

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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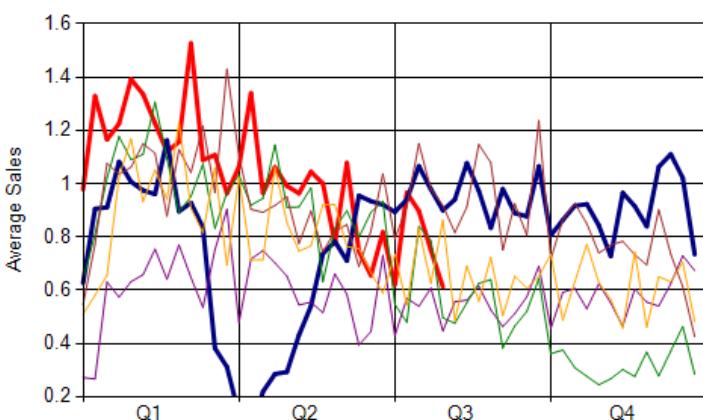
NATIONAL BUILDER DIVISION

**Ending: Sunday, August 8, 2021**

## Bay Area Week 31

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.
Alameda	27	467	19	0	19	0.70	0.95	-26%	0.71	-1%
Contra Costa	28	360	25	6	19	0.68	1.15	-41%	1.02	-34%
Sonoma, Napa	8	66	6	1	5	0.63	0.82	-24%	0.79	-21%
San Francisco, Marin	2	14	0	0	0	0.00	0.56	-100%	0.31	-100%
San Mateo	5	29	2	0	2	0.40	0.57	-30%	0.54	-26%
Santa Clara	22	246	13	0	13	0.59	1.23	-52%	1.03	-43%
Monterey, Santa Cruz, San Benito	9	121	3	0	3	0.33	0.93	-64%	0.81	-59%
Solano	15	138	10	0	10	0.67	1.08	-38%	0.89	-25%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>18 : 1</b>	<b>116</b>	<b>1441</b>	<b>78</b>	<b>0.61</b>	<b>1.03</b>	<b>-41%</b>	<b>0.87</b>	<b>-30%</b>
Per Project Average			12	0.67	0.06	0.61				
<b>Year Ago - 08/09/2020</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>150</b>	<b>1837</b>	<b>159</b>	<b>0.94</b>	<b>0.74</b>	<b>27%</b>	<b>0.83</b>	<b>13%</b>
% Change			-23%	-22%	-51%	-61%	-50%	-35%	39%	5%

### 52 Weeks Comparison



### Year to Date Averages Through Week 31

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	130	31	0.92	0.11	0.82	0.73
■	2017	141	32	1.06	0.10	0.96	0.90
■	2018	125	30	0.99	0.09	0.91	0.70
■	2019	156	17	0.69	0.10	0.59	0.58
■	2020	152	12	0.85	0.12	0.74	0.80
■	2021	117	15	1.10	0.07	1.03	1.03
% Change:		-23%	21%	29%	-41%	41%	29%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary			
CONV	RATE <b>2.78%</b>	APR <b>3.03%</b>				
FHA	RATE <b>2.25%</b>	APR <b>2.91%</b>				
10 Yr Yield		<b>1.31%</b>				
			Sales of newly built homes dropped in June to the lowest level since the early days of the coronavirus pandemic in April 2020, according to data released by the U.S. Census Bureau. Sales of new single family homes fell to an annualized rate of 676,000, 6.6% below May's rate of 724,000 and 19.4% below the June 2020 level of 839,000. Analysts were expecting new home sales to increase in June. After a year of frenzied buying gains in the double digits, newly built homes are now out of reach for much of the demand that remains in the market. The median price of a newly built home in June rose just 6% from June 2020, and while that is a large gain historically, it is nothing compared with the 15%-20% annual gains seen in previous months. Most of the homebuying is on the higher end of the market, and builders cannot afford to put up affordable homes due to skyrocketing construction costs. Softwood lumber, in particular, spiked more than 300% during the pandemic, and while it has fallen back dramatically in the last month, it is still about 75% above its 2019 average. While there is unquestionably strong demand from buyers, much of it is being squelched by affordability and supply issues. Source: Diane Olick CNBC			

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 26		
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	3	14	0	0	42	20	0.50	0.65	
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	2	14	0	0	38	13	0.45	0.42	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	3	14	0	0	17	3	0.18	0.10	
Hideaway, The	DR Horton	HY		ATMJ	59	0	2	28	2	0	17	17	1.53	1.53	
Bungalows at Bridgeway	Lennar	NK		DTMJ	99	0	1	39	0	0	38	30	0.84	0.97	
Cottages at Bridgeway	Lennar	NK		DTMJ	71	2	2	39	2	0	45	30	1.00	0.97	
Courts at Bridgeway	Lennar	NK		ATMJ	71	4	2	39	3	0	31	31	1.28	1.28	
Revo at Innovation	Lennar	FR		ATMJ	137	0	1	5	0	0	130	36	0.76	1.16	
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	1	39	1	0	34	31	0.92	1.00	
Villas at Bridgeway	Lennar	NK		DTMJ	136	0	1	39	0	0	46	33	1.02	1.06	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	4	7	0	0	9	9	0.31	0.31	
Compass at Bay37	Pulte	AL		ATMJ	93	0	1	7	1	0	15	15	0.51	0.51	
Landing at Bay37	Pulte	AL		ATMJ	96	0	24	7	0	0	5	5	0.17	0.17	
Lookout at Bay37	Pulte	AL		ATMJ	26	0	6	6	0	0	12	12	0.41	0.41	
Line at SoHay	Taylor Morrison	HY		ATST	198	4	11	8	0	0	107	28	0.89	0.90	
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	1	3	0	0	90	18	0.75	0.58	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	5	0	0	30	19	0.48	0.61	
Compass Bay- Dover	Trumark TSO	NK		DTMJ	138	0	TSO	27	0	0	47	30	0.96	0.97	
Compass Bay- Newport	Trumark TSO	NK		ATMJ	86	0	TSO	27	3	0	50	38	1.02	1.23	
Crest at Alameda Point	Trumark	AL		ATMJ	60	0	5	17	1	0	35	31	0.95	1.00	
Leeward at Alameda Point	Trumark TSO	AL		ATMJ	64	0	TSO	17	0	0	63	23	0.84	0.74	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.62</b>			<b>Traffic to Sales: 31 : 1</b>				<b>72</b>	<b>401</b>	<b>13</b>	<b>0</b>	<b>901</b>	<b>472</b>	<b>Net: 13</b>
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland															

Amador Valley				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	Avg. Sls /Week	Avg. Sls /YTD		
Broadway at Boulevard	Brookfield	DB		ATMJ	110	0	3	8	1	0	48	48	1.59	1.55	
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	1	12	2	0	72	27	0.97	0.87	
Downing at Boulevard	Lennar TSO	DB		ATST	96	0	TSO	11	2	0	75	31	0.71	1.00	
Skyline at Boulevard	Lennar TSO	DB		ATMJ	114	0	TSO	21	1	0	75	30	0.81	0.97	
Sycamore	Ponderosa TSO	PL		DTMJ	36	0	TSO	11	0	0	32	5	0.25	0.16	
Uptown	Taylor Morrison TSO	LV		ATMJ	44	0	TSO	3	0	0	34	28	0.91	0.90	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 11 : 1</b>				<b>4</b>	<b>66</b>	<b>6</b>	<b>0</b>	<b>336</b>	<b>169</b>	<b>Net: 6</b>
City Codes: DB = Dublin, PL = Pleasanton, LV = Livermore															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4								In Area : 4		
Diablo Valley					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	
Woodbury Highlands	Davidon	LF		ATMU	99	0	19	8	0	0	8	6	0.17	0.19	
Relevae at Wilder	Landsea TSO	OR		DTMJ	34	0	TSO	1	0	0	32	19	0.78	0.61	
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	0	0	0	7	6	0.16	0.19	
Wilder	Taylor Morrison TSO	OR		DTMJ	61	0	TSO	2	1	0	60	10	0.21	0.32	
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.25</b>			<b>Traffic to Sales: 11 : 1</b>				<b>19</b>	<b>11</b>	<b>1</b>	<b>0</b>	<b>107</b>	<b>41</b>	<b>Net: 1</b>
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill															

San Ramon 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	Avg. Sls /Week	Avg. Sls /YTD	
Highlands at The Preserve	Lennar	SR		DTMJ	122	2	2	20	2	0	115	24	0.70	0.77	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	3	2	20	2	0	59	36	1.03	1.16	
Ridgeview at the Preserve	Lennar	SR		ATMU	77	0	2	20	0	0	49	30	0.88	0.97	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 1.33</b>			<b>Traffic to Sales: 15 : 1</b>				<b>6</b>	<b>60</b>	<b>4</b>	<b>0</b>	<b>223</b>	<b>90</b>	<b>Net: 4</b>
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC		ATMU	29	0	7	2	0	0	21	10	0.19	0.32	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>7</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>10</b>	<b>Net: 0</b>
City Codes: EC = El Cerrito															

Antioch/Pittsburg					Projects Participating: 10								In Area : 12		
					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	
Celo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	1	35	2	0	83	55	1.66	1.77	
Celo at Sand Creek- Vista	Century	AN		DTMJ	96	0	3	34	0	0	71	49	1.42	1.58	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	4	17	2	0	198	27	0.97	0.87	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	3	24	0	1	44	34	1.07	1.10	
Landing at Wildflower Station	DeNova TSO	AN	Rsv's	ATST	98	0	TSO	5	0	0	94	76	2.40	2.45	
Stella at Aviano	DeNova	AN	Rsv's	DTST	127	0	2	30	0	0	99	64	2.29	2.06	
Riverview at Monterra	K Hovnanian	AN		DTMJ	100	0	1	4	2	0	95	23	0.83	0.74	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	1	2	4	0	0	26	26	0.83	0.84	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	6	4	0	1	45	28	1.12	0.90	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	2	32	1	0	3	3	0.91	0.91	
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 27 : 1</b>				<b>24</b>	<b>189</b>	<b>7</b>	<b>2</b>	<b>758</b>	<b>385</b>	<b>Net: 5</b>
City Codes: AN = Antioch, PT = Pittsburg															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10								In Area : 14		
East Contra Costa					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	
Delta Coves	Blue Mountain	BI		DTMJ	81	0	1	25	0	0	65	37	0.64	1.19	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	3	11	0	0	77	24	0.85	0.77	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	2	5	11	4	0	83	33	0.92	1.06	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	2	7	1	1	195	71	1.55	2.29	
Ashbury	KB Home	OY		ATST	69	0	1	10	1	0	62	43	1.24	1.39	
Westerly at Delaney Park	KB Home	OY		DTMJ	103	0	2	3	0	0	101	24	1.05	0.77	
Alicante	Meritage	OY		DTMJ	133	5	3	19	5	0	65	60	1.85	1.94	
Vines, The	Meritage	OY		DTST	63	0	6	4	0	0	42	42	1.39	1.35	
Terrene	Pulte	BT		DTMJ	326	0	2	6	1	2	299	89	2.32	2.87	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	4	2	1	1	86	41	1.14	1.32	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.90</b>		<b>Traffic to Sales: 8 : 1</b>				<b>29</b>	<b>98</b>	<b>13</b>	<b>4</b>	<b>1075</b>	<b>464</b>	<b>Net: 9</b>

City Codes: BI = Bethel Island, OY = Oakley, BT = Brentwood

Sonoma, Napa Counties					Projects Participating: 8							In Area : 15			
					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	
Village Station	Blue Mountain	SR		ATMJ	110	3	3	5	1	0	87	20	0.47	0.65	
Live Oak at University	KB Home	RP		DTMJ	104	5	5	8	3	1	86	42	0.80	1.35	
Aspect	Lafferty	PET		DTMJ	18	0	4	0	0	0	13	5	0.12	0.16	
Juniper at University	Richmond American	RP		DTMJ	150	4	3	17	2	0	140	26	0.82	0.84	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	2	0	0	0	38	18	0.49	0.58	
Meadow Creek	Ryder	SR		DTMJ	48	0	1	21	0	0	11	11	1.33	1.33	
Pear Tree	Taylor Morrison	NP		ATST	71	0	4	2	0	0	59	28	0.68	0.90	
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	13	0	0	48	36	1.23	1.16	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.63</b>		<b>Traffic to Sales: 11 : 1</b>				<b>24</b>	<b>66</b>	<b>6</b>	<b>1</b>	<b>482</b>	<b>186</b>	<b>Net: 5</b>

City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa

Marin County					Projects Participating: 1							In Area : 1			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Atherton Place	KB Home	NV		ATMJ	50	0	2	13	0	0	34	30	0.74	0.97	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>2</b>	<b>13</b>	<b>0</b>	<b>0</b>	<b>34</b>	<b>30</b>	<b>Net: 0</b>

City Codes: NV = Novato

San Francisco County					Projects Participating: 1							In Area : 20			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	8	1	0	0	1	1	0.05	0.05	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>8</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>Net: 0</b>

City Codes: SF = San Francisco

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 5		
San Mateo 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	
Skyline Ridge	DR Horton S/O	SB		DTMJ	40	0	S/O	0	1	0	40	25	0.65	0.81	
Link 33	KB Home	RC		ATMJ	33	0	2	19	0	0	31	24	0.47	0.77	
Foster Square	Lennar	FC		AAAT	200	0	1	1	0	0	186	24	0.70	0.77	
One 90 - Borelle	Pulte	SM		DTMJ	29	0	1	5	1	0	8	8	0.27	0.27	
One 90 - State	Pulte	SM		ATMJ	57	0	1	4	0	0	6	6	0.21	0.21	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 15 : 1</b>				<b>5</b>	<b>29</b>	<b>2</b>	<b>0</b>	<b>271</b>	<b>87</b>	<b>Net: 2</b>
City Codes: SB = San Bruno, RC = Redwood City, FC = Foster City, SM= San Mateo															

Santa Clara County					Projects Participating: 22								In Area : 25		
					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	
Classics at MonteVista	Classics	MV		ATMJ	15	0	1	12	1	0	6	6	1.11	1.11	
Asana	DeNova	SJ		DTMJ	250	0	2	13	0	0	226	55	1.57	1.77	
Cantera	Dividend	MV		ATMJ	15	0	5	10	0	0	4	4	1.22	1.22	
Maravilla	Dividend	MV		ATMJ	55	0	5	16	2	0	8	8	1.27	1.27	
Redwoods at Montecito	Dividend	MV		ATMJ	33	0	6	19	0	0	26	26	1.75	1.75	
Amalfi	DR Horton	MV		ATMJ	58	0	3	9	0	0	38	35	0.97	1.13	
Montecito Estates	DR Horton	MH		DTMJ	24	0	1	18	2	0	14	14	0.74	0.74	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	1	15	1	0	96	74	1.88	2.39	
Metro II at Communications Hill	KB Home	SJ		ATMU	150	0	3	13	0	0	147	46	1.03	1.48	
Naya	KB Home	SC		ATMU	58	0	1	17	1	0	20	20	0.96	0.96	
Momentum	Pan Cal	SV		ATMU	18	0	3	5	0	0	10	10	1.06	1.06	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	New	ATMU	76	12	11	10	1	0	1	1	3.50	3.50	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	1	10	0	0	11	11	0.91	0.91	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	5	10	0	0	7	7	0.58	0.58	
Montalvo Oaks	SummerHill	MS		ATMU	15	0	7	6	2	0	8	8	0.44	0.44	
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	3	5	0	0	7	7	0.58	0.58	
Nuevo - E-Towns	SummerHill	SC		ATMU	114	0	1	8	0	0	113	36	0.84	1.16	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	3	18	1	0	132	49	0.98	1.58	
Portico	SummerHill	MV		ATMU	16	0	1	5	1	0	15	15	0.50	0.48	
Elevation- Towns	Taylor Morrison	SV		ATMU	96	2	5	9	0	0	79	32	0.90	1.03	
Ovation	Taylor Morrison	SV		ATMU	107	1	5	11	1	0	12	12	1.17	1.17	
Harmony	Trumark	SV		DTMJ	58	0	2	7	0	0	56	42	1.07	1.35	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.59</b>			<b>Traffic to Sales: 19 : 1</b>				<b>75</b>	<b>246</b>	<b>13</b>	<b>0</b>	<b>1036</b>	<b>518</b>	<b>Net: 13</b>
City Codes: MV = Mountain View , SJ = San Jose, MH = Morgan Hill, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos, MS = Monte Sereno															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9								In Area : 10		
Monterey, Santa Cruz, San Benito 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	
Roberts Ranch	KB Home	HO		DTMJ	192	0	1	37	1	0	71	71	2.82	2.82	
Carousel at Westfield	Kiper	HO		DTST	92	0	3	13	1	0	87	29	1.16	0.94	
Mayfair at Westfield	Kiper TSO	HO		DTMJ	50	0	TSO	13	0	0	44	22	0.77	0.71	
Serenity at Santana Ranch II	Legacy	HO		DTMJ	31	0	2	9	0	0	3	3	0.72	0.72	
Montclair	Meritage	HO		DTMJ	99	0	3	9	1	0	15	15	1.46	1.46	
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	0	29	0	0	0	0	0.00	0.00	
Enclave, The	Shea	SS		DTMJ	26	0	2	6	0	0	0	0	0.00	0.00	
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	0	4	0	0	0	0	0.00	0.00	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	0	1	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 40 : 1</b>				<b>11</b>	<b>121</b>	<b>3</b>	<b>0</b>	<b>220</b>	<b>140</b>	<b>Net: 3</b>

City Codes: HO = Hollister, MA = Marina, SS = Seaside

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 15								In Area : 18		
					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	
Luminescence at Liberty	DeNova	RV		AASF	164	0	4	17	0	0	2	2	0.47	0.47	
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	5	17	1	0	1	1	0.23	0.23	
Savannah at Homestead	DR Horton	DX		DTST	85	0	1	9	1	0	75	60	1.74	1.94	
Copperleaf at Homestead	KB Home	DX		DTST	71	0	1	1	0	0	54	42	1.38	1.35	
Creston at One Lake	Lennar	FF		DTMJ	70	0	2	8	0	0	57	35	1.29	1.13	
Homestead	Meritage	DX		DTMJ	99	3	4	5	3	0	34	34	1.54	1.54	
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	2	7	0	0	64	31	1.20	1.00	
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	6	0	0	21	21	1.06	1.06	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	2	4	7	0	0	45	35	1.25	1.13	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	2	10	0	0	62	10	0.46	0.32	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	74	4	2	10	3	0	70	27	0.53	0.87	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	1	17	0	0	90	35	0.77	1.13	
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	1	8	1	0	52	42	1.30	1.35	
Shimmer at One Lake	TRI Pointe	FF		DTMJ	48	0	1	9	1	0	35	23	0.88	0.74	
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	1	7	0	0	29	29	1.20	1.20	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 14 : 1</b>				<b>35</b>	<b>138</b>	<b>10</b>	<b>0</b>	<b>691</b>	<b>427</b>	<b>Net: 10</b>

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

Bay Area			Projects Participating: 116						In Area : 160				
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales				
<b>GRAND TOTALS: No. Reporting: 116</b>	<b>Avg. Sales: 0.61</b>	<b>Traffic to Sales: 18 : 1</b>	<b>321</b>	<b>1441</b>	<b>78</b>	<b>7</b>	<b>6156</b>	<b>3020</b>	<b>Net: 71</b>				
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													

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

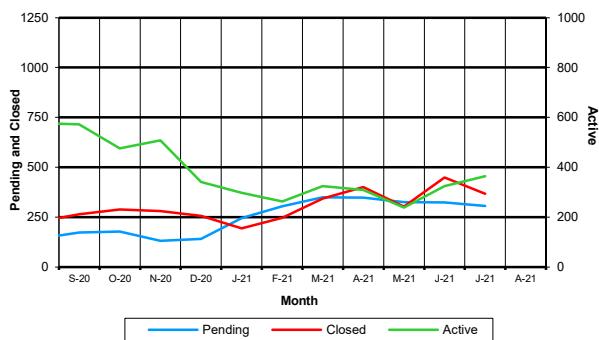
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

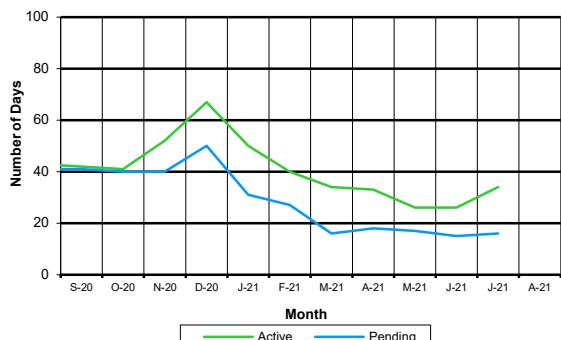
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Dec-20	341	67	140	50	\$817,347
Jan-21	298	50	245	31	\$826,758
Feb-21	263	40	305	27	\$837,703
Mar-21	324	34	350	16	\$889,733
Apr-21	309	33	347	18	\$861,580
May-21	238	26	325	17	\$877,643
Jun-21	325	26	324	15	\$906,946
Jul-21	364	34	306	16	\$883,790



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

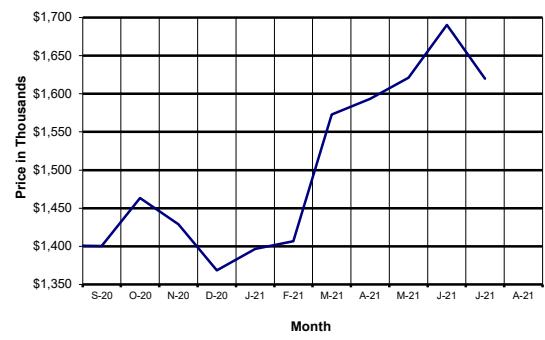


## San Jose Metro SFD Monthly MLS Survey

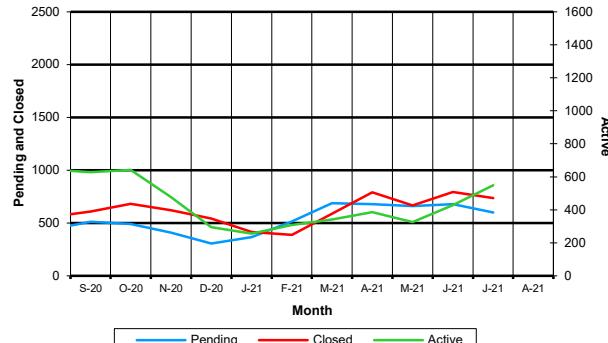
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Dec-20	294	64	307	36	\$1,368,594
Jan-21	255	42	368	19	\$1,396,636
Feb-21	309	35	516	14	\$1,406,651
Mar-21	342	28	687	13	\$1,572,946
Apr-21	386	26	678	11	\$1,593,508
May-21	326	30	659	11	\$1,621,132
Jun-21	429	30	680	12	\$1,690,350
Jul-21	548	29	600	12	\$1,619,904

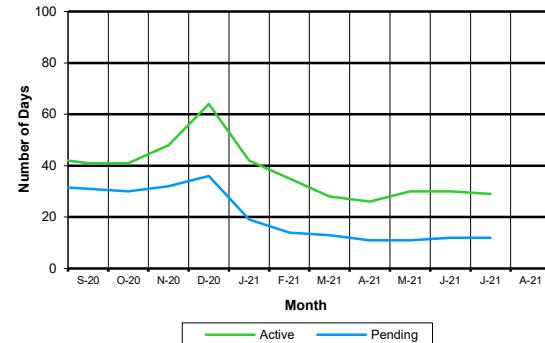
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

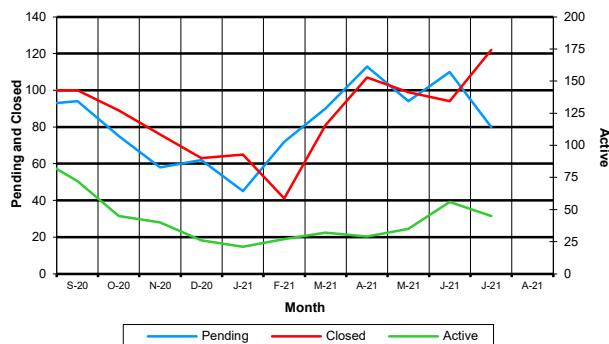
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

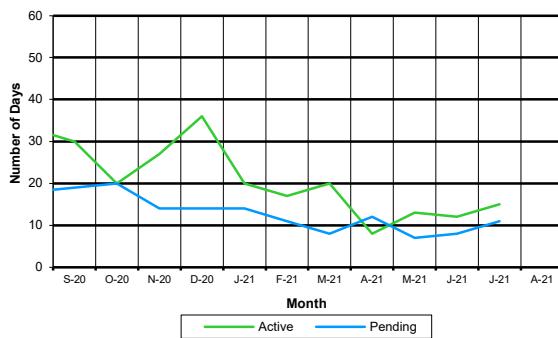
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	26	36	62	14	63	\$719,101
Jan-21	21	20	45	14	65	\$730,489
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

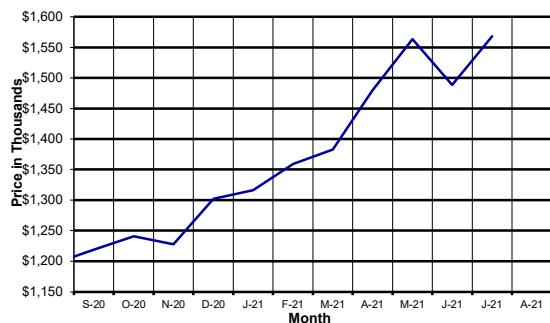


## Amador Valley SFD Monthly MLS Survey

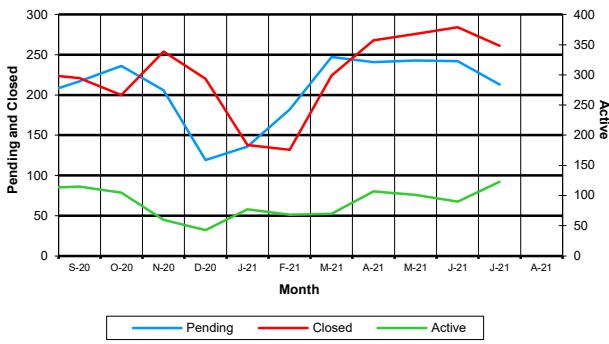
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	43	55	119	12	220	\$1,302,049
Jan-21	77	33	136	7	138	\$1,316,049
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178

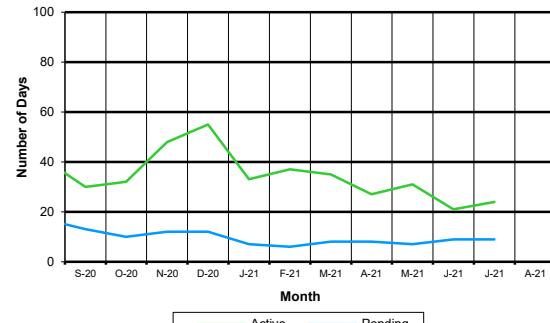
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



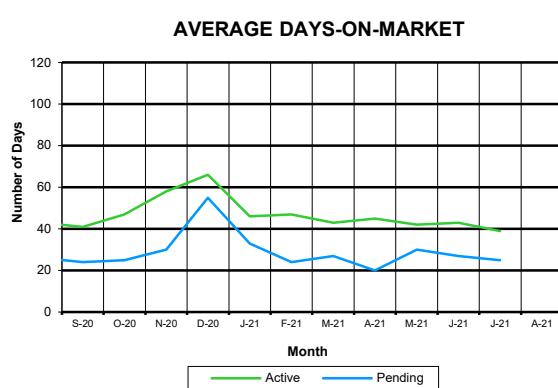


# The Ryness Company

Marketing Research Department

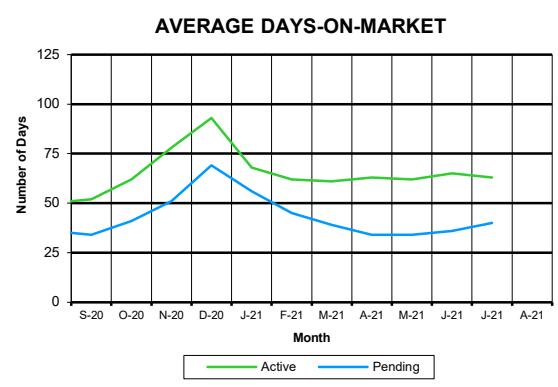
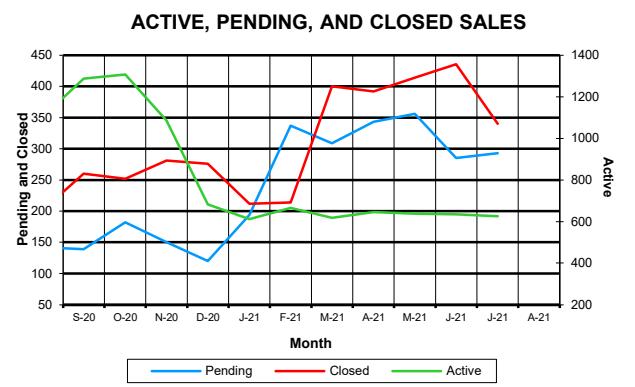
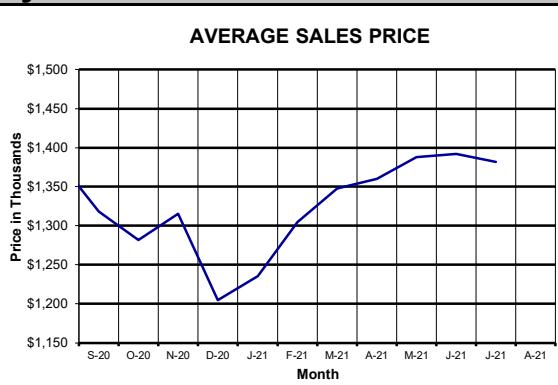
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Dec-20	132	66	80	55	\$629,000
Jan-21	147	46	86	33	\$627,074
Feb-21	138	47	99	24	\$645,576
Mar-21	132	43	107	27	\$682,435
Apr-21	141	45	106	20	\$671,001
May-21	136	42	108	30	\$692,361
Jun-21	143	43	84	27	\$703,022
Jul-21	204	39	92	25	\$695,719



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Dec-20	682	93	120	69	\$1,204,487
Jan-21	611	68	194	56	\$1,235,108
Feb-21	665	62	337	45	\$1,304,482
Mar-21	618	61	309	39	\$1,347,677
Apr-21	646	63	343	34	\$1,359,977
May-21	637	62	356	34	\$1,388,205
Jun-21	634	65	285	36	\$1,392,140
Jul-21	625	63	293	40	\$1,382,088





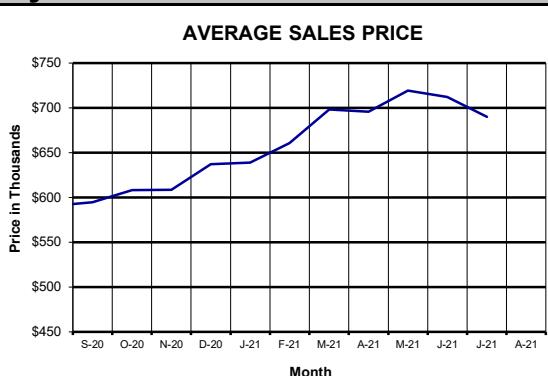
# The Ryness Company

Marketing Research Department

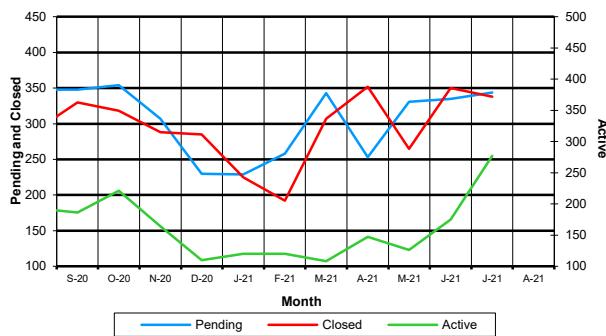
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

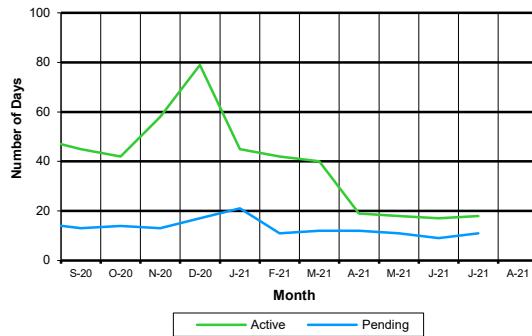
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-20	110	79	230	\$637,312
Jan-21	120	45	229	\$639,053
Feb-21	120	42	258	\$660,758
Mar-21	108	40	343	\$698,352
Apr-21	147	19	253	\$695,542
May-21	126	18	331	\$719,453
Jun-21	175	17	335	\$712,251
Jul-21	277	18	344	\$690,100



### ACTIVE, PENDING, AND CLOSED SALES



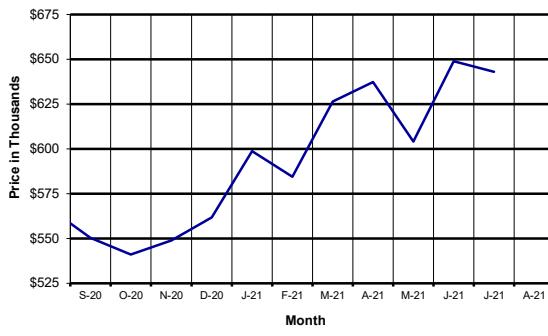
### AVERAGE DAYS-ON-MARKET



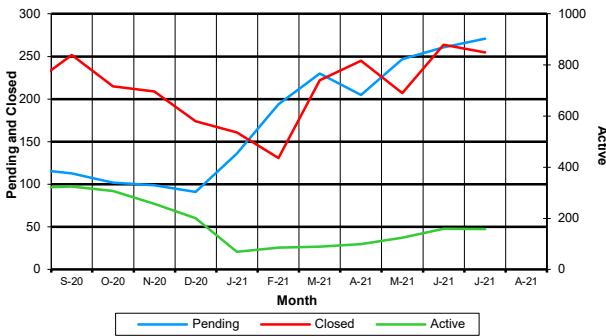
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-20	201	44	91	\$561,831
Jan-21	69	27	136	\$598,708
Feb-21	85	16	194	\$584,418
Mar-21	89	17	230	\$626,553
Apr-21	99	20	205	\$637,379
May-21	125	18	247	\$604,239
Jun-21	160	22	261	\$648,973
Jul-21	158	22	271	\$643,117

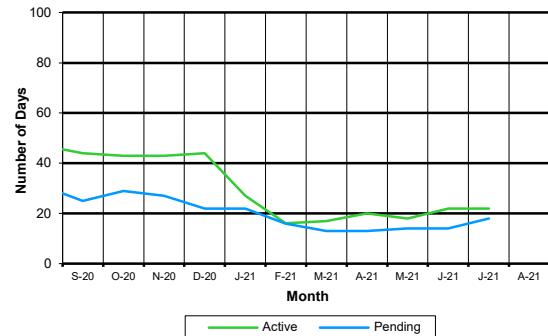
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



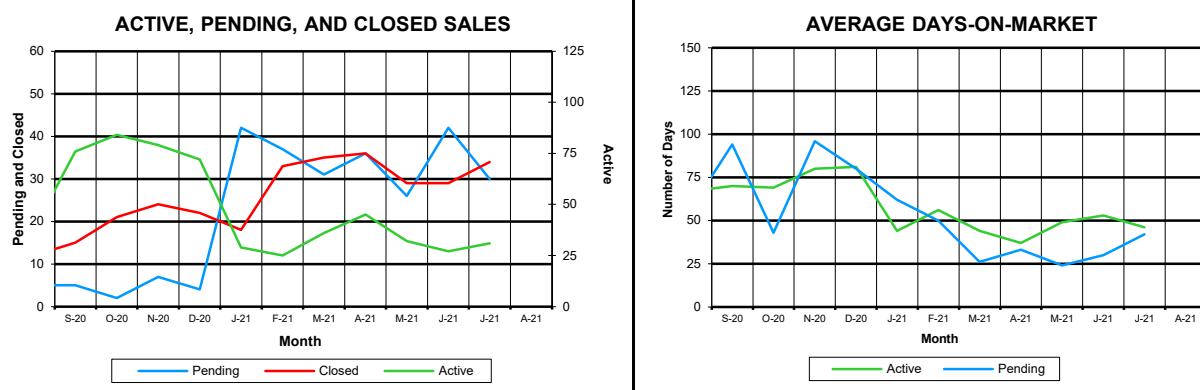


# The Ryness Company

Marketing Research Department

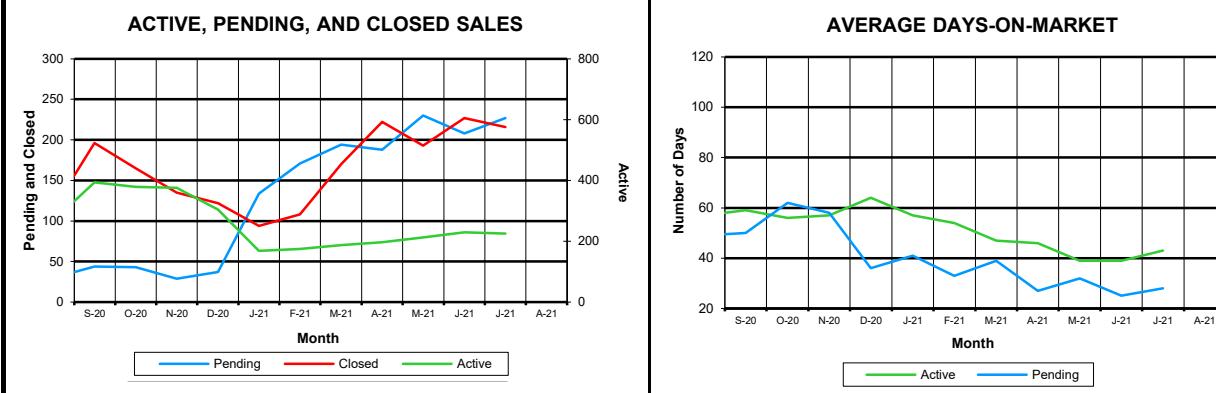
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-20	72	81	4	\$392,432
Jan-21	29	44	42	\$411,338
Feb-21	25	56	37	\$400,166
Mar-21	36	44	31	\$367,216
Apr-21	45	37	36	\$414,122
May-21	32	49	26	\$419,958
Jun-21	27	53	42	\$470,551
Jul-21	31	46	30	\$423,838



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-20	304	64	37	717,698
Jan-21	169	57	134	676,196
Feb-21	175	54	171	770,119
Mar-21	187	47	194	746,815
Apr-21	197	46	188	780,382
May-21	213	39	230	781,311
Jun-21	230	39	208	809,641
Jul-21	225	43	227	766,970



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

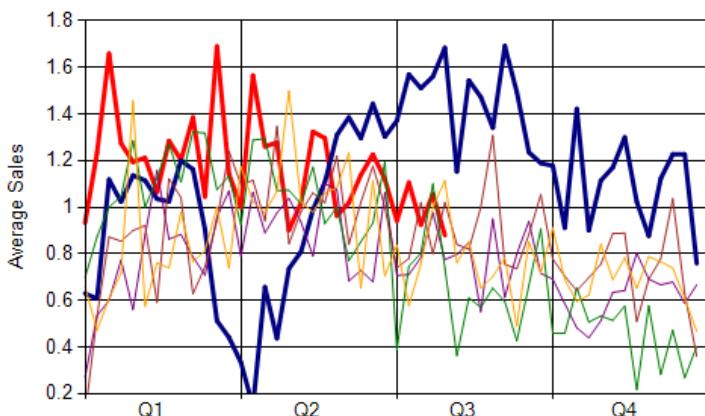
## Central Valley

Week 31

Ending: Sunday, August 8, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		20	384	16	0	16	0.80	1.08	-26%	0.94	-15%	
San Joaquin County		34	577	34	5	29	0.85	1.20	-29%	1.20	-29%	
Stanislaus County		6	20	9	0	9	1.50	1.19	26%	1.16	30%	
Merced County		17	142	16	4	12	0.71	1.38	-49%	1.06	-34%	
Madera County		6	26	5	0	5	0.83	1.04	-20%	0.97	-14%	
Fresno County		25	144	26	2	24	0.96	1.07	-10%	1.05	-9%	
<b>Current Week Totals</b>	Traffic : Sales	<b>12 : 1</b>	<b>108</b>	<b>1293</b>	<b>106</b>	<b>11</b>	<b>95</b>	<b>0.88</b>	<b>1.17</b>	<b>-25%</b>	<b>1.08</b>	<b>-18%</b>
Per Project Average				12	0.98	0.10	0.88					
<b>Year Ago - 08/09/2020</b>	Traffic : Sales	<b>16 : 1</b>	<b>92</b>	<b>2108</b>	<b>130</b>	<b>24</b>	<b>106</b>	<b>1.15</b>	<b>1.06</b>	<b>9%</b>	<b>1.35</b>	<b>-14%</b>
% Change				17%	-39%	-18%	-54%	-10%	-24%	11%	-20%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 31

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	1.02	0.12	0.90	0.81
■	2017	50	30	1.04	0.11	0.92	0.87
■	2018	68	24	1.17	0.16	1.01	0.80
■	2019	78	22	0.98	0.14	0.83	0.77
■	2020	84	22	1.25	0.20	1.05	1.11
■	2021	105	16	1.29	0.12	1.17	1.17
% Change:		26%	-26%	3%	-42%	11%	5%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			
<b>RATE</b>			
<b>2.78%</b>			<b>3.03%</b>
<b>FHA</b>			<b>2.25%</b>
<b>APR</b>			<b>2.91%</b>
<b>10 Yr Yield</b>			1.31%
			Sales of newly built homes dropped in June to the lowest level since the early days of the coronavirus pandemic in April 2020, according to data released by the U.S. Census Bureau. Sales of new single family homes fell to an annualized rate of 676,000, 6.6% below May's rate of 724,000 and 19.4% below the June 2020 level of 839,000. Analysts were expecting new home sales to increase in June. After a year of frenzied buying gains in the double digits, newly built homes are now out of reach for much of the demand that remains in the market. The median price of a newly built home in June rose just 6% from June 2020, and while that is a large gain historically, it is nothing compared with the 15%-20% annual gains seen in previous months. Most of the homebuying is on the higher end of the market, and builders cannot afford to put up affordable homes due to skyrocketing construction costs. Softwood lumber, in particular, spiked more than 300% during the pandemic, and while it has fallen back dramatically in the last month, it is still about 75% above its 2019 average. While there is unquestionably strong demand from buyers, much of it is being squelched by affordability and supply issues. Source: Diane Olick CNBC

# The Ryness Report

Week Ending  
Sunday, August 8, 2021

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
Tracy/Mountain House				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
											Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Magnolia Park	Bright	TR		DTMJ	42	0	1	8	0	0	38	15	0.78	0.48	
Heritage at College Park	Century	MH		DTMJ	96	0	4	22	0	0	92	29	0.90	0.94	
Legacy at College Park	Century	MH		DTMJ	133	0	1	45	0	0	54	44	1.38	1.42	
Portfolio at College Park	Century	MH		DTST	112	4	2	61	3	0	62	50	1.58	1.61	
Provenance at College Park	Century	MH		DTMJ	68	0	2	9	0	0	66	17	0.81	0.55	
Reflection at College Park	Century	MH		DTMJ	87	0	2	14	0	0	85	26	1.05	0.84	
Hartwell	Landsea	TR		DTMJ	121	0	1	0	0	0	5	5	1.59	1.59	
Kinbridge	Landsea	TR	Rsv's	DTMJ	83	0	2	0	0	0	4	4	1.27	1.27	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	1	4	21	0	0	121	31	1.01	1.00	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	3	4	21	1	0	105	29	0.87	0.94	
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	4	2	20	3	0	104	36	0.85	1.16	
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	3	TSO	2	3	0	85	34	0.88	1.10	
Vantage at Tracy Hills	Meritage TSO	TH		DTMJ	182	0	TSO	16	0	0	159	42	1.25	1.35	
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	7	6	21	1	0	38	12	0.33	0.39	
Bergamo at Mountain House	Shea	MH		DTMJ	137	4	3	3	2	0	47	47	2.15	2.15	
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	2	23	0	0	146	57	1.82	1.84	
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	7	58	0	0	59	59	1.89	1.90	
Langston at Mountain House	Shea	MH		ATMJ	131	0	3	34	0	0	121	19	1.51	0.61	
magnolia park	Woodside	TR		DTMJ	95	3	3	5	3	0	77	41	1.30	1.32	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	1	0	0	58	22	0.98	0.71	
<b>TOTALS: No. Reporting: 20</b>	<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 24 : 1</b>				<b>50</b>	<b>384</b>	<b>16</b>	<b>0</b>	<b>1526</b>	<b>619</b>	<b>Net: 16</b>		

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

Stockton/Lodi				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Projects Participating: 9			In Area : 9		
											Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	1	17	3	1	38	38	1.74	1.74		
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	3	3	1	2	0	39	39	2.28	2.28		
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	0	5	0	0	0	82	40	1.02	1.29		
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	127	0	2	1	0	1	125	12	1.56	0.39		
Montevello II	KB Home	SK		DTST	154	3	3	21	2	0	50	37	1.26	1.19		
Santorini	KB Home	SK	New	DTMJ	86	4	3	35	1	0	1	1	1.17	1.17		
Verona at Destinations	KB Home	SK		ATMJ	106	0	1	28	1	1	17	17	1.07	1.07		
Keys at Westlake	Lennar	SK		DTMJ	101	0	1	19	1	0	43	24	0.75	0.77		
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	1	1	0	0	40	13	0.81	0.42		
<b>TOTALS: No. Reporting: 9</b>	<b>Avg. Sales: 0.78</b>		<b>Traffic to Sales: 12 : 1</b>				<b>20</b>	<b>123</b>	<b>10</b>	<b>3</b>	<b>435</b>	<b>221</b>	<b>Net: 7</b>			

City Codes: SK = Stockton, LD = Lodi

Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 25		
San Joaquin 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	
Haven at River Island	Anthem United TSO	LP		DTMJ	128	1	TSO	13	1	0	124	30	1.05	0.97	
Turnleaf at the Collective	Anthem United TSO	MN		AASF	84	2	TSO	11	2	0	53	36	0.52	1.16	
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	1	68	1	0	9	9	2.10	2.10	
Rosewood at Terra Ranch	Century	MN		DTMJ	50	3	2	5	0	0	48	28	1.17	0.90	
Haven Villas at Sundance	KB Home	MN		DTMJ	235	6	2	22	5	0	166	41	1.51	1.32	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	3	2	7	2	0	49	49	1.74	1.74	
Balboa at River Islands	Kiper	LP		DTMJ	77	0	1	21	2	1	13	13	2.07	2.07	
Catalina II at River Islands	Kiper TSO	LP		DTMJ	101	0	TSO	24	1	0	30	30	1.36	1.36	
Newport at River Islands	Kiper	LP		DTMJ	131	0	5	0	0	0	126	36	1.23	1.16	
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	1	11	0	0	103	12	0.37	0.39	
Horizon at River Islands	Lennar	LP		DTMJ	143	4	2	10	3	0	38	38	1.57	1.57	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	24	1	0	35	35	1.45	1.45	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	1	38	1	0	37	37	1.53	1.53	
Sundance	Meritage	MN		DTST	64	0	2	3	0	0	62	42	1.44	1.35	
Harvest at Sundance	Pulte	MN		DTMJ	65	0	4	12	0	0	56	56	1.86	1.81	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	3	74	0	0	47	47	1.61	1.61	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	3	3	9	1	0	38	38	1.51	1.51	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	6	0	0	7	7	1.81	1.81	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	3	0	1	0	88	39	1.29	1.26	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	3	6	0	0	54	53	1.73	1.71	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	4	3	18	2	0	74	44	0.75	1.42	
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	0	3	13	1	1	95	45	1.58	1.45	
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	11	0	0	53	34	0.55	1.10	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	4	25	0	0	84	32	1.52	1.03	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	23	0	0	50	50	1.99	1.99	
<b>TOTALS: No. Reporting: 25</b>	<b>Avg. Sales: 0.88</b>				<b>Traffic to Sales: 19 : 1</b>				<b>51</b>	<b>454</b>	<b>24</b>	<b>2</b>	<b>1539</b>	<b>881</b>	<b>Net: 22</b>
City Codes: LP = Lathrop, MN = Manteca															

Modesto				Projects Participating: 1								In Area : 1			
				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Villa D'Este	DR Horton	MO		DTST	32	0	2	0	0	0	30	30	1.44	1.44	
<b>TOTALS: No. Reporting: 1</b>	<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: NA</b>				<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>30</b>	<b>30</b>	<b>Net: 0</b>
City Codes: MO = Modesto															

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5								In Area : 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	
Edgewater	DR Horton	WF		DTST	22	0	5	2	1	0	9	9	0.80	0.80	
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	0	5	0	0	0	64	1	0.88	0.03	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	6	4	7	6	0	28	28	4.45	4.45	
Fieldstone	KB Home	HG		DTST	69	0	2	6	0	0	45	45	1.54	1.54	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	3	3	5	2	0	106	43	1.58	1.39	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 1.80</b>			<b>Traffic to Sales: 2 : 1</b>				19	20	9	0	252	126	<b>Net: 9</b>
City Codes: WF = Waterford, PR = Patterson, HG = Hughson															

Merced County					Projects Participating: 17								In Area : 17			
					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	3	11	0	0	100	36	0.85	1.16		
Solera II	Century	MD		DTMJ	113	0	6	4	1	0	78	67	1.95	2.16		
Bell Crossing	DR Horton	AT		DTST	151	0	4	5	5	3	140	70	1.68	2.26		
Mission Village South	DR Horton TSO	LB		DTMJ	91	0	TSO	0	0	0	89	10	0.78	0.32		
Monterra	DR Horton TSO	MD		DTST	165	0	TSO	17	0	0	142	66	1.70	2.13		
Pacheco Pointe	DR Horton	LB		DTST	64	0	1	0	0	0	51	51	1.88	1.88		
Panorama	DR Horton	MD		DTST	192	0	1	13	0	0	139	56	1.22	1.81		
Stoneridge South	DR Horton	MD		DTST	69	1	1	5	2	0	53	53	2.11	2.11		
Villas, The	DR Horton	LB		DTST	83	4	2	21	3	1	55	55	2.03	2.03		
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	2	5	0	0	145	45	1.04	1.45		
Manzanita	Legacy	LT		DTMJ	172	0	1	20	1	0	153	33	0.97	1.06		
Sunflower	Legacy	MD	Rsv's	DTST	143	0	1	7	1	0	129	38	0.96	1.23		
Mbraga - Summer II	Lennar	MD		DTMJ	115	3	4	1	2	0	78	55	1.34	1.77		
Bellevue Ranch Phase 6	Stonefield Home	MD		DTST	18	0	1	20	1	0	5	5	1.59	1.59		
Cypress Terrace	Stonefield Home	MD		DTST	90	0	3	4	0	0	87	20	0.86	0.65		
Shaunessey Village	Stonefield Home	LB		DTST	94	0	2	4	0	0	92	36	1.03	1.16		
Villas II, The	Stonefield Home	LB		DTST	191	0	3	5	0	0	41	41	1.46	1.46		
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 9 : 1</b>				35	142	16	4	1577	737	<b>Net: 12</b>	
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston																

Madera County					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	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	0	3	5	1	0	128	35	1.06	1.13	
Fielding Cottages	KB Home	MDA		DTST	95	0	3	6	0	0	83	69	2.24	2.23	
Fielding Villas	KB Home	MDA		DTST	87	3	3	6	2	0	43	39	1.16	1.26	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	4	3	0	0	22	22	0.78	0.78	
Riverstone Coronet	Lennar	MDA		DTST	103	4	3	3	2	0	75	37	1.25	1.19	
Riverstone Skye II	Lennar	MDA		DTST	67	0	2	3	0	0	65	29	1.20	0.94	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.83</b>			<b>Traffic to Sales: 5 : 1</b>				18	26	5	0	416	231	<b>Net: 5</b>
City Codes: MDA = Madera															

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 28		
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		
Arroyo at Loma Vista	Century	CV		DTMU	132	0	4	2	0	0	128	115	1.45	3.71	
Locan Point	Century	FR		DTST	248	0	1	3	2	0	234	74	1.72	2.39	
Market Place	Century	FR		DTMU	215	0	12	4	2	0	191	70	1.89	2.26	
Meadowood II	Century	FR		ATMU	127	0	2	11	4	0	5	5	3.89	3.89	
Monarch	Century	KB		DTMU	64	0	7	6	0	0	0	0	0.00	0.00	
Olivewood	Century	FR		DTMU	169	0	6	4	2	0	13	13	1.60	1.60	
River Pointe	DR Horton TSO	REE		DTMU	84	0	TSO	5	0	0	37	37	2.07	2.07	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	4	7	0	0	122	28	0.98	0.90	
Marshall Estates	KB Home	FO		DTST	76	3	2	21	3	0	18	18	5.48	5.48	
Seville	KB Home	FR		DTST	129	0	3	10	0	0	112	61	1.55	1.97	
Anatole- Clementine	Lennar	FR		DTMU	111	0	2	1	0	0	29	29	1.46	1.46	
Anatole- Coronet	Lennar	FR		DTMU	56	0	1	1	0	0	28	28	1.41	1.41	
Arboralla - Clementine	Lennar TSO	CV		DTST	137	0	TSO	3	0	0	21	21	1.25	1.25	
Bella Vista Skye	Lennar	FT		DTST	54	3	1	1	3	0	21	21	0.75	0.75	
Brambles- Starling	Lennar	FR		ATST	150	0	1	12	1	0	21	21	1.06	1.06	
Brambles- Wlde	Lennar	FR		DTST	89	0	3	24	1	0	22	22	1.11	1.11	
Fancher Creek - Coronet	Lennar	FR		ATST	80	3	3	3	3	0	47	47	1.41	1.52	
Fancher Creek California	Lennar	FR		ATST	68	0	3	3	0	0	65	8	0.78	0.26	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	3	0	0	117	5	1.00	0.16	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	3	3	3	2	0	44	42	1.32	1.35	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	4	0	0	17	8	0.35	0.26	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	4	4	1	1	42	24	0.87	0.77	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	2	4	2	0	33	21	0.69	0.68	
Heritage Grove- Pinnacle	Lennar	CV		DTMU	47	2	2	4	0	0	21	19	0.44	0.61	
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	3	1	0	1	8	8	0.50	0.50	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 0.96</b>			<b>Traffic to Sales: 6 : 1</b>				<b>78</b>	<b>144</b>	<b>26</b>	<b>2</b>	<b>1396</b>	<b>745</b>	<b>Net: 24</b>

City Codes: CV = Clovis, FR = Fresno, KB = Kingsburg, REE = Reedley, FO = Fowler, FT = Friant

Central Valley				Projects Participating: 108					In Area : 111				
				Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
<b>GRAND TOTALS: No. Reporting: 108</b>			<b>Avg. Sales: 0.88</b>	<b>Traffic to Sales: 12 : 1</b>			<b>273</b>	<b>1293</b>	<b>106</b>	<b>11</b>	<b>7171</b>	<b>3590</b>	<b>Net: 95</b>
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

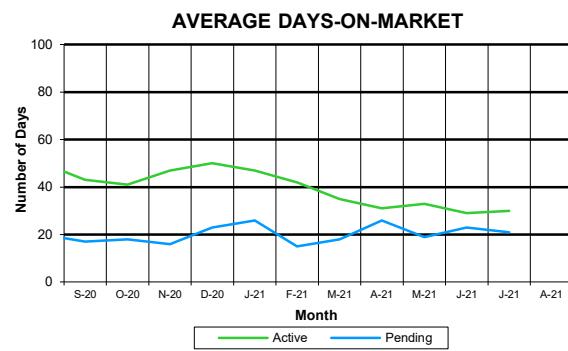
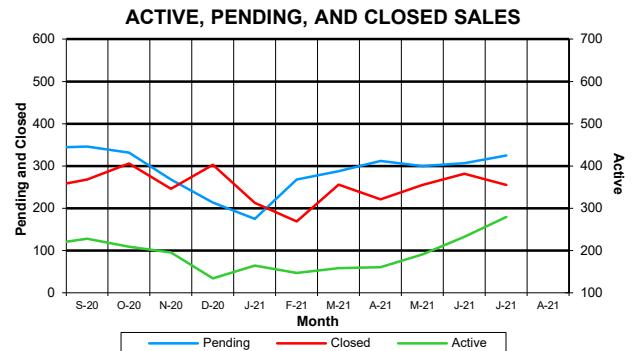
## Tracy SFD Monthly MLS Survey

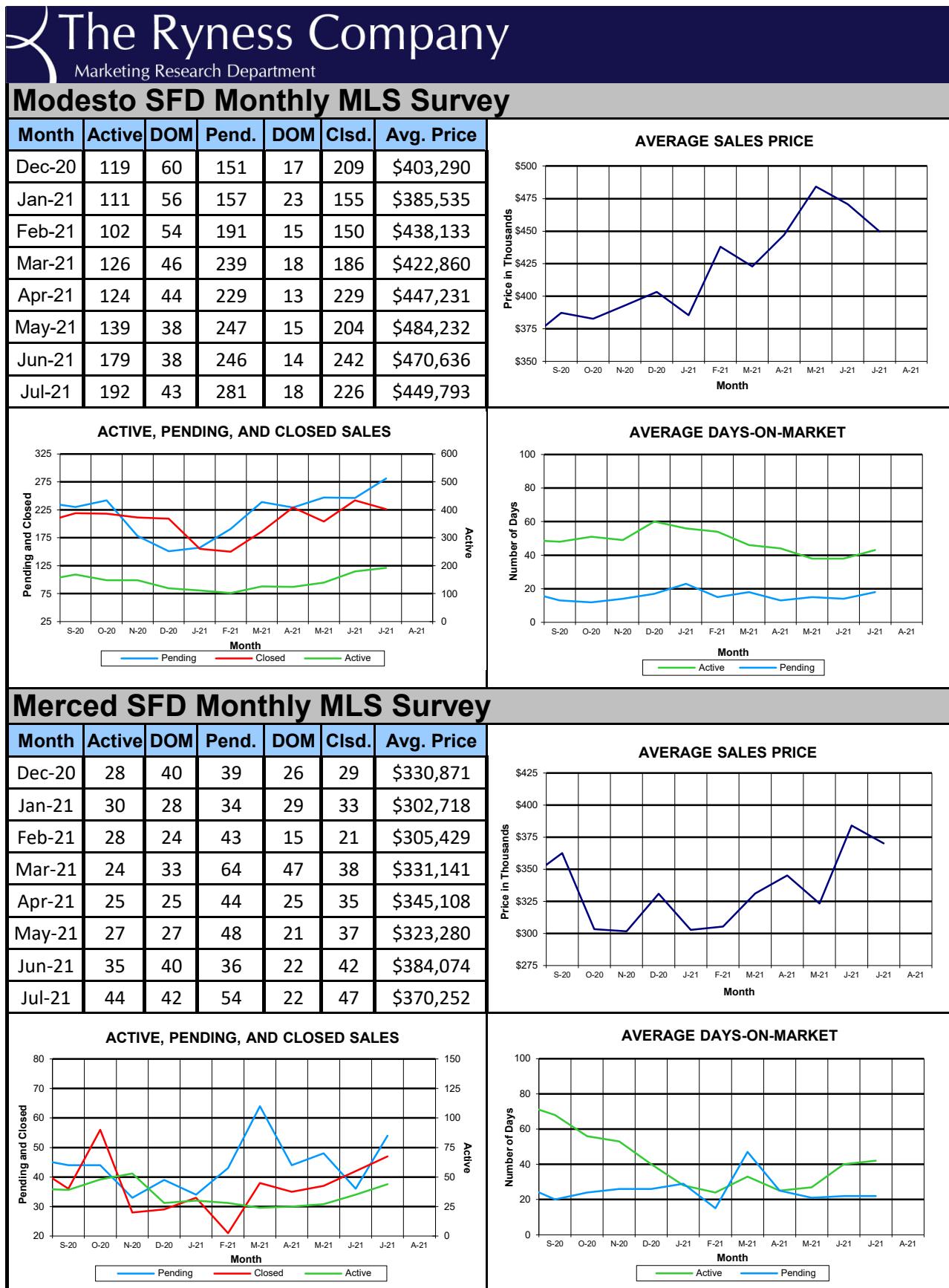
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	23	45	36	9	81	604,541
Jan-21	29	37	52	17	48	644,565
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	134	50	214	23	303	\$384,757
Jan-21	165	47	175	26	213	\$391,823
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



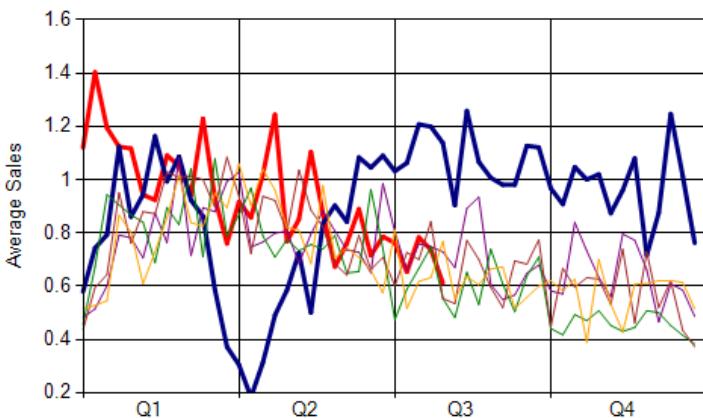
NATIONAL BUILDER DIVISION

**Ending: Sunday, August 8, 2021**

## Sacramento Week 31

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento		19	288	13	2	11	0.58	0.77	-25%	0.80	-27%	
Central & North Sacramento		41	675	28	1	27	0.66	0.92	-28%	0.84	-21%	
Folsom		18	315	9	1	8	0.44	1.04	-57%	0.89	-50%	
El Dorado		9	122	8	1	7	0.78	0.77	0%	0.52	50%	
Placer & Nevada		62	1052	48	6	42	0.68	1.03	-34%	0.86	-21%	
Yolo		7	38	2	0	2	0.29	0.82	-65%	0.46	-38%	
Northern Counties		9	81	4	0	4	0.44	0.77	-42%	0.61	-27%	
<b>Current Week Totals</b>	Traffic : Sales	<b>23 : 1</b>	<b>165</b>	<b>2571</b>	<b>112</b>	<b>11</b>	<b>101</b>	<b>0.61</b>	<b>0.93</b>	<b>-34%</b>	<b>0.80</b>	<b>-23%</b>
Per Project Average				16	0.68	0.07	0.61					
<b>Year Ago - 08/09/2020</b>	Traffic : Sales	<b>19 : 1</b>	<b>155</b>	<b>2922</b>	<b>152</b>	<b>12</b>	<b>140</b>	<b>0.90</b>	<b>0.83</b>	<b>9%</b>	<b>0.98</b>	<b>-7%</b>
% Change				6%	-12%	-26%	-8%	-28%	-32%	12%	-19%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 31

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	131	27	0.91	0.14	0.77	0.69
■	2017	140	27	0.96	0.15	0.81	0.73
■	2018	129	26	0.91	0.14	0.77	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.99	0.16	0.83	0.89
■	2021	160	18	1.02	0.09	0.93	0.93
% Change:		7%	15%	3%	-43%	12%	4%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>2.78%</b>	APR <b>3.03%</b>	Sales of newly built homes dropped in June to the lowest level since the early days of the coronavirus pandemic in April 2020, according to data released by the U.S. Census Bureau. Sales of new single family homes fell to an annualized rate of 676,000, 6.6% below May's rate of 724,000 and 19.4% below the June 2020 level of 839,000. Analysts were expecting new home sales to increase in June. After a year of frenzied buying gains in the double digits, newly built homes are now out of reach for much of the demand that remains in the market. The median price of a newly built home in June rose just 6% from June 2020, and while that is a large gain historically, it is nothing compared with the 15%-20% annual gains seen in previous months. Most of the homebuying is on the higher end of the market, and builders cannot afford to put up affordable homes due to skyrocketing construction costs. Softwood lumber, in particular, spiked more than 300% during the pandemic, and while it has fallen back dramatically in the last month, it is still about 75% above its 2019 average. While there is unquestionably strong demand from buyers, much of it is being squelched by affordability and supply issues. Source: Diane Olick CNBC
FHA	<b>2.25%</b>	<b>2.91%</b>	
10 Yr Yield	<b>1.31%</b>		
			

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
South Sacramento					Units	New Rel.	Rel'd Rmr'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Veranda at River Oaks	Elliott	GT		DTST	60	0	2	6	0	0	35	29	0.76	0.94	
Reridae	KB Home	GT		DTST	69	0	1	12	1	0	35	35	1.76	1.76	
Vintage Park	KB Home	SO		ATST	81	0	1	24	1	0	26	26	2.56	2.56	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	4	3	7	4	0	43	27	1.00	0.87	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	11	1	0	96	23	0.87	0.74	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	4	10	0	1	103	17	0.86	0.55	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	2	11	0	0	175	29	1.16	0.94	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	4	3	22	1	0	40	24	0.97	0.77	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	10	0	0	97	17	0.81	0.55	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	2	9	0	0	285	28	0.88	0.90	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	2	0	0	78	16	0.76	0.52	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	5	11	0	1	8	8	1.37	1.37	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	3	36	0	0	82	29	1.26	0.94	
Barcelona at Madeira Meadows	Taylor Morrison TSO	LN		DTMJ	108	0	TSO	27	1	0	83	22	0.89	0.71	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	0	1	28	1	0	63	16	0.68	0.52	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	3	27	0	0	65	19	0.70	0.61	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	1	1	0	0	50	4	0.33	0.13	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	1	22	2	0	10	10	1.01	1.01	
Glendon Vineyards	Woodside	VN		DTST	103	0	2	12	1	0	89	32	0.82	1.03	
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 0.58</b>			<b>Traffic to Sales: 22 : 1</b>				<b>39</b>	<b>288</b>	<b>13</b>	<b>2</b>	<b>1463</b>	<b>411</b>	<b>Net: 11</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20								In Area : 20		
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	3	16	0	0	27	17	0.64	0.55	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	2	29	0	0	43	23	0.74	0.74	
Crocker Village- Courts	Black Pine	SO		DTST	83	0	3	29	0	0	30	16	0.53	0.52	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	29	1	0	38	19	0.65	0.61	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	2	48	0	0	84	21	0.84	0.68	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	42	0	0	80	14	0.80	0.45	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	1	25	0	0	84	31	0.73	1.00	
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	10	1	0	43	43	1.71	1.71	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	4	9	0	0	33	27	0.91	0.87	
Oaks at Mitchell	KB Home	CH		DTST	74	0	2	12	0	0	27	27	1.82	1.82	
Ventana	Lennar	RO		DTMJ	160	0	2	4	1	0	87	18	0.81	0.58	
Verdant	Lennar	RO		DTST	157	0	2	0	0	0	76	32	1.10	1.03	
Viridian	Lennar	RO		DTST	185	3	2	4	2	0	102	35	0.92	1.13	
Montelena	Premier Homes	RO		DTST	169	0	1	28	1	0	155	44	1.65	1.42	
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	4	6	0	0	20	5	0.22	0.16	
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	2	3	0	0	28	12	0.31	0.39	
Alderwood	Watt	RO		DTMJ	54	0	7	12	0	0	47	27	0.77	0.87	
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	16	0	0	8	8	0.27	0.27	
Cottonwood at Cypress	Woodside <span style="color:red">S/O</span>	RO		DTST	74	0	<span style="color:red">S/O</span>	2	1	0	74	26	0.73	0.84	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	20	0	0	84	26	0.83	0.84	
<b>TOTALS: No. Reporting: 20</b>			<b>Avg. Sales: 0.35</b>		<b>Traffic to Sales: 49 : 1</b>				<b>47</b>	<b>344</b>	<b>7</b>	<b>0</b>	<b>1170</b>	<b>471</b>	<b>Net: 7</b>

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: 21								In Area : 21		
North Sacramento				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Artisan - The Cove	Beazer	SO		DTST	145	0	4	6	0	0	72	36	0.75	1.16	
Edgeview - The Cove	Beazer	SO		ATST	156	0	13	9	0	0	68	40	1.15	1.29	
Westward - The Cove	Beazer TSO	SO		DTST	122	0	TSO	0	0	0	40	8	0.56	0.26	
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	93	23	1.02	0.74	
Provence	Blue Mountain	SO	Rsv's	ATST	185	4	3	14	2	0	82	34	0.91	1.10	
Castile at Parkebridge	DR Horton	SO		DTMJ	163	0	2	3	0	0	157	42	1.31	1.35	
Mbraga	DR Horton	AO		DTMJ	162	0	2	10	1	1	83	48	1.53	1.55	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	1	48	0	0	41	29	0.91	0.94	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	3	2	47	2	0	43	36	0.95	1.16	
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	13	0	0	25	25	0.86	0.86	
Northlake - Bleau	Lennar	SO		DTMJ	236	1	4	14	1	0	34	34	1.17	1.17	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	3	13	1	0	23	23	0.79	0.79	
Northlake - Drifton	Lennar	SO		DTMJ	134	3	2	13	2	0	18	18	0.86	0.86	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	13	2	0	28	28	0.96	0.96	
Northlake - Shor	Lennar	SO		DTMJ	140	0	2	13	3	0	30	30	1.03	1.03	
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	13	0	0	28	28	0.96	0.96	
Northlake - Wavmrr	Lennar	SO		DTMJ	153	0	1	13	2	0	33	33	1.13	1.13	
NJVO Artisan Square	The New Hme Co	SO		ATST	115	3	3	29	3	0	95	61	1.36	1.97	
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	1	34	0	0	44	44	2.33	2.33	
Mystique	Watt TSO	SO		ATST	57	0	TSO	9	0	0	47	10	0.50	0.32	
Portisol at Artisan Square	Watt	SO		ATST	112	4	2	17	2	0	35	24	0.83	0.77	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.95</b>			<b>Traffic to Sales: 16 : 1</b>				<b>49</b>	<b>331</b>	<b>21</b>	<b>1</b>	<b>1119</b>	<b>654</b>	<b>Net: 20</b>

City Codes: SO = Sacramento, AO = Antelope, NA = Natomas

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18								In Area : 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	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	3	2	7	1	0	82	31	1.11	1.00	
Sycamore Creek	JMC	FM		DTMJ	86	0	1	34	0	0	25	23	0.73	0.74	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	2	2	15	1	0	59	49	1.59	1.58	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	25	0	0	29	29	1.69	1.69	
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	2	16	1	0	9	9	1.37	1.37	
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	16	0	0	9	9	1.37	1.37	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	3	18	1	0	27	27	1.03	1.03	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	3	4	24	1	0	100	47	1.26	1.52	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	1	1	0	0	55	33	0.87	1.06	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	2	1	0	0	62	38	1.07	1.23	
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	1	9	0	0	9	9	0.61	0.61	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	2	12	0	0	92	31	1.02	1.00	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	5	11	1	0	95	21	1.09	0.68	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	3	50	0	1	44	26	1.04	0.84	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	2	2	43	1	0	63	26	0.83	0.84	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	2	11	1	0	100	28	1.13	0.90	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	1	11	1	0	28	28	1.11	1.11	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	1	11	0	0	76	20	0.86	0.65	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.44</b>			<b>Traffic to Sales: 35 : 1</b>				<b>37</b>	<b>315</b>	<b>9</b>	<b>1</b>	<b>964</b>	<b>484</b>	<b>Net: 8</b>

City Codes: FM = Folsom

El Dorado County					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	Avg. Sls /Week	Avg. Sls /YTD	
Revere	Blue Mountain	RE		DTMJ	51	0	2	42	0	0	16	16	1.12	1.12	
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	4	31	0	0	31	16	0.62	0.52	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	1	5	1	0	38	22	0.74	0.71	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	2	19	1	0	20	15	0.54	0.48	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	3	1	1	1	75	22	0.86	0.71	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	92	0	1	6	1	0	84	22	0.56	0.71	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	165	5	3	6	2	0	138	25	0.91	0.81	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	2	6	0	0	140	36	0.93	1.16	
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	3	3	6	2	0	6	6	1.08	1.08	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.78</b>			<b>Traffic to Sales: 15 : 1</b>				<b>21</b>	<b>122</b>	<b>8</b>	<b>1</b>	<b>548</b>	<b>180</b>	<b>Net: 7</b>

City Codes: RE = Rescue, BH = El Dorado Hills

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 61								In Area : 63		
Placer 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		
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	15	4	0	0	14	14	0.94	0.94	
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	12	6	0	0	8	8	1.10	1.10	
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	0	2	28	0	0	28	24	0.79	0.77	
Carnelian	Blue Mountain	GB		ATMJ	28	3	1	13	3	0	12	12	0.50	0.50	
Balboa	DR Horton	R/V		DTST	127	0	1	8	3	0	29	29	1.69	1.69	
Cerrada	DR Horton	LL		DTST	166	0	2	4	0	0	98	53	1.31	1.71	
Traditions at Independence	DR Horton	LL		DTST	97	3	3	3	1	0	4	4	2.15	2.15	
Winding Creek- The Wilds	DR Horton	R/V		DTST	50	3	3	8	2	0	33	33	1.58	1.58	
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	2	20	0	0	11	11	1.75	1.75	
Broadlands	JMC	LL		DTST	77	5	2	23	4	0	71	41	1.24	1.32	
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	0	2	118	0	0	20	20	1.23	1.23	
Meadow brook at Fiddymont Farms	JMC	R/V		DTMJ	80	0	2	10	0	0	21	21	1.28	1.28	
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	3	33	1	0	152	42	1.34	1.35	
Palisade Village	JMC	R/V		DTST	232	4	4	41	2	0	154	55	1.59	1.77	
Pinnacle Village	JMC	R/V		DTMJ	127	0	2	17	0	0	121	30	1.06	0.97	
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	3	62	0	0	45	29	0.98	0.94	
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	0	4	109	0	0	16	16	0.98	0.98	
Sentinel	JMC	R/V		DTST	132	0	4	37	0	1	121	45	1.64	1.45	
Westview at Whitney Ranch	JMC S/O	R/K		DTMJ	97	0	S/O	3	1	0	97	15	0.78	0.48	
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	3	0	0	0	100	43	1.47	1.39	
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	4	2	0	1	36	16	0.45	0.52	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	2	1	1	1	110	37	0.91	1.19	
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	2	11	0	0	19	19	0.94	0.94	
Granite Bluff	KB Home	R/K		DTMJ	73	2	3	11	2	0	66	54	1.60	1.74	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	3	3	13	1	0	143	39	1.24	1.26	
Andorra at Sierra West	Lennar	R/V		DTMJ	101	3	3	7	1	0	35	27	0.79	0.87	
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	0	1	12	0	0	43	35	1.07	1.13	
Corvara at Fiddymont Farm	Lennar	R/V		DTMJ	136	2	2	2	1	0	134	20	1.00	0.65	
Corvara II at Campus Oaks	Lennar	R/V		DTMJ	112	6	3	20	5	1	31	28	0.94	0.90	
Heritage Placer Vineyards: Lazio	Lennar	R/V		AASF	142	0	2	1	0	0	1	1	0.44	0.44	
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	5	4	0	0	150	27	0.89	0.87	
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	3	3	5	1	0	144	34	0.85	1.10	
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	0	2	4	0	0	162	27	0.94	0.87	
Lumiere at Sierra West	Lennar	R/V		DTMJ	129	0	2	8	1	0	42	33	0.93	1.06	
Meribel at Sierra West	Lennar	R/V		DTMJ	98	0	3	7	0	0	41	23	0.85	0.74	
Nova at Fiddymont	Lennar	R/V		DTST	105	0	1	18	1	0	55	22	0.96	0.71	
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	2	1	17	2	0	56	27	0.96	0.87	
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	0	1	15	2	0	57	24	0.90	0.77	
St. Moritz at Sierra	Lennar	R/V		DTMJ	143	3	3	7	1	0	41	35	0.89	1.13	
Meadowlands 60s	Meritage	LL		DTMJ	92	0	1	6	1	0	11	11	0.97	0.97	
Winding Creek - Trek	Meritage	R/V		DTMJ	74	4	4	14	4	0	43	43	1.78	1.78	
Eastridge at Whitney Ranch	Richmond American	R/K		DTMJ	75	0	2	22	0	1	58	32	0.98	1.03	
Fieldstone at Fiddymont Ranch	Richmond American	R/V		DTMJ	71	0	1	2	0	0	70	15	0.95	0.48	
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	8	0	0	42	42	1.39	1.35	
Sagewood at Sierra Pne	Richmond American	R/K		DTMJ	66	0	2	5	0	0	47	35	1.14	1.13	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 61								In Area : 63		
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	
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	3	13	6	0	0	41	41	1.57	1.57	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	18	2	0	1	79	39	1.27	1.26	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	5	3	0	0	51	29	0.82	0.94	
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	3	4	9	1	0	29	29	1.11	1.11	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	4	21	50	1	0	29	29	2.03	2.03	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	3	69	0	0	19	19	1.33	1.33	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	21	50	0	0	15	15	1.05	1.05	
Saratoga at Twelve Bridges	Taylor Morrison TSO	LL		DTMJ	82	0	TSO	9	0	0	33	5	0.53	0.16	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	1	26	0	0	60	21	0.59	0.68	
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	1	10	1	0	21	21	1.06	1.06	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	1	0	0	0	101	27	0.87	0.87	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	1	10	1	0	15	15	0.76	0.76	
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	71	0	1	12	0	0	56	43	1.43	1.39	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	2	15	2	0	83	37	1.08	1.19	
Pamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	4	6	0	0	79	21	0.62	0.68	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	1	0	0	86	31	0.68	1.00	
<b>TOTALS: No. Reporting: 61</b>															<b>Net: 41</b>

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

Nevada County					Projects Participating: 1							In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers	GV		DTST	45	0	1	5	1	0	19	9	0.14	0.29
<b>TOTALS: No. Reporting: 1</b>														<b>Net: 1</b>

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 7							In Area : 8		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Riverchase	Anthem United	WS		DTST	222	1	3	7	0	0	202	33	1.05	1.06
Bradford at Spring Lake	KB Home	WL		DTST	112	0	1	2	0	0	111	26	0.90	0.84
Magnolia at Spring Lake	Lennar	WL		DTMJ	78	0	2	0	0	0	76	26	0.70	0.84
Summerstone at Spring Lake	Lennar	WL		DTST	87	2	2	9	1	0	85	27	0.78	0.87
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	2	6	0	0	14	14	0.83	0.83
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	1	6	1	0	90	17	0.45	0.55
Rives at Spring Lake	Woodside	WL		DTMJ	83	0	1	8	0	0	62	30	0.78	0.97
<b>TOTALS: No. Reporting: 7</b>														<b>Net: 2</b>

City Codes: WS = West Sacramento, WL = Woodland, DV = Davis

# The Ryness Report

Week Ending  
Sunday, August 8, 2021

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1							In Area : 1			
Sutter County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	2	3	1	0	91	20	1.26	0.65	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 3 : 1</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>91</b>	<b>20</b>	<b>Net: 1</b>
City Codes: LO = Live Oak															

Yuba County					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
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	111	0	2	34	0	0	53	15	0.69	0.48	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK	DTMU	52	0	3	1	0	0	44	11	0.57	0.35	
Summerset at The Orchards	JMC	MS	DTST	96	3	4	6	1	0	78	29	1.22	0.94	
Sonoma Ranch	Lennar	PLK	DTST	208	3	3	9	2	0	179	20	1.01	0.65	
Windsor Crossing at River Oaks	Lennar	PLK	DTST	168	0	2	1	0	0	33	23	0.73	0.74	
Crosswinds at River Oaks	Meritage	PLK	DTMU	72	0	1	13	0	0	14	14	1.24	1.24	
Seasons at River Oaks	Richmond American	OL	DTST	83	0	1	8	0	0	35	35	1.16	1.13	
Seasons at Thoroughbred Acres	Richmond American	OL	DTMU	139	0	1	6	0	0	58	36	1.16	1.16	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.38</b>					<b>Traffic to Sales: 26 : 1</b>	<b>17</b>	<b>78</b>	<b>3</b>	<b>0</b>	<b>494</b>	<b>183</b>	<b>Net: 3</b>
City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento			Projects Participating: 165					In Area : 169			
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 165</b>		<b>Avg. Sales: 0.61</b>		<b>Traffic to Sales: 23 : 1</b>	<b>456</b>	<b>2571</b>	<b>112</b>	<b>11</b>	<b>10097</b>	<b>4258</b>	<b>Net: 101</b>
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

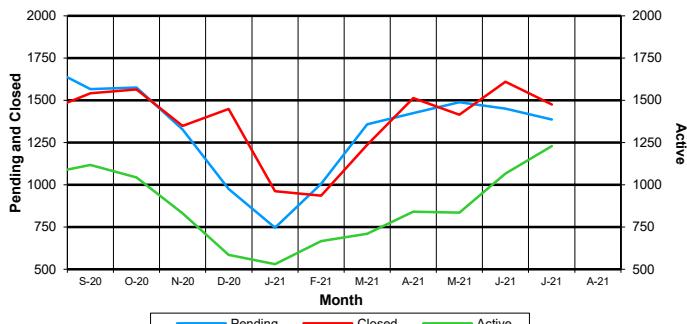
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	585	54	976	18	1,449	\$489,253
Jan-21	531	46	747	17	963	\$487,890
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023

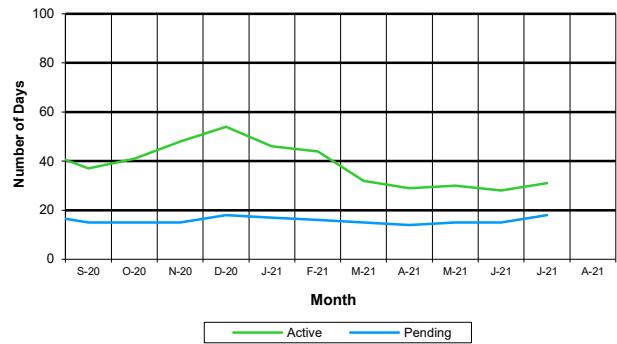
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



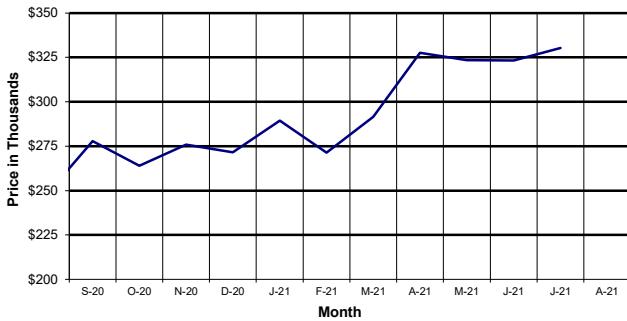
AVERAGE DAYS-ON-MARKET



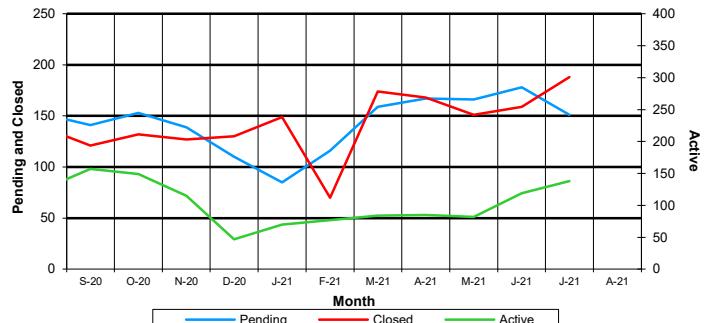
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	47	48	110	26	130	\$271,612
Jan-21	70	47	85	28	149	\$289,463
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324
Jul-21	138	26	151	20	188	\$330,251

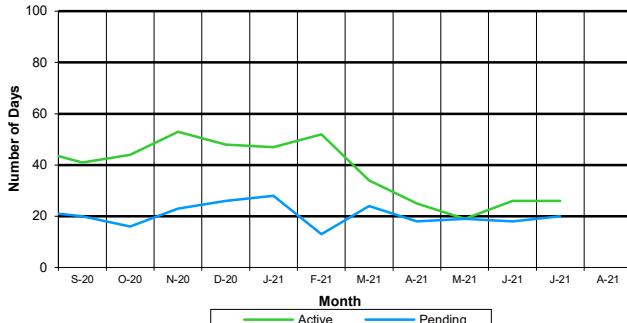
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



# The Ryness Company

Marketing Research Department

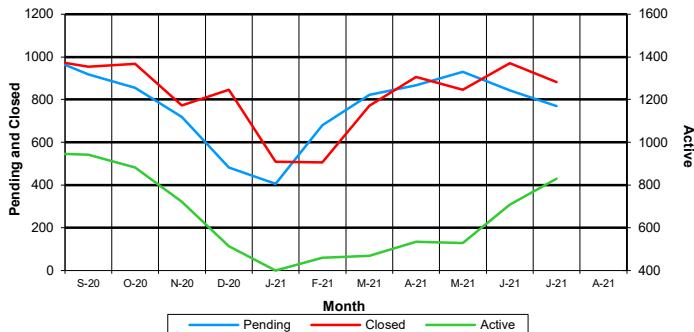
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	513	67	481	30	846	\$635,021
Jan-21	400	62	406	25	509	\$653,951
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605
Jul-21	829	38	769	19	882	\$743,192

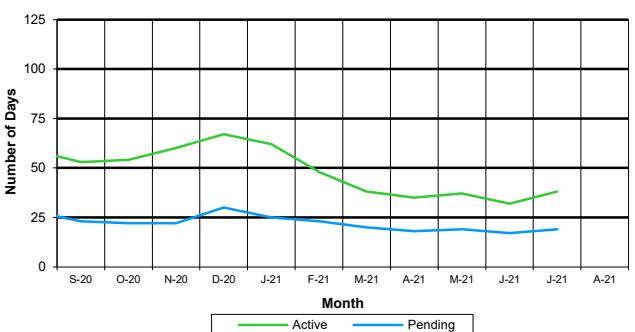
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



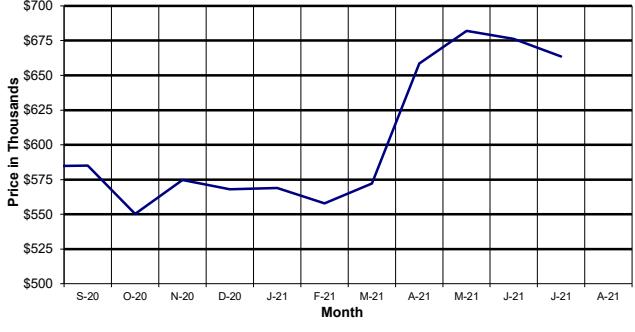
AVERAGE DAYS-ON-MARKET



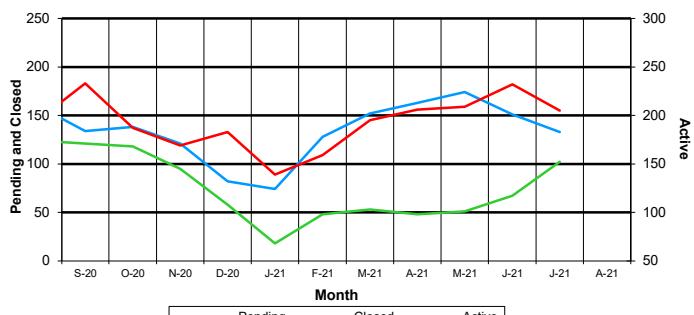
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-20	108	74	82	26	133	\$567,927
Jan-21	68	66	74	32	89	\$568,943
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195
Apr-21	98	47	163	21	156	\$658,498
May-21	101	47	174	23	159	\$682,003
Jun-21	117	44	151	20	182	\$676,184
Jul-21	152	41	133	24	155	\$663,476

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

