

THE RYNESS REPORT

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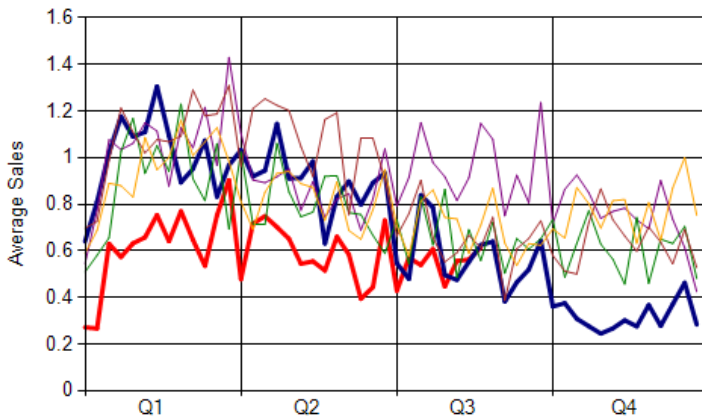
Bay Area

Week 34

Ending: Sunday, August 25, 2019

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda	53	783	25	3	22	0.42	0.53	-22%	0.49	-15%
Contra Costa	29	426	16	3	13	0.45	0.52	-14%	0.60	-25%
Sonoma, Napa	11	122	2	2	0	0.00	0.47	-100%	0.46	-100%
San Francisco, Marin	1	7	1	0	1	1.00	0.41	144%	0.15	550%
San Mateo	2	3	5	0	5	2.50	0.68	269%	0.50	400%
Santa Clara	43	718	35	3	32	0.74	0.66	13%	0.52	43%
Monterey, Santa Cruz, San Benito	14	462	16	2	14	1.00	0.99	1%	1.07	-6%
Solano	21	386	23	3	20	0.95	0.60	59%	0.47	102%
Current Week Totals	174	2907	123	16	107	0.61	0.59	4%	0.54	14%
Per Project Average	17	0.71	0.09	0.61						
Year Ago - 08/26/2018	120	2311	89	14	75	0.63	0.88	-29%	0.70	-11%
% Change	45%	26%	38%	14%	43%	-2%	-33%		-23%	

52 Weeks Comparison



Year to Date Averages Through Week 34

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	117	30	0.95	0.11	0.84	0.81
■	2015	106	37	1.08	0.10	0.98	0.85
■	2016	130	31	0.90	0.11	0.80	0.73
■	2017	141	32	1.06	0.11	0.96	0.90
■	2018	125	29	0.96	0.09	0.88	0.70
■	2019	157	17	0.69	0.10	0.59	0.59
% Change:		26%	-42%	-29%	10%	-33%	-15%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>Due to a decline in multifamily production, total housing starts fell 4% in July to a seasonally adjusted annual rate of 1.19 million units from a downwardly revised reading in June, according to a report from the U.S. Housing and Urban Development and Commerce Department. The July reading of 1.19 million starts is the number of housing units builders would begin if they kept this pace for the next 12 months. Within this overall number, single-family starts increased 1.3% to 876,000 units. The multifamily sector, which includes apartment buildings and condos, fell 16.2% to a 315,000 pace. "Despite housing affordability headwinds, builders remain confident about the market and this is reflected in recent modest gains in single-family starts," said Greg Ugalde, chairman of the NAHB and a home builder and developer from Torrington, Conn. "Permits bottomed out in April and single-family starts hit their low point in May, and now we are starting to see the gradual improvement in the market that we've been forecasting," said NAHB Chief Economist Robert Dietz. On a regional and year-to-date basis, combined single-family and multifamily starts in July rose 3.7% in the South. Starts declined 5.7% in Northeast, 7.9% in the Midwest and 12.3% in the West. Source: Stephanie Pagan NAHB</p>
FHA	3.75%	3.87%	
	3.30%	3.41%	
10 Yr Yield	1.52%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 32							In Area : 32		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Camellia at Sanctuary Village	DR Horton	NK		DTMJ	85	4	11	24	1	0	39	39	1.49	1.49
Monarch at Soares Ranch	DR Horton	UC		ATMJ	63	0	10	13	0	0	40	30	0.78	0.88
Reserve, The	DR Horton	HY		DTMJ	179	2	18	21	3	0	150	29	1.17	0.85
Element	KB Home	HY		ATMJ	49	0	1	11	0	0	48	32	0.94	0.94
Primrose at Sanctuary Village	KB Home	NK		DTMJ	97	4	9	23	1	0	64	56	1.77	1.65
Rosebriar at Sanctuary Village	KB Home	NK		DTMJ	96	4	8	32	0	0	51	51	1.51	1.50
Reverie	Lafferty	CV		DTMJ	17	4	6	10	0	0	2	2	0.10	0.10
Skylark at Sanctuary Village	Landsea	NK	Rsv's	DTMJ	108	0	5	35	1	0	11	11	0.64	0.64
Element	Lennar	OK		ATMJ	44	0	5	4	0	0	32	17	0.35	0.50
Icona at Innovation	Lennar	FR		ATMJ	289	0	6	14	0	0	29	19	0.43	0.56
Lighthouse	Lennar	NK		ATMJ	88	0	4	1	0	0	74	13	0.65	0.38
Revo at Innovation	Lennar	FR		ATMJ	251	4	7	14	2	0	30	17	0.44	0.50
Bishops Ridge	Meritage	LS		ATMJ	56	7	6	21	2	0	11	11	0.53	0.53
Mission Crossing	Meritage	HY		ATST	140	0	6	15	0	0	12	8	0.25	0.24
Centerville Station	Nuvera Homes	FR		ATST	52	0	6	7	0	0	14	14	0.84	0.84
Boulevard Heights	Pulte	FR		ATMJ	67	0	5	6	2	0	34	19	0.65	0.56
Montecito	Pulte	FR		ATMJ	54	0	3	13	1	0	51	32	0.98	0.94
Parkside Heights	Pulte	HY		DTMJ	97	0	2	10	0	0	16	16	0.55	0.55
Renato II	Pulte	FR		ATMJ	20	0	5	21	0	1	1	1	0.14	0.14
Spindrift at Eden Shores	Pulte	HY		DTMJ	52	0	6	3	1	0	46	46	1.83	1.83
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	3	10	0	0	47	32	0.81	0.94
Theory at Innovation	Shea	FR		ATMJ	132	0	11	19	0	0	40	-6	0.47	-0.18
Locale @ State Street - Rowhomes	SummerHill	FR		ATMJ	76	1	3	7	1	0	54	18	0.77	0.53
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	24	2	0	0	31	12	0.58	0.35
Apex at Mssion Stevenson	TRI Pointe	FR		ATMJ	77	0	4	18	1	0	53	12	0.66	0.35
Palm	TRI Pointe	FR	Rsv's	DTMJ	31	0	4	24	0	1	10	7	0.20	0.21
Saltcreek at Glass Bay	Trumark	NK		DTMJ	69	0	1	14	0	0	68	3	0.64	0.09
Seagrass at Glass Bay	Trumark	NK		DTMJ	79	0	2	14	0	0	77	9	0.73	0.26
Baker + Jamison	Van Daele	CV		ATMJ	27	0	4	29	0	0	21	14	0.41	0.41
Front at SoHay	William Lyon	HY		ATMJ	76	0	3	9	0	0	22	22	1.19	1.19
Line at SoHay	William Lyon	HY		ATMJ	198	4	6	9	2	0	8	8	0.43	0.43
Prime at SoHay	William Lyon	HY		ATMJ	126	4	5	9	0	0	11	11	0.60	0.60
TOTALS: No. Reporting: 32		Avg. Sales: 0.50		Traffic to Sales: 26 : 1			199	462	18	2	1197	605	Net: 16	
City Codes: NK = Newark, UC = Union City, HY = Hayward, CV = Castro Valley, OK = Oakland, FR = Fremont, LS = San Leandro														

Development Name	Developer	City Code	Notes	Type										
Amador Valley					Projects Participating: 21							In Area : 21		
					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
Fillmore at Boulevard	Brookfield	DB		ATMJ	80	0	25	13	0	1	27	26	0.70	0.76
Huntington at Boulevard	Brookfield	DB		DTMJ	106	8	12	21	1	0	55	7	0.53	0.21
Mulholland at Boulevard	Brookfield	DB		ATMJ	80	0	10	25	0	0	4	4	0.36	0.36
Wilshire at Boulevard	Brookfield	DB		ATMJ	75	0	15	16	1	0	45	20	0.67	0.59
Auburn Grove	Lennar	LV		ATMJ	100	6	6	5	1	0	6	6	0.39	0.39
Downing at Boulevard	Lennar	DB		ATMJ	48	0	6	8	0	0	1	1	0.24	0.24
Lincoln at Boulevard	Lennar	DB		DTMJ	45	6	18	32	0	0	27	16	0.54	0.47
Madison at Boulevard	Lennar	DB		ATMJ	107	0	5	8	0	0	101	15	0.98	0.44
Newbury at Boulevard	Lennar	DB		DTMJ	49	0	14	25	0	0	12	11	0.28	0.32
Sunset at Boulevard	Lennar	DB		DTMJ	60	0	5	12	0	0	41	18	0.51	0.53
Union at Boulevard	Lennar	DB		ATMJ	62	0	13	8	0	0	44	2	0.43	0.06
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	5	31	0	0	22	17	0.51	0.50
Rose Avenue Estates	Ponderosa	PL		DTMJ	16	0	4	23	0	0	6	3	0.12	0.09
Sycamore	Ponderosa	PL		DTMJ	37	0	2	30	0	0	8	8	0.32	0.32
Vines	Ponderosa	LV		DTMJ	49	0	4	8	0	0	45	6	0.32	0.18
Sage - Harmony	Shea	LV		ATMJ	105	0	2	6	0	0	54	6	0.41	0.18
Sage - Synergy	Shea	LV		ATMJ	179	6	8	6	1	0	147	12	0.78	0.35
Sage - Tranquility	Shea	LV		ATMJ	107	0	1	6	1	0	106	6	0.56	0.18
Apex	Taylor Morrison	DB		ATMJ	115	0	28	10	0	0	85	32	1.06	0.94
Onyx at Jordan Ranch	TRI Pointe	DB		DTST	105	4	6	14	2	0	77	22	0.68	0.65
Quartz at Jordan Ranch	TRI Pointe	DB		ATMJ	45	5	7	14	0	0	38	10	0.45	0.29
TOTALS: No. Reporting: 21		Avg. Sales: 0.29		Traffic to Sales: 46 : 1			196	321	7	1	951	248	Net: 6	
City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton														

Diablo Valley					Projects Participating: 4							In Area : 4		
					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
Davidon At Wilder	Davidon	OR	DTMJ	60	0	12	6	0	0	36	6	0.34	0.18	
Stoneyridge	Landsea	WC	ATMJ	30	0	1	0	0	0	29	4	0.23	0.12	
Wilder	Taylor Morrison	OR	DTMJ	61	0	8	7	0	0	32	4	0.18	0.12	
Greyson Place	TRI Pointe	PH	DTMJ	44	0	8	7	0	0	14	14	0.44	0.44	
TOTALS: No. Reporting: 4		Avg. Sales: 0.00		Traffic to Sales: N/A			29	20	0	0	111	28	Net: 0	
City Codes: OR= Orinda, WC= Walnut Creek, PH= Pleasant Hill														

San Ramon Valley					Projects Participating: 5							In Area : 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
Abigail Place	Landsea	DN	DTMJ	17	0	3	33	0	0	0	0	0.00	0.00	
Foothills at The Preserve	Lennar	SR	DTMJ	72	0	3	20	0	0	49	42	0.78	1.24	
Highlands at The Preserve	Lennar	SR	DTMJ	121	0	4	20	0	0	33	25	0.52	0.74	
Meadows at The Preserve	Lennar	SR	DTMJ	63	4	6	20	1	0	24	10	0.38	0.29	
Redhawk	Ponderosa	DN	DTMJ	20	0	2	10	0	0	16	5	0.15	0.15	
TOTALS: No. Reporting: 5		Avg. Sales: 0.20		Traffic to Sales: 103 : 1			18	103	1	0	122	82	Net: 1	
City Codes: DN = Danville, SR = San Ramon														

Development Name	Developer	City Code	Notes	Type										
West Contra Costa					Projects Participating: 5							In Area : 5		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village 29	Lafferty	EC		ATMJ	29	0	4	7	0	0	2	2	0.20	0.20
Waterline Point Richmond	Shea	RM		ATMJ	60	0	4	10	0	0	31	18	0.39	0.53
Muir Pointe - The Cove	Taylor Morrison	HC		DTST	93	0	5	5	0	0	82	18	0.61	0.53
Places at NOMA	William Lyon	RM		DTST	95	0	7	6	1	1	20	13	0.43	0.38
Rows at NOMA	William Lyon	RM		ATMJ	98	0	2	6	1	0	24	24	0.71	0.71
TOTALS: No. Reporting: 5		Avg. Sales: 0.20		Traffic to Sales: 17 : 1				22	34	2	1	159	75	Net: 1
City Codes: EC = El Cerrito, RM = Richmond, HC = Hercules														

Antioch/Pittsburg					Projects Participating: 3							In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Park Ridge	Davidon	AN	DTMJ	123	0	21	37	3	0	98	29	0.97	0.85	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	2	15	0	0	4	4	0.30	0.30	
Verona	Meritage	AN	DTMJ	117	0	6	15	1	0	32	27	0.86	0.79	
TOTALS: No. Reporting: 3		Avg. Sales: 1.33		Traffic to Sales: 17 : 1			29	67	4	0	134	60	Net: 4	
City Codes: AN = Antioch														

East Contra Costa				Projects Participating: 12							In Area : 12		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Citrus at Emerson Ranch	Brookfield	OY	DTMJ	60	0	6	12	1	0	54	31	0.80	0.91
Laurel at Emerson Ranch	Brookfield	OY	DTMJ	117	0	14	12	0	0	102	25	1.05	0.74
Northpoint at Delaney Park	DR Horton	OY	DTST	198	7	14	14	1	0	14	14	0.58	0.58
2700 Empire	K Hovnanian	BT	DTMJ	48	0	4	12	0	0	6	6	0.33	0.33
Mosaic at the Lakes	Kiper	DB	DTMJ	174	0	9	23	1	1	165	26	0.85	0.76
Regatta at the Lakes	Kiper	DB	DTMJ	124	0	3	23	0	0	77	18	0.73	0.53
Palermo	Meritage	BT	DTMJ	96	4	6	54	0	0	40	24	0.69	0.71
Harper Parc	Nuvera Homes	BT	DTMJ	84	0	10	14	0	0	33	17	0.51	0.50
Bella Verde	Pulte	BT	DTMJ	48	0	9	17	2	1	17	17	0.53	0.53
Terrene	Pulte	BT	DTMJ	101	0	6	8	1	0	29	29	1.07	1.07
Lark Hill	Shea	BT	DTMJ	50	6	7	11	3	0	11	11	0.61	0.61
Vista Dorado	Shea	BT	DTMJ	82	0	1	2	0	0	81	10	0.38	0.29
TOTALS: No. Reporting: 12		Avg. Sales: 0.58		Traffic to Sales: 22 : 1			89	202	9	2	629	228	Net: 7
City Codes: OY = Oakley, BT = Brentwood, DB = Discovery Bay													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 11							In Area : 11		
					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
Andersen Ranch	Davidon	NP		DTMJ	35	0	4	5	0	0	31	3	0.44	0.09
DayBreak at Brody Ranch	DeNova	PET		DTMJ	61	0	4	14	0	0	52	30	0.89	0.88
Mill Creek at Brody Ranch	DeNova	PET		ATST	138	0	5	13	0	0	37	25	0.68	0.74
Cypress at University	KB Home	RP		DTMJ	179	0	3	13	1	0	169	45	1.10	1.32
Live Oak at University District	KB Home	RP		DTST	104	0	4	35	1	1	2	2	0.33	0.33
Aspect	Lafferty	PET		DTMJ	18	0	2	4	0	0	1	1	0.03	0.03
Blume	Lafferty	RS	Rsv's	DTMJ	57	0	7	10	0	1	16	9	0.28	0.26
Juniper at University	Richmond American	RP		DTMJ	99	0	3	20	0	0	39	22	0.57	0.65
Mulberry at University	Richmond American	RP		DTMJ	164	0	11	1	0	0	139	12	0.80	0.35
Calistoga Estates	Ryder	CLS		DTMJ	6	0	2	3	0	0	0	0	0.00	0.00
Laurel Park Estates	Ryder	NP		DTMJ	18	0	1	4	0	0	17	5	0.25	0.15
TOTALS: No. Reporting: 11		Avg. Sales: 0.00		Traffic to Sales: 61 : 1				46	122	2	2	503	154	Net: 0
City Codes: NP = Napa, PET = Petaluma, RP = Rohnert Park, RS = Santa Rosa, CLS = Calistoga														

Marin County					Projects Participating: 1							In Area : 1		
					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
Enclave	Ryder	CT	ATMJ	16	0	4	7	1	0	12	12	0.52	0.52	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 7 : 1			4	7	1	0	12	12	Net: 1	
City Codes: CT = Corte Madera														

San Mateo County					Projects Participating: 2							In Area : 2		
					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
Foster Square	Lennar	FC	ATMJ	200	4	5	2	1	0	119	16	0.72	0.47	
Towns @ Avondale	SummerHill S/O	RC	ATMJ	12	0	S/O	1	4	0	12	12	0.99	0.99	
TOTALS: No. Reporting: 2		Avg. Sales: 2.50		Traffic to Sales: 1 : 1			5	3	5	0	131	28	Net: 5	
City Codes: FC = Foster City, RC = Redwood City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 43							In Area : 43		
					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
Palmero	California & Peninsula	MV		ATMJ	33	0	1	7	0	0	32	18	0.80	0.53
Classics at Lawrence Station	Classics	SV		ATMJ	34	0	1	17	1	0	33	33	1.03	1.03
Asana	DeNova	SJ		DTMJ	250	4	5	35	2	0	54	41	1.28	1.21
Las Colinas	Dividend	MH	Rsv's	DTMJ	32	3	5	20	1	0	5	5	0.97	0.97
Valencia	Dividend	MH		DTMJ	84	2	4	22	2	0	74	37	1.08	1.09
Contempo at Centre Pointe	DR Horton	ML		ATMJ	105	0	2	8	1	0	103	26	0.77	0.76
Traditions at Centre Pointe	DR Horton	ML		ATMJ	136	0	2	8	1	1	134	36	0.99	1.06
Catalyst at Communications Hill	KB Home	SJ		ATMJ	98	0	4	10	1	0	12	12	0.91	0.91
Circuit	KB Home	ML		ATMJ	144	4	6	12	1	0	80	42	0.99	1.24
Lucente	KB Home	ML		ATMJ	98	4	3	11	1	0	82	40	1.15	1.18
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	6	8	0	0	40	35	1.00	1.03
Platinum II at Communications Hill	KB Home	SJ		DTMJ	33	0	5	48	0	0	7	7	0.35	0.35
Promenade II at Communications Hill	KB Home	SJ		DTMJ	44	0	6	7	0	0	14	14	0.58	0.58
Cottlestone	Lafferty	SJ		DTMJ	17	4	5	17	1	0	4	3	0.05	0.09
Catalina	Landsea	SC	Rsv's	ATMJ	54	0	0	15	0	0	0	0	0.00	0.00
Echo at The Vale	Landsea	SV		ATMJ	171	0	5	23	2	0	147	30	1.40	0.88
Nexus at The Vale	Landsea	SV	Rsv's	ATMJ	143	0	4	23	1	0	126	18	1.20	0.53
Siena	Landsea	ML	Rsv's	ATMJ	73	0	5	32	1	0	60	15	0.83	0.44
Burgundy at Glen Loma	Lennar	GL		DTMJ	52	4	6	19	0	0	2	2	0.13	0.13
Cambridge Place	Lennar	GL		DTMJ	70	0	2	3	1	0	65	22	0.70	0.65
Estancia - Towns	Lennar	MV		ATMJ	61	4	5	6	2	0	50	18	0.76	0.53
Lexington at Avenue One	Lennar	SJ		ATMJ	190	4	7	9	1	0	66	14	0.82	0.41
Margaux at Glen Loma	Lennar	GL		DTMJ	84	4	5	19	1	0	3	3	0.20	0.20
Provence at Glen Loma	Lennar	GL		DTMJ	43	4	7	19	1	0	12	11	0.30	0.32
SolMont	Lennar	ML		ATMJ	138	4	7	5	2	0	122	15	1.17	0.44
Capitol - Haven	Pulte	SJ		ATMJ	93	0	6	6	0	1	24	24	0.92	0.92
Capitol - Retreat	Pulte	SJ		ATST	95	7	5	7	3	0	7	7	0.27	0.27
Metro Flats	Pulte	ML		ATST	107	0	7	2	0	0	60	20	0.48	0.59
Metro Rows	Pulte	ML		ATMJ	88	0	16	2	0	0	72	12	0.57	0.35
UrbanOak Residences	Pulte	SJ		DTMJ	60	0	2	5	1	0	14	14	0.54	0.54
UrbanOak Rows	Pulte	SJ		DTMJ	97	0	6	6	0	0	5	5	0.19	0.19
Nuevo- E-Towns	SummerHill	SC		ATMJ	114	0	3	15	1	0	19	19	0.59	0.59
Nuevo- Terraces	SummerHill	SC		ATMJ	176	1	4	14	0	0	24	24	0.75	0.75
6Sixty	Taylor Morrison	MV		ATMJ	37	0	11	6	1	0	25	23	0.36	0.68
Nova at The Vale	Taylor Morrison	SV		ATMJ	136	0	9	10	0	0	121	31	1.59	0.91
Prynt	Taylor Morrison	ML		ATMJ	25	0	7	8	0	0	17	-1	0.20	-0.03
Elison Park	The New Home Co	ML		ATMJ	114	0	8	24	0	0	92	8	0.90	0.24
Madison Gate - SFD	TRI Pointe	MH		DTMJ	15	0	4	23	0	0	10	2	0.12	0.06
Madison Gate Towns	TRI Pointe	MH		ATMJ	50	6	5	23	2	0	27	12	0.34	0.35
SP78	Trumark	SJ		ATMJ	78	0	6	15	1	0	41	19	0.65	0.56
Gables, The	Van Daele	MH		ATMJ	37	0	3	17	0	0	28	13	0.47	0.38
Veneto	Van Daele	MH		DTMJ	14	0	3	66	0	1	11	11	0.34	0.34
Veneto TWH	Van Daele	MH		ATMJ	60	4	6	66	2	0	16	16	0.50	0.50
TOTALS: No. Reporting: 43		Avg. Sales: 0.74		Traffic to Sales: 21 : 1			219	718	35	3	1940	756	Net: 32	
City Codes: MV = Mountain View , SV = Sunnyvale, SJ = San Jose, MH = Morgan Hill, ML = Milpitas, SC = Santa Clara, GL = Gilroy														

The Ryness Report

Week Ending
Sunday, August 25, 2019

Bay Area Page 6 of 7

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					Projects Participating: 15							In Area : 14		
					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
Cerrato	Century	HO	New/Rsv's	DTMJ	241	0	21	22	2	0	156	56	1.70	1.65
East Garrison - Monarch	Century	EG	New	DTST	66	0	2	77	1	0	36	36	1.07	1.06
East Garrison- The Grove	Century	EG	New	DTST	95	0	1	77	1	0	39	39	1.16	1.15
East Garrison- The Liberty	Century	EG	New	ATMJ	106	0	4	77	0	0	80	80	2.37	2.35
Summerfield III	Century	SD	New	DTMJ	130	4	3	32	3	0	103	80	1.55	2.35
Tierra at Monte Bella	Century	SL	New	DTMJ	85	0	7	44	0	0	75	38	0.81	1.12
Knolls at Allendale	DeNova	HO		DTST	67	0	3	22	2	1	50	45	1.13	1.32
Lanes at Allendale	DeNova	HO		DTST	101	0	12	25	0	1	86	53	1.59	1.56
Bennett Ranch	K Hovnanian	HO		DTST	84	0	2	0	0	0	2	2	0.18	0.18
Monte Bella	KB Home	SL		DTST	71	0	5	31	2	0	37	37	1.42	1.42
Sunnyside Estates	KB Home	HO		DTMJ	107	4	7	17	3	0	18	18	0.89	0.89
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	4	7	8	2	0	24	24	1.39	1.39
Serenity at Santana Ranch	Legacy	HO	Rsv's	DTMJ	125	0	7	15	0	0	92	22	0.89	0.65
Rancho Vista	Meritage	SJB		DTMJ	85	0	6	15	0	0	38	24	0.56	0.71
TOTALS: No. Reporting: 14		Avg. Sales: 1.00		Traffic to Sales: 29 : 1				87	462	16	2	836	554	Net: 14
City Codes: HO = Hollister, EG = East Garrison, SD = Soledad, SL = Salinas, SJB = San Juan Bautista														

Benicia, Vallejo					Projects Participating: 1							In Area : 1		
					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
Skyline	KB Home	VL	DTMJ	71	0	7	14	1	0	64	37	0.96	1.09	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 14 : 1			7	14	1	0	64	37	Net: 1	
City Codes: VL = Vallejo														

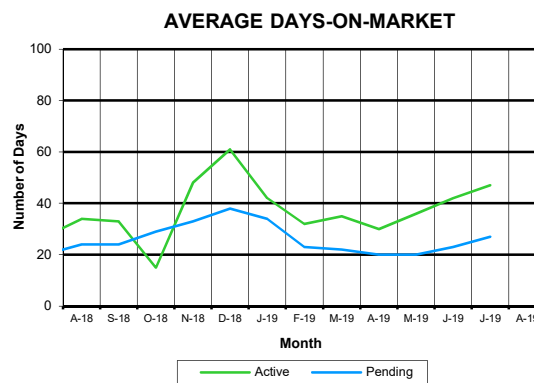
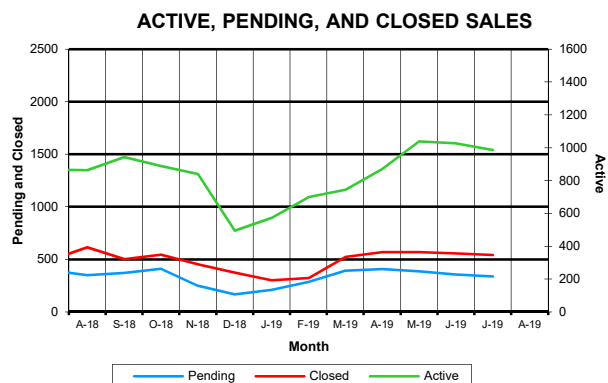
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 21							In Area : 21		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Paradise 360	DeNova	FF		DTST	68	0	3	21	0	0	65	34	0.83	1.00
Ashton Park at Southtown	DR Horton	VC		DTST	37	0	3	1	1	0	12	12	0.36	0.35
Cheyenne I	DR Horton	VC		DTMJ	108	0	5	5	3	0	103	9	0.45	0.26
Cheyenne II	DR Horton	VC		DTMJ	40	0	13	5	1	0	27	6	0.16	0.18
Brookline	Meritage	FF		DTMJ	76	6	6	12	1	1	10	10	0.31	0.31
Brookline Estates	Meritage	FF		DTMJ	14	0	5	2	1	0	2	2	0.06	0.06
Enclave at Vanden Estates	Richmond American	VC		DTMJ	37	0	2	21	0	0	8	8	0.43	0.43
Larkspur at The Villages	Richmond American	FF		DTMJ	93	0	5	13	2	1	70	32	0.96	0.94
Montera at Vanden Estates	Richmond American	VC		DTST	64	0	7	21	0	1	11	11	0.54	0.54
Orchards at Valley Glen	Richmond American	DX		DTMJ	110	0	4	8	0	0	106	4	0.76	0.12
Orchards at Valley Glen II	Richmond American	DX		DTMJ	122	4	6	8	1	0	32	29	0.81	0.85
Piedmont at Vanden Estates	Richmond American	VC		DTMJ	47	0	4	21	0	0	14	14	0.69	0.69
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	0	2	21	1	0	10	10	0.49	0.49
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	7	39	1	0	15	15	0.47	0.47
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	4	7	39	0	0	12	12	0.41	0.41
Preston at Brighton Landing	The New Home Co	VC		DTST	87	0	4	39	0	0	0	0	0.00	0.00
Sheffield at Brighton Landing	The New Home Co	VC		DTST	120	0	4	39	0	0	0	0	0.00	0.00
Bloomat Green Valley	TRI Pointe	FF		DTMJ	91	6	6	18	4	0	69	36	0.73	1.06
Harvest at Green Valley	TRI Pointe	FF		DTMJ	56	4	5	18	2	0	49	17	0.52	0.50
Lantana at the Village	TRI Pointe	FF		DTMJ	133	0	4	N/A	0	0	50	39	1.11	1.15
Addington at Brighton Landing	Woodside	VC		DTST	190	6	9	21	4	0	153	45	1.10	1.32
TOTALS: No. Reporting: 20		Avg. Sales: 0.95		Traffic to Sales: 17 : 1				111	372	22	3	818	345	Net: 19
City Codes: FF = Fairfield, VC = Vacaville, DX = Dixon														

Bay Area			Projects Participating: 176					In Area : 175	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 174	Avg. Sales: 0.61	Traffic to Sales: 24 : 1	1061	2907	123	16	7607	3212	Net: 107
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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									

San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

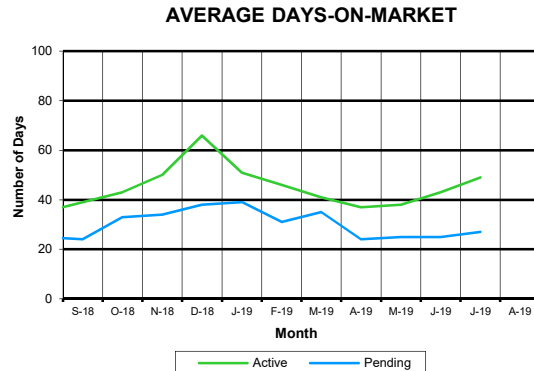
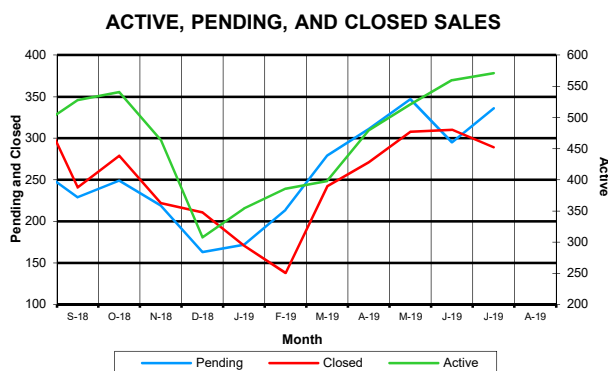
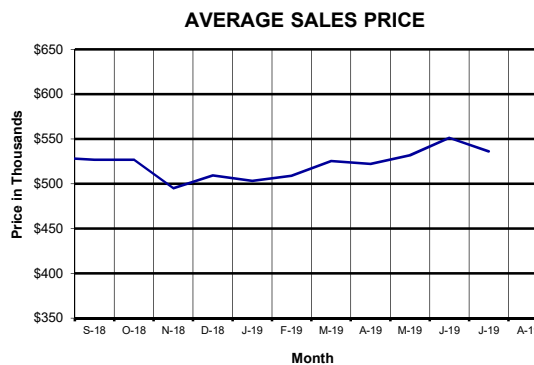
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	495	61	167	38	375	\$1,185,120
Jan-19	573	42	211	34	302	\$1,140,945
Feb-19	699	32	287	23	322	\$1,190,725
Mar-19	743	35	393	22	523	\$1,281,429
Apr-19	870	30	409	20	568	\$1,309,187
May-19	1,039	36	386	20	569	\$1,310,392
Jun-19	1,027	42	355	23	557	\$1,316,144
Jul-19	986	47	338	27	542	\$1,270,279



E. Contra Costa SFD Monthly MLS Survey

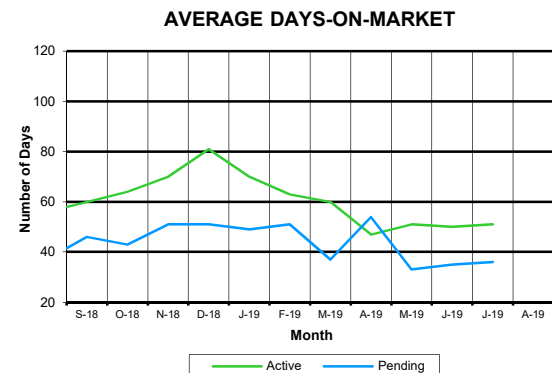
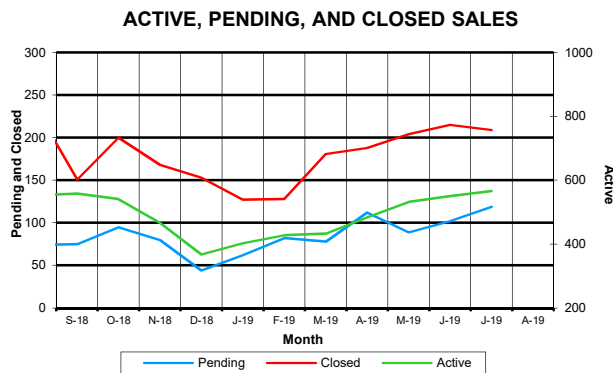
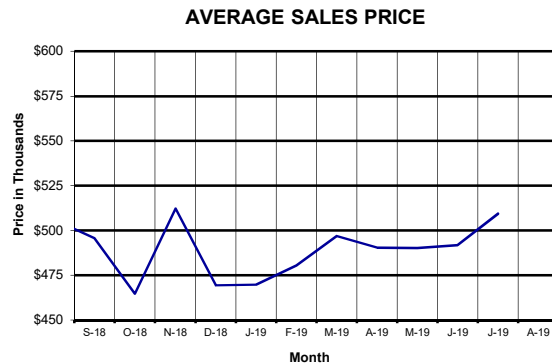
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	308	66	163	38	211	\$509,453
Jan-19	354	51	172	39	171	\$503,178
Feb-19	386	46	214	31	138	\$509,045
Mar-19	398	41	279	35	242	\$525,428
Apr-19	479	37	311	24	271	\$522,255
May-19	521	38	347	25	308	\$532,015
Jun-19	560	43	295	25	310	\$551,364
Jul-19	571	49	336	27	289	\$536,257



Fairfield-Vacaville SFD Monthly MLS Survey

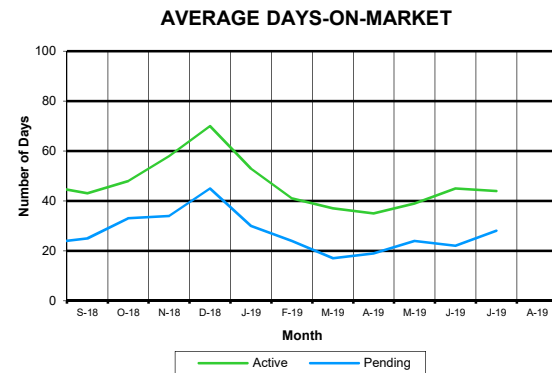
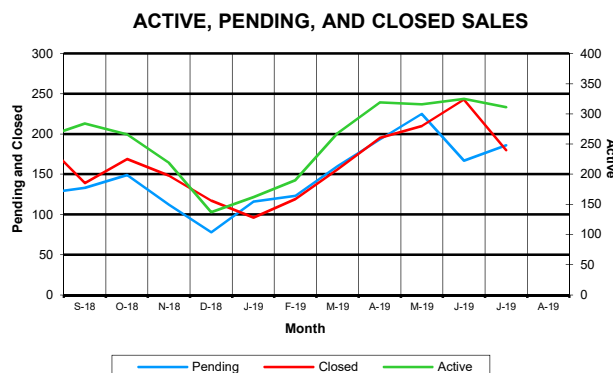
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	368	81	44	51	153	\$469,332
Jan-19	403	70	62	49	127	\$469,596
Feb-19	428	63	82	51	128	\$480,383
Mar-19	433	60	78	37	181	\$496,877
Apr-19	484	47	112	54	188	\$490,479
May-19	532	51	89	33	204	\$490,138
Jun-19	550	50	102	35	215	\$491,901
Jul-19	566	51	119	36	209	\$509,355



Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

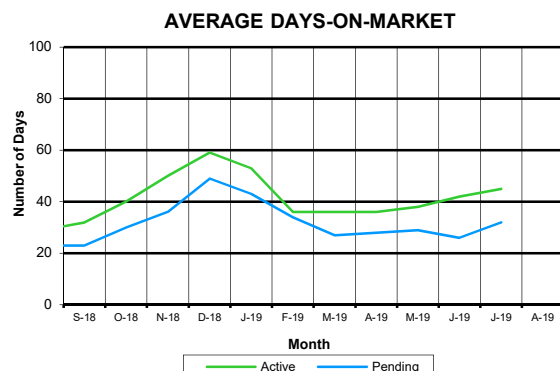
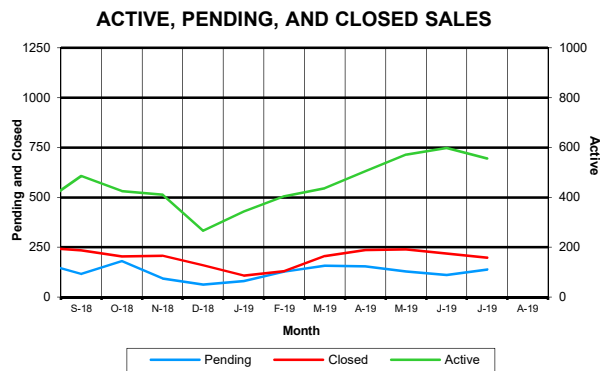
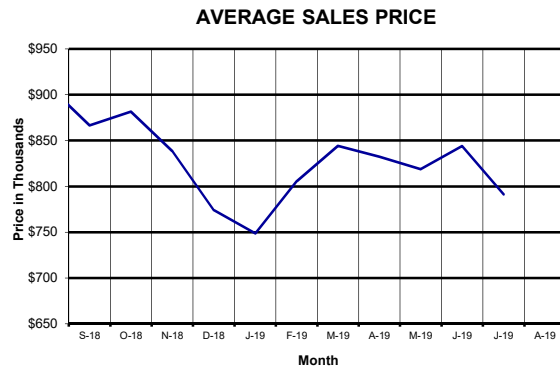
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	137	70	78	45	117	\$1,016,017
Jan-19	162	53	116	30	96	\$1,045,514
Feb-19	190	41	123	24	119	\$1,066,970
Mar-19	268	37	160	17	156	\$1,092,945
Apr-19	319	35	193	19	195	\$1,153,198
May-19	316	39	225	24	210	\$1,135,274
Jun-19	325	45	167	22	243	\$1,195,990
Jul-19	311	44	186	28	180	\$1,119,234



San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

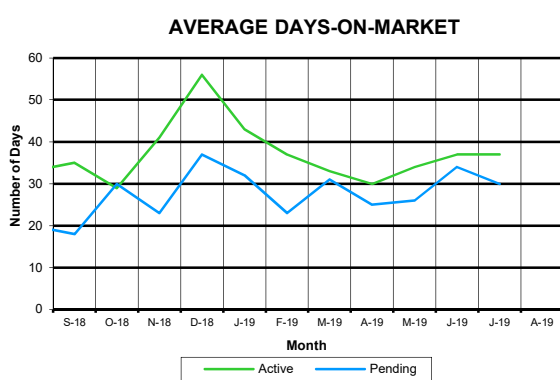
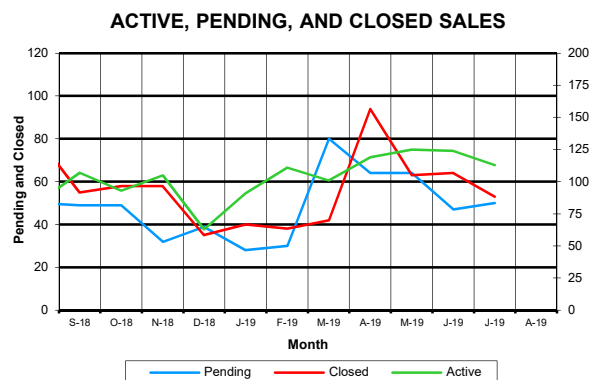
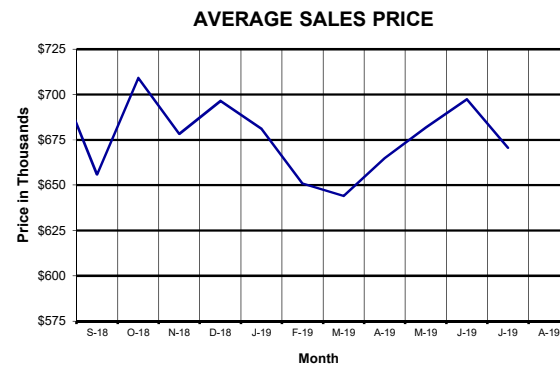
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	266	59	63	49	159	\$773,972
Jan-19	343	53	81	43	108	\$748,538
Feb-19	405	36	127	34	131	\$805,443
Mar-19	437	36	157	27	206	\$844,285
Apr-19	505	36	154	28	236	\$832,289
May-19	572	38	129	29	239	\$818,839
Jun-19	599	42	111	26	219	\$843,997
Jul-19	556	45	139	32	198	\$791,005



Amador Valley Attd. Monthly MLS Survey

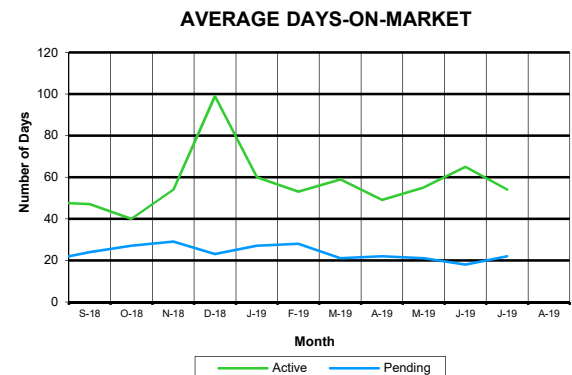
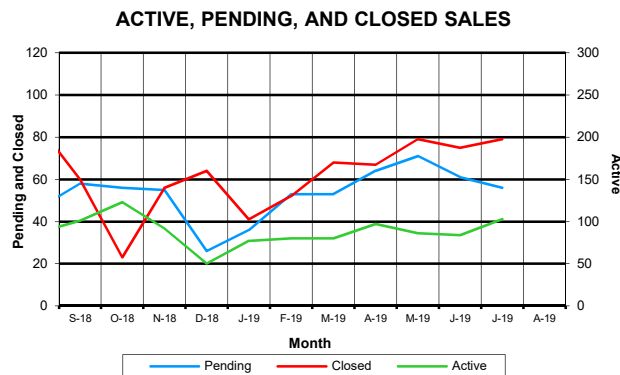
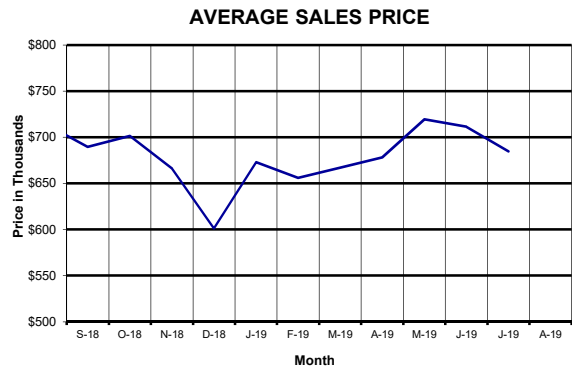
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	63	56	39	37	35	\$696,518
Jan-19	91	43	28	32	40	\$681,126
Feb-19	111	37	30	23	38	\$651,034
Mar-19	101	33	80	31	42	\$644,107
Apr-19	119	30	64	25	94	\$664,962
May-19	125	34	64	26	63	\$681,926
Jun-19	124	37	47	34	64	\$697,445
Jul-19	113	37	50	30	53	\$670,809



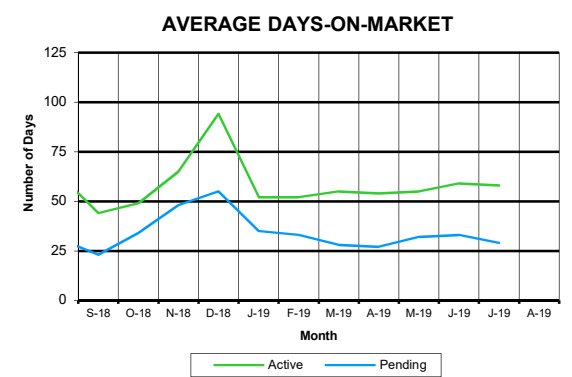
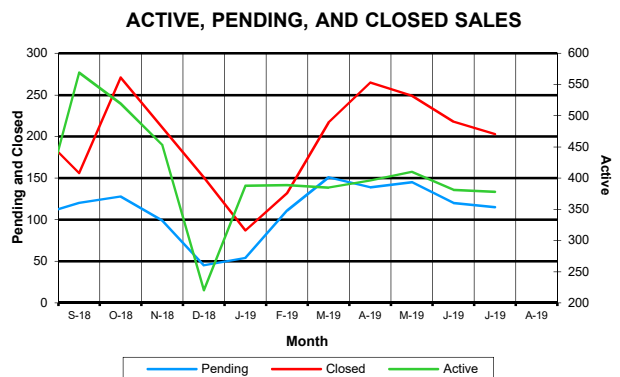
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	50	99	26	23	64	\$601,297
Jan-19	77	60	36	27	41	\$673,014
Feb-19	80	53	53	28	52	\$655,913
Mar-19	80	59	53	21	68	\$666,897
Apr-19	97	49	64	22	67	\$678,005
May-19	86	55	71	21	79	\$719,438
Jun-19	84	65	61	18	75	\$711,369
Jul-19	103	54	56	22	79	\$684,842



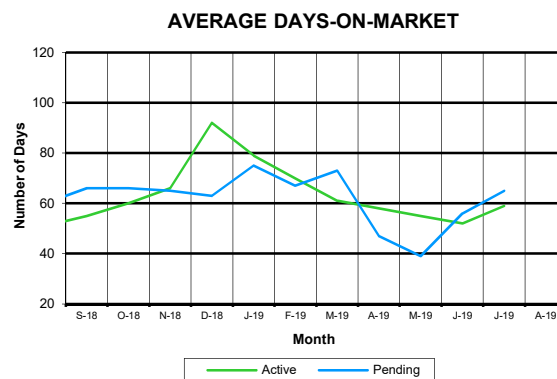
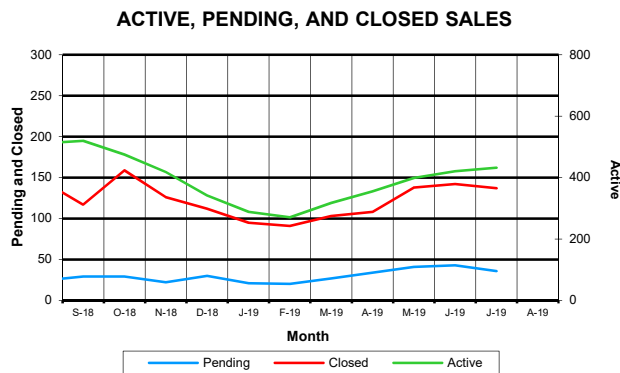
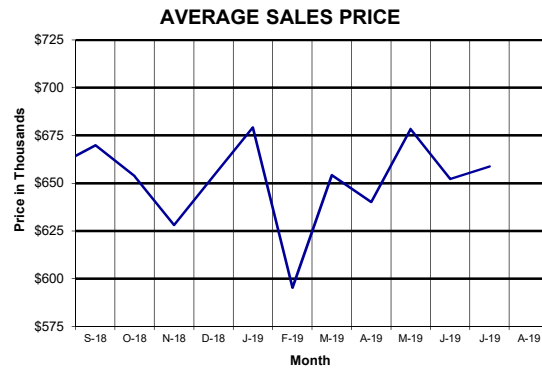
San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	220	94	45	55	151	\$1,393,055
Jan-19	388	52	54	35	87	\$1,175,426
Feb-19	389	52	111	33	132	\$1,320,811
Mar-19	385	55	151	28	217	\$1,321,789
Apr-19	396	54	139	27	265	\$1,369,298
May-19	410	55	145	32	249	\$1,310,210
Jun-19	381	59	120	33	218	\$1,366,198
Jul-19	378	58	115	29	203	\$1,333,364



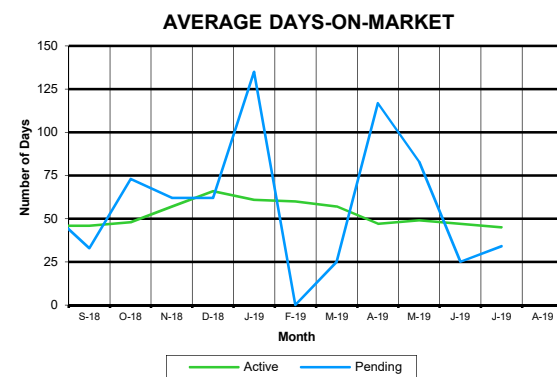
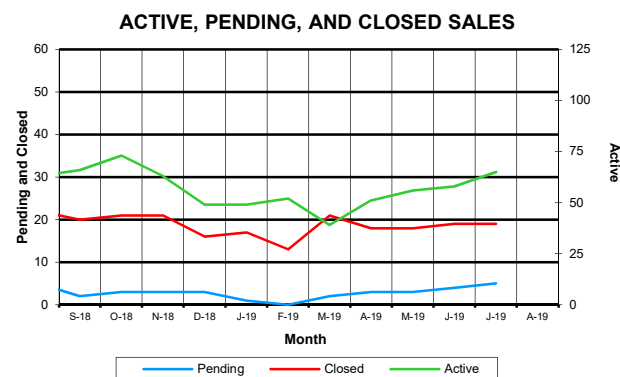
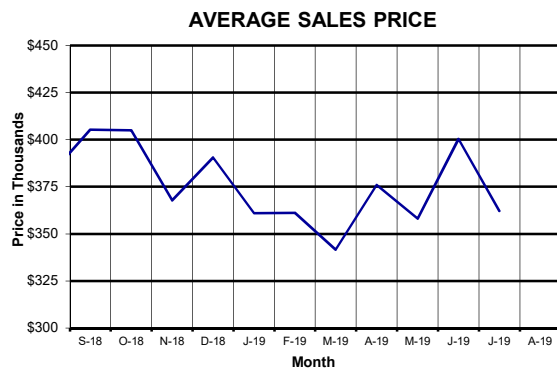
Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	343	92	30	63	112	\$653,866
Jan-19	288	79	21	75	95	\$679,255
Feb-19	271	70	20	67	91	\$595,355
Mar-19	318	61	27	73	103	\$654,327
Apr-19	355	58	34	47	108	\$640,153
May-19	399	55	41	39	138	\$678,384
Jun-19	421	52	43	56	142	\$652,314
Jul-19	432	59	36	65	137	\$658,788



Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	49	66	3	62	16	\$390,563
Jan-19	49	61	1	135	17	\$360,882
Feb-19	52	60	0	0	13	\$361,154
Mar-19	39	57	2	25	21	\$341,644
Apr-19	51	47	3	117	18	\$375,933
May-19	56	49	3	83	18	\$358,044
Jun-19	58	47	4	25	19	\$400,284
Jul-19	65	45	5	34	19	\$362,168



THE RYNESS REPORT

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NATIONAL BUILDER DIVISION

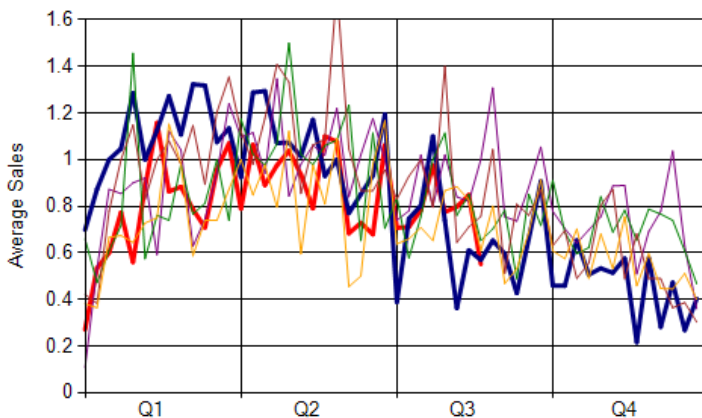
Central Valley

Ending: Sunday, August 25, 2019

Week 34

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Tracy/Mountain House				19	520	8	1	7	0.37	0.73	-50%	0.73	-50%
San Joaquin County				22	603	19	7	12	0.55	0.81	-33%	0.81	-32%
Stanislaus County				3	35	2	0	2	0.67	0.82	-19%	0.82	-19%
Merced County				19	381	17	6	11	0.58	0.88	-34%	0.97	-40%
Madera County				5	60	5	1	4	0.80	0.82	-3%	0.77	3%
Fresno County				10	107	7	0	7	0.70	0.96	-27%	0.93	-24%
Current Week Totals		Traffic : Sales	29 : 1	78	1706	58	15	43	0.55	0.83	-33%	0.84	-34%
Per Project Average					22	0.74	0.19	0.55					
Year Ago - 08/26/2018		Traffic : Sales	19 : 1	65	1147	62	25	37	0.57	0.97	-41%	0.80	-29%
% Change				20%	49%	-6%	-40%	16%	-3%	-15%		5%	

52 Weeks Comparison



Year to Date Averages Through Week 34

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	45	34	0.92	0.14	0.78	0.71
■	2015	47	32	1.16	0.16	1.00	0.87
■	2016	47	27	1.00	0.12	0.88	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	23	1.14	0.17	0.97	0.80
■	2019	78	22	0.97	0.14	0.83	0.83
% Change:		15%	-5%	-15%	-13%	-15%	3%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>Due to a decline in multifamily production, total housing starts fell 4% in July to a seasonally adjusted annual rate of 1.19 million units from a downwardly revised reading in June, according to a report from the U.S. Housing and Urban Development and Commerce Department. The July reading of 1.19 million starts is the number of housing units builders would begin if they kept this pace for the next 12 months. Within this overall number, single-family starts increased 1.3% to 876,000 units. The multifamily sector, which includes apartment buildings and condos, fell 16.2% to a 315,000 pace. "Despite housing affordability headwinds, builders remain confident about the market and this is reflected in recent modest gains in single-family starts," said Greg Ugalde, chairman of the NAHB and a home builder and developer from Torrington, Conn. "Permits bottomed out in April and single-family starts hit their low point in May, and now we are starting to see the gradual improvement in the market that we've been forecasting," said NAHB Chief Economist Robert Dietz. On a regional and year-to-date basis, combined single-family and multifamily starts in July rose 3.7% in the South. Starts declined 5.7% in Northeast, 7.9% in the Midwest and 12.3% in the West. Source: Stephanie Pagan NAHB</p>
FHA	3.75%	3.87%	
	3.30%	3.41%	
10 Yr Yield	1.52%		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 19							In Area : 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
Valera	Bright	TR		DTMJ	71	0	5	10	1	0	58	6	0.49	0.18
Meadowview at Mountian House	K Hovnanian	MH		DTMJ	69	4	6	20	1	0	61	31	0.95	0.91
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	16	49	0	0	15	15	0.82	0.82
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	19	49	0	1	11	11	0.60	0.60
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	16	49	1	0	20	20	1.10	1.10
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	15	49	0	0	10	10	0.50	0.50
Primrose II	Lennar	TR		DTMJ	61	0	4	4	1	0	45	37	0.88	1.09
Fontina at College Park	Meritage	MH		DTMJ	56	0	2	13	1	0	48	32	0.79	0.94
Vantage at Tracy Hills	Meritage	TH		DTST	182	0	21	16	0	0	14	14	0.56	0.56
Blissagaray Ranch	Ponderosa	TR		DTMJ	47	0	3	41	0	0	10	10	0.71	0.71
Inspirato at Mountain House	Richmond American	MH		DTMJ	88	0	8	1	0	0	80	19	0.76	0.56
Oliveto at Mountain House	Richmond American	MH		DTMJ	88	0	5	9	0	0	47	24	0.67	0.71
Wellington at Mountain House	Richmond American	MH		DTMJ	66	0	6	9	0	0	51	13	0.63	0.38
Ashford at Mountain House	Shea	MH		DTMJ	117	0	4	35	1	0	106	22	0.78	0.65
Prescott Mountain House	Shea	MH		DTMJ	55	0	3	21	0	0	44	40	1.00	1.18
Vente at Tracy Hills	Shea	TH		DTMJ	74	0	13	74	0	0	9	9	0.36	0.36
Zephyr Ranch	Taylor Morrison	MH		DTMJ	98	5	17	25	0	0	73	63	1.62	1.85
Sundance II	TRI Pointe	MH	Rsv's	DTMJ	138	0	5	23	0	0	89	26	0.83	0.76
Cascada at Cordes	Woodside	MH		DTMJ	78	0	3	23	2	0	66	24	0.79	0.71
TOTALS: No. Reporting: 19		Avg. Sales: 0.37		Traffic to Sales: 65 : 1			171	520	8	1	857	426	Net: 7	
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi					Projects Participating: 3							In Area : 3		
					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
Belluno	KB Home	SK	DTST	91	0	6	7	1	0	76	47	0.96	1.38	
Montevello	KB Home	SK	DTST	122	0	6	18	1	1	107	59	1.20	1.74	
Villa Point at Destinations	Richmond American	SK	DTST	122	0	5	13	0	0	48	26	0.65	0.76	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 19 : 1			17	38	2	1	231	132	Net: 1	
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 19							In Area : 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
Haven at River Islands	Anthem United	LP		DTST	128	0	9	22	1	0	6	6	0.37	0.37
Reflections at River Island	Anthem United	LP		DTMJ	77	0	18	23	0	0	38	12	0.61	0.35
Solera	Atherton	MN	Rsv's	DTMJ	354	0	7	56	0	0	223	50	1.28	1.47
Sedona at Sundance	Caresco	MN	Rsv's	DTMJ	57	0	10	86	1	0	43	26	0.56	0.76
Arlington	DR Horton	MN		DTST	148	6	7	20	5	2	29	29	1.44	1.44
Haven at Sundance	KB Home	MN		DTST	152	4	8	53	1	0	8	8	1.00	1.00
Beacon Bay at River Island	Kiper	LP		DTST	112	0	4	30	2	1	92	27	0.84	0.79
Lakeside at River Island	Kiper	LP		DTMJ	46	0	6	42	0	0	20	20	0.49	0.59
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	8	26	0	1	57	9	0.32	0.26
Passport	Raymus	MN		DTST	135	4	5	27	2	0	10	10	1.25	1.25
Fox Chase at Woodward	Richmond American	MN		ATMJ	130	0	1	13	2	0	57	52	1.11	1.53
Sandpointe at River Islands	Richmond American	LP		DTMJ	73	0	5	1	1	0	68	11	0.51	0.32
Watermark at River Islands	Richmond American	LP		DTST	102	0	6	0	0	0	27	27	0.96	0.96
Tidewater at River Islands	The New Home Co	LP		DTMJ	131	0	3	34	0	0	97	26	0.66	0.76
Crystal Cove at River Island	TimLewis	LP		DTMJ	97	0	7	27	0	0	86	14	0.59	0.41
Bridgeport at River Islands	Van Daele	LP		DTMJ	91	0	7	21	0	1	24	12	0.47	0.35
Castaway at River Islands	Van Daele	LP		DTMJ	114	4	6	30	2	0	91	54	1.42	1.59
Latitude at River Islands	Van Daele	LP		DTST	101	0	4	27	0	0	97	3	0.91	0.09
Latitude at River Islands II	Van Daele	LP		DTMJ	74	0	7	27	0	1	32	32	0.81	0.94
TOTALS: No. Reporting: 19		Avg. Sales: 0.58		Traffic to Sales: 33 : 1			128	565	17	6	1105	428	Net: 11	
City Codes: LP = Lathrop, MN = Manteca														

Modesto					Projects Participating: 1							In Area : 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	
Orchard Terrace		KB Home		CE	DTST	80	0	5	12	0	0	72	50	1.06	1.47
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			5	12	0	0	72	50	Net: 0	
City Codes: CE = Ceres															

Stanislaus County					Projects Participating: 2							In Area : 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
Marcona	Bright	KY	DTMJ	140	0	3	13	1	0	129	20	0.74	0.59	
Mnarch Country Living	Ramson	NW	DTST	47	0	2	10	1	0	23	21	0.47	0.62	
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 12 : 1			5	23	2	0	152	41	Net: 2	
City Codes: KY = Keyes, NW = New man														

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 19							In Area : 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
Summer Creek	Bright	MD		DTMJ	44	0	7	15	0	0	13	13	0.85	0.85
Sundance Village	Bright	LT		DTST	64	0	6	17	1	0	11	11	1.20	1.20
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	7	8	11	3	0	48	47	1.29	1.38
Aspire at Sierra Vista	K Hovnanian	MD		DTST	91	4	6	1	1	0	54	31	0.88	0.91
Four Seasons Los Banos	K Hovnanian	LB		DTMJ	97	0	4	9	0	1	77	33	0.77	0.97
Manzanita	Legacy	LT		DTMJ	172	0	10	36	0	0	49	36	0.89	1.06
Sunflower	Legacy	MD		DTST	143	4	6	9	1	0	24	24	0.75	0.75
Bellevue Ranch - Chateau Phase 2	Lennar	MD		DTMJ	52	4	6	19	1	0	10	10	0.82	0.82
Mbraga - Skye	Lennar	MD		DTST	69	0	6	18	0	2	49	32	0.89	0.94
Mbraga- Summer Series	Lennar	MD		DTST	50	4	6	18	2	0	35	35	1.24	1.24
Mbraga-Chateau Series	Lennar	MD		DTST	104	0	5	18	1	0	71	40	1.01	1.18
Cypress Terrace	Malet Development S/O	MD	Rsv's	ATST	33	0	S/O	86	1	0	33	17	0.44	0.50
Bellevue Ranch	Stonefield Home	MD		DTST	69	4	4	28	2	0	12	12	0.58	0.58
Brookshire	Stonefield Home	LB		DTMJ	172	9	9	18	2	0	79	32	0.61	0.94
Mission Village South	Stonefield Home	LB		DTMJ	67	5	6	18	0	0	51	23	0.45	0.68
Sandstone	Stonefield Home	LB		DTMJ	98	0	2	17	0	0	93	6	0.48	0.18
Stone Ridge West	Stonefield Home	MD		DTST	86	0	3	13	2	3	83	63	1.30	1.85
University Park II	Stonefield Home	MD		DTST	49	0	1	13	0	0	17	17	1.29	1.29
Villas, The	Stonefield Home	LB		DTST	50	0	4	17	0	0	6	6	0.33	0.33
TOTALS: No. Reporting: 19		Avg. Sales: 0.58		Traffic to Sales: 22 : 1			99	381	17	6	815	488	Net: 11	
City Codes: MD = Merced, LT = Livingston, LB = Los Banos														

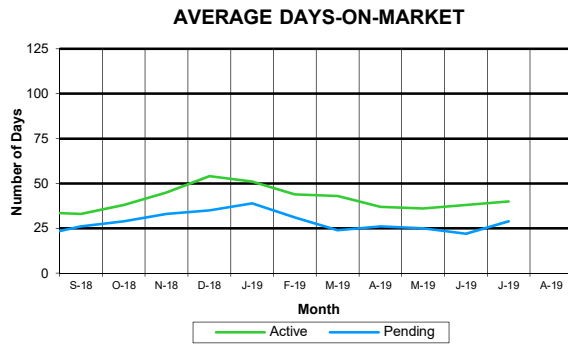
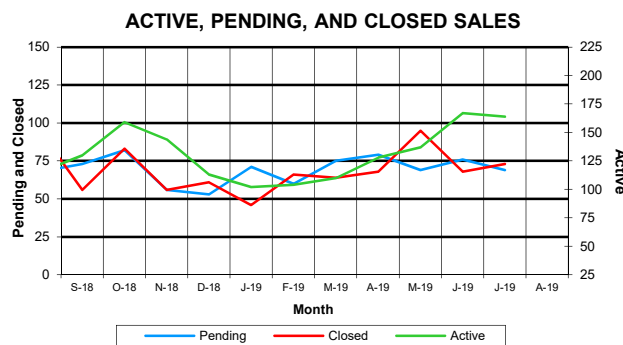
Madera County					Projects Participating: 5							In Area : 5		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	6	6	32	4	0	22	22	1.19	1.19	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA	DTST	112	0	4	8	0	1	0	0	0.00	0.00	
Riverstone- Chateau	Lennar	MDA	DTST	64	0	5	8	1	0	30	30	1.42	1.42	
Riverstone- Pinnacle	Lennar	MDA	DTMJ	57	0	4	4	0	0	9	9	0.43	0.43	
Riverstone Skye	Lennar	MDA	DTST	67	4	5	8	0	0	17	17	0.82	0.82	
TOTALS: No. Reporting: 5		Avg. Sales: 0.80		Traffic to Sales: 12 : 1			24	60	5	1	78	78	Net: 4	
City Codes: MDA = Madera														

Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 10							In Area : 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
Aspire at Sun Valley	K Hovnanian	COA		DTST	44	0	2	2	0	0	22	20	0.63	0.59
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	5	14	0	0	25	25	1.13	1.13
Laurel Grove	KB Home	FR		DTST	144	4	8	34	2	0	43	43	1.48	1.48
Olive Lane IV	KB Home	FR		DTST	122	0	2	4	0	0	120	34	1.00	1.00
Carriage House V- Chateau	Lennar	FR		DTST	92	0	7	13	2	0	44	34	1.15	1.00
Chateau at Summer Grove	Lennar	FR		DTST	202	0	6	10	0	0	108	40	1.29	1.18
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	4	6	0	0	17	17	0.45	0.50
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	7	10	0	0	16	16	1.05	1.05
Sterling Acres- Savannah	Lennar	FR		DTST	102	0	6	9	1	0	75	48	1.07	1.41
Sterling Acres- Skye	Lennar	FR		DTST	79	4	5	5	2	0	71	43	1.01	1.26
TOTALS: No. Reporting: 10		Avg. Sales: 0.70		Traffic to Sales: 15 : 1				52	107	7	0	541	320	Net: 7
City Codes: COA = Coalinga, FO = Fowler, FR = Fresno														

Central Valley			Projects Participating: 78					In Area : 78	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 78	Avg. Sales: 0.55	Traffic to Sales: 29 : 1	501	1706	58	15	3851	1963	Net: 43
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									

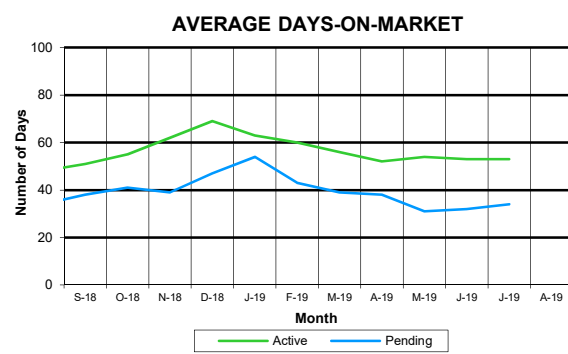
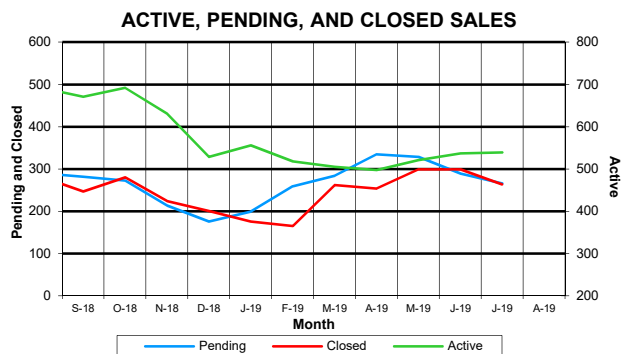
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	113	54	53	35	61	509,845
Jan-19	102	51	71	39	46	490,812
Feb-19	104	44	60	31	66	482,148
Mar-19	110	43	75	24	64	505,892
Apr-19	128	37	79	26	68	504,126
May-19	137	36	69	25	95	505,313
Jun-19	167	38	76	22	68	566,219
Jul-19	164	40	69	29	73	536,968



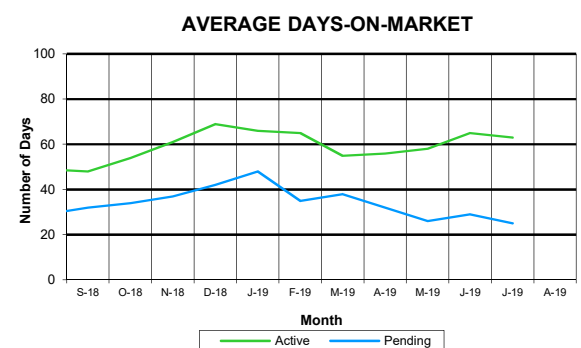
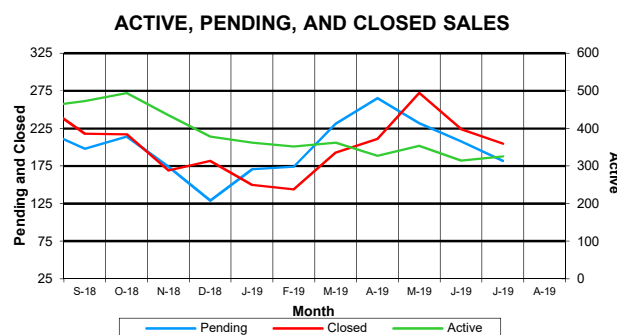
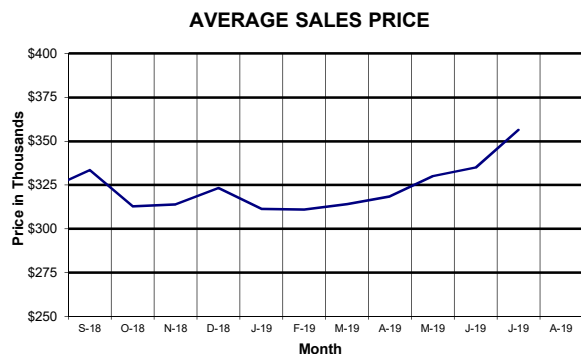
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	529	69	176	47	201	\$302,220
Jan-19	556	63	199	54	176	\$326,032
Feb-19	518	60	259	43	165	\$302,411
Mar-19	505	56	284	39	262	\$307,665
Apr-19	498	52	335	38	254	\$308,014
May-19	521	54	329	31	299	\$324,962
Jun-19	537	53	289	32	299	\$338,717
Jul-19	539	53	266	34	264	\$344,061



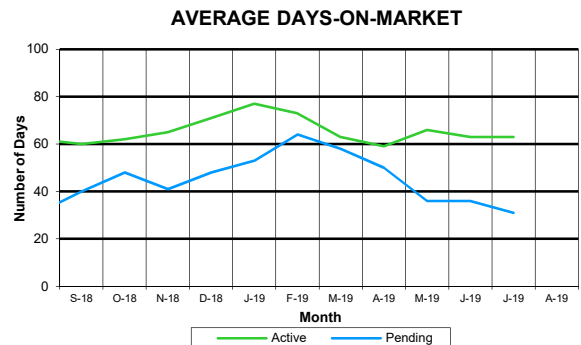
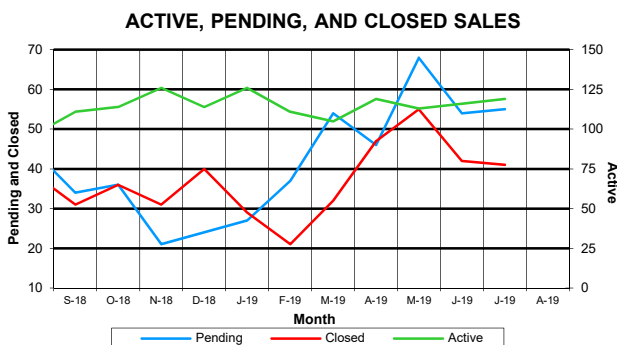
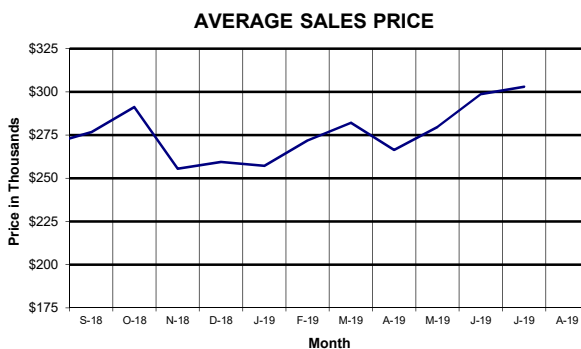
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	378	69	129	42	182	\$323,247
Jan-19	362	66	171	48	150	\$311,465
Feb-19	352	65	174	35	144	\$310,974
Mar-19	362	55	231	38	193	\$314,104
Apr-19	327	56	265	32	211	\$318,586
May-19	354	58	232	26	272	\$330,017
Jun-19	315	65	208	29	224	\$335,029
Jul-19	326	63	182	25	205	\$356,345



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	114	71	24	48	40	\$259,510
Jan-19	126	77	27	53	29	\$257,273
Feb-19	111	73	37	64	21	\$271,981
Mar-19	105	63	54	58	32	\$282,149
Apr-19	119	59	46	50	47	\$266,429
May-19	113	66	68	36	55	\$279,757
Jun-19	116	63	54	36	42	\$298,638
Jul-19	119	63	55	31	41	\$303,018



THE RYNESS REPORT

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NATIONAL BUILDER DIVISION

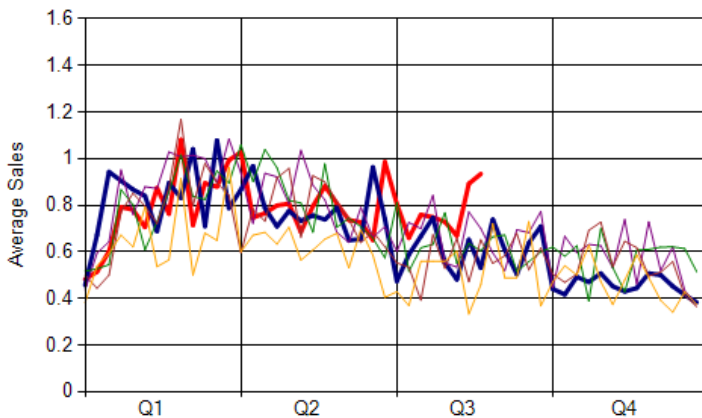
Sacramento

Ending: Sunday, August 25, 2019

Week 34

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.
South Sacramento		30	677	41	9	32	1.07	0.86	23%	0.84	27%	
Central & North Sacramento		33	567	47	8	39	1.18	0.89	33%	0.91	30%	
Folsom		7	103	7	2	5	0.71	0.81	-12%	0.73	-2%	
El Dorado		7	182	6	0	6	0.86	0.45	89%	0.43	99%	
Placer		40	1122	30	8	22	0.55	0.69	-20%	0.67	-18%	
Yolo		14	300	20	1	19	1.36	0.65	110%	0.59	131%	
Northern Counties		6	47	7	2	5	0.83	1.15	-28%	1.11	-25%	
Current Week Totals	Traffic : Sales 19 : 1	137	2998	158	30	128	0.93	0.78	19%	0.77	21%	
Per Project Average			22	1.15	0.22	0.93						
Year Ago - 08/26/2018	Traffic : Sales 29 : 1	132	2943	103	33	70	0.53	0.75	-29%	0.67	-21%	
% Change		4%	2%	53%	-9%	83%	76%	5%	16%			

52 Weeks Comparison



Year to Date Averages Through Week 34

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	77	29	0.73	0.13	0.59	0.56
■	2015	98	33	0.84	0.12	0.72	0.66
■	2016	131	27	0.90	0.15	0.75	0.69
■	2017	139	27	0.95	0.15	0.80	0.73
■	2018	129	26	0.89	0.14	0.75	0.66
■	2019	141	23	0.91	0.12	0.78	0.78
% Change:		9%	-10%	2%	-13%	5%	18%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

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CONV	RATE	APR	<p>Due to a decline in multifamily production, total housing starts fell 4% in July to a seasonally adjusted annual rate of 1.19 million units from a downwardly revised reading in June, according to a report from the U.S. Housing and Urban Development and Commerce Department. The July reading of 1.19 million starts is the number of housing units builders would begin if they kept this pace for the next 12 months. Within this overall number, single-family starts increased 1.3% to 876,000 units. The multifamily sector, which includes apartment buildings and condos, fell 16.2% to a 315,000 pace. "Despite housing affordability headwinds, builders remain confident about the market and this is reflected in recent modest gains in single-family starts," said Greg Ugalde, chairman of the NAHB and a home builder and developer from Torrington, Conn. "Permits bottomed out in April and single-family starts hit their low point in May, and now we are starting to see the gradual improvement in the market that we've been forecasting," said NAHB Chief Economist Robert Dietz. On a regional and year-to-date basis, combined single-family and multifamily starts in July rose 3.7% in the South. Starts declined 5.7% in Northeast, 7.9% in the Midwest and 12.3% in the West. Source: Stephanie Pagan NAHB</p>
FHA	3.75%	3.87%	
	3.30%	3.41%	
10 Yr Yield	1.52%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 30							In Area : 30		
					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 Hills	Beazer	VN		DTST	23	4	4	12	2	0	13	13	0.50	0.50
Woodbury Estates at River Oaks	Elliott	GT		DTST	70	0	6	14	0	0	24	24	1.32	1.32
Murieta Gardens	K Hovnanian	RM		DTST	78	6	6	26	4	1	22	22	0.91	0.91
Shasta Ridge	KB Home	SO		DTST	60	0	3	12	0	0	57	35	0.80	1.03
Sheldon Terrace	KB Home	LN		DTST	175	0	4	15	2	0	59	59	1.50	1.74
Willow Creek at Monterey Village	KB Home	LN		DTST	106	0	1	25	2	2	96	59	1.65	1.74
Avila at Fieldstone	Lennar	VN		DTMJ	134	5	7	50	2	0	11	11	1.38	1.38
Bordeaux at Vineyard Creek	Lennar	SO		DTST	150	5	7	22	1	1	104	36	0.87	1.06
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	5	50	0	0	14	14	0.82	0.82
Elements at Sterling Meadows	Lennar	LN		DTST	159	4	8	41	1	0	63	56	1.28	1.65
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	3	28	2	0	117	33	0.91	0.97
Indigo at Sterling Meadows	Lennar	LN		DTST	94	5	6	23	2	1	88	43	1.24	1.26
Montair at Sterling Meadows	Lennar	VN		DTST	78	0	2	23	0	1	76	42	1.07	1.24
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	3	50	2	0	6	6	0.35	0.35
Redwood at Parkside	Lennar	VN		DTMJ	244	10	8	28	3	0	213	41	0.95	1.21
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	0	2	17	0	0	7	7	0.69	0.69
Marbella	Meritage	VN		DTST	56	6	5	32	4	0	18	18	0.56	0.56
Calistoga	Next Generation Capital	SO		DTMJ	35	0	2	20	0	0	33	17	0.45	0.50
Laguna Ranch	Richmond American	LN	New	DTMJ	80	0	6	12	1	0	1	1	0.88	0.88
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	8	7	8	4	0	18	18	0.86	0.86
Stonecrest at Sterling Meadows	Richmond American	LN		DTMJ	98	0	5	8	2	1	81	39	0.99	1.15
Aveiro at Madeira East III	Taylor Morrison	LN		DTST	69	0	3	1	0	0	66	18	0.66	0.53
Milestone	Taylor Morrison	VN		DTST	121	0	6	18	3	0	14	14	0.92	0.92
Prado at Madeira East	Taylor Morrison	LN		DTMJ	205	0	13	5	1	0	188	35	0.67	1.03
Viana at Madeira East	Taylor Morrison	LN		DTMJ	206	0	1	7	2	1	205	30	0.73	0.88
Classics at Poppy Lane	TimLewis	LN		DTMJ	50	0	1	24	1	1	22	21	0.40	0.62
Latitudes	TimLewis	VN		DTST	159	0	12	18	0	0	59	24	0.87	0.71
Legacy at Poppy Lane	TimLewis	LN		DTMJ	57	0	1	31	0	0	19	14	0.39	0.41
Traditions at Poppy Lane	TimLewis	LN		DTST	94	0	5	28	0	0	21	16	0.49	0.47
Glendon Vineyards	Woodside	VN		DTST	103	0	3	29	0	0	3	3	0.42	0.42
TOTALS: No. Reporting: 30		Avg. Sales: 1.07		Traffic to Sales: 17 : 1			145	677	41	9	1718	769	Net: 32	
City Codes: VN = Elk Grove Vineyard, GT = Galt, RM = Rancho Murieta, SO = Sacramento, LN = Elk Grove Laguna														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 17							In Area : 17		
					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
Creamery at Alkali Flat	Black Pine	SO		DTMJ	122	0	1	3	1	0	121	21	0.63	0.62
Anthology at Anatolia	DR Horton	RO		DTST	102	0	8	11	3	0	21	21	0.87	0.87
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	5	61	0	0	9	9	0.68	0.68
Veranda at Stone Creek	Elliott	RO		DTST	163	0	3	23	0	0	44	38	0.64	1.12
Clara at Anatolia	Lennar	RO		DTMJ	139	0	9	25	1	1	77	47	1.03	1.38
Highland Grove at Somerset Ranch	Lennar	RO		DTMJ	211	5	6	15	1	0	190	16	0.88	0.47
Kensington Estates at Somerset Ranch	Lennar	RO		DTMJ	219	0	5	15	0	0	214	33	0.99	0.97
Pointe at Somerset Ranch	Lennar	RO		DTST	62	4	8	46	2	0	46	45	1.30	1.32
Ventana	Lennar	RO		ATST	160	6	6	15	1	0	4	4	0.78	0.78
Viridian	Lennar	RO		DTST	342	0	6	15	0	0	5	5	0.59	0.59
McKinley Village - Birch	The New Home Co	SO		DTMJ	90	4	6	18	1	0	65	15	0.42	0.44
McKinley Village - Cedar	The New Home Co	SO		ATMJ	40	4	4	25	1	0	21	21	0.87	0.87
McKinley Village - Cottonwood	The New Home Co	SO		DTMJ	56	0	4	25	0	0	36	5	0.24	0.15
McKinley Village - Magnolia	The New Home Co	SO		DTMJ	84	0	2	0	0	0	82	13	0.54	0.38
Hidden Ridge	Watt	FO		DTMJ	22	0	6	17	0	0	16	13	0.31	0.38
Mariposa Creek	Watt S/O	CH		DTMJ	15	0	S/O	1	1	0	15	15	0.50	0.50
Camden at Somerset Ranch	Woodside	RO		DTMJ	165	4	6	13	1	0	131	28	0.60	0.82
TOTALS: No. Reporting: 17		Avg. Sales: 0.71		Traffic to Sales: 25 : 1				85	328	13	1	1097	349	Net: 12
City Codes: SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks, CH = Citrus Heights														

North Sacramento					Projects Participating: 16							In Area : 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
Willow	AnthemUnited	SO	DTMJ	95	0	2	1	2	0	90	33	0.75	0.97	
Brownstones at Natomas Field	Beazer	SO	DTST	213	0	8	13	1	1	164	21	0.83	0.62	
Bungalows at Natomas Field	Beazer	SO	DTST	95	0	3	9	1	1	75	16	0.65	0.47	
Cottages at Natomas Field	Beazer	SO	DTST	179	0	9	16	0	1	124	23	0.73	0.68	
Villas at Natomas Field	Beazer	SO	ATST	216	1	3	12	2	0	180	30	0.91	0.88	
Castile at Parkebridge	DR Horton	SO	DTST	152	0	4	15	2	0	22	22	1.21	1.21	
Juniper at Westlake	DR Horton	SO	DTMJ	66	0	1	1	1	0	60	38	1.15	1.12	
Terraza at Parkebridge	DR Horton	SO	DTMJ	98	0	7	21	4	0	18	18	0.89	0.89	
Verano at Parkebridge	DR Horton	SO	DTMJ	136	0	5	17	4	2	33	33	1.64	1.64	
Retreat at Westshore II	K Hovnanian	SO	DTST	245	0	4	11	2	1	237	57	1.46	1.68	
Montauk at the Hamptons	KB Home	SO	DTMJ	342	0	5	19	2	0	251	52	1.27	1.53	
Trevato	KB Home	SO	DTMJ	100	0	4	12	2	0	95	46	1.16	1.35	
Amberwood at Natomas Meadows	Lennar	SO	DTST	75	9	7	22	5	1	33	33	1.26	1.26	
Catalina at Westshore	Lennar	SO	DTST	101	0	4	17	2	0	90	39	1.14	1.15	
Elverta Park	Silverado	AO	Rsv's	DTST	225	0	11	27	3	0	185	60	1.19	1.76
Harriet at Natomas Meadows	Woodside	SO	DTST	143	0	4	26	1	0	4	4	0.65	0.65	
TOTALS: No. Reporting: 16		Avg. Sales: 1.69		Traffic to Sales: 7 : 1			81	239	34	7	1661	525	Net: 27	
City Codes: SO = Sacramento, AO = Antelope														

Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 7							In Area : 7		
					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
Farmhouse at Willow Creek	Black Pine	FM		DTMJ	126	0	6	44	1	0	66	28	0.88	0.82
Braeburn at Harvest	Lennar	FM		DTMJ	54	0	2	10	0	0	52	36	0.71	1.06
Copperwood at Folsom Ranch	Lennar	FM		DTMJ	100	0	2	13	2	0	43	20	0.73	0.59
Gala at Harvest	Lennar	FM		DTMJ	62	0	6	10	1	1	56	29	0.77	0.85
Oakleaf at Folsom Ranch	Lennar	FM		DTMJ	81	0	5	13	1	1	47	26	0.81	0.76
Folsom Ranch-Azure	Taylor Morrison	FM		DTMJ	108	0	8	3	1	0	74	34	1.13	1.00
Folsom Ranch-Dakota	Taylor Morrison	FM		DTMJ	98	0	15	10	1	0	62	26	1.01	0.76
TOTALS: No. Reporting: 7		Avg. Sales: 0.71		Traffic to Sales: 15 : 1				44	103	7	2	400	199	Net: 5
City Codes: FM= Folsom														

El Dorado County				Projects Participating: 7							In Area : 7		
				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
Cypress at Serrano	Lennar	EH	DTMJ	65	0	5	18	0	0	32	15	0.46	0.44
Heritage El Dorado Hills-Estates	Lennar	EH	DTST	97	0	5	36	0	0	31	22	0.63	0.65
Heritage El Dorado Hills-Legends	Lennar	EH	DTST	164	0	5	36	2	0	43	30	0.88	0.88
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTST	369	0	4	36	1	0	39	28	0.79	0.82
Heritage El Dorado Hills-Reflections	Lennar	EH	DTST	140	0	5	21	3	0	85	18	0.88	0.53
Sienna Ridge Estates	Lennar	EH	DTMJ	76	0	3	26	0	0	7	7	0.32	0.32
Oaks at The Promontory	Renasci Homes	EH	DTMJ	15	0	1	9	0	0	14	3	0.08	0.09
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 30 : 1			28	182	6	0	251	123	Net: 6
City Codes: EH = El Dorado Hills													

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 41							In Area : 41		
					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
Rocklin Trails	Cresleigh	RK		DTST	80	0	1	15	0	0	79	20	0.57	0.59
Manchester II	DR Horton	RV		DTST	74	0	9	22	3	2	57	48	1.05	1.41
Veranda at Stoneridge	Elliott	RV		DTST	149	0	7	14	0	1	120	69	1.43	2.03
Timberwood Estates	Hilbers	GV		DTST	45	0	3	N/A	0	0	4	4	0.11	0.12
Avenue, The	JMC	LL		DTMJ	50	0	5	23	1	0	24	19	0.48	0.56
Monument Village at Sierra Vista	JMC	RV		DTST	92	6	6	125	3	0	30	30	2.69	2.69
Northwood at Fiddymment Farms	JMC	RV		DTST	90	0	5	22	0	0	82	32	0.70	0.94
Park, The	JMC	RK		DTMJ	76	0	4	15	1	1	72	25	0.61	0.74
Pinnacle Village	JMC	RV		DTMJ	83	4	8	213	2	0	21	21	1.73	1.73
Reserve at Fiddymment Farm	JMC	RV		DTMJ	146	0	4	10	0	0	111	4	0.41	0.12
Summerwood at Fiddymment Farm	JMC	RV		DTST	124	0	4	33	0	0	101	21	0.55	0.62
Valleybrook at Fiddymment Farm	JMC	RV		DTMJ	78	0	6	57	1	2	41	27	0.83	0.79
Walk, The	JMC	RK		DTST	70	0	2	11	0	0	68	23	0.65	0.68
Westview at Whitney Ranch	JMC	RK		DTMJ	97	4	8	48	1	0	23	23	1.03	1.03
Wild Oak at Whitney Ranch	JMC	RK		DTMJ	91	0	3	3	0	0	88	5	0.48	0.15
Wildwood	JMC	RV		DTMJ	86	0	2	53	0	0	83	24	0.61	0.71
Aspire at Village Center	K Hovnanian	RV		DTMJ	56	0	1	2	0	0	55	41	1.34	1.21
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	3	25	0	1	11	11	0.57	0.57
Cadence at WestPark	KB Home	RV		DTST	88	0	5	15	0	0	22	22	1.04	1.04
Oak Vista	KB Home	RK		DTMJ	59	0	7	13	1	0	20	20	1.52	1.52
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	3	17	2	0	9	9	0.68	0.68
Corvara at Fiddymment Farm	Lennar	RV		DTMJ	134	0	4	18	0	0	28	28	0.87	0.87
Heritage Solaire-Eclipse	Lennar	RV		DTMJ	155	0	4	23	1	0	64	39	0.95	1.15
Heritage Solaire-Larissa	Lennar	RV		DTST	162	4	6	23	2	0	63	34	0.92	1.00
Heritage Solaire-Meridian	Lennar	RV		DTST	176	0	4	23	2	0	66	35	0.93	1.03
Monterosa at Fiddymment Farm	Lennar	RV		DTMJ	67	0	5	18	0	0	28	28	0.90	0.90
Durango	Meritage	RK		DTST	122	0	7	19	0	0	64	24	0.81	0.71
Summit II, The	Meritage	RV		DTMJ	92	0	5	16	1	0	7	7	0.64	0.64
Summit, The	Meritage	RV		DTMJ	56	0	5	2	0	0	51	11	0.58	0.32
Blume at Solaire	Taylor Morrison	RV		DTMJ	73	0	6	2	1	0	56	19	0.69	0.56
Treo at Solaire	Taylor Morrison	RV		DTMJ	72	0	6	3	0	1	66	27	0.79	0.79
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	4	7	47	1	0	46	25	0.61	0.74
Park View at Whitney Ranch	The New Home Co	RK		DTST	60	4	7	38	3	0	15	15	0.68	0.68
Crowne Point	Tim Lewis	RK		DTMJ	156	0	9	21	0	0	129	12	0.43	0.35
La Madera at Twelve Bridges	TRI Pointe	LL		DTST	102	4	9	39	1	0	12	12	0.86	0.86
Cottages at Spring Valley	Woodside	RK		DTMJ	210	0	3	9	0	0	156	20	0.88	0.59
Hills at Paradise	Woodside	RV		DTST	58	0	4	14	2	0	11	11	0.46	0.46
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	5	26	0	0	6	6	0.24	0.24
Ridge at Paradise	Woodside	RV		DTST	42	0	4	18	1	0	4	4	0.17	0.17
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	18	0	0	5	5	0.21	0.21
Villas at Spring Valley	Woodside	RK		DTST	160	0	6	9	0	0	138	27	0.77	0.79
TOTALS: No. Reporting: 40		Avg. Sales: 0.55		Traffic to Sales: 37 : 1				207	1122	30	8	2136	887	Net: 22
City Codes: RK = Rocklin, RV = Roseville, GV = Grass Valley, LL = Lincoln														

Development Name	Developer	City Code	Notes	Type										
Yolo County					Projects Participating: 14							In Area : 14		
					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
Riverchase	Anthem United	WS		DTMJ	222	0	5	16	0	0	69	26	0.76	0.76
Adeline	DR Horton	WL		DTST	77	4	7	6	3	0	57	51	1.35	1.50
Aspire at Stone's Throw	K Hovnanian	VN		DTST	100	4	2	63	2	0	2	2	0.93	0.93
Bradford at Spring Lake	KB Home	WL		DTST	112	4	7	7	0	0	10	10	0.47	0.47
Grove at Spring Lake	Lennar	WL		DTST	144	0	8	18	0	1	119	25	0.94	0.74
Magnolia at Spring Lake	Lennar	WL		DTMJ	78	7	4	45	4	0	10	10	1.40	1.40
Orchard at Spring Lake	Lennar	WL		DTST	103	6	7	20	2	0	85	29	0.95	0.85
Summerstone at Spring Lake	Lennar	WL		DTST	87	4	6	45	2	0	5	5	0.70	0.70
Sunflower at Spring Lake	Lennar	WL		DTMJ	85	7	7	45	3	0	11	11	1.79	1.79
Cannery - Tilton	Shea	DV		DTMJ	76	0	3	5	1	0	67	9	0.32	0.26
Spring Lake - Ivy	Taylor Morrison	WL		DTMJ	44	0	8	3	0	0	13	8	0.21	0.24
Spring Lake - Laurel	Taylor Morrison	WL		DTMJ	100	0	7	14	1	0	18	15	0.29	0.44
Spring Lake - Olive	Taylor Morrison	WL		DTMJ	70	0	9	5	1	0	16	13	0.26	0.38
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	5	8	1	0	48	16	0.48	0.47
TOTALS: No. Reporting: 14		Avg. Sales: 1.36		Traffic to Sales: 15 : 1				85	300	20	1	530	230	Net: 19
City Codes: WS = West Sacramento, WL = Woodland, VN = Winters, DV = Davis														

Butte County					Projects Participating: 1							In Area : 1		
					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
Olive Grove	DR Horton	OR	DTST	56	0	1	1	1	0	55	55	1.89	1.89	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 1 : 1			1	1	1	0	55	55	Net: 1	
City Codes: OR = Oroville														

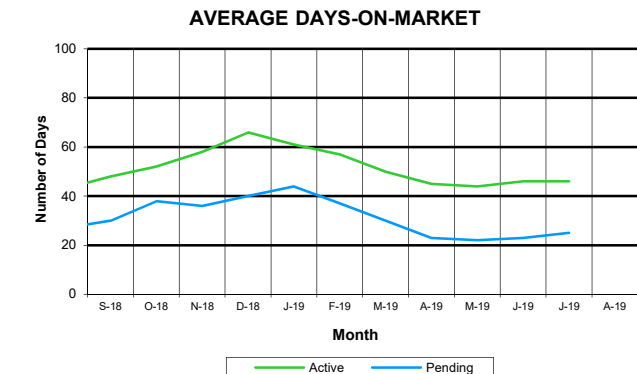
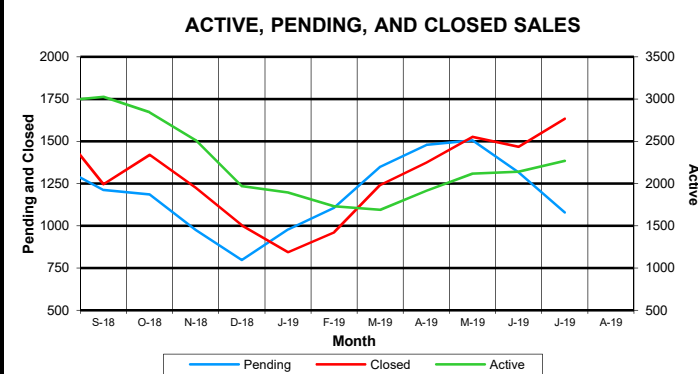
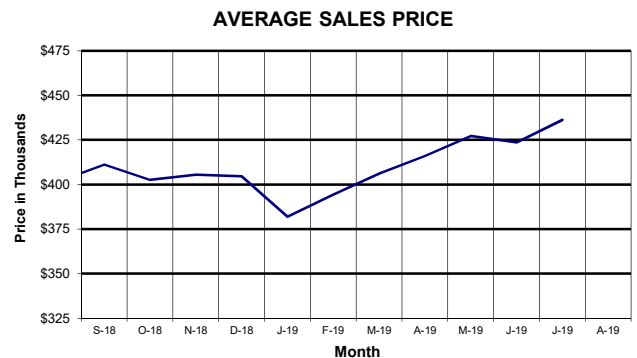
Sutter County					Projects Participating: 1							In Area : 1		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Pennington Ranch	KB Home	LO	DTST	97	0	4	3	1	2	93	52	1.72	1.53	
TOTALS: No. Reporting: 1		Avg. Sales: -1.00		Traffic to Sales: 3 : 1			4	3	1	2	93	52	Net: -1	
City Codes: LO = Live Oak														

Yuba County					Projects Participating: 5							In Area : 5		
					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
Brookside	Hilbers	MS	DTST	56	0	3	N/A	0	0	43	16	0.53	0.47	
Sunhaven at The Orchard	JMC	MS	DTST	71	4	7	11	1	0	23	23	1.03	1.03	
Aspire at Wheeler Ranch	K Hovnanian	OL	DTST	209	4	6	9	3	0	189	65	1.69	1.91	
Rio Del Oro	K Hovnanian	PLK	DTST	68	0	3	11	0	0	31	31	1.28	1.28	
Sonoma Ranch	Lennar	PLK	DTST	137	4	8	12	1	0	75	40	1.00	1.18	
TOTALS: No. Reporting: 4		Avg. Sales: 1.25		Traffic to Sales: 9 : 1			27	43	5	0	361	175	Net: 5	
City Codes: MS = Marysville, OL = Olivehurst, PLK = Flumas Lake														

Development Name	Developer	City Code	Notes	Type								
Sacramento					Projects Participating: 139					In Area : 139		
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 137	Avg. Sales: 0.93		Traffic to Sales: 19 : 1		707	2998	158	30	8302	3364	Net: 128	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached												

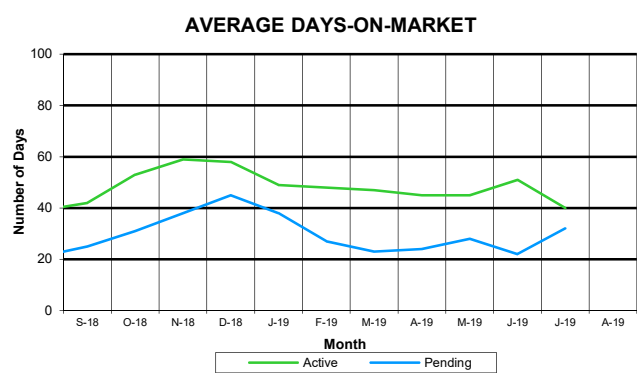
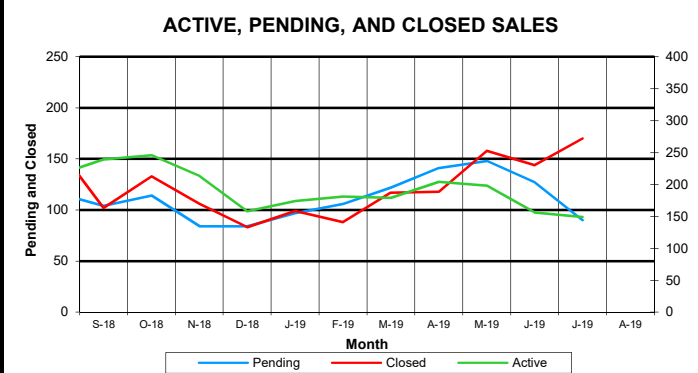
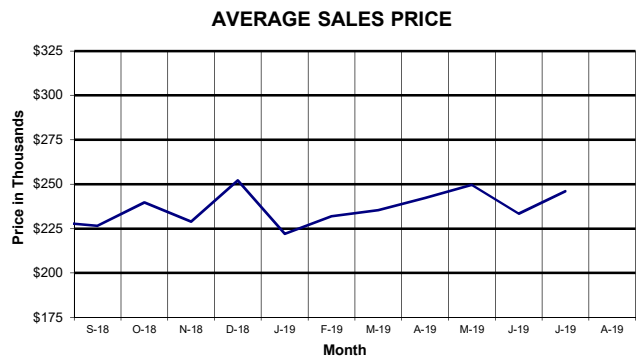
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	1,971	66	797	40	1,004	\$404,545
Jan-19	1,894	61	979	44	845	\$382,044
Feb-19	1,733	57	1,109	37	962	\$394,371
Mar-19	1,688	50	1,350	30	1,243	\$406,305
Apr-19	1,917	45	1,479	23	1,376	\$416,162
May-19	2,118	44	1,505	22	1,527	\$427,248
Jun-19	2,140	46	1,317	23	1,468	\$423,687
Jul-19	2,268	46	1,080	25	1,635	\$436,272



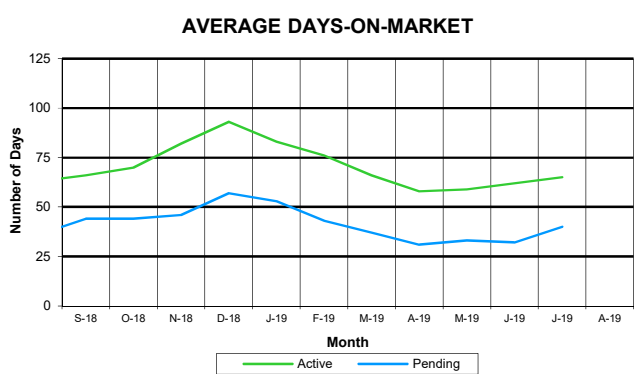
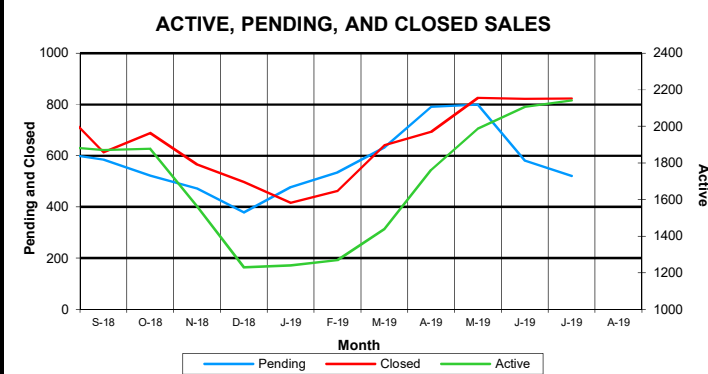
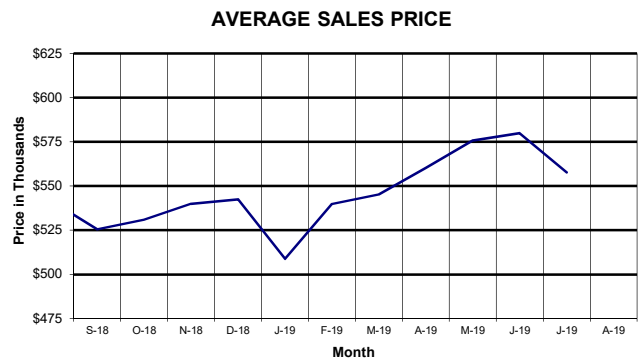
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	158	58	84	45	83	\$252,052
Jan-19	174	49	97	38	99	\$222,074
Feb-19	181	48	106	27	88	\$231,909
Mar-19	179	47	122	23	117	\$235,345
Apr-19	204	45	141	24	118	\$242,271
May-19	198	45	148	28	158	\$249,625
Jun-19	156	51	127	22	144	\$233,339
Jul-19	149	40	90	32	170	\$245,957



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	1,230	93	379	57	497	\$542,526
Jan-19	1,240	83	477	53	416	\$508,713
Feb-19	1,271	76	535	43	462	\$539,792
Mar-19	1,440	66	632	37	641	\$545,225
Apr-19	1,763	58	791	31	694	\$560,207
May-19	1,988	59	799	33	826	\$575,729
Jun-19	2,107	62	581	32	822	\$579,821
Jul-19	2,142	65	521	40	823	\$557,615



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-18	212	77	77	47	91	\$485,465
Jan-19	235	70	73	41	78	\$480,591
Feb-19	209	76	97	42	86	\$463,088
Mar-19	229	63	133	41	114	\$505,347
Apr-19	267	54	145	30	137	\$503,887
May-19	255	60	157	25	142	\$513,880
Jun-19	271	62	125	31	153	\$519,523
Jul-19	300	58	95	31	165	\$545,441

