

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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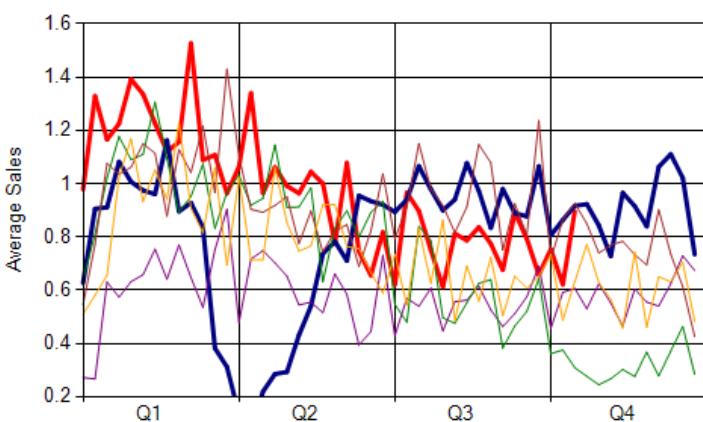


**Ending: Sunday, October 24, 2021**

## Bay Area Week 42

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Alameda		28	446	33	2	31	1.11	0.92	20%	0.77	44%	
Contra Costa		26	359	21	3	18	0.69	1.07	-35%	0.84	-18%	
Sonoma, Napa		9	59	6	0	6	0.67	0.75	-12%	0.64	4%	
San Francisco, Marin		3	6	2	0	2	0.67	0.53	26%	0.36	83%	
San Mateo		3	21	3	0	3	1.00	0.61	64%	0.79	27%	
Santa Clara		20	323	22	1	21	1.05	1.13	-7%	0.82	29%	
Monterey, Santa Cruz, San Benito		10	159	9	1	8	0.80	0.88	-9%	0.71	13%	
Solano		16	76	16	2	14	0.88	0.98	-11%	0.68	29%	
<b>Current Week Totals</b>	Traffic : Sales	13 : 1	<b>115</b>	<b>1449</b>	<b>112</b>	<b>9</b>	<b>103</b>	<b>0.90</b>	<b>0.97</b>	<b>-7%</b>	<b>0.76</b>	<b>18%</b>
Per Project Average				13	0.97	0.08	0.90					
<b>Year Ago - 10/25/2020</b>	Traffic : Sales	12 : 1	<b>142</b>	<b>1729</b>	<b>148</b>	<b>17</b>	<b>131</b>	<b>0.92</b>	<b>0.79</b>	<b>17%</b>	<b>0.93</b>	<b>-1%</b>
% Change			-19%	-16%	-24%	-47%	-21%	-3%	23%		-18%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 42

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	132	30	0.87	0.11	0.76	0.73
■	2017	142	32	1.05	0.10	0.95	0.90
■	2018	125	27	0.89	0.09	0.79	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	0.97
% Change:		-23%	19%	16%	-36%	23%	20%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>			U.S. housing starts decreased in September, driven by a pullback in multifamily construction, as lingering supply-chain constraints, shortages of skilled labor and elevated materials costs continue to challenge builders. Residential starts fell 1.6% last month to a 1.56 million annualized rate, according to government data. The medium estimate in a Bloomberg survey called for a 1.62 million pace. Applications to build, fell 7.7% to an annualized 1.59 million units in September, the largest monthly decline since February. The drop was driven by a sharp decrease in multifamily permits. Cheap borrowing costs and a pandemic-fueled migration to the suburbs supported housing demand and construction through late 2020 and earlier this year. But high materials costs, unpredictable supply-chain delays and labor shortages have strained builders' ability to keep up with still-solid demand in more recent months. Single-family starts were unchanged in September at an annualized 1.08 million units as multifamily starts - which tend to be volatile and include apartment buildings and condominiums - decreased 5% to 475,000. The report indicates builders are making little headway on project backlog. The number of single-family homes authorized for construction but not yet started - edged lower to 144,000 in September but remains near a 15-year high. Source: Bloomberg					
<b>FHA</b>								
<b>10 Yr Yield</b>								
								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 23										
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	1	16	0	0	53	31	0.56	0.74	
Enclave - Cascade Collection	Century	FR		ATMJ	81	4	4	16	0	0	38	13	0.40	0.31	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	1	16	1	1	30	16	0.29	0.38	
Hideaway, The	DR Horton	HY		ATMJ	59	4	3	19	2	0	26	26	1.17	1.17	
Pomegranate	DR Horton	NK		DTMJ	21	4	2	27	4	0	4	4	3.11	3.11	
Aspect at Innovation	Lennar	FR	New	ATMJ	167	8	2	11	6	0	6	6	21.00	21.00	
Bungalows at Bridgewater	Lennar	NK		DTMJ	99	3	2	36	2	0	46	38	0.82	0.90	
Cottages at Bridgewater	Lennar	NK		DTMJ	71	3	3	36	1	0	56	41	1.00	0.98	
Courts at Bridgewater	Lennar	NK		ATMJ	71	0	1	36	1	0	45	45	1.28	1.28	
Matrix at Innovation	Lennar	FR		ATMJ	422	0	2	11	1	0	5	5	1.52	1.52	
Terraces at Bridgewater	Lennar	NK		ATMJ	31	0	1	36	1	0	18	18	1.75	1.75	
Towns at Bridgewater	Lennar	NK		ATMJ	103	0	3	36	0	0	41	38	0.85	0.90	
Villas at Bridgewater	Lennar	NK		DTMJ	136	2	3	36	1	0	58	45	1.03	1.07	
Breeze at Bay37	Pulte	AL		DTMJ	30	0	3	4	0	0	14	14	0.35	0.35	
Compass at Bay37	Pulte	AL		ATMJ	93	0	2	4	1	0	26	26	0.65	0.65	
Landing at Bay37	Pulte	AL		ATMJ	96	0	9	4	2	0	20	20	0.50	0.50	
Lookout at Bay37	Pulte	AL		ATMJ	26	0	1	3	0	0	17	17	0.42	0.42	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	4	0	0	117	38	0.89	0.90	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	3	0	0	91	19	0.69	0.45	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	2	2	0	0	33	22	0.45	0.52	
Compass Bay- Dover	Trumark	NK		DTMJ	53	0	2	18	0	0	51	34	0.85	0.81	
Compass Bay- Newport	Trumark	NK		ATMJ	85	1	5	18	1	0	63	51	1.05	1.21	
Crest at Alameda Point	Trumark	AL		ATMJ	60	6	4	6	3	0	56	52	1.17	1.24	
<b>TOTALS: No. Reporting: 23</b>			<b>Avg. Sales: 1.13</b>					<b>Traffic to Sales: 15 : 1</b>	<b>63</b>	<b>398</b>	<b>27</b>	<b>1</b>	<b>914</b>	<b>619</b>	<b>Net: 26</b>

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

Amador Valley					Projects Participating: 5										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Broadway at Boulevard	Brookfield	DB		ATMJ	110	2	5	11	2	0	58	58	1.41	1.38	
Hyde Park at Boulevard	Brookfield TSO	DB		ATMJ	102	0	TSO	11	0	0	76	31	0.89	0.74	
Downing at Boulevard	Lennar	DB		ATST	96	3	1	12	3	0	89	45	0.76	1.07	
Skyline at Boulevard	Lennar	DB		ATMJ	114	3	4	12	1	0	77	32	0.75	0.76	
Uptown	Taylor Morrison	LV		ATMJ	44	1	2	2	0	1	41	35	0.85	0.83	
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 8 : 1</b>	<b>12</b>	<b>48</b>	<b>6</b>	<b>1</b>	<b>341</b>	<b>201</b>	<b>Net: 5</b>

City Codes: DB = Dublin, LV = Livermore

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 3									
Diablo Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Woodbury Highlands	Davidon	LF		ATMU	99	0	18	5	0	0	9	7	0.16	0.17
Relevae at Wilder	Landsea <b>TSO</b>	OR		DTMJ	34	0	TSO	0	0	0	32	19	0.61	0.45
Reserve at Pleasant Hill	Ponderosa <b>TSO</b>	PH		DTMJ	17	0	TSO	8	1	0	12	11	0.22	0.26
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 13 : 1</b>				<b>18</b>	<b>13</b>	<b>1</b>	<b>0</b>	<b>53</b>	<b>37</b>
City Codes: LF = Lafayette, OR = Orinda, PH = Pleasant Hill														

San Ramon Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Highlands at The Preserve	Lennar	SR		DTMJ	122	1	1	7	1	0	121	30	0.69	0.71
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	1	7	2	0	72	49	1.06	1.17
Ridgeview at the Preserve	Lennar	SR		ATMU	77	0	2	7	0	0	64	45	0.96	1.07
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 7 : 1</b>				<b>4</b>	<b>21</b>	<b>3</b>	<b>0</b>	<b>257</b>	<b>124</b>
City Codes: SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Village 29	Lafferty	EC		ATMU	29	0	5	0	0	0	23	12	0.19	0.29
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>12</b>
City Codes: EC = El Cerrito														

Antioch/Pittsburg					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	2	27	5	1	102	74	1.67	1.76
Cielo at Sand Creek- Vista	Century	AN		DTMJ	96	0	1	34	3	1	90	68	1.47	1.62
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	5	10	2	0	208	37	0.97	0.88
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	2	11	2	0	57	47	1.09	1.12
Luca at Aviano	DeNova	AN		DTMJ	194	3	2	29	1	0	24	24	2.21	2.21
Stella at Aviano	DeNova	AN		DTST	127	2	2	32	0	0	120	85	2.22	2.02
Riverview at Montterra	K Hovnanian	AN		DTMJ	100	0	1	2	0	0	99	27	0.78	0.64
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	4	6	0	1	28	28	0.66	0.67
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	6	4	0	0	47	30	0.92	0.71
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	4	7	0	0	4	4	0.28	0.28
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 12 : 1</b>				<b>29</b>	<b>162</b>	<b>13</b>	<b>3</b>	<b>779</b>	<b>424</b>
City Codes: AN = Antioch, PT = Pittsburg														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9										
East Contra Costa					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMJ	81	0	4	7	0	0	69	41	0.62	0.98	
Chandler	Brookfield	BT		DTMJ	160	0	19	95	1	0	14	14	1.51	1.51	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	1	12	0	0	79	26	0.78	0.62	
Southport at Delaney Park	Brookfield	OY		DTMJ	104	1	13	12	0	0	91	41	0.90	0.98	
Ashbury	KB Home	OY		ATST	69	0	2	1	1	0	66	47	1.08	1.12	
Alicante	Meritage	OY		DTMJ	133	0	2	13	0	0	79	74	1.71	1.76	
Vines, The	Meritage	OY		DTST	63	0	3	15	0	0	55	55	1.34	1.31	
Terrene	Pulte	BT		DTMJ	326	0	4	6	0	0	322	112	2.30	2.67	
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	1	2	2	0	89	44	1.03	1.05	
<b>TOTALS: No. Reporting: 9</b>					<b>Avg. Sales: 0.44</b>			<b>Traffic to Sales: 41 : 1</b>	<b>49</b>	<b>163</b>	<b>4</b>	<b>0</b>	<b>864</b>	<b>454</b>	<b>Net: 4</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

Sonoma, Napa Counties					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village Station	Blue Mountain	SR		ATMJ	110	0	4	2	0	0	92	25	0.47	0.60	
Live Oak at University	KB Home	RP		DTMJ	104	4	2	7	3	0	100	56	0.84	1.33	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	3	3	6	1	0	9	9	0.83	0.83	
Aspect	Lafferty	PET		DTMJ	18	0	3	18	0	0	14	6	0.11	0.14	
Juniper at University	Richmond American	RP		DTMJ	150	0	3	1	0	0	147	33	0.81	0.79	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	1	1	0	0	39	19	0.44	0.45	
Meadow Creek	Ryder TSO	SR		DTMJ	48	1	TSO	13	1	0	18	18	0.93	0.93	
Pear Tree	Taylor Morrison	NP		ATST	71	5	5	3	0	0	66	35	0.67	0.83	
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	8	1	0	54	42	1.08	1.00	
<b>TOTALS: No. Reporting: 9</b>					<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 10 : 1</b>	<b>23</b>	<b>59</b>	<b>6</b>	<b>0</b>	<b>539</b>	<b>243</b>	<b>Net: 6</b>
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, NP = Napa															

Marin County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Atherton Place	KB Home	NV		ATMJ	50	0	1	3	0	0	41	37	0.72	0.88	
Verandah	Landsea	NV		ATMJ	80	0	4	1	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 2</b>					<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>	<b>5</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>41</b>	<b>37</b>	<b>Net: 0</b>
City Codes: NV = Novato															

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	1	2	2	0	8	8	0.24	0.24	
<b>TOTALS: No. Reporting: 1</b>					<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 1 : 1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>8</b>	<b>8</b>	<b>Net: 2</b>
City Codes: SF = San Francisco															

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San Mateo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Foster Square	Lennar	FC		AAAT	200	0	1	1	2	0	192	30	0.69	0.71
One 90 - Borelle	Pulte	SM		DTMJ	29	0	2	10	0	0	13	13	0.32	0.32
One 90 - Slate	Pulte	SM		ATMJ	57	0	2	10	1	0	21	21	0.52	0.52
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 7 : 1</b>				<b>5</b>	<b>21</b>	<b>3</b>	<b>0</b>	<b>226</b>	<b>64</b>
City Codes: FC = Foster City, SM = San Mateo														

Santa Clara County					Projects Participating: 20									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Classics at MonteVista	Classics	MV		ATMJ	15	0	1	6	0	0	8	8	0.49	0.49
Asana	DeNova	SJ		DTMJ	250	3	5	8	4	0	245	74	1.58	1.76
Cantera	Dividend	MV		ATMJ	15	1	3	18	2	0	9	9	0.63	0.63
Maravilla	Dividend	MV	Rsv's	ATMJ	55	0	4	31	0	0	23	23	1.33	1.33
Redwoods at Montecito	Dividend	MV	Rsv's	ATMU	33	0	4	18	0	0	29	29	1.12	1.12
Amalfi	DR Horton	MV		ATMJ	58	3	4	13	2	0	54	51	1.08	1.21
Montecito Estates	DR Horton	MH		DTMJ	24	0	1	6	2	1	23	23	0.77	0.77
Alina at Glen Loma Ranch	KB Home	GL	New	DTMJ	46	4	2	11	2	0	2	2	7.00	7.00
Asher at Glen Loma Ranch	KB Home	GL	New	DTMJ	35	4	1	10	3	0	3	3	10.50	10.50
Latitude at Communications Hill	KB Home	SJ		ATMU	160	4	4	29	2	0	118	96	1.90	2.29
Naya	KB Home	SC		ATMJ	58	0	2	40	1	0	28	28	0.88	0.88
Lavender	Landsea	SC		ATMU	128	0	0	11	0	0	0	0	0.00	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	3	26	1	0	9	9	0.80	0.80
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	4	18	0	0	16	16	0.69	0.69
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	7	20	1	0	13	13	0.56	0.56
Montalvo Oaks	SummerHill	MS		ATMU	15	0	3	5	0	0	12	12	0.41	0.41
Montalvo Oaks (Detached)	SummerHill	MS		DTMJ	21	0	2	8	0	0	12	12	0.52	0.52
Nuevo - Terraces	SummerHill	SC		ATST	176	0	10	26	0	0	138	55	0.95	1.31
Elev8tion- Towns	Taylor Morrison	SV		ATMU	96	4	3	8	1	0	87	40	0.88	0.95
Ov8tion	Taylor Morrison	SV		ATMU	107	0	3	11	1	0	22	22	1.03	1.03
<b>TOTALS: No. Reporting: 20</b>		<b>Avg. Sales: 1.05</b>		<b>Traffic to Sales: 15 : 1</b>				<b>66</b>	<b>323</b>	<b>22</b>	<b>1</b>	<b>851</b>	<b>525</b>	<b>Net: 21</b>
City Codes: MV = Mountain View, SJ = San Jose, MH = Morgan Hill, GL = Gilroy, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale														

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Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Roberts Ranch	KB Home	HO		DTMU	192	0	1	23	2	0	89	89	2.46	2.46
Carousel at Westfield	Kiper	HO	Rsv's	DTST	92	0	1	14	1	0	91	33	1.06	0.79
Mayfair at Westfield	Kiper	HO		DTMU	50	0	1	14	0	0	47	25	0.69	0.60
Serenity at Santana Ranch II	Legacy	HO	Rsv's	DTMU	31	0	1	17	3	1	7	7	0.46	0.46
Polo Ranch	Lennar	SV	New	DTMU	40	4	3	52	1	0	1	1	3.50	3.50
Montclair	Meritage	HO		DTMU	99	0	1	13	1	0	21	21	0.99	0.99
Beach House II at the Dunes	Shea	MA		DTMU	92	0	2	11	0	0	19	19	1.56	1.56
Enclave, The	Shea	SS		DTMU	26	0	3	2	0	0	10	10	0.47	0.47
Sea House II at The Dunes	Shea	MA		ATMU	79	3	3	4	1	0	12	12	0.99	0.99
Surf House II at The Dunes	Shea	MA		DTMU	48	0	0	9	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 10</b>														<b>Net: 8</b>

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

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	164	2	2	3	1	0	6	6	0.39	0.39
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	8	11	4	0	0	7	7	0.46	0.46
Copperleaf at Homestead	KB Home	DX		DTST	71	0	3	5	1	0	63	51	1.26	1.21
Creston at One Lake	Lennar	FF		DTMU	70	0	2	4	2	0	67	45	1.22	1.07
Reserve at Browns Valley II	Lennar	VC	New	DTMU	29	5	2	1	3	0	3	3	10.50	10.50
Homestead	Meritage	DX		DTMU	99	0	3	14	0	1	42	42	1.27	1.27
Midway Grove at Homestead	Richmond American	DX		DTMU	88	3	1	2	3	0	72	39	1.12	0.93
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	3	1	0	0	4	4	0.76	0.76
Sutton at Parklane	Richmond American	DX		DTMU	121	0	3	4	1	1	25	25	0.81	0.81
Farmstead Square	Taylor Morrison	VC		DTMU	130	5	5	7	0	0	56	46	1.19	1.10
Bristol at Brighton Landing	The New Home Co	VC		DTMU	64	0	2	2	0	0	62	10	0.43	0.24
Oxford at Brighton Landings	The New Home Co	VC		DTMU	74	0	1	2	0	0	73	30	0.51	0.71
Sheffield at Brighton Landing	The New Home Co	VC		DTMU	120	3	4	8	3	0	102	47	0.80	1.12
Marigold at The Villages	TRI Pointe	FF	Rsv's	DTMU	119	0	1	5	0	0	62	52	1.22	1.24
Shimmer at One Lake	TRI Pointe	FF		DTMU	48	0	1	11	1	0	39	27	0.77	0.64
Splash at One Lake	TRI Pointe	FF		DTMU	72	3	3	3	1	0	33	33	0.94	0.94
<b>TOTALS: No. Reporting: 16</b>														<b>Net: 14</b>

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

Bay Area			Projects Participating: 115						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 115</b>	<b>Avg. Sales: 0.90</b>	<b>Traffic to Sales: 13 : 1</b>	343	1449	112	9	5909	3432	<b>Net: 103</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									



# The Ryness Company

Marketing Research Department

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

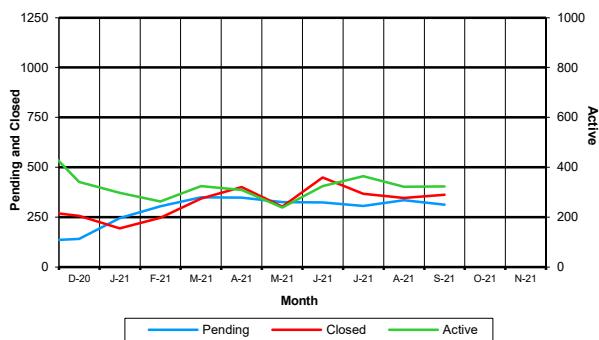
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

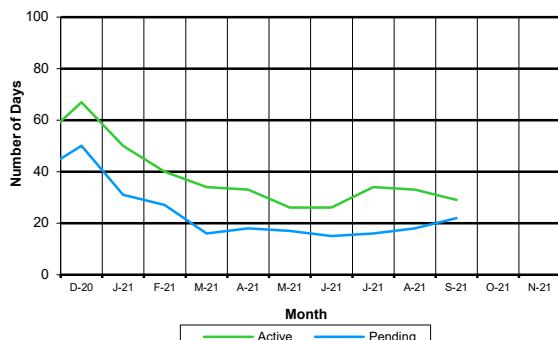
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	263	40	305	27	\$837,703
Mar-21	324	34	350	16	\$889,733
Apr-21	309	33	347	18	\$861,580
May-21	238	26	325	17	\$877,643
Jun-21	325	26	324	15	\$906,946
Jul-21	364	34	306	16	\$883,790
Aug-21	322	33	335	18	\$863,487
Sep-21	323	29	313	22	\$893,271



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## San Jose Metro SFD Monthly MLS Survey

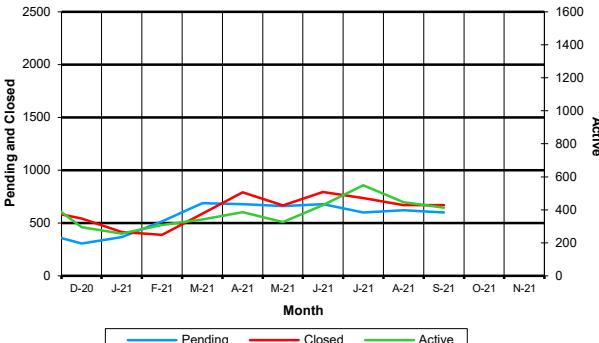
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	309	35	516	14	\$1,406,651
Mar-21	342	28	687	13	\$1,572,946
Apr-21	386	26	678	11	\$1,593,508
May-21	326	30	659	11	\$1,621,132
Jun-21	429	30	680	12	\$1,690,350
Jul-21	548	29	600	12	\$1,619,904
Aug-21	445	38	621	15	\$1,623,724
Sep-21	412	38	601	14	\$1,593,222

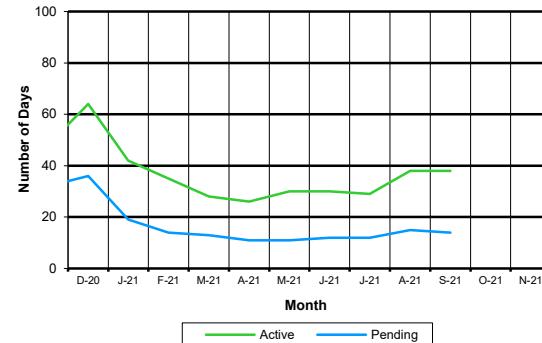
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





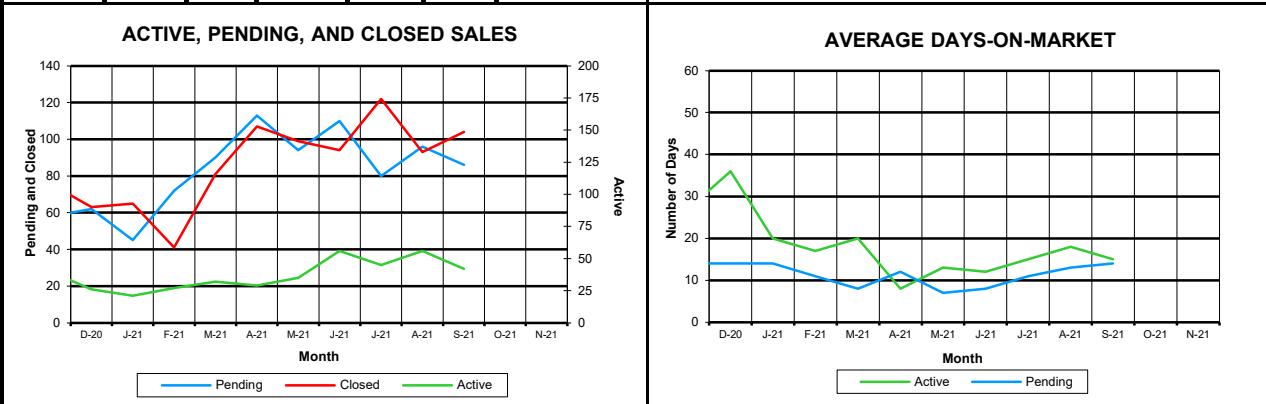
# The Ryness Company

Marketing Research Department

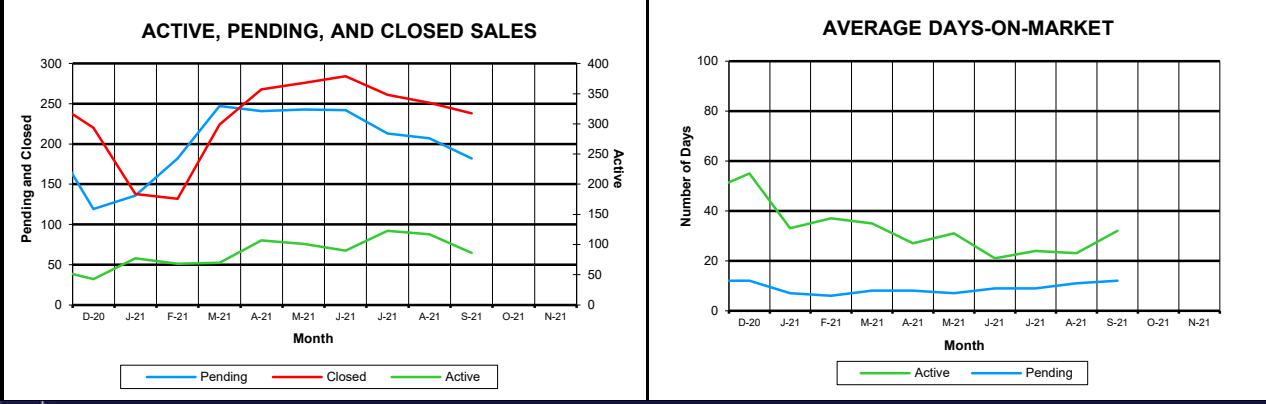
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	27	17	72	11	41	\$745,011
Mar-21	32	20	90	8	81	\$787,401
Apr-21	29	8	113	12	107	\$811,307
May-21	35	13	94	7	99	\$830,770
Jun-21	56	12	110	8	94	\$800,119
Jul-21	45	15	80	11	122	\$833,465
Aug-21	56	18	96	13	93	\$855,670
Sep-21	42	15	86	14	104	\$821,059



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	68	37	182	6	132	\$1,358,974
Mar-21	70	35	247	8	224	\$1,382,918
Apr-21	107	27	241	8	268	\$1,479,584
May-21	101	31	243	7	276	\$1,563,547
Jun-21	90	21	242	9	284	\$1,488,514
Jul-21	123	24	213	9	261	\$1,568,178
Aug-21	117	23	207	11	251	\$1,645,099
Sep-21	86	32	182	12	238	\$1,525,102



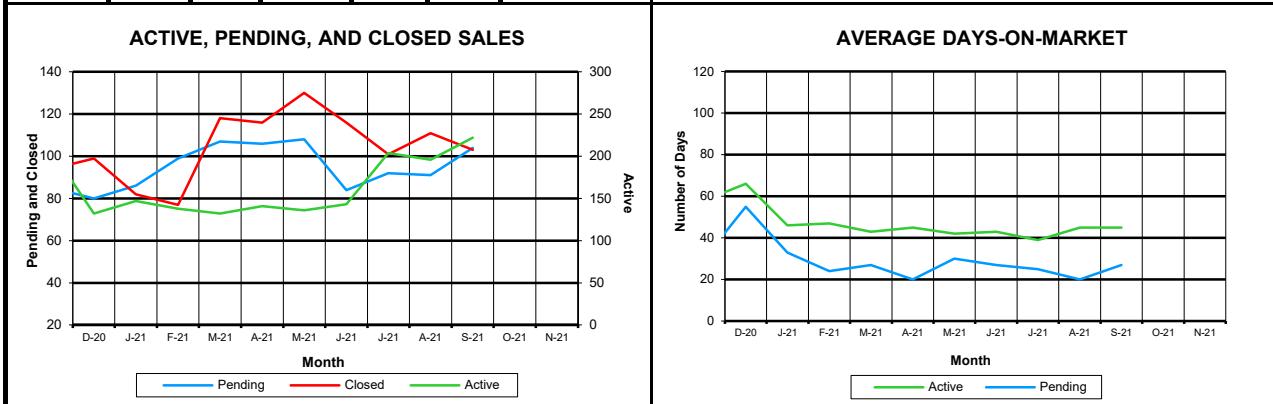


# The Ryness Company

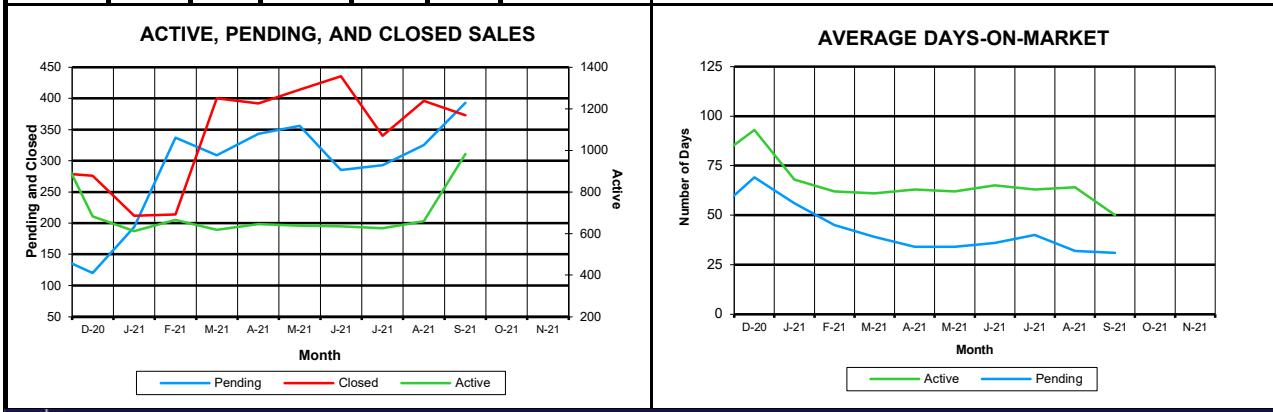
Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	138	47	99	24	77	\$645,576
Mar-21	132	43	107	27	118	\$682,435
Apr-21	141	45	106	20	116	\$671,001
May-21	136	42	108	30	130	\$692,361
Jun-21	143	43	84	27	116	\$703,022
Jul-21	204	39	92	25	101	\$695,719
Aug-21	196	45	91	20	111	\$673,099
Sep-21	222	45	104	27	103	\$670,000



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	665	62	337	45	214	\$1,304,482
Mar-21	618	61	309	39	400	\$1,347,677
Apr-21	646	63	343	34	392	\$1,359,977
May-21	637	62	356	34	414	\$1,388,205
Jun-21	634	65	285	36	436	\$1,392,140
Jul-21	625	63	293	40	340	\$1,382,088
Aug-21	660	64	325	32	396	\$1,882,962
Sep-21	983	50	393	31	373	\$1,510,985





# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

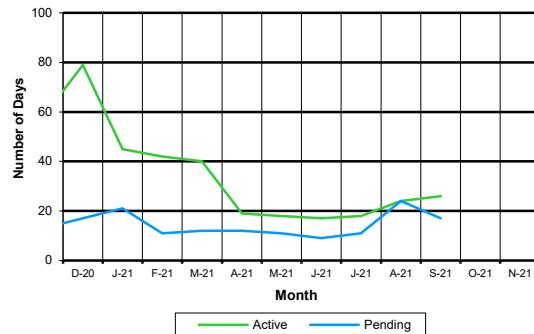
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	120	42	258	11	\$660,758
Mar-21	108	40	343	12	\$698,352
Apr-21	147	19	253	12	\$695,542
May-21	126	18	331	11	\$719,453
Jun-21	175	17	335	9	\$712,251
Jul-21	277	18	344	11	\$690,100
Aug-21	311	24	334	24	\$703,090
Sep-21	343	26	343	17	\$725,260



### ACTIVE, PENDING, AND CLOSED SALES



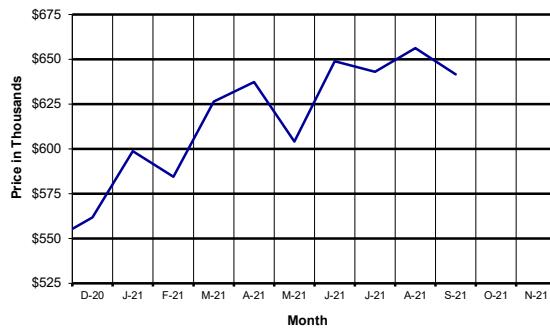
### AVERAGE DAYS-ON-MARKET



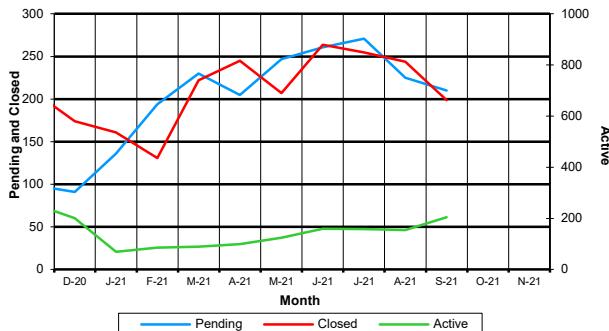
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-21	85	16	194	16	\$584,418
Mar-21	89	17	230	13	\$626,553
Apr-21	99	20	205	13	\$637,379
May-21	125	18	247	14	\$604,239
Jun-21	160	22	261	14	\$648,973
Jul-21	158	22	271	18	\$643,117
Aug-21	155	27	225	20	\$656,348
Sep-21	204	27	210	19	\$641,608

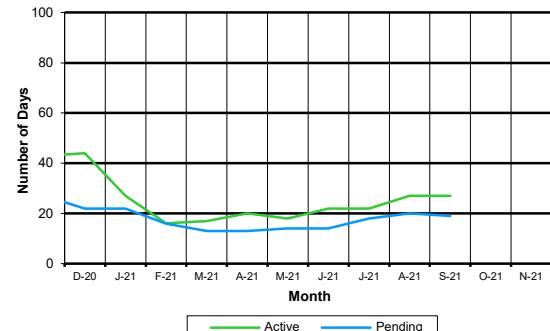
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



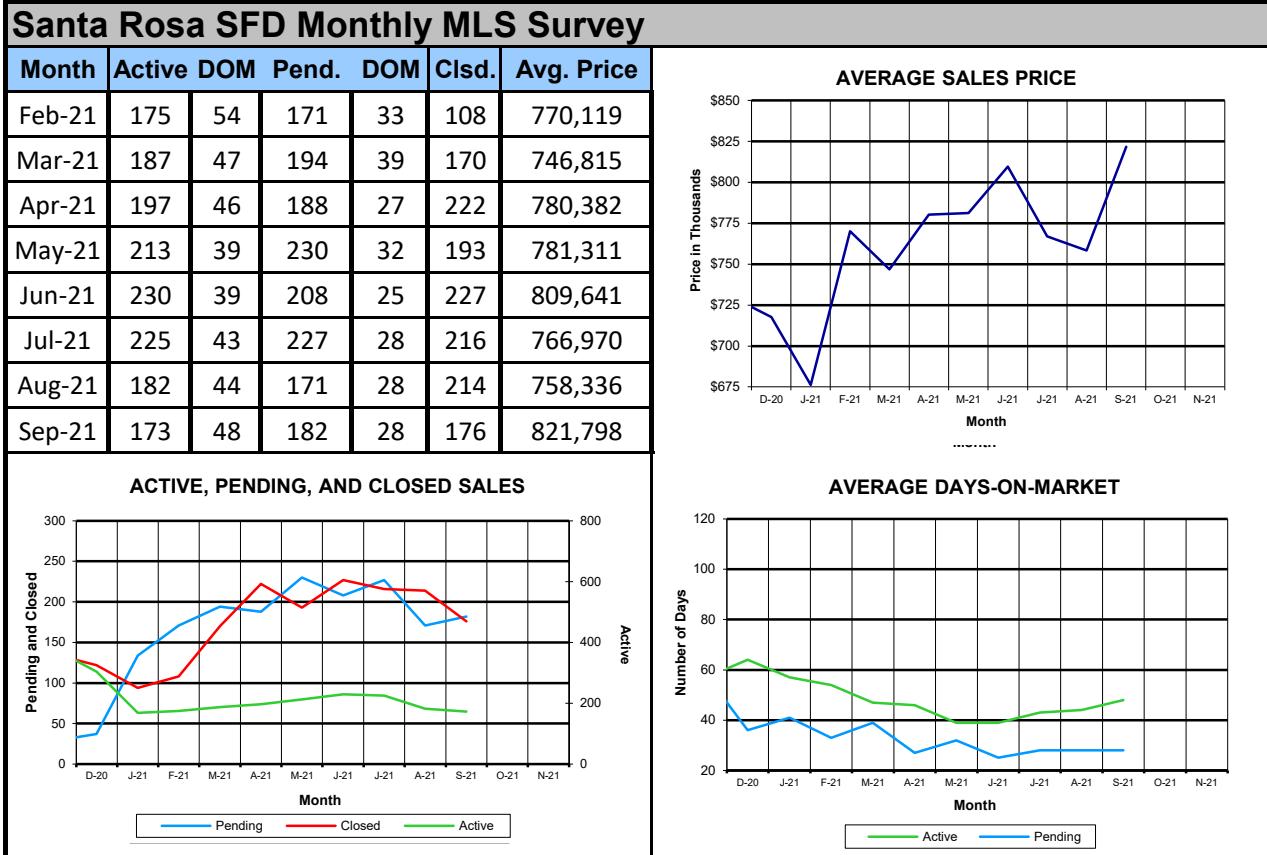
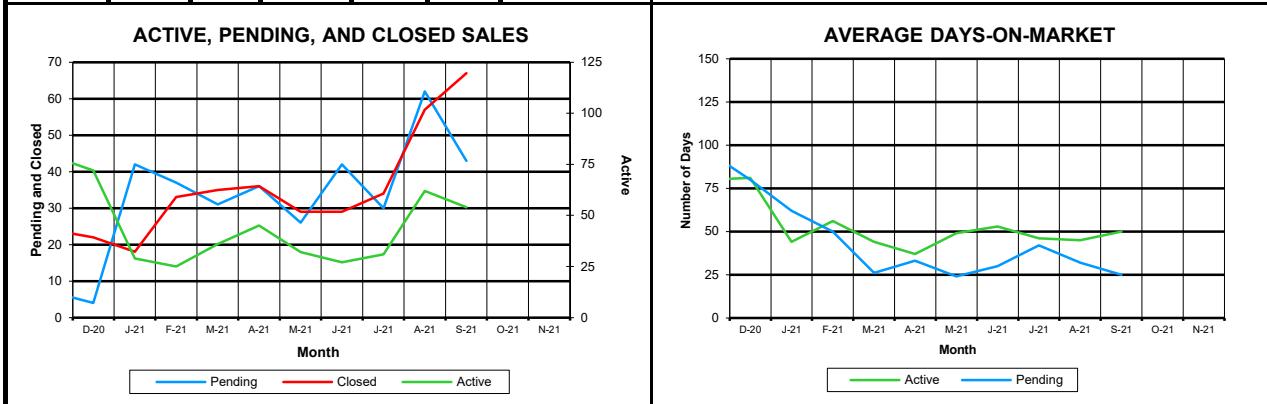


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Feb-21	25	56	37	\$400,166
Mar-21	36	44	31	\$367,216
Apr-21	45	37	36	\$414,122
May-21	32	49	26	\$419,958
Jun-21	27	53	42	\$470,551
Jul-21	31	46	30	\$423,838
Aug-21	62	45	62	\$538,690
Sep-21	54	50	43	\$477,925



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

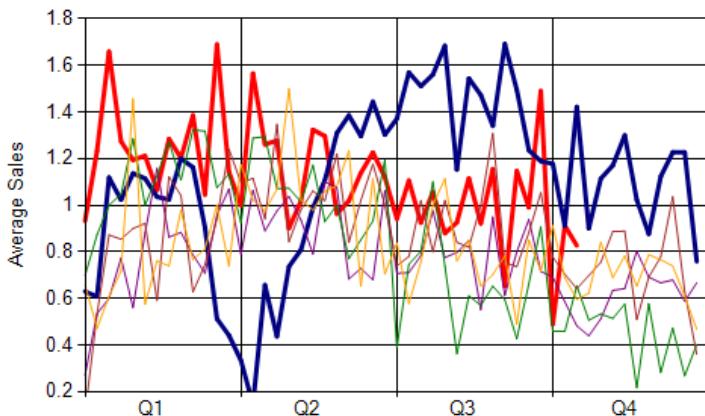
## Central Valley

Week 42

Ending: Sunday, October 24, 2021

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		19	398	20	6	14	0.74	1.02	-28%	0.81	-9%	
San Joaquin County		34	506	42	5	37	1.09	1.16	-6%	1.05	3%	
Stanislaus County		4	34	4	0	4	1.00	1.11	-10%	1.07	-6%	
Merced County		16	123	14	0	14	0.88	1.29	-32%	1.04	-16%	
Madera County		5	17	5	0	5	1.00	1.08	-7%	1.09	-9%	
Fresno County		26	108	15	3	12	0.46	1.02	-55%	0.92	-50%	
<b>Current Week Totals</b>	Traffic : Sales	<b>12 : 1</b>	<b>104</b>	<b>1186</b>	<b>100</b>	<b>14</b>	<b>86</b>	<b>0.83</b>	<b>1.12</b>	<b>-26%</b>	<b>0.98</b>	<b>-15%</b>
Per Project Average				11	0.96	0.13	0.83					
<b>Year Ago - 10/25/2020</b>	Traffic : Sales	<b>18 : 1</b>	<b>90</b>	<b>1634</b>	<b>93</b>	<b>12</b>	<b>81</b>	<b>0.90</b>	<b>1.12</b>	<b>-20%</b>	<b>1.38</b>	<b>-35%</b>
<b>% Change</b>				16%	-27%	8%	17%	6%	-8%	0%	-29%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 42

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	47	27	0.98	0.12	0.85	0.81
■	2017	51	29	1.02	0.12	0.91	0.87
■	2018	69	22	1.06	0.17	0.89	0.80
■	2019	78	23	0.95	0.15	0.80	0.77
■	2020	86	21	1.32	0.19	1.13	1.11
■	2021	105	15	1.24	0.12	1.12	1.12
% Change:		22%	-29%	-7%	-39%	-1%	1%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>2.94%</b>	<b>APR</b> <b>3.10%</b>	U.S. housing starts decreased in September, driven by a pullback in multifamily construction, as lingering supply-chain constraints, shortages of skilled labor and elevated materials costs continue to challenge builders. Residential starts fell 1.6% last month to a 1.56 million annualized rate, according to government data. The medium estimate in a Bloomberg survey called for a 1.62 million pace. Applications to build, fell 7.7% to an annualized 1.59 million units in September, the largest monthly decline since February. The drop was driven by a sharp decrease in multifamily permits. Cheap borrowing costs and a pandemic-fueled migration to the suburbs supported housing demand and construction through late 2020 and earlier this year. But high materials costs, unpredictable supply-chain delays and labor shortages have strained builders' ability to keep up with still-solid demand in more recent months. Single-family starts were unchanged in September at an annualized 1.08 million units as multifamily starts - which tend to be volatile and include apartment buildings and condominiums - decreased 5% to 475,000. The report indicates builders are making little headway on project backlog. The number of single-family homes authorized for construction but not yet started - edged lower to 144,000 in September but remains near a 15-year high. Source: Bloomberg
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>1.63%</b>		

# The Ryness Report

Week Ending  
Sunday, October 24, 2021

Central Valley

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1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Magnolia Park	Bright	TR		DTMJ	42	0	1	8	0	0	39	16	0.65	0.38
Legacy at College Park	Century	MH		DTMJ	133	4	3	58	3	1	75	65	1.50	1.55
Portfolio at College Park	Century	MH		DTST	112	3	3	46	3	0	79	67	1.58	1.60
Provenance at College Park	Century <span style="color:red">S/O</span>	MH		DTMJ	68	0	S/O	0	1	0	68	19	0.74	0.45
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	0	1	1	1	0	17	17	1.20	1.20
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	1	0	0	0	18	18	1.27	1.27
Townsend at Ellis	Landsea	TR	Rsv's	DTMJ	104	0	2	0	0	0	10	10	3.04	3.04
Amber at Tracy Hills	Lennar	TH		DTMJ	160	1	7	32	0	0	126	36	0.96	0.86
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	1	8	32	1	3	106	30	0.81	0.71
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	2	28	2	0	121	53	0.91	1.26
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	2	36	0	1	96	45	0.90	1.07
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	1	10	1	1	173	56	1.25	1.33
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	0	1	6	0	0	43	17	0.34	0.40
Bergamo at Mountain House	Shea	MH		DTMJ	137	3	3	59	3	0	57	57	1.73	1.73
Briar Square at Mountain House	Shea	MH		DTMJ	173	5	3	21	5	0	157	68	1.72	1.62
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	1	15	0	0	69	69	1.63	1.64
Langston at Mountain House	Shea	MH		ATMJ	131	0	1	43	0	0	128	26	1.40	0.62
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	3	3	0	0	86	50	1.23	1.19
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	1	0	0	0	75	25	1.07	0.60
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 0.74</b>			<b>Traffic to Sales: 20 : 1</b>			<b>44</b>	<b>398</b>	<b>20</b>	<b>6</b>	<b>1543</b>	<b>744</b>	<b>Net: 14</b>

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

Stockton/Lodi					Projects Participating: 9									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Palomino at Westlake	DR Horton	SK		DTMJ	116	0	2	16	1	0	57	57	1.73	1.73
Solari Ranch II	DR Horton	SK		DTST	65	0	1	8	2	0	10	10	1.89	1.89
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	2	3	1	0	43	43	1.53	1.53
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	108	3	2	9	3	1	94	52	1.03	1.24
Montevello II	KB Home	SK		DTST	154	0	2	12	1	1	68	55	1.34	1.31
Santorini	KB Home	SK		DTMJ	86	3	3	12	2	0	19	19	1.60	1.60
Verona at Destinations	KB Home	SK		ATMJ	106	0	2	8	0	0	30	30	1.12	1.12
Keys at Westlake	Lennar	SK		DTMJ	101	0	2	8	0	0	52	33	0.76	0.79
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	0	1	0	0	0	40	13	0.67	0.31
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.89</b>			<b>Traffic to Sales: 8 : 1</b>			<b>17</b>	<b>76</b>	<b>10</b>	<b>2</b>	<b>413</b>	<b>312</b>	<b>Net: 8</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
Sunday, October 24, 2021

Central Valley

Page  
2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 25										
San Joaquin County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Haven at River Islands	Anthem United TSO	LP		DTMJ	128	0	TSO	11	0	0	125	31	0.97	0.74	
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	10	1	0	61	44	0.54	1.05	
Griffin Park	Atherton	MN		DTMJ	156	3	3	36	1	0	37	37	2.42	2.42	
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	6	4	22	6	0	14	14	3.27	3.27	
Haven Villas at Sundance	KB Home	MN		DTMJ	235	3	3	11	2	0	184	59	1.52	1.40	
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	3	3	6	1	0	60	60	1.53	1.53	
Balboa at River Islands	Kiper	LP		DTMJ	77	0	1	15	1	0	23	23	1.33	1.33	
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	2	16	3	0	36	36	1.09	1.09	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	6	11	0	0	101	10	0.35	0.24	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	16	1	1	43	43	1.22	1.22	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	2	52	1	1	47	47	1.34	1.34	
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	1	18	1	0	9	9	2.10	2.10	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	3	22	1	0	46	46	1.31	1.31	
Sunset at River Islands	Pulte	LP		DTMJ	122	0	2	20	1	0	65	65	1.62	1.62	
Passport at Griffin Park	Raymus	MN		DTMJ	100	4	3	27	4	0	4	4	3.11	3.11	
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	4	6	0	1	46	46	1.27	1.27	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	3	8	1	0	23	23	1.55	1.55	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	2	1	2	0	89	40	1.12	0.95	
Seasons at Stanford Crossing	Richmond American	LP		DTST	89	0	1	4	1	0	73	72	1.73	1.71	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	8	7	11	1	0	86	56	0.78	1.33	
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	1	29	2	0	7	7	1.63	1.63	
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	4	0	0	102	52	1.43	1.24	
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	12	0	0	57	38	0.53	0.90	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	1	23	0	0	94	42	1.42	1.00	
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	2	39	1	0	56	56	1.55	1.55	
<b>TOTALS: No. Reporting: 25</b>	<b>Avg. Sales: 1.16</b>				<b>Traffic to Sales: 13 : 1</b>				<b>61</b>	<b>430</b>	<b>32</b>	<b>3</b>	<b>1488</b>	<b>960</b>	<b>Net: 29</b>
City Codes: LP = Lathrop, MN = Manteca															

Stanislaus County					Projects Participating: 4										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Edgewater	DR Horton	WF		DTST	75	10	12	3	2	0	28	28	1.26	1.26	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	4	4	5	2	0	46	46	2.66	2.66	
Fieldstone	KB Home	HG		DTST	69	0	3	12	0	0	48	48	1.19	1.19	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	2	14	0	0	111	48	1.42	1.14	
<b>TOTALS: No. Reporting: 4</b>	<b>Avg. Sales: 1.00</b>				<b>Traffic to Sales: 9 : 1</b>				<b>21</b>	<b>34</b>	<b>4</b>	<b>0</b>	<b>233</b>	<b>170</b>	<b>Net: 4</b>
City Codes: WF = Waterford, PR = Patterson, HG = Hughson															

# The Ryness Report

Week Ending  
Sunday, October 24, 2021

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17										
Merced County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	5	9	1	0	108	44	0.84	1.05	
Solera II	Century	MD		DTMJ	113	0	6	2	2	0	104	93	2.04	2.21	
Bell Crossing	DR Horton	AT		DTST	160	0	2	8	0	0	153	83	1.62	1.98	
Monterra	DR Horton	MD		DTST	165	0	1	0	0	0	150	74	1.59	1.76	
Pacheco Pointe	DR Horton TSO	LB		DTST	64	0	TSO	0	0	0	55	55	1.44	1.44	
Panorama	DR Horton	MD		DTST	192	0	2	14	0	0	149	66	1.19	1.57	
Stoneridge South	DR Horton	MD		DTST	69	0	2	0	0	0	61	61	1.69	1.69	
Villas, The	DR Horton TSO	LB		DTST	83	2	TSO	5	2	0	73	73	1.91	1.91	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	3	6	0	0	165	65	1.10	1.55	
Manzanita	Legacy	LT		DTMJ	172	0	2	9	0	0	164	44	0.98	1.05	
Sunflower	Legacy	MD		DTST	143	0	3	N/A	0	0	134	43	0.92	1.02	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	10	33	1	0	5	5	0.60	0.60	
Mbraga - Summer II	Lennar	MD		DTMJ	115	5	2	4	5	0	98	75	1.42	1.79	
Bellevue Ranch Phase 4	Stonefield Home	MD	New	DTST	45	8	2	13	2	0	6	6	4.67	4.67	
Cypress Terrace	Stonefield Home TSO	MD		DTST	91	0	TSO	4	0	0	90	23	0.80	0.55	
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	2	9	0	0	5	5	0.46	0.46	
Villas II, The	Stonefield Home	LB		DTST	191	0	2	7	1	0	47	47	1.20	1.20	
<b>TOTALS: No. Reporting: 16</b>	<b>Avg. Sales: 0.88</b>				<b>Traffic to Sales: 9 : 1</b>				<b>44</b>	<b>123</b>	<b>14</b>	<b>0</b>	<b>1567</b>	<b>862</b>	<b>Net: 14</b>
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston															

Madera County					Projects Participating: 5										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	3	3	5	1	0	138	45	1.05	1.07	
Fielding Cottages	KB Home	MDA		DTST	95	0	1	4	1	0	85	71	1.77	1.69	
Fielding Villas	KB Home	MDA		DTST	87	0	3	4	1	0	56	52	1.17	1.24	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	4	1	0	41	41	1.05	1.05	
Riverstone Coronet	Lennar	MDA		DTST	103	0	1	0	1	0	102	64	1.44	1.52	
<b>TOTALS: No. Reporting: 5</b>	<b>Avg. Sales: 1.00</b>				<b>Traffic to Sales: 3 : 1</b>				<b>9</b>	<b>17</b>	<b>5</b>	<b>0</b>	<b>422</b>	<b>273</b>	<b>Net: 5</b>
City Codes: MDA = Madera															

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 26										
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls YTD	
Bravado	Century	REE	New	DTMU	182	8	7	1	1	0	1	1	0.78	0.78	
Locan Point	Century	FR		DTST	248	0	1	0	0	0	246	86	1.68	2.05	
Market Place	Century	FR		DTMU	215	0	2	1	1	0	209	88	1.87	2.10	
Meadowood II	Century	FR		ATMU	127	0	5	10	2	0	20	20	1.63	1.63	
Monarch	Century	KB		DTMU	64	0	9	3	0	0	1	1	0.08	0.08	
Olivewood	Century	FR		DTMU	169	0	8	0	0	0	25	25	1.31	1.31	
River Pointe	DR Horton	REE		DTMU	84	0	1	1	1	1	40	40	1.39	1.39	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	4	1	0	0	122	28	0.90	0.67	
Marshall Estates	KB Home	FO		DTST	76	0	2	14	1	0	36	36	2.52	2.52	
Seville	KB Home	FR		DTST	129	0	1	14	2	0	119	68	1.43	1.62	
Anatole- Clementine	Lennar	FR		DTMU	111	3	3	1	2	0	37	37	1.20	1.20	
Anatole- Coronet	Lennar	FR		DTMU	56	0	3	1	0	0	41	41	1.33	1.33	
Arboralla - Clementine	Lennar	CV		DTST	137	0	4	1	1	1	44	44	1.58	1.58	
Bella Vista Skye	Lennar	FT		DTST	54	0	2	1	0	0	32	32	0.82	0.82	
Brambles- Starling	Lennar	FR		ATST	150	0	4	14	0	1	38	38	1.23	1.23	
Brambles- Wlde	Lennar	FR		DTST	89	4	2	7	3	0	33	33	1.07	1.07	
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	4	3	0	0	53	53	1.19	1.26	
Fancher Creek - Coronet II	Lennar	FR		DTMU	138	0	1	3	0	0	4	4	1.87	1.87	
Fancher Creek California II	Lennar	FR		DTMU	106	0	2	3	1	0	16	16	2.04	2.04	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	0	5	1	0	0	117	5	0.91	0.12	
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	1	1	0	0	54	52	1.22	1.24	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	4	3	0	0	17	8	0.29	0.19	
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	3	3	0	0	52	34	0.88	0.81	
Heritage Grove - Homestead	Lennar	CV		DTMU	44	0	2	3	0	0	36	24	0.61	0.57	
Heritage Grove- Pinnacle	Lennar	CV		DTMU	47	0	1	3	0	0	38	36	0.64	0.86	
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	3	15	0	0	12	12	0.44	0.44	
<b>TOTALS: No. Reporting: 26</b>		<b>Avg. Sales: 0.46</b>			<b>Traffic to Sales: 7 : 1</b>				<b>84</b>	<b>108</b>	<b>15</b>	<b>3</b>	<b>1443</b>	<b>862</b>	<b>Net: 12</b>

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

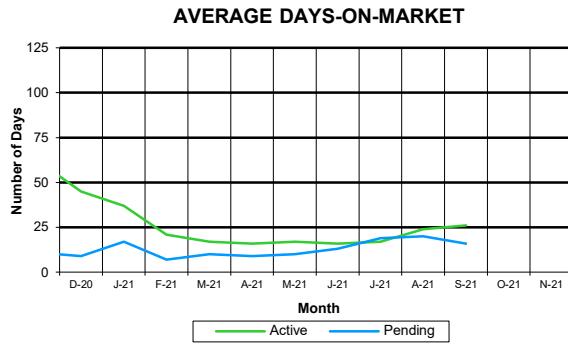
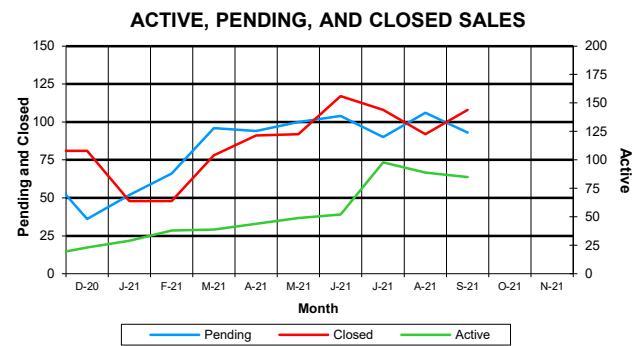
Central Valley			Projects Participating: 105								
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 104</b>		<b>Avg. Sales: 0.83</b>		<b>Traffic to Sales: 12 : 1</b>	<b>280</b>	<b>1186</b>	<b>100</b>	<b>14</b>	<b>7109</b>	<b>4183</b>	<b>Net: 86</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

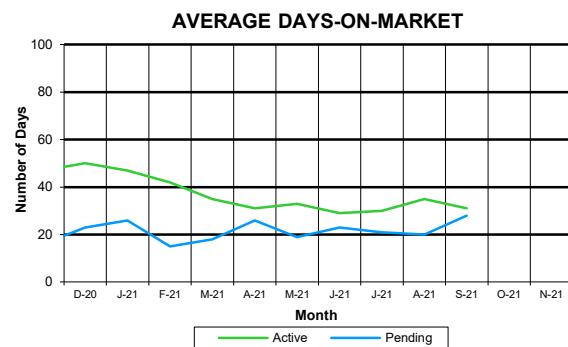
## Tracy SFD Monthly MLS Survey

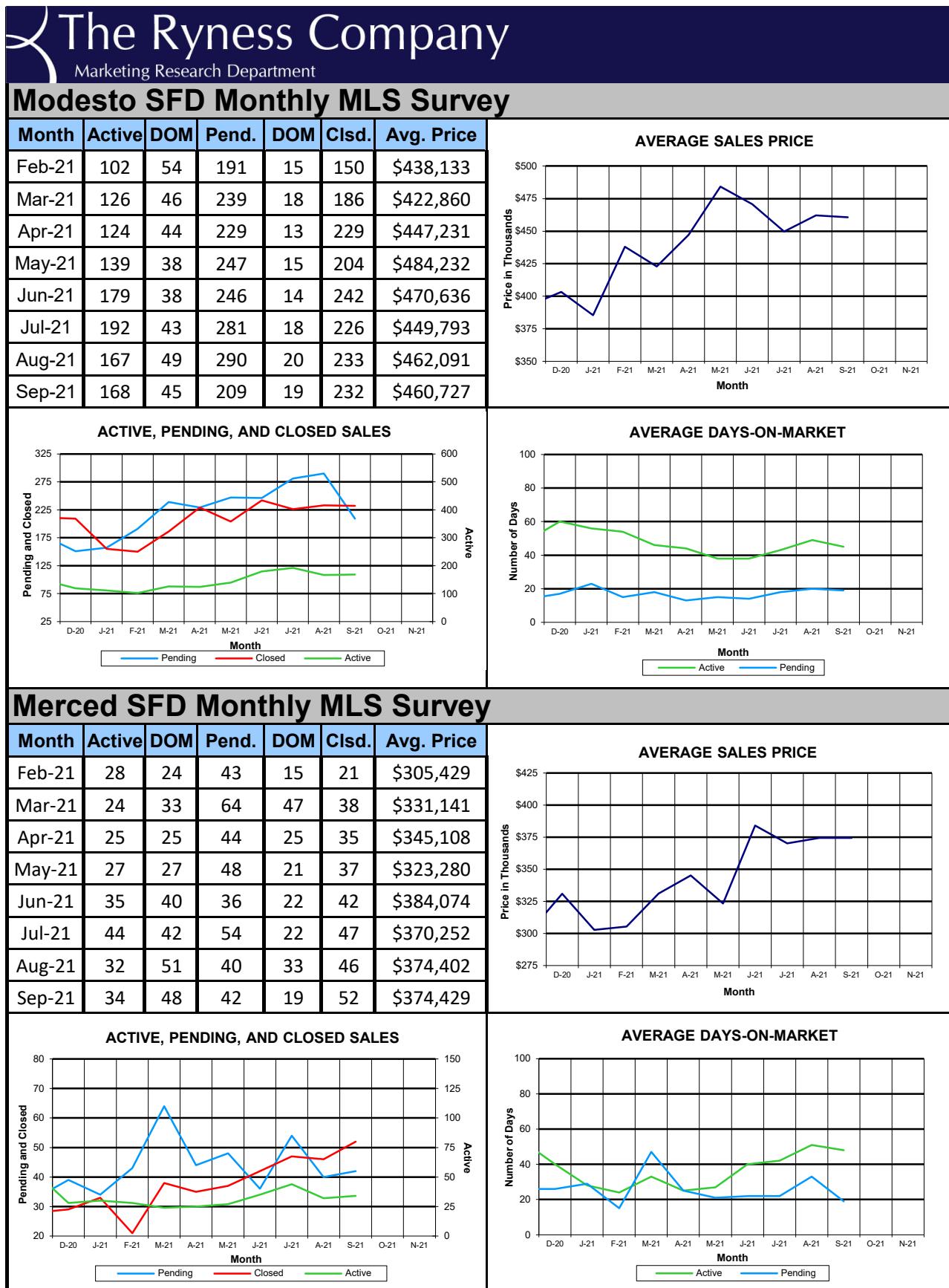
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	38	21	66	7	48	648,786
Mar-21	39	17	96	10	78	654,403
Apr-21	44	16	94	9	91	686,730
May-21	49	17	100	10	92	716,063
Jun-21	52	16	104	13	117	757,282
Jul-21	98	17	90	19	108	763,042
Aug-21	89	24	106	20	92	733,410
Sep-21	85	26	93	16	108	693,990



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	147	42	268	15	169	\$394,648
Mar-21	159	35	288	18	256	\$414,473
Apr-21	161	31	312	26	221	\$429,241
May-21	191	33	300	19	255	\$430,179
Jun-21	233	29	307	23	282	\$448,688
Jul-21	280	30	325	21	255	\$443,210
Aug-21	282	35	286	20	240	\$464,896
Sep-21	281	31	275	28	275	\$459,173





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

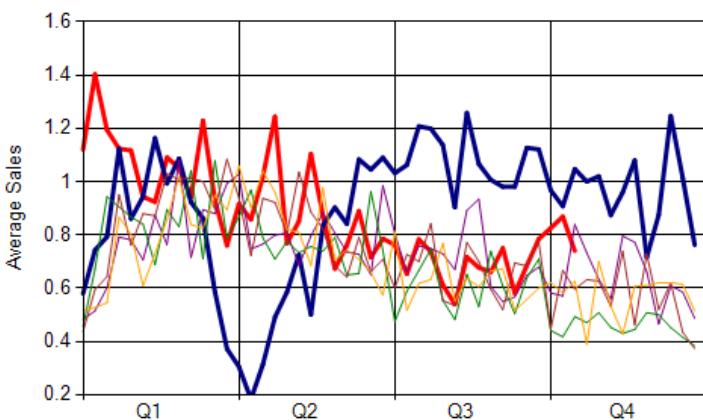


**Ending: Sunday, October 24, 2021**

## Sacramento Week 42

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		19	381	18	1	17	0.89	0.79	13%	0.85	5%	
Central & North Sacramento		40	496	30	6	24	0.60	0.89	-32%	0.79	-24%	
Folsom		17	284	10	2	8	0.47	0.93	-49%	0.68	-31%	
El Dorado		9	76	7	1	6	0.67	0.76	-12%	0.67	0%	
Placer & Nevada		65	845	69	8	61	0.94	0.92	2%	0.64	46%	
Yolo		4	31	2	1	1	0.25	0.76	-67%	0.43	-41%	
Amador County		1	8	1	0	1	1.00	0.56	80%	0.50	100%	
Northern Counties		10	102	11	7	4	0.40	0.77	-48%	0.76	-48%	
<b>Current Week Totals</b>	Traffic : Sales	<b>15 : 1</b>	<b>165</b>	<b>2223</b>	<b>148</b>	<b>26</b>	<b>122</b>	<b>0.74</b>	<b>0.87</b>	<b>-15%</b>	<b>0.71</b>	<b>4%</b>
Per Project Average				13	0.90	0.16	0.74					
<b>Year Ago - 10/25/2020</b>	Traffic : Sales	<b>16 : 1</b>	<b>149</b>	<b>2661</b>	<b>167</b>	<b>18</b>	<b>149</b>	<b>1.00</b>	<b>0.88</b>	<b>13%</b>	<b>1.05</b>	<b>-5%</b>
% Change			11%	-16%	-11%	44%	-18%	-26%	-2%		-33%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 42

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2016	131	27	0.87	0.15	0.72	0.69
■	2017	137	27	0.92	0.15	0.77	0.73
■	2018	130	26	0.86	0.14	0.71	0.66
■	2019	141	22	0.89	0.13	0.76	0.73
■	2020	150	16	1.03	0.15	0.88	0.89
■	2021	162	17	0.96	0.10	0.87	0.87
% Change:		8%	7%	-7%	-36%	-2%	-3%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
<b>CONV</b>			U.S. housing starts decreased in September, driven by a pullback in multifamily construction, as lingering supply-chain constraints, shortages of skilled labor and elevated materials costs continue to challenge builders. Residential starts fell 1.6% last month to a 1.56 million annualized rate, according to government data. The medium estimate in a Bloomberg survey called for a 1.62 million pace. Applications to build, fell 7.7% to an annualized 1.59 million units in September, the largest monthly decline since February. The drop was driven by a sharp decrease in multifamily permits. Cheap borrowing costs and a pandemic-fueled migration to the suburbs supported housing demand and construction through late 2020 and earlier this year. But high materials costs, unpredictable supply-chain delays and labor shortages have strained builders' ability to keep up with still-solid demand in more recent months. Single-family starts were unchanged in September at an annualized 1.08 million units as multifamily starts - which tend to be volatile and include apartment buildings and condominiums - decreased 5% to 475,000. The report indicates builders are making little headway on project backlog. The number of single-family homes authorized for construction but not yet started - edged lower to 144,000 in September but remains near a 15-year high. Source: Bloomberg				
<b>FHA</b>							
<b>10 Yr Yield</b>							
							

# The Ryness Report

Week Ending  
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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19										
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Veranda at River Oaks	Elliott	GT		DTST	60	0	6	4	0	0	42	36	0.74	0.86	
Reridae	KB Home	GT		DTST	69	0	2	15	2	0	46	46	1.49	1.49	
Vintage Park	KB Home	SO		ATST	81	0	1	29	2	0	40	40	1.89	1.89	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	0	3	4	2	1	55	39	1.02	0.93	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	2	10	1	0	107	34	0.88	0.81	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	1	10	0	0	107	21	0.82	0.50	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	2	15	1	0	183	37	1.13	0.88	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	2	19	3	0	55	39	1.05	0.93	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	2	10	1	0	105	25	0.81	0.60	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	3	1	0	0	297	40	0.88	0.95	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	2	0	0	0	78	16	0.68	0.38	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	19	1	0	27	27	1.60	1.60	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	4	5	0	0	85	32	1.12	0.76	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	3	74	2	0	94	33	0.90	0.79	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	6	75	0	0	74	27	0.72	0.64	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	12	76	1	0	81	35	0.78	0.83	
Cedar Creek	Tim Lewis	GT		ATMJ	112	0	7	7	1	0	8	8	0.78	0.78	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	4	1	0	19	19	0.91	0.91	
Glendon Vineyards	Woodside	VN		DTST	103	0	1	4	0	0	95	38	0.79	0.90	
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 0.89</b>			<b>Traffic to Sales: 21 : 1</b>				<b>63</b>	<b>381</b>	<b>18</b>	<b>1</b>	<b>1598</b>	<b>592</b>	<b>Net: 17</b>

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

Development Name	Developer	City Code	Notes	Type	Projects Participating: 18													
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	1	16	0	0	29	19	0.55	0.45				
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	1	15	0	0	47	27	0.68	0.64				
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	15	0	0	38	19	0.55	0.45				
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	5	4	27	3	0	91	28	0.82	0.67				
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	3	22	0	0	88	22	0.79	0.52				
Heritage at Gum Ranch	Elliott	FO		DTMJ	113	4	3	37	6	0	98	45	0.78	1.07				
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	2	15	1	0	58	58	1.60	1.60				
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	3	8	0	0	40	34	0.85	0.81				
Oaks at Mitchell	KB Home	CH		DTST	74	0	2	14	1	0	41	41	1.59	1.59				
Ventana	Lennar	RO		DTMJ	160	0	1	9	2	0	91	22	0.77	0.52				
Verdant	Lennar	RO		DTST	157	0	1	2	0	0	83	39	1.04	0.93				
Viridian	Lennar	RO		DTST	185	0	2	8	0	0	113	46	0.93	1.10				
Montelena	Premier Homes	RO		DTST	169	0	1	20	0	0	162	51	1.54	1.21				
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	1	2	0	0	23	8	0.23	0.19				
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	4	0	1	1	30	14	0.30	0.33				
Alderwood	Watt	RO		DTMJ	54	0	3	1	0	0	51	31	0.71	0.74				
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	9	0	0	22	22	0.55	0.55				
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	12	1	0	101	43	0.90	1.02				
<b>TOTALS: No. Reporting: 18</b>			<b>Avg. Sales: 0.78</b>		<b>Traffic to Sales: 15 : 1</b>				<b>38</b>	<b>232</b>	<b>15</b>	<b>1</b>	<b>1206</b>	<b>569</b>				
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks																		
<b>Net: 14</b>																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22										
North Sacramento					Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Artisan - The Cove	Beazer	SO		DTST	145	0	6	1	0	0	80	44	0.75	1.05	
Edgeview - The Cove	Beazer	SO		ATST	156	0	17	7	0	1	76	48	1.08	1.14	
Westward - The Cove	Beazer	SO		DTST	122	0	4	4	0	0	43	11	0.52	0.26	
Windrow - The Cove	Beazer	SO		DTST	167	0	1	3	0	0	96	26	0.94	0.62	
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	5	10	0	1	90	42	0.89	1.00	
Mbraga	DR Horton	AO		DTMJ	162	4	3	24	3	0	99	64	1.52	1.52	
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	2	8	1	0	7	7	0.82	0.82	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	3	3	33	1	0	54	42	0.96	1.00	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	1	28	1	0	56	49	1.00	1.17	
Northlake - Atla	Lennar TSO	SO		DTMJ	116	0	TSO	10	0	0	35	35	0.87	0.87	
Northlake - Bleau	Lennar	SO		DTMJ	236	0	1	10	0	1	45	45	1.12	1.12	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	10	2	0	33	33	0.82	0.82	
Northlake - Drifton	Lennar TSO	SO		DTMJ	134	1	TSO	10	2	0	27	27	0.85	0.85	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	10	1	0	41	41	1.02	1.02	
Northlake - Shor	Lennar	SO		DTMJ	140	0	1	10	1	0	42	42	1.05	1.05	
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	0	TSO	10	0	0	40	40	1.00	1.00	
Northlake - Wavmrr	Lennar	SO		DTMJ	153	0	1	10	1	0	42	42	1.05	1.05	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	2	7	1	0	6	6	0.57	0.57	
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	3	20	0	1	112	78	1.38	1.86	
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	0	3	22	0	1	54	54	1.81	1.81	
Mystique	Watt	SO		ATST	57	0	2	9	0	0	48	11	0.46	0.26	
Portisol at Artisan Square	Watt	SO		ATST	112	0	3	8	1	0	41	30	0.77	0.71	
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.45</b>			<b>Traffic to Sales: 18 : 1</b>				<b>59</b>	<b>264</b>	<b>15</b>	<b>5</b>	<b>1167</b>	<b>817</b>	<b>Net: 10</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17										
Folsom Area					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	4	4	10	1	0	88	37	1.04	0.88	
Sycamore Creek	JMC	FM		DTMJ	86	0	1	28	0	0	28	26	0.62	0.62	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	21	1	1	62	52	1.29	1.24	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	3	3	16	1	0	37	37	1.31	1.31	
Aster at White Rock Springs	Lennar	FM		DTMJ	90	3	3	2	0	0	15	15	0.85	0.85	
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	1	2	1	1	20	20	1.14	1.14	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	1	30	2	0	43	43	1.16	1.16	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	3	30	0	0	106	53	1.17	1.26	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	2	0	0	0	54	32	0.73	0.76	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	1	3	0	0	63	39	0.91	0.93	
Stone Bluff at White Rock	Richmond American	FM		DTMJ	81	0	1	3	0	0	18	18	0.70	0.70	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	5	5	0	0	97	36	0.96	0.86	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	1	5	4	0	0	98	24	1.00	0.57	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	2	4	32	2	0	56	38	1.05	0.90	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	26	1	0	72	35	0.83	0.83	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	1	36	1	0	111	39	1.11	0.93	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	2	36	0	0	37	37	1.02	1.02	
<b>TOTALS: No. Reporting: 17</b>					<b>Traffic to Sales: 28 : 1</b>				<b>41</b>	<b>284</b>	<b>10</b>	<b>2</b>	<b>1005</b>	<b>581</b>	<b>Net: 8</b>
City Codes: FM = Folsom															

El Dorado County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Revere	Blue Mountain	RE	Rsv's	DTMJ	51	0	2	11	2	0	23	23	0.91	0.91	
Alder at Saratoga Estates	Elliott TSO	BH		DTMJ	115	0	TSO	17	0	0	67	38	1.01	0.90	
Manzanita at Saratoga	Elliott TSO	BH		DTMJ	202	0	TSO	17	0	0	40	25	0.65	0.60	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	1	10	1	0	24	19	0.50	0.45	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	2	0	0	0	76	23	0.77	0.55	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	92	0	2	6	0	0	90	28	0.56	0.67	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	165	0	3	6	1	1	147	34	0.91	0.81	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	3	3	6	2	0	155	51	0.96	1.21	
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	1	3	1	0	10	10	0.60	0.60	
<b>TOTALS: No. Reporting: 9</b>					<b>Traffic to Sales: 11 : 1</b>				<b>14</b>	<b>76</b>	<b>7</b>	<b>1</b>	<b>632</b>	<b>251</b>	<b>Net: 6</b>
City Codes: RE = Rescue, BH = El Dorado Hills															

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Placer County				Type	Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	13	5	0	0	19	19	0.73	0.73
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	13	4	0	0	11	11	0.60	0.60
Milestone at Sierra Pne	Black Pne	R/K		DTST	61	0	2	12	0	0	31	27	0.67	0.64
Carnelian	Blue Mountain	GB		ATMJ	28	0	1	10	0	0	16	16	0.46	0.46
Cresleigh Havenwood	Cresleigh	LL	Rsv's	DTMJ	83	0	2	12	0	0	2	2	0.22	0.22
Balboa	DR Horton	R/V		DTST	127	3	5	10	2	1	41	41	1.46	1.46
Cerrada	DR Horton	LL		DTST	166	3	4	16	2	0	114	69	1.33	1.64
Heartland at Independence	DR Horton	LL		DTMJ	98	3	3	15	2	0	12	12	1.45	1.45
Traditions at Independence	DR Horton	LL		DTST	97	3	2	3	3	0	11	11	0.86	0.86
Winding Creek- The Wilds	DR Horton	R/V		DTST	62	3	3	19	1	1	50	50	1.57	1.57
Turkey Creek Estates	Elliott	LL		DTMJ	51	0	8	60	0	0	17	17	0.98	0.98
Broadlands	JMC	LL		DTST	77	0	3	10	0	0	73	43	1.07	1.02
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	0	1	49	1	0	26	26	0.95	0.95
Meadow brook at Fiddymont Farms	JMC	R/V		DTMJ	80	3	2	45	3	0	33	33	1.20	1.20
Monument Village at Sierra Vista	JMC	R/V		DTST	187	4	4	21	4	0	169	59	1.36	1.40
Palisade Village	JMC	R/V		DTST	232	4	3	30	4	2	167	68	1.55	1.62
Pinnacle Village	JMC	R/V		DTMJ	127	0	2	14	0	0	121	30	0.97	0.71
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	4	26	1	1	54	38	0.95	0.90
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	0	2	53	2	1	23	23	0.84	0.84
Sentinel	JMC	R/V		DTST	132	0	3	20	0	0	125	49	1.47	1.17
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	4	7	1	0	99	42	1.25	1.00
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	3	1	0	41	21	0.45	0.50
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	3	3	3	1	0	117	44	0.89	1.05
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	2	12	1	0	25	25	0.80	0.80
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	5	4	12	2	0	154	50	1.22	1.19
Andorra at Sierra West	Lennar	R/V		DTMJ	101	3	3	4	2	0	45	37	0.82	0.88
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	3	3	11	1	0	53	45	1.04	1.07
Breckenridge at Sierra West	Lennar	R/V		DTMJ	181	0	2	2	0	0	1	1	0.41	0.41
Chantilly at Campus Oaks	Lennar	R/V		DTMJ	86	0	1	10	2	0	8	8	1.87	1.87
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	3	3	4	1	0	37	34	0.84	0.81
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	117	0	2	2	0	0	1	1	0.09	0.09
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	0	1	4	0	0	154	31	0.85	0.74
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	3	3	4	1	0	150	40	0.83	0.95
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	0	1	4	2	0	166	31	0.90	0.74
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	142	0	2	2	0	0	1	1	0.08	0.08
Lumiere at Sierra West	Lennar	R/V		DTMJ	129	0	1	16	2	1	46	37	0.82	0.88
Meribel at Sierra West	Lennar	R/V		DTMJ	98	0	3	4	0	0	48	30	0.81	0.71
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	30	0	3	2	0	0	3	3	0.33	0.33
Novara at Fiddymont	Lennar	R/V		DTST	105	0	1	6	2	0	66	33	0.97	0.79
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	0	3	9	1	1	65	36	0.94	0.86
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	100	0	1	10	2	0	67	34	0.90	0.81
St. Moritz at Sierra	Lennar	R/V		DTMJ	143	3	3	4	1	0	48	42	0.84	1.00
Meadowlands 60s	Meritage	LL		DTMJ	92	3	1	15	3	0	24	24	1.08	1.08
Meadowlands 70s	Meritage	LL		DTMJ	15	0	4	0	0	0	4	4	0.51	0.51
Winding Creek - Trek	Meritage	R/V		DTMJ	74	3	4	18	2	0	53	53	1.51	1.51

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 64									
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	3	1	5	3	0	69	43	0.98	1.02
Revere at Independence	Richmond American	LL		DTMJ	122	0	1	6	2	0	60	60	1.46	1.43
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	3	3	4	2	0	56	44	1.07	1.05
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	2	14	7	0	0	45	45	1.21	1.21
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	26	2	1	0	90	50	1.23	1.19
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	9	1	0	0	53	31	0.72	0.74
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	2	7	6	0	0	34	34	0.92	0.92
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	3	29	20	0	0	36	36	1.42	1.42
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	8	27	1	0	29	29	1.15	1.15
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	2	33	20	1	0	24	24	0.95	0.95
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	12	2	1	0	36	8	0.49	0.19
Eureka Grove	The New Home Co	GB		DTMJ	72	3	3	68	3	0	3	3	0.70	0.70
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	3	17	0	0	65	26	0.58	0.62
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	1	19	1	0	32	32	1.04	1.04
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	2	0	0	0	100	26	0.79	0.62
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	19	1	0	23	23	0.75	0.75
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	71	0	3	12	0	0	60	47	1.20	1.12
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	3	4	0	0	85	39	0.96	0.93
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	1	0	0	86	31	0.63	0.74
<b>TOTALS: No. Reporting: 64</b>		<b>Avg. Sales: 0.95</b>			<b>Traffic to Sales: 12 : 1</b>			<b>304</b>	<b>842</b>	<b>69</b>	<b>8</b>	<b>3577</b>	<b>1982</b>	<b>Net: 61</b>

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

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers	GV		DTST	45	0	2	3	0	0	21	11	0.14	0.26
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>2</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>11</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Riverchase	Anthem United	WS		DTST	222	0	5	8	0	0	208	39	1.02	0.93
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	3	9	1	1	20	20	0.72	0.72
Cannery - Gala	The New Home Co	DV		ATMJ	120	0	2	7	1	0	93	20	0.44	0.48
Rines at Spring Lake	Woodside	WL		DTMJ	83	0	3	7	0	0	78	35	0.87	0.83
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.25</b>			<b>Traffic to Sales: 16 : 1</b>			<b>13</b>	<b>31</b>	<b>2</b>	<b>1</b>	<b>399</b>	<b>114</b>	<b>Net: 1</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	2	8	1	0	5	5	0.60	0.60	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 8 : 1</b>	<b>2</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>5</b>	<b>5</b>	<b>Net: 1</b>
City Codes: PLY = Plymouth															

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. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	2	6	1	0	102	31	1.23	0.74	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 6 : 1</b>	<b>2</b>	<b>6</b>	<b>1</b>	<b>0</b>	<b>102</b>	<b>31</b>	<b>Net: 1</b>
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	4	4	24	2	0	60	22	0.68	0.52	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMU	52	0	2	1	1	0	45	12	0.51	0.29	
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	3	5	26	2	2	12	12	1.31	1.31	
Sumerset at The Orchards	JMC	MS		DTST	96	0	3	10	1	2	85	36	1.13	0.86	
Sonoma Ranch	Lennar	PLK		DTST	208	0	1	13	2	0	193	34	1.03	0.81	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	5	1	0	40	30	0.71	0.71	
Crosswinds at River Oaks	Meritage	PLK		DTMU	72	0	3	10	0	0	28	28	1.26	1.26	
Seasons at River Oaks	Richmond American	OL		DTST	83	0	5	5	1	2	41	41	1.00	0.98	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	139	0	4	2	0	1	65	43	1.06	1.02	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.33</b>						<b>Traffic to Sales: 10 : 1</b>	<b>29</b>	<b>96</b>	<b>10</b>	<b>7</b>	<b>569</b>	<b>258</b>	<b>Net: 3</b>
City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst															

Sacramento			Projects Participating: 165								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 165</b>		<b>Avg. Sales: 0.74</b>		<b>Traffic to Sales: 15 : 1</b>	<b>567</b>	<b>2223</b>	<b>148</b>	<b>26</b>	<b>10281</b>	<b>5211</b>	<b>Net: 122</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

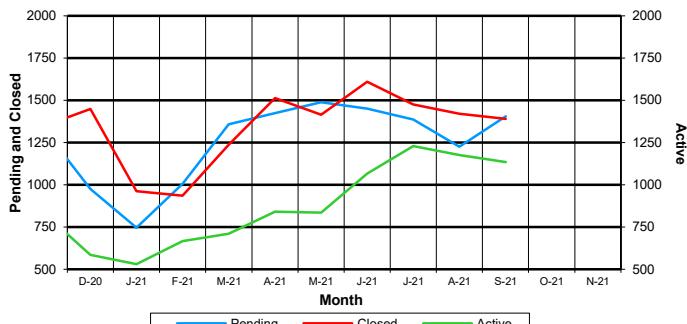
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	668	44	1,006	16	935	\$485,450
Mar-21	710	32	1,359	15	1,236	\$523,890
Apr-21	841	29	1,425	14	1,513	\$544,654
May-21	836	30	1,489	15	1,414	\$563,866
Jun-21	1,066	28	1,450	15	1,610	\$573,377
Jul-21	1,230	31	1,387	18	1,475	\$564,023
Aug-21	1,176	35	1,225	21	1,420	\$580,299
Sep-21	1,135	36	1,405	22	1,391	\$557,624

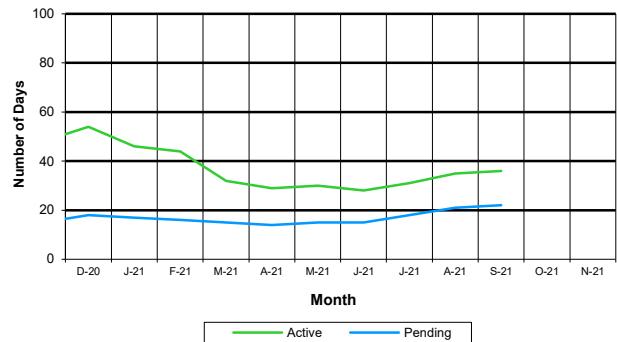
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



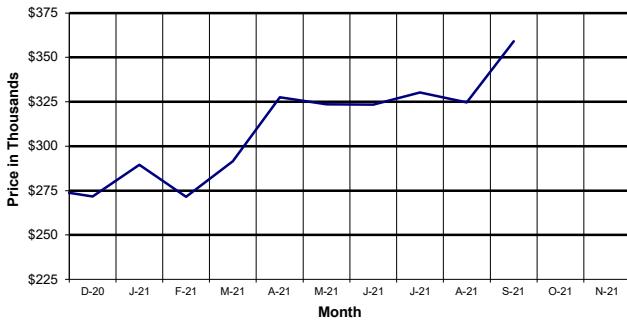
### AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	77	52	116	13	70	\$271,417
Mar-21	84	34	159	24	174	\$291,493
Apr-21	85	25	167	18	168	\$327,501
May-21	82	19	166	19	151	\$323,499
Jun-21	119	26	178	18	159	\$323,324
Jul-21	138	26	151	20	188	\$330,251
Aug-21	118	27	132	21	152	\$324,630
Sep-21	107	33	171	21	139	\$359,107

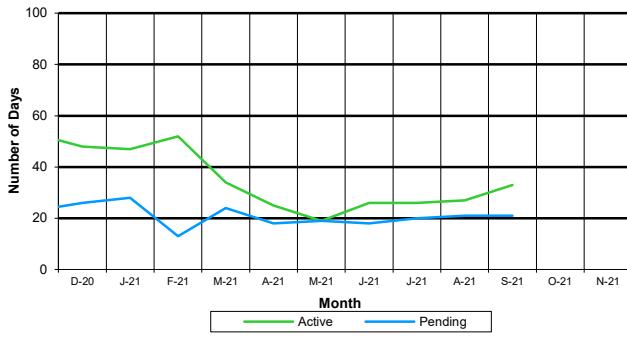
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





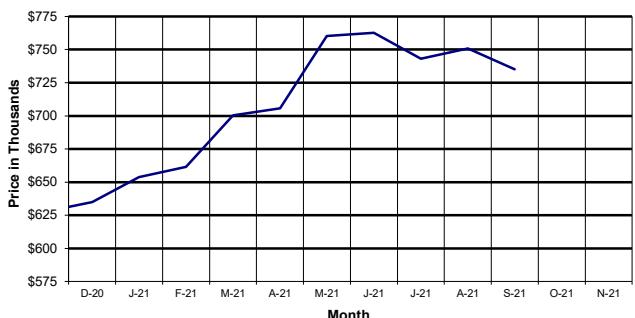
# The Ryness Company

Marketing Research Department

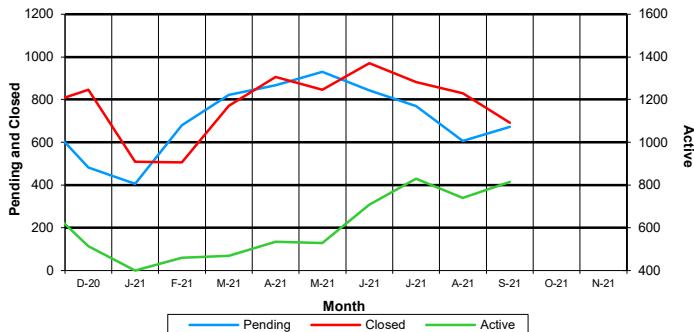
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	459	48	680	23	505	\$661,570
Mar-21	469	38	822	20	771	\$700,368
Apr-21	535	35	867	18	906	\$705,767
May-21	529	37	929	19	846	\$760,290
Jun-21	708	32	842	17	970	\$762,605
Jul-21	829	38	769	19	882	\$743,192
Aug-21	739	46	606	23	829	\$750,729
Sep-21	815	48	672	25	692	\$735,158

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



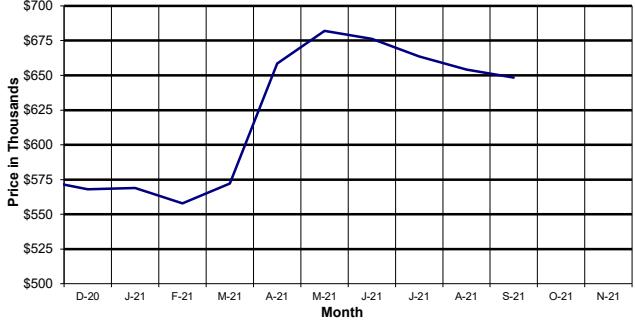
AVERAGE DAYS-ON-MARKET



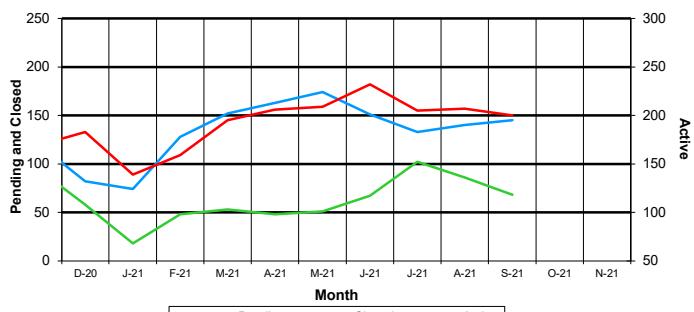
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-21	98	54	128	18	109	\$557,885
Mar-21	103	43	152	21	145	\$572,195
Apr-21	98	47	163	21	156	\$658,498
May-21	101	47	174	23	159	\$682,003
Jun-21	117	44	151	20	182	\$676,184
Jul-21	152	41	133	24	155	\$663,476
Aug-21	136	48	140	22	157	\$654,226
Sep-21	118	44	145	28	150	\$648,462

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

