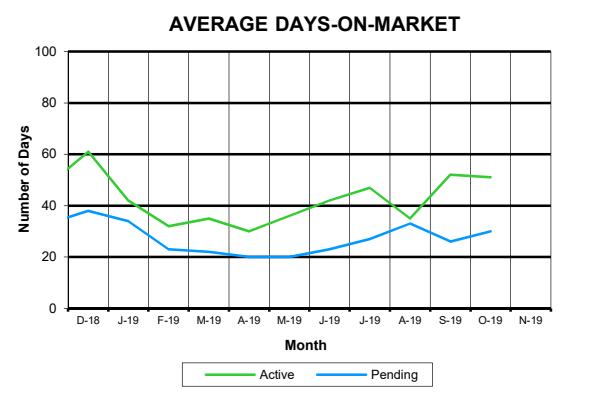
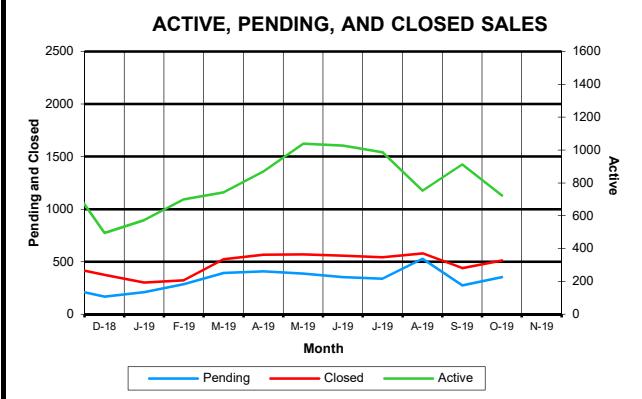
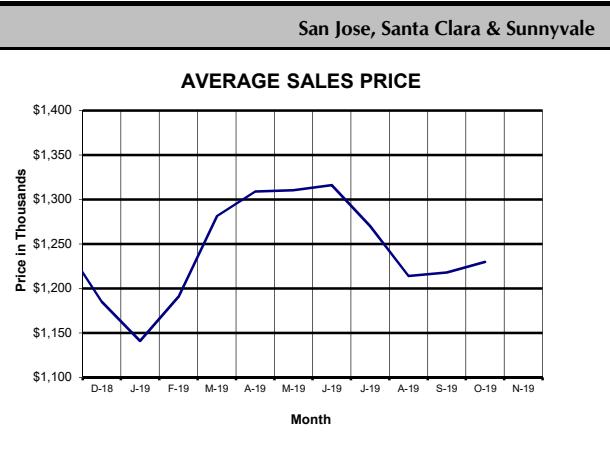
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Mar-19	437	36	157	27	\$844,285
Apr-19	505	36	154	28	\$832,289
May-19	572	38	129	29	\$818,839
Jun-19	599	42	111	26	\$843,997
Jul-19	556	45	139	32	\$791,005
Aug-19	478	41	236	69	\$802,225
Sep-19	578	44	110	32	\$806,538
Oct-19	457	40	113	35	\$774,638



Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Mar-19	743	35	393	22	\$1,281,429
Apr-19	870	30	409	20	\$1,309,187
May-19	1,039	36	386	20	\$1,310,392
Jun-19	1,027	42	355	23	\$1,316,144
Jul-19	986	47	338	27	\$1,270,279
Aug-19	753	35	526	33	\$1,214,164
Sep-19	912	52	274	26	\$1,218,121
Oct-19	723	51	354	30	\$1,229,718



The Ryness Company

Marketing Research Department

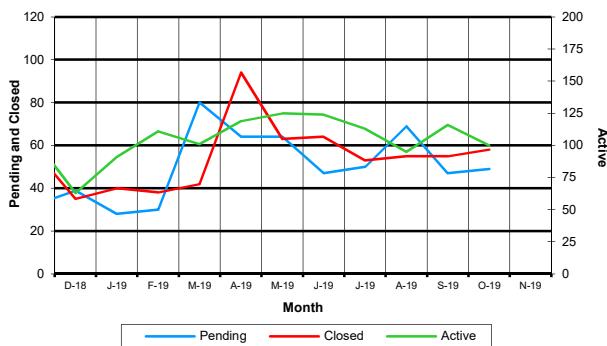
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

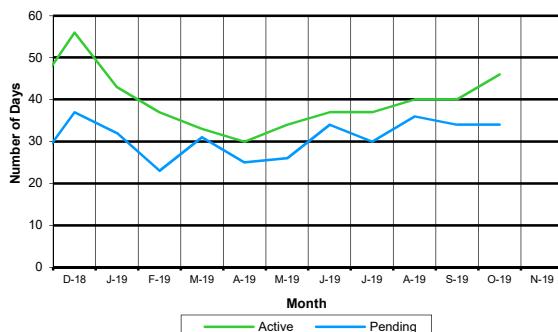
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-19	101	33	80	\$644,107
Apr-19	119	30	64	\$664,962
May-19	125	34	64	\$681,926
Jun-19	124	37	47	\$697,445
Jul-19	113	37	50	\$670,809
Aug-19	95	40	69	\$657,380
Sep-19	116	40	47	\$683,526
Oct-19	100	46	49	\$648,562



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

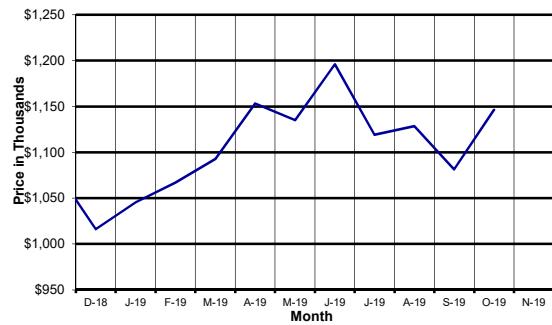


Amador Valley SFD Monthly MLS Survey

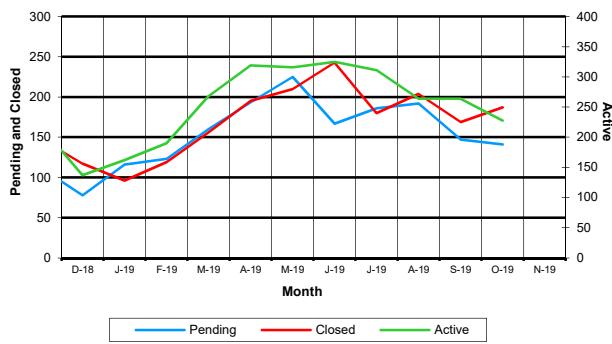
Dublin, Livermore & Pleasanton

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-19	268	37	160	\$1,092,945
Apr-19	319	35	193	\$1,153,198
May-19	316	39	225	\$1,135,274
Jun-19	325	45	167	\$1,195,990
Jul-19	311	44	186	\$1,119,234
Aug-19	264	48	192	\$1,128,498
Sep-19	264	48	147	\$1,081,382
Oct-19	228	50	141	\$1,146,502

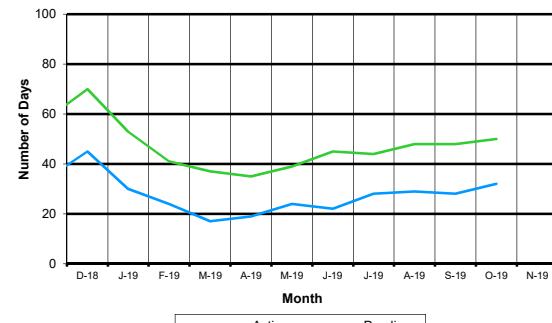
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



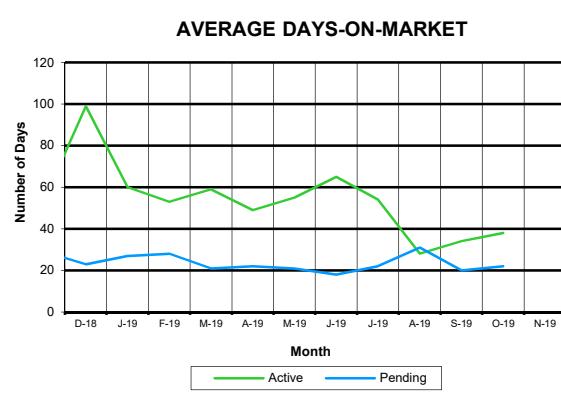


The Ryness Company

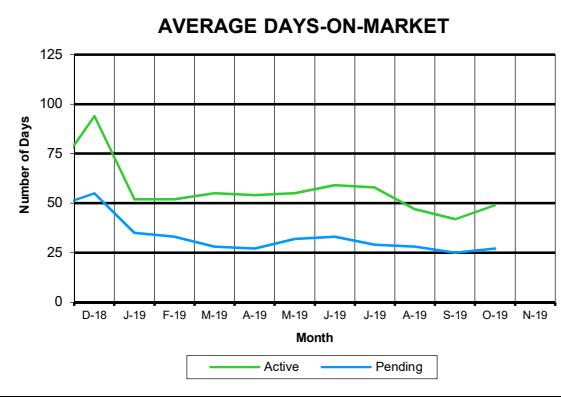
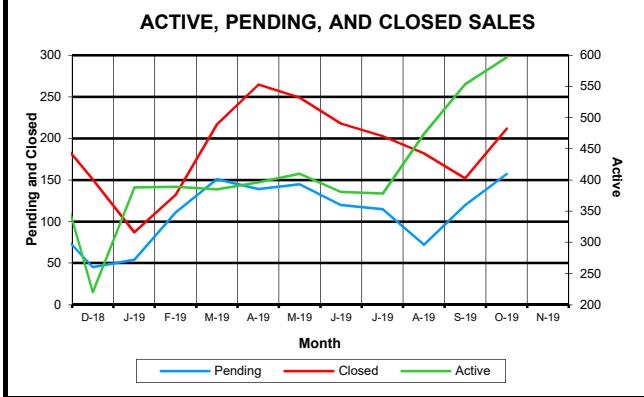
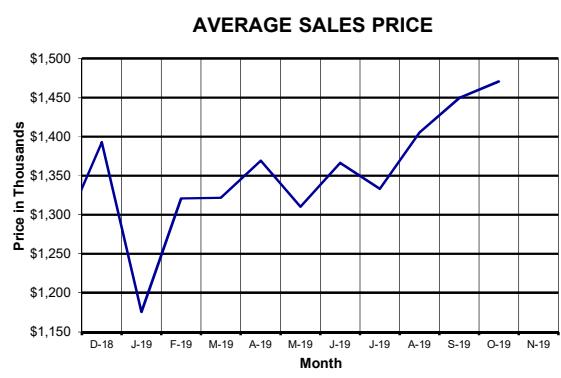
Marketing Research Department

Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	80	59	53	21	68	\$666,897
Apr-19	97	49	64	22	67	\$678,005
May-19	86	55	71	21	79	\$719,438
Jun-19	84	65	61	18	75	\$711,369
Jul-19	103	54	56	22	79	\$684,842
Aug-19	102	28	50	31	72	\$639,913
Sep-19	134	34	55	20	66	\$670,996
Oct-19	129	38	57	22	69	\$646,091



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	385	55	151	28	217	\$1,321,789
Apr-19	396	54	139	27	265	\$1,369,298
May-19	410	55	145	32	249	\$1,310,210
Jun-19	381	59	120	33	218	\$1,366,198
Jul-19	378	58	115	29	203	\$1,333,364
Aug-19	474	47	72	28	182	\$1,405,290
Sep-19	554	42	120	25	152	\$1,449,595
Oct-19	597	49	157	27	212	\$1,470,583





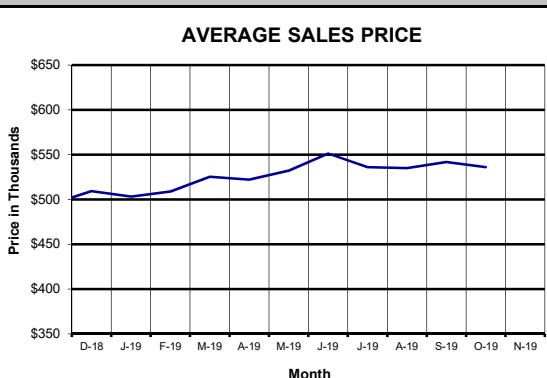
The Ryness Company

Marketing Research Department

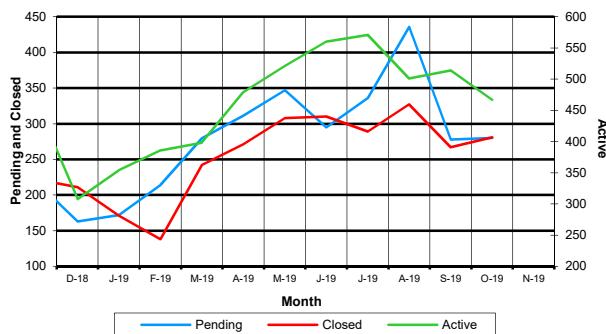
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

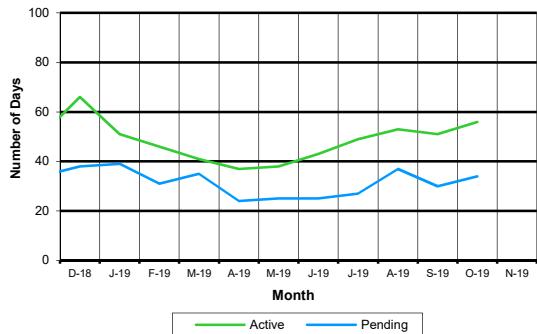
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-19	398	41	279	\$525,428
Apr-19	479	37	311	\$522,255
May-19	521	38	347	\$532,015
Jun-19	560	43	295	\$551,364
Jul-19	571	49	336	\$536,257
Aug-19	501	53	436	\$534,927
Sep-19	514	51	278	\$541,915
Oct-19	467	56	280	\$535,994



ACTIVE, PENDING, AND CLOSED SALES



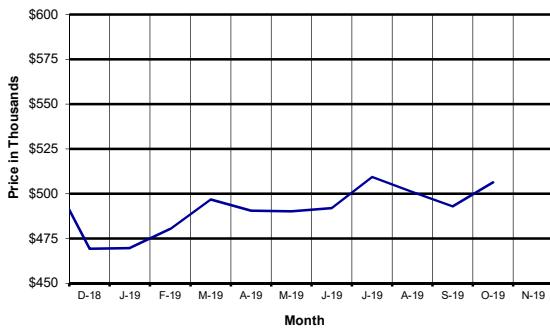
AVERAGE DAYS-ON-MARKET



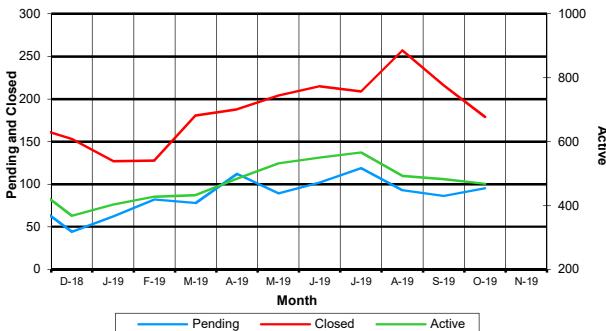
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-19	433	60	78	\$496,877
Apr-19	484	47	112	\$490,479
May-19	532	51	89	\$490,138
Jun-19	550	50	102	\$491,901
Jul-19	566	51	119	\$509,355
Aug-19	493	60	93	\$500,929
Sep-19	483	61	86	\$492,871
Oct-19	468	61	95	\$506,324

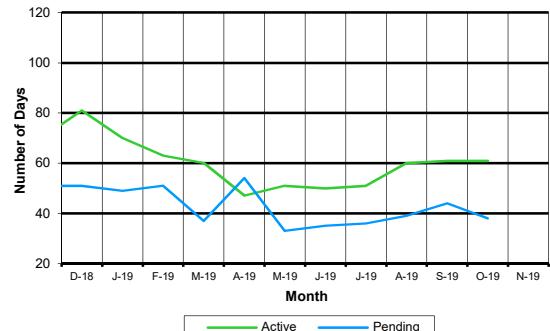
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



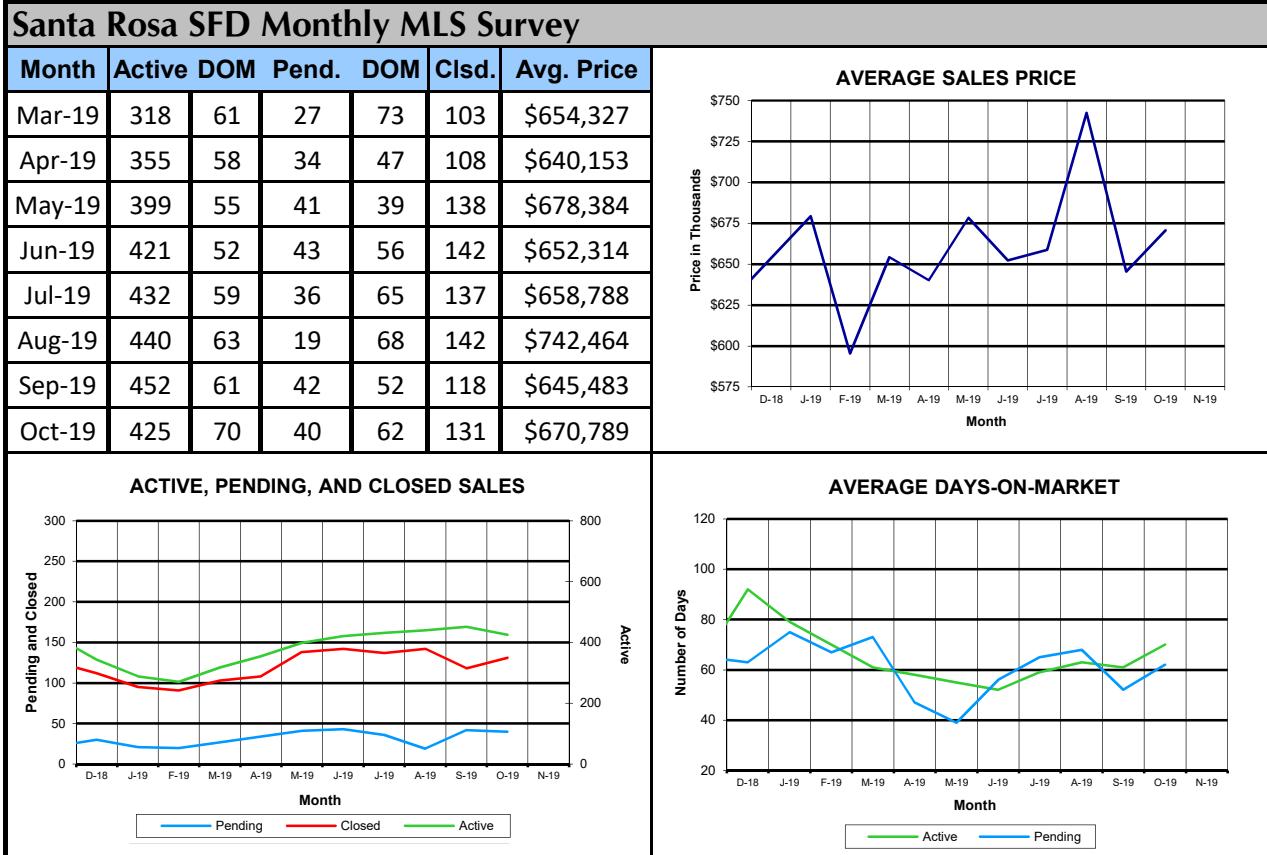
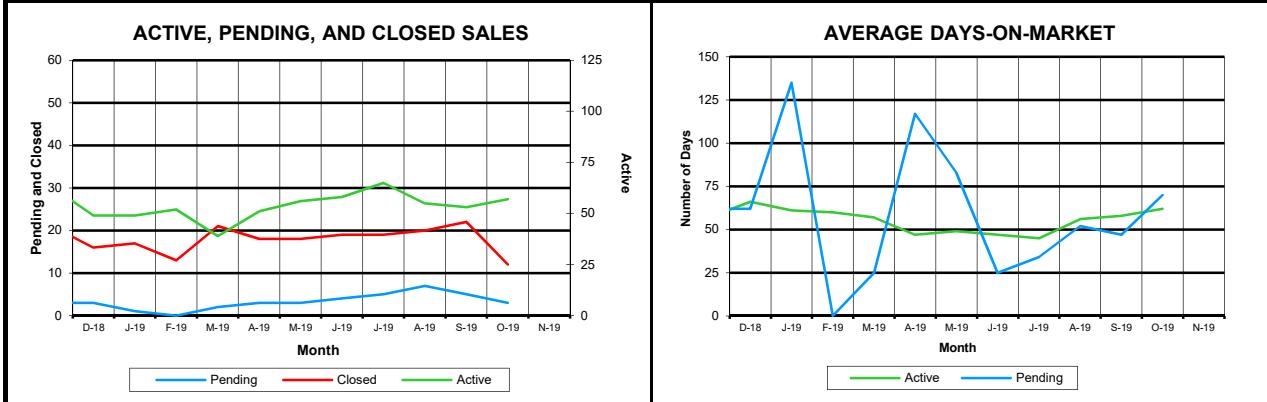


The Ryness Company

Marketing Research Department

Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Mar-19	39	57	2	\$341,644
Apr-19	51	47	3	\$375,933
May-19	56	49	3	\$358,044
Jun-19	58	47	4	\$400,284
Jul-19	65	45	5	\$362,168
Aug-19	55	56	7	\$357,448
Sep-19	53	58	5	\$367,073
Oct-19	57	62	3	\$372,750



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

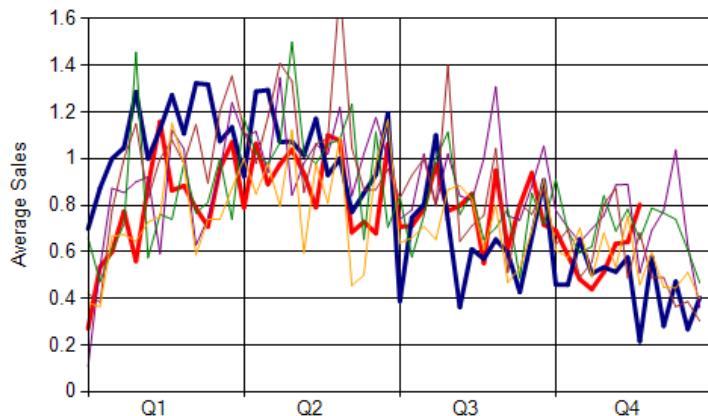
Central Valley

Week 47

Ending: Sunday, November 24, 2019

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		20	488	19	2	17	0.85	0.65	30%	0.43	97%	
San Joaquin County		24	521	24	0	24	1.00	0.78	28%	0.66	50%	
Stanislaus County		4	43	3	1	2	0.50	0.72	-31%	0.43	18%	
Merced County		19	271	15	3	12	0.63	0.87	-27%	0.83	-24%	
Madera County		5	63	4	1	3	0.60	0.77	-22%	0.71	-15%	
Fresno County		9	106	10	3	7	0.78	0.93	-17%	0.85	-8%	
Current Week Totals	Traffic : Sales	20 : 1	81	1492	75	10	65	0.80	0.78	3%	0.66	22%
Per Project Average				18	0.93	0.12	0.80					
Year Ago - 11/25/2018	Traffic : Sales	40 : 1	74	996	25	9	16	0.22	0.85	-74%	0.58	-63%
% Change			9%	50%	200%	11%	306%	271%	-8%		14%	

52 Weeks Comparison



Year to Date Averages Through Week 47

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	46	34	0.88	0.14	0.74	0.71
■	2015	46	31	1.08	0.17	0.92	0.87
■	2016	47	27	0.96	0.13	0.84	0.81
■	2017	51	29	1.01	0.12	0.89	0.87
■	2018	70	21	1.01	0.17	0.85	0.80
■	2019	79	22	0.93	0.15	0.78	0.78
% Change:		13%	4%	-8%	-12%	-8%	-2%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV			
RATE			
3.47%			APR
3.59%			
FHA			
3.13%			3.20%
10 Yr Yield			
1.76%			
			At their October meeting, The Fed noted that "data on construction and sales suggested the decline in mortgage rates since late 2018 was starting to show through to housing activity. Housing starts rose 3.8% in October, while permits surged 5.0% to the strongest pace since May 2007. Some of the strength was due to a jump in the volatile multi-family segment, but single-family permits have now risen for six consecutive months, pointing clearly to upward momentum in residential construction. Existing home sales also rose nicely in October, climbing 1.9% to a 5.46 million-unit pace. The median resale price for entry-level homes rose 6.2% over the year, the strongest pace since July 2017. After a solid contribution in Q3, it is already looking like housing will again boost the GDP growth in Q4, after a year and a half of drag. Consumer Confidence rose to 137.9, marking the highest level of confidence since the exuberance at the tail end of the dot-com euphoria in 2000. In a typical cycle, major drivers of confidence are the unemployment rate, the stock market and gas prices. The stock market remains near all-time highs, unemployment is near a 50-year low, and gas prices have been trending lower since May. Source: Wells Fargo Weekly Economic & Financial Commentary

The Ryness Report

Week Ending
Sunday, November 24, 2019

Central Valley

Page
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Valera	Bright	TR		DTMJ	71	0	5	13	1	0	63	11	0.48	0.23	
Expression at College Park	Century	MH		DTMJ	72	0	10	15	0	0	9	9	0.72	0.72	
Heritage at College Park	Century	MH		DTMJ	98	0	5	15	0	0	8	8	0.61	0.61	
Meadowview at Mountain House	K Hovnanian	MH		DTMJ	69	0	3	1	1	0	66	36	0.85	0.77	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	17	48	2	0	27	27	0.86	0.86	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	15	33	1	0	15	15	0.48	0.48	
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	14	48	2	0	24	24	0.77	0.77	
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	13	33	0	0	17	17	0.51	0.51	
Primrose II	Lennar	TR		DTMJ	61	0	8	1	1	0	53	45	0.83	0.96	
Topaz at Tracy Hills	Lennar	TR		DTMJ	139	0	6	43	1	0	3	3	0.42	0.42	
Vantage at Tracy Hills	Meritage	TH		DTST	182	0	19	32	1	2	22	22	0.58	0.58	
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	2	5	35	2	0	15	15	0.55	0.55	
Inspirato at Mountain House	Richmond American	MH		DTMJ	88	0	5	2	2	0	83	22	0.70	0.47	
Oliveto at Mountain House	Richmond American	MH		DTMJ	88	0	6	10	0	0	55	32	0.66	0.68	
Wellington at Mountain House	Richmond American	MH		DTMJ	66	0	6	3	1	0	55	17	0.59	0.36	
Ashford at Mountain House	Shea	MH		DTMJ	117	0	6	27	0	0	108	24	0.73	0.51	
Vente at Tracy Hills	Shea	TH		DTMJ	74	0	15	53	0	0	11	11	0.29	0.29	
Zephyr Ranch	Taylor Morrison	MH		DTMJ	98	0	12	24	1	0	86	76	1.48	1.62	
Sundance II	TRI Pointe	MH		DTMJ	138	4	9	24	1	0	101	38	0.84	0.81	
Cascada at Cordes	Woodside	MH		DTMJ	78	4	6	28	2	0	71	29	0.74	0.62	
TOTALS: No. Reporting: 20			Avg. Sales: 0.85		Traffic to Sales: 26 : 1				185	488	19	2	892	481	Net: 17

City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills

Stockton/Lodi					Projects Participating: 3								In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Belluno	KB Home	SK		DTST	91	0	6	8	0	0	85	56	0.92	1.19	
Montevello	KB Home	SK		DTST	122	0	5	16	1	0	116	68	1.14	1.45	
Villa Point at Destinations	Richmond American	SK		DTST	122	0	7	8	1	0	60	38	0.69	0.81	
TOTALS: No. Reporting: 3			Avg. Sales: 0.67		Traffic to Sales: 16 : 1				18	32	2	0	261	162	Net: 2

City Codes: SK = Stockton

The Ryness Report

Week Ending
Sunday, November 24, 2019

Central Valley

Page
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21				
San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Haven at River Islands	Anthem United	LP		DTST	128	0	13	6	0	0	8	8	0.27	0.27			
Reflections at River Island	Anthem United	LP		DTMJ	77	0	15	13	0	0	41	15	0.55	0.32			
Turnleaf at the Collective	Anthem United	MN		DTMJ	84	0	10	25	0	0	1	1	0.08	0.08			
Solera	Atherton	MN		DTMJ	354	0	9	46	1	0	250	77	1.34	1.64			
Sedona at Sundance	Caresco	MN		DTMJ	57	0	2	35	0	0	55	38	0.62	0.81			
Arlington	DR Horton	MN		DTST	148	4	8	13	2	0	44	44	1.33	1.33			
Haven at Sundance	KB Home	MN		DTST	152	4	8	31	2	0	27	27	1.29	1.29			
Beacon Bay at River Island	Kiper	LP		DTST	112	0	20	15	0	0	80	27	0.65	0.57			
Lakeside at River Island	Kiper	LP		DTMJ	46	0	4	24	1	0	30	30	0.55	0.64			
Newport at River Islands	Kiper	LP		DTMJ	131	0	10	18	2	0	19	19	1.41	1.41			
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	7	18	0	0	62	14	0.33	0.30			
Passport	Raymus	MN		DTST	135	0	4	26	4	0	32	32	1.52	1.52			
Fox Chase at Woodward	Richmond American	MN		ATMJ	130	6	10	9	4	0	70	65	1.09	1.38			
Watermark at River Islands	Richmond American	LP		DTST	102	4	8	17	1	0	38	38	0.92	0.92			
Venture at The Collective	Taylor Morrison	MN		DTST	115	0	7	36	0	0	2	2	0.20	0.20			
Tidewater at River Islands	The New Home Co	LP		DTMJ	131	0	8	30	1	0	104	33	0.65	0.70			
Crystal Cove at River Island	Tim Lewis	LP		DTMJ	97	1	8	26	0	0	89	17	0.56	0.36			
Origin at the Collection	Trumark	MN		DTMJ	59	0	0	26	0	0	0	0	0.00	0.00			
Bridgeport at River Islands	Van Daele	LP		DTMJ	91	0	6	28	2	0	33	21	0.51	0.45			
Castaway at River Islands	Van Daele	LP		DTMJ	114	0	7	19	0	0	103	66	1.34	1.40			
Latitude at River Islands II	Van Daele	LP		DTMJ	74	0	5	28	2	0	39	39	0.75	0.83			
TOTALS: No. Reporting: 21					Avg. Sales: 1.05				Traffic to Sales: 22 : 1		169	489	22	0	1127	613	Net: 22
City Codes: LP = Lathrop, MN = Manteca																	

Modesto					Projects Participating: 2								In Area : 2				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Hillgren	DR Horton	MO		DTST	44	0	6	16	1	0	2	2	0.93	0.93			
Orchard Terrace	KB Home	CE		DTST	80	0	4	9	2	1	76	54	0.94	1.15			
TOTALS: No. Reporting: 2					Avg. Sales: 1.00				Traffic to Sales: 8 : 1		10	25	3	1	78	56	Net: 2
City Codes: MO = Modesto, CE = Ceres																	

Stanislaus County					Projects Participating: 2								In Area : 2				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Marcona	Bright	KY		DTMJ	140	0	4	9	0	0	136	27	0.72	0.57			
Monarch Country Living	Ramson	NW		DTST	47	0	6	9	0	0	28	26	0.45	0.55			
TOTALS: No. Reporting: 2					Avg. Sales: 0.00				Traffic to Sales: NA		10	18	0	0	164	53	Net: 0
City Codes: KY = Keyes, NW = Newman																	

The Ryness Report

Week Ending
Sunday, November 24, 2019

Central Valley

Page
3 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19				
Merced County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Summer Creek	Bright	MD		DTMJ	44	0	8	17	0	0	21	21	0.74	0.74			
Sundance Village	Bright	LT		DTST	64	0	6	17	0	0	18	18	0.81	0.81			
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	8	10	2	0	52	51	1.04	1.09			
Aspire at Sierra Vista	K Hovnanian	MD		DTST	91	0	4	7	0	1	62	39	0.84	0.83			
Four Seasons Los Banos	K Hovnanian	LB		DTMJ	97	0	6	20	0	0	87	43	0.77	0.91			
Manzanita	Legacy	LT		DTMJ	172	0	9	14	0	0	55	42	0.81	0.89			
Sunflower	Legacy	MD		DTST	143	0	6	12	1	0	32	32	0.71	0.71			
Bellevue Ranch - Chateau Phase 2	Lennar	MD		DTMJ	52	4	7	11	1	0	25	25	0.99	0.99			
Mbraga - Skye	Lennar	MD		DTST	69	0	5	12	0	0	54	37	0.79	0.79			
Mbraga- Summer Series	Lennar	MD		DTST	78	0	6	12	0	0	53	53	1.29	1.29			
Mbraga-Chateau Series	Lennar	MD		DTST	104	0	5	12	3	0	83	52	1.00	1.11			
Bellevue Ranch	Stonefield Home	MD		DTST	69	0	5	44	0	1	29	29	0.86	0.86			
Brookshire	Stonefield Home	LB		DTMJ	172	0	9	16	0	0	103	56	0.72	1.19			
Cypress Terrace	Stonefield Home	MD		DTST	82	0	3	11	1	0	24	24	2.00	2.00			
Mission Village South	Stonefield Home	LB		DTMJ	67	0	9	16	0	0	55	27	0.44	0.57			
Sandstone	Stonefield Home	LB		DTMJ	98	0	2	11	0	0	94	7	0.46	0.15			
Stone Ridge West	Stonefield Home	MD		DTST	86	0	4	11	3	1	82	62	1.06	1.32			
University Park II	Stonefield Home	MD		DTST	49	1	2	11	1	0	33	33	1.26	1.26			
Villas, The	Stonefield Home	LB		DTST	50	6	4	7	3	0	19	19	0.61	0.61			
TOTALS: No. Reporting: 19					Avg. Sales: 0.63				Traffic to Sales: 18 : 1		108	271	15	3	981	670	Net: 12

City Codes: MD = Merced, LT = Livingston, LB = Los Banos

Madera County					Projects Participating: 5							In Area : 5					
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	6	16	1	1	30	30	0.95	0.95			
Vista Bella at Tesoro Viejo	K Hovnanian	MDA		DTST	112	0	7	21	1	0	5	5	0.21	0.21			
Riverstone- Chateau	Lennar	MDA		DTST	64	0	8	3	0	0	43	43	1.26	1.26			
Riverstone- Pinnacle	Lennar	MDA		DTMJ	57	0	5	9	1	0	16	16	0.47	0.47			
Riverstone Skye	Lennar	MDA		DTST	67	0	5	14	1	0	29	29	0.86	0.86			
TOTALS: No. Reporting: 5					Avg. Sales: 0.60				Traffic to Sales: 16 : 1		31	63	4	1	123	123	Net: 3

City Codes: MDA = Madera

The Ryness Report

Week Ending
Sunday, November 24, 2019

Central Valley

Page
4 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 9								In Area : 9		
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Sun Valley	K Hovnanian	COA		DTST	44	0	4	0	0	0	30	28	0.62	0.60	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	8	10	1	1	30	30	0.85	0.85	
Laurel Grove	KB Home	FR		DTST	144	4	9	27	1	0	61	61	1.45	1.45	
Carriage House V- Chateau	Lennar	FR		DTST	92	4	6	12	3	0	62	52	1.21	1.11	
Chateau at Summer Grove	Lennar	FR		DTST	202	0	8	10	1	1	122	54	1.26	1.15	
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	7	16	1	0	27	27	0.53	0.57	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	4	9	19	2	1	26	26	0.92	0.92	
Sterling Acres- Savannah	Lennar	FR		DTST	102	0	5	6	1	0	89	62	1.07	1.32	
Sterling Acres- Skye	Lennar	FR		DTST	79	0	5	6	0	0	74	46	0.89	0.98	
TOTALS: No. Reporting: 9		Avg. Sales: 0.78			Traffic to Sales: 11 : 1				61	106	10	3	521	386	Net: 7

Qty Codes: COA = Coalinga, FO = Fowler, FR = Fresno

Central Valley			Projects Participating: 81					In Area : 81			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 81		Avg. Sales: 0.80		Traffic to Sales: 20 : 1	592	1492	75	10	4147	2544	Net: 65

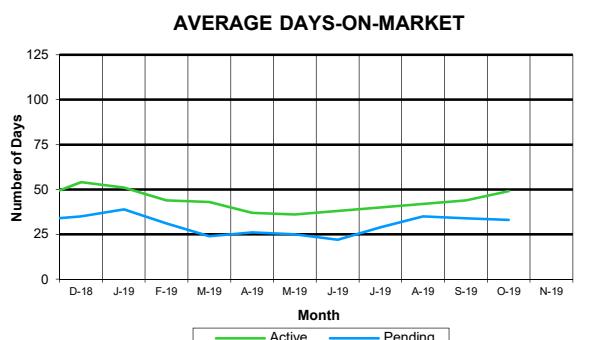
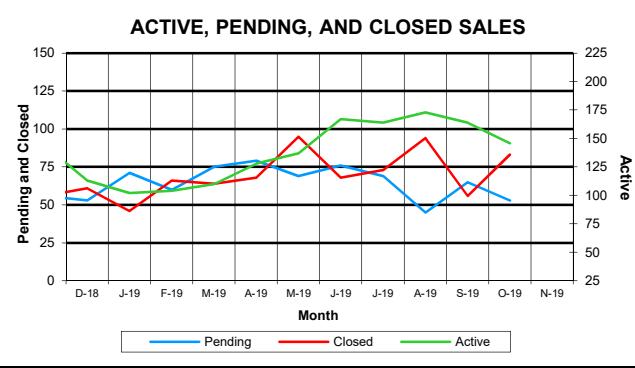
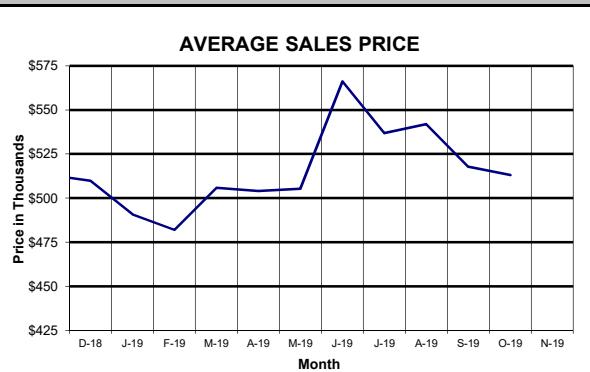
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached

The Ryness Company

Marketing Research Department

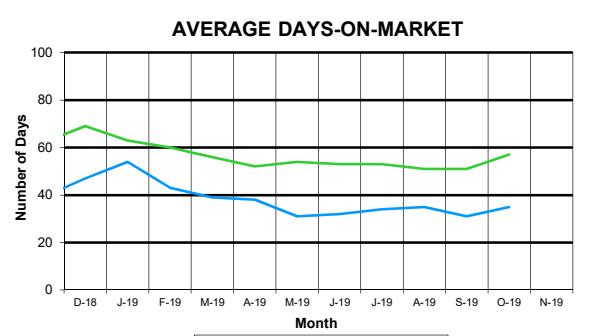
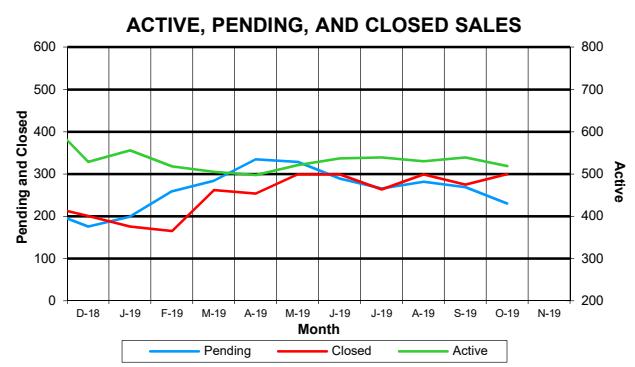
Tracy SFD Monthly MLS Survey

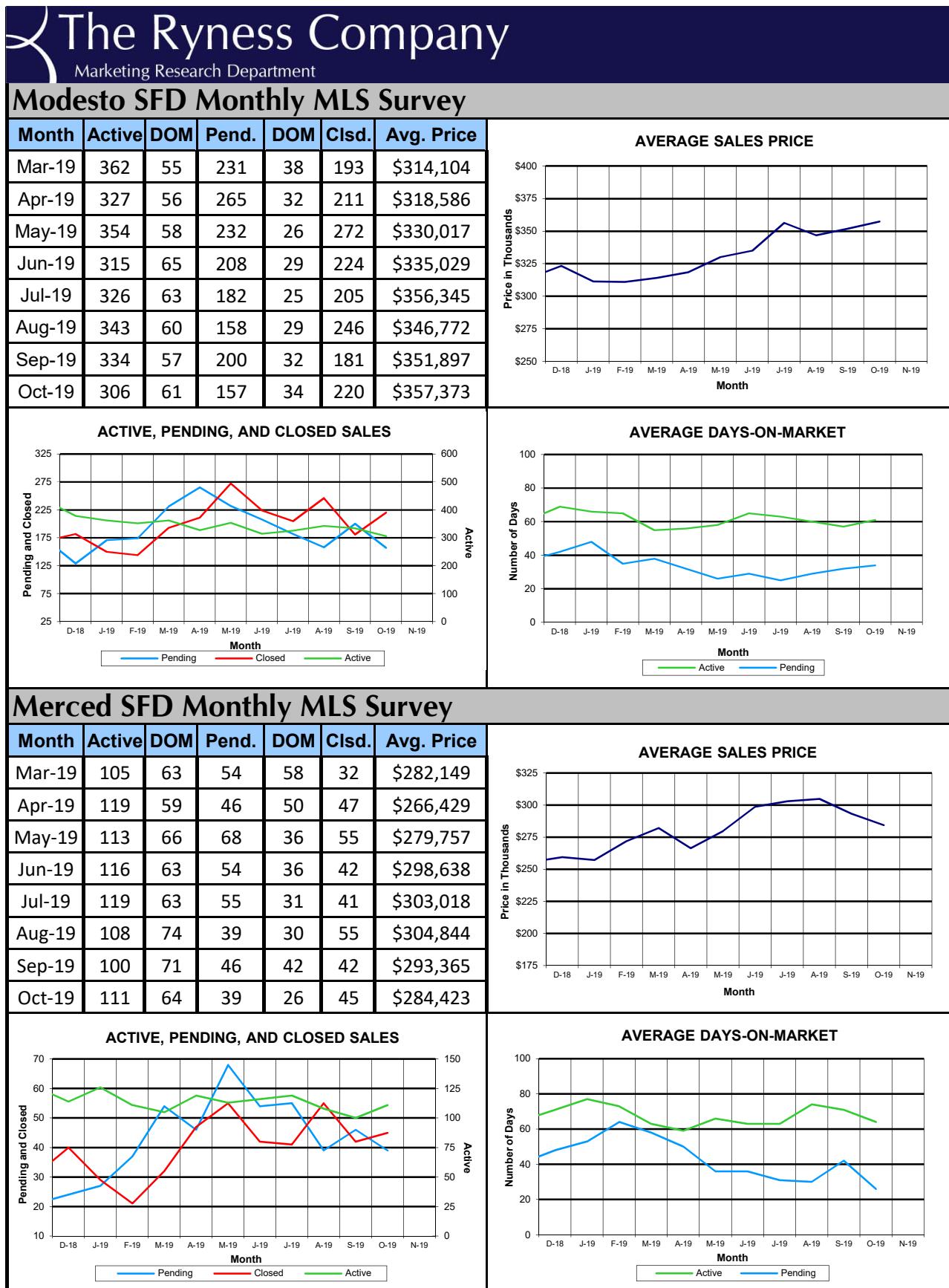
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	110	43	75	24	64	505,892
Apr-19	128	37	79	26	68	504,126
May-19	137	36	69	25	95	505,313
Jun-19	167	38	76	22	68	566,219
Jul-19	164	40	69	29	73	536,968
Aug-19	173	42	45	35	94	541,906
Sep-19	164	44	65	34	56	517,777
Oct-19	146	49	53	33	83	513,054



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	505	56	284	39	262	\$307,665
Apr-19	498	52	335	38	254	\$308,014
May-19	521	54	329	31	299	\$324,962
Jun-19	537	53	289	32	299	\$338,717
Jul-19	539	53	266	34	264	\$344,061
Aug-19	530	51	282	35	299	\$337,285
Sep-19	539	51	269	31	275	\$347,821
Oct-19	519	57	230	35	300	\$328,308





THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



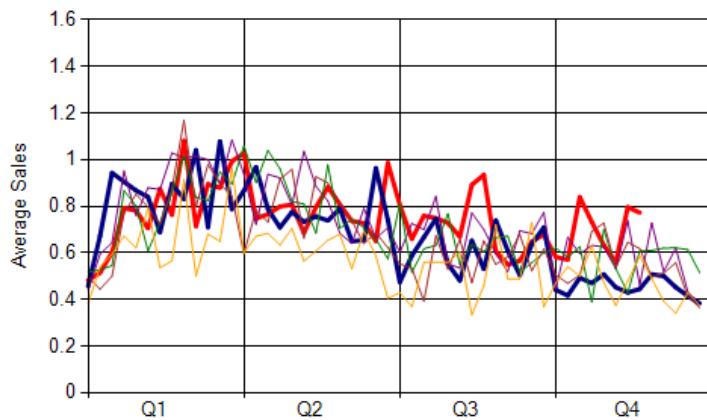
NATIONAL BUILDER DIVISION

Ending: Sunday, November 24, 2019

Sacramento Week 47

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento		29	454	21	2	19	0.66	0.81	-19%	0.71	-8%	
Central & North Sacramento		32	612	29	3	26	0.81	0.84	-3%	0.74	9%	
Folsom		7	198	13	3	10	1.43	0.80	79%	0.73	97%	
El Dorado		8	95	7	0	7	0.88	0.50	74%	0.65	35%	
Placer		40	825	35	5	30	0.75	0.66	13%	0.59	27%	
Yolo		14	149	11	3	8	0.57	0.63	-9%	0.66	-13%	
Northern Counties		6	47	5	0	5	0.83	1.01	-17%	0.56	48%	
Current Week Totals	Traffic : Sales	20 : 1	136	2380	121	16	105	0.77	0.75	3%	0.67	16%
Per Project Average				18	0.89	0.12	0.77					
Year Ago - 11/25/2018	Traffic : Sales	30 : 1	135	2160	72	12	60	0.44	0.69	-35%	0.53	-17%
% Change			1%	10%	68%	33%	75%	74%	9%		25%	

52 Weeks Comparison



Year to Date Averages Through Week 47

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	80	26	0.70	0.12	0.57	0.56
■	2015	102	30	0.80	0.12	0.68	0.66
■	2016	132	27	0.85	0.15	0.70	0.69
■	2017	137	26	0.90	0.15	0.75	0.73
■	2018	130	25	0.83	0.14	0.69	0.66
■	2019	141	22	0.88	0.13	0.75	0.75
% Change:		8%	-12%	6%	-7%	9%	13%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV	RATE 3.47%	APR 3.59%	At their October meeting, The Fed noted that "data on construction and sales suggested the decline in mortgage rates since late 2018 was starting to show through to housing activity. Housing starts rose 3.8% in October, while permits surged 5.0% to the strongest pace since May 2007. Some of the strength was due to a jump in the volatile multi-family segment, but single-family permits have now risen for six consecutive months, pointing clearly to upward momentum in residential construction. Existing home sales also rose nicely in October, climbing 1.9% to a 5.46 million-unit pace. The median resale price for entry-level homes rose 6.2% over the year, the strongest pace since July 2017. After a solid contribution in Q3, it is already looking like housing will again boost the GDP growth in Q4, after a year and a half of drag. Consumer Confidence rose to 137.9, marking the highest level of confidence since the exuberance at the tail end of the dot-com euphoria in 2000. In a typical cycle, major drivers of confidence are the unemployment rate, the stock market and gas prices. The stock market remains near all-time highs, unemployment is near a 50-year low, and gas prices have been trending lower since May. Source: Wells Fargo Weekly Economic & Financial Commentary				
FHA	3.13%	3.20%					
10 Yr Yield	1.76%						

The Ryness Report

Week Ending
Sunday, November 24, 2019

Sacramento

Page
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 29								In Area : 29		
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Avalon Hills	Beazer	VN		DTST	23	0	7	3	0	0	16	16	0.41	0.41	
Woodbury Estates at River Oaks	Elliott	GT		DTST	70	0	8	28	0	0	35	35	1.12	1.12	
Murieta Gardens	K Hovnanian	RM		DTST	78	0	7	13	1	0	34	34	0.92	0.92	
Shasta Ridge	KB Home	SO		DTST	60	0	1	10	0	0	59	37	0.70	0.79	
Sheldon Terrace	KB Home	LN		DTST	175	0	8	17	0	0	68	68	1.30	1.45	
Willow Creek at Monterey Village	KB Home	LN		DTST	106	0	3	29	1	0	103	66	1.45	1.40	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	8	24	1	1	14	14	0.67	0.67	
Bordeaux at Vineyard Creek	Lennar	SO		DTST	150	6	6	20	2	0	120	52	0.90	1.11	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	7	24	0	0	31	31	1.03	1.03	
Elements at Sterling Meadows	Lennar	LN		DTST	159	4	5	33	4	1	79	72	1.27	1.53	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	4	9	16	0	0	123	39	0.87	0.83	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	4	7	24	1	0	24	24	0.80	0.80	
Redwood at Parkside	Lennar	VN		DTMJ	244	4	9	17	1	0	220	48	0.93	1.02	
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	4	10	16	1	0	24	24	1.04	1.04	
Marbella	Meritage	VN		DTST	56	0	6	21	1	0	29	29	0.64	0.64	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	5	8	1	0	8	8	0.57	0.57	
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	4	10	7	3	0	33	33	0.97	0.97	
Stonecrest at Sterling Meadows	Richmond American	LN		DTMJ	98	0	5	22	0	0	93	51	0.98	1.09	
Aveiro at Madeira East III	Taylor Morrison	LN		DTST	69	0	3	1	0	0	66	18	0.58	0.38	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	2	10	4	1	0	3	3	0.75	0.75	
Milestone	Taylor Morrison	VN		DTST	121	1	8	7	0	0	17	17	0.60	0.60	
Prado at Madeira East	Taylor Morrison	LN		DTMJ	205	0	9	3	0	0	196	43	0.66	0.91	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	50	1	10	6	1	0	2	2	0.67	0.67	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	100	2	10	3	1	0	4	4	1.00	1.00	
Classics at Poppy Lane	Tim Lewis TSO	LN		DTMJ	50	0	TSO	10	0	0	26	25	0.38	0.53	
Latitudes	Tim Lewis	VN		DTST	159	0	5	29	1	0	72	37	0.89	0.79	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	57	0	3	20	0	0	22	17	0.35	0.36	
Traditions at Poppy Lane	Tim Lewis	LN		DTST	94	0	5	20	0	0	27	22	0.48	0.47	
Glendon Vineyards	Woodside	VN		DTST	103	0	4	19	0	0	10	10	0.50	0.50	
TOTALS: No. Reporting: 29		Avg. Sales: 0.66			Traffic to Sales: 22 : 1				188	454	21	2	1558	879	Net: 19

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

The Ryness Report

Week Ending
Sunday, November 24, 2019

Sacramento

Page
2 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Artisan - The Cove	Beazer	SO		DTMJ	145	0	21	7	0	0	3	3	0.43	0.43	
Windrow - The Cove	Beazer	SO		DTST	167	5	3	22	3	0	4	4	1.87	1.87	
Creamery at Alkali Flat	Black Pine	SO		DTMJ	122	0	2	3	1	0	120	20	0.59	0.43	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	4	7	94	3	0	19	19	1.71	1.71	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	7	79	3	0	13	13	1.17	1.17	
Anthology at Anatolia	DR Horton	RO		DTST	102	0	6	6	0	0	34	34	0.92	0.92	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	4	9	33	0	0	17	17	0.65	0.65	
Veranda at Stone Creek	Elliott	RO		DTST	163	0	6	N/A	0	0	45	39	0.55	0.83	
Gala at Anatolia	Lennar	RO		DTMJ	139	4	7	16	0	0	87	57	0.99	1.21	
Highland Grove at Somerset Ranch	Lennar	RO		DTMJ	211	4	8	7	1	0	200	26	0.87	0.55	
Pointe at Somerset Ranch	Lennar	RO		DTST	62	0	12	7	0	1	42	41	0.87	0.87	
Ventana	Lennar	RO		ATST	160	4	9	12	1	0	15	15	0.83	0.83	
Viridian	Lennar	RO		DTST	342	4	8	12	1	0	21	21	0.98	0.98	
McKinley Village - Birch	The New Home Co	SO		DTMJ	90	4	7	8	0	0	78	28	0.47	0.60	
McKinley Village - Cedar	The New Home Co	SO		ATMJ	40	0	8	13	1	0	25	25	0.67	0.67	
McKinley Village - Cottonwood	The New Home Co	SO		DTMJ	56	0	6	13	0	0	38	7	0.23	0.15	
Hidden Ridge	Watt	FO		DTMJ	22	0	4	11	0	0	18	15	0.28	0.32	
Camden at Somerset Ranch	Woodside	RO		DTMJ	165	4	8	22	2	0	137	34	0.59	0.72	
Cottonwood at Cypress	Woodside	RO		DTST	84	4	9	15	1	0	3	3	0.25	0.25	
Eucalyptus at Cypress	Woodside	RO		DTST	51	0	6	12	0	0	2	2	0.17	0.17	
Magnolia at Cypress	Woodside	RO		DTST	178	0	4	22	0	0	1	1	0.08	0.08	
Sequoia at Cypress	Woodside	RO		DTST	62	0	6	15	1	0	2	2	0.17	0.17	
TOTALS: No. Reporting: 21			Avg. Sales: 0.81		Traffic to Sales: 24 : 1				163	429	18	1	924	426	Net: 17

City Codes: SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks

North Sacramento					Projects Participating: 11								In Area : 11		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Brownstones at Natomas Field	Beazer	SO		DTST	213	1	4	4	1	0	176	33	0.83	0.70	
Bungalows at Natomas Field	Beazer	SO		DTST	95	0	1	4	0	0	82	23	0.64	0.49	
Cottages at Natomas Field	Beazer	SO		DTST	179	0	6	11	0	0	130	29	0.71	0.62	
Villas at Natomas Field	Beazer	SO		ATST	216	0	1	7	1	0	186	36	0.88	0.77	
Castile at Parkebridge	DR Horton	SO		DTST	152	0	8	14	1	0	32	32	1.03	1.03	
Terraza at Parkebridge	DR Horton	SO		DTMJ	98	0	8	12	0	0	36	36	1.09	1.09	
Verano at Parkebridge	DR Horton	SO		DTMJ	136	0	7	12	3	1	51	51	1.54	1.54	
Montauk at the Hamptons	KB Home	SO		DTMJ	342	0	7	48	0	0	275	76	1.30	1.62	
Amberwood at Natomas Meadows	Lennar	SO		DTST	75	4	7	27	3	0	56	56	1.43	1.43	
Everts Park	Silverado	AO	Rsv's	DTST	225	0	7	28	1	0	199	74	1.19	1.57	
Hamlet at Natomas Meadows	Woodside	SO		DTST	143	0	5	16	1	1	16	16	0.84	0.84	
TOTALS: No. Reporting: 11			Avg. Sales: 0.82		Traffic to Sales: 17 : 1				61	183	11	2	1239	462	Net: 9

City Codes: SO = Sacramento, AO = Antelope

The Ryness Report

Week Ending
Sunday, November 24, 2019

Sacramento

Page
3 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 7								In Area : 7		
Folsom Area					Units	New Rel.	Re'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Farmhouse at Willow Creek	Black Pine	FM		DTMJ	126	0	7	31	1	0	77	39	0.87	0.83	
Braeburn at Harvest	Lennar	FM		DTMJ	54	0	2	9	0	0	52	36	0.60	0.77	
Copperwood at Folsom Ranch	Lennar	FM		DTMJ	100	4	6	19	4	1	56	33	0.78	0.70	
Gala at Harvest	Lennar	FM		DTMJ	62	0	2	9	1	1	60	33	0.70	0.70	
Oakleaf at Folsom Ranch	Lennar	FM		DTMJ	81	4	6	19	3	1	54	33	0.76	0.70	
Folsom Ranch-Azure	Taylor Morrison	FM		DTMJ	106	0	14	57	2	0	92	52	1.18	1.11	
Folsom Ranch-Dakota	Taylor Morrison	FM		DTMJ	100	0	22	54	2	0	78	42	1.05	0.89	
TOTALS: No. Reporting: 7			Avg. Sales: 1.43		Traffic to Sales: 15 : 1				59	198	13	3	469	268	Net: 10
City Codes: FM=Folsom															

El Dorado County					Projects Participating: 8								In Area : 8		
					Units	New Rel.	Re'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cypress at Serrano	Lennar	BH		DTMJ	65	4	7	19	2	0	38	21	0.46	0.45	
Heritage El Dorado Hills-Estates	Lennar	BH		DTST	97	0	5	9	0	0	31	22	0.50	0.47	
Heritage El Dorado Hills-Legends	Lennar	BH		DTST	164	0	5	9	3	0	59	46	0.95	0.98	
Heritage El Dorado Hills-Mbsaic	Lennar	BH		DTST	369	0	8	9	0	0	47	36	0.76	0.77	
Heritage El Dorado Hills-Reflections	Lennar	BH		DTST	140	4	9	14	2	0	105	38	0.96	0.81	
Ridgeview Estates at Blackstone	Lennar	BH		DTMJ	24	0	2	0	0	0	5	5	0.78	0.78	
Sienna Ridge Estates	Lennar	BH		DTMJ	76	0	6	24	0	0	16	16	0.46	0.46	
Collina at Serrano	Woodside	BH		DTMJ	72	0	0	11	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 8			Avg. Sales: 0.88		Traffic to Sales: 14 : 1				42	95	7	0	301	184	Net: 7
City Codes: BH=El Dorado Hills															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 42								In Area : 42		
Placer County					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	
Manchester II	DR Horton	RV		DTST	74	0	1	2	0	0	73	56	1.09	1.19	
Veranda at Stoneridge	Elliott	RV		DTST	149	0	7	N/A	0	0	120	69	1.24	1.47	
Timberwood Estates	Hilbers	GV		DTST	45	0	3	5	0	0	4	4	0.08	0.09	
Avenue, The	JMC	LL		DTMJ	50	0	5	14	1	0	32	27	0.51	0.57	
Monument Village at Sierra Vista	JMC	RV		DTST	92	0	6	67	0	0	38	38	1.57	1.57	
Palisade Village	JMC	RV		DTST	88	4	7	55	2	0	11	11	1.43	1.43	
Park, The	JMC	RK		DTMJ	76	0	2	8	0	0	74	27	0.56	0.57	
Pinnacle Village	JMC	RV		DTMJ	83	4	9	60	1	0	28	28	1.11	1.11	
Reserve at Fiddymont Farm	JMC	RV		DTMJ	146	0	5	5	0	0	114	7	0.40	0.15	
Summerwood at Fiddymont Farm	JMC	RV		DTST	124	4	8	33	2	0	113	33	0.58	0.70	
Valleybrook at Fiddymont Farm	JMC	RV		DTMJ	78	0	8	42	0	0	47	33	0.76	0.70	
Westview at Whitney Ranch	JMC	RK		DTMJ	97	4	8	24	3	0	41	41	1.16	1.16	
Wildwood	JMC	RV		DTMJ	134	4	9	42	1	0	92	33	0.62	0.70	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	4	7	11	1	0	20	20	0.62	0.62	
Cadence at WestPark	KB Home	RV		DTST	88	0	9	13	1	0	33	33	0.97	0.97	
Oak Vista	KB Home	RK		DTMJ	59	0	9	13	0	1	22	22	0.84	0.84	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	5	22	2	0	19	19	0.73	0.73	
Corvara at Fiddymont Farm	Lennar	RV		DTMJ	134	0	5	12	2	0	39	39	0.86	0.86	
Heritage Solaire-Eclipse	Lennar	RV		DTMJ	155	0	6	16	1	0	72	47	0.90	1.00	
Heritage Solaire-Larissa	Lennar	RV		DTST	162	4	9	16	1	0	73	44	0.90	0.94	
Heritage Solaire-Meridian	Lennar	RV		DTST	176	7	6	16	3	0	84	53	1.00	1.13	
LaMaison II at Diamond Creek	Lennar	RV		DTMJ	50	0	2	16	0	0	1	1	0.16	0.16	
Monterosa at Fiddymont Farm	Lennar	RV		DTMJ	67	0	5	12	2	1	49	49	1.11	1.11	
Durango	Meritage	RK		DTST	122	0	5	22	1	0	77	37	0.84	0.79	
Summit II, The	Meritage	RV		DTMJ	92	0	5	25	0	0	19	19	0.79	0.79	
Summit, The	Meritage	RV		DTMJ	56	0	3	2	0	0	53	13	0.52	0.28	
Blume at Solaire	Taylor Morrison	RV		DTMJ	73	0	10	12	2	1	63	26	0.67	0.55	
Liberty Village	Taylor Morrison	RV		DTST	53	1	7	47	0	0	7	7	0.77	0.77	
Monarch at Fiddymont Farm	Taylor Morrison	RV		DTMJ	91	0	10	13	0	0	3	3	0.75	0.75	
Treo at Solaire	Taylor Morrison	RV		DTMJ	72	0	1	0	0	0	71	32	0.74	0.68	
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	9	37	2	1	55	34	0.62	0.72	
Park View at Whitney Ranch	The New Home Co	RK		DTST	60	0	5	29	1	0	21	21	0.60	0.60	
Crowne Point	Tim Lewis	RK		DTMJ	156	0	6	23	1	1	135	18	0.44	0.38	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	50	0	7	6	0	0	5	5	0.41	0.41	
La Madera at Twelve Bridges	TRI Pointe	LL		DTST	102	4	9	24	1	0	24	24	0.89	0.89	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	2	N/A	0	0	1	1	0.16	0.16	
Cottages at Spring Valley	Woodside	RK		DTMJ	210	0	5	5	1	0	167	31	0.88	0.66	
Hills at Paradiso	Woodside	RV		DTST	58	0	4	14	1	0	19	19	0.51	0.51	
Plamonte at Twelve Bridges	Woodside	LL		DTMJ	95	4	7	21	1	0	16	16	0.42	0.42	
Ridge at Paradiso	Woodside	RV		DTST	42	0	5	12	0	0	7	7	0.19	0.19	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	6	22	1	0	8	8	0.22	0.22	
Villas at Spring Valley	Woodside	RK		DTST	160	0	5	7	0	0	147	36	0.77	0.77	
TOTALS: No. Reporting: 40		Avg. Sales: 0.75		Traffic to Sales: 24 : 1				252	825	35	5	2097	1091	Net: 30	

City Codes: RV = Roseville, GV = Grass Valley, LL = Lincoln, RK = Rocklin

The Ryness Report

Week Ending
Sunday, November 24, 2019

Sacramento

Page
5 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 14							In Area : 14			
Yolo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Riverchase	Anthem United	WS		DTMU	222	0	7	17	1	0	80	37	0.77	0.79	
Adeline	DR Horton	WL		DTST	77	4	8	3	1	0	64	58	1.16	1.23	
Aspire at Stone's Throw	K Hovnanian	WN		DTST	100	0	6	5	0	0	15	15	0.99	0.99	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	5	18	0	0	16	16	0.47	0.47	
Grove at Spring Lake	Lennar	WL		DTST	144	0	4	7	1	0	133	39	0.95	0.83	
Magnolia at Spring Lake	Lennar	WL		DTMU	78	4	7	13	1	0	19	19	0.94	0.94	
Orchard at Spring Lake	Lennar	WL		DTST	103	4	7	15	0	0	89	33	0.87	0.70	
Summerstone at Spring Lake	Lennar	WL		DTST	87	0	8	13	0	0	7	7	0.35	0.35	
Sunflower at Spring Lake	Lennar	WL		DTMU	85	4	8	13	1	0	23	23	1.20	1.20	
Cannery - Tilton	Shea	DV		DTMU	76	2	5	9	1	0	71	13	0.32	0.28	
Spring Lake - Ivy	Taylor Morrison	WL		DTMU	44	1	7	4	2	1	15	10	0.20	0.21	
Spring Lake - Laurel	Taylor Morrison	WL		DTMU	100	0	6	10	1	1	31	28	0.41	0.60	
Spring Lake - Olive	Taylor Morrison	WL		DTMU	70	2	9	6	2	1	24	21	0.32	0.45	
Cannery - Gala	The New Home Co	DV		ATMU	120	0	8	16	0	0	54	22	0.48	0.47	
TOTALS: No. Reporting: 14		Avg. Sales: 0.57			Traffic to Sales: 14 : 1				95	149	11	3	641	341	Net: 8

City Codes: WS = West Sacramento, WL = Woodland, WN = Winters, 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	Avg. Sls /Week	Avg. Sls /YTD	
Pennington Ranch	KB Home	LO		DTST	97	0	3	6	2	0	94	53	1.40	1.13	
TOTALS: No. Reporting: 1		Avg. Sales: 2.00			Traffic to Sales: 3 : 1				3	6	2	0	94	53	Net: 2

City Codes: LO = Live Oak

Yuba County					Projects Participating: 5							In Area : 5			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Brookside	Hilbers	MS		DTST	52	0	3	8	1	0	47	20	0.50	0.43	
Sunhaven at The Orchard	JMC	MS		DTST	71	0	8	5	0	0	29	29	0.82	0.82	
Aspire at Wheeler Ranch	K Hovnanian	OL		DTST	209	0	7	7	0	0	202	78	1.61	1.66	
Ro Del Oro	K Hovnanian	PLK		DTST	68	4	8	8	1	0	44	44	1.18	1.18	
Sonoma Ranch	Lennar	PLK		DTST	137	0	5	13	1	0	82	47	0.93	1.00	
TOTALS: No. Reporting: 5		Avg. Sales: 0.60			Traffic to Sales: 14 : 1				31	41	3	0	404	218	Net: 3

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

Sacramento					Projects Participating: 139							In Area : 139		
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting: 136		Avg. Sales: 0.77			894	2380	121	16	7727	3922	Net: 105			

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

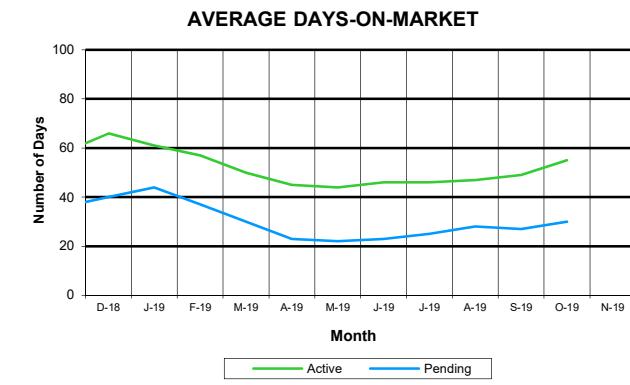
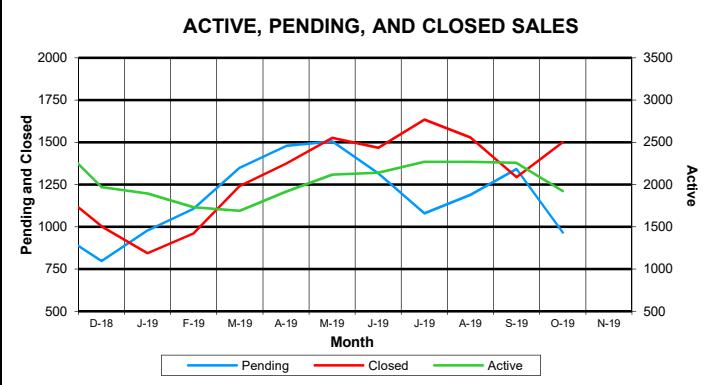


The Ryness Company

Marketing Research Department

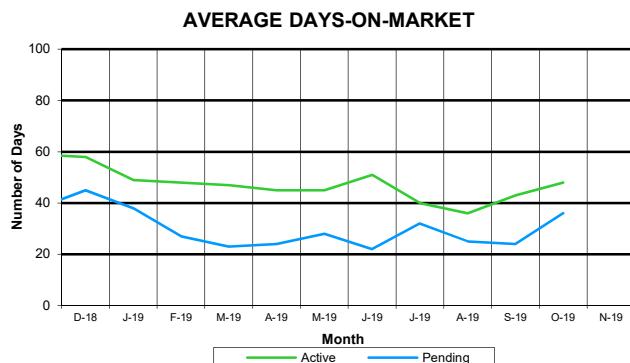
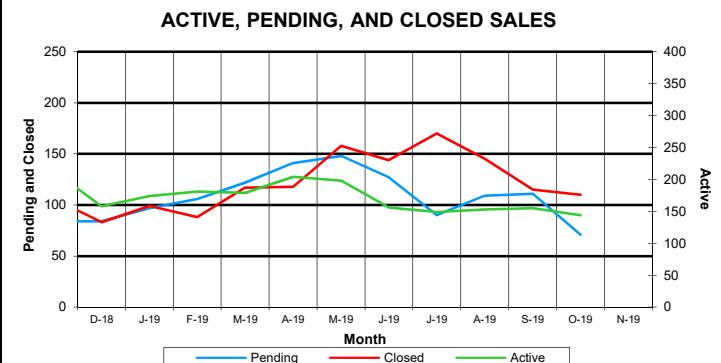
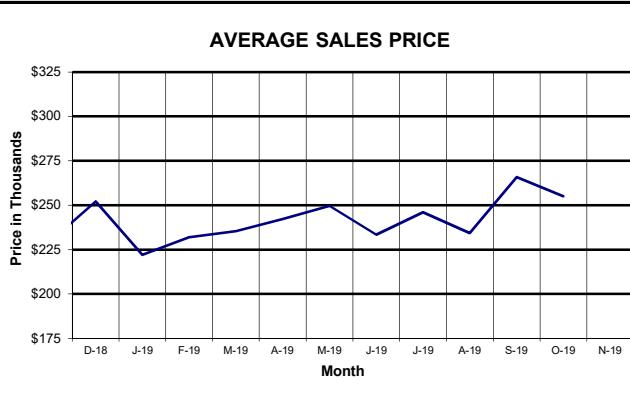
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	1,688	50	1,350	30	1,243	\$406,305
Apr-19	1,917	45	1,479	23	1,376	\$416,162
May-19	2,118	44	1,505	22	1,527	\$427,248
Jun-19	2,140	46	1,317	23	1,468	\$423,687
Jul-19	2,268	46	1,080	25	1,635	\$436,272
Aug-19	2,269	47	1,190	28	1,528	\$421,414
Sep-19	2,257	49	1,343	27	1,293	\$430,815
Oct-19	1,924	55	966	30	1,500	\$423,665



Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	179	47	122	23	117	\$235,345
Apr-19	204	45	141	24	118	\$242,271
May-19	198	45	148	28	158	\$249,625
Jun-19	156	51	127	22	144	\$233,339
Jul-19	149	40	90	32	170	\$245,957
Aug-19	153	36	109	25	145	\$234,297
Sep-19	155	43	111	24	115	\$265,878
Oct-19	144	48	71	36	110	\$255,008



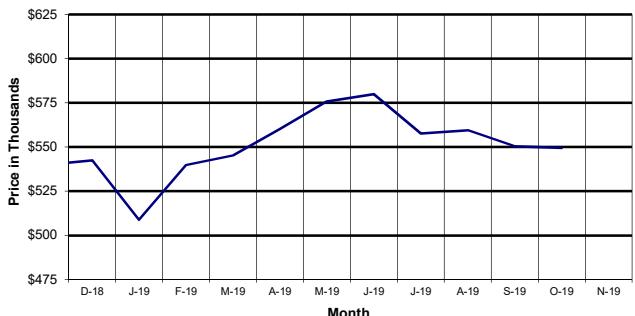
The Ryness Company

Marketing Research Department

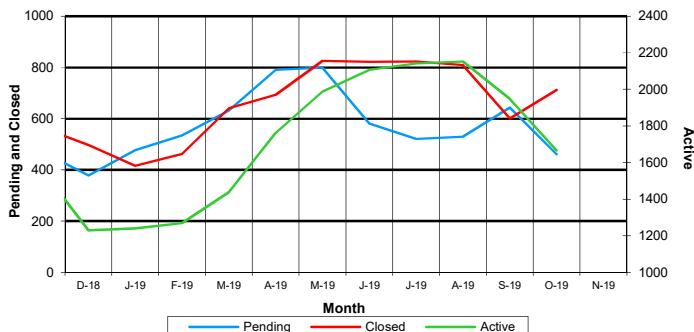
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	1,440	66	632	37	641	\$545,225
Apr-19	1,763	58	791	31	694	\$560,207
May-19	1,988	59	799	33	826	\$575,729
Jun-19	2,107	62	581	32	822	\$579,821
Jul-19	2,142	65	521	40	823	\$557,615
Aug-19	2,152	68	530	44	809	\$559,391
Sep-19	1,948	70	643	42	601	\$550,429
Oct-19	1,667	78	461	47	712	\$549,547

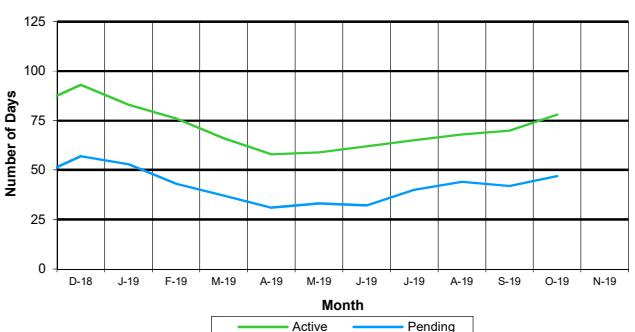
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



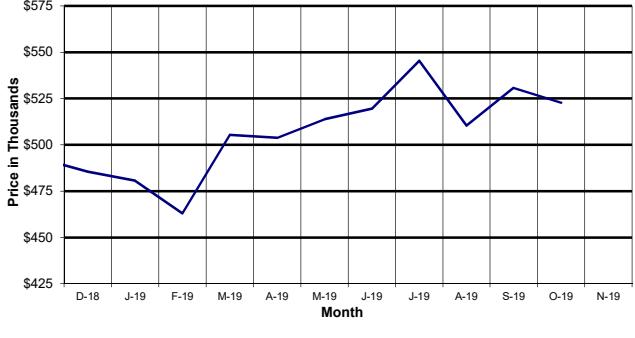
AVERAGE DAYS-ON-MARKET



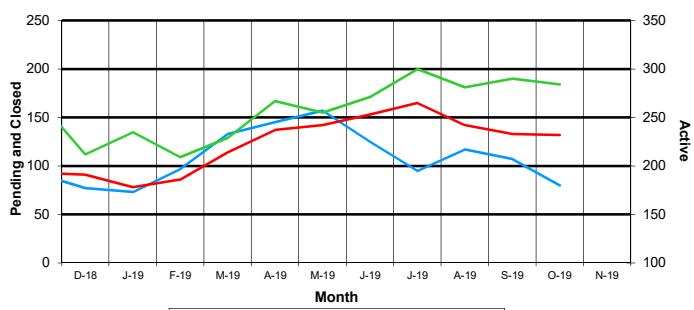
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-19	229	63	133	41	114	\$505,347
Apr-19	267	54	145	30	137	\$503,887
May-19	255	60	157	25	142	\$513,880
Jun-19	271	62	125	31	153	\$519,523
Jul-19	300	58	95	31	165	\$545,441
Aug-19	281	62	117	33	142	\$510,354
Sep-19	290	61	107	38	133	\$530,727
Oct-19	284	62	80	50	132	\$522,892

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

