

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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HOME LOANS

NATIONAL BUILDER DIVISION

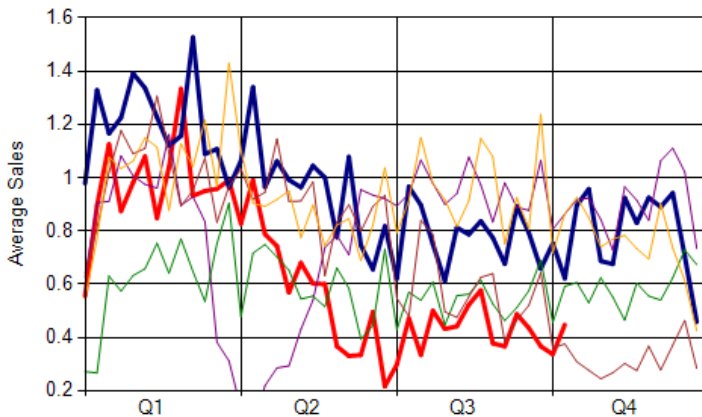
## Bay Area

Week 41

Ending: Sunday, October 16, 2022

| Counties / Groups                |  |                        |          |         |       |         | Net   | Avg.  | Year to Date |       | Prev. 13 Wks. |       |
|----------------------------------|--|------------------------|----------|---------|-------|---------|-------|-------|--------------|-------|---------------|-------|
|                                  |  |                        | Projects | Traffic | Sales | Cancels | Sales | Sales | Avg.         | Diff. | Avg.          | Diff. |
| Alameda                          |  |                        | 23       | 307     | 15    | 3       | 12    | 0.52  | 0.70         | -26%  | 0.57          | -8%   |
| Contra Costa                     |  |                        | 23       | 247     | 12    | 1       | 11    | 0.48  | 0.65         | -26%  | 0.48          | 0%    |
| Sonoma, Napa                     |  |                        | 12       | 79      | 4     | 0       | 4     | 0.33  | 0.45         | -27%  | 0.37          | -11%  |
| San Francisco, Marin             |  |                        | 3        | 16      | 1     | 0       | 1     | 0.33  | 0.37         | -10%  | 0.10          | 225%  |
| San Mateo                        |  |                        | 5        | 36      | 0     | 0       | 0     | 0.00  | 0.58         | -100% | 0.38          | -100% |
| Santa Clara                      |  |                        | 16       | 206     | 9     | 1       | 8     | 0.50  | 0.67         | -25%  | 0.24          | 107%  |
| Monterey, Santa Cruz, San Benito |  |                        | 8        | 74      | 6     | 0       | 6     | 0.75  | 0.76         | -2%   | 0.54          | 38%   |
| Solano                           |  |                        | 24       | 178     | 16    | 7       | 9     | 0.38  | 0.64         | -41%  | 0.42          | -10%  |
| Current Week Totals              |  | Traffic : Sales 18 : 1 | 114      | 1143    | 63    | 12      | 51    | 0.45  | 0.64         | -30%  | 0.43          | 3%    |
| Per Project Average              |  |                        | 10       |         | 0.55  | 0.11    | 0.45  |       |              |       |               |       |
| Year Ago - 10/17/2021            |  | Traffic : Sales 18 : 1 | 111      | 1348    | 76    | 7       | 69    | 0.62  | 0.97         | -36%  | 0.79          | -21%  |
| % Change                         |  |                        | 3%       | -15%    | -17%  | 71%     | -26%  | -28%  | -34%         | -45%  |               |       |

### 52 Weeks Comparison



### Year to Date Averages Through Week 41


### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 141                  | 32                  | 1.05              | 0.10                | 0.95               | 0.90                      |
| ■            | 2018 | 125                  | 27                  | 0.90              | 0.09                | 0.81               | 0.70                      |
| ■            | 2019 | 160                  | 17                  | 0.68              | 0.10                | 0.58               | 0.58                      |
| ■            | 2020 | 151                  | 12                  | 0.89              | 0.11                | 0.78               | 0.80                      |
| ■            | 2021 | 116                  | 14                  | 1.04              | 0.07                | 0.97               | 0.93                      |
| ■            | 2022 | 105                  | 11                  | 0.76              | 0.12                | 0.64               | 0.64                      |
| % Change:    |      | -9%                  | -23%                | -27%              | 73%                 | -34%               | -31%                      |

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



## WEEKLY FINANCIAL NEWS

| Financing  |       |       | Market Commentary  |
|--|-------|-------|--|
|  | RATE  | APR   | If you are among many people who are currently looking to buy a new home, there are ways to make it happen. Some experts say the roller coaster ride of mortgage rates is getting better. It all depends on who you ask. Chauncey Hilliard, a Charlotte realtor, says the market is currently balanced. "Right now, what your experiencing is that buyers now have the opportunity that they didn't have a couple months ago with multiple offers." The market is starting to shift to a buyer's market, according to Hilliard. "Right now, what buyers are able to achieve, is that they can actually get seller concessions to offset the higher interest rate," Hilliard said. Mortgage rates are up to almost 7% in the U.S., up from around 3% less than a year ago. "Different lenders are offering buydown basically if you put \$1,000 towards something, they'll give you 2,000," Hilliard said. "So yes, there's a way to get around the 7% interest rate." If you are unable to do that, financial planner Alex Calott said there are other options. "The first thing you need to do is you probably need to talk to a lender and see now what you can get pre-approved," Calott said. "Then also, don't be afraid to shop lenders." Calott said the most important thing to remember is to live and buy within your means. Source: Yahoo News Almiya White |
| CONV   | 6.95% | 7.18% |  |
| FHA  | 5.95% | 6.45% |  |
| 10 Yr Yield  | 3.99% |       |  |
|  |       |       |  |

| Development Name  | Developer           | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|---------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Alameda County  |                     |                  |       |                          | Projects Participating: 18 |          |            |         |            |           |              |          |               |              |
|   |                     |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Enclave - Sierra Collection   | Century             | FR               |       | ATMJ                     | 70                         | 3        | 3          | 14      | 2          | 0         | 67           | 28       | 0.43          | 0.68         |
| Atlas at Mssion Village   | KB Home             | HY               |       | ATMJ                     | 72                         | 3        | 5          | 10      | 2          | 0         | 52           | 52       | 2.35          | 2.35         |
| Aspect at Innovation  | Lennar              | FR               |       | ATMJ                     | 167                        | 0        | 7          | 29      | 0          | 0         | 44           | 25       | 0.86          | 0.61         |
| Bungalows at Bridgeway  | Lennar              | NK               |       | DTMJ                     | 100                        | 0        | 6          | 10      | 0          | 0         | 91           | 31       | 0.85          | 0.76         |
| Chroma at Innovation  | Lennar              | FR               |       | ATMJ                     | 146                        | 0        | 5          | 26      | 0          | 1         | 46           | 46       | 2.08          | 2.08         |
| Courts at Bridgeway   | Lennar              | NK               |       | ATMJ                     | 81                         | 0        | 3          | 10      | 0          | 0         | 69           | 11       | 0.80          | 0.27         |
| Lumiere at Innovation   | Lennar              | FR               |       | ATMJ                     | 156                        | 0        | 4          | 26      | 1          | 0         | 39           | 33       | 0.83          | 0.80         |
| Matrix at Innovation  | Lennar              | FR               |       | ATMJ                     | 53                         | 0        | 4          | 29      | 0          | 0         | 34           | 16       | 0.63          | 0.39         |
| Terraces at Bridgeway   | Lennar              | NK               |       | ATMJ                     | 96                         | 0        | 5          | 10      | 0          | 0         | 61           | 31       | 1.00          | 0.76         |
| Towns at Bridgeway  | Lennar              | NK               |       | ATMJ                     | 103                        | 0        | 5          | 10      | 2          | 0         | 81           | 25       | 0.82          | 0.61         |
| Villas at Bridgeway   | Lennar              | NK               |       | DTMJ                     | 137                        | 0        | 5          | 10      | 1          | 0         | 109          | 35       | 1.02          | 0.85         |
| Breeze at Bay37   | Pulte               | AL               |       | DTMJ                     | 30                         | 0        | 3          | 2       | 0          | 0         | 27           | 8        | 0.30          | 0.20         |
| Compass at Bay37  | Pulte               | AL               |       | ATMJ                     | 93                         | 0        | 3          | 2       | 2          | 0         | 48           | 13       | 0.53          | 0.32         |
| Landing at Bay37  | Pulte               | AL               |       | ATMJ                     | 96                         | 0        | 2          | 2       | 1          | 1         | 79           | 48       | 0.87          | 1.17         |
| Lookout at Bay37  | Pulte               | AL               |       | ATMJ                     | 138                        | 0        | 5          | 2       | 0          | 1         | 39           | 12       | 0.43          | 0.29         |
| Line at SoHay   | Taylor Morrison     | HY               |       | ATST                     | 198                        | 0        | 8          | 5       | 1          | 0         | 180          | 49       | 0.99          | 1.20         |
| Prime at SoHay  | Taylor Morrison TSO | HY               |       | ATST                     | 126                        | 0        | TSO        | 0       | 0          | 0         | 91           | 0        | 0.50          | 0.00         |
| Ellis at Central Station  | TRI Pointe          | OK               |       | ATMJ                     | 128                        | 0        | 3          | 4       | 0          | 0         | 68           | 31       | 0.54          | 0.76         |
| TOTALS: No. Reporting: 18   |                     | Avg. Sales: 0.50 |       | Traffic to Sales: 17 : 1 |                            |          |            | 76      | 201        | 12        | 3            | 1225     | 494           | Net: 9       |
| City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland |                     |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Amador Valley            |            |                  |      |                          | Projects Participating: 5 |          |            |         |            |           |              |          |               |              |
|--------------------------|------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                          |            |                  |      |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Broadway at Boulevard    | Brookfield | DB               | ATMJ | 110                      | 0                         | 16       | 8          | 1       | 0          | 94        | 22           | 1.02     | 0.54          |              |
| Melrose at Boulevard     | Brookfield | DB               | DTMJ | 75                       | 0                         | 6        | 38         | 0       | 0          | 30        | 30           | 1.19     | 1.19          |              |
| Lombard at Boulevard     | Lennar     | DB               | DTMJ | 100                      | 2                         | 10       | 25         | 0       | 0          | 15        | 15           | 0.68     | 0.68          |              |
| Skyline at Boulevard     | Lennar     | DB               | ATMJ | 114                      | 0                         | 3        | 15         | 1       | 0          | 111       | 23           | 0.72     | 0.56          |              |
| Venice at Boulevard      | Lennar     | DB               | ATMJ | 91                       | 2                         | 5        | 20         | 1       | 0          | 21        | 21           | 0.94     | 0.94          |              |
| TOTALS: No. Reporting: 5 |            | Avg. Sales: 0.60 |      | Traffic to Sales: 35 : 1 |                           |          | 40         | 106     | 3          | 0         | 271          | 111      | Net: 3        |              |
| City Codes: DB = Dublin  |            |                  |      |                          |                           |          |            |         |            |           |              |          |               |              |

| Diablo Valley                                  |         |                  |      |                      | Projects Participating: 2 |          |            |         |            |           |              |          |               |
|--|---------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|
|  |         |                  |      |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week |
| Oak Park                                       | Davidon | PH               | DTMJ | 34                   | 0                         | 10       | 8          | 0       | 0          | 8         | 8            | 0.20     | 0.20          |
| Woodbury Highlands                             | Davidon | LF               | ATMJ | 99                   | 0                         | 15       | 8          | 0       | 0          | 27        | 15           | 0.25     | 0.37          |
| TOTALS: No. Reporting: 2                       |         | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 25         | 16      | 0          | 0         | 35           | 23       | Net: 0        |
| City Codes: PH = Pleasant Hill, LF = Lafayette |         |                  |      |                      |                           |          |            |         |            |           |              |          |               |

| Development Name           | Developer | City Code        | Notes | Type                 |                           |          |            |         |            |           |              |          |               |              |
|----------------------------|-----------|------------------|-------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Ramon Valley           |           |                  |       |                      | Projects Participating: 1 |          |            |         |            |           |              |          |               |              |
|                            |           |                  |       |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Hillcrest at the Preserve  | Lennar    | SR               |       | ATMJ                 | 104                       | 0        | 3          | 0       | 0          | 0         | 100          | 16       | 0.84          | 0.39         |
| TOTALS: No. Reporting: 1   |           | Avg. Sales: 0.00 |       | Traffic to Sales: NA |                           |          | 3          | 0       | 0          | 0         | 100          | 16       | Net: 0        |              |
| City Codes: SR = San Ramon |           |                  |       |                      |                           |          |            |         |            |           |              |          |               |              |

| Antioch/Pittsburg                        |                 |                  |      |                          | Projects Participating: 12 |          |            |         |            |           |              |          |               |              |
|--|-----------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|  |                 |                  |      |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Cielo at Sand Creek- Horizon             | Century         | AN               | DTMJ | 175                      | 0                          | 5        | 30         | 0       | 0          | 158       | 40           | 1.41     | 0.98          |              |
| Vista II                                 | Century         | AN               | DTMJ | 9                        | 0                          | 9        | 11         | 0       | 0          | 0         | 0            | 0.00     | 0.00          |              |
| Crest at Park Ridge                      | Davidon         | AN               | DTMJ | 300                      | 0                          | 14       | 12         | 0       | 1          | 244       | 28           | 0.92     | 0.68          |              |
| Hills at Park Ridge                      | Davidon         | AN               | DTMJ | 225                      | 0                          | 13       | 10         | 0       | 0          | 95        | 30           | 0.92     | 0.73          |              |
| Luca at Aviano                           | DeNova          | AN               | DTMJ | 194                      | 0                          | 4        | 14         | 1       | 0          | 101       | 59           | 1.63     | 1.44          |              |
| Luna at Aviano                           | Lennar          | AN               | DTMJ | 102                      | 0                          | 5        | 6          | 1       | 0          | 42        | 31           | 0.91     | 0.76          |              |
| Oriana at Aviano                         | Lennar          | AN               | DTMJ | 115                      | 0                          | 4        | 6          | 2       | 0          | 44        | 33           | 0.95     | 0.80          |              |
| Haven at Vista Del Mar                   | Taylor Morrison | PT               | DTST | 60                       | 0                          | 1        | 3          | 1       | 0          | 56        | 21           | 0.60     | 0.51          |              |
| Retreat at Vista Del Mar                 | Taylor Morrison | PT               | DTMJ | 142                      | 0                          | 2        | 8          | 1       | 0          | 82        | 29           | 0.80     | 0.71          |              |
| Serene at Vista Del Mar                  | Taylor Morrison | PT               | DTMJ | 120                      | 0                          | 8        | 4          | 0       | 0          | 40        | 28           | 0.61     | 0.68          |              |
| Rise at Cielo                            | TRI Pointe      | AN               | DTMJ | 159                      | 0                          | 3        | 12         | 0       | 0          | 25        | 25           | 0.95     | 0.95          |              |
| Shine at Cielo                           | TRI Pointe      | AN               | DTMJ | 137                      | 0                          | 3        | 12         | 1       | 0          | 22        | 22           | 0.84     | 0.84          |              |
| TOTALS: No. Reporting: 12                |                 | Avg. Sales: 0.50 |      | Traffic to Sales: 18 : 1 |                            |          | 71         | 128     | 7          | 1         | 909          | 346      | Net: 6        |              |
| City Codes: AN = Antioch, PT = Pittsburg |                 |                  |      |                          |                            |          |            |         |            |           |              |          |               |              |

| East Contra Costa   |               |                  |          |                          | Projects Participating: 8 |          |            |         |            |           |              |          |               |              |
|---|---------------|------------------|----------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |               |                  |          |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Delta Coves   | Blue Mountain | BI               | DTMJ     | 104                      | 0                         | 8        | 12         | 0       | 0          | 85        | 16           | 0.52     | 0.39          |              |
| Chandler  | Brookfield    | BT               | DTMJ     | 160                      | 0                         | 14       | 7          | 0       | 0          | 64        | 33           | 1.06     | 0.80          |              |
| Bennett Estates   | DeNova        | BT               | DTMJ     | 14                       | 0                         | 2        | 15         | 0       | 0          | 10        | 10           | 0.44     | 0.44          |              |
| Cypress Crossings   | KB Home       | OY               | DTMJ     | 98                       | 0                         | 6        | 21         | 0       | 0          | 9         | 9            | 0.73     | 0.73          |              |
| Woodbury at Emerson Ranch                                   | Lennar        | OY               | DTMJ     | 104                      | 0                         | 3        | 3          | 1       | 0          | 51        | 51           | 1.49     | 1.49          |              |
| Alicante  | Meritage      | OY               | DTMJ     | 157                      | 0                         | 12       | 8          | 3       | 0          | 145       | 56           | 1.49     | 1.37          |              |
| Beacon at Delta Coves                                       | Pulte         | BI               | New DTST | 30                       | 3                         | 3        | 17         | 0       | 0          | 0         | 0            | 0.00     | 0.00          |              |
| Orchard Trails  | Shea          | BT               | DTMJ     | 78                       | 0                         | 3        | 20         | 1       | 0          | 36        | 26           | 0.72     | 0.63          |              |
| TOTALS: No. Reporting: 8                                    |               | Avg. Sales: 0.63 |          | Traffic to Sales: 21 : 1 |                           |          | 51         | 103     | 5          | 0         | 400          | 201      | Net: 5        |              |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley |               |                  |          |                          |                           |          |            |         |            |           |              |          |               |              |

| Development Name   | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Sonoma, Napa Counties  |                   |                  |       |                          | Projects Participating: 12 |          |            |         |            |           |              |          |               |              |
|  |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Makenna  | DeNova            | PET              |       | DTMJ                     | 36                         | 0        | 10         | 26      | 0          | 0         | 2            | 2        | 0.93          | 0.93         |
| Willow at University District  | DR Horton         | RP               |       | DTMJ                     | 128                        | 3        | 3          | 12      | 3          | 0         | 34           | 34       | 1.05          | 1.05         |
| Sterling Hills at Quarry Heights II  | KB Home           | PET              |       | DTMJ                     | 91                         | 0        | 2          | 1       | 0          | 0         | 30           | 13       | 0.48          | 0.32         |
| Aspect   | Lafferty          | PET              |       | DTMJ                     | 18                         | 0        | 1          | 0       | 0          | 0         | 16           | 0        | 0.09          | 0.00         |
| Sandalwood at University District  | Richmond American | RP               |       | DTMJ                     | 26                         | 0        | 3          | 4       | 0          | 0         | 11           | 11       | 0.60          | 0.60         |
| Seasons at University District   | Richmond American | RP               |       | DTMJ                     | 52                         | 0        | 6          | 8       | 0          | 0         | 13           | 13       | 0.40          | 0.40         |
| Meadow Creek   | Ryder             | SR               |       | DTMJ                     | 48                         | 0        | 1          | 3       | 0          | 0         | 39           | 15       | 0.55          | 0.37         |
| Riverfront   | TRI Pointe        | PET              | Rsv's | DTMJ                     | 134                        | 0        | 3          | 7       | 0          | 0         | 82           | 24       | 0.81          | 0.59         |
| City 44  | W Marketing       | SR               |       | ATMJ                     | 44                         | 0        | 4          | 5       | 0          | 0         | 20           | 13       | 0.34          | 0.32         |
| Kerry Ranch  | W Marketing       | SR               |       | DTMJ                     | 30                         | 0        | 6          | 6       | 0          | 0         | 7            | 7        | 0.63          | 0.63         |
| Paseo Vista  | W Marketing       | SR               |       | DTST                     | 128                        | 0        | 1          | 0       | 1          | 0         | 63           | 6        | 0.24          | 0.15         |
| Portello   | W Marketing       | WD               |       | DTMJ                     | 68                         | 0        | 10         | 7       | 0          | 0         | 8            | 8        | 0.79          | 0.79         |
| TOTALS: No. Reporting: 12  |                   | Avg. Sales: 0.33 |       | Traffic to Sales: 20 : 1 |                            |          |            | 50      | 79         | 4         | 0            | 325      | 146           | Net: 4       |
| City Codes: PET = Petaluma, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor |                   |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Marin County                             |         |                  |       |                          | Projects Participating: 2 |          |            |         |            |           |              |          |               |              |
|--|---------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|  |         |                  |       |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Verandah                                 | Landsea | NV               | Rsv's | ATMJ                     | 80                        | 0        | 4          | 13      | 1          | 0         | 33           | 25       | 0.55          | 0.61         |
| The Strand (Detached)                    | Trumark | SN               |       | DTMJ                     | 37                        | 0        | 12         | 0       | 0          | 0         | 10           | 10       | 0.21          | 0.24         |
| TOTALS: No. Reporting: 2                 |         | Avg. Sales: 0.50 |       | Traffic to Sales: 13 : 1 |                           |          |            | 16      | 13         | 1         | 0            | 43       | 35            | Net: 1       |
| City Codes: NV = Novato, SN = San Rafael |         |                  |       |                          |                           |          |            |         |            |           |              |          |               |              |

| San Francisco County           |  |                  |  |                      | Projects Participating: 1 |          |            |         |            |           |              |          |               |              |      |
|--------------------------------|--|------------------|--|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|------|
|                                |  |                  |  |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |      |
| Lofton at Portola              |  | TRI Pointe       |  | SF                   | ATMJ                      | 54       | 0          | 5       | 3          | 0         | 0            | 16       | 3             | 0.19         | 0.07 |
| TOTALS: No. Reporting: 1       |  | Avg. Sales: 0.00 |  | Traffic to Sales: NA |                           |          |            | 5       | 3          | 0         | 0            | 16       | 3             | Net: 0       |      |
| City Codes: SF = San Francisco |  |                  |  |                      |                           |          |            |         |            |           |              |          |               |              |      |

| San Mateo County                           |            |                  |      |                      | Projects Participating: 5 |          |            |         |            |           |              |          |               |              |
|--|------------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|  |            |                  |      |                      | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| One 90 - Borelle                           | Pulte      | SM               | DTMJ | 29                   | 0                         | 3        | 6          | 0       | 0          | 25        | 4            | 0.27     | 0.10          |              |
| One 90 - Cobalt                            | Pulte      | SM               | ATMJ | 54                   | 0                         | 2        | 5          | 0       | 0          | 25        | 25           | 0.62     | 0.61          |              |
| One 90 - Indigo                            | Pulte      | SM               | ATMJ | 54                   | 0                         | 4        | 6          | 0       | 0          | 40        | 35           | 0.85     | 0.85          |              |
| One 90 - Slate                             | Pulte TSO  | SM               | ATMJ | 57                   | 0                         | TSO      | 6          | 0       | 0          | 55        | 25           | 0.60     | 0.61          |              |
| Laguna Vista                               | SummerHill | FC               | ATMJ | 70                   | 0                         | 2        | 13         | 0       | 0          | 24        | 24           | 0.80     | 0.80          |              |
| TOTALS: No. Reporting: 5                   |            | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 11         | 36      | 0          | 0         | 169          | 113      | Net: 0        |              |
| City Codes: SM= San Mateo, FC= Foster City |            |                  |      |                      |                           |          |            |         |            |           |              |          |               |              |

| Development Name   | Developer       | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Santa Clara County   |                 |                  |       |                          | Projects Participating: 16 |          |            |         |            |           |              |          |               |              |
|  |                 |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Andalusia  | Dividend        | MH               |       | ATMJ                     | 46                         | 0        | 7          | 12      | 1          | 0         | 13           | 13       | 0.56          | 0.56         |
| Alina at Glen Loma Ranch   | KB Home         | GL               |       | DTMJ                     | 69                         | 0        | 3          | 8       | 1          | 0         | 51           | 34       | 0.99          | 0.83         |
| Ascent at Glen Loma Ranch  | KB Home         | GL               |       | ATMJ                     | 124                        | 0        | 3          | 7       | 0          | 0         | 62           | 41       | 1.28          | 1.00         |
| Asher at Glen Loma Ranch   | KB Home         | GL               |       | DTMJ                     | 35                         | 0        | 2          | 2       | 0          | 0         | 33           | 14       | 0.64          | 0.34         |
| Latitude at Communications Hill  | KB Home         | SJ               |       | ATMJ                     | 160                        | 0        | 2          | 2       | 0          | 0         | 158          | 12       | 1.40          | 0.29         |
| Lavender   | Landsea         | SV               | Rsv's | ATMJ                     | 128                        | 0        | 4          | 19      | 0          | 0         | 42           | 32       | 0.80          | 0.78         |
| Gateway at Central   | Pulte           | SJ               |       | ATMJ                     | 72                         | 0        | 6          | 30      | 1          | 0         | 9            | 9        | 0.41          | 0.41         |
| Plaza at Central   | Pulte           | SJ               |       | ATMJ                     | 90                         | 6        | 4          | 31      | 5          | 1         | 9            | 9        | 1.24          | 1.24         |
| Bellaterra - Bungalows Cluster Att/Det   | SummerHill      | LG               |       | ATMJ                     | 76                         | 0        | 2          | 4       | 0          | 0         | 46           | 28       | 0.74          | 0.68         |
| Bellaterra - Flats   | SummerHill      | LG               |       | ATMJ                     | 80                         | 0        | 8          | 6       | 0          | 0         | 40           | 15       | 0.54          | 0.37         |
| Bellaterra - Towns   | SummerHill      | LG               |       | ATMJ                     | 97                         | 0        | 9          | 10      | 0          | 0         | 37           | 18       | 0.50          | 0.44         |
| Nuevo - Terraces   | SummerHill      | SC               |       | ATST                     | 176                        | 0        | 8          | 16      | 0          | 0         | 168          | 17       | 0.86          | 0.41         |
| Verano   | SummerHill      | MV               |       | ATMJ                     | 115                        | 0        | 4          | 36      | 0          | 0         | 5            | 5        | 1.59          | 1.59         |
| Ovation  | Taylor Morrison | SV               |       | ATMJ                     | 107                        | 0        | 7          | 5       | 1          | 0         | 75           | 37       | 1.04          | 0.90         |
| Lotus at Urban Oak   | TRI Pointe      | SJ               |       | DTMJ                     | 123                        | 0        | 9          | 11      | 0          | 0         | 1            | 1        | 0.08          | 0.08         |
| Jasper   | Truemark        | MH               |       | ATMJ                     | 101                        | 0        | 7          | 7       | 0          | 0         | 22           | 22       | 0.64          | 0.64         |
| TOTALS: No. Reporting: 16  |                 | Avg. Sales: 0.50 |       | Traffic to Sales: 23 : 1 |                            |          |            | 85      | 206        | 9         | 1            | 771      | 307           | Net: 8       |
| City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara, MV = Mountain View |                 |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Monterey, Santa Cruz, San Benito Counties                                 |          |                  |      | Projects Participating: 8 |          |            |         |            |           |              |          |               |              |
|---|----------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |          |                  |      | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Promontory at Ridgemark   | Century  | HO               | DTMJ | 90                        | 0        | 2          | 30      | 0          | 0         | 2            | 2        | 0.38          | 0.38         |
| Roberts Ranch   | KB Home  | HO               | DTMJ | 192                       | 0        | 5          | 12      | 1          | 0         | 144          | 50       | 1.65          | 1.22         |
| Polo Ranch  | Lennar   | SV               | DTMJ | 40                        | 0        | 4          | 1       | 0          | 0         | 33           | 20       | 0.64          | 0.49         |
| Montclair   | Meritage | HO               | DTMJ | 99                        | 5        | 4          | 11      | 4          | 0         | 78           | 50       | 1.08          | 1.22         |
| Beach House II at the Dunes   | Shea     | MA               | DTMJ | 92                        | 0        | 4          | 7       | 0          | 0         | 70           | 40       | 1.11          | 0.98         |
| Enclave, The  | Shea     | SS               | DTMJ | 61                        | 0        | 5          | 2       | 0          | 0         | 38           | 23       | 0.53          | 0.56         |
| Sea House II at The Dunes   | Shea     | MA               | ATMJ | 79                        | 0        | 5          | 6       | 1          | 0         | 48           | 23       | 0.76          | 0.56         |
| Surf House II at The Dunes  | Shea     | MA               | DTMJ | 48                        | 0        | 5          | 5       | 0          | 0         | 30           | 21       | 0.48          | 0.51         |
| TOTALS: No. Reporting: 8  |          | Avg. Sales: 0.75 |      | Traffic to Sales: 12 : 1  |          |            | 34      | 74         | 6         | 0            | 443      | 229           | Net: 6       |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside |          |                  |      |                           |          |            |         |            |           |              |          |               |              |

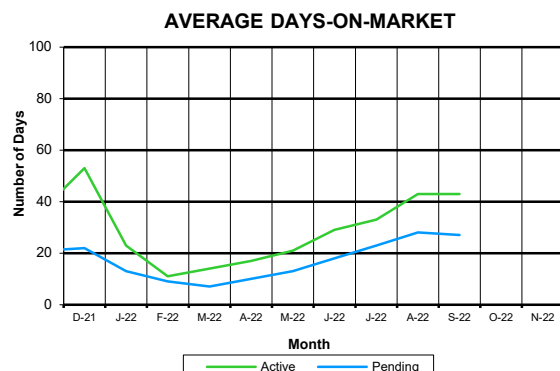
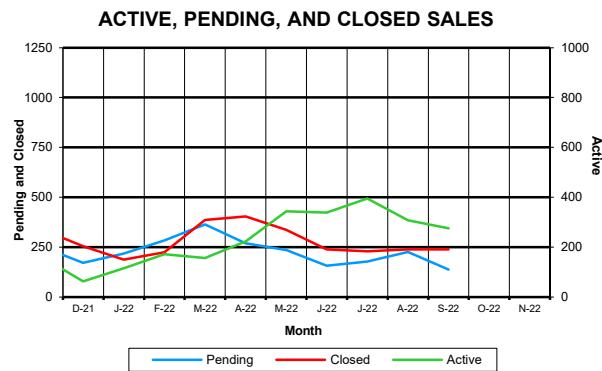
| Development Name   | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |  |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|--|
| Fairfield, Vacaville, Suisun, Dixon                                    |                   |                  |       |                          | Projects Participating: 24 |          |            |         |            |           |              |          |               |              |  |
|  |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |  |
| Hbrizon at One Lake  | Brookfield        | FF               |       | ATMJ                     | 50                         | 0        | 9          | 9       | 0          | 0         | 9            | 9        | 0.36          | 0.36         |  |
| Lakeside at One Lake   | Brookfield        | FF               |       | ATMJ                     | 58                         | 0        | 14         | 15      | 1          | 0         | 8            | 8        | 0.32          | 0.32         |  |
| Monte Verde  | Century           | FF               |       | DTMJ                     | 124                        | 0        | 3          | 12      | 0          | 1         | 17           | 17       | 0.88          | 0.88         |  |
| Luminescence at Liberty  | DeNova            | RV               |       | AASF                     | 311                        | 0        | 3          | 7       | 2          | 0         | 71           | 49       | 1.07          | 1.20         |  |
| One56 at One Lake  | DeNova            | FF               |       | DTMJ                     | 56                         | 0        | 13         | 15      | 0          | 0         | 16           | 16       | 1.13          | 1.13         |  |
| Savannah II at Homestead   | DR Hbrton         | DX               |       | DTST                     | 74                         | 4        | 6          | 6       | 3          | 0         | 46           | 46       | 1.20          | 1.20         |  |
| Four Seasons at Homestead- Autumn                                      | K Hovnanian       | DX               |       | AASF                     | 152                        | 3        | 4          | 2       | 2          | 1         | 9            | 9        | 0.68          | 0.68         |  |
| Four Seasons at Homestead- Spring                                      | K Hovnanian       | DX               |       | AASF                     | 150                        | 0        | 5          | 2       | 0          | 1         | 4            | 4        | 0.30          | 0.30         |  |
| Wildhaw k at Roberts Ranch   | KB Home           | VC               |       | DTMJ                     | 88                         | 0        | 2          | 1       | 0          | 0         | 45           | 40       | 0.90          | 0.98         |  |
| Oreston at One Lake  | Lennar            | FF               |       | DTMJ                     | 130                        | 0        | 5          | 11      | 0          | 0         | 106          | 37       | 1.00          | 0.90         |  |
| Homestead  | Meritage          | DX               |       | DTMJ                     | 99                         | 0        | 2          | 15      | 2          | 0         | 87           | 38       | 1.03          | 0.93         |  |
| Tramore Village at Vanden Meadows                                      | Meritage          | VC               |       | DTMJ                     | 111                        | 0        | 6          | 2       | 0          | 0         | 10           | 10       | 0.37          | 0.37         |  |
| Waterford Vanden Meadows 60s   | Meritage          | VC               |       | DTMJ                     | 83                         | 0        | 4          | 13      | 1          | 1         | 15           | 15       | 0.51          | 0.51         |  |
| Midway Grove at Homestead  | Richmond American | DX               |       | DTMJ                     | 88                         | 0        | 2          | 5       | 0          | 0         | 84           | 8        | 0.73          | 0.20         |  |
| Orchards at Valley Glenn III   | Richmond American | DX               |       | DTMJ                     | 80                         | 0        | 8          | 2       | 0          | 2         | 19           | 12       | 0.34          | 0.29         |  |
| Seasons at Homestead   | Richmond American | DX               |       | DTMJ                     | 85                         | 0        | 9          | 10      | 0          | 0         | 10           | 10       | 0.35          | 0.35         |  |
| Sutton at Parklane   | Richmond American | DX               |       | DTMJ                     | 121                        | 0        | 8          | 1       | 1          | 1         | 56           | 19       | 0.68          | 0.46         |  |
| Carmello at Roberts Ranch  | Taylor Morrison   | VC               |       | DTMJ                     | 74                         | 0        | 2          | 17      | 1          | 0         | 47           | 47       | 1.50          | 1.50         |  |
| Farmstead Square   | Taylor Morrison   | VC               |       | DTMJ                     | 130                        | 0        | 5          | 7       | 1          | 0         | 88           | 31       | 0.90          | 0.76         |  |
| Meadow Wood at Homestead   | Taylor Morrison   | DX               |       | DTMJ                     | 60                         | 0        | 7          | 8       | 1          | 0         | 31           | 26       | 0.74          | 0.63         |  |
| Sheffield at Brighton Landing  | The New Home Co   | VC               |       | DTMJ                     | 120                        | 0        | 2          | 3       | 0          | 0         | 118          | 7        | 0.66          | 0.17         |  |
| Marigold at The Villages   | TRI Pointe        | FF               |       | DTMJ                     | 119                        | 0        | 3          | 2       | 0          | 0         | 99           | 31       | 0.97          | 0.76         |  |
| Shimmer at One Lake  | TRI Pointe        | FF               |       | DTMJ                     | 96                         | 3        | 4          | 6       | 1          | 0         | 70           | 18       | 0.69          | 0.44         |  |
| Splash at One Lake   | TRI Pointe        | FF               |       | DTMJ                     | 72                         | 0        | 4          | 7       | 0          | 0         | 59           | 23       | 0.68          | 0.56         |  |
| TOTALS: No. Reporting: 24  |                   | Avg. Sales: 0.38 |       | Traffic to Sales: 11 : 1 |                            |          |            | 130     | 178        | 16        | 7            | 1124     | 530           | Net: 9       |  |
| City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville |                   |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |  |

| Bay Area   |                  |                          |     | Projects Participating: 114 |         |            |           |              |          |           |
|--|------------------|--------------------------|-----|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
|  |                  |                          |     | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 114   | Avg. Sales: 0.45 | Traffic to Sales: 18 : 1 | 597 | 1143                        | 63      | 12         | 5831      | 2554         | Net: 51  |           |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                  |                          |     |                             |         |            |           |              |          |           |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out   |                  |                          |     |                             |         |            |           |              |          |           |

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

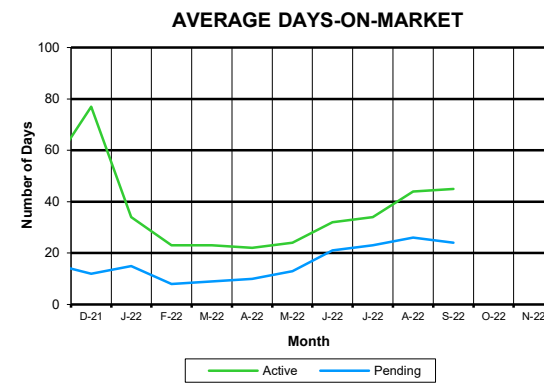
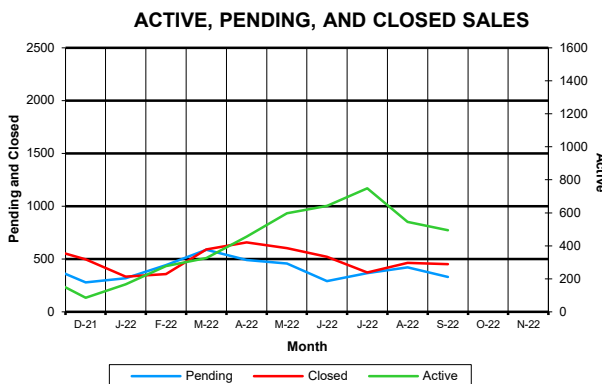
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 172    | 11  | 284   | 9   | 224   | 981,926    |
| Mar-22 | 156    | 14  | 363   | 7   | 386   | 1,053,845  |
| Apr-22 | 223    | 17  | 269   | 10  | 404   | 1,057,560  |
| May-22 | 343    | 21  | 235   | 13  | 336   | 1,035,397  |
| Jun-22 | 338    | 29  | 156   | 18  | 239   | 973,041    |
| Jul-22 | 395    | 33  | 178   | 23  | 229   | 949,220    |
| Aug-22 | 308    | 43  | 226   | 28  | 238   | 911,819    |
| Sep-22 | 275    | 43  | 138   | 27  | 239   | 933,807    |



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

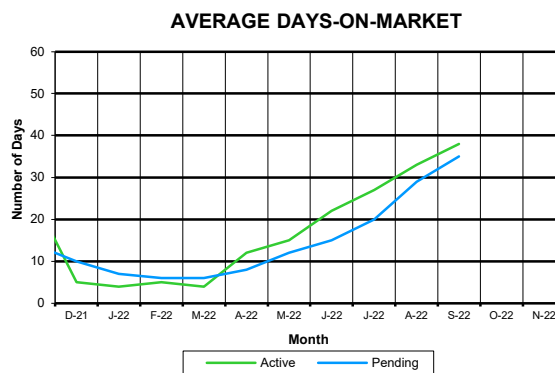
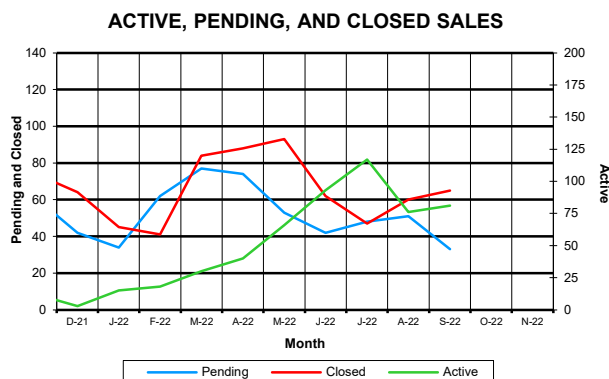
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 278    | 23  | 443   | 8   | 357   | 1,809,662  |
| Mar-22 | 326    | 23  | 587   | 9   | 592   | 1,811,625  |
| Apr-22 | 455    | 22  | 490   | 10  | 656   | 1,904,125  |
| May-22 | 598    | 24  | 458   | 13  | 603   | 1,927,395  |
| Jun-22 | 641    | 32  | 292   | 21  | 521   | 1,822,266  |
| Jul-22 | 748    | 34  | 368   | 23  | 372   | 1,674,580  |
| Aug-22 | 544    | 44  | 421   | 26  | 464   | 1,582,380  |
| Sep-22 | 494    | 45  | 330   | 24  | 450   | 1,592,261  |



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

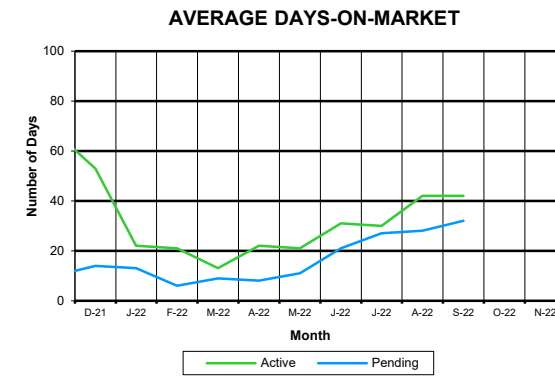
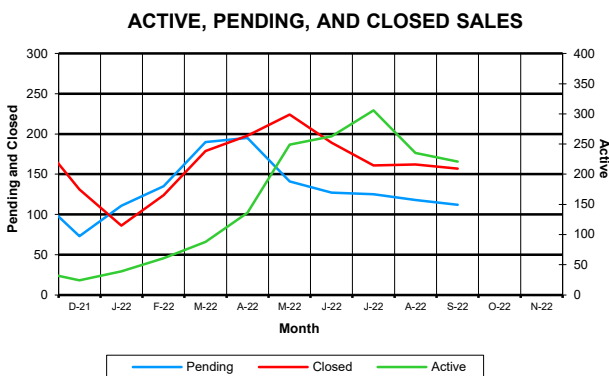
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 18     | 5   | 62    | 6   | 41    | 926,881    |
| Mar-22 | 30     | 4   | 77    | 6   | 84    | 993,418    |
| Apr-22 | 40     | 12  | 74    | 8   | 88    | 992,875    |
| May-22 | 66     | 15  | 53    | 12  | 93    | 999,018    |
| Jun-22 | 93     | 22  | 42    | 15  | 62    | 932,604    |
| Jul-22 | 117    | 27  | 48    | 20  | 47    | 865,021    |
| Aug-22 | 76     | 33  | 51    | 29  | 60    | 876,763    |
| Sep-22 | 81     | 38  | 33    | 35  | 65    | 828,447    |



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

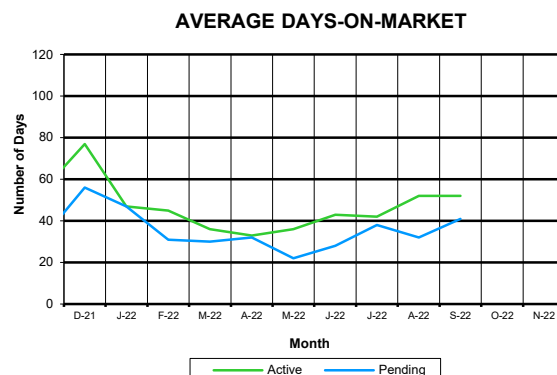
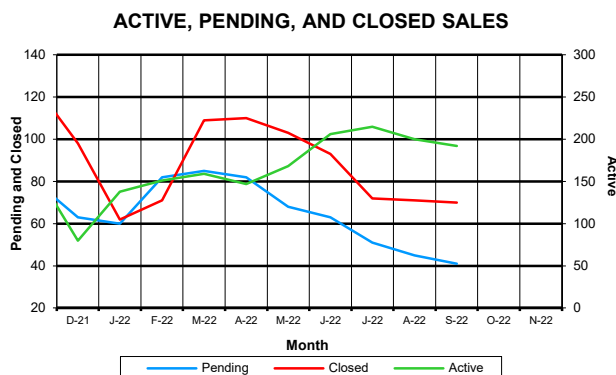
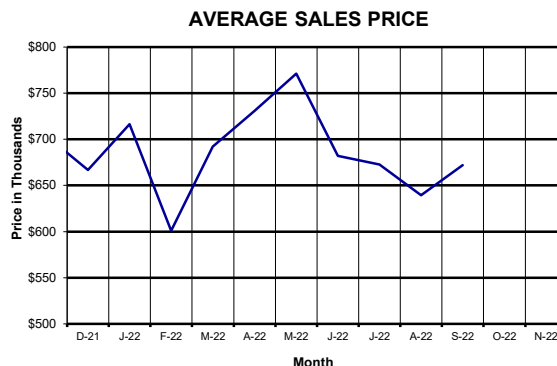
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 61     | 21  | 135   | 6   | 124   | 1,606,440  |
| Mar-22 | 88     | 13  | 190   | 9   | 179   | 1,785,443  |
| Apr-22 | 136    | 22  | 195   | 8   | 198   | 1,807,648  |
| May-22 | 249    | 21  | 141   | 11  | 224   | 1,910,805  |
| Jun-22 | 263    | 31  | 127   | 21  | 189   | 1,659,661  |
| Jul-22 | 306    | 30  | 125   | 27  | 161   | 1,596,195  |
| Aug-22 | 235    | 42  | 118   | 28  | 162   | 1,481,409  |
| Sep-22 | 221    | 42  | 112   | 32  | 157   | 1,544,436  |





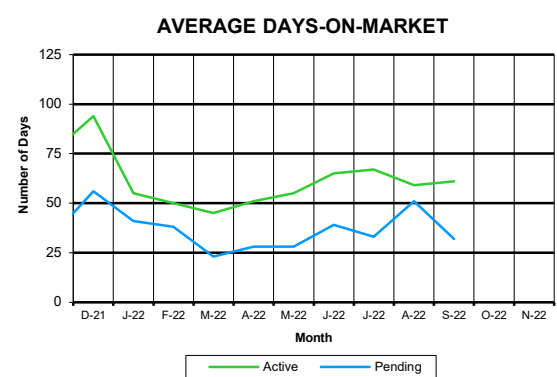
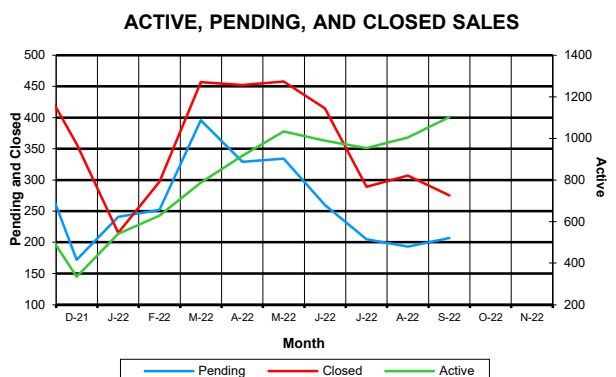
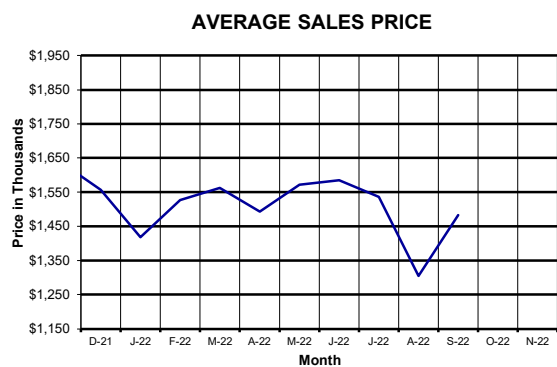
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 151    | 45  | 82    | 31  | 71    | 600,788    |
| Mar-22 | 159    | 36  | 85    | 30  | 109   | 692,157    |
| Apr-22 | 147    | 33  | 82    | 32  | 110   | 730,835    |
| May-22 | 168    | 36  | 68    | 22  | 103   | 771,182    |
| Jun-22 | 206    | 43  | 63    | 28  | 93    | 681,923    |
| Jul-22 | 215    | 42  | 51    | 38  | 72    | 672,759    |
| Aug-22 | 200    | 52  | 45    | 32  | 71    | 639,514    |
| Sep-22 | 192    | 52  | 41    | 41  | 70    | 671,941    |



## San Francisco Attd. Monthly MLS Survey

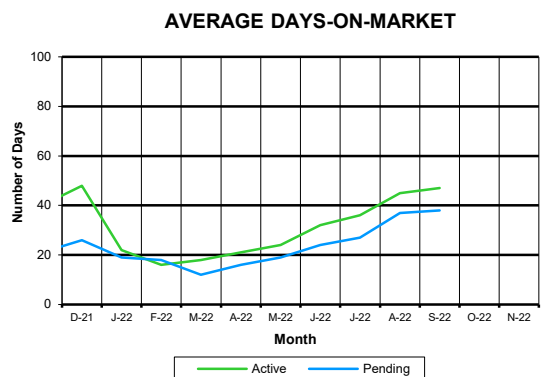
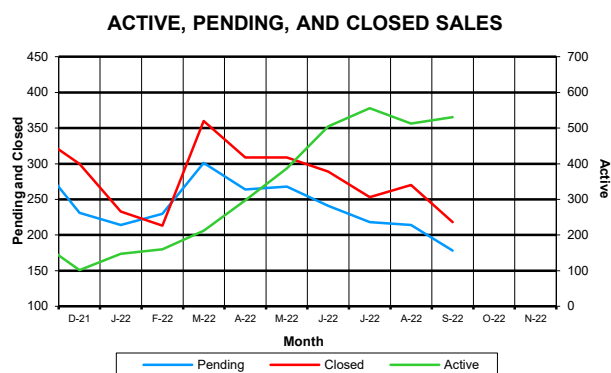
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 628    | 50  | 252   | 38  | 297   | 1,526,995  |
| Mar-22 | 787    | 45  | 396   | 23  | 457   | 1,562,537  |
| Apr-22 | 917    | 51  | 329   | 28  | 452   | 1,492,500  |
| May-22 | 1,033  | 55  | 334   | 28  | 458   | 1,571,470  |
| Jun-22 | 989    | 65  | 260   | 39  | 415   | 1,584,763  |
| Jul-22 | 954    | 67  | 205   | 33  | 289   | 1,535,921  |
| Aug-22 | 1,004  | 59  | 193   | 51  | 307   | 1,304,994  |
| Sep-22 | 1,103  | 61  | 207   | 32  | 275   | 1,482,194  |



## E. Contra Costa SFD Monthly MLS Survey

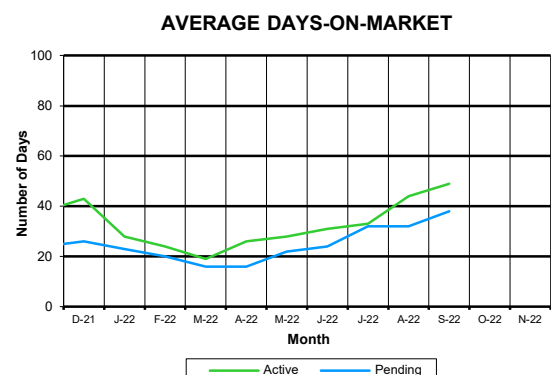
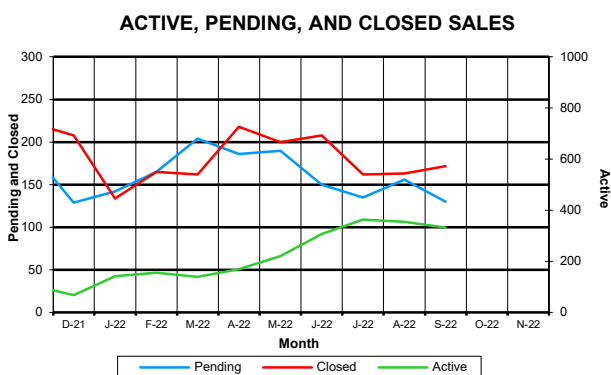
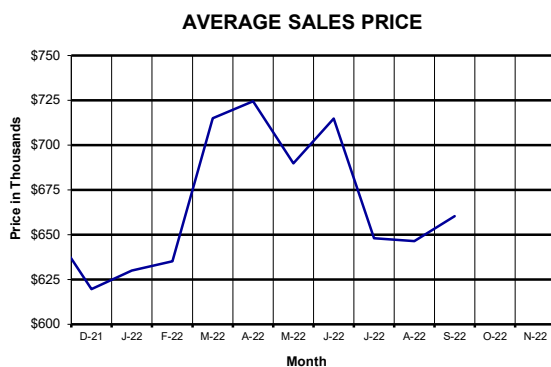
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 160    | 16  | 230   | 18  | 213   | 798,456    |
| Mar-22 | 212    | 18  | 301   | 12  | 360   | 786,734    |
| Apr-22 | 297    | 21  | 264   | 16  | 309   | 770,430    |
| May-22 | 387    | 24  | 268   | 19  | 309   | 795,529    |
| Jun-22 | 505    | 32  | 241   | 24  | 289   | 750,411    |
| Jul-22 | 556    | 36  | 218   | 27  | 253   | 756,096    |
| Aug-22 | 513    | 45  | 214   | 37  | 270   | 714,947    |
| Sep-22 | 531    | 47  | 178   | 38  | 218   | 688,313    |



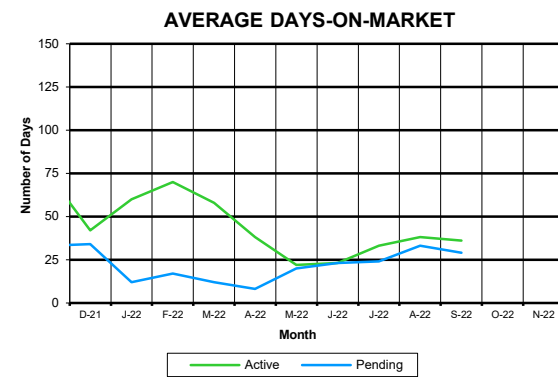
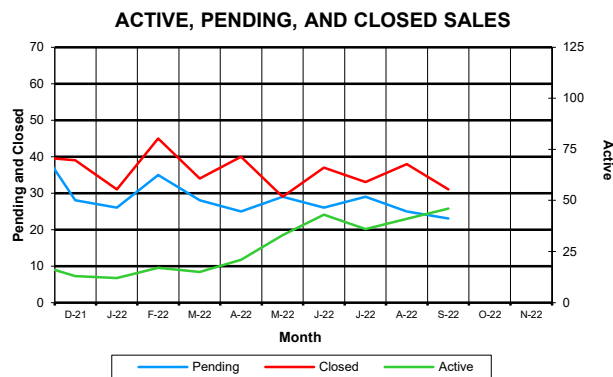
## Fairfield-Vacaville SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 156    | 24  | 165   | 20  | 165   | 635,145    |
| Mar-22 | 140    | 19  | 204   | 16  | 162   | 715,130    |
| Apr-22 | 170    | 26  | 186   | 16  | 218   | 724,477    |
| May-22 | 221    | 28  | 190   | 22  | 200   | 689,814    |
| Jun-22 | 307    | 31  | 150   | 24  | 208   | 714,915    |
| Jul-22 | 363    | 33  | 135   | 32  | 162   | 648,099    |
| Aug-22 | 355    | 44  | 156   | 32  | 163   | 646,374    |
| Sep-22 | 332    | 49  | 130   | 38  | 172   | 660,301    |



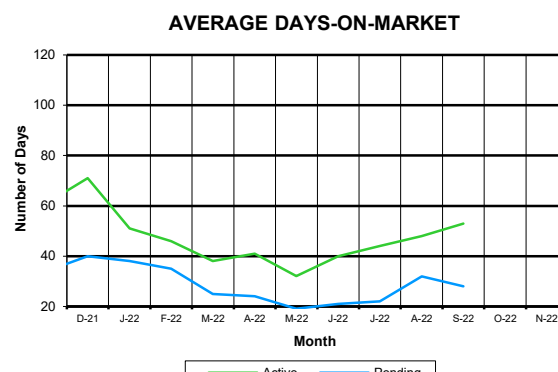
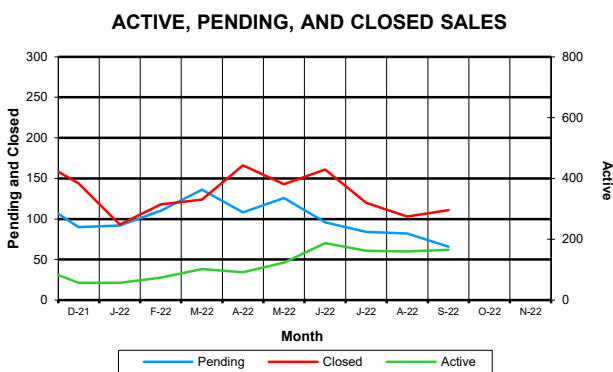
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active DOM |    | Pend. DOM |    | Clsd. | Avg. Price |
|--------|------------|----|-----------|----|-------|------------|
| Feb-22 | 17         | 70 | 35        | 17 | 45    | 605,400    |
| Mar-22 | 15         | 58 | 28        | 12 | 34    | 602,058    |
| Apr-22 | 21         | 38 | 25        | 8  | 40    | 589,647    |
| May-22 | 33         | 22 | 29        | 20 | 29    | 547,477    |
| Jun-22 | 43         | 23 | 26        | 23 | 37    | 622,768    |
| Jul-22 | 36         | 33 | 29        | 24 | 33    | 512,235    |
| Aug-22 | 41         | 38 | 25        | 33 | 38    | 511,383    |
| Sep-22 | 46         | 36 | 23        | 29 | 31    | 608,145    |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |         |
|--------|------------|-----------|-------|------------|-----|---------|
| Feb-22 | 74         | 46        | 110   | 35         | 118 | 896,745 |
| Mar-22 | 102        | 38        | 136   | 25         | 124 | 815,671 |
| Apr-22 | 92         | 41        | 108   | 24         | 166 | 867,859 |
| May-22 | 123        | 32        | 126   | 19         | 143 | 857,577 |
| Jun-22 | 188        | 40        | 96    | 21         | 161 | 871,404 |
| Jul-22 | 162        | 44        | 84    | 22         | 120 | 850,852 |
| Aug-22 | 160        | 48        | 82    | 32         | 103 | 859,819 |
| Sep-22 | 165        | 53        | 66    | 28         | 111 | 803,880 |



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



**CALIBER**  
HOME LOANS

NATIONAL BUILDER DIVISION

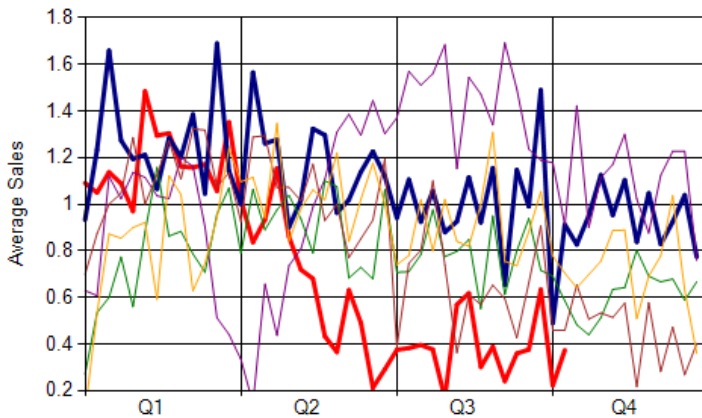
## Central Valley

Ending: Sunday, October 16, 2022

Week 41

| Counties / Groups     |  |                        |                   |         |       |         | Net   | Avg.  | Year to Date |       | Prev. 13 Wks. |       |
|-----------------------|--|------------------------|-------------------|---------|-------|---------|-------|-------|--------------|-------|---------------|-------|
|                       |  |                        | Projects          | Traffic | Sales | Cancels | Sales | Sales | Avg.         | Diff. | Avg.          | Diff. |
| Tracy/Mountain House  |  |                        | 11                | 150     | 2     | 1       | 1     | 0.09  | 0.71         | -87%  | 0.27          | -67%  |
| San Joaquin County    |  |                        | 46                | 532     | 31    | 14      | 17    | 0.37  | 0.76         | -51%  | 0.29          | 28%   |
| Stanislaus County     |  |                        | 8                 | 50      | 4     | 1       | 3     | 0.38  | 0.85         | -56%  | 0.52          | -28%  |
| Merced County         |  |                        | 10                | 52      | 0     | 0       | 0     | 0.00  | 0.53         | -100% | 0.36          | -100% |
| Madera County         |  |                        | 5                 | 80      | 5     | 1       | 4     | 0.80  | 0.83         | -4%   | 0.61          | 30%   |
| Fresno County         |  |                        | 19                | 229     | 19    | 7       | 12    | 0.63  | 0.75         | -15%  | 0.60          | 5%    |
| Current Week Totals   |  | Traffic : Sales 18 : 1 | 99                | 1093    | 61    | 24      | 37    | 0.37  | 0.73         | -49%  | 0.39          | -3%   |
| Per Project Average   |  |                        | 11 0.62 0.24 0.37 |         |       |         |       |       |              |       |               |       |
| Year Ago - 10/17/2021 |  | Traffic : Sales 14 : 1 | 103               | 1521    | 108   | 14      | 94    | 0.91  | 1.13         | -19%  | 0.99          | -8%   |
| % Change              |  |                        | -4%               | -28%    | -44%  | 71%     | -61%  | -59%  | -35%         |       |               |       |

52 Weeks Comparison



Year to Date Averages Through Week 41

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 51                   | 30                  | 1.03              | 0.12                | 0.91               | 0.87                      |
| ■            | 2018 | 69                   | 22                  | 1.07              | 0.17                | 0.90               | 0.80                      |
| ■            | 2019 | 78                   | 23                  | 0.96              | 0.14                | 0.81               | 0.77                      |
| ■            | 2020 | 86                   | 21                  | 1.32              | 0.20                | 1.12               | 1.11                      |
| ■            | 2021 | 105                  | 15                  | 1.24              | 0.12                | 1.13               | 1.09                      |
| ■            | 2022 | 102                  | 13                  | 0.95              | 0.22                | 0.73               | 0.73                      |
| % Change:    |      | -3%                  | -13%                | -24%              | 87%                 | -35%               | -33%                      |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing          |              |              | Market Commentary   |
|--------------------|--------------|--------------|---|
| <b>CONV</b>        | <b>RATE</b>  | <b>APR</b>   | <p>If you are among many people who are currently looking to buy a new home, there are ways to make it happen. Some experts say the roller coaster ride of mortgage rates is getting better. It all depends on who you ask. Chauncey Hilliard, a Charlotte realtor, says the market is currently balanced. "Right now, what your experiencing is that buyers now have the opportunity that they didn't have a couple months ago with multiple offers." The market is starting to shift to a buyer's market, according to Hilliard. "Right now, what buyers are able to achieve, is that they can actually get seller concessions to offset the higher interest rate," Hilliard said. Mortgage rates are up to almost 7% in the U.S., up from around 3% less than a year ago. "Different lenders are offering buydown basically if you put \$1,000 towards something, they'll give you 2,000," Hilliard said. "So yes, there's a way to get around the 7% interest rate." If you are unable to do that, financial planner Alex Calott said there are other options. "The first thing you need to do is you probably need to talk to a lender and see now what you can get pre-approved," Calott said. "Then also, don't be afraid to shop lenders." Calott said the most important thing to remember is to live and buy within your means. Source: Yahoo News Almiya White</p> |
| <b>FHA</b>         | <b>6.95%</b> | <b>7.18%</b> |   |
|                    | <b>5.95%</b> | <b>6.45%</b> |   |
| <b>10 Yr Yield</b> | <b>3.99%</b> |              |   |



| Development Name  | Developer | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Tracy/Mountain House  |           |                  |       |                          | Projects Participating: 11 |          |            |         |            |           |              |          |               |              |
|   |           |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Hartwell at Ellis   | Landsea   | TR               | Rsv's | DTMJ                     | 121                        | 0        | 5          | 14      | 0          | 0         | 80           | 30       | 1.23          | 0.73         |
| Kinbridge at Ellis  | Landsea   | TR               | Rsv's | DTMJ                     | 83                         | 0        | 7          | 14      | 0          | 1         | 34           | 13       | 0.52          | 0.32         |
| Townsend at Ellis   | Landsea   | TR               |       | DTMJ                     | 104                        | 0        | 1          | 14      | 0          | 0         | 103          | 64       | 1.90          | 1.56         |
| Amethyst at Tracy Hills                                       | Lennar    | TH               |       | ATMJ                     | 132                        | 5        | 8          | 18      | 0          | 0         | 44           | 44       | 1.15          | 1.15         |
| Hillview  | Lennar    | TH               |       | DTMJ                     | 214                        | 2        | 7          | 35      | 0          | 0         | 14           | 14       | 0.73          | 0.73         |
| Parkin at Tracy Hills   | Lennar    | TH               |       | DTMJ                     | 69                         | 0        | 3          | 7       | 0          | 0         | 1            | 1        | 0.24          | 0.24         |
| Pearl at Tracy Hills  | Lennar    | TH               |       | DTMJ                     | 200                        | 0        | 6          | 2       | 1          | 0         | 159          | 27       | 0.86          | 0.66         |
| Topaz at Tracy Hills  | Lennar    | TH               |       | DTMJ                     | 139                        | 1        | 4          | 29      | 1          | 0         | 132          | 30       | 0.83          | 0.73         |
| Bergamo at Mountain House                                     | Shea      | MH               |       | DTMJ                     | 137                        | 0        | 8          | 6       | 0          | 0         | 92           | 21       | 1.10          | 0.51         |
| Langston at Mountain House                                    | Shea      | MH               |       | ATMJ                     | 171                        | 0        | 5          | 6       | 0          | 0         | 162          | 20       | 1.14          | 0.49         |
| Berkshire at Ellis  | Woodside  | TR               |       | DTMJ                     | 98                         | 0        | 1          | 5       | 0          | 0         | 97           | 8        | 0.80          | 0.20         |
| TOTALS: No. Reporting: 11                                     |           | Avg. Sales: 0.09 |       | Traffic to Sales: 75 : 1 |                            |          | 55         | 150     | 2          | 1         | 918          | 272      | Net: 1        |              |
| City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House |           |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Stockton/Lodi                        |                   |                  |      | Projects Participating: 9 |          |            |         |            |           |              |          |               |              |
|--------------------------------------|-------------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                                      |                   |                  |      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Talavera                             | DR Horton         | LD               | DTMJ | 27                        | 0        | 3          | 12      | 0          | 0         | 5            | 5        | 0.31          | 0.31         |
| Aspire at River Terrace II           | K Hovnanian       | SK               | DTMJ | 107                       | 0        | 5          | 4       | 2          | 1         | 71           | 21       | 0.90          | 0.51         |
| Montevello II                        | KB Home           | SK               | DTST | 103                       | 0        | 6          | 1       | 1          | 1         | 97           | 18       | 0.95          | 0.44         |
| Santorini                            | KB Home           | SK               | DTMJ | 86                        | 0        | 9          | 2       | 0          | 0         | 65           | 34       | 1.03          | 0.83         |
| Verona at Destinations               | KB Home           | SK               | ATMJ | 106                       | 0        | 4          | 3       | 1          | 0         | 78           | 41       | 1.00          | 1.00         |
| Keys at Westlake                     | Lennar            | SK               | DTMJ | 101                       | 0        | 4          | 13      | 0          | 0         | 93           | 29       | 0.78          | 0.71         |
| Westlake                             | Meritage          | SK               | DTMJ | 84                        | 0        | 2          | 5       | 3          | 0         | 38           | 38       | 1.22          | 1.22         |
| Autumn Trails at Westlake            | Richmond American | SK               | DTMJ | 112                       | 0        | 1          | 9       | 0          | 0         | 26           | 26       | 0.78          | 0.78         |
| Summers Bend at Westlake             | Richmond American | SK               | DTMJ | 96                        | 0        | 3          | 11      | 0          | 0         | 20           | 20       | 0.64          | 0.64         |
| TOTALS: No. Reporting: 9             |                   | Avg. Sales: 0.56 |      | Traffic to Sales: 9 : 1   |          |            | 37      | 60         | 7         | 2            | 493      | 232           | Net: 5       |
| City Codes: LD = Lodi, SK = Stockton |                   |                  |      |                           |          |            |         |            |           |              |          |               |              |

| Development Name                     | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|--------------------------------------|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Joaquin County                   |                   |                  |       |                          | Projects Participating: 37 |          |            |         |            |           |              |          |               |              |
|                                      |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Turnleaf at the Collective           | Anthem United     | MN               |       | AASF                     | 84                         | 0        | 2          | 2       | 0          | 0         | 82           | 18       | 0.50          | 0.44         |
| Griffin Park                         | Atherton          | MN               |       | DTMJ                     | 156                        | 0        | 4          | 37      | 2          | 0         | 137          | 71       | 2.07          | 1.73         |
| Cascade at Stanford Crossing         | DR Horton         | LP               |       | DTMJ                     | 100                        | 0        | 1          | 10      | 2          | 0         | 87           | 59       | 1.57          | 1.44         |
| Pinnacle at North Main               | DR Horton TSO     | MN               |       | DTMJ                     | 87                         | 0        | TSO        | 11      | 2          | 0         | 32           | 32       | 1.13          | 1.13         |
| Summit at North Main                 | DR Horton         | MN               |       | DTST                     | 67                         | 0        | 4          | 10      | 0          | 1         | 39           | 39       | 1.25          | 1.25         |
| Yosemite Greens                      | DR Horton         | MN               |       | DTMJ                     | 99                         | 4        | 5          | 32      | 0          | 0         | 8            | 8        | 0.98          | 0.98         |
| Iron Pointe at Stanford Crossing     | KB Home           | LP               |       | DTMJ                     | 98                         | 0        | 2          | 5       | 0          | 0         | 10           | 10       | 0.70          | 0.70         |
| Riverchase at Stanford Crossing      | KB Home           | LP               |       | DTMJ                     | 96                         | 0        | 6          | 2       | 0          | 2         | 90           | 18       | 1.00          | 0.44         |
| Balboa at River Islands              | Kiper             | LP               |       | DTMJ                     | 77                         | 0        | 4          | 31      | 1          | 0         | 63           | 26       | 0.92          | 0.63         |
| Catalina II at River Islands         | Kiper             | LP               |       | DTMJ                     | 101                        | 0        | 5          | 11      | 0          | 0         | 77           | 26       | 0.92          | 0.63         |
| Freestone                            | Kiper             | MN               |       | DTMJ                     | 60                         | 0        | 2          | 11      | 0          | 0         | 26           | 26       | 0.78          | 0.78         |
| Skye at River Islands                | Kiper             | LP               |       | DTMJ                     | 155                        | 0        | 5          | 27      | 1          | 0         | 38           | 38       | 0.77          | 0.93         |
| Bella Vista Oakwood Shores II        | Lafferty          | MN               |       | DTMJ                     | 157                        | 0        | 12         | 12      | 0          | 0         | 109          | 4        | 0.32          | 0.10         |
| Horizon at River Islands             | Lennar            | LP               |       | DTMJ                     | 143                        | 0        | 3          | 4       | 1          | 0         | 104          | 52       | 1.21          | 1.27         |
| Arbor Bend - Cypress                 | Meritage          | MN               |       | DTMJ                     | 175                        | 0        | 6          | 13      | 1          | 2         | 111          | 52       | 1.29          | 1.27         |
| Arbor Bend - Hawthorn                | Meritage          | MN               |       | DTMJ                     | 212                        | 0        | 4          | 13      | 1          | 0         | 53           | 38       | 0.96          | 0.93         |
| Arbor Bend- Linden                   | Meritage          | MN               |       | DTMJ                     | 268                        | 4        | 5          | 18      | 5          | 1         | 97           | 41       | 1.13          | 1.00         |
| Laguna at River Islands              | Pulte             | LP               |       | DTMJ                     | 110                        | 0        | 14         | 7       | 0          | 1         | 29           | 18       | 0.60          | 0.44         |
| Sanctuary at River Islands           | Pulte             | LP               |       | DTMJ                     | 91                         | 0        | 4          | 4       | 1          | 0         | 46           | 34       | 0.95          | 0.83         |
| Sunset at River Islands              | Pulte             | LP               |       | DTMJ                     | 122                        | 0        | 13         | 1       | 0          | 2         | 109          | 24       | 1.20          | 0.59         |
| Dolcinea at Griffin Park             | Raymus            | MN               |       | DTMJ                     | 57                         | 3        | 3          | 9       | 2          | 0         | 49           | 49       | 0.96          | 1.20         |
| Passport at Griffin Park             | Raymus            | MN               |       | DTMJ                     | 101                        | 0        | 2          | 9       | 0          | 0         | 67           | 49       | 1.28          | 1.20         |
| Birch at Arbor Bend                  | Richmond American | MN               |       | ATST                     | 60                         | 0        | 5          | 4       | 0          | 0         | 8            | 8        | 0.31          | 0.31         |
| Encore at Stanford Crossing          | Richmond American | LP               |       | DTMJ                     | 104                        | 0        | 8          | 2       | 0          | 1         | 68           | 27       | 1.03          | 0.66         |
| Magnolia at Arbor Bend               | Richmond American | MN               |       | DTMJ                     | 52                         | 0        | 7          | 2       | 0          | 0         | 10           | 10       | 0.38          | 0.38         |
| Seasons at Stanford Crossing IV      | Richmond American | LP               |       | DTST                     | 113                        | 0        | 12         | 6       | 0          | 2         | 17           | 17       | 0.44          | 0.44         |
| Legacy at Stanford Crossing          | Taylor Morrison   | LP               |       | DTMJ                     | 107                        | 0        | 1          | 9       | 3          | 0         | 45           | 37       | 0.99          | 0.90         |
| Waypointe at River Islands           | The New Home Co   | LP               |       | DTMJ                     | 94                         | 0        | 6          | 23      | 1          | 0         | 45           | 29       | 0.81          | 0.71         |
| Breakwater at River Islands          | TRI Pointe        | LP               |       | DTMJ                     | 106                        | 0        | 1          | 1       | 0          | 0         | 105          | 3        | 0.86          | 0.07         |
| Journey at Stanford Crossing         | TRI Pointe        | LP               |       | DTMJ                     | 81                         | 0        | 9          | 15      | 0          | 0         | 5            | 5        | 0.31          | 0.31         |
| The Cove at River Islands            | TRI Pointe        | LP               |       | DTMJ                     | 77                         | 0        | 5          | 21      | 0          | 0         | 25           | 25       | 0.77          | 0.77         |
| Avalon at River Islands              | Trumark           | LP               |       | DTMJ                     | 57                         | 0        | 5          | 30      | 0          | 0         | 31           | 31       | 0.79          | 0.79         |
| Avalon Point at River Islands        | Trumark           | LP               |       | DTMJ                     | 69                         | 0        | 5          | 30      | 0          | 0         | 31           | 31       | 0.93          | 0.93         |
| Dawn at The Collective               | Trumark           | MN               |       | AASF                     | 76                         | 0        | 5          | 2       | 0          | 0         | 5            | 5        | 0.17          | 0.17         |
| Vida at The Collective               | Trumark           | MN               |       | AASF                     | 103                        | 0        | 8          | 3       | 1          | 0         | 9            | 9        | 0.26          | 0.26         |
| Hideaway II at River Islands         | Van Daele         | LP               |       | ATST                     | 108                        | 0        | 1          | 23      | 0          | 0         | 5            | 5        | 0.27          | 0.27         |
| Veranda at River Islands             | Van Daele         | LP               |       | DTMJ                     | 101                        | 0        | 8          | 22      | 0          | 0         | 82           | 19       | 0.94          | 0.46         |
| TOTALS: No. Reporting: 37            |                   | Avg. Sales: 0.32 |       | Traffic to Sales: 20 : 1 |                            |          |            | 192     | 472        | 24        | 12           | 1954     | 993           | Net: 12      |
| City Codes: MN= Manteca, LP= Lathrop |                   |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Development Name         | Developer | City Code        | Notes | Type                  |                           |          |            |         |            |           |              |          |               |              |
|--------------------------|-----------|------------------|-------|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Modesto                  |           |                  |       |                       | Projects Participating: 1 |          |            |         |            |           |              |          |               |              |
|                          |           |                  |       |                       | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Avalon                   | Bright    | CE               |       | DTMJ                  | 33                        | 0        | 8          | 5       | 0          | 0         | 4            | 4        | 0.56          | 0.56         |
| TOTALS: No. Reporting: 1 |           | Avg. Sales: 0.00 |       | Traffic to Sales: N/A |                           |          | 8          | 5       | 0          | 0         | 4            | 4        | Net: 0        |              |
| City Codes: CE = Ceres   |           |                  |       |                       |                           |          |            |         |            |           |              |          |               |              |

| Stanislaus County  |             |                  |    |      | Projects Participating: 5 |          |            |         |            |           |              |          |               |              |
|--|-------------|------------------|----|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|  |             |                  |    |      | Units                     | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Bruin Heights  | DR Horton   | TSO              | WF | DTST | 51                        | 0        | TSO        | 7       | 2          | 0         | 36           | 36       | 1.05          | 1.05         |
| Edgewater  | DR Horton   | TSO              | WF | DTST | 75                        | 0        | TSO        | 0       | 0          | 0         | 70           | 30       | 0.96          | 0.73         |
| Aspire at Apricot Grove II                               | K Hovnanian |                  | FR | DTMJ | 150                       | 0        | 2          | 1       | 1          | 0         | 87           | 36       | 1.27          | 0.88         |
| Fieldstone II  | KB Home     |                  | HG | DTST | 50                        | 0        | 5          | 4       | 0          | 0         | 23           | 23       | 0.91          | 0.91         |
| Turnleaf at Patterson Ranch                              | KB Home     |                  | FR | DTST | 190                       | 0        | 2          | 9       | 1          | 1         | 150          | 34       | 1.16          | 0.83         |
| TOTALS: No. Reporting: 5                                 |             | Avg. Sales: 0.60 |    |      | Traffic to Sales: 5 : 1   |          |            | 9       | 21         | 4         | 1            | 366      | 159           | Net: 3       |
| City Codes: WF = Waterford, FR = Patterson, HG = Hughson |             |                  |    |      |                           |          |            |         |            |           |              |          |               |              |

| Turlock                              |         |                  |      |                      | Projects Participating: 2 |          |            |         |            |           |              |          |               |              |
|--------------------------------------|---------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                                      |         |                  |      |                      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Marcona                              | Bright  | KY               | DTMJ | 116                  | 0                         | 7        | 17         | 0       | 0          | 15        | 15           | 0.70     | 0.70          |              |
| Les Chateaux                         | KB Home | TK               | DTMJ | 60                   | 0                         | 4        | 7          | 0       | 0          | 28        | 28           | 0.82     | 0.82          |              |
| TOTALS: No. Reporting: 2             |         | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 11         | 24      | 0          | 0         | 43           | 43       | Net: 0        |              |
| City Codes: KY = Keyes, TK = Turlock |         |                  |      |                      |                           |          |            |         |            |           |              |          |               |              |

| Merced County                           |                 |                  |      |                      | Projects Participating: 10 |          |            |         |            |           |              |          |               |              |
|---|-----------------|------------------|------|----------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |                 |                  |      |                      | Units                      | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Summer Creek                            | Bright          | MD               | DTMJ | 120                  | 0                          | 1        | 0          | 0       | 0          | 119       | 3            | 0.66     | 0.07          |              |
| Silhouette at Sunrise Ranch             | Century         | LB               | DTMJ | 95                   | 0                          | 13       | 8          | 0       | 0          | 23        | 23           | 0.67     | 0.67          |              |
| Monterra V                              | DR Horton TSO   | MD               | DTST | 35                   | 0                          | TSO      | 0          | 0       | 0          | 33        | 33           | 0.86     | 0.86          |              |
| Pacheco Pointe                          | DR Horton       | LB               | DTST | 118                  | 0                          | 6        | 0          | 0       | 0          | 112       | 47           | 1.26     | 1.15          |              |
| Panorama                                | DR Horton       | MD               | DTST | 192                  | 0                          | 5        | 0          | 0       | 0          | 187       | 20           | 1.06     | 0.49          |              |
| The Pointe at Stonecreek                | Legacy          | LB               | DTMJ | 109                  | 0                          | 6        | 10         | 0       | 0          | 31        | 20           | 0.52     | 0.49          |              |
| Sunrise Ranch                           | Meritage        | LB               | DTMJ | 87                   | 0                          | 19       | 17         | 0       | 0          | 42        | 36           | 0.87     | 0.88          |              |
| Bellevue Ranch Phase 4                  | Stonefield Home | MD               | DTST | 45                   | 0                          | 1        | 6          | 0       | 0          | 42        | 25           | 0.80     | 0.61          |              |
| Cypress Terrace                         | Stonefield Home | MD               | DTST | 125                  | 0                          | 5        | 5          | 0       | 0          | 104       | 13           | 0.64     | 0.32          |              |
| Villas II, The                          | Stonefield Home | LB               | DTST | 191                  | 0                          | 2        | 6          | 0       | 0          | 82        | 25           | 0.91     | 0.61          |              |
| TOTALS: No. Reporting: 10               |                 | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                            |          | 58         | 52      | 0          | 0         | 775          | 245      | Net: 0        |              |
| City Codes: MD = Merced, LB = Los Banos |                 |                  |      |                      |                            |          |            |         |            |           |              |          |               |              |

| Development Name                           | Developer | City Code        | Notes | Type                     |                           |          |            |         |            |           |              |          |               |              |
|--|-----------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Madera County                              |           |                  |       |                          | Projects Participating: 5 |          |            |         |            |           |              |          |               |              |
|  |           |                  |       |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Greenhills Estates                         | Century   | CW               |       | DTMJ                     | 70                        | 0        | 6          | 2       | 0          | 0         | 11           | 11       | 0.38          | 0.38         |
| Omni                                       | Century   | MDA              |       | DTMJ                     | 61                        | 0        | 6          | 2       | 0          | 0         | 0            | 0        | 0.00          | 0.00         |
| Pheasant Run                               | Century   | CW               |       | DTMJ                     | 70                        | 0        | 7          | 7       | 1          | 0         | 58           | 47       | 1.16          | 1.15         |
| Bristol at Tesoro Viejo                    | KB Home   | MDA              |       | DTMJ                     | 63                        | 3        | 2          | 10      | 1          | 0         | 1            | 1        | 0.47          | 0.47         |
| Riverstone - Clementine I                  | Lennar    | MDA              |       | DTST                     | 108                       | 0        | 4          | 59      | 3          | 1         | 96           | 43       | 1.06          | 1.05         |
| TOTALS: No. Reporting: 5                   |           | Avg. Sales: 0.80 |       | Traffic to Sales: 16 : 1 |                           |          |            | 25      | 80         | 5         | 1            | 166      | 102           | Net: 4       |
| City Codes: CW = Chow chilla, MDA = Madera |           |                  |       |                          |                           |          |            |         |            |           |              |          |               |              |

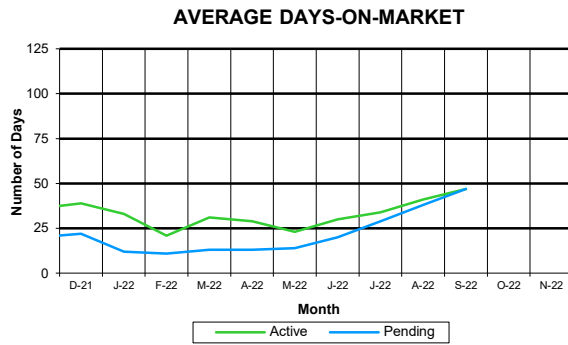
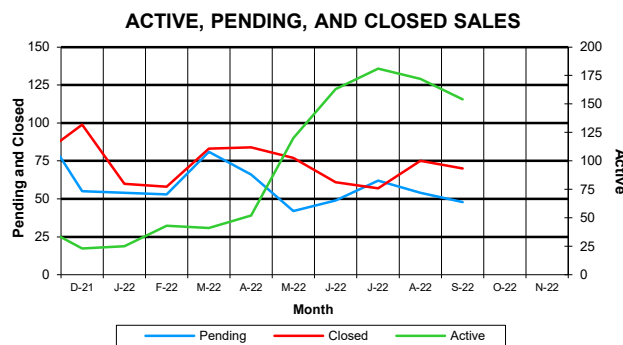
| Fresno County  |             |                  |      | Projects Participating: 19 |          |            |         |            |           |              |          |               |              |
|--|-------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|  |             |                  |      | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Bravado  | Century     | REE              | DTMJ | 182                        | 0        | 8          | 3       | 0          | 0         | 40           | 32       | 0.77          | 0.78         |
| Meadowood II   | Century     | FR               | ATMJ | 127                        | 0        | 8          | 7       | 0          | 0         | 100          | 64       | 1.58          | 1.56         |
| Monarch  | Century     | KB               | DTMJ | 64                         | 0        | 6          | 2       | 0          | 0         | 37           | 35       | 0.58          | 0.85         |
| Olivewood  | Century     | FR               | DTMJ | 169                        | 0        | 7          | 3       | 1          | 0         | 130          | 88       | 1.85          | 2.15         |
| The Crossings II   | Century     | KER              | DTMJ | 104                        | 0        | 6          | 7       | 1          | 0         | 42           | 42       | 1.23          | 1.23         |
| River Pointe   | DR Horton   | REE              | DTMJ | 84                         | 0        | 2          | 3       | 2          | 1         | 78           | 37       | 0.98          | 0.90         |
| Aspire at Sunnyside  | K Hovnanian | FO               | DTST | 132                        | 0        | 6          | 0       | 0          | 0         | 126          | 0        | 0.68          | 0.00         |
| Aspire at Sunnyside II   | K Hovnanian | FO               | DTST | 143                        | 0        | 2          | 1       | 0          | 0         | 27           | 27       | 0.69          | 0.69         |
| Centrella Villas   | KB Home     | FR               | DTMJ | 146                        | 0        | 3          | 15      | 1          | 0         | 20           | 20       | 1.63          | 1.63         |
| Marshall Estates   | KB Home     | FO               | DTST | 76                         | 0        | 2          | 10      | 1          | 1         | 74           | 36       | 1.13          | 0.88         |
| Anatole- Clementine  | Lennar      | FR               | DTMJ | 99                         | 0        | 7          | 0       | 2          | 1         | 80           | 36       | 0.98          | 0.88         |
| Anatole- Coronet   | Lennar      | FR               | DTMJ | 56                         | 0        | 1          | 0       | 0          | 0         | 55           | 1        | 0.67          | 0.02         |
| Arboralla - Clementine   | Lennar      | CV               | DTST | 137                        | 0        | 7          | 0       | 2          | 1         | 100          | 49       | 1.27          | 1.20         |
| Brambles- Starling   | Lennar      | FR               | ATST | 150                        | 3        | 5          | 71      | 3          | 0         | 85           | 34       | 1.04          | 0.83         |
| Brambles- Wilde  | Lennar      | FR               | DTST | 89                         | 3        | 3          | 50      | 3          | 0         | 70           | 22       | 0.86          | 0.54         |
| Daffodil Hill - Clementine   | Lennar      | FR               | DTMJ | 110                        | 0        | 13         | 0       | 0          | 1         | 23           | 23       | 0.71          | 0.71         |
| Ellingsworth - Coronet   | Lennar      | CV               | DTMJ | 5                          | 0        | 2          | 0       | 0          | 1         | 3            | 3        | 0.32          | 0.32         |
| Sterling Acres- Coronet  | Lennar      | FR               | DTMJ | 96                         | 0        | 3          | 7       | 1          | 0         | 32           | 32       | 0.96          | 0.96         |
| Veneto Park - Starling Townhomes   | Lennar      | CV               | ATMJ | 185                        | 0        | 7          | 50      | 2          | 1         | 46           | 17       | 0.59          | 0.41         |
| TOTALS: No. Reporting: 19  |             | Avg. Sales: 0.63 |      | Traffic to Sales: 12 : 1   |          |            | 98      | 229        | 19        | 7            | 1168     | 598           | Net: 12      |
| City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis |             |                  |      |                            |          |            |         |            |           |              |          |               |              |

| Central Valley  |                  |                          | Projects Participating: 99 |         |            |           |              |          |           |
|---|------------------|--------------------------|----------------------------|---------|------------|-----------|--------------|----------|-----------|
|   |                  |                          | Rel'd Rm'g                 | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 99   | Avg. Sales: 0.37 | Traffic to Sales: 18 : 1 | 493                        | 1093    | 61         | 24        | 5887         | 2648     | Net: 37   |
| Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                  |                          |                            |         |            |           |              |          |           |
| Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out   |                  |                          |                            |         |            |           |              |          |           |



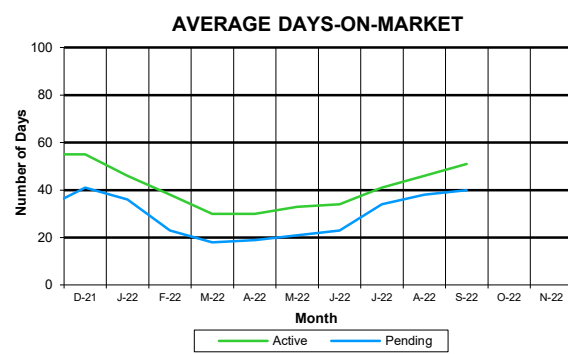
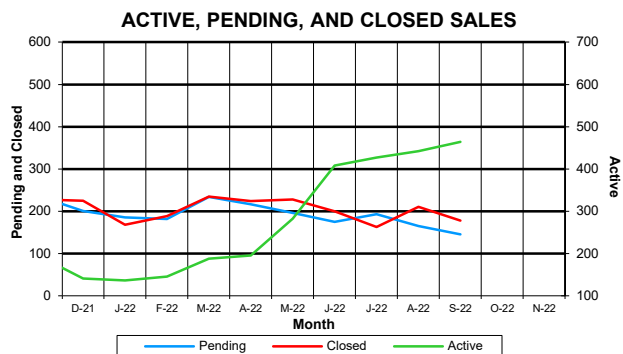
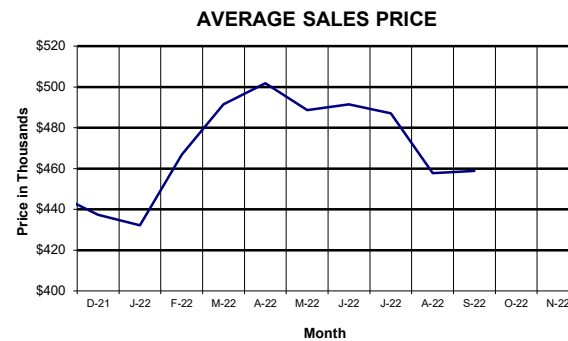
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 43     | 21  | 53    | 11  | 58    | 781,671    |
| Mar-22 | 41     | 31  | 81    | 13  | 83    | 868,542    |
| Apr-22 | 52     | 29  | 66    | 13  | 84    | 863,320    |
| May-22 | 120    | 23  | 42    | 14  | 77    | 884,642    |
| Jun-22 | 163    | 30  | 49    | 20  | 61    | 825,886    |
| Jul-22 | 181    | 34  | 62    | 29  | 57    | 787,514    |
| Aug-22 | 172    | 41  | 54    | 38  | 75    | 757,103    |
| Sep-22 | 154    | 47  | 48    | 47  | 70    | 732,209    |



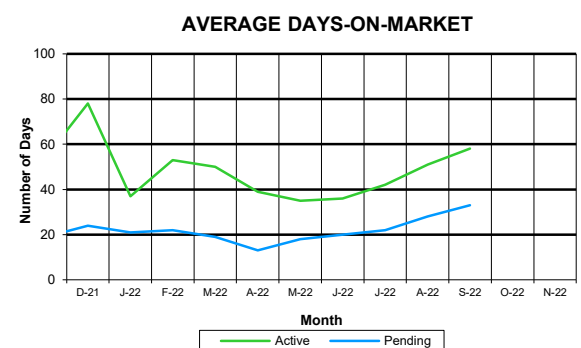
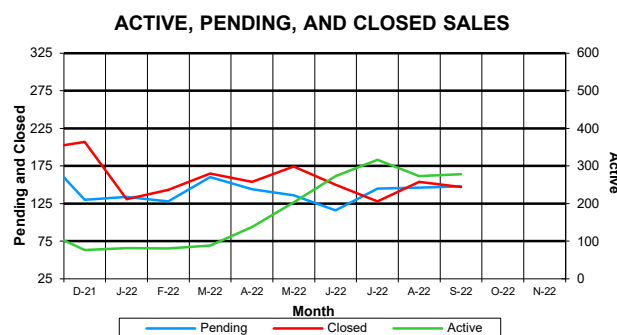
## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 146    | 38  | 182   | 23  | 189   | 466,753    |
| Mar-22 | 188    | 30  | 234   | 18  | 235   | 491,466    |
| Apr-22 | 196    | 30  | 217   | 19  | 224   | 501,793    |
| May-22 | 283    | 33  | 196   | 21  | 228   | 488,636    |
| Jun-22 | 408    | 34  | 175   | 23  | 200   | 491,522    |
| Jul-22 | 427    | 41  | 193   | 34  | 163   | 487,015    |
| Aug-22 | 442    | 46  | 165   | 38  | 211   | 457,703    |
| Sep-22 | 464    | 51  | 146   | 40  | 178   | 458,862    |



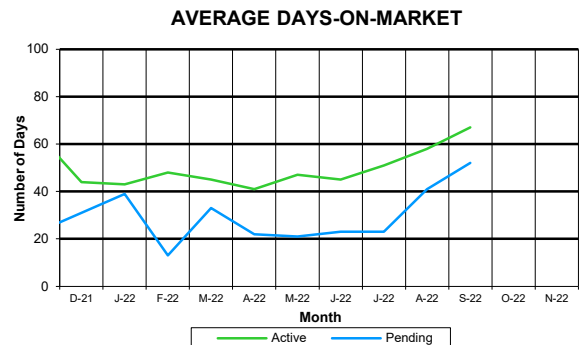
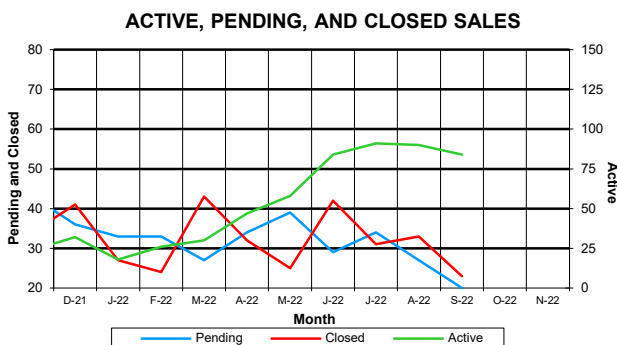
## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 81     | 53  | 128   | 22  | 143   | 501,184    |
| Mar-22 | 88     | 50  | 160   | 19  | 165   | 496,951    |
| Apr-22 | 138    | 39  | 144   | 13  | 154   | 508,932    |
| May-22 | 203    | 35  | 136   | 18  | 174   | 509,604    |
| Jun-22 | 273    | 36  | 116   | 20  | 150   | 513,650    |
| Jul-22 | 316    | 42  | 145   | 22  | 128   | 496,425    |
| Aug-22 | 273    | 51  | 146   | 28  | 154   | 488,836    |
| Sep-22 | 278    | 58  | 148   | 33  | 147   | 475,483    |



## Merced SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 26     | 48  | 33    | 13  | 24    | 421,170    |
| Mar-22 | 30     | 45  | 27    | 33  | 43    | 423,583    |
| Apr-22 | 47     | 41  | 34    | 22  | 32    | 373,108    |
| May-22 | 58     | 47  | 39    | 21  | 25    | 421,362    |
| Jun-22 | 84     | 45  | 29    | 23  | 42    | 429,170    |
| Jul-22 | 91     | 51  | 34    | 23  | 31    | 414,633    |
| Aug-22 | 90     | 58  | 27    | 41  | 33    | 391,560    |
| Sep-22 | 84     | 67  | 20    | 52  | 23    | 389,173    |



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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**CALIBER**  
HOME LOANS

NATIONAL BUILDER DIVISION

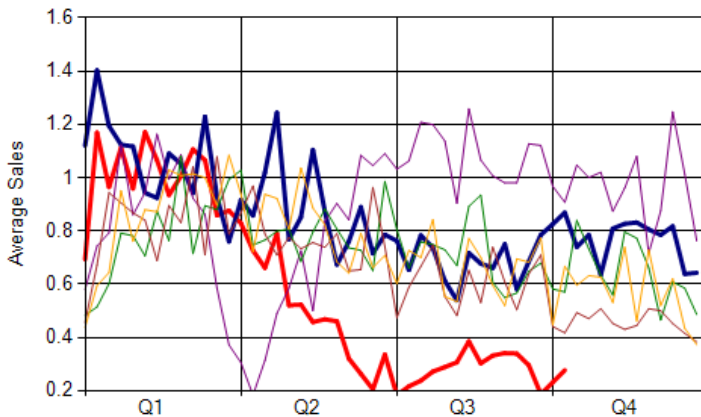
## Sacramento

Ending: Sunday, October 16, 2022

Week 41

| Counties / Groups          |  |                        |          |         |       |         | Net Sales | Avg. Sales | Year to Date |       | Prev. 13 Wks. |       |
|----------------------------|--|------------------------|----------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|
|                            |  |                        | Projects | Traffic | Sales | Cancels |           |            | Avg.         | Diff. | Avg.          | Diff. |
| South Sacramento           |  |                        | 22       | 291     | 21    | 5       | 16        | 0.73       | 0.61         | 19%   | 0.29          | 153%  |
| Central & North Sacramento |  |                        | 44       | 513     | 11    | 7       | 4         | 0.09       | 0.57         | -84%  | 0.20          | -54%  |
| Folsom                     |  |                        | 13       | 347     | 11    | 2       | 9         | 0.69       | 0.52         | 34%   | 0.26          | 162%  |
| El Dorado                  |  |                        | 10       | 108     | 1     | 1       | 0         | 0.00       | 0.46         | -100% | 0.25          | -100% |
| Placer & Nevada            |  |                        | 72       | 789     | 44    | 24      | 20        | 0.28       | 0.58         | -52%  | 0.34          | -18%  |
| Yolo                       |  |                        | 6        | 44      | 2     | 1       | 1         | 0.17       | 0.48         | -65%  | 0.12          | 37%   |
| Amador County              |  |                        | 1        | 1       | 0     | 0       | 0         | 0.00       | 0.17         | -100% | 0.00          | 0.00  |
| Northern Counties          |  |                        | 13       | 66      | 5     | 5       | 0         | 0.00       | 0.69         | -100% | 0.46          | -100% |
| Current Week Totals        |  | Traffic : Sales 23 : 1 | 181      | 2159    | 95    | 45      | 50        | 0.28       | 0.57         | -52%  | 0.29          | -4%   |
| Per Project Average        |  |                        | 12       |         | 0.52  | 0.25    | 0.28      |            |              |       |               |       |
| Year Ago - 10/17/2021      |  | Traffic : Sales 15 : 1 | 167      | 2417    | 158   | 13      | 145       | 0.87       | 0.87         | 0%    | 0.69          | 25%   |
| % Change                   |  |                        | 8%       | -11%    | -40%  | 246%    | -66%      | -68%       | -35%         | -59%  |               |       |

### 52 Weeks Comparison



### Year to Date Averages Through Week 41


### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 137                  | 27                  | 0.92              | 0.15                | 0.77               | 0.73                      |
| ■            | 2018 | 130                  | 26                  | 0.86              | 0.14                | 0.72               | 0.66                      |
| ■            | 2019 | 141                  | 22                  | 0.88              | 0.13                | 0.75               | 0.73                      |
| ■            | 2020 | 150                  | 16                  | 1.03              | 0.15                | 0.88               | 0.89                      |
| ■            | 2021 | 162                  | 18                  | 0.97              | 0.10                | 0.87               | 0.85                      |
| ■            | 2022 | 174                  | 13                  | 0.74              | 0.17                | 0.57               | 0.57                      |
| % Change:    |      | 8%                   | -24%                | -23%              | 79%                 | -35%               | -33%                      |

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



## WEEKLY FINANCIAL NEWS

| Financing  |       |       | Market Commentary  |
|--|-------|-------|--|
|  | RATE  | APR   | If you are among many people who are currently looking to buy a new home, there are ways to make it happen. Some experts say the roller coaster ride of mortgage rates is getting better. It all depends on who you ask. Chauncey Hilliard, a Charlotte realtor, says the market is currently balanced. "Right now, what your experiencing is that buyers now have the opportunity that they didn't have a couple months ago with multiple offers." The market is starting to shift to a buyer's market, according to Hilliard. "Right now, what buyers are able to achieve, is that they can actually get seller concessions to offset the higher interest rate," Hilliard said. Mortgage rates are up to almost 7% in the U.S., up from around 3% less than a year ago. "Different lenders are offering buydown basically if you put \$1,000 towards something, they'll give you 2,000," Hilliard said. "So yes, there's a way to get around the 7% interest rate." If you are unable to do that, financial planner Alex Calott said there are other options. "The first thing you need to do is you probably need to talk to a lender and see now what you can get pre-approved," Calott said. "Then also, don't be afraid to shop lenders." Calott said the most important thing to remember is to live and buy within your means. Source: Yahoo News Almiya White |
| CONV   | 6.95% | 7.18% |  |
| FHA  | 5.95% | 6.45% |  |
| 10 Yr Yield  | 3.99% |       |  |
|  |       |       |  |

| Development Name  | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| South Sacramento  |                   |                  |       |                          | Projects Participating: 22 |          |            |         |            |           |              |          |               |              |
|   |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Carnelian at Sheldon Farms  | DR Horton         | LN               |       | DTMJ                     | 55                         | 0        | 5          | 12      | 0          | 0         | 10           | 10       | 1.59          | 1.59         |
| Persimmon at Sheldon Farms  | DR Horton         | LN               |       | DTMJ                     | 148                        | 7        | 3          | 28      | 7          | 0         | 17           | 17       | 2.70          | 2.70         |
| Tamarind at Sheldon Farms   | DR Horton         | LN               |       | DTMJ                     | 121                        | 5        | 4          | 10      | 3          | 0         | 13           | 13       | 2.46          | 2.46         |
| The Retreats  | K Hovnanian       | RM               |       | DTMJ                     | 62                         | 0        | 4          | 0       | 0          | 0         | 4            | 4        | 0.21          | 0.21         |
| Allegro   | KB Home           | LN               |       | ATMJ                     | 72                         | 0        | 3          | 11      | 0          | 1         | 36           | 36       | 0.97          | 0.97         |
| Fleridae  | KB Home           | GT               |       | DTST                     | 69                         | 0        | 3          | 6       | 0          | 1         | 66           | 16       | 0.81          | 0.39         |
| Travisso  | KB Home           | LN               |       | DTMJ                     | 422                        | 0        | 6          | 11      | 0          | 1         | 26           | 26       | 0.65          | 0.63         |
| Vintage Park  | KB Home           | SO               |       | DTST                     | 81                         | 0        | 5          | 16      | 2          | 1         | 76           | 16       | 1.05          | 0.39         |
| Antinori at Vineyard Creek  | Lennar            | SO               |       | DTMJ                     | 95                         | 0        | 3          | 11      | 0          | 0         | 92           | 28       | 0.88          | 0.68         |
| Elements at Sterling Meadows  | Lennar            | LN               |       | DTMJ                     | 289                        | 0        | 3          | 14      | 3          | 1         | 249          | 49       | 1.17          | 1.20         |
| Essentia at Sterling Meadows  | Lennar            | LN               |       | DTST                     | 139                        | 0        | 6          | 13      | 0          | 0         | 89           | 21       | 0.86          | 0.51         |
| Redwood at Parkside   | Lennar            | VN               |       | DTMJ                     | 344                        | 0        | 3          | 8       | 0          | 0         | 341          | 31       | 0.88          | 0.76         |
| Cornerstone Commons   | Meritage          | LN               |       | DTMJ                     | 83                         | 0        | 4          | 27      | 1          | 0         | 5            | 5        | 0.19          | 0.19         |
| Cornerstone Crossings   | Meritage          | LN               |       | DTMJ                     | 78                         | 0        | 2          | 6       | 1          | 0         | 17           | 17       | 0.65          | 0.65         |
| Laguna Ranch II   | Richmond American | LN               |       | DTMJ                     | 100                        | 0        | 4          | 30      | 0          | 0         | 9            | 9        | 0.47          | 0.47         |
| Seasons at Stonebrook   | Richmond American | LN               |       | DTMJ                     | 102                        | 0        | 4          | 4       | 0          | 0         | 66           | 26       | 0.97          | 0.63         |
| Seasons at the Farm   | Richmond American | GT               |       | DTMJ                     | 87                         | 3        | 4          | 9       | 2          | 0         | 14           | 14       | 0.43          | 0.43         |
| Woodberry at Bradshaw Crossing II   | Richmond American | TSO SO           |       | DTMJ                     | 120                        | 0        | TSO        | 23      | 0          | 0         | 1            | 1        | 0.07          | 0.07         |
| Barcelona at Madeira Meadows  | Taylor Morrison   | LN               |       | DTMJ                     | 109                        | 0        | 2          | 11      | 1          | 0         | 107          | 11       | 0.69          | 0.27         |
| Sevilla at Madeira Meadows  | Taylor Morrison   | LN               |       | DTMJ                     | 102                        | 0        | 2          | 9       | 0          | 0         | 100          | 18       | 0.65          | 0.44         |
| Cedar Creek   | TimLewis          | GT               |       | DTMJ                     | 112                        | 0        | 4          | 13      | 1          | 0         | 37           | 22       | 0.60          | 0.54         |
| Reflections at Poppy Lane   | TimLewis          | LN               |       | DTMJ                     | 73                         | 0        | 5          | 19      | 0          | 0         | 50           | 22       | 0.70          | 0.54         |
| TOTALS: No. Reporting: 22   |                   | Avg. Sales: 0.73 |       | Traffic to Sales: 14 : 1 |                            |          | 79         | 291     | 21         | 5         | 1425         | 412      | Net: 16       |              |
| City Codes: LN = Elk Grove Laguna, RM = Rancho Murieta, GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard |                   |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Development Name  | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Central Sacramento  |                   |                  |       |                          | Projects Participating: 25 |          |            |         |            |           |              |          |               |              |
|   |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Abbeys Gate at Northridge   | Black Pine        | CH               |       | DTMJ                     | 46                         | 0        | 6          | 0       | 0          | 0         | 40           | 8        | 0.38          | 0.20         |
| Crocker Village- Alley Row  | Black Pine        | SO               |       | DTMJ                     | 67                         | 0        | 2          | 1       | 0          | 0         | 65           | 6        | 0.54          | 0.15         |
| Crocker Village- Main Street  | Black Pine        | SO               |       | DTMJ                     | 52                         | 0        | 6          | 0       | 0          | 0         | 46           | 0        | 0.38          | 0.00         |
| Mills Station at Cresleigh Ranch  | Cresleigh TSO     | RO               |       | DTMJ                     | 116                        | 0        | TSO        | 0       | 1          | 0         | 113          | 21       | 0.70          | 0.51         |
| Heritage at Gum Ranch   | Elliott           | FO               |       | DTMJ                     | 251                        | 0        | 6          | 13      | 0          | 0         | 119          | 8        | 0.67          | 0.20         |
| Placer at Rio Del Oro   | Elliott           | RO               |       | DTMJ                     | 117                        | 0        | 4          | 43      | 0          | 0         | 8            | 8        | 0.86          | 0.86         |
| Sutter at Rio Del Oro   | Elliott           | RO               |       | DTMJ                     | 136                        | 0        | 2          | 77      | 0          | 0         | 6            | 6        | 0.45          | 0.45         |
| Montrose at The Ranch   | K Hovnanian       | RO               |       | DTMJ                     | 113                        | 0        | 3          | 0       | 0          | 0         | 28           | 28       | 0.73          | 0.73         |
| Paseo at The Ranch  | K Hovnanian       | RO               |       | DTMJ                     | 130                        | 0        | 3          | 0       | 0          | 0         | 0            | 0        | 0.00          | 0.00         |
| Sagebrush at The Ranch  | K Hovnanian       | RO               |       | DTMJ                     | 116                        | 0        | 6          | 7       | 0          | 0         | 34           | 34       | 0.89          | 0.89         |
| Springs at The Ranch  | K Hovnanian       | RO               |       | DTMJ                     | 173                        | 0        | 14         | 4       | 0          | 1         | 53           | 53       | 1.38          | 1.38         |
| Canyon at Mitchell Village  | KB Home           | CH               |       | DTST                     | 109                        | 0        | 4          | 6       | 0          | 0         | 105          | 41       | 1.20          | 1.00         |
| Heritage at Mitchell Village  | KB Home           | CH               |       | DTMJ                     | 72                         | 0        | 4          | 2       | 1          | 0         | 68           | 18       | 0.69          | 0.44         |
| Ventana   | Lennar            | RO               |       | DTMJ                     | 160                        | 0        | 2          | 16      | 2          | 0         | 146          | 44       | 0.86          | 1.07         |
| Verdant   | Lennar            | RO               |       | DTST                     | 157                        | 0        | 6          | 16      | 0          | 0         | 131          | 37       | 1.00          | 0.90         |
| Viridian  | Lennar            | RO               |       | DTST                     | 185                        | 0        | 4          | 16      | 0          | 0         | 154          | 28       | 0.89          | 0.68         |
| Echelon at Premier Montelena  | Premier Homes     | RO               |       | DTMJ                     | 57                         | 0        | 3          | 51      | 0          | 0         | 5            | 5        | 0.33          | 0.33         |
| Elan (Village 8) at Premier Montelena   | Premier Homes     | RO               |       | DTMJ                     | 81                         | 0        | 1          | 17      | 0          | 0         | 12           | 12       | 0.50          | 0.50         |
| Elevate at Premier Montelena  | Premier Homes     | RO               |       | DTMJ                     | 152                        | 0        | 3          | 14      | 0          | 0         | 2            | 2        | 0.08          | 0.08         |
| Ascent at Montelena   | Pulte             | RO               |       | DTMJ                     | 127                        | 0        | 2          | 4       | 0          | 0         | 1            | 1        | 0.44          | 0.44         |
| Solis at Montelena  | Pulte             | RO               |       | DTMJ                     | 55                         | 0        | 4          | 4       | 0          | 0         | 3            | 3        | 0.32          | 0.32         |
| Vista at Montelena  | Pulte             | RO               |       | DTMJ                     | 38                         | 0        | 4          | 3       | 0          | 0         | 3            | 3        | 0.32          | 0.32         |
| Seasons at Montelena  | Richmond American | RO               |       | DTMJ                     | 125                        | 0        | 10         | 13      | 0          | 0         | 15           | 15       | 0.46          | 0.46         |
| Acacia at Cypress   | Woodside          | RO               |       | DTMJ                     | 99                         | 0        | 6          | 1       | 0          | 1         | 57           | 30       | 0.63          | 0.73         |
| Magnolia at Cypress   | Woodside          | RO               |       | DTMJ                     | 178                        | 0        | 6          | 7       | 0          | 0         | 141          | 27       | 0.87          | 0.66         |
| TOTALS: No. Reporting: 25   |                   | Avg. Sales: 0.08 |       | Traffic to Sales: 79 : 1 |                            |          | 111        | 315     | 4          | 2         | 1355         | 438      | Net: 2        |              |
| City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks |                   |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Development Name                           | Developer       | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| North Sacramento                           |                 |                  |       |                          | Projects Participating: 19 |          |            |         |            |           |              |          |               |              |
|  |                 |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Artisan - The Cove                         | Beazer          | SO               |       | DTST                     | 145                        | 0        | 2          | 7       | 0          | 0         | 111          | 18       | 0.70          | 0.44         |
| Edgeview - The Cove                        | Beazer          | SO               |       | ATST                     | 156                        | 0        | 7          | 10      | 0          | 0         | 109          | 19       | 0.90          | 0.46         |
| Westward - The Cove                        | Beazer          | SO               |       | DTST                     | 122                        | 0        | 5          | 6       | 0          | 0         | 77           | 23       | 0.58          | 0.56         |
| Windrow - The Cove                         | Beazer          | SO               |       | DTST                     | 167                        | 2        | 2          | 4       | 1          | 0         | 127          | 21       | 0.83          | 0.51         |
| Provence                                   | Blue Mountain   | SO               |       | ATST                     | 185                        | 0        | 7          | 6       | 0          | 0         | 115          | 14       | 0.76          | 0.34         |
| Citrine at Barrett Ranch                   | Lennar          | AO               |       | DTST                     | 53                         | 0        | 4          | 15      | 0          | 0         | 43           | 29       | 0.72          | 0.71         |
| Garnet at Barrett Ranch                    | Lennar          | AO               |       | DTST                     | 149                        | 0        | 6          | 14      | 1          | 0         | 89           | 28       | 0.83          | 0.68         |
| Lapis at Barrett Ranch                     | Lennar          | AO               |       | DTMJ                     | 149                        | 0        | 7          | 12      | 0          | 1         | 82           | 16       | 0.77          | 0.39         |
| Northlake - Atla                           | Lennar          | SO               |       | DTMJ                     | 116                        | 0        | 4          | 13      | 0          | 0         | 82           | 32       | 0.90          | 0.78         |
| Northlake - Bleau                          | Lennar          | SO               |       | DTMJ                     | 236                        | 0        | 7          | 13      | 1          | 1         | 79           | 26       | 0.87          | 0.63         |
| Northlake - Crestvue                       | Lennar          | SO               |       | DTMJ                     | 97                         | 0        | 1          | 13      | 2          | 0         | 75           | 29       | 0.82          | 0.71         |
| Northlake - Drifton                        | Lennar          | SO               |       | DTMJ                     | 134                        | 0        | 3          | 13      | 0          | 0         | 66           | 26       | 0.80          | 0.63         |
| Northlake - Lakelet                        | Lennar          | SO               |       | DTMJ                     | 134                        | 0        | 1          | 13      | 0          | 0         | 74           | 25       | 0.81          | 0.61         |
| Northlake - Shor                           | Lennar          | SO               |       | DTMJ                     | 140                        | 0        | 4          | 13      | 0          | 1         | 79           | 26       | 0.87          | 0.63         |
| Northlake - Watersyde                      | Lennar          | SO               |       | DTMJ                     | 127                        | 0        | 2          | 13      | 0          | 0         | 75           | 22       | 0.82          | 0.54         |
| Northlake - Wavmor                         | Lennar          | SO               |       | DTMJ                     | 153                        | 0        | 1          | 13      | 1          | 0         | 75           | 25       | 0.82          | 0.61         |
| Sunstone at Barrett Ranch                  | Lennar          | AO               |       | DTMJ                     | 131                        | 0        | 7          | 13      | 0          | 1         | 41           | 27       | 0.67          | 0.66         |
| NUVO Artisan Square                        | The New Home Co | SO               |       | ATST                     | 145                        | 0        | 3          | 2       | 0          | 0         | 142          | 18       | 1.08          | 0.44         |
| Portisol at Artisan Square                 | Williams        | SO               |       | ATST                     | 95                         | 0        | 30         | 5       | 1          | 1         | 65           | 37       | 0.62          | 0.90         |
| TOTALS: No. Reporting: 19                  |                 | Avg. Sales: 0.11 |       | Traffic to Sales: 28 : 1 |                            |          | 103        | 198     | 7          | 5         | 1606         | 461      | Net: 2        |              |
| City Codes: SO = Sacramento, AO = Antelope |                 |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Folsom Area                       |                   |                  |      |                          | Projects Participating: 13 |          |            |         |            |           |              |          |               |              |
|-----------------------------------|-------------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                                   |                   |                  |      |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Sycamore Creek                    | JMC               | FM               | DTMJ | 86                       | 0                          | 4        | 2          | 0       | 0          | 41        | 7            | 0.43     | 0.17          |              |
| Soleil at Folsom Ranch            | KB Home           | FM               | DTMJ | 109                      | 0                          | 6        | 14         | 0       | 0          | 98        | 45           | 1.24     | 1.10          |              |
| Aster at White Rock Springs       | Lennar            | FM               | DTMJ | 90                       | 0                          | 7        | 21         | 0       | 0          | 53        | 27           | 0.77     | 0.66          |              |
| Brass Pointe at Russell Ranch     | Lennar            | FM               | DTMJ | 142                      | 0                          | 6        | 63         | 0       | 0          | 6         | 6            | 0.25     | 0.25          |              |
| Gold Cliff at Russell Ranch       | Lennar            | FM               | DTMJ | 63                       | 0                          | 6        | 63         | 2       | 0          | 16        | 16           | 0.66     | 0.66          |              |
| PlatinumPeak at Russell Ranch     | Lennar            | FM               | DTMJ | 100                      | 0                          | 4        | 63         | 0       | 0          | 14        | 14           | 0.66     | 0.66          |              |
| Rockcress at Folsom Ranch         | Lennar            | FM               | DTMJ | 118                      | 0                          | 2        | 41         | 2       | 0          | 76        | 22           | 0.86     | 0.54          |              |
| Stone Bluff at White Rock Springs | Richmond American | FM               | DTMJ | 81                       | 0                          | 12       | 0          | 0       | 1          | 39        | 14           | 0.51     | 0.34          |              |
| Stone Haven at White Rock Springs | Richmond American | FM               | DTMJ | 42                       | 0                          | 6        | 2          | 0       | 0          | 23        | 18           | 0.50     | 0.44          |              |
| Silver Crest at Russell Ranch     | The New Home Co   | FM               | DTMJ | 108                      | 0                          | 3        | 16         | 1       | 0          | 101       | 20           | 0.73     | 0.49          |              |
| Creekstone at Folsom Ranch        | TRI Pointe        | FM               | DTMJ | 71                       | 0                          | 4        | 0          | 1       | 1          | 63        | 12           | 0.72     | 0.29          |              |
| Eastwood at Folsom Ranch          | TRI Pointe        | FM               | DTMJ | 72                       | 0                          | 5        | 31         | 1       | 0          | 11        | 11           | 0.64     | 0.64          |              |
| Lonestar at Folsom Ranch          | TRI Pointe        | FM               | DTMJ | 90                       | 3                          | 5        | 31         | 4       | 0          | 6         | 6            | 0.35     | 0.35          |              |
| TOTALS: No. Reporting: 13         |                   | Avg. Sales: 0.69 |      | Traffic to Sales: 32 : 1 |                            |          | 70         | 347     | 11         | 2         | 547          | 218      | Net: 9        |              |
| City Codes: FM= Folsom            |                   |                  |      |                          |                            |          |            |         |            |           |              |          |               |              |

# The Ryness Report

Week Ending  
Sunday, October 16, 2022

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| Development Name  | Developer     | City Code        | Notes | Type                      |                            |          |            |         |            |           |              |          |                |               |
|---|---------------|------------------|-------|---------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| El Dorado County  |               |                  |       |                           | Projects Participating: 10 |          |            |         |            |           |              |          |                |               |
|   |               |                  |       |                           | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Revere  | Blue Mountain | RE               |       | DTMJ                      | 51                         | 0        | 4          | 11      | 0          | 0         | 35           | 6        | 0.46           | 0.15          |
| Alder at Saratoga Estates                                     | Elliott       | EH               |       | DTMJ                      | 115                        | 0        | 6          | 15      | 0          | 1         | 87           | 20       | 0.74           | 0.49          |
| Manzanita at Saratoga   | Elliott       | EH               |       | DTMJ                      | 103                        | 0        | 5          | 6       | 0          | 0         | 55           | 15       | 0.49           | 0.37          |
| Ponderosa at Saratoga   | Elliott       | EH               |       | DTMJ                      | 56                         | 0        | 5          | 9       | 0          | 0         | 6            | 6        | 0.22           | 0.22          |
| Emerald Peak at Bass Lake                                     | Lennar        | EH               |       | DTMJ                      | 113                        | 0        | 7          | 11      | 1          | 0         | 54           | 26       | 0.55           | 0.63          |
| Hawk View at Bass Lake Hills                                  | Lennar        | EH               |       | DTMJ                      | 114                        | 0        | 5          | 10      | 0          | 0         | 108          | 25       | 0.72           | 0.61          |
| Heritage El Dorado Hills-Mosaic                               | Lennar        | EH               |       | DTMJ                      | 373                        | 0        | 5          | 11      | 0          | 0         | 210          | 44       | 0.99           | 1.07          |
| Sapphire Cliff at Bass Lake Hills - CP                        | Lennar        | CK               |       | DTMJ                      | 31                         | 0        | 5          | 14      | 0          | 0         | 12           | 12       | 0.34           | 0.34          |
| Sapphire Cliff at Bass Lake Hills - EDH                       | Lennar        | EH               |       | DTMJ                      | 23                         | 0        | 1          | 14      | 0          | 0         | 22           | 7        | 0.33           | 0.17          |
| Edgelake at Serrano   | TRI Poinite   | EH               |       | DTMJ                      | 65                         | 0        | 3          | 7       | 0          | 0         | 26           | 21       | 0.51           | 0.51          |
| TOTALS: No. Reporting: 10                                     |               | Avg. Sales: 0.00 |       | Traffic to Sales: 108 : 1 |                            |          | 46         | 108     | 1          | 1         | 615          | 182      | Net: 0         |               |
| City Codes: RE= Rescue, EH= El Dorado Hills, CK= Cameron Park |               |                  |       |                           |                            |          |            |         |            |           |              |          |                |               |

| Development Name                    | Developer     | City Code | Notes | Type |                            |          |            |         |            |           |              |          |               |              |
|-------------------------------------|---------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County                       |               |           |       |      | Projects Participating: 71 |          |            |         |            |           |              |          |               |              |
|                                     |               |           |       |      | Units                      | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Verrado at Solaire                  | Beazer        | RV        |       | DTMJ | 76                         | 0        | 10         | 4       | 1          | 1         | 46           | 16       | 0.66          | 0.39         |
| Millstone at Sierra Fine            | Black Pine    | RK        |       | DTST | 61                         | 0        | 6          | 4       | 0          | 0         | 55           | 24       | 0.56          | 0.59         |
| Carnelian                           | Blue Mountain | GB        |       | ATMJ | 28                         | 0        | 3          | 8       | 0          | 0         | 25           | 5        | 0.29          | 0.12         |
| Cresleigh Havenwood                 | Cresleigh     | LL        | Rsv's | DTMJ | 83                         | 0        | 4          | 8       | 0          | 0         | 24           | 17       | 0.40          | 0.41         |
| Balboa                              | DR Horton     | RV        |       | DTST | 127                        | 0        | 2          | 0       | 0          | 1         | 125          | 64       | 1.58          | 1.56         |
| Balboa II                           | DR Horton     | RV        |       | DTST | 172                        | 0        | 4          | 8       | 0          | 0         | 4            | 4        | 0.39          | 0.39         |
| Heartland at Independence           | DR Horton     | LL        |       | DTMJ | 98                         | 3        | 4          | 6       | 3          | 0         | 67           | 42       | 1.13          | 1.02         |
| Melrose at Mason Trails             | DR Horton     | RV        |       | DTMJ | 93                         | 3        | 8          | 7       | 2          | 1         | 14           | 14       | 0.87          | 0.87         |
| Traditions at Independence          | DR Horton     | LL        |       | DTST | 97                         | 0        | 6          | 3       | 1          | 0         | 63           | 37       | 0.99          | 0.90         |
| Winding Creek - The Wilds II        | DR Horton     | RV        |       | DTST | 62                         | 0        | 2          | 7       | 0          | 0         | 2            | 2        | 0.24          | 0.24         |
| Turkey Creek Estates                | Elliott       | LL        |       | DTMJ | 240                        | 0        | 4          | 16      | 0          | 0         | 39           | 17       | 0.57          | 0.41         |
| Edgefield Place                     | JMC           | RK        |       | DTMJ | 83                         | 0        | 6          | 18      | 0          | 1         | 14           | 14       | 0.45          | 0.45         |
| Excelsior Village at Sierra Vista   | JMC           | RV        |       | DTMJ | 80                         | 0        | 8          | 25      | 0          | 0         | 2            | 2        | 0.08          | 0.08         |
| Fairbrook at Fiddymont Farms        | JMC           | RV        |       | DTMJ | 115                        | 0        | 10         | 22      | 0          | 0         | 46           | 10       | 0.59          | 0.24         |
| Meadowbrook at Fiddymont Farms      | JMC           | RV        |       | DTMJ | 80                         | 0        | 3          | 22      | 1          | 0         | 54           | 16       | 0.69          | 0.39         |
| Palisade Village                    | JMC           | RV        |       | DTST | 232                        | 0        | 13         | 59      | 0          | 1         | 199          | 17       | 1.25          | 0.41         |
| Prominence at Whitney Ranch         | JMC           | RK        |       | DTMJ | 92                         | 0        | 6          | 23      | 1          | 0         | 75           | 12       | 0.69          | 0.29         |
| Sagebrook at Fiddymont Farms        | JMC           | RV        |       | DTMJ | 122                        | 0        | 10         | 23      | 0          | 0         | 48           | 13       | 0.61          | 0.32         |
| Sentinel                            | JMC           | RV        |       | DTST | 132                        | 0        | 2          | 21      | 0          | 1         | 128          | 2        | 0.94          | 0.05         |
| Tribute Pointe                      | JMC           | RK        |       | DTMJ | 99                         | 0        | 6          | 20      | 0          | 0         | 7            | 7        | 0.22          | 0.22         |
| Wrenwood at Whitney Ranch           | JMC           | RK        |       | DTMJ | 158                        | 0        | 5          | 33      | 1          | 0         | 5            | 5        | 0.18          | 0.18         |
| Aspire at Solaire                   | K Hovnanian   | RV        |       | DTMJ | 147                        | 0        | 4          | 2       | 0          | 0         | 123          | 21       | 0.95          | 0.51         |
| Aspire at Solaire II                | K Hovnanian   | RV        |       | DTST | 33                         | 3        | 4          | 5       | 1          | 0         | 21           | 15       | 0.41          | 0.37         |
| Creekside Preserve                  | K Hovnanian   | LL        |       | DTMJ | 71                         | 0        | 3          | 0       | 0          | 1         | 65           | 19       | 0.46          | 0.46         |
| Firefly at Winding Creek            | K Hovnanian   | RV        |       | DTMJ | 86                         | 0        | 4          | 1       | 0          | 0         | 70           | 32       | 0.85          | 0.78         |
| Bartlett at Mason Trails            | KB Home       | RV        |       | DTMJ | 53                         | 3        | 4          | 16      | 3          | 1         | 35           | 35       | 0.96          | 0.96         |
| Copper Ridge                        | KB Home       | LL        |       | DTMJ | 79                         | 0        | 2          | 14      | 2          | 1         | 35           | 28       | 0.77          | 0.68         |
| Cortland at Mason Trails            | KB Home       | RV        |       | DTMJ | 110                        | 0        | 3          | 10      | 2          | 1         | 47           | 47       | 1.30          | 1.30         |
| Ventana - Twelve Bridges            | KB Home       | LL        |       | DTMJ | 240                        | 0        | 6          | 11      | 0          | 1         | 220          | 56       | 1.24          | 1.37         |
| Andorra at Sierra West              | Lennar        | RV        |       | DTMJ | 193                        | 0        | 3          | 13      | 1          | 0         | 94           | 41       | 0.89          | 1.00         |
| Belle Maison at Campus Oaks         | Lennar        | RV        |       | DTMJ | 132                        | 0        | 5          | 12      | 0          | 0         | 87           | 25       | 0.85          | 0.61         |
| Breckenridge at Sierra West         | Lennar        | RV        |       | DTMJ | 182                        | 0        | 5          | 10      | 2          | 1         | 33           | 29       | 0.62          | 0.71         |
| Chantilly at Campus Oaks            | Lennar        | RV        |       | DTMJ | 86                         | 0        | 4          | 10      | 3          | 1         | 44           | 27       | 0.80          | 0.66         |
| Covara II at Campus Oaks            | Lennar        | RV        |       | DTMJ | 112                        | 0        | 6          | 7       | 0          | 0         | 70           | 23       | 0.74          | 0.56         |
| Emilia at Heritage Placer Vineyards | Lennar        | RV        |       | DTMJ | 257                        | 0        | 6          | 12      | 1          | 0         | 46           | 41       | 0.75          | 1.00         |
| Lazio at Heritage Placer Vineyards  | Lennar        | RV        |       | AASF | 311                        | 0        | 3          | 11      | 1          | 0         | 42           | 40       | 0.65          | 0.98         |
| Lumiere at Sierra West              | Lennar        | RV        |       | DTMJ | 205                        | 0        | 2          | 13      | 0          | 0         | 91           | 35       | 0.85          | 0.85         |
| Meribel at Sierra West              | Lennar        | RV        |       | DTMJ | 167                        | 0        | 2          | 12      | 3          | 0         | 91           | 33       | 0.83          | 0.80         |
| Molise at Heritage Placer Vineyards | Lennar        | RV        |       | DTST | 178                        | 0        | 4          | 10      | 0          | 0         | 44           | 37       | 0.73          | 0.90         |
| Novara at Fiddymont                 | Lennar        | RV        |       | DTST | 105                        | 0        | 3          | 9       | 2          | 2         | 99           | 27       | 0.83          | 0.66         |
| Pavia at Fiddymont Farm             | Lennar        | RV        |       | DTST | 94                         | 0        | 2          | 9       | 0          | 0         | 92           | 23       | 0.77          | 0.56         |
| Sausalito Walk at Campus Oaks       | Lennar        | RV        |       | DTST | 101                        | 0        | 2          | 5       | 0          | 0         | 99           | 18       | 0.79          | 0.44         |
| St. Moritz at Sierra                | Lennar        | RV        |       | DTMJ | 144                        | 0        | 4          | 12      | 3          | 0         | 88           | 31       | 0.81          | 0.76         |
| Windham at Sierra West              | Lennar        | RV        |       | DTMJ | 105                        | 0        | 5          | 15      | 0          | 0         | 37           | 32       | 0.84          | 0.78         |
| Encore at Meadowlands               | Meritage      | LL        |       | DTMJ | 83                         | 0        | 38         | 5       | 0          | 2         | 27           | 27       | 0.84          | 0.84         |



| Development Name   | Developer         | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County (Continued ...)  |                   |                  |       |                          | Projects Participating: 71 |          |            |         |            |           |              |          |               |              |
|  |                   |                  |       |                          | Units                      | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Meadowlands 60s  | Meritage          | LL               |       | DTMJ                     | 92                         | 0        | 2          | 12      | 1          | 1         | 59           | 23       | 0.81          | 0.56         |
| Roam at Winding Creek  | Meritage          | RV               |       | DTMJ                     | 95                         | 0        | 2          | 15      | 0          | 0         | 38           | 31       | 0.77          | 0.76         |
| Premier Soleil   | Premier Homes     | GB               |       | DTMJ                     | 52                         | 0        | 3          | 26      | 0          | 0         | 4            | 4        | 0.33          | 0.33         |
| Revere at Independence   | Richmond American | LL               |       | DTMJ                     | 122                        | 0        | 4          | 4       | 1          | 0         | 88           | 22       | 0.96          | 0.54         |
| Seasons at Mason Trails  | Richmond American | RV               |       | DTMJ                     | 77                         | 0        | 3          | 0       | 0          | 0         | 5            | 5        | 0.33          | 0.33         |
| Seasons at Sierra Vista  | Richmond American | RV               |       | DTMJ                     | 143                        | 0        | 6          | 3       | 0          | 0         | 3            | 3        | 0.09          | 0.09         |
| Windsong at Winding Creek  | Richmond American | RV               |       | DTMJ                     | 71                         | 0        | 4          | 13      | 0          | 0         | 30           | 21       | 0.60          | 0.51         |
| Arlington at Twelve Bridges  | Taylor Morrison   | LL               |       | DTST                     | 129                        | 0        | 8          | 4       | 1          | 0         | 120          | 28       | 0.97          | 0.68         |
| Belmont at Twelve Bridges  | Taylor Morrison   | LL               |       | DTMJ                     | 81                         | 0        | 10         | 0       | 0          | 0         | 71           | 15       | 0.57          | 0.37         |
| Esplanade at Turkey Creek- Classics                                      | Taylor Morrison   | LL               |       | AASF                     | 243                        | 0        | 15         | 10      | 2          | 0         | 70           | 27       | 0.92          | 0.66         |
| Esplanade at Turkey Creek- Cottages                                      | Taylor Morrison   | LL               |       | AASF                     | 180                        | 0        | 31         | 11      | 0          | 0         | 10           | 10       | 0.26          | 0.26         |
| Esplanade at Turkey Creek- Estates                                       | Taylor Morrison   | LL               |       | AASF                     | 180                        | 0        | 15         | 10      | 1          | 0         | 62           | 25       | 0.81          | 0.61         |
| Esplanade at Turkey Creek- Premiers                                      | Taylor Morrison   | LL               |       | AASF                     | 260                        | 0        | 14         | 10      | 0          | 1         | 64           | 30       | 0.84          | 0.73         |
| Fiddymrent Farm- Magnolia  | Taylor Morrison   | RV               |       | DTMJ                     | 99                         | 0        | 18         | 18      | 0          | 0         | 23           | 23       | 1.08          | 1.08         |
| Saratoga at Twelve Bridges   | Taylor Morrison   | LL               |       | DTMJ                     | 96                         | 0        | 15         | 7       | 1          | 0         | 71           | 28       | 0.57          | 0.68         |
| Solaire- Vail  | Taylor Morrison   | RV               |       | DTMJ                     | 74                         | 0        | 11         | 9       | 1          | 2         | 29           | 29       | 0.82          | 0.82         |
| Eureka Grove   | The New Home Co   | GB               |       | DTMJ                     | 72                         | 0        | 4          | 18      | 0          | 0         | 50           | 34       | 0.90          | 0.83         |
| Rocklin Meadows  | The New Home Co   | RK               |       | DTMJ                     | 27                         | 0        | 3          | 14      | 0          | 0         | 10           | 10       | 0.47          | 0.47         |
| Summit at Whitney Ranch  | TimLewis          | RK               |       | DTMJ                     | 82                         | 0        | 4          | 13      | 1          | 2         | 76           | 9        | 0.47          | 0.22         |
| Barrington at Independence   | TRI Pointe        | LL               |       | DTMJ                     | 94                         | 0        | 4          | 0       | 0          | 0         | 2            | 2        | 0.11          | 0.11         |
| Illumination at Solaire  | TRI Pointe        | RV               |       | DTMJ                     | 107                        | 0        | 6          | 6       | 0          | 0         | 70           | 23       | 0.86          | 0.56         |
| Lansdale at Independence   | TRI Pointe        | LL               |       | DTMJ                     | 90                         | 0        | 5          | 0       | 0          | 0         | 2            | 2        | 0.11          | 0.11         |
| Radiance at Solaire  | TRI Pointe        | RV               |       | DTMJ                     | 106                        | 0        | 4          | 6       | 0          | 0         | 63           | 22       | 0.77          | 0.54         |
| Bolero at Twelve Bridges   | Woodside          | LL               |       | DTMJ                     | 144                        | 0        | 3          | 7       | 1          | 0         | 121          | 31       | 0.87          | 0.76         |
| Cabernet at Brady Vineyards  | Woodside          | RV               |       | DTMJ                     | 38                         | 0        | 5          | 5       | 0          | 1         | 7            | 7        | 0.77          | 0.77         |
| Mbscato at Brady Vineyards   | Woodside          | RV               |       | DTMJ                     | 80                         | 0        | 3          | 5       | 0          | 0         | 2            | 2        | 0.22          | 0.22         |
| TOTALS: No. Reporting: 71  |                   | Avg. Sales: 0.28 |       | Traffic to Sales: 18 : 1 |                            |          |            | 448     | 787        | 44        | 24           | 3892     | 1548          | Net: 20      |
| City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln |                   |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Nevada County                 |         |                  |    |                      | Projects Participating: 1 |          |            |         |            |           |              |          |               |              |
|-------------------------------|---------|------------------|----|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                               |         |                  |    |                      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Timberwood Estates            | Hilbers | TSO              | GV | DTST                 | 45                        | 0        | TSO        | 2       | 0          | 0         | 26           | 6        | 0.13          | 0.15         |
| TOTALS: No. Reporting: 1      |         | Avg. Sales: 0.00 |    | Traffic to Sales: NA |                           |          | 0          | 2       | 0          | 0         | 26           | 6        | Net: 0        |              |
| City Codes: GV = Grass Valley |         |                  |    |                      |                           |          |            |         |            |           |              |          |               |              |

| Development Name                        | Developer         | City Code        | Notes | Type                     |                           |          |            |         |            |           |              |          |                |               |
|---|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Yolo County                             |                   |                  |       |                          | Projects Participating: 6 |          |            |         |            |           |              |          |                |               |
|   |                   |                  |       |                          | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Crestada                                | Lennar            | WL               |       | DTMJ                     | 105                       | 0        | 4          | 6       | 0          | 0         | 1            | 1        | 0.11           | 0.11          |
| Iris                                    | Lennar            | WL               |       | DTMJ                     | 97                        | 0        | 5          | 8       | 0          | 0         | 3            | 3        | 0.15           | 0.15          |
| Lavender                                | Lennar            | WL               |       | DTMJ                     | 78                        | 0        | 4          | 8       | 2          | 0         | 12           | 12       | 0.79           | 0.79          |
| The Hideaway                            | Meritage          | WN               |       | DTMJ                     | 148                       | 0        | 6          | 9       | 0          | 1         | 8            | 8        | 0.44           | 0.44          |
| Harvest at Spring Lake                  | Richmond American | WL               |       | DTMJ                     | 84                        | 0        | 10         | 8       | 0          | 0         | 56           | 22       | 0.71           | 0.54          |
| Revival                                 | TimLewis          | WL               |       | DTST                     | 72                        | 0        | 4          | 5       | 0          | 0         | 9            | 9        | 0.37           | 0.37          |
| TOTALS: No. Reporting: 6                |                   | Avg. Sales: 0.17 |       | Traffic to Sales: 22 : 1 |                           |          |            | 33      | 44         | 2         | 1            | 89       | 55             | Net: 1        |
| City Codes: WL = Woodland, WN = Winters |                   |                  |       |                          |                           |          |            |         |            |           |              |          |                |               |

| Amador County              |          |                  |      |                      | Projects Participating: 1 |          |            |         |            |           |              |          |                |               |
|----------------------------|----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                            |          |                  |      |                      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Zinfandel Ridge II         | TimLewis | FLY              | DTMJ | 40                   | 0                         | 6        | 1          | 0       | 0          | 16        | 7            | 0.27     | 0.17           |               |
| TOTALS: No. Reporting: 1   |          | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 6          | 1       | 0          | 0         | 16           | 7        | Net: 0         |               |
| City Codes: FLY = Flymouth |          |                  |      |                      |                           |          |            |         |            |           |              |          |                |               |

| Butte County             |           |                  |      |                         | Projects Participating: 2 |          |            |         |            |           |              |          |                |               |
|--------------------------|-----------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                          |           |                  |      |                         | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Amber Lynn Estates       | DR Horton | CO               | DTST | 108                     | 0                         | 2        | 2          | 0       | 0          | 1         | 1            | 0.24     | 0.24           |               |
| Sparrow                  | DR Horton | CO               | DTMJ | 86                      | 2                         | 3        | 2          | 1       | 0          | 2         | 2            | 0.11     | 0.11           |               |
| TOTALS: No. Reporting: 2 |           | Avg. Sales: 0.50 |      | Traffic to Sales: 4 : 1 |                           |          | 5          | 4       | 1          | 0         | 3            | 3        | Net: 1         |               |
| City Codes: CO = Chico   |           |                  |      |                         |                           |          |            |         |            |           |              |          |                |               |

| Glenn County             |           |                  |      |                      | Projects Participating: 1 |          |            |         |            |           |              |          |                |               |
|--------------------------|-----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                          |           |                  |      |                      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Ambrosia                 | DR Horton | OR               | DTST | 95                   | 0                         | 0        | 2          | 0       | 0          | 0         | 0            | 0.00     | 0.00           |               |
| TOTALS: No. Reporting: 1 |           | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 0          | 2       | 0          | 0         | 0            | Net: 0   |                |               |
| City Codes: OR = Orland  |           |                  |      |                      |                           |          |            |         |            |           |              |          |                |               |

| Shasta County            |           |                  |      |                      | Projects Participating: 1 |          |            |         |            |           |              |          |                |               |
|--------------------------|-----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                          |           |                  |      |                      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Rio                      | DR Horton | RD               | DTST | 50                   | 0                         | 7        | 0          | 0       | 0          | 11        | 11           | 0.57     | 0.57           |               |
| TOTALS: No. Reporting: 1 |           | Avg. Sales: 0.00 |      | Traffic to Sales: NA |                           |          | 7          | 0       | 0          | 0         | 11           | 11       | Net: 0         |               |
| City Codes: RD = Redding |           |                  |      |                      |                           |          |            |         |            |           |              |          |                |               |

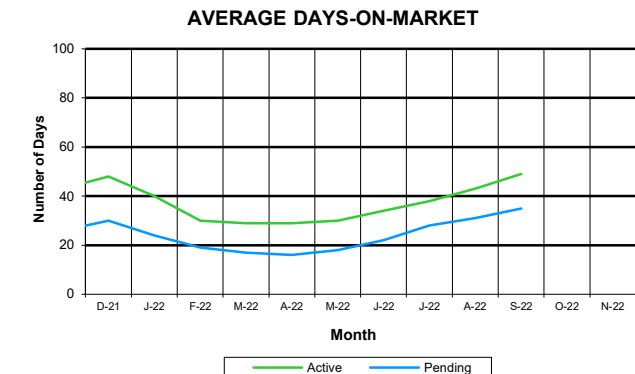
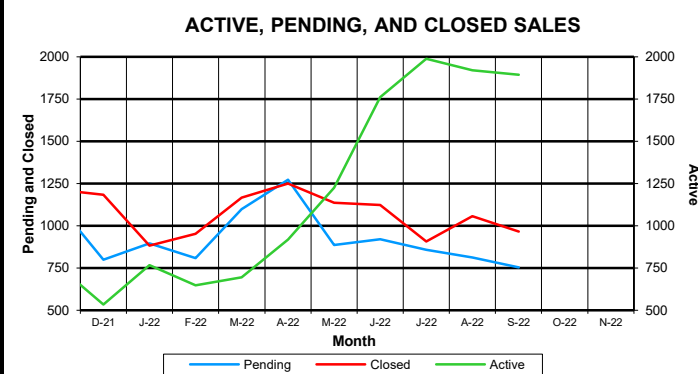
| Sutter County             |  |                   |    |                         | Projects Participating: 1 |          |            |         |            |           |              |          |                |               |
|---------------------------|--|-------------------|----|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                           |  |                   |    |                         | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Aspire at Garden Glen     |  | K Hovnanian       | LO | DTMJ                    | 170                       | 0        | 3          | 4       | 1          | 2         | 141          | 31       | 1.05           | 0.76          |
| TOTALS: No. Reporting: 1  |  | Avg. Sales: -1.00 |    | Traffic to Sales: 4 : 1 |                           |          | 3          | 4       | 1          | 2         | 141          | 31       | Net: -1        |               |
| City Codes: LO = Live Oak |  |                   |    |                         |                           |          |            |         |            |           |              |          |                |               |

| Development Name  | Developer         | City Code        | Notes | Type                     |                           |          |            |         |            |           |              |          |               |              |
|---|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Yuba County   |                   |                  |       |                          | Projects Participating: 8 |          |            |         |            |           |              |          |               |              |
|   |                   |                  |       |                          | Units                     | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Cresleigh Meadows at Fumas Ranch                              | Cresleigh         | FLK              | Rsv's | DTMJ                     | 111                       | 0        | 4          | 17      | 0          | 0         | 88           | 26       | 0.63          | 0.63         |
| Cresleigh Riverside at Fumas Ranch                            | Cresleigh         | FLK              |       | DTMJ                     | 52                        | 0        | 1          | 0       | 0          | 0         | 46           | 1        | 0.33          | 0.02         |
| Diamante at Fumas Lake  | DR Horton         | FLK              |       | DTST                     | 94                        | 0        | 2          | 4       | 2          | 0         | 86           | 63       | 1.43          | 1.54         |
| Aspire at Calterra Ranch                                      | K Hovnanian       | WH               |       | DTMJ                     | 145                       | 0        | 3          | 5       | 0          | 0         | 17           | 17       | 0.60          | 0.60         |
| Butte Vista at Cobblestone                                    | KB Home           | FLK              |       | DTMJ                     | 147                       | 0        | 4          | 11      | 0          | 0         | 42           | 42       | 1.39          | 1.39         |
| Windsor Crossing at River Oaks                                | Lennar            | FLK              |       | DTST                     | 168                       | 0        | 7          | 16      | 0          | 2         | 90           | 46       | 0.84          | 1.12         |
| Seasons at River Oaks   | Richmond American | OL               |       | DTST                     | 83                        | 0        | 5          | 2       | 0          | 1         | 70           | 17       | 0.76          | 0.41         |
| Seasons at Thoroughbred Acres                                 | Richmond American | OL               |       | DTMJ                     | 139                       | 0        | 3          | 1       | 1          | 0         | 93           | 20       | 0.83          | 0.49         |
| TOTALS: No. Reporting: 8                                      |                   | Avg. Sales: 0.00 |       | Traffic to Sales: 19 : 1 |                           |          | 29         | 56      | 3          | 3         | 532          | 232      | Net: 0        |              |
| City Codes: FLK = Fumas Lake, WH = Wheatland, OL = Olivehurst |                   |                  |       |                          |                           |          |            |         |            |           |              |          |               |              |

| Sacramento  |                  |                          | Projects Participating: 181 |         |            |           |              |          |           |
|---|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
|   |                  |                          | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 181  | Avg. Sales: 0.28 | Traffic to Sales: 23 : 1 | 940                         | 2159    | 95         | 45        | 10258        | 3604     | Net: 50   |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = 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  |                  |                          |                             |         |            |           |              |          |           |

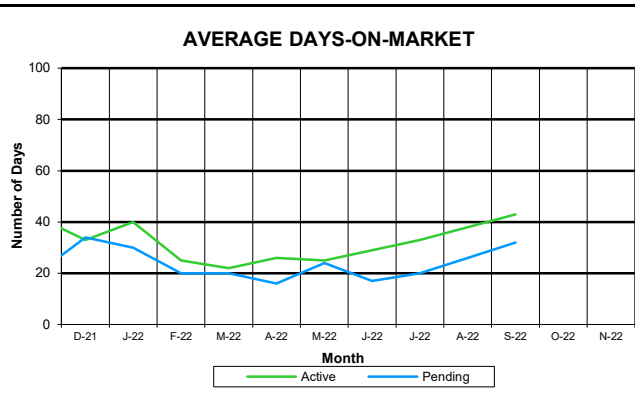
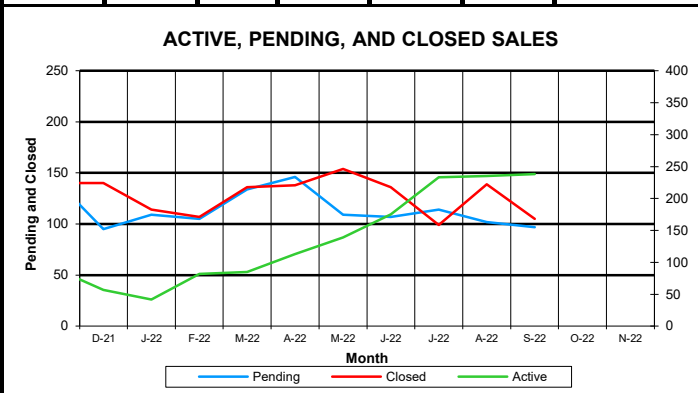
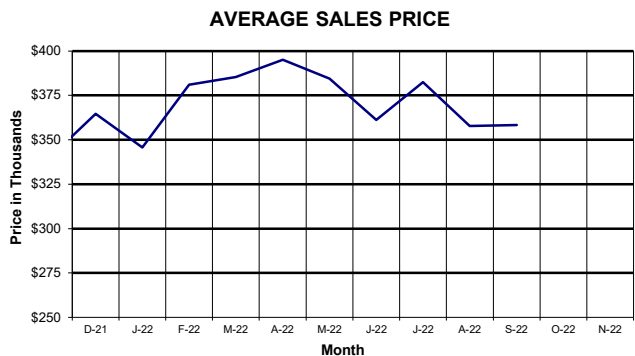
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 648    | 30  | 809   | 19  | 953   | 595,141    |
| Mar-22 | 695    | 29  | 1,098 | 17  | 1,167 | 617,037    |
| Apr-22 | 918    | 29  | 1,272 | 16  | 1,250 | 625,390    |
| May-22 | 1,226  | 30  | 886   | 18  | 1,137 | 638,117    |
| Jun-22 | 1,762  | 34  | 920   | 22  | 1,124 | 613,511    |
| Jul-22 | 1,988  | 38  | 858   | 28  | 908   | 600,773    |
| Aug-22 | 1,920  | 43  | 812   | 31  | 1,057 | 599,333    |
| Sep-22 | 1,894  | 49  | 755   | 35  | 967   | 576,484    |



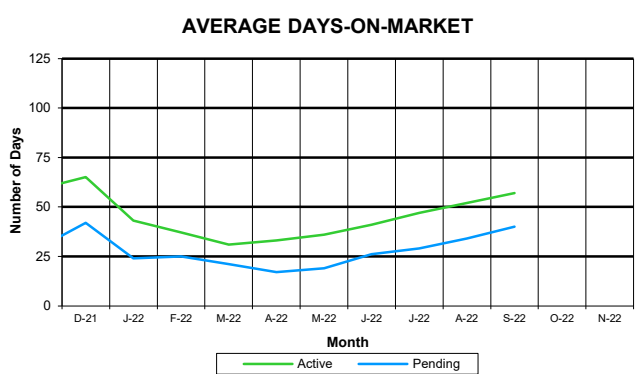
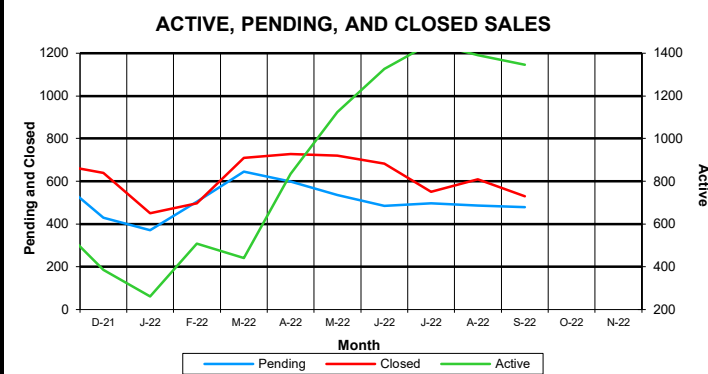
## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 82     | 25  | 105   | 20  | 107   | 381,093    |
| Mar-22 | 85     | 22  | 134   | 20  | 136   | 385,298    |
| Apr-22 | 113    | 26  | 146   | 16  | 138   | 394,990    |
| May-22 | 139    | 25  | 109   | 24  | 154   | 384,452    |
| Jun-22 | 175    | 29  | 107   | 17  | 136   | 361,194    |
| Jul-22 | 233    | 33  | 114   | 20  | 99    | 382,416    |
| Aug-22 | 235    | 38  | 102   | 26  | 139   | 357,838    |
| Sep-22 | 238    | 43  | 97    | 32  | 105   | 358,259    |



## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 508    | 37  | 504   | 25  | 497   | 744,259    |
| Mar-22 | 440    | 31  | 645   | 21  | 710   | 839,492    |
| Apr-22 | 834    | 33  | 598   | 17  | 728   | 813,132    |
| May-22 | 1,124  | 36  | 535   | 19  | 720   | 843,754    |
| Jun-22 | 1,327  | 41  | 484   | 26  | 683   | 803,529    |
| Jul-22 | 1,449  | 47  | 496   | 29  | 550   | 779,001    |
| Aug-22 | 1,391  | 52  | 486   | 34  | 609   | 751,855    |
| Sep-22 | 1,347  | 57  | 478   | 40  | 529   | 726,395    |



## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-22 | 80     | 45  | 86    | 34  | 95    | 711,203    |
| Mar-22 | 86     | 44  | 91    | 22  | 133   | 718,155    |
| Apr-22 | 114    | 38  | 103   | 15  | 109   | 698,720    |
| May-22 | 152    | 34  | 97    | 27  | 128   | 750,961    |
| Jun-22 | 214    | 37  | 89    | 22  | 121   | 730,190    |
| Jul-22 | 242    | 41  | 103   | 34  | 103   | 697,744    |
| Aug-22 | 213    | 52  | 93    | 42  | 139   | 712,891    |
| Sep-22 | 199    | 58  | 87    | 47  | 98    | 721,652    |

