

THE RYNES REPORT

The Ryness Company Marketing Research Department

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For Week 9, Ending: **March 03, 2019**

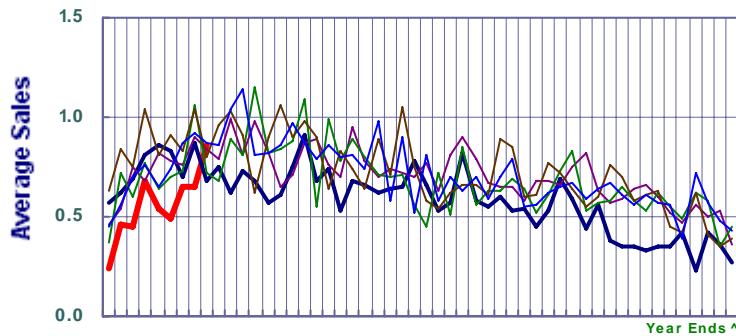
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Central-North Orange	80	2,767	58	5	53	0.66	0.51	30%	0.43	54%	
Coastal-South Orange	36	704	33	2	31	0.86	0.40	117%	0.31	178%	
Los Angeles	51	1,068	39	4	35	0.69	0.48	43%	0.38	81%	
Santa Clarita / Antelope	16	426	23	3	20	1.25	0.53	137%	0.41	208%	
Ventura	9	268	9	0	9	1.00	0.66	53%	0.53	88%	
Santa Barbara-San Luis Obispo	11	250	9	2	7	0.64	0.75	-15%	0.61	5%	
Kern-Tulare-Kings	24	365	45	5	40	1.67	1.01	64%	0.81	106%	
Current Week Totals	Traffic : Sales 27 : 1	227	5,848	216	21	195	0.86	0.56	54%	0.45	91%
Per Project Average			26	0.95	0.09	0.86					
Year Ago - 03/04/2018	Traffic : Sales 33 : 1	171	4,787	144	27	117	0.68	0.70	-3%	0.65	6%
% Change		33%	22%	50%	-22%	67%	26%	-21%		-30%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 9 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	123	53	0.77	0.10	0.67	0.71
■	2015	141	51	0.93	0.13	0.80	0.73
■	2016	178	44	0.76	0.12	0.64	0.68
■	2017	152	38	0.90	0.14	0.76	0.71
■	2018	172	30	0.84	0.10	0.74	0.58
■	2019	227	28	0.65	0.09	0.56	0.56
% Change :		32%	-8%	-23%	-5%	-25%	-4%

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



WEEKLY FINANCIAL NEWS

Financing

Market Commentary

	RATE	APR
CONV	4.43%	4.43%
FHA	3.97%	3.97%
10 Yr Yield	2.75%	



Economic data out the gate this week provided some clarity on how the economy fared through the remainder of 2018. The partial government shutdown, which began in December and lasted well into January, had continued to delay important data releases, clouding analysts' assessments of the economy's performance. Data on Q4-GDP, and housing starts and personal income and spending data now available through December, confirmed our expectation of a slowdown in growth to end 2018. Housing starts tumbled at the end of 2018, dropping 11.2%. That was the third decline in four months, as builder confidence late in the year was sapped by higher mortgage rates. We expect to see a modest rebound in housing starts for January, and further improvements in the following months. Since nearly reaching 5.00% in November, mortgage rates have fallen roughly 60 bps, fueling some improvement in homebuilder sentiment. At the same time, multifamily permits have been running ahead of starts. Housing data this time of year must be interpreted with caution given that low levels of activity in the winter can lead to exaggerated readings after seasonal adjustment. With that caveat in mind, another surprisingly soft print in January would suggest that the housing sector remains in a somewhat perilous position, while a stronger-than-expected rebound would suggest that the Fed's softer stance is already feeding through to the economy. Another blowout report would raise questions about how long the FOMC may remain "patient" before lifting rates further this year. A surprisingly soft number, however, is unlikely to sway the Fed's near-term policy stance. Source: **Wells Fargo Bank. Weekly Economic & Financial Commentary**

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 63			In Area : 63		
					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			
Beverly at Eastwood Village	Brookfield	Ir		DTMU	80	3	7	35	0	0	35	2	0.42	0.22			
Delano at Eastwood Village	Brookfield	Ir		ATMU	129	0	3	46	2	0	126	7	1.18	0.78			
Legado at Portola Springs	Brookfield	Ir		DTMU	190	0	21	42	2	0	139	5	0.88	0.56			
Carissa	California Pacific	Ir		ATMU	96	0	1	24	1	0	25	7	0.83	0.78			
Talise	California Pacific	Ir		DTMU	112	0	6	31	0	0	34	5	0.54	0.56			
C2E Irvine	Intracorp	Ir		ATMU	71	0	3	20	0	0	44	7	0.84	0.78			
Lux	Intracorp	Ir		ATMU	39	0	3	25	0	0	9	9	1.66	1.66			
Barcelona at Los Olivos Village	Irvine Pacific	Ir		DTMU	169	0	1	25	0	0	22	1	0.59	0.11			
Como at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	85	0	2	30	0	0	52	2	0.72	0.22			
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	123	0	3	25	1	0	40	2	0.56	0.22			
Marin at Eastwood Village	Irvine Pacific	Ir		DTMU	325	0	3	34	1	0	288	3	1.81	0.33			
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	135	0	3	22	1	0	43	2	0.60	0.22			
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	95	0	2	28	1	0	31	4	0.43	0.44			
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	149	3	3	20	3	0	67	9	0.93	1.00			
Deco at Cadence Park	K Hovnanian	Ir		SFD	93	0	3	5	1	0	33	2	0.71	0.22			
Elderberry at Portola Springs	KB Home	Ir		DTMU	68	0	1	29	0	0	53	9	0.66	1.00			
Euclid Place	KB Home	An		DTMU	39	0	4	25	0	0	3	3	0.40	0.40			
Prado at Cadence Park	KB Home	Ir		ATT	87	0	4	21	0	0	14	4	0.53	0.44			
Adagio at Cadence park	Lennar	Ir		DTMU	53	0	2	98	0	0	43	2	0.87	0.22			
Aldea at Travata	Lennar	Ir		AASF	105	3	3	24	2	0	15	5	0.32	0.56			
Aurora at Altair Irvine	Lennar	Ir		DTMU	82	0	2	64	0	0	57	6	0.68	0.67			
Cantata at Cadence Park	Lennar	Ir		DTMU	67	3	4	98	1	0	32	10	0.65	1.11			
Capella at Cadence Park	Lennar	Ir		DTMU	62	3	3	98	2	0	18	7	0.36	0.78			
Castillo at Travata	Lennar	Ir		DTMU	77	0	4	18	0	0	53	5	0.84	0.56			
Celestial at Altair Irvine	Lennar	Ir		DTMU	86	0	3	20	0	0	43	6	0.51	0.67			
Chorus at Cadence Park	Lennar	Ir		ATMU	56	3	4	28	2	0	42	6	1.07	0.67			
Crescendo at Cadence Park	Lennar	Ir		DTMU	63	0	3	98	0	0	9	2	0.18	0.22			
Eclipse at Altair Irvine	Lennar	Ir		DTMU	79	0	3	20	0	0	55	2	0.65	0.22			
Encore at Cadence Park	Lennar	Ir		DTMU	106	0	3	98	0	0	27	3	0.55	0.33			
Hudson at Central Park West	Lennar	Ir		ATMU	176	3	4	25	0	0	110	5	1.88	0.56			
Lumiere	Lennar	Ir		DTMU	79	0	3	38	0	1	36	1	0.51	0.11			
Marcato at Cadence Park	Lennar	Ir		DTMU	48	0	3	98	0	0	31	0	0.63	0.00			
Obsidian at Parasol Park	Lennar	Ir		ATMU	77	2	3	1	3	0	72	1	0.62	0.11			
Palencia at Travata	Lennar	Ir		DTMU	61	3	4	29	3	0	27	3	0.40	0.33			
Rockefeller Central Park West	Lennar	Ir		ATMU	22	0	2	25	0	0	14	0	0.14	0.00			
Serenade at Cadence Park	Lennar	Ir		DTMU	46	0	2	98	2	0	25	2	0.51	0.22			
Solstice at Altair Irvine	Lennar	Ir		DTMU	65	0	3	64	0	0	47	0	0.56	0.00			
Starlight at Altair Irvine	Lennar	Ir		DTMU	91	0	4	35	0	0	41	2	0.49	0.22			
Tribeca at Central Park West	Lennar	Ir		ATMU	120	0	4	25	0	0	66	1	0.71	0.11			
Windchime at Parasol Park	Lennar	Ir		ATMU	118	0	3	0	0	0	112	0	1.14	0.00			
Tapestry Walk	Olson	An		ATMU	120	0	8	17	0	3	111	3	1.24	0.33			
Greenleaf	Pinnacle	GG		ATT	17	0	2	22	0	0	7	1	0.22	0.11			
Duet at Cadence Park	Pulte	Ir		SFD	96	0	4	20	0	0	26	0	0.91	0.00			
Avila at Eastwood Village	Richmond American	Ir		DTMU	83	0	2	21	2	0	62	4	0.77	0.44			
Caballetta at Cadence Park	Richmond American	Ir		ATT	70	0	11	25	0	0	11	4	0.27	0.44			
Juniper at Portola Springs	Richmond American	Ir		DTMU	109	0	11	28	0	0	56	5	0.55	0.56			
Artisan at South Coast	Shea	SA		DTMU	42	0	4	34	0	0	10	3	0.28	0.33			
Padova at Orchid Hills	Shea	Ir		DTMU	70	0	2	84	1	0	65	1	0.66	0.11			
Avery at The Grove	Taylor Morrison	SA		DTMU	22	0	6	18	1	0	1	1	0.07	0.11			

(Central Orange) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 63			In Area : 63			
Central Orange Continued ...					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				
Muse at Cadence Park	Taylor Morrison	Ir		ATMU	70	0	19	22	1	0	26	5	0.66	0.56				
Vintage at Old town	Taylor Morrison	Ts		ATMU	140	0	2	22	1	0	7	2	0.52	0.22				
Lucca at Orchard Hills	The New Home Co	Ir		DTMU	40	0	1	1	0	0	39	1	0.44	0.11				
Marywood Hills	The New Home Co	Or		DTMU	40	0	5	27	0	0	7	4	0.15	0.44				
Morro at Eastwood Village	The New Home Co	Ir		DTMU	81	0	7	20	1	0	33	1	0.41	0.11				
Lyric at Cadence Park	TRI Pointe	Ir		DTMU	70	0	10	19	0	0	20	4	0.40	0.44				
StrataPointe	TRI Pointe	BP		ATMU	149	0	9	6	0	0	140	3	1.38	0.33				
Varenna	TRI Pointe	Ir		DTMU	135	0	18	32	0	0	81	1	0.59	0.11				
Lewis + Mason	Trumark	An		ATT	153	0	14	25	2	1	40	4	1.71	0.44				
Magnolia Park I and II	Van Daele	An		SFD	53	0	15	47	0	0	36	7	0.91	0.78				
Calistoga at Eastwood	William Lyon	Ir		DTMU	60	0	3	4	0	0	57	0	0.40	0.00				
Calistoga II at Eastwood	William Lyon	Ir		DTMU	24	0	S/O	4	1	0	24	3	0.41	0.33				
Echo at Novel Park	William Lyon	Ir		DTMU	64	0		2	0	0	0	0	0.00	0.00				
Flora Park	William Lyon	Cy		AASF	244	3	2	52	4	0	147	22	3.17	2.44				
TOTALS: No. Reporting:	63	Avg. Sales:	0.59					Traffic to Sales:	51 : 1		297	2141	42	5	3039	231	Net:	37

City Codes: An = Anaheim, BP = Buena Park, Cy = Cypress, GG = Garden Grove, Ir = Irvine, Or = Orange, SA = Santa Ana, Ts = Tustin

North Orange					Projects							Participating : 9			In Area : 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				
Newbury	Brandywine	YL		DTMU	15	0	2	10	0	0	13	2	0.23	0.22				
Magnolia at Loma Vista	Lennar	YL		ATMU	62	3	2	108	4	0	22	22	2.61	2.61				
Portarosa	Lennar	Br		ATMU	103	2	3	22	3	0	97	6	1.12	0.67				
Primrose at Loma Vista	Lennar	YL		ATMU	94	3	4	108	1	0	29	29	3.44	3.44				
Jasmine at Loma Vista	Melia	YL		ATMU	36	0	5	72	0	0	13	13	1.82	1.82				
Portola Walk	Olson	LH		ATT	50	0	3	23	1	0	16	7	0.75	0.78				
Skylark	Shea	LH		ATMU	32	0	2	12	0	0	4	1	0.12	0.11				
Wedgewood	Shea	YL		DTMU	22	0	4	70	0	0	3	3	0.15	0.33				
Agave at La Floresta	The New Home Co	Br		AAAT	80	0	8	10	0	0	31	3	0.43	0.33				
TOTALS: No. Reporting:	9	Avg. Sales:	1.00					Traffic to Sales:	48 : 1		33	435	9	0	228	86	Net:	9

City Codes: Br = Brea, LH = La Habra, YL = Yorba Linda

North Coastal Orange					Projects							Participating : 8			In Area : 8			
					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				
Aura	DeNova	CM		DTMU	33	0	3	0	0	0	30	4	0.36	0.44				
Elara	DeNova	CM		DTMU	56	0	7	38	0	0	26	5	0.55	0.56				
Place, The	Intracorp	CM		DTMU	42	0	5	20	1	0	24	10	0.48	1.11				
Lido Villas	Landsea	NB		ATMU	23	0	6	6	0	0	0	0	0.00	0.00				
Ebb Tide	MBK	NB		DTMU	81	0	3	11	1	0	78	3	0.86	0.33				
17 West Live/Work	Meritage	CM		ATMU	89	0	6	13	1	0	47	5	0.56	0.56				
17 West Lofts	Meritage	CM		ATMU	46	0	12	6	1	0	31	6	0.37	0.67				
Parkside Estates	Shea	HB		DTMU	111	6	5	97	3	0	28	12	0.84	1.33				
TOTALS: No. Reporting:	8	Avg. Sales:	0.88					Traffic to Sales:	27 : 1		47	191	7	0	264	45	Net:	7

City Codes: CM = Costa Mesa, HB = Huntington Beach, NB = Newport Beach

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 6			In Area : 6		
South Coastal Orange					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			
					127	0	5	10	0	0	122	-1	0.65	-0.11			
Aqua Sea Summit	Taylor Morrison	SCI		DTMU	81	0	5	12	0	0	62	2	0.36	0.22			
Azure Sea Summit	Taylor Morrison	SCI		DTMU	24	0	1	2	0	0	19	1	0.14	0.11			
Indigo Sea Summit	Taylor Morrison	SCI		DTMU	77	0	1	10	0	0	68	2	0.39	0.22			
Sapphire Sea Summit	Taylor Morrison	SCI		DTMU	37	0	8	2	0	0	19	1	0.09	0.11			
Grand Monarch	William Lyon	DA		ATMU	168	0	4	36	0	0	53	4	0.84	0.44			
South Cove	Zephyr	DA		ATMU	TOTALS: No. Reporting: 6 Avg. Sales: 0.00 Traffic to Sales: 0 : 1					24	72	0	0	343	9	Net: 0	

City Codes: DA = Dana Point, SCI = San Clemente

South Inland Orange					Projects							Participating : 30			In Area : 30		
					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			
Oaks, The	Baldwin and Sons	Lfo		DTMU	304	0	44	75	0	1	60	-1	0.31	-0.11			
Christopher Homes at Ladera Ranch	Christopher	LR		DTMU	36	0	1	13	1	0	35	0	0.41	0.00			
Highmark at Ironridge	KB Home	Lfo		DTMU	83	4	4	25	1	0	33	5	0.52	0.56			
Brookhaven	Landsea	Lfo		DTMU	80	0	8	27	2	0	27	4	0.40	0.44			
Copperleaf/Silveroak at IronRidge	Landsea	Lfo		ATMU	251	0	4	59	3	0	16	6	1.40	0.67			
Sagebluff	Landsea	Lfo		DTMU	65	0	9	28	3	0	44	5	0.59	0.56			
Windstone	Landsea	Lfo		DTMU	85	0	13	22	2	0	31	4	0.42	0.44			
Avant at Esencia	Lennar	RMV		SFD	105	0	2	28	2	1	44	12	0.63	1.33			
Avocet at Esencia	Lennar	RMV		DTMU	95	0	2	3	1	0	87	1	0.48	0.11			
Citron at Esencia	Lennar	RMV		DTMU	120	0	S/O	8	2	0	120	5	0.72	0.56			
Heirloom at Esencia	Lennar	RMV		DTMU	86	0	S/O	4	0	0	86	3	0.44	0.33			
Iris at Esencia	Lennar	RMV		DTMU	94	0	2	16	2	0	72	7	0.60	0.78			
Vivaz at Esencia	Lennar	RMV		DTMU	79	0	3	27	1	0	50	8	0.74	0.89			
Veranda	MBK	RMV		ATMU	86	0	13	27	0	0	73	2	0.58	0.22			
Modena at Esencia	Meritage	RMV		ATT	118	0	2	15	0	0	43	5	0.53	0.56			
Alondra	Shea	RMV		DTMU	121	0	2	27	0	0	108	6	0.58	0.67			
Bristol at Baker Ranch	Shea	Lfo		DTMU	85	3	5	33	2	0	59	5	1.01	0.56			
Cortesa	Shea	RMV		DTMU	135	0	3	22	0	0	102	3	0.55	0.33			
Rowe	Shea	Lfo		ATMU	228	0	3	32	0	0	225	7	1.19	0.78			
Cove at Pacifica San Juan	Taylor Morrison	SJC		ATMU	70	3	3	14	3	0	46	6	0.79	0.67			
Azure at Esencia	The New Home Co	RMV		ATMU	80	0	4	31	3	0	69	5	1.01	0.56			
Cobalt at Esencia	The New Home Co	RMV		ATMU	72	0	3	31	1	0	25	4	0.37	0.44			
Sky Ranch at Covenant Hills	The New Home Co	LR		DTMU	28	3	3	21	1	0	18	4	0.57	0.44			
Topaz at Esencia	The New Home Co	RMV		DTMU	56	0	5	21	1	0	12	3	0.25	0.33			
Aria at Esencia	TRI Pointe	RMV		DTMU	151	0	2	3	0	0	149	2	0.83	0.22			
Viridian	TRI Pointe	RMV		DTMU	72	0	9	5	1	0	32	3	0.75	0.33			
Artisan	William Lyon	LR		DTMU	14	0	3	0	0	0	10	0	0.05	0.00			
Artisan II	William Lyon	LR		DTMU	15	0		0	0	0	0	0	0.00	0.00			
Briosa	William Lyon	RMV		DTMU	50	0	1	1	0	0	42	2	0.33	0.22			
Reverie at Esencia	William Lyon	RMV		DTMU	118	3	4	14	1	0	41	5	0.74	0.56			
TOTALS: No. Reporting: 30 Avg. Sales: 1.03 Traffic to Sales: 19 : 1					157	632	33	2	1759	121	Net: 31						

City Codes: Lfo = Lake Forest, LR = Ladera Ranch, RMV = Rancho Mission Viejo, SJC = San Juan Capistrano

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Development Name	Developer	City Code	Notes	Type									
San Gabriel Valley					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	Av.Sls /Week
Palmera	Brandywine	BP		ATMU	23	0	1	45	2	0	6	6	1.75
Pacific Villas	Williams	BP		SFD	47	0	6	20	1	0	36	3	0.83
TOTALS: No. Reporting:	2	Avg. Sales: 1.50	Traffic to Sales: 22 : 1		7			65	3	0	42	9	Net: 3

City Codes: BP = Baldwin Park

Northeast Los Angeles					Projects			Participating : 4			In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
E.R.B.	Warmington	LA		DTMU	45	0	2	24	1	0	34	3	0.50
Coolidge Place	Watt	LA		SFD	30	0		3	0	0	0	0	0.00
Bridewell	Williams	HP		DTMU	9	0	5	14	0	0	4	0	0.10
Echo Two Four	Williams	HP		ATMU	24	0	8	12	1	1	16	7	0.32
TOTALS: No. Reporting:	4	Avg. Sales: 0.25	Traffic to Sales: 27 : 1		15			53	2	1	54	10	Net: 1

City Codes: HP = Highland Park, LA = Los Angeles

West Los Angeles					Projects			Participating : 4			In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Collection at Playa Vista	Brookfield	PVst		ATMU	66	0	20	30	0	0	37	3	0.41
Jewel at Playa Vista	Brookfield	PVst		DTMU	14	0	1	6	0	0	13	1	0.12
Ashton on Lanark	Meritage	Wa		SFD	7	2	1	2	1	0	1	1	0.05
Seabluff	The New Home Co	PVst		ATT	75	0	10	36	0	0	36	2	0.67
TOTALS: No. Reporting:	4	Avg. Sales: 0.25	Traffic to Sales: 74 : 1		32			74	1	0	87	7	Net: 1

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles					Projects			Participating : 9			In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Pacific Landing	DR Horton	EIS		DTMU	24	0	2	2	0	0	14	8	0.41
Waypointe	DR Horton	EIS		ATT	34	0	2	6	3	0	10	6	0.43
Crescent Square	Far West Industries	SH		DTMU	25	0	3	15	0	0	22	0	0.25
Edgemont	KB Home	Com		SFD	62	0	2	30	2	1	19	4	0.89
Vista Pointe	KB Home	LA		DTMU	56	0	2	34	2	0	25	18	2.46
Magnolia Walk	Olson	WBK		SFD	94	0	2	40	1	0	70	15	1.82
Pacific Bougainvillea	Pacific	Tor		SFD	63	0	4	35	0	0	19	1	0.26
Dorado	Pulte	LB		DTMU	40	3	3	20	2	0	12	6	0.78
Asher Pointe	Watt	GRD		DTMU	21	0	3	20	0	0	11	2	0.23
TOTALS: No. Reporting:	9	Avg. Sales: 1.00	Traffic to Sales: 20 : 1		23			202	10	1	202	60	Net: 9

City Codes: Com = Compton, EIS = El Segundo, GRD = Gardena, LA = Los Angeles, LB = Long Beach, SH = Signal Hill, Tor = Torrance, WBK = Willowbrook

San Fernando Valley					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	Av.Sls /Week
Bristol at Northpointe	DR Horton	WH		DTMU	47	0	1	3	2	0	46	6	0.73
Hampton at Northpointe	DR Horton	WH		DTMU	32	0	2	8	0	0	24	3	0.58
Monroe at Hazeltine	Etco Homes	VN		DTMU	24	0	2	2	0	0	7	1	0.15
Brighton	KB Home	VN		SFD	58	3	4	24	3	0	29	9	0.93
Sagecrest	KB Home	LVT		DTMU	65	0	3	N/A	0	0	9	9	0.64
Sterling at West Hills	Pulte	WH		DTMU	143	0	3	38	0	0	54	4	0.43
Vesper Village	Richmond American	PC		DTMU	25	0	3	14	1	0	3	3	0.16

(San Fernando Valley) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 14			In Area : 14		
San Fernando Valley Continued ...					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			
District at Northridge	Shea	Nor		ATMU	153	0	3	41	0	0	135	9	0.93	1.00			
Avanti	The New Home Co	CS		ATMU	72	0	3	15	3	0	69	4	0.43	0.44			
Glen, The	Warmington	VG		ATMU	63	0	2	18	0	0	51	2	0.67	0.22			
Entrada at Sylmar	Watt	Syl		SFD	20	0	1	10	0	0	2	0	0.04	0.00			
New Heights	Watt	WH		DTMU	43	0	1	12	1	0	2	2	0.27	0.27			
Palmina	Williams	Syl		SFD	12	0	5	16	1	1	7	1	0.18	0.11			
Tovara West	Williams	Syl		ATMU	125	0	17	33	1	0	39	12	1.13	1.33			
TOTALS: No. Reporting:	13	Avg. Sales: 0.85	Traffic to Sales: 20 : 1		50	234	12	1	477	65	Net: 11						

City Codes: CS = Calabasas, LVT = Lake View Terrace, Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

East San Gabriel					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	Av.Sls /Week	Av.Sls /YTD			
Bradbury	Brandywine	LAP		SFD	45	0	2	44	1	0	24	8	0.62	0.89			
Citrus + Palm at Rosedale	Brookfield	Az		ATMU	112	0	1	48	1	0	111	6	1.93	0.67			
Barcelona	Crestwood	Po		SFD	36	0	4	7	0	0	25	4	0.54	0.44			
Motif at Glendora Place	DR Horton	GLD		ATMU	106	0	S/O	4	1	1	106	7	1.07	0.78			
Avendale at Phillips Ranch	Lennar	Po		DTMU	56	0	2	30	1	0	22	1	0.45	0.11			
Crossings at Phillips Ranch	Lennar	Po		DTMU	68	0	4	30	0	0	23	3	0.47	0.33			
South Pointe	Lennar	DB		DTMU	99	3	4	37	3	0	83	6	0.83	0.67			
Citrus Promenade	Meritage	COV		ATMU	117	0	4	19	0	0	20	12	0.93	1.33			
Manzanita Walk	Olson	HAH		ATT	21	0	10	30	0	0	8	3	0.39	0.33			
Grove, The	Richmond American	Po		SFD	123	0	2	10	0	0	118	3	1.13	0.33			
Moreton Place	Watt	GLD		DTST	40	0	2	60	1	0	5	1	0.14	0.11			
La Colina Estates	William Lyon	GLD		DTMU	121	0	4	7	0	0	42	2	0.21	0.22			
Meadow Park	William Lyon	CL		ATMU	95	0	3	4	0	0	36	1	0.33	0.11			
Senna	Williams	Az		ATT	70	0	1	3	0	0	69	1	0.64	0.11			
TOTALS: No. Reporting:	14	Avg. Sales: 0.50	Traffic to Sales: 42 : 1		43	333	8	1	692	58	Net: 7						

City Codes: Az = Azusa, CL = Claremont, COV = Covina, DB = Diamond Bar, GLD = Glendora, HAH = Hacienda Heights, LAP = La Puente, Po = Pomona

West San Gabriel					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	Av.Sls /Week	Av.Sls /YTD			
Arbor Walk	Olson	Arc		ATMU	15	0	11	23	0	0	2	2	0.19	0.22			
Union Walk	Olson	ELM		ATMU	62	0	2	21	0	0	60	4	0.80	0.44			
VuePointe	TRI Pointe	ELM		ATMU	102	0	4	17	1	0	98	2	1.17	0.22			
TOTALS: No. Reporting:	3	Avg. Sales: 0.33	Traffic to Sales: 61 : 1		17	61	1	0	160	8	Net: 1						

City Codes: Arc = Arcadia, ELM = El Monte

Southeast Los Angeles					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	Av.Sls /Week	Av.Sls /YTD			
Corte Bella	Ventana	BLF		ATMU	30	0	5	23	2	0	12	2	0.22	0.22			
Garden House	Ventana	BLF		ATMU	24	0	2	23	0	0	15	2	0.27	0.22			
TOTALS: No. Reporting:	2	Avg. Sales: 1.00	Traffic to Sales: 23 : 1		7	46	2	0	27	4	Net: 2						

City Codes: BLF = Bellflower

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 13			In Area : 13		
					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			
Highglen at Five Knolls	Brookfield	SC		DTMU	60	0	S/O	1	2	0	60	2	0.33	0.22			
Eagle Crest	Frontier	La		DTMU	43	0	7	11	1	0	27	2	0.45	0.22			
Galloway at Five Knolls	Lennar	SC		AASF	140	0	2	21	0	0	20	2	0.44	0.22			
Arista of Aliento	Pardee	SC		DTMU	112	4	11	38	1	0	76	6	0.71	0.67			
Cresta at Aliento	Pardee	SC		DTMU	67	0	17	46	0	0	24	2	0.49	0.22			
Lyra at Skyline Ranch	Pardee	SC		DTMU	84	0	9	56	0	0	11	1	0.63	0.11			
Sola at Skyline Ranch	Pardee	SC		DTMU	73	7	8	77	7	2	27	11	1.55	1.22			
Verano	Pardee	SC		AASF	95	0	11	15	2	0	47	4	0.52	0.44			
Celestia at Skyline	TRI Pointe	SC		DTMU	72	11	16	31	0	0	15	4	0.86	0.44			
Lucera at Aliento	TRI Pointe	SC		DTMU	67	0	1	0	0	0	66	3	0.61	0.33			
Mystral at Skyline	TRI Pointe	SC		DTMU	78	0	15	19	2	0	15	8	0.86	0.89			
Paloma at West Creek	TRI Pointe	SC		ATMU	155	0	13	30	2	0	73	12	1.34	1.33			
Tierno at Aliento	TRI Pointe	SC		DTMU	121	0	13	28	2	0	69	5	0.64	0.56			
TOTALS: No. Reporting:	13	Avg. Sales:	1.31														
TOTALS: No. Reporting:	13	Avg. Sales:	1.31														

City Codes: La = Lancaster, SC = Santa Clarita

Antelope Valley	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	Av.Sls /Week	Av.Sls /YTD			
Sunset Landing	Beazer	La	SFD	143	1	11	14	2	0	65	5	0.62	0.56
Dorado Skies II	KB Home	La	SFD	79	0	2	24	2	1	57	10	1.09	1.11
Pacific Magnolia	Pacific	Plmd	SFD	40	0	3	15	0	0	12	1	0.35	0.11
TOTALS: No. Reporting:	3	Avg. Sales:	1.00										
TOTALS: No. Reporting:	3	Avg. Sales:	1.00										

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura	Projects							Participating : 4			In Area : 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			
Pinnacle at Wood Ranch	Century	SV	ATMU	37	0	3	22	1	0	21	5	0.46	0.56
Belwood Place	DR Horton	SV	DTMU	48	0	3	12	1	0	9	9	1.40	1.40
Arroyo Vista at the Woodlands	KB Home	SV	DTMU	108	0	3	12	1	0	71	6	0.42	0.67
Westerly	Landsea	SV	ATMU	211	0	16	76	2	0	50	7	1.24	0.78
TOTALS: No. Reporting:	4	Avg. Sales:	1.25										
TOTALS: No. Reporting:	4	Avg. Sales:	1.25										

City Codes: SV = Simi Valley

West Ventura	Projects							Participating : 6			In Area : 8		
	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			
Mariposa at Springville	KB Home	Cm	ATMU	130	0	1	N/A	0	0	69	10	1.03	1.11
Barcelo at Solana Heights	Lennar	Ve	DTMU	59	0	3	6	1	0	56	8	0.62	0.89
Anacapa at The Farm	Williams	Ve	ATT	32	0	3	35	1	0	29	2	0.35	0.22
Olivas at The Farm	Williams	Ve	SFD	70	0	18	35	1	0	49	4	0.59	0.44
Sespe at The Farm	Williams	Ve	SFD	25	0	2	35	0	0	23	3	0.28	0.33
Topa Topa at The Farm	Williams	Ve	SFD	36	0	S/O	35	1	0	36	3	0.43	0.33
TOTALS: No. Reporting:	5	Avg. Sales:	0.80										
TOTALS: No. Reporting:	5	Avg. Sales:	0.80										

City Codes: Cm = Camarillo, Ve = Ventura

Continued ...

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Development Name	Developer	City Code	Notes	Type									
San Luis Obispo					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	Av.Sls /Week
Arroyos at Righetti Ranch	Williams	SLO		DTMU	52	0	11	78	0	0	18	10	0.68
Paseos at Righetti Ranch	Williams	SLO		DTMU	33	0	17	78	1	0	8	4	0.30
TOTALS: No. Reporting:	2	Avg. Sales: 0.50	Traffic to Sales: 156 : 1			28	156	1	0	26	14	Net: 1	

City Codes: SLO = San Luis Obispo

Santa Barbara					Projects			Participating : 9			In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Winslowe	City Ventures	Ga		ATMU	175	4	3	20	2	0	52	17	1.13
Los Carneros	Comstock Homes	Ga		DTMU	233	0	4	21	2	2	226	9	1.42
Amarena at Tree Farm	Lennar	Ga		DTMU	15	2	2	2	1	0	9	4	0.21
Limone at Tree Farm	Lennar	Ga		DTMU	18	0	2	5	0	0	11	1	0.25
Mela at Tree Farm	Lennar	Ga		ATMU	30	2	3	12	1	0	18	2	0.21
Oliva at Tree Farm	Lennar	Ga		ATT	24	0	1	1	0	0	23	3	0.46
Pera at Tree Farm	Lennar	Ga		DTMU	43	0	10	7	0	0	23	4	0.26
Shea Homes at Rice Ranch	Shea	Orct		ATMU	114	0	1	5	1	0	45	6	0.46
Gardens	Williams	SMRA		DTMU	126	0	10	21	1	0	102	10	1.06
TOTALS: No. Reporting:	9	Avg. Sales: 0.67	Traffic to Sales: 12 : 1			36	94	8	2	509	56	Net: 6	

City Codes: Ga = Santa Barbara, Ga = Goleta, Orct = Orcutt, SMRA = Santa Maria

Desert					Projects			Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Asher Ranch II	Frontier	RD		SFD	73	0	4	11	0	0	43	6	0.73
TOTALS: No. Reporting:	1	Avg. Sales: 0.00	Traffic to Sales: 0 : 1			4	11	0	0	43	6	Net: 0	

City Codes: RD = Rosamond

Kern					Projects			Participating : 10			In Area : 10		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Sera Vista	DR Horton	BAK		SFD	79	6	6	28	6	1	67	20	1.33
Aspire at Union Village	K Hovnanian	BAK		SFD	153	3	3	19	2	0	51	15	1.29
Westwind	Legacy	BAK		DTMU	159	0	3	31	0	0	91	3	0.37
California at Ashe Meadows	Lennar	BAK		SFD	46	3	2	7	4	0	19	13	0.75
Chateau at Ashe Meadows	Lennar	BAK		SFD	40	3	3	7	2	0	21	13	1.03
Gossamer Grove Savannah	Lennar	SHA		SFD	78	3	3	15	3	1	60	18	1.29
Gossamer Grove Skye	Lennar	SHA		SFD	100	0	3	15	1	0	73	8	1.19
Gossamer Grove Tract 6773	Lennar	BAK		SFD	76	3	2	14	3	0	70	7	0.71
Skye at Ashe Meadows	Lennar	BAK		SFD	157	3	3	9	3	1	18	7	0.68
Northampton	Woodside	BAK		SFD	150	3	2	32	3	0	113	10	0.64
TOTALS: No. Reporting:	10	Avg. Sales: 2.40	Traffic to Sales: 7 : 1			30	177	27	3	583	114	Net: 24	

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings					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	Av.Sls /Week
Arbor Trail	DR Horton	Vi		SFD	77	0	2	14	0	0	31	5	0.29
Laurel Heights	DR Horton	Vi		DTMU	54	0	3	N/A	0	0	6	5	0.48
Montecito	DR Horton	TU		SFD	189	0	2	21	1	0	51	8	0.63
Orchard Walk	DR Horton	Vi		DTMU	52	3	3	11	2	0	21	15	1.56
Quail Creek	DR Horton	TU		SFD	77	0	2	7	0	0	67	3	0.71

(Tulare/Kings) Continued ...

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 14			In Area : 14		
Tulare/Kings Continued ...					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			
River Run	DR Horton	Vi		SFD	55	0	2	26	2	0	28	13	0.94	1.44			
Wood Ranch	DR Horton	Vi		SFD	80	0	S/O	14	1	0	80	6	0.75	0.67			
Cambridge at Legacy	Lennar	Hf		DTMU	79	0	4	10	0	0	73	0	0.58	0.00			
Cambridge at Silver Oaks	Lennar	Vi		DTMU	85	0	1	4	0	0	80	0	0.54	0.00			
Cambridge at Silver Oaks II	Lennar	Vi		DTMU	90	0	2	4	2	0	88	11	1.23	1.22			
Chateau at The Vistas VI	Lennar	Vi		DTMU	94	0	2	12	3	2	65	14	1.17	1.56			
Legacy 2 Cambridge	Lennar	Hf		SFD	62	3	4	10	2	0	45	7	0.84	0.78			
Windmills Cambridge Collection	Lennar	TU		SFD	42	3	3	13	4	0	33	11	0.78	1.22			
Ridge Creek	Woodside	DI		SFD	170	4	4	31	1	0	32	5	0.61	0.56			
TOTALS: No. Reporting:	13	Avg. Sales: 1.23			Traffic to Sales: 10 : 1	34		177	18	2	700	103	Net: 16				

City Codes: DI = Dinuba, Hf = Hanford, TU = Tulare, Vi = Visalia

LA-Orange-North	Projects							Participating : 230			In Area : 234		
		Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales					
GRAND TOTALS: No. Reporting:	227	Avg. Sales: 0.86		Traffic to Sales: 27 : 1	1,075	5848	216	21	10,312	1,141	Net: 195		

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

THE RYNES REPORT

The Ryness Company Marketing Research Department

For Week 9, Ending: **March 03, 2019**

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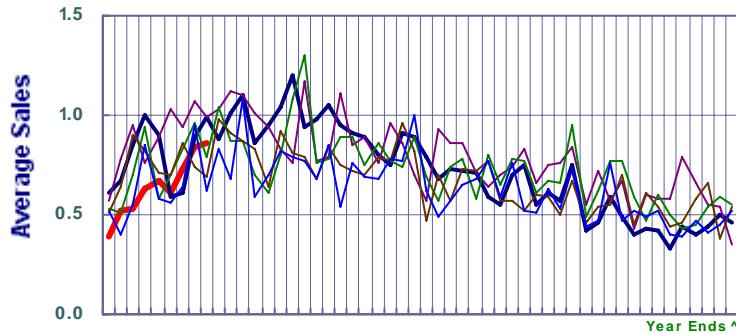
Inland Empire

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.		
							Avg. Avg.	Diff.	Avg.	Diff.	
Central-North Central Riverside	34	1,424	47	9	38	1.12	0.71	58%	0.64	74%	
Desert Riverside	5	111	4	1	3	0.60	0.80	-25%	0.70	-15%	
Murrieta - Temecula	24	596	15	3	12	0.50	0.47	6%	0.43	17%	
Northwest Riverside	34	1,513	46	4	42	1.24	0.62	100%	0.50	147%	
South Riverside	46	1,032	35	6	29	0.63	0.65	-3%	0.56	13%	
Central-East San Bernardino	17	483	15	2	13	0.76	0.52	47%	0.42	82%	
Desert San Bernardino	7	103	7	0	7	1.00	0.75	33%	0.67	49%	
NW-SW San Bernardino	44	1,374	40	2	38	0.86	0.72	20%	0.61	42%	
Current Week Totals	Traffic : Sales 32 : 1	211	6,636	209	27	182	0.86	0.65	34%	0.55	56%
Per Project Average			31	0.99	0.13	0.86					
Year Ago - 03/04/2018	Traffic : Sales 27 : 1	117	3,579	134	18	116	0.99	0.74	33%	0.69	43%
% Change		80%	85%	56%	50%	57%	-13%	-13%			-20%

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 9 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	67	35	0.84	0.23	0.61	0.63
■	2015	93	34	0.86	0.15	0.71	0.67
■	2016	151	32	0.83	0.14	0.68	0.72
■	2017	117	35	1.10	0.17	0.93	0.79
■	2018	129	36	0.96	0.17	0.79	0.69
■	2019	206	31	0.80	0.15	0.65	0.65
% Change :		60%	-14%	-17%	-14%	-18%	-7%

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



WEEKLY FINANCIAL NEWS

Financing

Market Commentary

	RATE	APR
CONV	4.43%	4.43%
FHA	3.97%	3.97%
10 Yr Yield	2.75%	



Economic data out the gate this week provided some clarity on how the economy fared through the remainder of 2018. The partial government shutdown, which began in December and lasted well into January, had continued to delay important data releases, clouding analysts' assessments of the economy's performance. Data on Q4-GDP, and housing starts and personal income and spending data now available through December, confirmed our expectation of a slowdown in growth to end 2018. Housing starts tumbled at the end of 2018, dropping 11.2%. That was the third decline in four months, as builder confidence late in the year was sapped by higher mortgage rates. We expect to see a modest rebound in housing starts for January, and further improvements in the following months. Since nearly reaching 5.00% in November, mortgage rates have fallen roughly 60 bps, fueling some improvement in homebuilder sentiment. At the same time, multifamily permits have been running ahead of starts. Housing data this time of year must be interpreted with caution given that low levels of activity in the winter can lead to exaggerated readings after seasonal adjustment. With that caveat in mind, another surprisingly soft print in January would suggest that the housing sector remains in a somewhat perilous position, while a stronger-than-expected rebound would suggest that the Fed's softer stance is already feeding through to the economy. Another blowout report would raise questions about how long the FOMC may remain "patient" before lifting rates further this year. A surprisingly soft number, however, is unlikely to sway the Fed's near-term policy stance. Source: **Wells Fargo Bank. Weekly Economic & Financial Commentary**

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Inland Empire

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 7			In Area : 7		
Central Riverside					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			
					145	0	11	41	1	0	8	-2	0.49	-0.22			
Stonecreek at Green Valley Ranch	KB Home	Prs		DTMU	200	0	23	35	1	0	147	2	1.02	0.22			
Stonecrest at The Cove	KB Home	SJ		SFD	87	3	2	30	4	0	71	15	1.22	1.67			
Arterra	Lennar	SJ		SFD	164	0	2	25	1	0	76	1	0.77	0.11			
Luz Del Sol	Signature	SJ		DTMU	96	0	9	12	0	0	17	2	0.50	0.22			
Collection at Hideaway	William Lyon	He		SFD	97	0	9	12	0	0	15	2	0.44	0.22			
Court at Hideaway	William Lyon	He		SFD	92	0	21	20	2	0	64	4	1.18	0.44			
TOTALS: No. Reporting:	7	Avg. Sales:	1.29		Traffic to Sales:	19 : 1		77	175	9	0	398	24	Net:	9		

City Codes: He = Hemet, Prs = Perris, SJ = San Jacinto

North Central Riverside					Projects							Participating : 27			In Area : 29		
					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			
Hyde Park	Beazer	MV		SFD	274	3	15	23	5	3	47	17	0.99	1.89			
Camellia Pointe at Summerwind Trails	DR Horton	CI		DTMU	121	0	3	8	0	0	3	3	0.36	0.36			
Retreat at Summerwind Trails	DR Horton	CI		DTMU	41	3	4	9	2	0	5	5	0.59	0.59			
Windsor at the Fairways	DR Horton	Be		DTMU	64	0	1	1	1	1	63	2	0.69	0.22			
Four Seasons Beaumont	K Hovnanian	Be		DTMU	914	3	4	25	3	0	835	20	2.11	2.22			
Bella Cortina	KB Home	MV		DTMU	159	0	21	56	2	1	71	7	0.98	0.78			
Daybreak	KB Home	MV		DTMU	114	20	30	42	1	0	48	7	0.76	0.78			
Meadow Creek	Lennar	MV		SFD	161	0	4	54	0	0	105	4	1.23	0.44			
Painted Sky at Summerwind Trails	Lennar	CI		DTMU	105	3	3	33	3	0	12	12	1.68	1.68			
Wildflower at Summerland Trails	Lennar	CI		DTMU	141	0	4	35	0	0	5	5	0.70	0.70			
Abrio at Sundance	Pardee	Be		DTMU	82	0	13	35	0	0	42	7	0.85	0.78			
Alisio at Sundance	Pardee	Be		DTST	84	0	13	48	4	0	16	16	2.95	2.95			
Avid	Pardee	Be		SFD	103	0	24	120	2	0	12	3	0.51	0.33			
Beacon at Sundance	Pardee	Be		DTMU	114	0	10	40	3	1	46	4	1.04	0.44			
Cascade at Sundance	Pardee	Be		SFD	151	9	13	25	4	0	125	8	1.45	0.89			
Daybreak at Sundance	Pardee	Be		SFD	139	0	12	16	1	0	84	6	0.97	0.67			
Elan	Pardee	Be		SFD	81	0	25	120	1	0	4	0	0.17	0.00			
Elara at Sundance	Pardee	Be		SFD	248	0	TSO	22	0	0	224	10	1.65	1.11			
Mira	Pardee	Be		SFD	92	0	34	120	0	0	6	-2	0.26	-0.22			
Vita	Pardee	Be		SFD	152	0	25	120	0	1	17	4	0.73	0.44			
Athens	William Lyon	MV		SFD	86	0	3	56	0	0	74	10	0.63	1.11			
Augusta	William Lyon	MV		SFD	140	0	3	40	3	1	127	8	1.42	0.89			
Avia at Olivewood	William Lyon	Be		SFD	160	0	7	44	2	0	28	7	0.75	0.78			
Capella at Olivewood	William Lyon	Be		SFD	308	0	9	44	1	1	20	2	0.54	0.22			
Lugano at Olivewood	William Lyon	Be		SFD	240	0	8	44	0	0	18	2	0.48	0.22			
Provence at Olivewood	William Lyon	Be		SFD	67	0	3	44	0	0	27	13	0.73	1.44			
Oak Ridge at The Fairways	Woodside	Be		DTMU	148	0	2	25	0	0	110	7	0.73	0.78			
TOTALS: No. Reporting:	27	Avg. Sales:	1.07		Traffic to Sales:	33 : 1		293	1249	38	9	2174	187	Net:	29		

City Codes: Be = Beaumont, CI = Calimesa, MV = Moreno Valley

Desert Riverside					Projects							Participating : 5			In Area : 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			
Floresta	Beazer	LQ		DTMU	82	0	3	34	0	0	1	1	0.23	0.23			
Vermillion at Escena	Beazer	PS		DTMU	72	0	4	0	0	0	66	1	0.29	0.11			
Hacienda Pointe	DR Horton	In		DTMU	137	0	4	5	0	0	121	14	0.88	1.56			
ICON	Far West Industries	PS		DTMU	46	0	18	35	0	0	17	4	0.43	0.44			

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Development Name	Developer	City Code	Notes	Type														
Desert Riverside					Projects			Participating : 5			In Area : 6							
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week					
Continued ...					Four Seasons at Terra Lago	K Hovnanian	In	DTMU	716	3	3	37	4	1	337	13	1.34	1.44
TOTALS:	No. Reporting:	5	Avg. Sales:	0.60	Traffic to Sales:	28 : 1			32	111	4	1	542	33	Net:	3		

City Codes: In = Indio, LQ = La Quinta, PS = Palm Springs

Murrieta - Temecula					Projects			Participating : 24			In Area : 24				
					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	
Agave at Spencer's Crossing	Brookfield	Mu	DTMU	119	0	18	69	1	1	10	4	0.24	0.44		
Juniper at Spencer's Crossing	Brookfield	Mu	DTMU	114	0	10	31	0	0	97	1	0.68	0.11		
Bellevue at The Promontory	Cornerstone	Mu	SFD	94	0	3	35	1	0	21	3	0.25	0.33		
Brighton at The Promontory	Cornerstone	Mu	SFD	110	0	2	36	0	0	4	3	0.16	0.33		
Calistoga at The Promontory	Cornerstone	Mu	SFD	64	0	3	20	0	0	38	1	0.34	0.11		
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu	SFD	65	0	3	3	0	0	9	3	0.37	0.33		
Emerson at Alderwood	DR Horton	Mu	DTMU	60	0	2	6	0	0	58	2	0.79	0.22		
Hunters Pointe at Alderwood	DR Horton	Mu	DTMU	66	0	S/O	1	1	1	66	1	0.90	0.11		
Indigo Place	DR Horton	Te	DTMU	54	0	4	6	0	0	35	2	0.71	0.22		
Oaks, The at Santa Rosa Highlands	DR Horton	Mu	SFD	77	0	2	4	0	0	10	4	0.41	0.44		
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu	ATT	68	0	2	4	1	0	13	4	0.53	0.44		
Sequoia at Santa Rosa Highlands	DR Horton	Mu	SFD	51	0	2	8	0	0	10	5	0.41	0.56		
Santolina at Spencer's Crossing	KB Home	Mu	SFD	108	0	11	38	1	0	21	3	0.52	0.33		
Westpark	KB Home	Mu	DTMU	64	3	4	42	2	0	11	6	0.33	0.67		
Marbella at Terracina	Lennar	Te	SFD	200	0	4	52	0	0	155	9	1.58	1.00		
Nicolas Heights	Lennar	Te	SFD	83	0	5	43	0	0	39	4	0.62	0.44		
Vista Bella	Melia	Mu	Update	80	0	7	41	0	0	25	3	0.71	0.33		
Braeburn at Spencer's Crossing	Pardee	Mu	SFD	82	0	7	23	2	0	18	10	0.42	1.11		
Tamarack at Spencer's Crossing	Pardee	Mu	DTMU	84	0	10	18	1	0	63	1	0.89	0.11		
Sycamore at Spencer's Crossing	Richmond American	Mu	Update	55	0	1	24	0	0	51	1	0.36	0.11		
Sycamore North at Spencers Crossing	Richmond American	Mu	Update	46	0	5	24	3	1	41	9	0.57	1.00		
Preserve	William Lyon	Mu	SFD	207	0	2	59	2	0	76	16	1.29	1.78		
Laurel at Spencer's Crossing	Woodside	Mu	DTMU	92	0	1	0	0	0	91	5	0.67	0.56		
Ventana at Creekside Village	Woodside	Mu	DTMU	83	0	S/O	9	0	0	83	2	0.76	0.22		
TOTALS:	No. Reporting:	24	Avg. Sales:	0.50	Traffic to Sales:	40 : 1		108	596	15	3	1045	102	Net:	12

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside					Projects			Participating : 34			In Area : 34		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Paseo at Sendero	Century	Ev	DTMU	82	0	10	61	2	0	4	4	0.32	0.44
Tramonte at Citrus Heights	City Ventures	Rs	SFD	165	3	4	53	1	1	41	8	1.17	0.89
Granite Ridge	Far West Industries	JU	DTMU	192	0	9	73	10	0	114	17	2.31	1.89
Barrington Place North	Frontier	JU	DTMU	101	0	4	21	1	0	21	3	0.48	0.33
Barrington Place South	Frontier	JU	DTMU	75	0	5	14	1	0	17	5	0.39	0.56
Hillcrest	Frontier	Rs	DTMU	26	0	6	7	0	0	7	-1	0.16	-0.11
Bella Vista Estates	Griffin	Rs	DTMU	35	0	1	80	0	0	31	1	0.21	0.11
Bella Vista Estates Corona	Griffin	Co	DTMU	25	0	8	51	0	0	0	0	0.00	0.00
Bella Vista III	Griffin	Rs	DTMU	15	0	8	80	0	0	7	4	0.16	0.44
Capistrano at Spring Mountain Ranch	KB Home	Rs	DTMU	159	6	2	54	5	0	135	18	1.88	2.00
Monterey at Spring Mountain Ranch	KB Home	Rs	SFD	156	0	1	45	4	1	133	22	1.49	2.44
Trails at Mockingbird Canyon	KB Home	Rs	DTMU	59	0	3	22	0	0	4	0	0.06	0.00
Adagio at Sierra Bella	Lennar	Co	DTMU	118	0	2	150	0	0	1	1	0.08	0.11

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Northwest Riverside Continued ...					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			
Autumn Grove	Lennar	Rs		SFD	85	0	1	25	0	0	56	6	0.83	0.67			
Floral Ridge at Citrus Heights	Lennar	Rs		SFD	81	0	3	52	1	0	35	8	0.28	0.89			
Hideaway at Sycamore Creek	Lennar	Co		SFD	88	3	4	42	2	0	23	12	0.85	1.33			
Oakwood at Sycamore Creek	Lennar	Co		SFD	104	3	3	40	2	0	15	6	0.55	0.67			
Orchard at Citrus Heights	Lennar	Rs	Update	SFD	141	12	14	58	1	0	109	11	0.88	1.22			
Solana at Sendero	Lennar	Ev		SFD	136	0	10	44	3	1	39	4	1.53	0.44			
Sonata at Sierra Bella	Lennar	Co		DTMU	119	0	3	150	0	0	3	2	0.23	0.22			
Sonoma at Sendoro	Lennar	Ev		SFD	94	0	13	47	0	0	11	1	0.43	0.11			
Sterling at Terramor	Lennar	Co		DTMU	105	3	4	30	1	0	34	9	0.55	1.00			
Tranquility at Riverbend	Lennar	JU		DTMU	217	0	3	50	2	0	160	11	1.02	1.22			
Harris Farm	RC Hobbs	Rs		ATT	36	0	8	8	0	0	18	2	0.57	0.22			
Bedford at Whitney	The New Home Co	Co		SFD	40	0	12	30	2	0	6	2	0.26	0.22			
Citron at Bedford	TRI Pointe	Co		ATT	101	0	13	20	1	0	16	5	0.68	0.56			
Terrassa Villas	TRI Pointe	Co		DTMU	52	0	2	0	0	0	50	2	0.31	0.22			
Seville	Van Daele	Co		DTMU	52	0	6	28	2	0	36	10	0.63	1.11			
Valencia	Van Daele	Co		DTMU	40	0	2	28	0	1	38	1	0.66	0.11			
Boardwalk Townhomes	West Coast Home Buil Co			ATT	148	0	4	26	1	0	59	10	0.84	1.11			
Cameos at Turnleaf	William Lyon	JU		DTMU	216	3	4	35	2	0	113	4	1.42	0.44			
Rivera	William Lyon	Rs		SFD	71	0	1	24	2	0	25	5	0.82	0.56			
Sky Ridge	William Lyon	Rs		DTMU	90	0	3	0	0	0	87	1	0.35	0.11			
Nova	Woodside	Co		SFD	96	0	3	65	0	0	3	0	0.13	0.00			
TOTALS: No. Reporting:	34	Avg. Sales:	1.24		Traffic to Sales:	33 : 1		179	1513	46	4	1451	194	Net:	42		

City Codes: Co = Corona, Ev = Eastvale, JU = Jurupa, Rs = Riverside

South Riverside					Projects							Participating : 46			In Area : 47		
					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			
Glen at Summerly	Beazer	LE		DTMU	57	1	5	10	1	0	1	1	0.18	0.18			
Provence at Heritage Ranch	Beazer	Wn		DTMU	122	0	6	17	5	0	18	12	0.42	1.33			
Province at Audie Murphy Ranch	Brookfield	Me		DTMU	93	0	4	13	0	0	87	4	0.59	0.44			
Savannah at Audie Murphy Ranch	Brookfield	Me		DTMU	129	5	16	13	0	0	14	2	0.31	0.22			
Oak Hills II	Delsa	Me		SFD	21	0	1	10	0	0	17	2	0.25	0.22			
Crescent Pointe at Sierra Ridge	DR Horton	Me		SFD	87	0	4	6	0	0	17	6	0.67	0.67			
Larkspur at Spencer's Crossing	DR Horton	Me		DTMU	68	0	2	16	2	0	7	7	2.04	2.04			
Laurel Pointe at Summerly	DR Horton	LE		DTMU	56	0	3	5	0	0	3	3	0.47	0.47			
Linden Pointe at Summerly	DR Horton	LE		DTMU	95	0	S/O	2	1	0	95	7	1.17	0.78			
Paloma at Sierra Ridge	DR Horton	Me		SFD	63	0	5	7	0	1	10	4	0.39	0.44			
Retreat at Holiday	DR Horton	Me		AASF	108	0	2	3	1	0	97	8	0.96	0.89			
Tribute at Audrey Murphy Ranch	DR Horton	Me		DTMU	88	0	9	6	1	0	27	6	0.57	0.67			
Boulder Estates	Griffin	Me		DTMU	29	0	4	232	0	0	4	4	1.17	1.17			
Alure	KB Home	FRV		DTMU	51	3	2	31	1	0	43	3	0.68	0.33			
Autumn Winds	KB Home	Wn	Update	DTMU	141	0	12	33	2	1	17	15	1.37	1.67			
Camberly Place	KB Home	FRV	Update	DTMU	132	0	30	46	1	0	37	9	0.71	1.00			
Cypress at Hidden Hills	KB Home	Me		SFD	131	0	11	29	2	0	108	16	1.21	1.78			
Peppertree at Hidden Hills	KB Home	Me	Update	DTMU	86	0	32	40	1	1	13	1	0.28	0.11			
Heritage Heights	Lennar	Me		DTMU	122	0	9	17	1	0	98	9	1.16	1.00			
Horizon II at Morningstar Ranch	Lennar	Wn		DTMU	94	0	1	2	0	0	93	1	0.80	0.11			
Mariposa at The Lakes	Lennar	Me		SFD	110	0	3	17	1	0	98	7	0.92	0.78			
Mountain Sky at Conestoga	Lennar	Wn		SFD	113	0	8	23	0	0	23	1	0.76	0.11			

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South Riverside Continued ...					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
Newport at Heritage Lake	Lennar	Me		DTMU	117	0	3	24	1	0	70	14	0.77	1.56
Parkview at Heritage Lake	Lennar	Me		DTMU	69	0	2	6	0	0	55	6	0.68	0.67
Salt Creek at Conestoga	Lennar	Wn		SFD	111	0	13	23	0	1	19	7	0.63	0.78
Sunrise II at Morningstar Ranch	Lennar	Wn		DTMU	95	3	4	23	2	0	84	7	0.72	0.78
Village at Menifee Town Center	Lennar	Me		SFD	125	0	12	31	1	0	36	4	1.02	0.44
Kingston at Audie Murphy Ranch	Meritage	Me		DTMU	102	5	15	16	0	0	29	8	0.68	0.89
Cottonwood at Pacific Mayfield	Pacific	Me		DTMU	190	0	3	13	1	0	181	4	0.31	0.44
Aura at Westridge	Pardee	LE		DTMU	100	0	TSO	4	0	0	99	1	0.83	0.11
Avena	Pardee	Wn		DTMU	84	0	8	25	1	0	40	8	0.64	0.89
Canvas at Centennial	Pardee	Me		SFD	89	0	14	33	1	0	19	10	0.49	1.11
Easton at Centennial	Pardee	Me		DTMU	92	0	8	31	0	0	10	3	0.27	0.33
Kadence at Centennial	Pardee	Me		SFD	85	0	7	33	0	0	12	3	0.31	0.33
Newpark at Centennial	Pardee	Me		DTMU	93	0	11	31	1	0	15	2	0.40	0.22
Starling at Canyon Hills	Pardee	LE		DTMU	107	0	9	9	2	1	51	6	0.52	0.67
Vantage at Westridge	Pardee	LE		SFD	101	0	1	4	0	0	97	1	0.72	0.11
Brixton	Pulte	Me		SFD	64	0	2	12	1	0	13	9	0.65	1.00
Reflections	Pulte	Me		DTMU	54	0	16	20	0	0	32	3	0.55	0.33
Windsor	Pulte	Me		SFD	63	0	11	14	1	0	10	4	0.41	0.44
Marisol at Summerly Homes	Richmond American	LE		DTMU	51	0	7	15	0	0	37	7	0.65	0.78
Sendero at Summerly	Richmond American	LE		SFD	65	0	3	10	0	0	10	6	0.51	0.67
The Ridge at Audie Murphy	Richmond American	Me		DTMU	86	0	4	17	0	1	82	2	0.79	0.22
Alder at Summerly	William Lyon	LE		SFD	65	0	6	20	1	0	48	6	1.05	0.67
Willow Tree at Audie Murphy Ranch	William Lyon	Me		SFD	102	0	10	22	1	0	86	6	0.98	0.67
Dakota at Audie Murphy Ranch	Woodside	Me		DTMU	112	0	7	18	1	0	78	5	0.64	0.56
TOTALS: No. Reporting:	46	Avg. Sales:	0.63	Traffic to Sales:	29 : 1	345	1032	35	6	2140	260	Net:	29	

City Codes: FRV = French Valley, LE = Lake Elsinore, Me = Menifee, Wn = Winchester

Central San Bernardino					Projects	Participating : 13				In Area : 13				
					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
Adams Grove	Crestwood	Ri		SFD	75	3	4	16	1	0	20	5	0.40	0.56
Wildrose	Frontier	Col		DTMU	110	0	3	12	0	0	32	2	0.64	0.22
Etiwanda Ridge	Lennar	Fn	Update	SFD	102	0	16	61	0	1	36	3	1.09	0.33
Jasmine at Arboretum	Lennar	Fn		DTMU	134	0	11	26	0	0	13	4	0.71	0.44
Lavender at Arboretum	Lennar	Fn		DTMU	130	4	11	39	3	0	10	4	0.54	0.44
Lilac at Arboretum	Lennar	Fn		DTMU	167	0	12	25	0	0	6	3	0.33	0.33
Magnolia at Arboretum	Lennar	Fn		DTMU	100	0	8	21	1	0	8	4	0.43	0.44
Shady Trails at Laurel Oak	Lennar	Fn		SFD	99	3	3	77	3	0	38	10	1.15	1.11
Stonehaven	Lennar	Fn		DTMU	96	0	8	46	2	0	85	8	0.90	0.89
Belrose	Pulte	Fn		DTMU	103	0	6	15	1	0	6	6	0.95	0.95
Monterra	Pulte	Fn		DTMU	95	0	13	20	1	0	82	6	1.51	0.67
Serrano Village	RC Hobbs	Ri		DTMU	33	0	8	13	1	0	25	5	0.49	0.56
Summit Place	William Lyon	Fn		SFD	94	3	3	40	0	0	10	3	0.41	0.33
TOTALS: No. Reporting:	13	Avg. Sales:	0.92	Traffic to Sales:	32 : 1	106	411	13	1	371	63	Net:	12	

City Codes: Col = Colton, Fn = Fontana, Ri = Rialto

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Development Name	Developer	City Code	Notes	Type	Projects						Participating : 4			In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Veranda Heights	Beazer	SB		SFD	38	0	5	12	0	0	5	3	0.23	0.33		
Villas at The U	GFR	SB		DTST	45	0	3	18	1	0	15	5	0.93	0.56		
Serrano at Glenrose Ranch	Richmond American	Hi		DTMU	118	0	1	6	1	0	117	2	0.76	0.22		
Citrus Lane	Sea Country	LL		DTMU	35	0	6	36	0	1	29	5	0.28	0.56		
TOTALS: No. Reporting:	4	Avg. Sales: 0.25	Traffic to Sales: 36 : 1		15			72	2	1	166	15	Net: 1			

City Codes: Hi = Highland, LL = Loma Linda, SB = San Bernardino

Desert San Bernardino					Projects						Participating : 7			In Area : 7		
					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		
Agave Pointe at Silverstone	DR Horton	Vic		DTMU	45	0	S/O	7	0	0	45	10	0.84	1.11		
Juniper at Silverstone	DR Horton	Vic		DTMU	64	0	2	8	1	0	48	7	0.90	0.78		
Diamond Ridge	Frontier	Vic		SFD	122	0	4	28	2	0	34	5	0.52	0.56		
Stone Briar II	Frontier	Ad		DTST	116	0	3	11	0	0	4	1	0.24	0.11		
Luna Vista	K Hovnanian	Vic		DTMU	159	3	1	6	3	0	5	5	3.50	3.50		
Falcon Ridge	KB Home	Vic		SFD	59	3	3	22	1	0	50	8	0.55	0.89		
Wildflower	KB Home	Vic		DTMU	194	0	1	21	0	0	193	5	0.94	0.56		
TOTALS: No. Reporting:	7	Avg. Sales: 1.00	Traffic to Sales: 15 : 1		14			103	7	0	379	41	Net: 7			

City Codes: Ad = Adelanto, Vic = Victorville

West San Bernardino					Projects						Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls /YTD		
Founders	Trumark	CH		ATMU	76	0	3	29	0	0	73	-1	1.26	-0.11		
TOTALS: No. Reporting:	1	Avg. Sales: 0.00	Traffic to Sales: 0 : 1		3			29	0	0	73	-1	Net: 0			

City Codes: CH = Chino Hills

Northwest San Bernardino					Projects						Participating : 8			In Area : 8		
					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		
Madera Estates at Day Creek	DR Horton	RC		DTMU	51	0	1	3	3	1	19	11	1.23	1.22		
Palazzo at Day Creek Square	DR Horton	RC		ATMU	66	3	4	4	1	0	11	5	0.82	0.56		
Solstice at Day Creek	DR Horton	RC		ATMU	127	0	4	4	0	0	19	8	1.16	0.89		
Veranda at Day Creek Square	DR Horton	RC		ATMU	100	0	3	6	2	0	9	5	0.72	0.56		
Springtime at Harvest	KB Home	Up		DTMU	125	0	3	32	1	0	119	16	1.12	1.78		
Westridge at Sycamore Hills	Taylor Morrison	Up		DTMU	145	0	19	34	1	0	37	10	0.95	1.11		
Bungalows at Terra Vista	Van Daele	RC		SFD	81	0	7	89	0	0	19	10	0.93	1.11		
Row at Terra Vista	Van Daele	RC		ATT	133	0	10	89	1	0	11	6	0.54	0.67		
TOTALS: No. Reporting:	8	Avg. Sales: 1.00	Traffic to Sales: 29 : 1		51			261	9	1	244	71	Net: 8			

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects						Participating : 35			In Area : 35		
					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		
Arboel at New Haven	Brookfield	On		DTMU	91	0	S/O	3	1	0	91	0	0.76	0.00		
Holiday at Emerald Park	Brookfield	OR		ATMU	91	0	10	38	1	0	4	4	1.17	1.17		
Marigold at New Haven	Brookfield	On		DTMU	84	0	10	79	0	0	57	5	0.96	0.56		
Solstice at Emerald Park	Brookfield	OR		ATMU	126	5	10	39	1	0	1	1	0.29	0.29		
Solstice at New Haven	Brookfield	On		ATT	93	0	11	38	0	0	82	4	1.38	0.44		
Waverly	Brookfield	On		DTST	196	0	13	68	0	0	161	5	0.89	0.56		
Bungalows at Stonebrook	Century	Ch		DTMU	76	0	5	37	3	0	19	2	0.67	0.22		

(Southwest San Bernardino) Continued ...

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Inland Empire

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Development Name	Developer	City Code	Notes	Type	Projects							Participating : 35			In Area : 35		
Southwest San Bernardino					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			
					Continued ...												
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	37	0	0	7	1	0.25	0.11			
Coventry at Park Place	Christopher	On		DTMU	102	0	1	29	1	0	40	10	0.86	1.11			
Cara Pointe at Avenida	DR Horton	On		SFD	97	3	3	6	3	0	27	13	0.95	1.44			
Persimmon Place at Avenida	DR Horton	On		SFD	80	0	3	6	1	0	39	12	1.37	1.33			
Willowleaf at Avenida	DR Horton	On		SFD	52	0	2	5	1	0	16	8	0.56	0.89			
Lago Los Serranos	JTECC Investment	CH		ATMU	95	0	9	25	0	0	40	2	0.81	0.22			
Cottages on 4th	KB Home	On		SFD	55	0	9	25	1	1	39	3	1.33	0.33			
Northpark	KB Home	On	Update	SFD	190	0	19	58	0	0	39	14	1.37	1.56			
Turnleaf	KB Home	Ch		SFD	185	0	18	49	2	0	72	19	1.49	2.11			
Willowmore at Park Place	KB Home	On		SFD	60	0	5	39	1	0	15	6	0.73	0.67			
Amelia at The Preserve	Lennar	Ch	Update	DTMU	110	1	14	39	3	0	77	8	0.95	0.89			
Autumn Field at The Preserve	Lennar	Ch		SFD	82	0	5	11	1	0	77	3	1.05	0.33			
Camden II at Park Place	Lennar	On		DTMU	88	0	8	52	1	0	74	6	1.19	0.67			
Eagle Rock at Grand Park	Lennar	On		SFD	134	9	17	15	1	0	72	6	0.97	0.67			
Montarra	Lennar	CH		DTMU	102	0	1	44	0	0	96	0	0.49	0.00			
Montarra II at Vila Borba	Lennar	CH		DTMU	100	0	4	44	1	0	76	3	0.77	0.33			
Olive Grove at The Preserve	Lennar	Ch		SFD	114	0	3	35	1	0	56	4	0.78	0.44			
Pacific Crest at Grand Park	Lennar	On		SFD	90	0	1	8	0	0	89	2	1.20	0.22			
Sierra Peak at Grand Park	Lennar	On		SFD	104	0	13	30	0	0	82	5	1.20	0.56			
Aurora at Park Place	Pulte	On		DTMU	47	3	2	22	3	0	4	4	1.65	1.65			
Heirloom at The Preserve	Richmond American	Ch		SFD	104	0	5	21	0	0	94	6	1.12	0.67			
Meadowood at Park Place	Taylor Morrison	On	Update	DTMU	102	0	4	30	2	0	54	14	1.20	1.56			
Seville at Park Place	The New Home Co	On		DTMU	75	0	6	34	0	0	30	2	0.63	0.22			
St. James @ Park Place	TRI Pointe	On		DTMU	207	0	15	11	0	0	167	7	0.74	0.78			
Centerhouse	Trumark	On		ATT	114	0	15	20	0	0	66	3	1.45	0.33			
Laurel Lane	William Lyon	Ch		DTMU	70	0	3	0	0	0	67	1	0.76	0.11			
Stonewater at Park Place	Woodside	On	Update	DTMU	79	3	3	61	2	0	42	9	0.92	1.00			
Sunrise at the Harvest	Woodside	Ch	Update	DTMU	56	0	9	26	0	0	38	4	0.61	0.44			
TOTALS: No. Reporting:	35	Avg. Sales:	0.86		Traffic to Sales:	35 : 1		264	1084	31	1	2010	196	Net:	30		

City Codes: CH = Chino Hills, Ch = Chino, On = Ontario, OR = Ontario Ranch

Inland Empire	Projects							Participating : 211			In Area : 215						
		Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales									
GRAND TOTALS: No. Reporting:	211	Avg. Sales:	0.86		Traffic to Sales:	32 : 1		1,487	6636	209	27	10,993	1,185	Net:	182		

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

THE RYNES REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 9, Ending: **March 03, 2019**

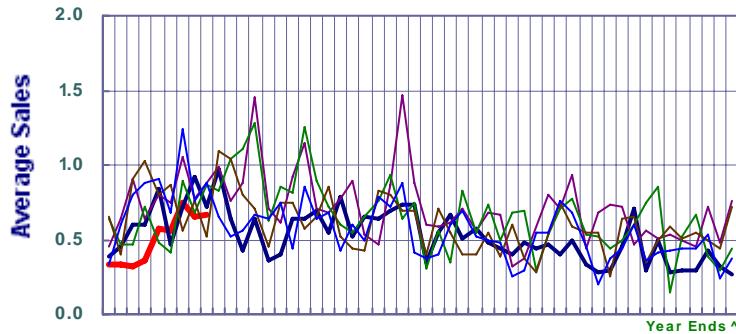
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Central San Diego	2	49	1	0	1	0.50	0.22	125%	0.31	63%
East San Diego	6	160	2	1	1	0.17	0.74	-78%	0.67	-75%
No. Coastal San Diego	30	692	17	2	15	0.50	0.46	9%	0.41	21%
No. Inland San Diego	34	801	32	3	29	0.85	0.55	55%	0.45	89%
South Bay San Diego	29	959	22	1	21	0.72	0.47	55%	0.35	107%
Current Week Totals	Traffic : Sales 36 : 1	101	2,661	74	67	0.66	0.50	32%	0.42	58%
Per Project Average			26	0.73	0.07	0.66				
Year Ago - 03/04/2018	Traffic : Sales 36 : 1	69	2,073	57	50	0.72	0.65	12%	0.61	19%
% Change		46%	28%	30%	0%	34%	-8%	-22%	-31%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 9 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	33	40	0.89	0.15	0.73	0.57
■	2015	33	54	0.81	0.07	0.74	0.60
■	2016	50	48	0.67	0.09	0.58	0.65
■	2017	48	44	0.93	0.12	0.80	0.71
■	2018	70	37	0.77	0.13	0.64	0.52
■	2019	101	26	0.60	0.09	0.50	0.50
% Change :		43%	-30%	-22%	-29%	-21%	-2%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.43%	4.43%
FHA	3.97%	3.97%
10 Yr Yield	2.75%	



Market Commentary

Economic data out the gate this week provided some clarity on how the economy fared through the remainder of 2018. The partial government shutdown, which began in December and lasted well into January, had continued to delay important data releases, clouding analysts' assessments of the economy's performance. Data on Q4-GDP, and housing starts and personal income and spending data now available through December, confirmed our expectation of a slowdown in growth to end 2018. Housing starts tumbled at the end of 2018, dropping 11.2%. That was the third decline in four months, as builder confidence late in the year was sapped by higher mortgage rates. We expect to see a modest rebound in housing starts for January, and further improvements in the following months. Since nearly reaching 5.00% in November, mortgage rates have fallen roughly 60 bps, fueling some improvement in homebuilder sentiment. At the same time, multifamily permits have been running ahead of starts. Housing data this time of year must be interpreted with caution given that low levels of activity in the winter can lead to exaggerated readings after seasonal adjustment. With that caveat in mind, another surprisingly soft print in January would suggest that the housing sector remains in a somewhat perilous position, while a stronger-than-expected rebound would suggest that the Fed's softer stance is already feeding through to the economy. Another blowout report would raise questions about how long the FOMC may remain "patient" before lifting rates further this year. A surprisingly soft number, however, is unlikely to sway the Fed's near-term policy stance. Source: **Wells Fargo Bank. Weekly Economic & Financial Commentary**

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Development Name	Developer	City Code	Notes	Type										
Central San Diego					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	Av.Sls /Week	Av.Sls /YTD
Elevate	Colrich	SDD		ATMU	62	0	16	41	1	0	17	0	0.31	0.00
Park at Bankers Hill	Zephyr	SDD		ATMU	60	0	2	8	0	0	40	4	0.40	0.44
TOTALS: No. Reporting:	2	Avg. Sales: 0.50	Traffic to Sales: 49 : 1		18			49	1	0	57	4	Net: 1	

City Codes: SDD = San Diego

East San Diego					Projects			Participating : 6			In Area : 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
Main Ranch	California West Comm EC	SFD		DTMU	139	10	16	70	1	1	45	11	1.03	1.22
Lakeshore	KB Home	SDE		DTMU	49	0	3	13	0	0	41	3	0.71	0.33
Lake Ridge at Weston	Pardee	Ste		DTMU	129	0	5	15	0	0	54	4	0.84	0.44
Sandstone at Weston	Pardee	Ste		DTMU	81	0	14	25	0	0	61	5	0.95	0.56
Prism at Weston	TRI Pointe	Ste		DTMU	142	0	14	25	1	0	49	10	0.76	1.11
Talus at Weston	TRI Pointe	Ste		DTMU	63	0	13	12	0	0	45	7	0.70	0.78
TOTALS: No. Reporting:	6	Avg. Sales: 0.17	Traffic to Sales: 80 : 1		65			160	2	1	295	40	Net: 1	

City Codes: EC = El Cajon, SDE = San Diego, Ste = Santee

No. Coastal San Diego					Projects			Participating : 30			In Area : 30			
					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
Francia at Mission Lane	Beazer	Oc		DTMU	59	1	8	8	1	0	48	9	0.58	1.00
Palomar at Mission Lane	Beazer	Oc		ATT	86	2	14	8	2	0	7	3	0.33	0.33
Pepper Tree at Mission Lane	Beazer	Oc		DTMU	83	3	11	9	2	0	50	5	0.60	0.56
Rancho at Mission Lane	Beazer	Oc		ATMU	50	0	1	1	0	0	49	2	0.80	0.22
Vela at Mission Lane	Beazer	Oc		ATT	63	0	9	9	1	0	7	2	0.33	0.22
Encinitas Enclave	California West Comm En			DTMU	19	0	4	35	0	0	15	1	0.22	0.11
Tides	City Ventures	Oc		ATT	58	0	5	12	2	0	11	5	0.35	0.56
Acacia at The Preserve	Cornerstone	Cb		ATMU	48	0	2	49	1	0	11	5	0.25	0.56
Agave at The Preserve	Cornerstone	Cb		ATMU	88	4	15	75	0	0	68	6	0.41	0.67
Altura at Pacific Ridge	Cornerstone	Oc		DTMU	72	0	4	35	1	0	13	5	0.35	0.56
Blue Sage at The Preserve	Cornerstone	Cb	Update	ATMU	102	0	8	53	1	0	18	4	0.42	0.44
Brisas at Pacific Ridge	Cornerstone	Oc		ATMU	117	0	14	24	1	1	40	1	0.37	0.11
Cypress at The Preserve	Cornerstone	Cb		DTMU	56	0	11	54	1	0	8	2	0.18	0.22
Lucero at Pacific Ridge	Cornerstone	Oc		ATMU	130	0	11	14	0	0	34	5	0.35	0.56
Artesian Estates at Del Sur	Lennar	SDC		DTMU	39	0	1	13	0	0	38	0	0.47	0.00
Castello at Heritage Bluffs	Lennar	SDC		DTMU	37	0	1	14	0	0	36	1	0.21	0.11
Collection at St. Cloud	Lennar	Oc		ATMU	80	0	10	4	0	0	0	0	0.00	0.00
Corzano at Heritage Bluffs	Lennar	SDC		DTMU	26	0	1	4	0	0	25	1	0.14	0.11
Toscana at Heritage Bluffs	Lennar	SDC		DTMU	27	0	2	8	0	0	25	0	0.14	0.00
Mackinnon	New Pointe	CBTS New		DTMU	8	4	5	25	0	0	0	0	0.00	0.00
Carmel at Pacific Highlands Ranch	Pardee	SDC		DTMU	105	0	7	26	0	0	25	7	1.36	0.78
Sendero at Pacific Highland Ranch	Pardee	SDC		DTMU	112	0	5	25	0	0	43	19	2.33	2.11
Terraza at Pacific Highland Ranch	Pardee	SDC		DTMU	81	0	8	26	0	0	23	4	1.25	0.44
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC		DTMU	79	0	9	24	0	0	19	8	1.03	0.89
Vista Santa Fe at Pacific Highlands Ranch	Pardee	SDC		DTMU	44	0	5	30	0	0	3	3	0.29	0.33
Alcove	Shea	En		DTMU	13	0	4	20	2	0	6	5	0.33	0.56
Kensington at The Square	Shea	Cb		ATT	125	0	7	25	0	0	40	11	1.41	1.22
One Oak	Shea	En		DTMU	28	0	16	46	0	0	3	0	0.04	0.00
Vista Del Mar	Van Daele	Oc		ATMU	38	0	6	13	0	0	32	-1	0.50	-0.11
Hideaway at St. Cloud	William Lyon	Oc		ATMU	122	0	15	3	2	1	21	4	0.63	0.44

(No. Coastal San Diego) Continued ...

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Development Name	Developer	City Code	Notes	Type									
No. Coastal San Diego					Projects			Participating : 30			In Area : 30		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
TOTALS: No. Reporting:	30	Avg. Sales:	0.50	Traffic to Sales:	41 : 1	219	692	17	2	718	117	Net:	15

City Codes: Cb = Carlsbad, CBTS = Cardiff By The Sea, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego					Projects			Participating : 34			In Area : 34		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Estancia Bernardo	Ambient	Es	DTMU		13	0	3	5	0	0	10	-1	0.16
Rancho Palomar	Ambient	Es	DTMU		22	0	9	17	1	0	8	4	0.19
Aurora Heights	Beazer	Fb	DTMU		124	0	13	59	0	0	0	0	0.00
Candela at Rancho Tesoro	Brookfield	SM	DTMU		56	0	2	16	1	0	51	7	0.56
Terracina at Rancho Tesoro	Brookfield	SM	DTMU		117	6	12	18	3	0	72	9	0.79
Vientos at Rancho Tesoro	Brookfield	SM	DTMU		102	0	11	19	2	0	53	3	0.58
SL Rey	California West Comm	Bo	DTMU		93	0	11	33	1	0	24	2	0.47
Westerly at Rancho Tesoro	California West Comm	SM	DTMU		71	0	4	22	0	0	67	5	0.74
The Estates at San Elijo Hills	Davidson	SM	DTMU		58	0	6	41	0	0	52	2	0.40
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU		64	0	8	6	0	1	34	4	0.45
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		124	0	4	5	0	0	87	8	1.15
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD		106	0	7	7	1	0	93	6	1.23
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD		136	0	6	8	1	0	72	5	0.95
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU		51	0	12	1	0	0	18	4	0.36
Solara at Skyline	DR Horton	Vi	ATMU		80	0	15	5	0	0	2	1	0.13
Verano at Skyline	DR Horton	Vi	ATMU		109	0	3	11	3	1	14	8	0.85
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU		75	0	12	7	0	0	59	3	0.78
Thornbush	HQT	SM	SFD		14	0	11	12	1	0	3	2	0.14
Lexington	KB Home	Es	DTMU		43	0	11	20	1	0	31	7	0.23
Sierra	KB Home	Vi	ATMU		60	9	11	16	2	0	7	7	0.49
Andalucia at Harmony Grove	Lennar	Es	DTMU		129	0	15	21	0	0	85	4	0.43
Avante	Lennar	SDN	ATMU		119	0	21	25	0	0	19	2	0.53
Avila	Lennar	Vi	ATT		47	2	14	21	0	0	14	5	0.65
Cavalli at Harmony Grove Village	Lennar	Es	DTMU		64	0	13	21	1	0	20	8	0.64
Del Sur Skye	Lennar	SDN	ATMU		94	0	13	35	2	1	37	9	1.18
Seabreeze at Harmony Grove	Lennar	Es	DTMU		109	0	4	12	0	0	105	4	0.54
Sterling Heights at The Lakes	Lennar	SDN	DTMU		110	0	12	121	3	0	15	8	0.97
Sur 33 at Del Sur	Lennar	SDN	DTMU		96	0	7	36	3	0	89	10	0.87
Whittingham at Harmony Grove Village	Lennar	Es	DTMU		120	0	13	33	2	0	47	5	0.74
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU		116	4	9	6	0	0	23	4	0.47
Estates at Canyon Grove	Shea	Es	DTMU		82	0	5	49	0	0	72	4	0.59
Heritage Collection at Canyon Grove	Shea	Es	DTMU		97	0	3	49	1	0	88	5	0.72
Promontory at Civita	The New Home Co	SDN	ATMU		133	0	6	38	2	0	51	6	0.75
Citron Stella Park	William Lyon	Es	ATT		63	0	3	6	1	0	42	10	1.22
TOTALS: No. Reporting:	34	Avg. Sales:	0.85	Traffic to Sales:	25 : 1	309	801	32	3	1464	170	Net:	29

City Codes: Bo = Bonsall, Es = Escondido, Fb = Fallbrook, SDN = San Diego, SM = San Marcos, Vi = Vista

South San Diego					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	Av.Sls /Week
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU		100	0	6	36	0	0	74	6	0.35
Tesoro Vista del Sur	Cornerstone	SDS	ATMU		134	5	7	33	2	0	46	6	0.62
Signature	Heritage	CHV	SFD		79	0	9	35	0	0	36	-1	0.40
													-0.11

(South San Diego) Continued ...

THE RYNES REPORT

Week Ending
Sunday, March 03, 2019

San Diego-Imperial

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Development Name	Developer	City Code	Notes	Type										
South San Diego					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	Av.Sls /Week	Av.Sls /YTD
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 52 : 1	22	104	2	0	156	11	Net: 2			

City Codes: CHV = Chula Vista, SDS = San Diego

South Bay San Diego				Projects		Participating : 26			In Area : 26				
				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
Flora at Escaya	Brookfield	CHV	ATST	107	0	18	32	1	0	49	2	0.54	0.22
Haciendas at Escaya	Brookfield	CHV	DTMU	76	5	15	17	0	0	46	6	0.51	0.67
Prado at Escaya	Brookfield	CHV	SFD	130	0	15	24	2	0	55	6	0.61	0.67
Aventine at Otay Ranch	Cornerstone	CHV	SFD	100	0	7	44	0	0	29	4	0.38	0.44
Cambria at Otay Ranch	Cornerstone	CHV	DTMU	60	0	7	38	0	0	15	4	0.44	0.44
Monterra at Otay Ranch	Cornerstone	CHV	ATMU	36	0	5	44	0	0	1	0	0.06	0.00
Lovina	Heritage	CHV	SFD	78	0	8	25	1	0	70	4	0.69	0.44
Suwerte	Heritage	CHV	ATT	212	0	7	68	0	0	5	-1	0.21	-0.11
Skylar at Millenia	KB Home	CHV	DTMU	79	0	7	11	0	0	42	2	0.66	0.22
Castellena at Escaya	Lennar	CHV	DTMU	77	0	20	19	1	0	51	2	0.56	0.22
Indigo at Escaya	Lennar	CHV	DTMU	111	6	15	26	0	0	66	9	0.73	1.00
Millenia Boulevard	Lennar	CHV	ATMU	78	0	9	32	3	0	52	11	1.60	1.22
Valencia at Escaya	Lennar	CHV	DTMU	118	6	15	22	2	0	55	5	0.61	0.56
Meridian Communities EVO/TRIO/METR Meridian Group	CHV	ATMU	217	0	6	34	3	0	171	11	1.29	1.22	
Cantamar	Pacific Coast	CHV	DTMU	111	0	8	63	0	0	31	1	0.47	0.11
Monte Villa	Pacific Coast	CHV	DTMU	72	0	11	22	0	0	39	0	0.46	0.00
Parc Place	Pacific Coast	CHV	ATT	162	0	7	22	0	0	74	3	0.73	0.33
Tosara II	Pacific Coast	CHV	ATMU	79	0	13	15	1	0	34	3	0.28	0.33
Moderna at Playa Del Sol	Pardee	SDS	ATMU	44	0	6	17	0	0	16	6	0.43	0.67
Veraz at Playa Del Sol	Pardee	SDS	ATMU	111	0	7	14	0	0	13	3	0.35	0.33
Element at Millenia	Shea	CHV	SFD	70	0	1	78	1	0	69	2	0.58	0.22
Seville at Escaya	Shea	CHV	DTMU	135	0	5	23	0	0	55	3	0.62	0.33
Sierra at Escaya	Shea	CHV	SFD	122	0	6	27	2	0	65	7	0.73	0.78
Strata at Escaya	Shea	CHV	ATMU	72	0	8	33	1	0	52	3	0.88	0.33
Vista Del Cielo	Shea	CHV	DTMU	52	0	3	27	1	0	38	3	0.42	0.33
Z at Millenia	Shea	CHV	Update ATMU	106	0	3	78	1	1	65	2	0.55	0.22
TOTALS: No. Reporting: 26		Avg. Sales: 0.73		Traffic to Sales: 43 : 1	232	855	20	1	1258	101	Net: 19		

City Codes: CHV = Chula Vista, SDS = San Diego

San Diego-Imperial				Projects		Participating : 101			In Area : 101		
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 101		Avg. Sales: 0.66		Traffic to Sales: 36 : 1	865	2661	74	7	3,948	443	Net: 67

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