

Ryness Report Quarterly Summary Data

Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
Bay Area					
2022 Averages	102	11.0	0.88	0.11	0.77
4th Quarter				0.00	:
3rd Quarter				0.00	:
2nd Quarter	101	9.2	0.70	0.12	0.58
1st Quarter	104	12.8	1.06	0.10	0.96
Alameda County					
2022 Averages	26	9.9	0.92	0.12	0.80
4th Quarter				0.00	:
3rd Quarter				0.00	:
2nd Quarter	26	8.8	0.88	0.13	0.75
1st Quarter	26	10.9	0.96	0.11	0.85
Contra Costa County					
2022 Averages	22	13.2	0.85	0.12	0.74
4th Quarter				0.00	:
3rd Quarter				0.00	:
2nd Quarter	20	10.3	0.67	0.14	0.52
1st Quarter	24	15.7	1.01	0.10	0.91
Sonoma, Napa Counties					
2022 Averages	9	8.1	0.58	0.06	0.52
4th Quarter				0.00	:
3rd Quarter				0.00	:
2nd Quarter	8	6.6	0.41	0.04	0.38
1st Quarter	9	9.4	0.72	0.07	0.65
Marin County, San Francisco County					
2022 Averages	3	12.0	0.51	0.01	0.50
4th Quarter				0.00	:
3rd Quarter				0.00	:
2nd Quarter	3	12.6	0.38	0.00	0.38
1st Quarter	4	11.6	0.61	0.02	0.59

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
San Mateo County						
2022 Averages	5	9.0	0.81	0.09	0.72	11 : 1
4th Quarter				0.00		:
3rd Quarter				0.00		:
2nd Quarter	5	8.4	0.45	0.08	0.37	19 : 1
1st Quarter	5	9.6	1.20	0.10	1.10	8 : 1
Solano County						
2022 Averages	18	11.0	0.97	0.15	0.82	11 : 1
4th Quarter				0.00		:
3rd Quarter				0.00		:
2nd Quarter	20	10.0	0.71	0.14	0.57	14 : 1
1st Quarter	16	12.4	1.30	0.15	1.15	9 : 1
Santa Clara County						
2022 Averages	12	13.1	0.99	0.06	0.93	13 : 1
4th Quarter				0.00		:
3rd Quarter				0.00		:
2nd Quarter	11	8.9	0.64	0.12	0.52	14 : 1
1st Quarter	13	16.8	1.30	0.01	1.28	13 : 1
Monterey, Santa Cruz & San Benito						
2022 Averages	8	9.5	1.00	0.11	0.89	10 : 1
4th Quarter				0.00		:
3rd Quarter				0.00		:
2nd Quarter	7	8.5	0.78	0.08	0.70	11 : 1
1st Quarter	8	10.5	1.20	0.14	1.06	9 : 1

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	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
Central Valley						
2022 Averages	102	13.9	1.10	0.18	0.92	13 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	101	10.9	0.86	0.19	0.66	13 : 1
1st Quarter	103	16.8	1.34	0.16	1.18	13 : 1
San Joaquin County						
2022 Averages	43	18.6	1.22	0.17	1.05	15 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	46	13.8	1.01	0.21	0.80	14 : 1
1st Quarter	39	24.3	1.47	0.12	1.35	17 : 1
Tracy/Mountain House						
2022 Averages	14	18.2	0.98	0.08	0.91	19 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	11	13.3	0.83	0.08	0.75	16 : 1
1st Quarter	16	21.7	1.09	0.08	1.01	20 : 1
Stanislaus County						
2022 Averages	6	11.9	1.44	0.32	1.13	8 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	7	10.3	1.12	0.19	0.93	9 : 1
1st Quarter	5	14.0	1.86	0.48	1.38	8 : 1
Merced County						
2022 Averages	14	8.7	0.83	0.23	0.60	10 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	12	7.0	0.58	0.21	0.37	12 : 1
1st Quarter	16	10.0	1.02	0.24	0.79	10 : 1
Fresno County						
2022 Averages	22	7.4	1.01	0.17	0.84	7 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	21	6.8	0.64	0.20	0.44	11 : 1
1st Quarter	23	7.9	1.35	0.14	1.21	6 : 1
Madera County						
2022 Averages	4	4.8	1.19	0.27	0.93	4 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	4	4.5	0.76	0.22	0.55	6 : 1
1st Quarter	4	5.0	1.58	0.32	1.26	3 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
Sacramento Valley						
2022 Averages	171	14.5	0.89	0.14	0.75	16 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	174	10.7	0.65	0.15	0.50	16 : 1
1st Quarter	168	18.4	1.13	0.13	1.00	16 : 1
South Sacramento						
2022 Averages	18	16.4	0.95	0.13	0.82	17 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	18	11.7	0.68	0.13	0.55	17 : 1
1st Quarter	17	21.3	1.23	0.14	1.09	17 : 1
Central/North Sacramento						
2022 Averages	40	14.0	0.93	0.13	0.80	15 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	41	10.0	0.69	0.15	0.54	14 : 1
1st Quarter	40	18.0	1.17	0.11	1.06	15 : 1
Folsom						
2022 Averages	16	15.3	0.79	0.13	0.66	19 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	16	1.6	0.55	0.13	0.42	19 : 1
1st Quarter	16	20.1	1.03	0.13	0.90	20 : 1
El Dorado County						
2022 Averages	10	12.1	0.69	0.11	0.58	17 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	10	10.4	0.55	0.15	0.40	19 : 1
1st Quarter	10	13.7	0.84	0.07	0.76	16 : 1
Placer/Nevada County						
2022 Averages	71	15.3	0.88	0.16	0.73	17 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	72	11.6	0.64	0.16	0.48	18 : 1
1st Quarter	71	19.0	1.13	0.15	0.98	17 : 1
Amador County						
2022 Averages	1	10.9	0.27	0.00	0.27	41 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	1	8.2	0.38	0.00	0.38	21 : 1
1st Quarter	1	13.6	0.15	0.00	0.15	89 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<i>Yolo County</i>						
2022 Averages	4	6.6	0.93	0.14	0.79	7 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	4	5.5	0.81	0.12	0.68	7 : 1
1st Quarter	3	8.3	1.10	0.15	0.95	7 : 1
<i>North Counties (Sutter and Yuba Counties)</i>						
2022 Averages	11	12.4	1.05	0.17	0.88	12 : 1
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	12	8.5	0.79	0.20	0.59	11 : 1
1st Quarter	10	16.9	1.34	0.14	1.20	13 : 1

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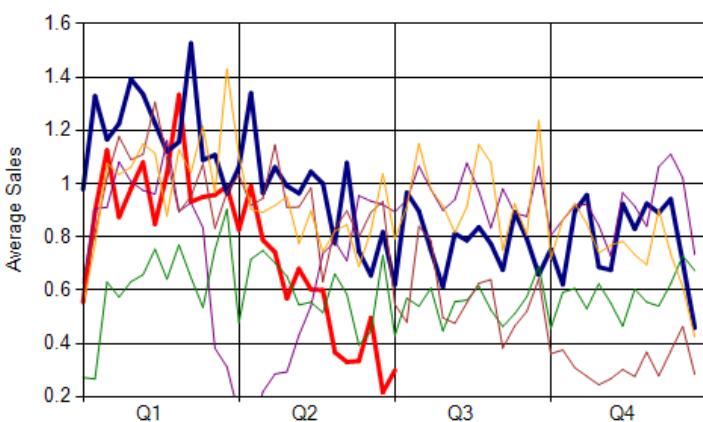
NATIONAL BUILDER DIVISION

Ending: Sunday, July 10, 2022

Bay Area Week 27

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Alameda	26	202	5	6	-1	-0.04	0.77	-105%	0.75	-105%	
Contra Costa	19	180	16	2	14	0.74	0.74	0%	0.52	41%	
Sonoma, Napa	9	50	1	0	1	0.11	0.51	-78%	0.38	-70%	
San Francisco, Marin	3	30	0	0	0	0.00	0.48	-100%	0.38	-100%	
San Mateo	5	47	2	1	1	0.20	0.70	-72%	0.37	-46%	
Santa Clara	12	114	5	1	4	0.33	0.91	-63%	0.52	-35%	
Monterey, Santa Cruz, San Benito	7	69	2	0	2	0.29	0.87	-67%	0.70	-59%	
Solano	23	259	13	3	10	0.43	0.80	-46%	0.57	-23%	
Current Week Totals	Traffic : Sales	22 : 1	104	951	44	13	0.30	0.76	-61%	0.58	-48%
Per Project Average			9	0.42	0.13	0.30					
Year Ago - 07/11/2021	Traffic : Sales	19 : 1	116	1479	77	5	0.62	1.07	-42%	0.96	-35%
% Change			-10%	-36%	-43%	160%	-57%		-52%	-29%	-40%

52 Weeks Comparison



Year to Date Averages Through Week 27

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	31	1.05	0.10	0.95	0.90
■	2018	126	31	1.03	0.09	0.94	0.70
■	2019	154	17	0.70	0.10	0.60	0.58
■	2020	152	12	0.82	0.12	0.70	0.80
■	2021	117	15	1.14	0.07	1.07	0.93
■	2022	103	11	0.86	0.11	0.76	0.76
% Change:		-12%	-28%	-24%	53%	-29%	-19%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
CONV			Through the first 24 months of the pandemic, U.S. home prices soared 38.5%. In some markets, like Phoenix and Dallas, home prices grew by more than 50%. The Federal Reserve wasn't a fan. As the pandemic housing boom raged along, it pushed up prices across the economy. Higher home prices pushed up rents. Elevated homebuilding levels—which hit a 15-year high during the pandemic—put upward price pressure on everything from windows to lumber while also adding stress to an already stressed global supply chain. Not to mention, cash flowed into the economy from homeowners who tapped into that record home equity. That's why the central bank, who has a mandate from Congress to tackle runaway inflation, has targeted the U.S. housing market. How? It put immense upward pressure on mortgage rates. While the Fed doesn't directly set mortgage rates, it has the levers to see that financial markets do so. Once the Fed made it clear this year what lay ahead for monetary tightening, markets quickly pushed the average 30-year fixed mortgage rate above 5%. In June, Fed Chair Jerome Powell finally made it clear this is all by design. Powell would like to see the U.S. housing market return to a more balanced state. In his own words, he calls it a "reset." Source: Lance Lambert Yahoo Finance					
FHA								
10 Yr Yield								
								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20										
Alameda 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	
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	2	5	0	1	79	7	0.60	0.26	
Enclave - Cascade Collection	Century	FR		ATMJ	81	1	1	2	1	1	80	30	0.61	1.11	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	2	5	0	0	54	15	0.38	0.56	
Atlas at Mission Village	KB Home	HY		ATMJ	72	0	2	17	1	0	35	35	4.30	4.30	
Aspect at Innovation	Lennar	FR		ATMJ	167	0	5	11	0	0	39	20	1.05	0.74	
Bungalows at Bridgewater	Lennar	NK		DTMJ	91	0	3	7	0	1	88	28	0.94	1.04	
Chroma at Innovation	Lennar	FR		ATMJ	146	3	3	20	1	0	13	13	1.60	1.60	
Courts at Bridgewater	Lennar	NK		ATMJ	81	0	3	7	0	0	69	11	0.96	0.41	
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	6	20	0	0	22	16	0.66	0.59	
Matrix at Innovation	Lennar	FR		ATMJ	53	0	2	11	0	0	30	12	0.74	0.44	
Terraces at Bridgewater	Lennar TSO	NK		ATMJ	96	0	TSO	7	0	0	46	16	0.97	0.59	
Towns at Bridgewater	Lennar	NK		ATMJ	103	0	5	7	0	0	70	14	0.82	0.52	
Villas at Bridgewater	Lennar	NK		DTMJ	137	0	2	7	0	0	98	24	1.05	0.89	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	4	0	0	28	9	0.36	0.33	
Compass at Bay37	Pulte	AL		ATMJ	93	3	4	4	1	0	47	12	0.61	0.44	
Landing at Bay37	Pulte	AL		ATMJ	96	0	2	3	0	1	73	42	0.95	1.56	
Lookout at Bay37	Pulte	AL		ATMJ	138	0	4	3	0	0	36	9	0.47	0.33	
Line at SoHay	Taylor Morrison	HY		ATST	198	3	15	4	1	1	164	38	0.97	1.41	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	4	0	0	91	0	0.54	0.00	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	4	10	0	1	59	22	0.53	0.81	
TOTALS: No. Reporting: 20		Avg. Sales: -0.05			Traffic to Sales: 32 : 1				67	158	5	6	1221	373	Net: -1

City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland

Amador Valley					Projects Participating: 6										
					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	
Broadway at Boulevard	Brookfield	DB		ATMJ	110	10	20	7	0	0	90	18	1.15	0.67	
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	1	1	0	0	101	17	0.83	0.63	
Melrose at Boulevard	Brookfield	DB		DTMJ	75	0	13	20	0	0	23	23	2.04	2.04	
Lombard at Boulevard	Lennar	DB		DTMJ	100	0	7	14	0	0	10	10	1.23	1.23	
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	3	2	0	0	108	20	0.77	0.74	
Venice at Boulevard	Lennar	DB		ATMJ	91	0	4	0	0	0	9	9	1.09	1.09	
TOTALS: No. Reporting: 6		Avg. Sales: 0.00			Traffic to Sales: NA				48	44	0	0	341	97	Net: 0

City Codes: DB = Dublin

Diablo Valley					Projects Participating: 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	
Oak Park	Davidon	PH		DTMJ	34	0	10	10	0	0	7	7	0.28	0.28	
Woodbury Highlands	Davidon	LF		ATMJ	99	0	14	2	0	0	28	16	0.30	0.59	
The Brant	Lennar	LF		ATMJ	66	0	3	0	0	0	9	7	0.27	0.26	
TOTALS: No. Reporting: 3		Avg. Sales: 0.00			Traffic to Sales: NA				27	12	0	0	44	30	Net: 0

City Codes: PH = Pleasant Hill, LF = Lafayette

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
San Ramon Valley					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		ATMU	104	0	4	0	0	0	97	13	0.92	0.48
TOTALS: No. Reporting: 1			Avg. Sales: 0.00				Traffic to Sales: N/A		4	0	0	97	13	Net: 0
City Codes: SR = San Ramon														

Antioch/Pittsburg					Projects Participating: 9									
					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
Oelo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	4	7	0	1	147	29	1.50	1.07
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	9	21	1	0	241	25	0.96	0.93
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	7	17	0	1	93	28	1.04	1.04
Luca at Aviano	DeNova	AN		DTMJ	194	0	3	21	2	0	91	49	1.90	1.81
Luna at Aviano	Lennar	AN		DTMJ	102	4	4	5	3	0	30	19	0.93	0.70
Oriana at Aviano	Lennar	AN		DTMJ	115	0	4	5	1	0	34	23	1.05	0.85
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	3	9	11	0	0	43	8	0.54	0.30
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	5	4	4	1	0	76	23	0.86	0.85
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	13	17	2	0	0	30	18	0.58	0.67
TOTALS: No. Reporting: 9		Avg. Sales: 0.67					Traffic to Sales: 12 : 1		61	93	8	2	785	222
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 6									
					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
Delta Coves	Blue Mountain	BI		DTMJ	81	4	4	18	3	0	77	8	0.52	0.30
Chandler	Brookfield	BT		DTMJ	160	0	17	7	2	0	61	30	1.32	1.11
Bennett Estates	DeNova	BT		DTMJ	14	3	6	18	0	0	6	6	0.70	0.70
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	3	4	6	2	0	26	26	1.28	1.28
Alicante	Meritage	OY		DTMJ	157	0	2	12	1	0	135	46	1.62	1.70
Orchard Trails	Shea	BT		DTMJ	78	0	3	14	0	0	31	21	0.86	0.78
TOTALS: No. Reporting: 6		Avg. Sales: 1.33					Traffic to Sales: 9 : 1		36	75	8	0	336	137
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9										
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Willow at University District	DR Horton	RP		DTMJ	128	0	4	11	1	0	25	25	1.37	1.37	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	4	0	0	30	13	0.63	0.48	
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.10	0.00	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	3	10	0	0	2	2	0.47	0.47	
Seasons at University District	Richmond American	RP		DTMJ	52	0	6	5	0	0	9	9	0.49	0.49	
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	10	0	0	32	8	0.57	0.30	
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	10	0	0	80	22	0.92	0.81	
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	0	0	0	22	15	0.50	0.56	
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	60	3	0.24	0.11	
TOTALS: No. Reporting: 9		Avg. Sales: 0.11			Traffic to Sales: 50 : 1				18	50	1	0	276	97	Net: 1

City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa

Marin County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Verandah	Landsea	NV		ATMJ	80	0	1	23	0	0	26	18	0.56	0.67	
The Strand (Detached)	Trumark	SN		DTMJ	37	0	12	4	0	0	10	10	0.29	0.37	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00			Traffic to Sales: NA				13	27	0	0	36	28	Net: 0

City Codes: NV = Novato, SN = San Rafael

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	3	3	0	0	18	5	0.26	0.19	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA				3	3	0	0	18	5	Net: 0

City Codes: SF = San Francisco

San Mateo County					Projects Participating: 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	
One 90 - Borelle	Pulte	SM		DTMJ	29	0	4	7	0	0	24	3	0.31	0.11	
One 90 - Cobalt	Pulte	SM		ATMJ	54	4	4	6	1	0	16	16	0.61	0.59	
One 90 - Indigo	Pulte	SM		ATMJ	54	0	6	7	1	0	35	30	1.05	1.11	
One 90 - Slate	Pulte	SM		ATMJ	57	0	3	6	0	0	48	18	0.62	0.67	
Laguna Vista	SummerHill	FC		ATMJ	70	0	4	21	0	1	22	22	1.36	1.36	
TOTALS: No. Reporting: 5		Avg. Sales: 0.20			Traffic to Sales: 24 : 1				21	47	2	1	145	89	Net: 1

City Codes: SM = San Mateo, FC = Foster City

The Ryness Report

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Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12									
Santa Clara 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
Andalusia	Dividend	MH		ATMU	46	0	8	16	1	0	8	8	0.88	0.88
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	5	11	0	0	57	36	1.66	1.33
Asher at Glen Loma Ranch	KB Home	GL		DTMU	35	0	4	2	0	0	31	12	0.83	0.44
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	1	12	2	0	159	13	1.60	0.48
Lavender	Landsea	SV		ATMU	128	0	4	3	0	0	39	29	1.02	1.07
Gateway at Central	Pulte	SJ		ATMU	72	0	4	26	0	0	8	8	0.98	0.98
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	5	10	0	0	43	25	0.89	0.93
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	9	8	0	0	39	14	0.65	0.52
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	10	8	0	0	36	17	0.60	0.63
Nuevo - Terraces	SummerHill	SC		ATST	176	0	10	7	1	0	166	15	0.91	0.56
Ovation	Taylor Morrison	SV		ATMU	107	4	14	11	1	1	65	27	1.12	1.00
Jasper	TruMark	MH		ATMU	101	0	9	0	0	0	20	20	0.99	0.99
TOTALS: No. Reporting: 12		Avg. Sales: 0.33		Traffic to Sales: 23 : 1				83	114	5	1	671	224	Net: 4

City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Roberts Ranch	KB Home	HO		DTMU	192	0	2	24	1	0	130	36	1.78	1.33
Polo Ranch	Lennar	SV		DTMU	40	0	1	0	0	0	29	16	0.78	0.59
Montclair	Meritage	HO		DTMU	99	0	4	15	0	0	70	42	1.20	1.56
Beach House II at the Dunes	Shea	MA		DTMU	92	3	7	12	1	0	58	28	1.18	1.04
Enclave, The	Shea	SS		DTMU	61	0	4	10	0	0	32	17	0.55	0.63
Sea House II at The Dunes	Shea	MA		ATMU	79	0	4	5	0	0	43	18	0.88	0.67
Surf House II at The Dunes	Shea	MA		DTMU	48	0	4	3	0	0	23	14	0.47	0.52
TOTALS: No. Reporting: 7		Avg. Sales: 0.29		Traffic to Sales: 35 : 1				26	69	2	0	385	171	Net: 2

City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside

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Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 23										
Fairfield, Vacaville, Suisun, Dixon					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	
Horizon at One Lake	Brookfield	FF		ATMU	50	0	12	15	0	0	6	6	0.53	0.53	
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	16	33	0	0	6	6	0.53	0.53	
Mbnte Verde	Century	FF		DTMJ	124	0	2	0	0	0	5	5	0.95	0.95	
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	311	0	3	18	1	0	57	35	1.09	1.30	
One56	DeNova	FF	New/Rsv's	DTMJ	56	11	8	77	3	0	3	3	21.00	21.00	
Savannah II at Homestead	DR Horton	DX		DTST	74	0	4	4	0	1	35	35	1.44	1.44	
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	6	6	0	1	31	26	0.86	0.96	
Creston at One Lake	Lennar	FF		DTMJ	130	3	5	10	1	0	100	31	1.09	1.15	
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	3	1	0	0	26	16	0.70	0.59	
Homestead	Meritage	DX		DTMJ	99	0	4	15	0	0	82	33	1.17	1.22	
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	3	8	0	0	4	4	0.30	0.30	
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	3	4	6	0	0	8	8	0.53	0.53	
Mdway Grove at Homestead	Richmond American	DX		DTMJ	88	0	6	4	2	0	80	4	0.79	0.15	
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	3	5	2	2	0	22	15	0.52	0.56	
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	7	7	1	0	8	8	0.56	0.56	
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	6	0	0	60	23	0.88	0.85	
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	5	3	16	2	0	30	30	1.74	1.74	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	3	3	9	0	0	76	19	0.90	0.70	
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	3	4	7	0	0	28	23	1.01	0.85	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	4	1	0	1	116	5	0.71	0.19	
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	2	3	0	0	94	26	1.07	0.96	
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	5	4	0	0	66	14	0.75	0.52	
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	1	7	1	0	53	17	0.73	0.63	
TOTALS: No. Reporting: 23		Avg. Sales: 0.43			Traffic to Sales: 20 : 1				114	259	13	3	996	392	Net: 10

City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville

Bay Area			Projects Participating: 104							
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 104		Avg. Sales: 0.30	Traffic to Sales: 22 : 1	521	951	44	13	5351	1878	Net: 31
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										



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Marketing Research Department

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

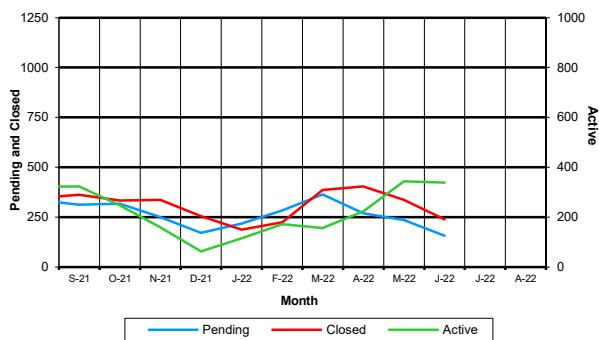
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

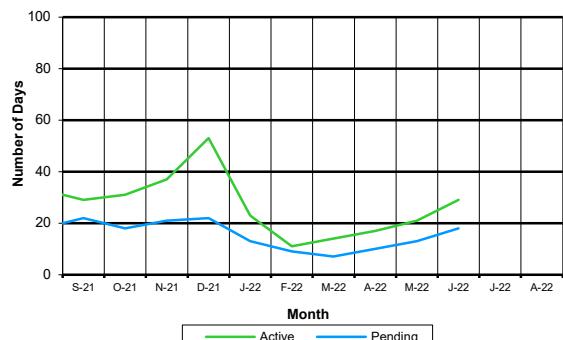
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-21	159	37	250	21	337	912,541
Dec-21	62	53	171	22	255	961,501
Jan-22	115	23	217	13	187	891,286
Feb-22	172	11	284	9	224	981,926
Mar-22	156	14	363	7	386	1,053,845
Apr-22	223	17	269	10	404	1,057,560
May-22	343	21	235	13	336	1,035,397
Jun-22	338	29	156	18	239	973,041



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

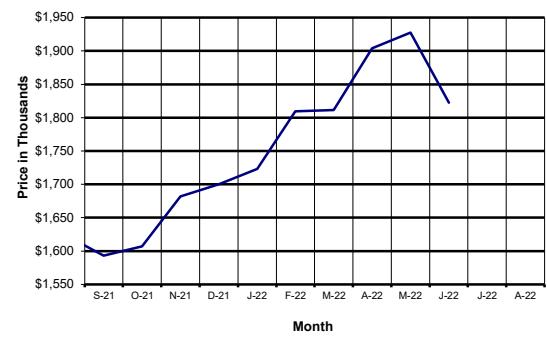


San Jose Metro SFD Monthly MLS Survey

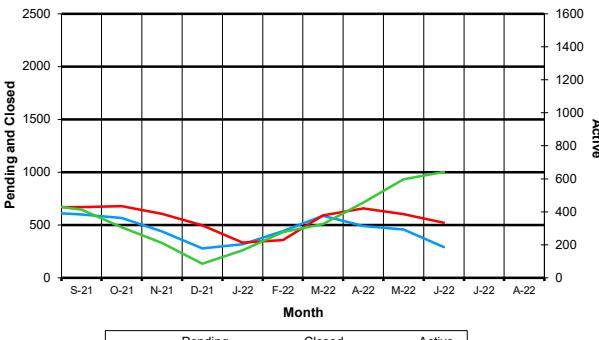
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Feb-22	278	23	443	8	357	1,809,662
Mar-22	326	23	587	9	592	1,811,625
Apr-22	455	22	490	10	656	1,904,125
May-22	598	24	458	13	603	1,927,395
Jun-22	641	32	292	21	521	1,822,266

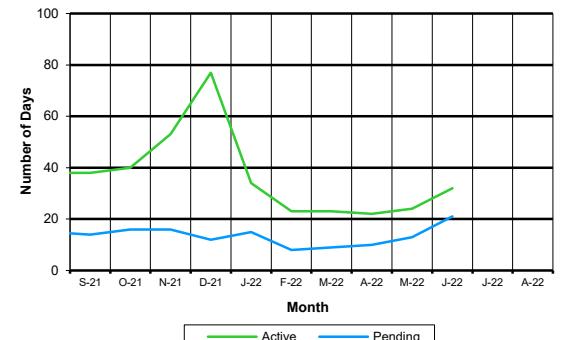
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





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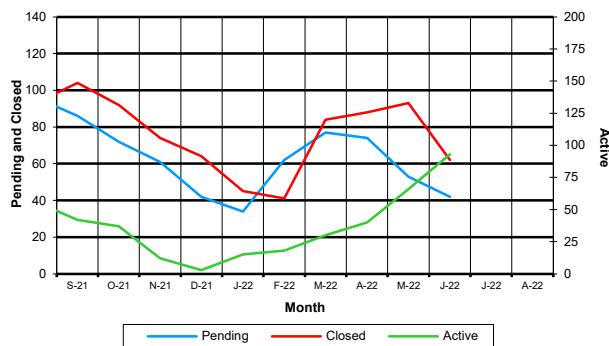
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

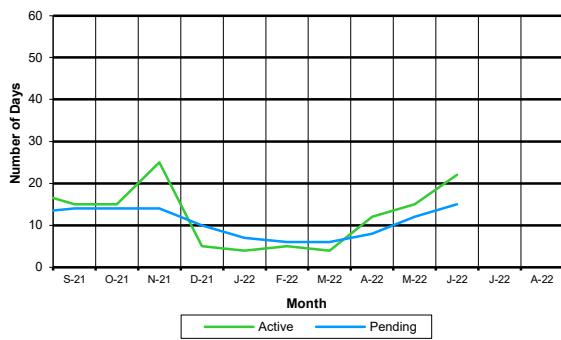
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832
Feb-22	18	5	62	6	41	926,881
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875
May-22	66	15	53	12	93	999,018
Jun-22	93	22	42	15	62	932,604



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

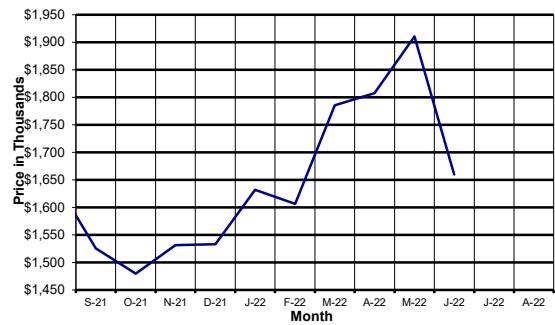


Amador Valley SFD Monthly MLS Survey

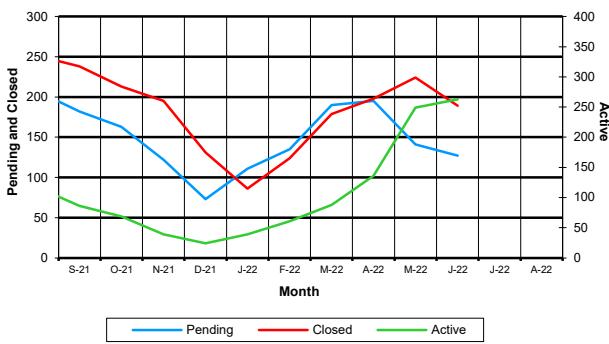
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792
Feb-22	61	21	135	6	124	1,606,440
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648
May-22	249	21	141	11	224	1,910,805
Jun-22	263	31	127	21	189	1,659,661

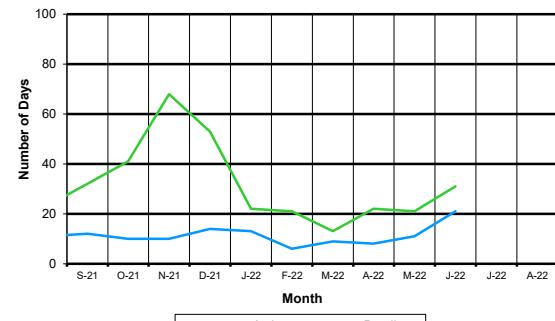
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



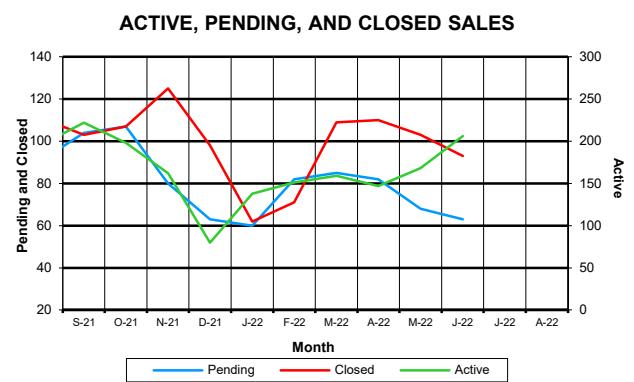


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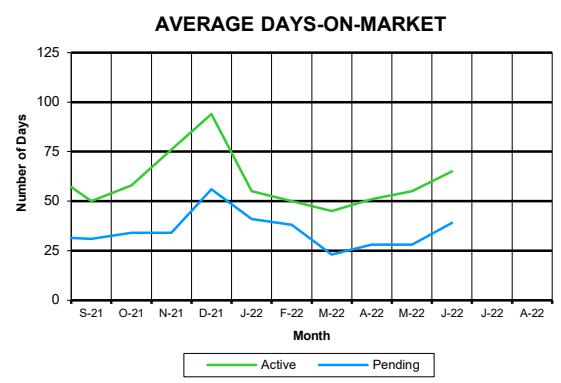
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	162	55	80	32	125	703,983
Dec-21	80	77	63	56	98	666,852
Jan-22	138	47	60	47	62	716,423
Feb-22	151	45	82	31	71	600,788
Mar-22	159	36	85	30	109	692,157
Apr-22	147	33	82	32	110	730,835
May-22	168	36	68	22	103	771,182
Jun-22	206	43	63	28	93	681,923



San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904
Feb-22	628	50	252	38	297	1,526,995
Mar-22	787	45	396	23	457	1,562,537
Apr-22	917	51	329	28	452	1,492,500
May-22	1,033	55	334	28	458	1,571,470
Jun-22	989	65	260	39	415	1,584,763





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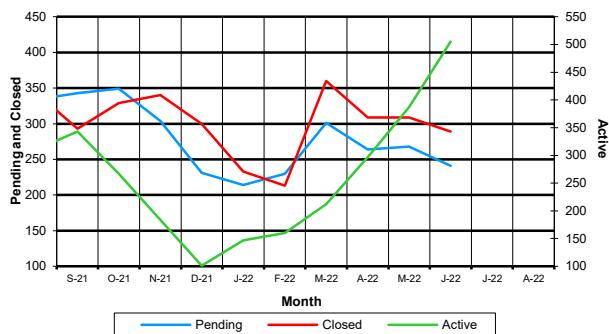
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Feb-22	160	16	230	18	213	798,456
Mar-22	212	18	301	12	360	786,734
Apr-22	297	21	264	16	309	770,430
May-22	387	24	268	19	309	795,529
Jun-22	505	32	241	24	289	750,411



ACTIVE, PENDING, AND CLOSED SALES



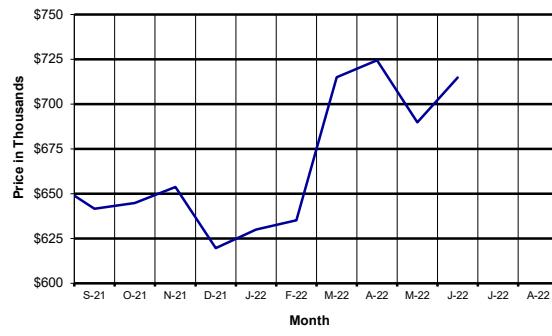
AVERAGE DAYS-ON-MARKET



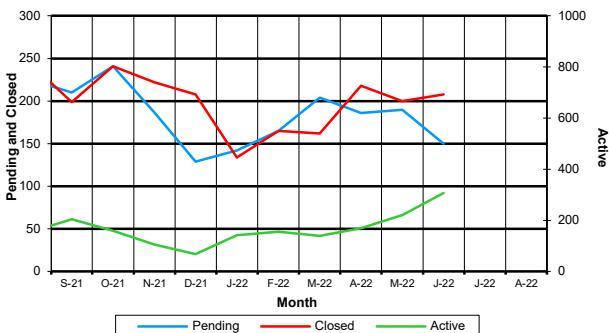
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Feb-22	156	24	165	20	165	635,145
Mar-22	140	19	204	16	162	715,130
Apr-22	170	26	186	16	218	724,477
May-22	221	28	190	22	200	689,814
Jun-22	307	31	150	24	208	714,915

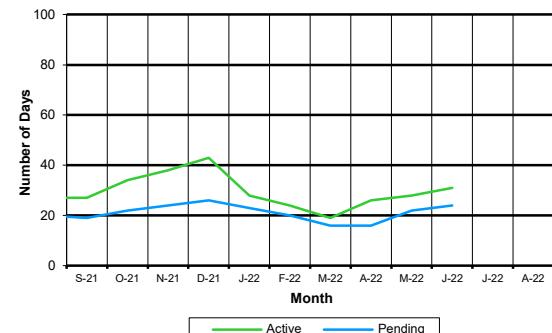
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



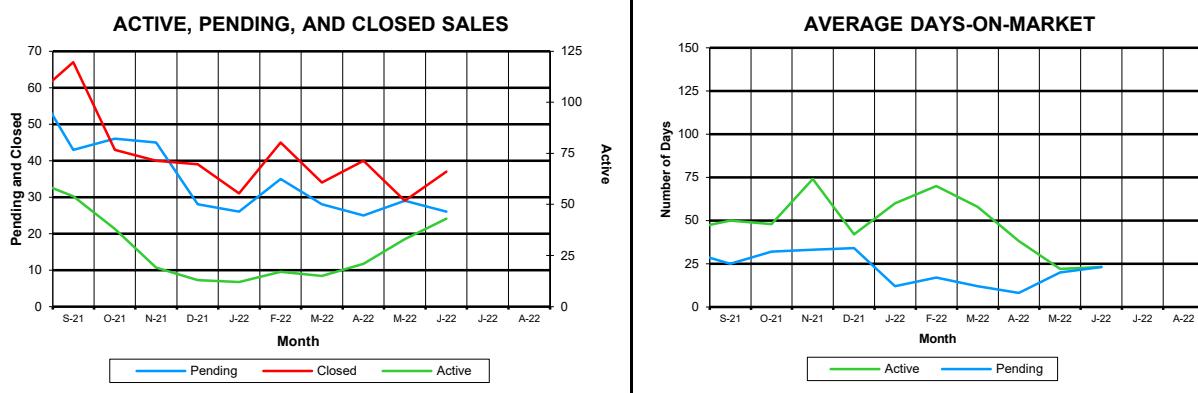


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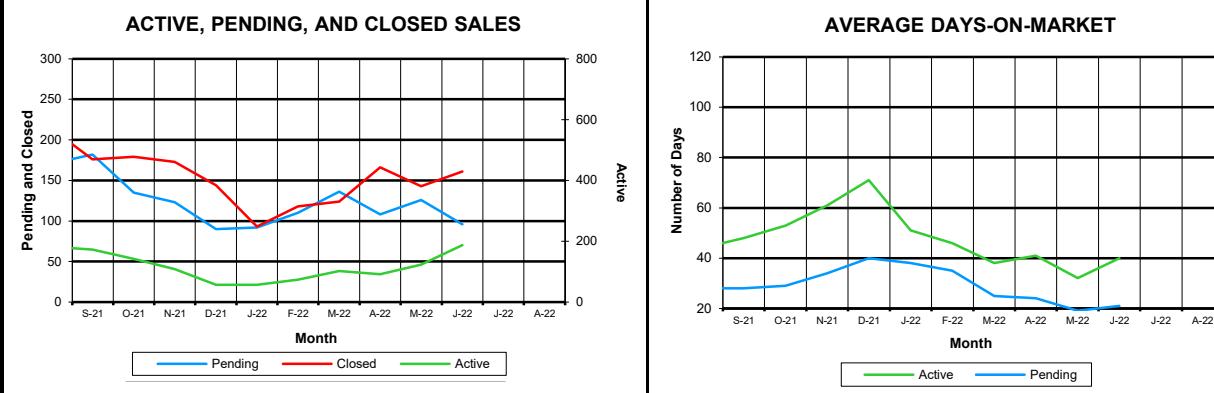
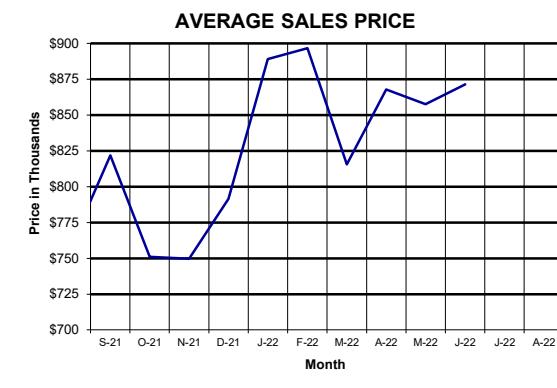
Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-21	19	74	45	33	40	635,579
Dec-21	13	42	28	34	39	511,893
Jan-22	12	60	26	12	31	604,378
Feb-22	17	70	35	17	45	605,400
Mar-22	15	58	28	12	34	602,058
Apr-22	21	38	25	8	40	589,647
May-22	33	22	29	20	29	547,477
Jun-22	43	23	26	23	37	622,768



Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Feb-22	74	46	110	35	118	896,745
Mar-22	102	38	136	25	124	815,671
Apr-22	92	41	108	24	166	867,859
May-22	123	32	126	19	143	857,577
Jun-22	188	40	96	21	161	871,404



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

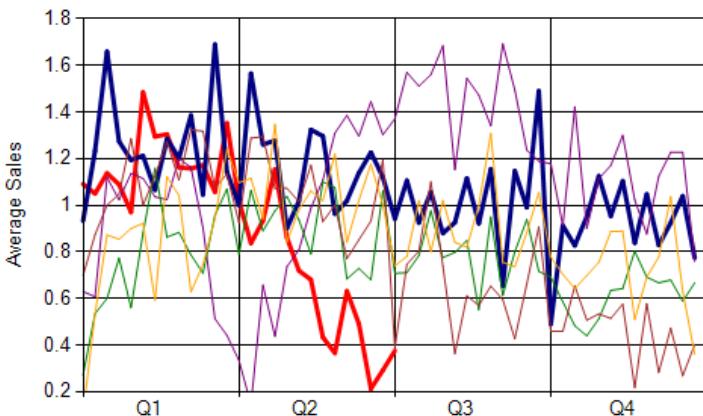
Central Valley

Week 27

Ending: Sunday, July 10, 2022

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		11	128	8	2	6	0.55	0.90	-39%	0.75	-27%	
San Joaquin County		50	802	30	6	24	0.48	1.03	-53%	0.80	-40%	
Stanislaus County		7	52	3	2	1	0.14	1.08	-87%	0.93	-85%	
Merced County		10	69	9	5	4	0.40	0.60	-33%	0.37	8%	
Madera County		1	1	0	0	0	0.00	0.92	-100%	0.55	-100%	
Fresno County		17	74	9	8	1	0.06	0.82	-93%	0.44	-87%	
Current Week Totals	Traffic : Sales	19 : 1	96	1126	59	23	36	0.38	0.90	-59%	0.66	-44%
Per Project Average				12	0.61	0.24	0.38					
Year Ago - 07/11/2021	Traffic : Sales	13 : 1	102	1345	106	10	96	0.94	1.20	-22%	1.16	-19%
% Change			-6%	-16%	-44%	130%	-63%	-60%	-25%		-43%	

52 Weeks Comparison



Year to Date Averages Through Week 27

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	50	30	1.03	0.11	0.93	0.87
■	2018	67	24	1.19	0.16	1.04	0.80
■	2019	77	22	0.98	0.14	0.84	0.77
■	2020	82	21	1.16	0.20	0.96	1.11
■	2021	105	17	1.32	0.12	1.20	1.09
■	2022	102	14	1.08	0.18	0.90	0.90
% Change:		-3%	-17%	-18%	52%	-25%	-17%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV			Through the first 24 months of the pandemic, U.S. home prices soared 38.5%. In some markets, like Phoenix and Dallas, home prices grew by more than 50%. The Federal Reserve wasn't a fan. As the pandemic housing boom raged along, it pushed up prices across the economy. Higher home prices pushed up rents. Elevated homebuilding levels—which hit a 15-year high during the pandemic—put upward price pressure on everything from windows to lumber while also adding stress to an already stressed global supply chain. Not to mention, cash flowed into the economy from homeowners who tapped into that record home equity. That's why the central bank, who has a mandate from Congress to tackle runaway inflation, has targeted the U.S. housing market. How? It put immense upward pressure on mortgage rates. While the Fed doesn't directly set mortgage rates, it has the levers to see that financial markets do so. Once the Fed made it clear this year what lay ahead for monetary tightening, markets quickly pushed the average 30-year fixed mortgage rate above 5%. In June, Fed Chair Jerome Powell finally made it clear this is all by design. Powell would like to see the U.S. housing market return to a more balanced state. In his own words, he calls it a "reset." Source: Lance Lambert Yahoo Finance
FHA			
10 Yr Yield			
RATE 5.50% 4.88%			
APR 5.53% 4.99%			
2.98%			

The Ryness Report

Week Ending
Sunday, July 10, 2022

Central Valley

Page
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Legacy at College Park	Century	MH		DTMJ	133	0	4	10	0	1	127	38	1.46	1.41
Hartwell at Ellis	Landsea	TR		DTMJ	121	2	2	20	3	0	77	27	1.51	1.00
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	0	2	20	0	0	36	15	0.70	0.56
Townsend at Ellis	Landsea	TR	Rsv's	DTMJ	104	6	7	20	1	0	97	58	2.41	2.15
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	1	5	22	1	0	32	32	1.32	1.32
Hillview	Lennar	TH		DTMJ	214	0	7	1	1	0	3	3	0.58	0.58
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	2	3	0	1	0	157	25	0.92	0.93
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	3	15	0	1	122	20	0.85	0.74
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	6	0	0	97	26	1.39	0.96
Langston at Mountain House	Shea	MH		ATMJ	171	0	4	8	0	0	163	21	1.27	0.78
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	2	6	1	0	96	7	0.90	0.26
TOTALS: No. Reporting: 11		Avg. Sales: 0.55			Traffic to Sales: 16 : 1			42	128	8	2	1007	272	Net: 6
City Codes: MH = Mountain House, TR = Tracy, TH = Tracy Hills														

Stockton/Lodi					Projects Participating: 12									
					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
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	3	2	1	0	113	39	1.62	1.44
Solari Ranch II	DR Horton	SK		DTST	65	0	3	4	2	1	57	47	1.35	1.74
Talavera	DR Horton	LD		DTMJ	27	0	2	5	0	0	1	1	0.44	0.44
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	5	1	0	1	71	21	1.09	0.78
Encantada at Vineyard Terrace	K Hovnanian S/O	LD		DTMJ	108	0	S/O	0	1	0	108	2	0.84	0.07
Montevello II	KB Home	SK		DTST	103	0	2	2	1	0	101	22	1.15	0.81
Santorini	KB Home	SK		DTMJ	86	0	2	6	0	0	60	29	1.23	1.07
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	7	0	1	71	34	1.11	1.26
Keys at Westlake	Lennar	SK		DTMJ	101	0	6	6	0	0	85	22	0.81	0.81
Westlake	Meritage	SK		DTMJ	84	0	4	13	0	0	16	16	0.93	0.93
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	7	0	0	20	20	1.04	1.04
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	3	4	8	1	0	16	16	0.93	0.93
TOTALS: No. Reporting: 12		Avg. Sales: 0.25			Traffic to Sales: 10 : 1			38	61	6	3	719	269	Net: 3
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 38									
San Joaquin 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
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	1	0	0	80	16	0.53	0.59
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	3	26	3	0	114	48	2.18	1.78
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	3	12	2	0	71	43	1.72	1.59
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	4	10	1	0	19	19	1.33	1.33
Summit at North Main	DR Horton	MN		DTST	67	3	4	10	2	0	19	19	1.10	1.10
Haven Villas at Sundance	KB Home SO	MN		DTMJ	235	0	SO	7	1	0	235	33	1.49	1.22
Iron Pointe at Stanford Crossing	KB Home	LP	New	DTMJ	98	2	1	4	1	0	1	1	3.50	3.50
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	4	2	0	0	92	20	1.21	0.74
Balboa at River Islands	Kiper	LP		DTMJ	77	0	5	31	0	0	62	25	1.14	0.93
Catalina II at River Islands	Kiper TSO	LP		DTMJ	101	0	TSO	24	0	0	76	25	1.09	0.93
Freestone	Kiper	MN		DTMJ	60	0	1	29	0	0	25	25	1.30	1.30
Skye at River Islands	Kiper TSO	LP		DTMJ	155	3	TSO	42	3	0	32	32	0.91	1.19
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	12	9	0	0	109	4	0.33	0.15
Horizon at River Islands	Lennar	LP		DTMJ	143	11	5	10	2	1	99	47	1.37	1.74
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	5	13	0	0	109	50	1.51	1.85
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	3	8	0	0	48	33	1.16	1.22
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	5	22	0	0	93	37	1.29	1.37
Laguna at River Islands	Pulte	LP		DTMJ	110	0	6	6	0	0	37	26	1.08	0.96
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	1	9	1	0	42	30	1.23	1.11
Sunset at River Islands	Pulte	LP		DTMJ	122	0	2	1	0	0	120	35	1.56	1.30
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	1	34	0	0	43	43	1.15	1.59
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	4	34	0	0	65	47	1.70	1.74
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	3	0	0	7	7	0.58	0.58
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	18	1	0	71	30	1.37	1.11
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	6	1	0	0	11	11	0.91	0.91
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	3	4	1	1	23	23	0.95	0.95
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	3	6	9	1	0	36	28	1.15	1.04
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	8	7	9	2	1	106	14	0.72	0.52
Waypointe at River Islands	The New Home Co TSO	LP		DTMJ	94	4	TSO	24	2	0	40	24	0.97	0.89
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	1	3	2	0	0	103	1	0.95	0.04
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	6	1	0	0	0	0	0.00	0.00
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	4	13	0	0	23	23	1.26	1.26
Avalon at River Islands	Trumark	LP		DTMJ	57	0	6	117	0	0	28	28	1.11	1.11
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	2	117	0	0	27	27	1.40	1.40
Dawn at The Collective	Trumark	MN		AASF	76	0	8	17	0	0	2	2	0.12	0.12
Vida at The Collective	Trumark	MN		AASF	103	0	11	17	0	0	6	6	0.30	0.30
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	1	15	0	0	5	5	1.17	1.17
Veranda at River Islands	Van Daele	LP		DTMJ	101	5	5	30	1	0	85	22	1.16	0.81
TOTALS: No. Reporting: 38		Avg. Sales: 0.55		Traffic to Sales: 31 : 1			149	741	24	3	2164	909	Net: 21	

City Codes: MN = Manteca, LP = Lathrop

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Stanislaus County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bruin Heights	DR Horton	WF		DTST	51	0	4	2	1	1	21	21	1.04	1.04
Edgewater	DR Horton	WF		DTST	75	0	3	1	0	0	69	29	1.16	1.07
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	3	3	0	1	83	32	1.53	1.19
Fieldstone II	KB Home	HG		DTST	50	0	1	12	2	0	10	10	0.89	0.89
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	3	4	0	0	143	27	1.24	1.00
TOTALS: No. Reporting: 5		Avg. Sales: 0.20			Traffic to Sales: 7 : 1			14	22	3	2	326	119	Net: 1
City Codes: WF = Waterford, PR = Patterson, HG = Hughson														

Turlock					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Marcona	Bright	KY		DTMJ	116	0	6	19	0	0	10	10	1.37	1.37
Les Chateaux	KB Home	TK		DTMJ	60	0	5	11	0	0	23	23	1.13	1.13
TOTALS: No. Reporting: 2		Avg. Sales: 0.00			Traffic to Sales: N/A			11	30	0	0	33	33	Net: 0
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Summer Creek	Bright	MD		DTMJ	120	0	1	0	0	0	117	1	0.71	0.04
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	7	N/A	0	0	9	9	0.44	0.44
Monterra V	DR Horton	MD		DTST	35	1	2	4	0	0	30	30	1.24	1.24
Pacheco Pointe	DR Horton	LB		DTST	118	0	9	5	2	2	109	44	1.45	1.63
Panorama	DR Horton	MD		DTST	192	0	12	6	3	2	180	13	1.11	0.48
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	4	6	0	0	33	22	0.73	0.81
Sunrise Ranch	Meritage	LB		DTMJ	87	0	2	10	1	0	29	23	0.85	0.85
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	4	10	0	1	39	22	1.02	0.81
Cypress Terrace	Stonefield Home	MD		DTST	125	0	1	10	1	0	102	11	0.68	0.41
Sunrise Ranch	Stonefield Home	LB		ATST	14	3	4	6	1	0	10	5	0.21	0.19
Villas II, The	Stonefield Home	LB		DTST	191	4	4	12	1	0	76	19	1.00	0.70
TOTALS: No. Reporting: 10		Avg. Sales: 0.40			Traffic to Sales: 8 : 1			50	69	9	5	734	199	Net: 4
City Codes: MD = Merced, LB = Los Banos														

Madera County					Projects Participating: 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
Greenhills Estates	Century	CW		DTMJ	70	0	9	N/A	0	0	3	3	0.20	0.20
Pheasant Run	Century	CW		DTMJ	70	0	9	N/A	0	0	38	27	1.05	1.00
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	3	1	0	0	85	32	1.12	1.19
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			21	1	0	0	126	62	Net: 0
City Codes: CW = Chowchilla, MDA = Madera														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
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
Bravado	Century	REE		DTMU	182	0	9	N/A	0	0	23	15	0.60	0.56
Meadowood II	Century	FR		ATMU	127	0	4	N/A	0	0	85	49	1.72	1.81
Monarch	Century	KB		DTMU	64	0	9	N/A	0	0	20	18	0.41	0.67
Olivewood	Century	FR		DTMU	169	0	12	N/A	0	0	97	55	1.73	2.04
The Crossings II	Century	KER		DTMU	104	0	15	N/A	0	0	26	26	1.28	1.28
River Pointe	DR Horton	REE		DTMU	84	0	13	1	1	1	67	26	1.02	0.96
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.73	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	3	2	0	0	22	22	0.88	0.88
Marshall Estates	KB Home	FO		DTST	76	0	3	10	1	1	60	22	1.17	0.81
Anatole- Clementine	Lennar	FR		DTMU	137	0	6	3	0	0	78	34	1.15	1.26
Anatole- Coronet	Lennar	FR		DTMU	99	0	3	3	0	1	60	6	0.88	0.22
Arboralla - Clementine	Lennar	CV		DTST	137	0	4	3	0	1	88	37	1.36	1.37
Brambles- Starling	Lennar	FR		ATST	150	0	3	13	1	1	70	19	1.03	0.70
Brambles- Wilde	Lennar	FR		DTST	89	0	6	20	0	1	58	10	0.85	0.37
Daffodil Hill - Clementine	Lennar	FR		DTMU	109	4	5	1	2	0	28	28	1.53	1.53
Fancher Creek - Coronet	Lennar	FR		ATST	80	4	5	4	2	0	60	4	0.74	0.15
Fancher Creek - Coronet II	Lennar	FR		DTMU	138	0	4	4	0	0	21	8	0.54	0.30
Fancher Creek California II	Lennar	FR		DTMU	106	0	1	4	0	0	46	19	1.03	0.70
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	1	1	0	0	88	21	1.08	0.78
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	1	0	0	62	6	0.64	0.22
Sterling Acres- Coronet	Lennar	FR		DTMU	95	3	4	2	2	2	31	31	1.61	1.61
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	9	2	0	0	44	15	0.69	0.56
TOTALS: No. Reporting: 17		Avg. Sales: 0.06			Traffic to Sales: 8 : 1			126	74	9	8	1260	471	Net: 1

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

Central Valley			Projects Participating: 104								
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 96		Avg. Sales: 0.38	Traffic to Sales: 19 : 1		451	1126	59	23	6369	2334	Net: 36
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

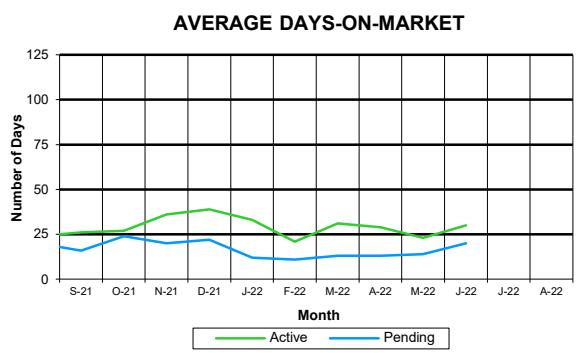


The Ryness Company

Marketing Research Department

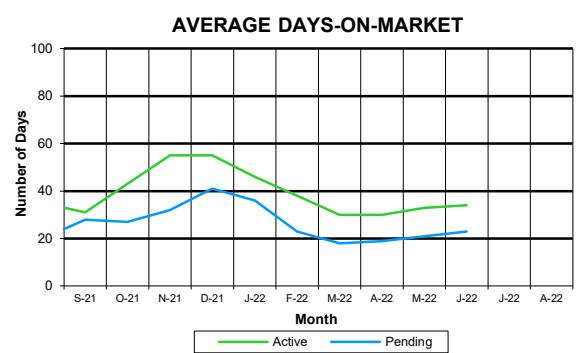
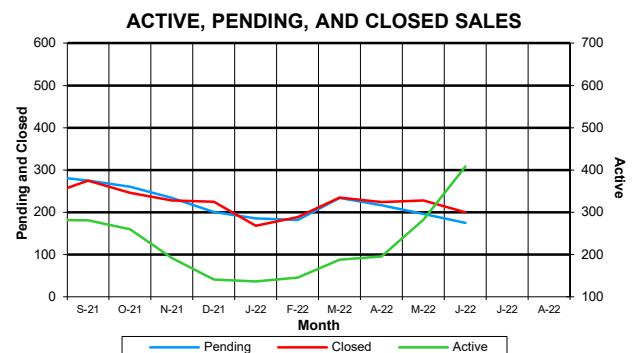
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	43	36	99	20	78	772,891
Dec-21	23	39	55	22	99	774,259
Jan-22	25	33	54	12	60	739,033
Feb-22	43	21	53	11	58	781,671
Mar-22	41	31	81	13	83	868,542
Apr-22	52	29	66	13	84	863,320
May-22	120	23	42	14	77	884,642
Jun-22	163	30	49	20	61	825,886



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	192	55	234	32	228	447,367
Dec-21	141	55	201	41	225	437,410
Jan-22	137	46	186	36	168	432,133
Feb-22	146	38	182	23	189	466,753
Mar-22	188	30	234	18	235	491,466
Apr-22	196	30	217	19	224	501,793
May-22	283	33	196	21	228	488,636
Jun-22	408	34	175	23	200	491,522



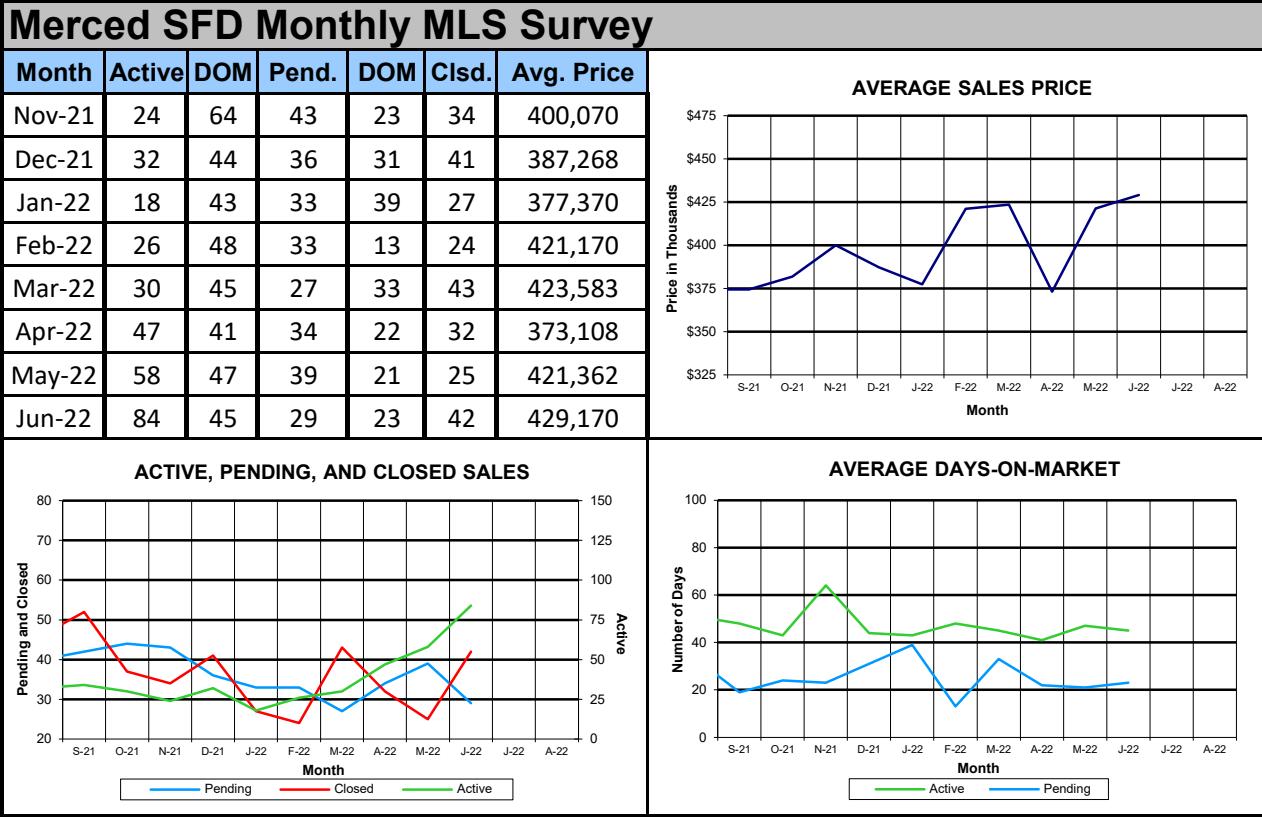
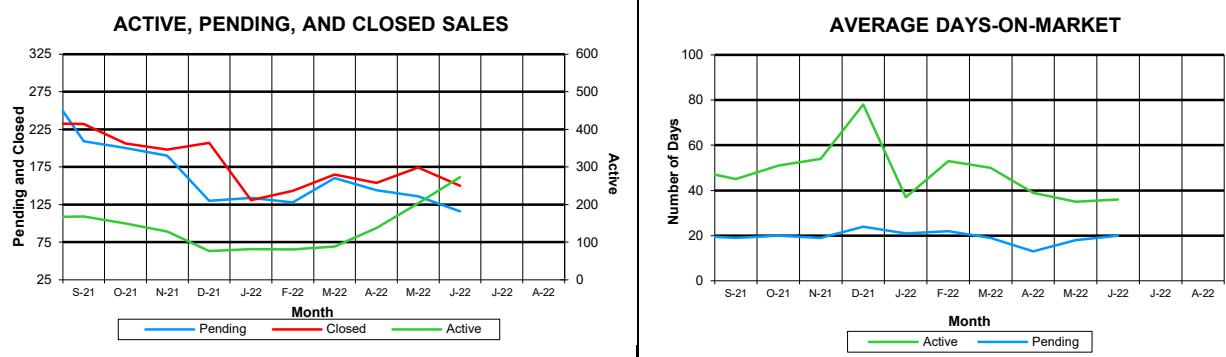


The Ryness Company

Marketing Research Department

Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-22	81	53	128	22	143	501,184
Mar-22	88	50	160	19	165	496,951
Apr-22	138	39	144	13	154	508,932
May-22	203	35	136	18	174	509,604
Jun-22	273	36	116	20	150	513,650



THE RYNESSE REPORT

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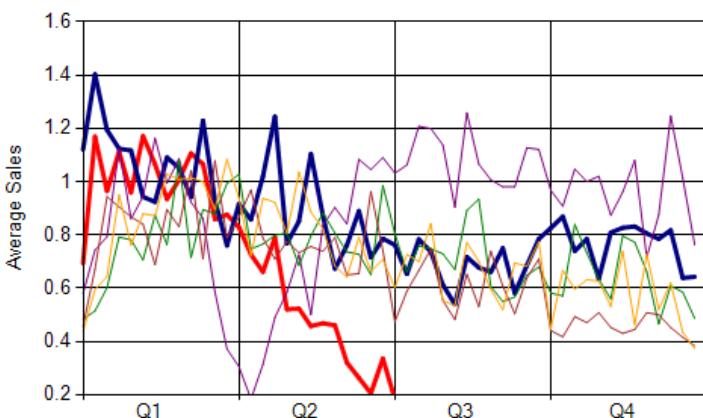
NATIONAL BUILDER DIVISION

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Sacramento Week 27

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento	19	129	3	3	0	0.00	0.78	-100%	0.55	-100%	
Central & North Sacramento	39	380	14	6	8	0.21	0.78	-74%	0.54	-62%	
Folsom	18	159	2	1	1	0.06	0.63	-91%	0.42	-87%	
El Dorado	10	72	3	0	3	0.30	0.57	-48%	0.40	-25%	
Placer & Nevada	70	733	23	9	14	0.20	0.71	-72%	0.48	-58%	
Yolo	5	43	2	1	1	0.20	0.76	-74%	0.68	-71%	
Amador County	1	6	0	0	0	0.00	0.26	-100%	0.38	-100%	
Northern Counties	13	86	9	4	5	0.38	0.86	-55%	0.59	-35%	
Current Week Totals	Traffic : Sales	29 : 1	175	1608	56	24	0.18	0.73	-75%	0.50	-64%
Per Project Average			9	0.32	0.14	0.18					
Year Ago - 07/11/2021	Traffic : Sales	22 : 1	168	3091	142	14	0.76	0.96	-21%	0.88	-13%
% Change			4%	-48%	-61%	71% -75%	-76%	-24%			-43%

52 Weeks Comparison



Year to Date Averages Through Week 27

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	141	28	0.97	0.15	0.83	0.73
■	2018	128	26	0.92	0.13	0.79	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	148	16	0.94	0.16	0.77	0.89
■	2021	159	18	1.05	0.09	0.96	0.85
■	2022	171	14	0.87	0.14	0.73	0.73
% Change:		8%	-22%	-18%	54%	-24%	-14%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 5.50%	APR 5.53%	Through the first 24 months of the pandemic, U.S. home prices soared 38.5%. In some markets, like Phoenix and Dallas, home prices grew by more than 50%. The Federal Reserve wasn't a fan. As the pandemic housing boom raged along, it pushed up prices across the economy. Higher home prices pushed up rents. Elevated homebuilding levels—which hit a 15-year high during the pandemic—put upward price pressure on everything from windows to lumber while also adding stress to an already stressed global supply chain. Not to mention, cash flowed into the economy from homeowners who tapped into that record home equity. That's why the central bank, who has a mandate from Congress to tackle runaway inflation, has targeted the U.S. housing market. How? It put immense upward pressure on mortgage rates. While the Fed doesn't directly set mortgage rates, it has the levers to see that financial markets do so. Once the Fed made it clear this year what lay ahead for monetary tightening, markets quickly pushed the average 30-year fixed mortgage rate above 5%. In June, Fed Chair Jerome Powell finally made it clear this is all by design. Powell would like to see the U.S. housing market return to a more balanced state. In his own words, he calls it a "reset." Source: Lance Lambert Yahoo Finance
FHA	4.88%	4.99%	
10 Yr Yield	2.98%		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
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
The Retreats	K Hovnanian	RM		DTMJ	62	0	2	0	0	0	1	1	0.19	0.19
Allegro	KB Home	LN		ATMJ	72	0	3	3	1	1	32	32	1.37	1.37
Pleridae	KB Home	GT		DTST	69	0	1	4	0	1	68	18	1.00	0.67
Traviso	KB Home	LN		DTMJ	422	0	2	4	0	0	27	27	1.03	1.00
Vintage Park	KB Home	SO		DTST	81	0	2	5	0	0	76	16	1.31	0.59
Antinori at Vineyard Creek	Lennar	SO		DTMJ	95	0	2	5	0	0	83	19	0.91	0.70
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	6	5	0	0	240	40	1.21	1.48
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	5	8	0	0	87	19	0.98	0.70
Redwood at Parkside	Lennar	VN		DTMJ	344	0	7	6	0	0	337	27	0.90	1.00
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	6	0	0	5	5	0.41	0.41
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	5	16	0	0	5	5	0.41	0.41
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	3	16	0	0	6	6	1.14	1.14
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	3	5	0	0	67	27	1.24	1.00
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	3	2	0	0	12	12	0.66	0.66
Woodberry at Bradshaw Crossing II	Richmond American	TSO SO	New	DTMJ	120	1	TSO	0	1	0	1	1	7.00	7.00
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	1	13	1	1	107	11	0.76	0.41
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	5	12	0	0	97	15	0.69	0.56
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	5	6	0	0	36	21	0.76	0.78
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	4	13	0	0	48	20	0.83	0.74
TOTALS: No. Reporting: 19			Avg. Sales: 0.00		Traffic to Sales: 43 : 1				63	129	3	3	1335	322
														Net: 0

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	6	0	0	0	40	8	0.44	0.30
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	2	4	0	0	65	6	0.61	0.22
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	5	4	0	0	47	1	0.44	0.04
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	12	0	0	111	19	0.75	0.70
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	1	18	1	0	120	9	0.74	0.33
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	1	1	1	0	30	30	1.24	1.24
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	4	2	0	0	36	36	1.48	1.48
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	2	0	0	65	65	2.68	2.68
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	5	6	1	0	101	37	1.38	1.37
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	7	3	0	0	65	15	0.77	0.56
Ventana	Lennar	RO		DTMJ	160	0	4	6	1	0	141	39	0.91	1.44
Verdant	Lennar	RO		DTST	157	0	6	6	0	1	116	22	0.99	0.81
Viridian	Lennar	RO		DTST	185	0	3	6	0	1	149	23	0.94	0.85
Echelon	Premier Homes	RO		DTMJ	57	0	2	81	0	0	0	0	0.00	0.00
Elevate at Montelena	Premier Homes	RO		DTMJ	152	0	1	8	0	0	2	2	0.20	0.20
Village 8 at Montelena	Premier Homes	RO		DTMJ	81	2	2	16	1	0	8	8	0.79	0.79
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	5	10	1	2	17	17	0.93	0.93
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	2	1	0	60	33	0.78	1.22
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	8	0	0	144	30	0.97	1.11
TOTALS: No. Reporting: 19			Avg. Sales: 0.16		Traffic to Sales: 28 : 1				64	195	7	4	1317	400
														Net: 3

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20													
North Sacramento					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Artisan - The Cove	Beazer	SO		DTST	145	0	3	10	1	0	108	15	0.75	0.56				
Edgeview - The Cove	Beazer	SO		ATST	156	0	5	4	0	0	110	20	1.03	0.74				
Westward - The Cove	Beazer	SO		DTST	122	0	4	4	0	0	63	11	0.53	0.41				
Windrow - The Cove	Beazer	SO		DTST	167	0	2	3	0	0	124	18	0.89	0.67				
Provence	Blue Mountain	SO		ATST	185	0	4	5	0	0	113	12	0.82	0.44				
Mbraga	DR Horton	AO		DTMJ	162	0	2	2	2	0	160	44	1.57	1.63				
Citrine at Barrett Ranch	Lennar	AO		DTST	53	4	4	11	1	0	33	19	0.72	0.70				
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	3	14	1	0	82	21	0.88	0.78				
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	5	10	0	0	81	15	0.87	0.56				
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	8	0	0	77	27	1.00	1.00				
Northlake - Bleau	Lennar	SO		DTMJ	236	0	4	8	0	0	78	25	1.01	0.93				
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	8	0	0	65	19	0.84	0.70				
Northlake - Drifton	Lennar	SO		DTMJ	134	0	5	8	0	1	64	24	0.93	0.89				
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	8	0	0	64	15	0.83	0.56				
Northlake - Shor	Lennar	SO		DTMJ	140	0	3	8	0	0	75	22	0.97	0.81				
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	3	8	0	0	71	18	0.92	0.67				
Northlake - Wavmrr	Lennar	SO		DTMJ	153	0	3	8	0	0	73	23	0.95	0.85				
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	10	1	1	43	29	0.90	1.07				
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	1	3	0	0	139	15	1.18	0.56				
Portisol at Artisan Square	Williams	SO		ATST	95	0	10	45	1	0	58	30	0.64	1.11				
TOTALS: No. Reporting: 20		Avg. Sales: 0.25			Traffic to Sales: 26 : 1				70	185	7	2	1681	422				
Net: 5																		
City Codes: SO = Sacramento, AO = Antelope																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18												
Folsom Area					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			
Sycamore Creek	JMC	FM		DTMJ	86	0	6	5	0	0	39	5	0.47	0.19			
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	3	4	1	1	108	33	1.27	1.22			
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	11	0	0	88	35	1.35	1.30			
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	3	4	0	0	44	18	0.81	0.67			
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	4	6	0	0	5	5	0.49	0.49			
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	4	4	0	0	9	9	0.89	0.89			
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	2	2	0	0	43	16	0.79	0.59			
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	2	6	0	0	10	10	1.37	1.37			
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	5	1	0	70	16	0.94	0.59			
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	6	2	0	0	45	20	0.72	0.74			
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	0	0	0	23	18	0.72	0.67			
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	2	0	0	0	111	10	0.80	0.37			
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	2	16	0	0	75	14	0.83	0.52			
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	10	0	0	96	15	0.77	0.56			
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	2	13	0	0	143	25	1.04	0.93			
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	5	13	0	0	62	11	0.85	0.41			
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	3	29	0	0	1	1	0.32	0.32			
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	7	29	0	0	1	1	0.32	0.32			
TOTALS: No. Reporting: 18					Avg. Sales: 0.06				Traffic to Sales: 80 : 1		59	159	2	1	973	262	Net: 1

City Codes: FM = Folsom

El Dorado County					Projects Participating: 10												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Revere	Blue Mountain	RE		DTMJ	51	0	2	5	0	0	34	5	0.55	0.19			
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	4	10	0	0	89	22	0.86	0.81			
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	1	14	0	0	56	16	0.57	0.59			
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	2	6	0	0	6	6	0.45	0.45			
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	12	0	0	42	14	0.49	0.52			
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	2	3	0	0	102	19	0.75	0.70			
Heritage El Dorado Hills-Mesaic	Lennar	BH		DTMJ	373	0	5	6	1	0	205	39	1.03	1.44			
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	3	6	0	0	5	5	0.23	0.23			
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	1	3	6	2	0	20	5	0.37	0.19			
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	2	4	0	0	24	19	0.64	0.70			
TOTALS: No. Reporting: 10					Avg. Sales: 0.30				Traffic to Sales: 24 : 1		27	72	3	0	583	150	Net: 3

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 69									
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verrado at Solaire	Beazer	R/V		DTMU	76	0	12	2	0	0	44	14	0.80	0.52
Millstone at Sierra Pne	Black Pine	R/K		DTST	61	0	1	7	0	0	60	24	0.72	0.89
Carmelian	Blue Mountain	GB		ATMU	28	0	3	4	0	0	25	5	0.35	0.19
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	4	6	0	0	21	14	0.46	0.52
Balboa	DR Horton	R/V		DTST	127	0	1	0	0	0	114	53	1.75	1.96
Heartland at Independence	DR Horton	LL		DTMU	98	0	6	5	0	0	56	31	1.24	1.15
Melrose at Mason Trails	DR Horton	R/V		DTMU	93	0	4	2	0	0	2	2	0.93	0.93
Traditions at Independence	DR Horton	LL		DTST	97	0	6	5	0	1	60	34	1.20	1.26
Winding Creek- The Wilds	DR Horton	R/V		DTST	120	0	3	13	0	0	112	44	1.63	1.63
Turkey Creek Estates	Elliott	LL		DTMU	240	0	4	23	0	0	39	17	0.72	0.63
Edgefield Place	JMC	R/K		DTMU	83	0	2	29	1	1	15	15	0.87	0.87
Excelsior Village at Sierra Vista	JMC	R/V		DTMU	80	0	8	15	0	1	2	2	0.18	0.18
Fairbrook at Fiddymont Farms	JMC	R/V		DTMU	115	0	4	28	0	0	52	16	0.81	0.59
Meadow brook at Fiddymont Farms	JMC	R/V		DTMU	80	0	2	35	2	0	49	11	0.76	0.41
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	4	6	0	0	183	4	1.14	0.15
Palisade Village	JMC	R/V		DTST	232	0	5	22	2	1	204	22	1.41	0.81
Prominence at Whitney Ranch	JMC	R/K		DTMU	92	0	4	25	0	0	74	11	0.79	0.41
Sagebrook at Fiddymont Farms	JMC	R/V		DTMU	122	0	4	34	0	0	54	19	0.84	0.70
Sentinel	JMC	R/V		DTST	132	0	2	17	0	0	126	0	1.03	0.00
Tribute Pointe	JMC	R/K		DTMU	99	0	6	30	0	0	7	7	0.40	0.40
Wrenwood at Whitney Ranch	JMC	R/K		DTMU	158	0	6	4	0	2	4	4	0.28	0.28
Aspire at Solaire	K Hovnanian	R/V		DTMU	147	0	4	0	0	0	123	21	1.06	0.78
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	0	2	1	0	0	20	14	0.54	0.52
Creekside Preserve	K Hovnanian	LL		DTMU	71	0	4	0	0	0	64	18	0.50	0.67
Firefly at Winding Creek	K Hovnanian	R/V		DTMU	86	0	5	5	1	1	69	31	1.01	1.15
Bartlett at Mason Trails	KB Home	R/V		DTMU	53	0	5	11	0	0	25	25	1.12	1.12
Copper Ridge	KB Home	LL		DTMU	79	0	2	6	0	0	29	22	0.93	0.81
Cortland at Mason Trails	KB Home	R/V		DTMU	110	0	5	11	0	0	31	31	1.39	1.39
Ventana - Twelve Bridges	KB Home	LL		DTMU	240	3	3	11	1	0	215	51	1.32	1.89
Andorra at Sierra West	Lennar	R/V		DTMU	193	0	3	7	0	0	76	23	0.82	0.85
Belle Maison at Campus Oaks	Lennar	R/V		DTMU	132	0	2	4	2	0	82	20	0.93	0.74
Breckenridge at Sierra West	Lennar	R/V		DTMU	182	0	3	7	0	0	18	14	0.46	0.52
Chantilly at Campus Oaks	Lennar	R/V		DTMU	86	0	4	3	0	0	36	19	0.87	0.70
Covara II at Campus Oaks	Lennar	R/V		DTMU	112	0	4	6	0	0	63	16	0.78	0.59
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMU	257	0	3	11	0	0	31	26	0.65	0.96
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	2	3	0	0	160	10	0.73	0.37
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	311	0	5	11	1	0	27	25	0.54	0.93
Lumiere at Sierra West	Lennar	R/V		DTMU	205	0	4	7	0	0	83	27	0.89	1.00
Meribel at Sierra West	Lennar	R/V		DTMU	167	0	3	8	0	0	78	20	0.81	0.74
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	178	5	3	11	5	0	41	34	0.89	1.26
Nvara at Fiddymont	Lennar	R/V		DTST	105	0	2	5	1	0	91	19	0.87	0.70
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	2	5	4	1	0	89	20	0.84	0.74
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	101	0	5	5	0	0	96	15	0.86	0.56
St. Mritz at Sierra	Lennar	R/V		DTMU	144	0	4	7	0	0	81	24	0.86	0.89
Windham at Sierra West	Lennar	R/V		DTMU	105	0	3	6	1	0	21	16	0.70	0.59

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Placer County (Continued ...)					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
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	4	5	0	0	21	21	1.15	1.15
Meadowlands 60s	Meritage	LL		DTMJ	92	0	4	10	0	0	57	21	0.96	0.78
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	4	18	0	0	28	21	0.79	0.78
Revere at Independence	Richmond American	LL		DTMJ	122	0	5	6	1	0	83	17	1.06	0.63
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	1	6	0	0	1	1	0.78	0.78
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	2	2	0	0	4	4	0.21	0.21
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	4	16	0	0	27	18	0.74	0.67
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	18	8	0	0	110	18	1.00	0.67
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	14	1	0	0	67	11	0.61	0.41
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	21	13	1	0	64	21	1.03	0.78
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	37	13	1	0	4	4	0.16	0.16
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	17	12	0	0	58	21	0.93	0.78
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	21	12	0	0	57	23	0.92	0.85
Fiddym Farm - Magnolia	Taylor Morrison	RV		DTMJ	99	0	6	16	1	0	14	14	1.92	1.92
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	22	10	0	0	64	21	0.58	0.78
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	14	14	1	2	26	26	1.22	1.22
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	14	0	0	45	29	1.09	1.07
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	1	17	0	0	2	2	0.27	0.27
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	12	0	0	76	9	0.51	0.33
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	6	17	0	0	0	0	0.00	0.00
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	10	11	0	0	66	19	0.97	0.70
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	3	17	0	0	1	1	0.24	0.24
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	11	0	0	64	23	0.94	0.85
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	5	5	0	0	116	26	0.93	0.96
TOTALS: No. Reporting: 69	Avg. Sales: 0.20				Traffic to Sales: 32 : 1			405	728	23	9	4007	1261	Net: 14

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

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers TSO	GV		DTST	45	0	TSO	5	0	0	26	6	0.14	0.22
TOTALS: No. Reporting: 1	Avg. Sales: 0.00				Traffic to Sales: N/A			0	5	0	0	26	6	Net: 0

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 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
Iris	Lennar	WL		DTMJ	97	0	3	4	0	0	3	3	0.48	0.48
Lavender	Lennar	WL		DTMJ	78	0	3	4	0	0	1	1	0.88	0.88
The Hideaway	Meritage	WN		DTMJ	148	0	3	8	1	1	8	8	1.87	1.87
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	3	1	0	0	60	26	0.93	0.96
Revival	Tim Lewis	WL		DTST	72	0	3	26	1	0	7	7	0.69	0.69
TOTALS: No. Reporting: 5	Avg. Sales: 0.20				Traffic to Sales: 22 : 1			15	43	2	1	79	45	Net: 1

City Codes: WL = Woodland, WN = Winters

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador 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	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	1	6	0	0	16	7	0.35	0.26	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	1	6	0	0	16	7	Net: 0
City Codes: PLY = Plymouth															
Butte County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Sparrow	DR Horton	CO		DTMU	86	0	2	0	0	0	1	1	0.23	0.23	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	2	0	0	0	1	1	Net: 0
City Codes: CO = Chico															
Shasta County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ro	DR Horton	RD		DTST	50	0	2	9	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	2	9	0	0	0	0	Net: 0
City Codes: RD = Redding															
Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	4	2	0	0	140	30	1.17	1.11	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	4	2	0	0	140	30	Net: 0
City Codes: LO = Live Oak															
Yuba County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	5	22	0	1	87	25	0.70	0.93	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	1	2	1	0	46	1	0.37	0.04	
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	2	9	2	0	74	51	1.60	1.89	
Sumerset at The Orchards	JMC	MS		DTST	96	0	2	3	1	0	94	7	0.84	0.26	
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMU	145	4	4	13	3	0	16	16	1.12	1.12	
Butte Vista at Cobblestone	KB Home	PLK		DTMU	147	0	3	6	1	1	29	29	1.78	1.78	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	3	4	0	1	67	23	0.72	0.85	
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	3	5	12	1	0	65	30	1.10	1.11	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	1	1	0	0	71	18	0.91	0.67	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	7	3	0	1	89	16	0.91	0.59	
TOTALS: No. Reporting: 10			Avg. Sales: 0.50					Traffic to Sales: 8 : 1	33	75	9	4	638	216	Net: 5
City Codes: PLK = Plumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 175						
Sacramento					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 175					745	1608	56	24	10796	3122	Net: 32
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

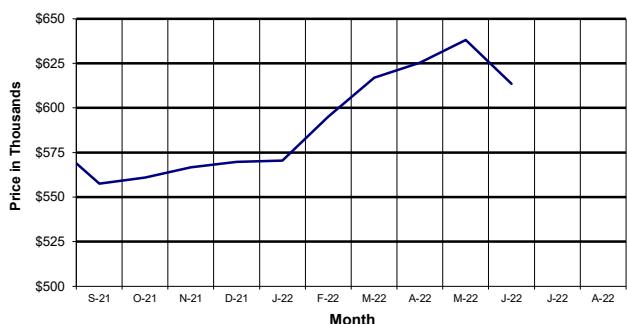
The Ryness Company

Marketing Research Department

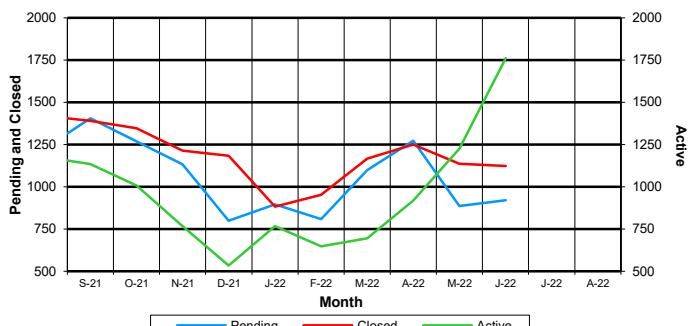
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	767	43	1,132	26	1,214	566,756
Dec-21	535	48	799	30	1,183	569,728
Jan-22	768	40	897	24	882	570,426
Feb-22	648	30	809	19	953	595,141
Mar-22	695	29	1,098	17	1,167	617,037
Apr-22	918	29	1,272	16	1,250	625,390
May-22	1,226	30	886	18	1,137	638,117
Jun-22	1,762	34	920	22	1,124	613,511

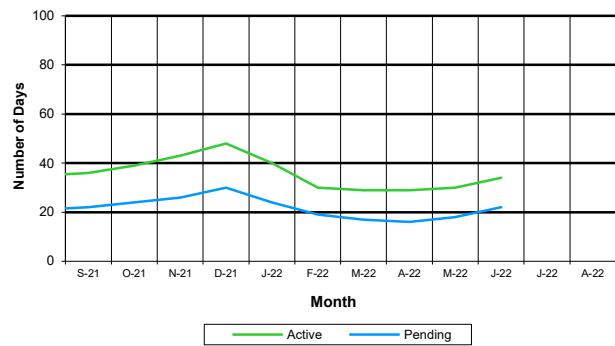
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



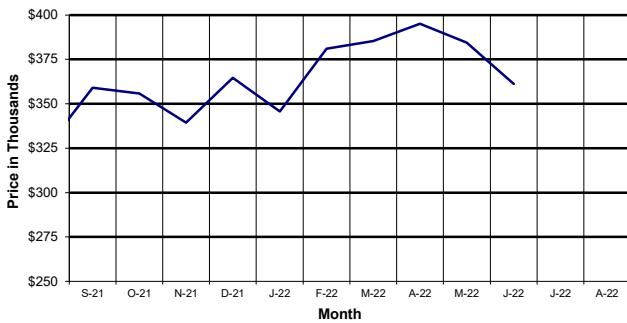
AVERAGE DAYS-ON-MARKET



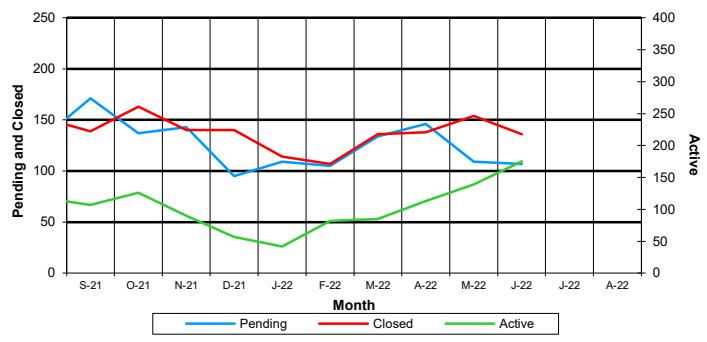
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	90	42	143	20	140	339,384
Dec-21	57	33	95	34	140	364,570
Jan-22	42	40	109	30	114	345,660
Feb-22	82	25	105	20	107	381,093
Mar-22	85	22	134	20	136	385,298
Apr-22	113	26	146	16	138	394,990
May-22	139	25	109	24	154	384,452
Jun-22	175	29	107	17	136	361,194

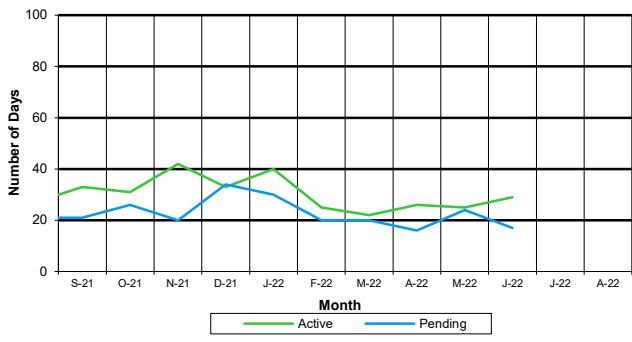
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





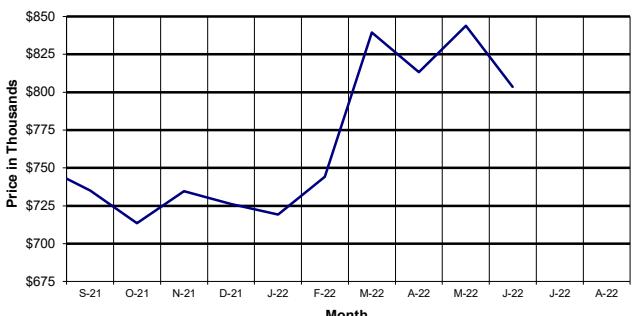
The Ryness Company

Marketing Research Department

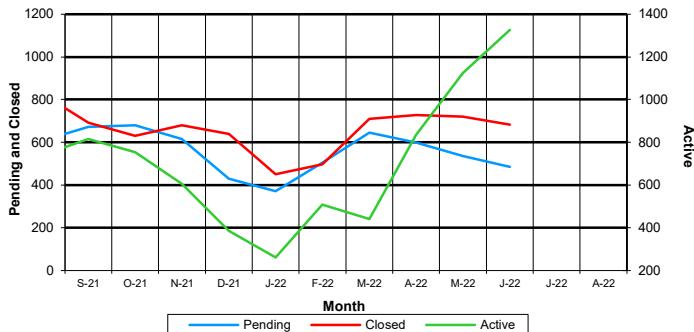
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	605	59	615	29	680	734,692
Dec-21	385	65	429	42	639	726,154
Jan-22	261	43	371	24	450	719,233
Feb-22	508	37	504	25	497	744,259
Mar-22	440	31	645	21	710	839,492
Apr-22	834	33	598	17	728	813,132
May-22	1,124	36	535	19	720	843,754
Jun-22	1,327	41	484	26	683	803,529

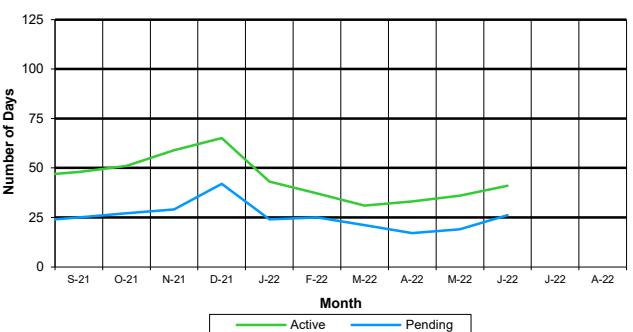
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



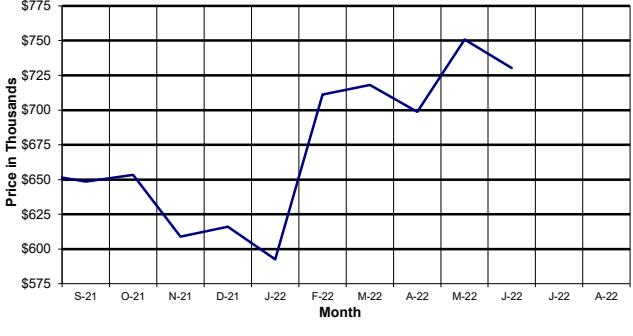
AVERAGE DAYS-ON-MARKET



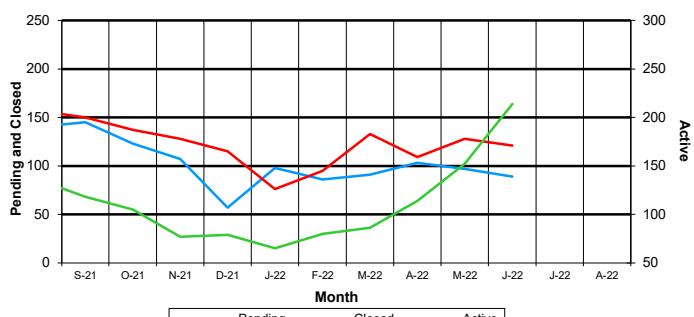
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	77	52	107	38	128	608,995
Dec-21	79	54	57	50	115	616,097
Jan-22	65	51	98	27	76	592,505
Feb-22	80	45	86	34	95	711,203
Mar-22	86	44	91	22	133	718,155
Apr-22	114	38	103	15	109	698,720
May-22	152	34	97	27	128	750,961
Jun-22	214	37	89	22	121	730,190

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

