

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



**CALIBER**  
HOME LOANS

NATIONAL BUILDER DIVISION

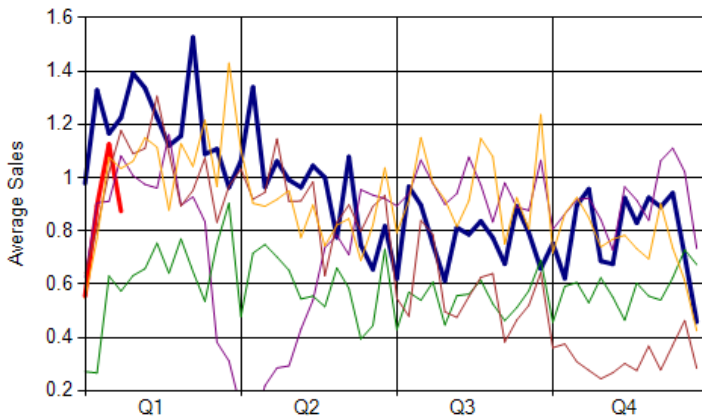
## Bay Area

Week 4

Ending: Sunday, January 30, 2022

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
Alameda			27	381	23	1	22	0.81	0.88	-7%	1.03	-21%
Contra Costa			26	448	26	3	23	0.88	0.72	23%	0.68	29%
Sonoma, Napa			12	89	4	1	3	0.25	0.40	-38%	0.38	-35%
San Francisco, Marin			4	39	2	0	2	0.50	0.56	-11%	0.40	25%
San Mateo			5	30	1	1	0	0.00	0.55	-100%	0.77	-100%
Santa Clara			15	265	21	0	21	1.40	1.30	8%	1.12	25%
Monterey, Santa Cruz, San Benito			8	90	5	1	4	0.50	0.97	-48%	0.92	-46%
Solano			14	119	25	3	22	1.57	1.09	44%	0.64	145%
Current Week Totals		Traffic : Sales 14 : 1	111	1461	107	10	97	0.87	0.86	1%	0.81	7%
Per Project Average			13		0.96	0.09	0.87					
Year Ago - 01/31/2021		Traffic : Sales 13 : 1	129	2205	167	9	158	1.22	1.17	4%	0.94	30%
% Change			-14%	-34%	-36%	11%	-39%	-29%	-26%	-13%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 4


### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	141	26	0.97	0.11	0.86	0.90
■	2018	139	39	1.00	0.09	0.91	0.70
■	2019	142	17	0.52	0.09	0.44	0.58
■	2020	158	19	0.94	0.06	0.88	0.80
■	2021	133	16	1.25	0.08	1.17	0.93
■	2022	112	13	0.95	0.09	0.86	0.86
<b>% Change:</b>		-16%	-21%	-24%	11%	-26%	-8%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	The release of January's NAHB/Wells Fargo Housing Market Index showed that the HMI declined one point to a still-elevated 83 in January, ending a four-month streak of gains. Mounting inflation concerns and ongoing supply chain disruptions weighed on expectations for future conditions, even as consumer demand remained relatively robust. Builders' assessment of current single-family sales held steady at 90, while gauges for future sales and traffic of prospective buyers weakened slightly to 83 and 69 respectively. Material shortages and limited labor availability have extended building timelines and constrained the pace of home completions. After falling lower in the second half of 2021, lumber prices are now on the rise again and are up over 120% over the past two months. Supply issues are also significantly pushing up costs. The NAHB estimates the aggregate cost of residential construction materials has increased almost 19% since December 2020. Despite these supply-related challenges, home building finished 2021 on a strong note. Housing starts rose a stronger-than-expected 1.4% in December, rising to a 1.702 million-unit annual pace. The pace of single-family construction continues to be bolstered by the tremendous backlog of new projects, which should keep activity humming in the coming months. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
	3.49%	3.53%	
FHA	3.25%	3.60%	
10 Yr Yield	1.80%		
			



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 24									
					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
Enclave - Alpine Collection	Century	FR		DTMJ	81	6	4	30	5	0	77	6	0.71	1.50
Enclave - Cascade Collection	Century	FR		ATMJ	81	4	4	25	1	0	56	5	0.52	1.25
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	5	0	0	0	39	0	0.33	0.00
Apricot Grove	DR Horton	HY		DTMJ	38	0	5	35	2	1	15	8	1.14	2.00
Hideaway, The	DR Horton	HY		ATMJ	59	0	2	18	1	0	41	4	1.13	1.00
Pomegranate	DR Horton	NK		DTMJ	21	0	2	0	1	0	17	4	1.11	1.00
Aspect at Innovation	Lennar	FR		ATMJ	167	0	1	6	0	0	22	3	1.54	0.75
Bungalows at Bridgeway	Lennar	NK		DTMJ	91	0	1	17	0	0	64	4	0.91	1.00
Cottages at Bridgeway	Lennar	NK		DTMJ	72	0	3	17	0	0	68	1	0.97	0.25
Courts at Bridgeway	Lennar TSO	NK		ATMJ	81	0	TSO	17	0	0	58	0	1.18	0.00
Lumiere at Innovation	Lennar	FR		ATMJ	156	3	1	6	3	0	12	6	1.18	1.50
Matrix at Innovation	Lennar	FR		ATMJ	53	0	2	6	0	0	20	2	1.16	0.50
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	1	17	0	0	30	0	1.24	0.00
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	3	17	0	0	59	3	0.95	0.75
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	1	17	0	0	79	5	1.13	1.25
Aventura	Nuvera Homes TSO	FR		ATMJ	16	0	TSO	28	1	0	12	1	1.11	0.25
Breeze at Bay37	Pulte	AL		DTMJ	30	0	1	11	0	0	25	6	0.46	1.50
Compass at Bay37	Pulte	AL		ATMJ	93	0	1	11	1	0	39	4	0.72	1.00
Landing at Bay37	Pulte	AL		ATMJ	96	0	2	11	1	0	39	8	0.72	2.00
Lookout at Bay37	Pulte	AL		ATMJ	138	0	1	10	0	0	28	1	0.52	0.25
Line at SoHay	Taylor Morrison	HY		ATST	198	0	10	8	2	0	136	10	0.94	2.50
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	7	0	0	91	0	0.63	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	6	2	0	41	4	0.47	1.00
Compass Bay- Newport	Trumark TSO	NK		ATMJ	85	0	TSO	8	3	0	81	6	1.09	1.50
TOTALS: No. Reporting: 24		Avg. Sales: 0.92		Traffic to Sales: 14 : 1				51	328	23	1	1149	91	Net: 22
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 3									
					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
Broadway at Boulevard	Brookfield	TSO	DB	ATMJ	110	0	TSO	14	0	0	73	1	1.32	0.25
Hyde Park at Boulevard	Brookfield	TSO	DB	ATMJ	102	0	TSO	17	0	0	84	0	0.85	0.00
Skyline at Boulevard	Lennar	TSO	DB	ATMJ	114	0	TSO	22	0	0	92	4	0.79	1.00
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: NA			0	53	0	0	249	5	Net: 0	
City Codes: DB = Dublin														

Development Name	Developer	City Code	Notes	Type										
Diablo Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oak Park	Davidon	PH		DTMJ	34	0	8	10	1	0	3	3	1.40	1.40
Woodbury Highlands	Davidon	LF		ATMJ	99	0	19	41	2	0	16	4	0.22	1.00
The Brant	Lennar	LF		ATMJ	66	0	1	0	0	0	5	3	0.49	0.75
Reserve at Pleasant Hill	Ponderosa TSO	PH		DTMJ	17	0	TSO	9	0	0	12	0	0.18	0.00
TOTALS: No. Reporting: 4		Avg. Sales: 0.75		Traffic to Sales: 20 : 1				28	60	3	0	36	10	Net: 3
City Codes: PH = Pleasant Hill, LF = Lafayette														

San Ramon Valley					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Hillcrest at the Preserve		Lennar TSO		SR	ATMJ	104	0	TSO	0	2	0	88	4	1.07	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 0 : 1			0	0	2	0	88	4	Net: 2		
City Codes: SR = San Ramon															

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Village 29	Lafferty	EC	Rsv's	ATMJ	29	0	3	9	0	0	26	3	0.19	0.75
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	9	0	0	26	3	Net: 0	
City Codes: EC = El Cerrito														

Antioch/Pittsburg				Projects Participating: 11									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cielo at Sand Creek- Horizon	Century	AN	DTMJ	175	0	3	58	0	0	125	7	1.66	1.75
Cielo at Sand Creek- Vista	Century	AN	DTMJ	96	0	2	1	0	1	94	0	1.25	0.00
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	7	19	1	0	219	3	0.96	0.75
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	9	28	1	0	68	3	1.03	0.75
Luca at Aviano	DeNova	AN	DTMJ	194	4	2	86	2	0	44	2	1.77	0.50
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	0	1	3	0	0	99	0	0.71	0.00
Luna at Aviano	Lennar	AN	DTMJ	102	0	1	3	1	1	14	3	1.51	0.75
Oriana at Aviano	Lennar	AN	DTMJ	115	0	4	3	0	0	15	4	1.62	1.00
Haven at Vista Del Mar	Taylor Morrison TSO	PT	DTST	60	0	TSO	5	0	0	38	3	0.68	0.75
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	1	9	0	0	57	4	0.88	1.00
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	4	9	3	0	17	5	0.60	1.25
TOTALS: No. Reporting: 11		Avg. Sales: 0.55		Traffic to Sales: 28 : 1			34	224	8	2	790	34	Net: 6
City Codes: AN= Antioch, PT = Pittsburg													

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Delta Coves	Blue Mountain TSO	BI		DTMJ	81	0	TSO	19	0	0	69	0	0.55	0.00
Chandler	Brookfield	BT		DTMJ	160	0	5	46	2	0	39	8	1.67	2.00
Southport at Delaney Park	Brookfield	OY		DTMJ	104	0	4	12	2	0	100	3	0.87	0.75
Ashbury	KB Home	OY		ATST	69	0	2	2	0	0	67	-1	0.89	-0.25
Alicante	Meritage	OY		DTMJ	133	0	1	21	2	0	95	6	1.58	1.50
Vines, The	Meritage	OY		DTST	63	0	1	11	2	1	62	5	1.12	1.25
Terrene	Pulte S/O	BT		DTMJ	326	0	S/O	1	3	0	326	2	2.12	0.50
Middlefield at Delaney Park	Richmond American	OY		DTMJ	96	0	1	1	0	0	95	0	0.94	0.00
Orchard Trails	Shea	BT		DTMJ	78	3	2	42	2	0	12	2	0.93	0.50
TOTALS: No. Reporting: 9		Avg. Sales: 1.33		Traffic to Sales: 12 : 1				16	155	13	1	865	25	Net: 12
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

Sonoma, Napa Counties					Projects Participating: 12									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Village Station	Blue Mountain	SR	Rsv's	ATMJ	110	0	3	5	0	1	100	3	0.48	0.75
Live Oak at University	KB Home	RP		DTMJ	104	0	1	10	0	0	103	0	0.77	0.00
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	3	3	11	1	0	19	2	0.76	0.50
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.12	0.00
Juniper at University	Richmond American	RP		DTMJ	150	0	3	0	0	0	147	0	0.75	0.00
Preserve at Kessing Ranch	Richmond American S/O	IC		DTMJ	47	0	S/O	1	1	0	47	3	0.46	0.75
Meadow Creek	Ryder TSO	SR		DTMJ	48	0	TSO	17	0	0	24	0	0.72	0.00
Riverfront	TRI Pointe	PET		DTMJ	134	0	1	22	2	0	65	7	1.01	1.75
Arden	W Marketing	HB		DTMJ	29	10	19	14	0	0	10	1	0.18	0.25
Qty 44	W Marketing	SR		ATMJ	44	0	3	5	0	0	8	1	0.37	0.25
Paseo Vista	W Marketing	SR		DTST	128	0	3	0	0	0	57	0	0.25	0.00
The Gardens	W Marketing	SR		DTST	87	3	3	4	0	0	84	3	1.02	0.75
TOTALS: No. Reporting: 12		Avg. Sales: 0.25		Traffic to Sales: 22 : 1				40	89	4	1	680	20	Net: 3
City Codes: SR = Santa Rosa, RP = Rohnert Park, PET = Petaluma, IC = Cotati, HB = Healdsburg														

Marin County					Projects Participating: 3									
					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
Atherton Place	KB Home	NV	ATMJ	50	0	1	13	1	0	45	4	0.63	1.00	
Verandah	Landsea	NV	Rsv's	ATMJ	80	4	3	7	1	0	10	2	0.43	0.50
The Strand	Trumark	SN	DTMJ	37	0	3	12	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 16 : 1			7	32	2	0	55	6	Net: 2	
City Codes: NV = Novato, SN = San Rafael														

Development Name	Developer	City Code	Notes	Type										
San Francisco County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lofton at Portola	TRI Pointe	SF	Rsv's	ATMJ	54	0	2	7	0	0	16	3	0.34	0.75
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	7	0	0	16	3	Net: 0	
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Foster Square	Lennar	FC	AAAT	200	0	1	0	0	0	199	2	0.68	0.50	
One 90 - Borelle	Pulte	SM	DTMJ	29	0	2	8	0	0	22	1	0.41	0.25	
One 90 - Cobalt	Pulte	SM	ATMJ	54	0	2	7	0	0	3	3	0.91	0.75	
One 90 - Indigo	Pulte	SM	ATMJ	54	0	2	8	0	0	9	4	0.88	1.00	
One 90 - Slate	Pulte	SM	ATMJ	57	0	3	7	1	1	31	1	0.57	0.25	
TOTALS: No. Reporting: 5		Avg. Sales: 0.00		Traffic to Sales: 30 : 1			10	30	1	1	264	11	Net: 0	
City Codes: FC = Foster City, SM= San Mateo														

Santa Clara County					Projects Participating: 15									
					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
Classics at MonteVista	Classics S/O	MV	ATMJ	15	0	S/O	3	1	0	15	2	0.49	0.50	
Maravilla	Dividend TSO	MV	ATMJ	55	4	TSO	34	4	0	44	8	1.41	2.00	
Alina at Glen Loma Ranch	KB Home	GL	DTMJ	46	3	2	14	2	0	24	7	1.68	1.75	
Ascent at Glen Loma Ranch	KB Home	GL	ATMJ	124	0	2	15	1	0	28	7	2.48	1.75	
Asher at Glen Loma Ranch	KB Home	GL	DTMJ	35	0	2	6	1	0	22	3	1.54	0.75	
Latitude at Communications Hill	KB Home	SJ	ATMJ	160	0	3	18	0	0	152	6	2.00	1.50	
Naya	KB Home	SC	ATMJ	58	4	3	37	4	0	46	7	1.00	1.75	
Lavender	Landsea	MV	Rsv's	ATMJ	128	0	1	10	1	0	15	5	0.98	1.25
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	ATMJ	76	10	11	23	2	0	24	6	0.95	1.50	
Bellaterra - Flats	SummerHill	LG	ATMJ	80	5	9	28	1	0	31	6	0.83	1.50	
Bellaterra - Towns	SummerHill	LG	ATMJ	97	5	8	22	0	0	22	3	0.59	0.75	
Montalvo Oaks (Detached)	SummerHill S/O	MS	DTMJ	21	0	S/O	4	1	0	21	2	0.57	0.50	
Nuevo - Terraces	SummerHill	SC	ATST	176	0	6	34	1	0	154	3	0.97	0.75	
Elev8tion- Towns	Taylor Morrison S/O	SV	ATMJ	97	1	S/O	7	2	0	97	6	0.86	1.50	
Ov8tion	Taylor Morrison	SV	ATMJ	107	0	4	10	0	0	47	9	1.33	2.25	
TOTALS: No. Reporting: 15		Avg. Sales: 1.40		Traffic to Sales: 13 : 1			51	265	21	0	742	80	Net: 21	
City Codes: MV = Mountain View , GL = Gilroy, SJ = San Jose, SC = Santa Clara, LG = Los Gatos, MS = Monte Sereno, SV = Sunnyvale														

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Roberts Ranch	KB Home	HO		DTMJ	192	0	3	32	1	0	98	4	1.95	1.00
Serenity at Santana Ranch II	Legacy	HO	Rsv's	DTMJ	31	0	2	11	0	0	23	3	0.79	0.75
Polo Ranch	Lennar	SV		DTMJ	40	0	3	2	0	0	16	3	1.12	0.75
Montclair	Meritage TSO	HO		DTMJ	99	0	TSO	25	1	0	35	7	0.99	1.75
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	4	7	0	1	33	3	1.26	0.75
Enclave, The	Shea	SS		DTMJ	26	0	3	5	2	0	18	3	0.51	0.75
Sea House II at The Dunes	Shea	MA		ATMJ	79	0	3	3	0	0	30	5	1.15	1.25
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	2	5	1	0	12	3	0.46	0.75
TOTALS: No. Reporting: 8		Avg. Sales: 0.50		Traffic to Sales: 18 : 1				20	90	5	1	265	31	Net: 4
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

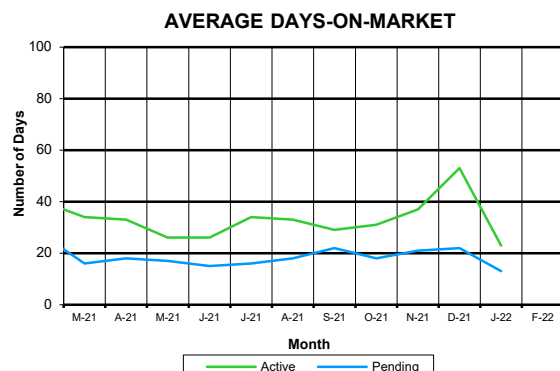
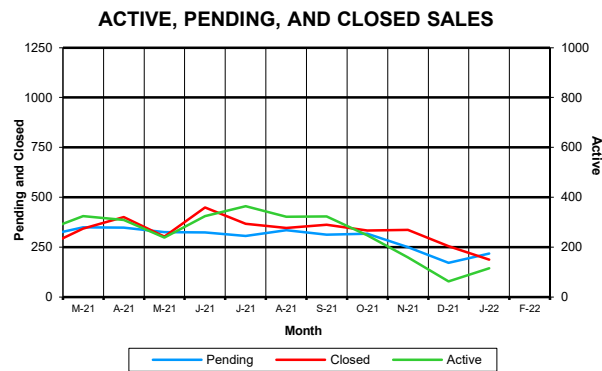
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 17									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	164	0	1	7	2	0	13	3	0.44	0.75
Luminescence at Liberty-Duets	DeNova	RV		AAAT	148	0	6	7	1	0	12	1	0.41	0.25
Savannah II at Homestead	DR Horton	DX		DTST	74	6	2	11	6	0	10	10	7.78	7.78
Copperleaf at Homestead	KB Home	DX		DTST	71	0	2	1	1	1	69	2	1.08	0.50
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	1	9	2	0	8	3	0.62	0.75
Oreston at One Lake	Lennar	FF		DTMJ	130	0	2	15	2	0	75	6	1.08	1.50
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	2	2	0	0	11	1	0.77	0.25
Homestead	Meritage	DX		DTMJ	99	4	2	22	4	0	58	9	1.23	2.25
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	3	3	0	0	79	3	1.01	0.75
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	3	4	4	2	0	10	3	0.52	0.75
Sutton at Parklane	Richmond American	DX		DTMJ	121	3	3	7	2	1	41	4	0.91	1.00
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	1	12	2	0	67	10	1.10	2.50
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	1	7	1	1	10	5	2.06	1.25
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	2	12	0	0	115	4	0.81	1.00
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	3	N/A	0	0	73	5	1.12	1.25
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	5	N/A	0	0	54	2	0.84	0.50
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	3	N/A	0	0	37	1	0.75	0.25
TOTALS: No. Reporting: 14		Avg. Sales: 1.57		Traffic to Sales: 5 : 1			43	119	25	3	742	72	Net: 22	
City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield														

Bay Area				Projects Participating: 114						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 111	Avg. Sales: 0.87	Traffic to Sales: 14 : 1	305	1461	107	10	5967	395	Net: 97	
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										

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

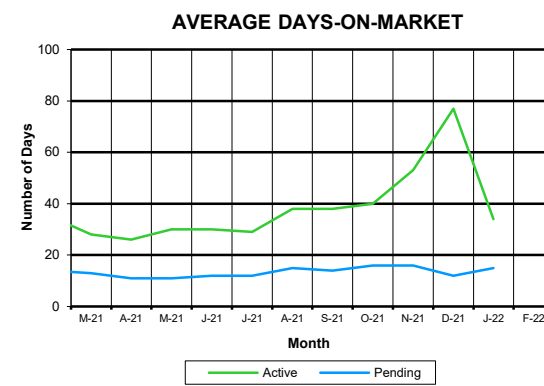
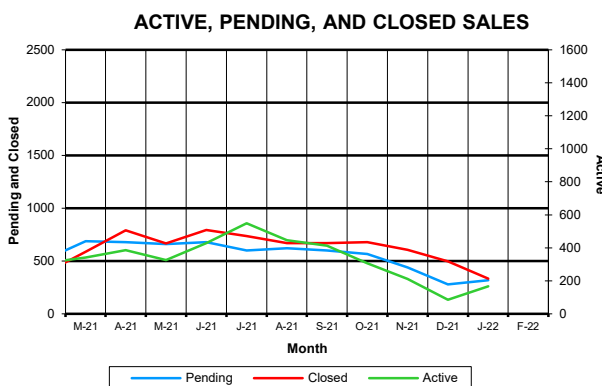
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	325	26	324	15	449	906,946
Jul-21	364	34	306	16	367	883,790
Aug-21	322	33	335	18	346	863,487
Sep-21	323	29	313	22	362	893,271
Oct-21	247	31	318	18	333	923,235
Nov-21	159	37	250	21	337	912,541
Dec-21	62	53	171	22	255	961,501
Jan-22	115	23	217	13	187	891,286



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	429	30	680	12	793	1,690,350
Jul-21	548	29	600	12	737	1,619,904
Aug-21	445	38	621	15	669	1,623,724
Sep-21	412	38	601	14	671	1,593,222
Oct-21	306	40	566	16	678	1,606,899
Nov-21	212	53	438	16	607	1,682,047
Dec-21	85	77	279	12	497	1,700,281
Jan-22	166	34	318	15	334	1,723,298

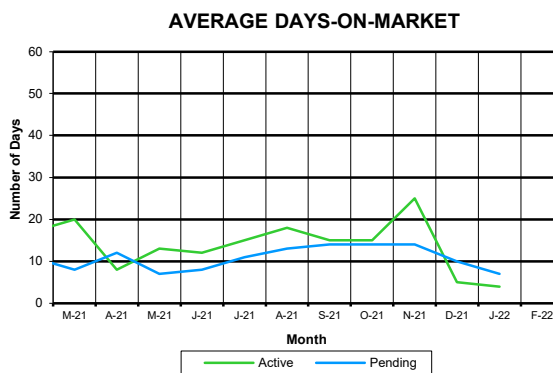
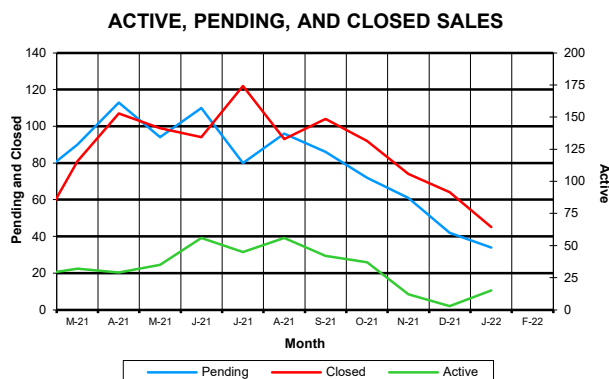




## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

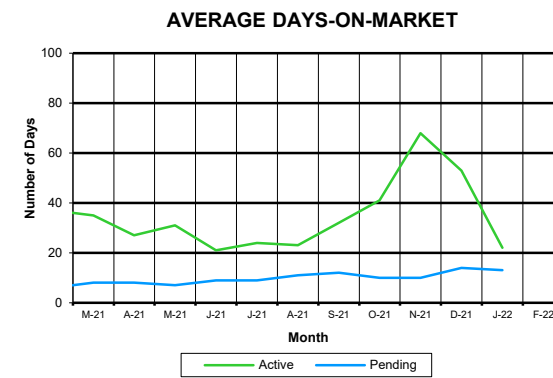
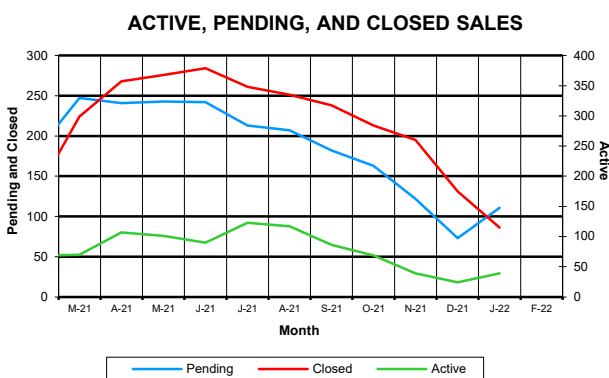
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	56	12	110	8	94	800,119
Jul-21	45	15	80	11	122	833,465
Aug-21	56	18	96	13	93	855,670
Sep-21	42	15	86	14	104	821,059
Oct-21	37	15	72	14	92	845,875
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

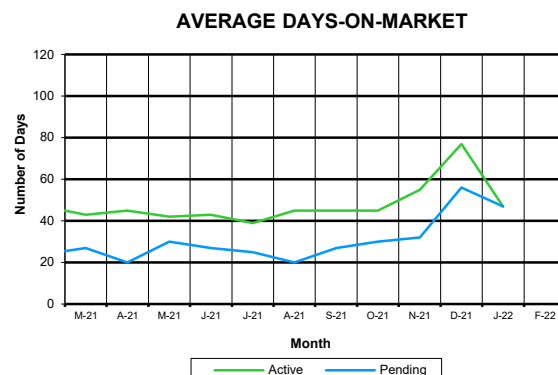
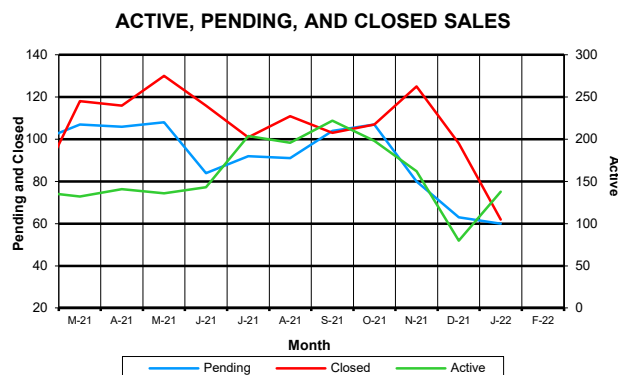
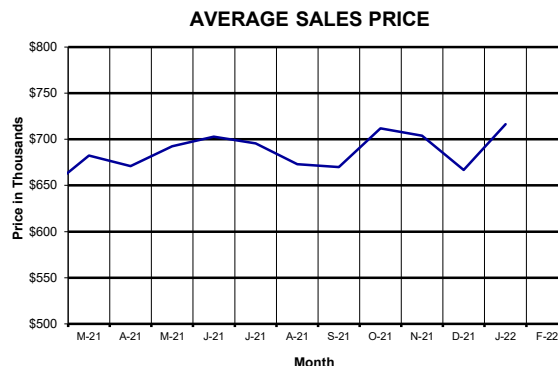
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	90	21	242	9	284	1,488,514
Jul-21	123	24	213	9	261	1,568,178
Aug-21	117	23	207	11	251	1,645,099
Sep-21	86	32	182	12	238	1,525,102
Oct-21	69	41	163	10	213	1,479,419
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792





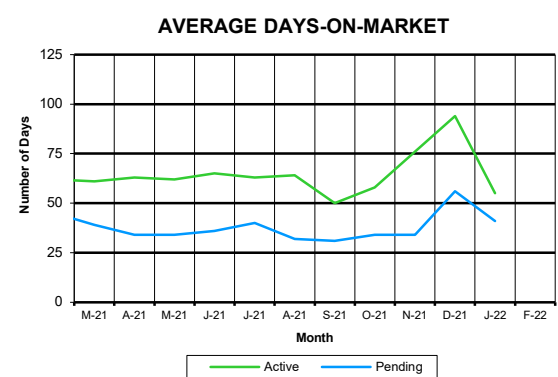
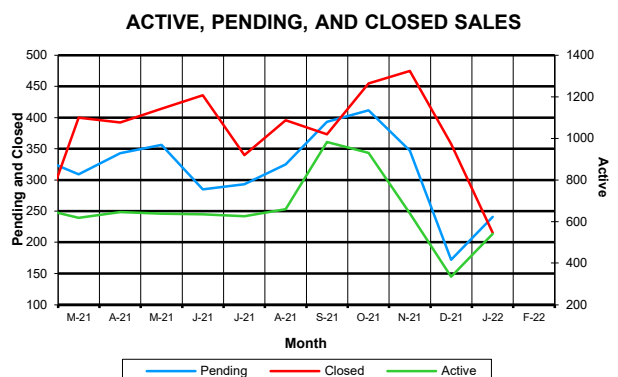
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	198	45	107	30	107	711,796
Nov-21	162	55	80	32	125	703,983
Dec-21	80	77	63	56	98	666,852
Jan-22	138	47	60	47	62	716,423



## San Francisco Attd. Monthly MLS Survey

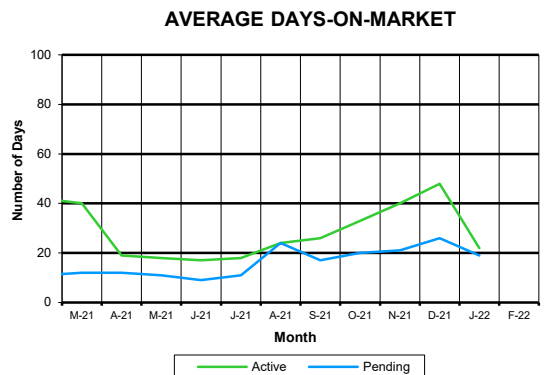
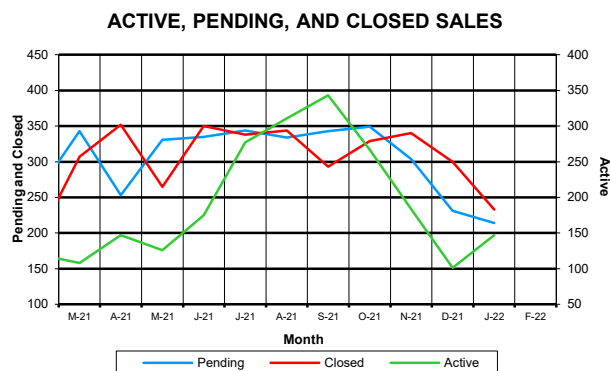
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	634	65	285	36	436	1,392,140
Jul-21	625	63	293	40	340	1,382,088
Aug-21	660	64	325	32	396	1,882,962
Sep-21	983	50	393	31	373	1,510,985
Oct-21	930	58	412	34	455	1,589,937
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904



## E. Contra Costa SFD Monthly MLS Survey

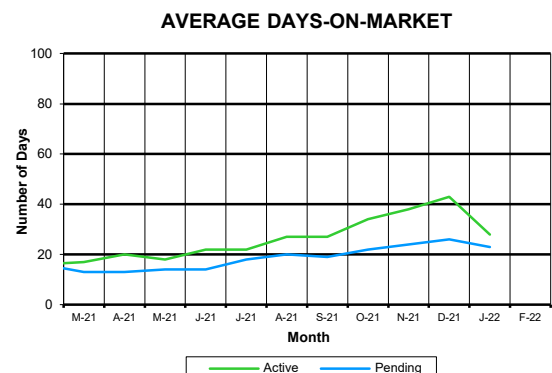
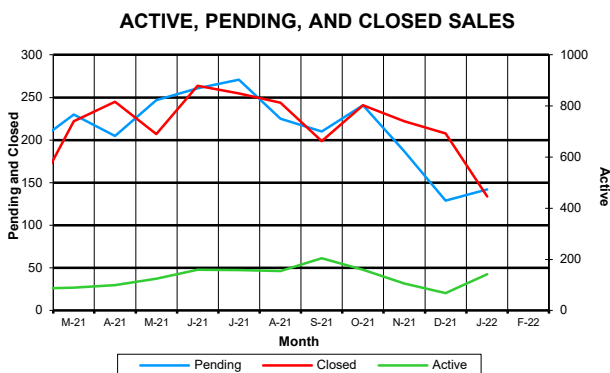
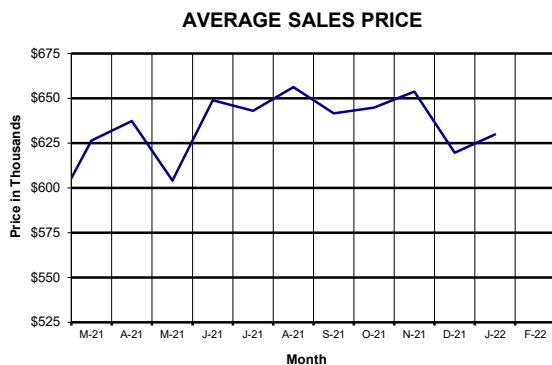
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	175	17	335	9	350	712,251
Jul-21	277	18	344	11	338	690,100
Aug-21	311	24	334	24	344	703,090
Sep-21	343	26	343	17	293	725,260
Oct-21	267	33	349	20	329	715,975
Nov-21	184	40	304	21	340	714,891
Dec-21	101	48	231	26	300	735,336
Jan-22	147	22	214	19	233	727,683



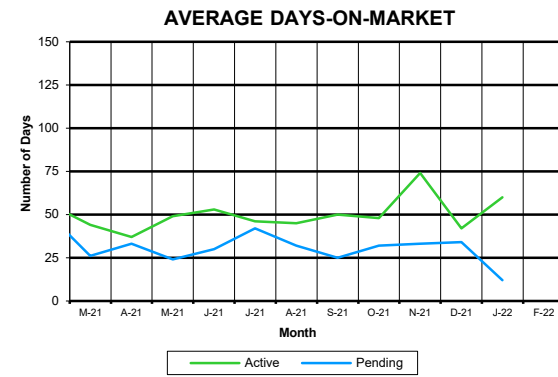
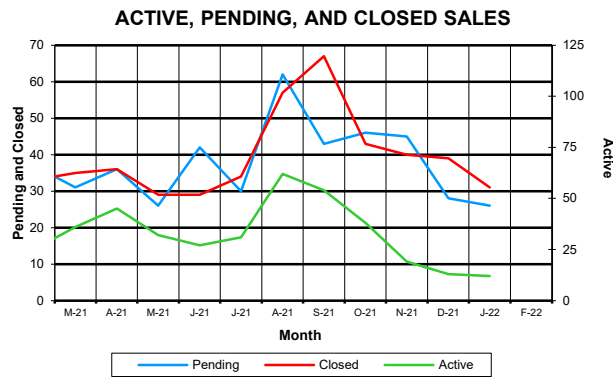
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	160	22	261	14	264	648,973
Jul-21	158	22	271	18	255	643,117
Aug-21	155	27	225	20	244	656,348
Sep-21	204	27	210	19	199	641,608
Oct-21	160	34	241	22	241	644,817
Nov-21	105	38	187	24	222	653,746
Dec-21	67	43	129	26	208	619,626
Jan-22	142	28	142	23	134	629,945



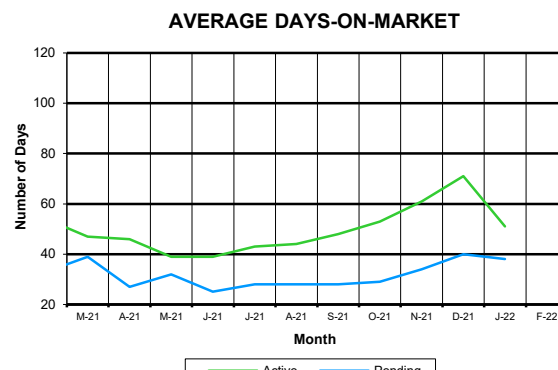
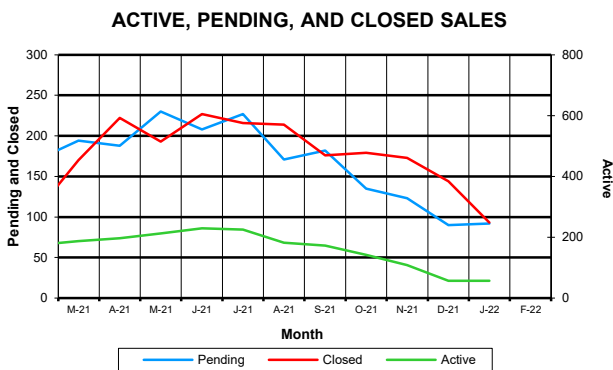
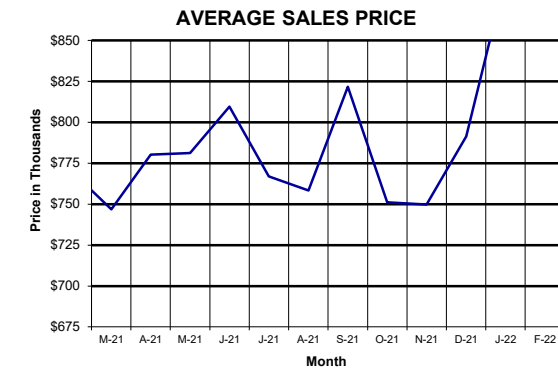
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	27	53	42	30	29	470,551
Jul-21	31	46	30	42	34	423,838
Aug-21	62	45	62	32	57	538,690
Sep-21	54	50	43	25	67	477,925
Oct-21	38	48	46	32	43	559,334
Nov-21	19	74	45	33	40	635,579
Dec-21	13	42	28	34	39	511,893
Jan-22	12	60	26	12	31	604,378



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	230	39	208	25	227	809,641
Jul-21	225	43	227	28	216	766,970
Aug-21	182	44	171	28	214	758,336
Sep-21	173	48	182	28	176	821,798
Oct-21	142	53	135	29	179	751,115
Nov-21	109	61	123	34	173	749,803
Dec-21	57	71	90	40	144	791,474
Jan-22	57	51	92	38	93	889,222



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

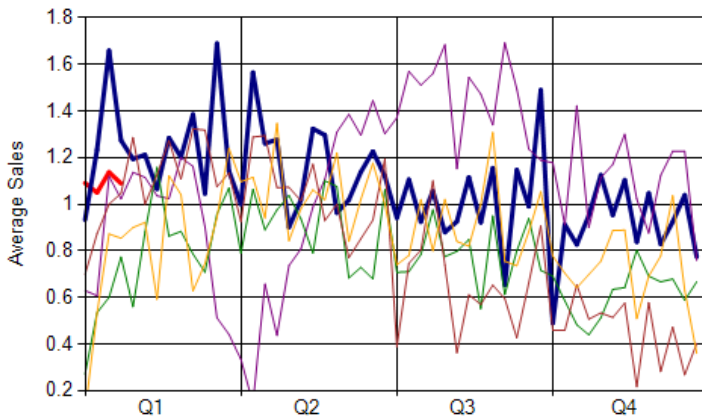
## Central Valley

Ending: Sunday, January 30, 2022

Week 4

Counties / Groups				Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Tracy/Mountain House				17	433	22	2	20	1.18	1.09	8%	1.08	9%
San Joaquin County				36	947	44	3	41	1.14	1.28	-11%	1.09	5%
Stanislaus County				4	61	7	1	6	1.50	1.06	41%	0.87	73%
Merced County				17	184	23	3	20	1.18	0.82	43%	0.87	35%
Madera County				5	24	7	1	6	1.20	1.45	-17%	1.25	-4%
Fresno County				22	170	22	5	17	0.77	0.92	-16%	0.83	-7%
<b>Current Week Totals</b>		<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>101</b>	<b>1819</b>	<b>125</b>	<b>15</b>	<b>110</b>	<b>1.09</b>	<b>1.09</b>	<b>0%</b>	<b>0.99</b>	<b>10%</b>
Per Project Average					18	1.24	0.15	1.09					
<b>Year Ago - 01/31/2021</b>		<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>95</b>	<b>2023</b>	<b>131</b>	<b>10</b>	<b>121</b>	<b>1.27</b>	<b>1.28</b>	<b>0%</b>	<b>1.12</b>	<b>14%</b>
<b>% Change</b>				<b>6%</b>	<b>-10%</b>	<b>-5%</b>	<b>50%</b>	<b>-9%</b>	<b>-14%</b>	<b>-14%</b>		<b>-11%</b>	

52 Weeks Comparison



Year to Date Averages Through Week 4

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	47	26	0.69	0.10	0.59	0.87
■	2018	62	27	1.04	0.13	0.90	0.80
■	2019	74	18	0.66	0.11	0.55	0.77
■	2020	84	26	1.00	0.15	0.85	1.11
■	2021	91	22	1.39	0.12	1.28	1.09
■	2022	101	18	1.25	0.16	1.09	1.09
% Change:		10%	-18%	-10%	37%	-14%	0%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>The release of January's NAHB/Wells Fargo Housing Market Index showed that the HMI declined one point to a still-elevated 83 in January, ending a four-month streak of gains. Mounting inflation concerns and ongoing supply chain disruptions weighed on expectations for future conditions, even as consumer demand remained relatively robust. Builders' assessment of current single-family sales held steady at 90, while gauges for future sales and traffic of prospective buyers weakened slightly to 83 and 69 respectively. Material shortages and limited labor availability have extended building timelines and constrained the pace of home completions. After falling lower in the second half of 2021, lumber prices are now on the rise again and are up over 120% over the past two months. Supply issues are also significantly pushing up costs. The NAHB estimates the aggregate cost of residential construction materials has increased almost 19% since December 2020. Despite these supply-related challenges, home building finished 2021 on a strong note. Housing starts rose a stronger-than-expected 1.4% in December, rising to a 1.702 million-unit annual pace. The pace of single-family construction continues to be bolstered by the tremendous backlog of new projects, which should keep activity humming in the coming months. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
	<b>3.49%</b>	<b>3.53%</b>	
<b>FHA</b>	<b>3.25%</b>	<b>3.60%</b>	
<b>10 Yr Yield</b>	<b>1.80%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 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
Magnolia Park	Bright TSO	TR		DTMJ	42	0	TSO	5	0	0	41	0	0.56	0.00
Legacy at College Park	Century	MH		DTMJ	133	2	2	61	2	0	99	11	1.54	2.75
Portfolio at College Park	Century	MH		DTST	112	0	2	51	2	1	100	6	1.56	1.50
Hartwell at Ellis	Landsea TSO	TR	Rsv's	DTMJ	121	4	TSO	4	4	0	56	4	1.99	1.00
Kinbridge at Ellis	Landsea TSO	TR		DTMJ	83	0	TSO	0	0	0	21	0	0.75	0.00
Townsend at Ellis	Landsea TSO	TR	Rsv's	DTMJ	104	8	TSO	8	8	0	50	10	2.89	2.50
Amber at Tracy Hills	Lennar TSO	TH		DTMJ	160	0	TSO	36	0	0	151	4	1.04	1.00
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	2	3	35	0	1	3	3	2.33	2.33
Larimar at Tracy Hills	Lennar TSO	TH		DTMJ	133	1	TSO	36	1	0	123	6	0.85	1.50
Pearl at Tracy Hills	Lennar TSO	TH		DTMJ	200	1	TSO	32	1	0	137	5	0.93	1.25
Topaz at Tracy Hills	Lennar TSO	TH		DTMJ	139	0	TSO	46	0	0	103	1	0.85	0.25
Elissagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	7	0	0	44	0	0.31	0.00
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	51	1	0	79	8	1.69	2.00
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	1	5	1	0	170	3	1.62	0.75
Elan at Tracy Hills	Shea	TH		DTMJ	70	0	1	0	0	0	69	0	1.23	0.00
Langston at Mountain House	Shea	MH		ATMJ	171	0	3	50	0	0	147	5	1.40	1.25
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	2	6	2	0	91	2	1.08	0.50
TOTALS: No. Reporting: 17		Avg. Sales: 1.18		Traffic to Sales: 20 : 1				17	433	22	2	1484	68	Net: 20
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

Stockton/Lodi				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Palomino at Westlake	DR Horton	SK	DTMJ	116	0	3	31	2	0	84	10	1.79	2.50
Solari Ranch II	DR Horton	SK	DTST	65	0	2	26	2	0	20	10	1.04	2.50
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	2	9	1	0	57	7	1.35	1.75
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	108	0	1	0	0	0	107	1	1.02	0.25
Montevello II	KB Home	SK	DTST	154	0	2	28	1	0	84	5	1.30	1.25
Santorini	KB Home	SK	DTMJ	86	0	2	13	1	1	36	5	1.39	1.25
Verona at Destinations	KB Home	SK	ATMJ	106	3	3	29	2	0	43	6	1.05	1.50
Keys at Westlake	Lennar	SK	DTMJ	101	0	1	22	1	0	66	4	0.80	1.00
TOTALS: No. Reporting: 8	Avg. Sales: 1.13		Traffic to Sales: 16 : 1				16	158	10	1	497	48	Net: 9
City Codes: SK = Stockton, LD = Lodi													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 29									
					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 S/O	LP		DTMJ	128	0	S/O	2	1	0	128	2	0.89	0.50
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	8	16	2	0	67	3	0.53	0.75
Griffin Park	Atherton	MN		DTMJ	156	0	3	51	0	0	76	10	2.60	2.50
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	4	21	3	1	38	10	2.08	2.50
Haven Villas at Sundance	KB Home	MN		DTMJ	235	4	3	10	2	0	206	4	1.53	1.00
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	2	21	1	0	76	4	1.43	1.00
Balboa at River Islands	Kiper	LP		DTMJ	77	2	2	71	2	0	39	2	1.25	0.50
Catalina II at River Islands	Kiper	LP		DTMJ	101	2	2	47	1	0	54	6	1.15	1.50
Skye at River Islands	Kiper	LP		DTMJ	155	0	0	25	0	0	0	0	0.00	0.00
Bella Vista Oakwood Shores II	Lafferty TSO	MN	Rsv's	DTMJ	157	0	TSO	3	1	0	106	1	0.35	0.25
Horizon at River Islands	Lennar	LP		DTMJ	143	4	2	68	4	0	61	9	1.24	2.25
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	1	25	0	0	64	5	1.30	1.25
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	3	56	0	0	21	6	1.15	1.50
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	1	29	0	0	62	6	1.26	1.50
Laguna at River Islands	Pulte	LP		DTMJ	110	0	2	10	1	0	15	4	1.33	1.00
Sanctuary at River Islands	Pulte	LP		DTMJ	91	3	3	9	3	0	19	8	1.68	2.00
Sunset at River Islands	Pulte	LP		DTMJ	122	6	3	41	6	0	94	10	1.74	2.50
Passport at Griffin Park	Raymus	MN		DTMJ	100	0	1	N/A	0	0	41	13	2.68	3.25
Domain at Terra Ranch	Richmond American	MN		DTMJ	50	0	1	0	0	0	49	0	0.98	0.00
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	22	2	0	52	11	1.80	2.75
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	4	2	33	3	0	6	6	4.67	4.67
Legacy at Stanford Crossing	Taylor Morrison TSO	LP		DTMJ	60	0	TSO	23	0	0	12	4	1.45	1.00
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	5	7	0	1	96	4	0.77	1.00
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	1	52	0	0	19	3	1.04	0.75
Breakwater at River Islands	TRI Pointe TSO	LP		DTMJ	106	0	TSO	10	0	0	102	0	1.20	0.00
Avalon at River Islands	Trumark	LP		DTMJ	57	3	7	10	0	0	0	0	0.00	0.00
Origin at the Collective	Trumark TSO	MN		DTMJ	59	0	TSO	9	0	0	57	0	0.47	0.00
Hideaway at River Islands	Van Daele	LP		DTMJ	120	3	3	39	2	0	107	7	1.34	1.75
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	1	79	0	0	63	0	1.26	0.00
TOTALS: No. Reporting: 28		Avg. Sales: 1.14		Traffic to Sales: 23 : 1				62	789	34	2	1730	138	Net: 32
City Codes: LP = Lathrop, MN = Manteca														

Stanislaus County					Projects Participating: 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
Edgewater	DR Horton	WF	DTST	75	0	4	10	3	0	52	9	1.43	2.25	
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	0	4	8	1	1	52	1	1.66	0.25	
Fieldstone	KB Home	HG	DTST	69	3	3	21	1	0	60	4	1.11	1.00	
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	0	1	22	2	0	119	3	1.29	0.75	
TOTALS: No. Reporting: 4		Avg. Sales: 1.50		Traffic to Sales: 9 : 1				12	61	7	1	283	17	Net: 6
City Codes: WF = Waterford, FR = Patterson, HG = Hughson														

Development Name	Developer	City Code	Notes	Type										
Merced County					Projects Participating: 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
Summer Creek	Bright TSO	MD		DTMJ	120	0	TSO	11	1	0	117	1	0.82	0.25
Bell Crossing	DR Horton	AT		DTST	164	0	2	4	0	1	162	2	1.49	0.50
Monterra V	DR Horton	MD		DTST	35	6	1	21	6	0	8	8	6.22	6.22
Pacheco Pointe	DR Horton	LB		DTST	118	6	4	9	6	0	83	14	1.59	3.50
Panorama	DR Horton	MD		DTST	192	0	7	12	0	0	172	1	1.24	0.25
Stoneridge South	DR Horton TSO	MD		DTST	96	2	TSO	4	2	0	87	6	1.74	1.50
Villas, The	DR Horton	LB		DTST	83	0	5	0	0	0	78	0	1.50	0.00
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	1	8	1	1	174	0	1.06	0.00
Manzanita	Legacy	LT		DTMJ	172	0	3	7	0	0	169	1	0.93	0.25
Sunflower	Legacy TSO	MD		DTST	144	0	TSO	1	2	0	142	1	0.89	0.25
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	2	26	1	0	13	2	0.58	0.50
Moraga - Summer II	Lennar	MD		DTMJ	115	0	1	5	0	0	114	0	1.37	0.00
Sunrise Ranch	Meritage	LB		DTMJ	87	0	1	19	1	0	10	4	0.89	1.00
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	2	30	1	0	17	0	1.11	0.00
Cypress Terrace	Stonefield Home	MD		DTST	125	0	5	5	1	1	91	0	0.72	0.00
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	1	7	0	0	6	1	0.24	0.25
Villas II, The	Stonefield Home	LB		DTST	191	3	3	15	1	0	66	9	1.24	2.25
TOTALS: No. Reporting: 17		Avg. Sales: 1.18		Traffic to Sales: 8 : 1				38	184	23	3	1509	50	Net: 20
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston														

Madera County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Pheasant Run	Century	CW	DTMJ	70	0	11	1	1	0	14	3	1.07	0.75	
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	3	2	8	3	1	161	9	1.11	2.25	
Fielding Cottages	KB Home	MDA	DTST	95	0	1	4	1	0	94	3	1.52	0.75	
Fielding Villas	KB Home	MDA	DTST	87	0	4	5	1	0	71	3	1.15	0.75	
Riverstone - Clementine I	Lennar	MDA	DTST	108	0	1	6	1	0	64	11	1.20	2.75	
TOTALS: No. Reporting: 5		Avg. Sales: 1.20		Traffic to Sales: 3 : 1			19	24	7	1	404	29	Net: 6	
City Codes: CW = Chow chilla, MDA = Madera														

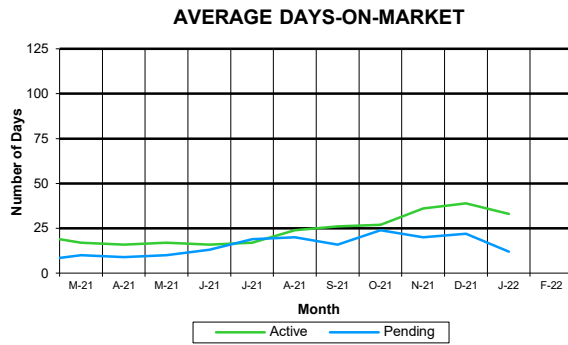
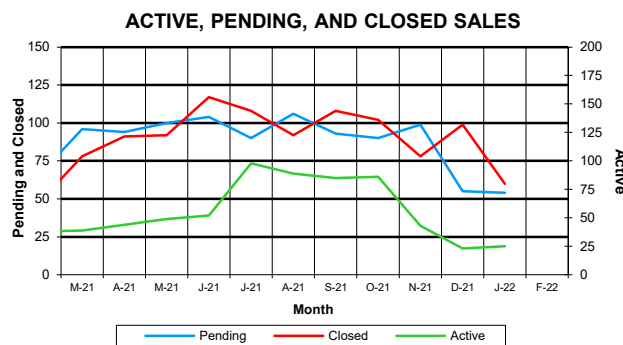
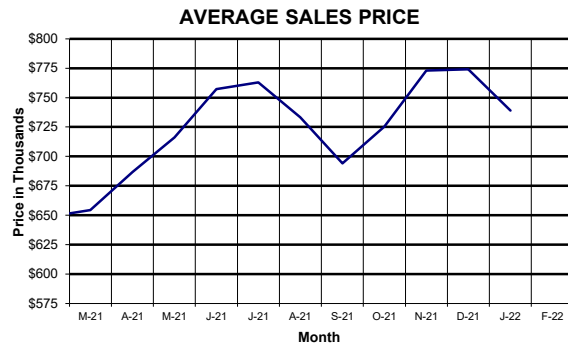


Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 22									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century TSO	REE		DTMJ	182	0	TSO	0	0	0	10	1	0.65	0.25
Meadowood II	Century	FR		ATMJ	127	0	7	11	1	0	42	4	1.60	1.00
Monarch	Century	KB		DTMJ	64	0	8	0	0	0	2	0	0.08	0.00
Olivewood	Century	FR		DTMJ	169	0	6	25	3	0	52	10	1.57	2.50
River Pointe	DR Horton	REE		DTMJ	84	0	4	21	1	1	41	0	0.96	0.00
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	6	0	0	126	0	0.84	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	3	3	2	1	0	4	4	1.87	1.87
Marshall Estates	KB Home	FO		DTST	76	0	4	10	0	0	41	3	1.45	0.75
Seville	KB Home S/O	FR		DTST	129	0	S/O	24	2	0	129	4	1.33	1.00
Anatole- Clementine	Lennar	FR		DTMJ	111	0	3	1	2	1	51	7	1.14	1.75
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	1	0	1	55	1	1.23	0.25
Arboralla - Clementine	Lennar	CV		DTST	137	0	2	3	0	0	58	7	1.39	1.75
Bella Vista Skye	Lennar	FT		DTST	54	3	2	3	4	1	52	7	0.98	1.75
Brambles- Starling	Lennar	FR		ATST	150	4	2	23	4	0	57	6	1.27	1.50
Brambles- Wilde	Lennar	FR		DTST	89	0	3	5	0	0	55	7	1.23	1.75
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	1	3	0	0	56	0	0.96	0.00
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	0	3	3	0	0	18	5	1.12	1.25
Fancher Creek California II	Lennar	FR		DTMJ	106	0	5	3	0	1	28	1	1.28	0.25
Heirloom Ranch- Coronet	Lennar	FR		ATST	89	0	2	2	1	0	70	5	1.20	1.25
Heritage Grove - Coronet	Lennar	CV		DTST	63	0	1	0	0	0	54	0	0.74	0.00
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	4	0	0	0	40	1	0.55	0.25
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	3	3	24	3	0	36	7	0.88	1.75
TOTALS: No. Reporting: 22		Avg. Sales: 0.77		Traffic to Sales: 8 : 1			70	170	22	5	1077	80	Net: 17	
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 102						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 101	Avg. Sales: 1.09	Traffic to Sales: 15 : 1	234	1819	125	15	6984	430	Net: 110
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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

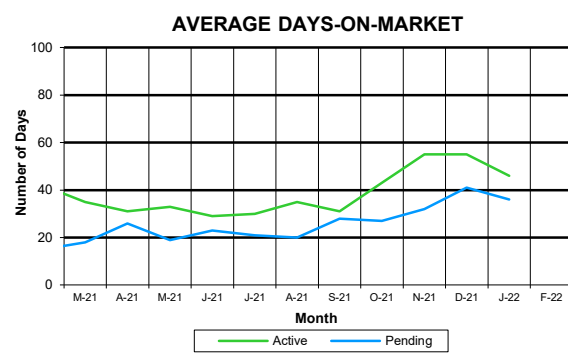
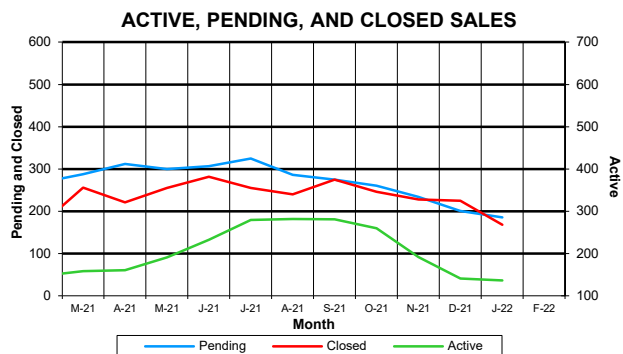
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	86	27	90	24	102	725,387
Nov-21	43	36	99	20	78	772,891
Dec-21	23	39	55	22	99	774,259
Jan-22	25	33	54	12	60	739,033



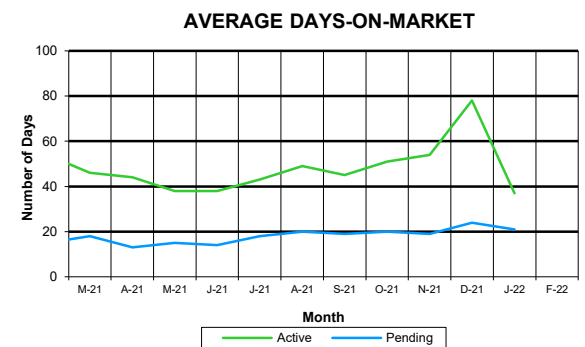
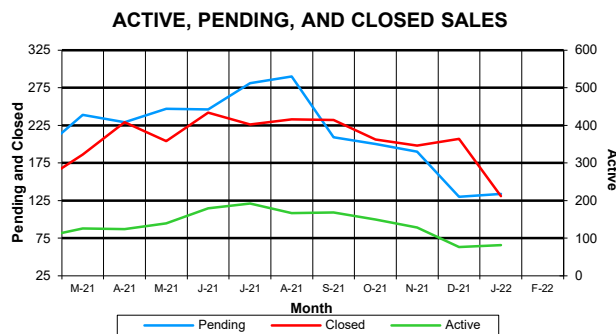
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	260	43	261	27	246	435,363
Nov-21	192	55	234	32	228	447,367
Dec-21	141	55	201	41	225	437,410
Jan-22	137	46	186	36	168	432,133



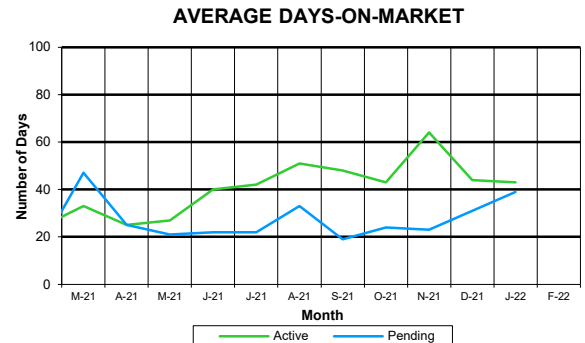
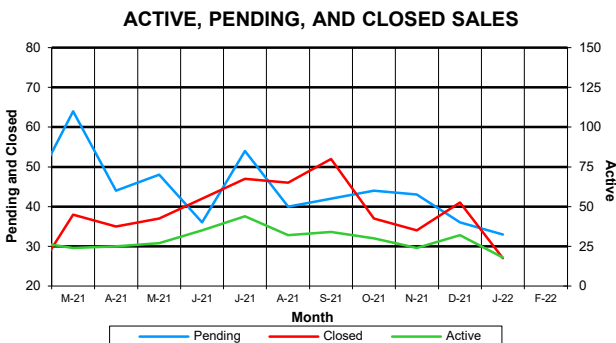
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	179	38	246	14	242	470,636
Jul-21	192	43	281	18	226	449,793
Aug-21	167	49	290	20	233	462,091
Sep-21	168	45	209	19	232	460,727
Oct-21	150	51	200	20	206	471,994
Nov-21	128	54	190	19	198	474,799
Dec-21	77	78	130	24	207	473,305
Jan-22	82	37	134	21	131	451,174



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-21	35	40	36	22	42	384,074
Jul-21	44	42	54	22	47	370,252
Aug-21	32	51	40	33	46	374,402
Sep-21	34	48	42	19	52	374,429
Oct-21	30	43	44	24	37	381,895
Nov-21	24	64	43	23	34	400,070
Dec-21	32	44	36	31	41	387,268
Jan-22	18	43	33	39	27	377,370



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

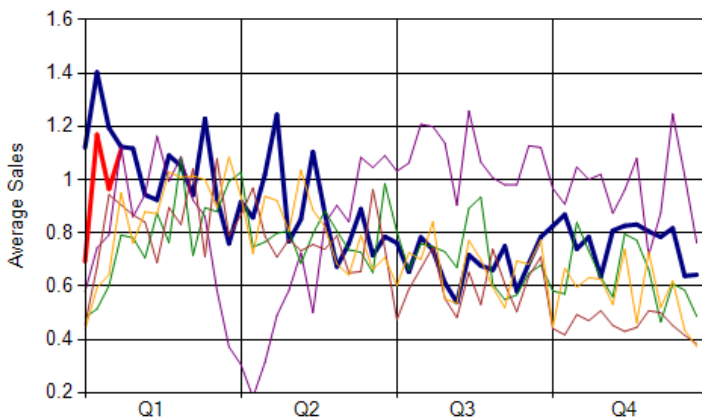
## Sacramento

Ending: Sunday, January 30, 2022

Week 4

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.
South Sacramento			18	406	26	2	24	1.33	1.17	14%	0.97	37%
Central & North Sacramento			41	862	52	6	46	1.12	0.95	18%	0.83	35%
Folsom			18	314	23	1	22	1.22	0.88	40%	0.73	67%
El Dorado			10	138	14	1	13	1.30	1.00	30%	0.59	119%
Placer & Nevada			69	1382	80	10	70	1.01	0.97	4%	0.80	27%
Yolo			3	26	5	1	4	1.33	0.67	100%	0.81	64%
Amador County			1	8	0	0	0	0.00	0.25	-100%	0.38	-100%
Northern Counties			10	195	11	1	10	1.00	1.20	-17%	0.74	35%
Current Week Totals		Traffic : Sales 16 : 1	170	3331	211	22	189	1.11	0.99	13%	0.80	39%
Per Project Average			20		1.24	0.13	1.11					
Year Ago - 01/31/2021		Traffic : Sales 16 : 1	154	3088	191	18	173	1.12	1.21	-7%	1.00	12%
% Change			10%	8%	10%	22%	9%	-1%	-19%			

### 52 Weeks Comparison



### Year to Date Averages Through Week 4

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	143	26	0.77	0.11	0.66	0.73
■	2018	125	25	0.90	0.16	0.74	0.66
■	2019	138	22	0.69	0.10	0.60	0.73
■	2020	136	23	0.90	0.09	0.81	0.89
■	2021	152	21	1.32	0.11	1.21	0.85
■	2022	167	20	1.11	0.12	0.99	0.99
% Change:		10%	-5%	-16%	15%	-19%	16%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The release of January's NAHB/Wells Fargo Housing Market Index showed that the HMI declined one point to a still-elevated 83 in January, ending a four-month streak of gains. Mounting inflation concerns and ongoing supply chain disruptions weighed on expectations for future conditions, even as consumer demand remained relatively robust. Builders' assessment of current single-family sales held steady at 90, while gauges for future sales and traffic of prospective buyers weakened slightly to 83 and 69 respectively. Material shortages and limited labor availability have extended building timelines and constrained the pace of home completions. After falling lower in the second half of 2021, lumber prices are now on the rise again and are up over 120% over the past two months. Supply issues are also significantly pushing up costs. The NAHB estimates the aggregate cost of residential construction materials has increased almost 19% since December 2020. Despite these supply-related challenges, home building finished 2021 on a strong note. Housing starts rose a stronger-than-expected 1.4% in December, rising to a 1.702 million-unit annual pace. The pace of single-family construction continues to be bolstered by the tremendous backlog of new projects, which should keep activity humming in the coming months. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	3.49%	3.53%	
	3.25%	3.60%	
10 Yr Yield	1.80%		



# The Ryness Report

Week Ending  
Sunday, January 30, 2022

Sacramento Page 1 of 7

Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 18									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Veranda at River Oaks	Elliott	GT		DTST	60	0	1	6	0	0	58	8	0.82	2.00
Allegro	KB Home	LN	New	ATMJ	72	3	2	20	1	0	1	1	3.50	3.50
Peridae	KB Home	GT		DTST	69	0	5	17	1	1	53	3	1.18	0.75
Travisso	KB Home	LN		DTMJ	422	4	2	20	3	0	9	9	2.74	2.25
Vintage Park	KB Home	SO		DTST	81	3	3	24	2	1	67	7	1.91	1.75
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	4	2	16	4	0	68	4	1.00	1.00
Avila at Fieldstone	Lennar	VN		DTMJ	134	3	3	44	2	0	126	2	0.93	0.50
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	4	2	35	4	0	214	14	1.21	3.50
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	3	15	0	0	68	0	1.03	0.00
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	1	4	2	0	115	3	0.80	0.75
Redwood at Parkside	Lennar TSO	VN		DTMJ	344	0	TSO	7	1	0	318	8	0.91	2.00
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	14	2	0	42	2	1.36	0.50
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	0	4	1	0	0	85	0	0.94	0.00
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	8	8	41	2	0	100	4	0.85	1.00
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	8	37	0	0	85	3	0.73	0.75
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	121	0	6	39	0	0	99	4	0.84	1.00
Cedar Creek	TimLewis	GT		DTMJ	112	3	3	18	2	0	23	8	0.95	2.00
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	4	48	0	0	32	4	0.92	1.00
TOTALS: No. Reporting: 18		Avg. Sales: 1.33		Traffic to Sales: 16 : 1				59	406	26	2	1563	84	Net: 24
City Codes: GT = Galt, LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	1	13	0	0	32	0	0.48	0.00
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	3	11	0	0	48	0	0.58	0.00
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	1	10	1	0	41	1	0.49	0.25
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	2	47	0	0	93	0	0.74	0.00
Mlls Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	4	43	0	0	95	3	0.76	0.75
Heritage at Gum Ranch	Elliott	FO		DTMJ	113	0	1	49	0	0	112	1	0.80	0.25
Montrose at The Ranch	K Hovnanian	RO	New	DTMJ	113	5	2	30	3	0	3	3	2.33	2.33
Sagebrush at The Ranch	K Hovnanian	RO	New	DTMJ	116	5	1	30	4	0	4	4	3.11	3.11
Springs at The Ranch	K Hovnanian	RO	New	DTMJ	173	5	3	30	2	0	2	2	1.56	1.56
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	1	20	3	0	74	10	1.48	2.50
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	19	2	0	55	5	0.90	1.25
Oaks at Mitchell Village	KB Home	CH		DTST	74	3	4	22	3	1	57	6	1.43	1.50
Ventana	Lennar	RO		DTMJ	160	2	2	12	1	0	106	4	0.80	1.00
Verdant	Lennar	RO		DTST	157	0	2	8	1	0	99	5	1.05	1.25
Viridian	Lennar	RO		DTST	185	4	3	12	4	0	132	6	0.97	1.50
Montelena	Premier Homes	RO		DTST	169	0	4	72	0	0	163	0	1.37	0.00
Classics at Sutter Park	TimLewis TSO	SO		DTMJ	25	0	TSO	0	0	0	24	0	0.21	0.00
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	0	1	0	0	0	33	0	0.29	0.00
Acacia at Cypress	Woodside	RO		DTMJ	99	0	2	12	2	0	37	10	0.68	2.50
Magnolia at Cypress	Woodside	RO		DTMJ	178	3	3	14	1	0	120	6	0.95	1.50
TOTALS: No. Reporting: 20		Avg. Sales: 1.30		Traffic to Sales: 17 : 1				42	454	27	1	1330	66	Net: 26
City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 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
Artisan - The Cove	Beazer	SO		DTST	145	0	10	1	0	0	94	0	0.78	0.00
Edgeview - The Cove	Beazer	SO		ATST	156	0	11	15	0	0	91	1	1.08	0.25
Westward - The Cove	Beazer	SO		DTST	122	0	10	6	0	0	56	4	0.58	1.00
Windrow - The Cove	Beazer	SO		DTST	167	0	6	2	2	0	110	4	0.95	1.00
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	5	14	0	1	103	2	0.90	0.50
Mbraga	DR Horton	AO		DTMJ	162	4	6	36	2	1	122	6	1.54	1.50
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	3	14	2	1	17	3	0.75	0.75
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	1	45	2	0	63	2	0.90	0.50
Lapis at Barrett Ranch	Lennar TSO	AO		DTMJ	149	0	TSO	45	0	0	66	0	0.94	0.00
Northlake - Atla	Lennar TSO	SO		DTMJ	116	0	TSO	14	0	0	55	5	1.02	1.25
Northlake - Bleau	Lennar TSO	SO		DTMJ	236	0	TSO	30	0	0	59	6	1.09	1.50
Northlake - Crestvue	Lennar	SO		DTMJ	97	3	1	14	2	0	55	9	1.02	2.25
Northlake - Drifton	Lennar	SO		DTMJ	134	4	1	14	3	0	48	8	1.05	2.00
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	1	14	2	0	53	4	0.98	1.00
Northlake - Shor	Lennar	SO		DTMJ	140	2	2	14	1	1	58	5	1.07	1.25
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	14	2	1	56	3	1.03	0.75
Northlake - Wavmor	Lennar TSO	SO		DTMJ	153	0	TSO	14	0	0	56	6	1.03	1.50
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	1	36	2	0	22	8	0.90	2.00
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	1	22	1	0	127	3	1.34	0.75
Everly at Natomas Meadows	TRI Pointe	NA		DTST	94	4	3	30	4	0	70	3	1.60	0.75
Portisol at Artisan Square	Williams	SO		ATST	95	8	8	14	0	0	28	0	0.42	0.00
TOTALS: No. Reporting: 21		Avg. Sales: 0.95		Traffic to Sales: 16 : 1				72	408	25	5	1409	82	Net: 20
City Codes: SO = Sacramento, AO = Antelope, NA = Natomas														



Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 18									
					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
Iron Ridge at Russell Ranch	Anthem United	TSO	FM	DTMJ	97	0	TSO	20	0	0	92	0	0.93	0.00
Sycamore Creek	JMC		FM	DTMJ	86	0	2	38	1	0	39	5	0.66	1.25
Enclave at Folsom Ranch	KB Home		FM	DTST	111	4	2	7	3	0	83	8	1.34	2.00
Soleil at Folsom Ranch	KB Home		FM	DTMJ	109	4	4	29	3	0	60	7	1.42	1.75
Aster at White Rock Springs	Lennar		FM	DTMJ	90	0	3	6	0	0	30	4	0.95	1.00
Lunaria at White Rock Springs	Lennar		FM	DTMJ	45	3	3	6	2	0	30	3	0.95	0.75
Rockcross at Folsom Ranch	Lennar		FM	DTMJ	118	4	4	7	4	0	58	4	1.13	1.00
Steel Canyon at Russell Ranch	Meritage	S/O	FM	DTMJ	114	0	S/O	6	1	0	114	7	1.09	1.75
Ladera at White Rock	Richmond American		FM	DTMJ	56	0	2	1	0	0	54	-1	0.61	-0.25
Mesa at White Rock	Richmond American		FM	DTMJ	64	0	1	2	1	1	63	0	0.76	0.00
Stone Bluff at White Rock	Richmond American		FM	DTMJ	81	0	2	12	1	0	28	3	0.70	0.75
Stone Haven at White Rock Springs	Richmond American		FM	DTMJ	42	0	2	13	2	0	8	3	0.88	0.75
Folsom Ranch-Azure II	Taylor Morrison		FM	DTMJ	113	0	7	13	2	0	106	5	0.92	1.25
Folsom Ranch-Dakota II	Taylor Morrison		FM	DTMJ	111	0	6	12	0	0	104	1	0.93	0.25
Gold Hill at Russell Ranch	The New Home Co		FM	DTMJ	77	0	1	20	0	0	63	2	0.94	0.50
Silver Crest at Russell Ranch	The New Home Co		FM	DTMJ	108	3	3	18	1	0	85	4	0.84	1.00
Brookstone at Folsom Ranch	TRI Pointe		FM	DTMJ	145	4	3	52	2	0	122	4	1.07	1.00
Creekstone at Folsom Ranch	TRI Pointe		FM	DTMJ	71	0	2	52	0	0	55	4	1.10	1.00
TOTALS: No. Reporting: 18		Avg. Sales: 1.22		Traffic to Sales: 14 : 1				47	314	23	1	1194	63	Net: 22
City Codes: FM= Folsom														

El Dorado County				Projects Participating: 10									
				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
Revere	Blue Mountain	RE	DTMJ	51	0	4	15	0	0	32	3	0.81	0.75
Alder at Saratoga Estates	Elliott	EH	DTMJ	115	5	3	36	4	0	75	8	0.93	2.00
Manzanita at Saratoga	Elliott	EH	DTMJ	202	6	2	26	5	0	48	8	0.64	2.00
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	3	2	14	3	0	32	4	0.52	1.00
Hawk View at Bass Lake Hills	Lennar	EH	DTMJ	114	0	1	2	0	0	86	3	0.77	0.75
Heritage El Dorado Hills-Estates	Lennar	EH	DTMJ	92	0	1	0	0	0	91	1	0.52	0.25
Heritage El Dorado Hills-Legends	Lennar	EH	DTMJ	165	0	3	17	0	0	160	3	0.91	0.75
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	373	3	3	18	1	0	170	4	0.97	1.00
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	DTMJ	23	0	2	8	0	1	16	1	0.52	0.25
Edgelake at Serrano	TRI Pointe	EH	DTMJ	65	3	3	2	1	0	10	5	0.70	1.25
TOTALS: No. Reporting: 10		Avg. Sales: 1.30		Traffic to Sales: 10 : 1			24	138	14	1	720	40	Net: 13
City Codes: RE = Rescue, EH = El Dorado Hills													

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 68									
					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
Greyson at Twelve Bridges	Beazer	LL		DTMJ	49	0	3	5	0	0	35	2	0.88	0.50
Verrado at Solaire	Beazer	RV		DTMJ	76	7	13	19	0	0	34	4	1.05	1.00
Milestone at Sierra Fine	Black Fine	RK		DTST	61	3	3	22	2	0	39	3	0.64	0.75
Camelian	Blue Mountain	GB	Rsv's	ATMJ	28	0	1	11	0	0	22	2	0.45	0.50
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	13	0	0	9	2	0.39	0.50
Balboa	DR Horton	RV		DTST	127	5	4	26	5	0	72	11	1.71	2.75
Cerrada	DR Horton	LL		DTST	166	0	2	30	0	0	136	6	1.36	1.50
Heartland at Independence	DR Horton	LL		DTMJ	98	0	5	22	1	0	31	6	1.39	1.50
Traditions at Independence	DR Horton	LL		DTST	97	0	4	30	0	0	30	4	1.12	1.00
Winding Creek- The Wilds	DR Horton	RV		DTST	120	0	3	12	0	0	75	7	1.64	1.75
Turkey Creek Estates	Elliott	LL		DTMJ	51	7	2	60	7	0	30	8	0.96	2.00
Broadlands	JMC	LL		DTST	88	0	5	17	1	1	83	5	1.01	1.25
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	1	89	1	0	44	8	1.07	2.00
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	1	70	0	0	41	3	0.99	0.75
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	5	27	1	0	180	1	1.30	0.25
Palisade Village	JMC	RV		DTST	232	0	3	35	0	0	182	0	1.50	0.00
Pinnacle Village	JMC	RV		DTMJ	127	0	2	13	0	0	121	0	0.87	0.00
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	4	2	79	4	0	68	5	0.96	1.25
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	3	73	0	0	38	3	0.92	0.75
Sentinel	JMC	RV		DTST	132	0	2	35	0	0	126	0	1.27	0.00
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	2	7	0	0	107	5	1.15	1.25
Aspire at Solaire II	K Hovnanian	RV		DTST	33	0	2	10	0	0	13	7	0.92	1.75
Creekside Preserve	K Hovnanian	LL		DTMJ	71	3	3	16	1	0	49	3	0.47	0.75
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	4	3	11	4	1	127	5	0.87	1.25
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	6	3	11	6	0	52	14	1.15	3.50
Copper Ridge	KB Home	LL		DTMJ	79	0	2	13	1	0	12	5	1.45	1.25
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	5	2	21	3	0	173	9	1.23	2.25
Andorra at Sierra West	Lennar	RV		DTMJ	111	0	1	15	2	0	60	7	0.87	1.75
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	2	11	0	1	68	6	1.04	1.50
Breckenridge at Sierra West	Lennar	RV		DTMJ	181	4	4	15	2	0	7	3	0.43	0.75
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	3	4	0	0	21	4	1.15	1.00
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	12	0	0	52	5	0.90	1.25
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	117	0	3	3	0	0	7	2	0.28	0.50
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	1	0	0	0	154	0	0.79	0.00
Heritage Solaire-Larissa	Lennar	RV		AASF	162	3	2	5	2	0	154	4	0.79	1.00
Heritage Solaire-Meridian	Lennar S/O	RV		AASF	176	0	S/O	5	2	0	176	5	0.89	1.25
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	142	0	1	10	0	0	2	0	0.07	0.00
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	1	15	1	0	60	4	0.86	1.00
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	2	15	1	0	66	8	0.90	2.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	30	0	2	17	1	0	11	4	0.48	1.00
Novara at Fiddymment	Lennar	RV		DTST	105	0	2	9	0	0	77	5	0.94	1.25
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	1	8	2	0	74	5	0.89	1.25
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	1	15	3	1	84	3	0.95	0.75
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	2	15	2	1	62	5	0.87	1.25
Windham at Sierra West	Lennar	RV		DTMJ	153	0	3	15	1	1	7	2	0.98	0.50

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 68									
					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
Meadowlands 60s	Meritage	LL		DTMJ	92	0	1	17	1	0	41	5	1.13	1.25
Meadowlands 70s	Meritage	LL		DTMJ	15	0	3	4	0	0	12	0	0.55	0.00
Roam at Winding Creek	Meritage	RV		DTMJ	95	5	4	26	2	0	15	8	1.22	2.00
Winding Creek - Trek	Meritage	RV		DTMJ	74	0	1	7	2	1	62	2	1.26	0.50
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	3	6	0	0	72	0	0.86	0.00
Revere at Independence	Richmond American	LL		DTMJ	122	3	5	11	3	1	72	6	1.31	1.50
Sagewood at Sierra Fine	Richmond American	RK		DTMJ	66	0	2	2	0	0	64	2	0.97	0.50
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	1	10	2	1	12	3	0.90	0.75
Apollo at Solaire	Taylor Morrison	RV		DTMJ	62	0	10	12	0	0	52	2	1.02	0.50
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	31	7	2	0	95	3	1.09	0.75
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	3	29	0	0	59	3	0.68	0.75
Calipso at Solaire	Taylor Morrison	RV		DTMJ	44	0	4	8	1	0	40	2	0.78	0.50
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	29	27	0	0	45	4	1.15	1.00
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	5	27	0	0	0	0	0.00	0.00
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	15	27	0	0	36	1	0.92	0.25
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	28	27	2	1	37	1	0.94	0.25
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	17	26	3	0	46	3	0.53	0.75
Eureka Grove	The New Home Co	GB		DTMJ	72	3	2	23	2	0	23	7	1.26	1.75
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	2	35	1	0	69	2	0.55	0.50
Illumination at Solaire	TRI Pointe	RV		DTMJ	106	0	1	29	1	0	50	3	1.11	0.75
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	3	3	29	1	0	46	5	1.03	1.25
Timbercove at Sierra Fine	TRI Pointe	RK		DTST	71	0	1	6	0	0	70	0	1.09	0.00
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	1	13	0	0	97	7	0.95	1.75
TOTALS: No. Reporting: 68		Avg. Sales: 1.01		Traffic to Sales: 17 : 1			289	1374	79	10	4186	269	Net: 69	
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay														

Nevada County					Projects Participating: 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
Timberwood Estates	Hilbers	GV	DTST	45	0	3	8	1	0	20	0	0.12	0.00	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 8 : 1			3	8	1	0	20	0	Net: 1	
City Codes: GV = Grass Valley														

Yolo County					Projects Participating: 3								
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week
Riverchase	Anthem United	WS	DTST	222	0	2	16	1	0	210	1	0.96	0.25
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	1	6	2	0	38	4	0.91	1.00
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	2	4	2	1	104	3	0.46	0.75
TOTALS: No. Reporting: 3		Avg. Sales: 1.33		Traffic to Sales: 5 : 1			5	26	5	1	352	8	Net: 4
City Codes: WS = West Sacramento, WL = Woodland, DV = Davis													

Development Name	Developer	City Code	Notes	Type										
Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	FLY		DTMJ	40	0	1	8	0	0	10	1	0.45	0.25
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			1	8	0	0	10	1	Net: 0	
City Codes: FLY = Plymouth														

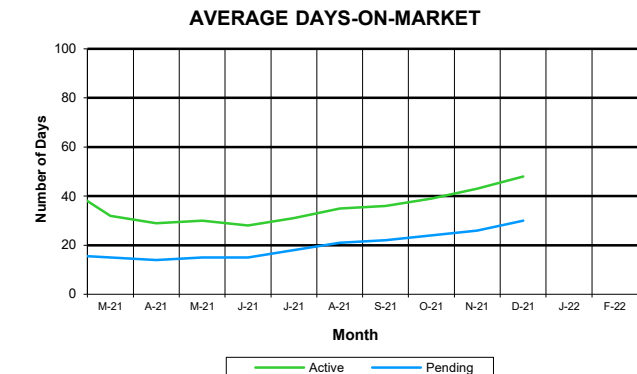
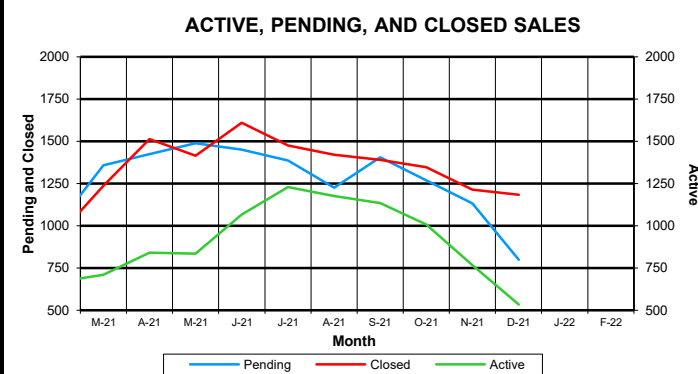
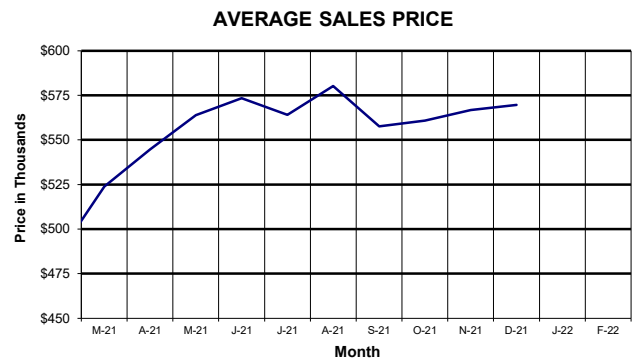
Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	0	3	7	0	0	115	5	1.18	1.25
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				3	7	0	0	115	5	Net: 0	
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. Sl's /Week	Av. Sl's /YTD
Cresleigh Meadows at Pumas Ranch	Cresleigh	FLK	Rsv's	DTMJ	111	0	2	52	0	0	65	3	0.64	0.75
Cresleigh Riverside at Pumas Ranch	Cresleigh	FLK		DTMJ	52	0	3	6	0	0	44	-1	0.43	-0.25
Diamante at Pumas Lake	DR Horton	FLK		DTST	94	4	4	54	3	1	34	11	1.47	2.75
Summerset at The Orchards	JMC	MS		DTST	96	0	1	7	2	0	92	5	1.03	1.25
Sonoma Ranch	Lennar	FLK		DTST	208	0	2	10	0	0	200	2	0.99	0.50
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	4	3	13	2	0	47	3	0.67	0.75
Crosswinds at River Oaks	Meritage	FLK		DTMJ	72	0	1	25	2	0	42	7	1.16	1.75
Seasons at River Oaks	Richmond American	OL		DTST	83	0	3	5	1	0	61	8	1.11	2.00
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	3	16	1	0	78	5	1.04	1.25
TOTALS: No. Reporting: 9		Avg. Sales: 1.11		Traffic to Sales: 17 : 1				22	188	11	1	663	43	Net: 10
City Codes: FLK = Pumas Lake, MS = Marysville, OL = Olivehurst														

Sacramento				Projects Participating: 170						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 170	Avg. Sales: 1.11	Traffic to Sales: 16 : 1	567	3331	211	22	11562	661	Net: 189	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										

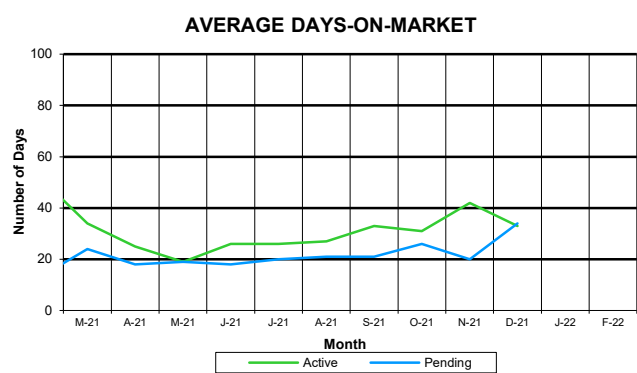
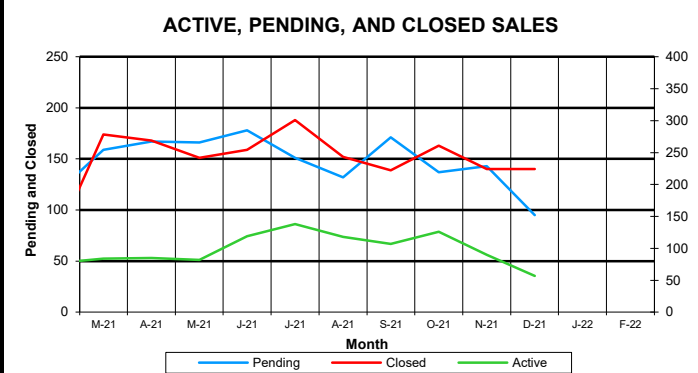
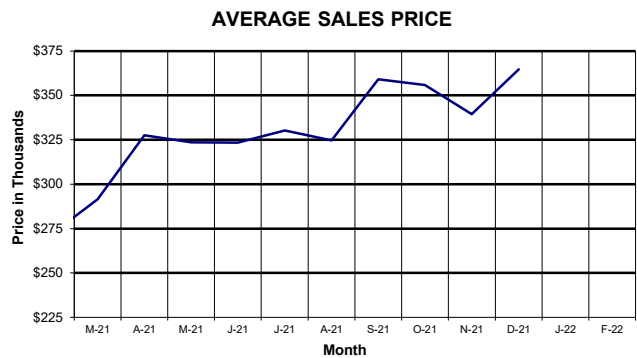
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	1,007	39	1,269	24	1,347	\$560,893
Nov-21	767	43	1,132	26	1,214	\$566,756
Dec-21	535	48	799	30	1,183	\$569,728



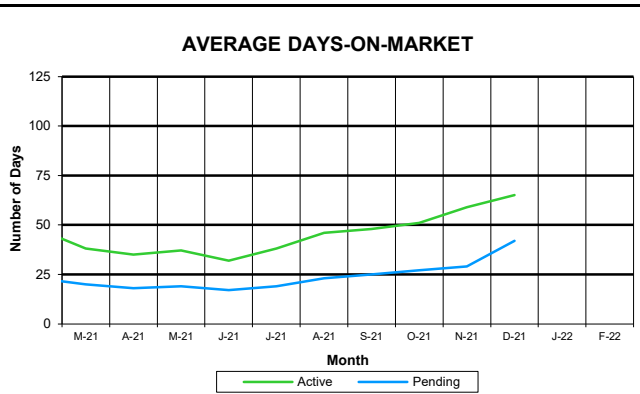
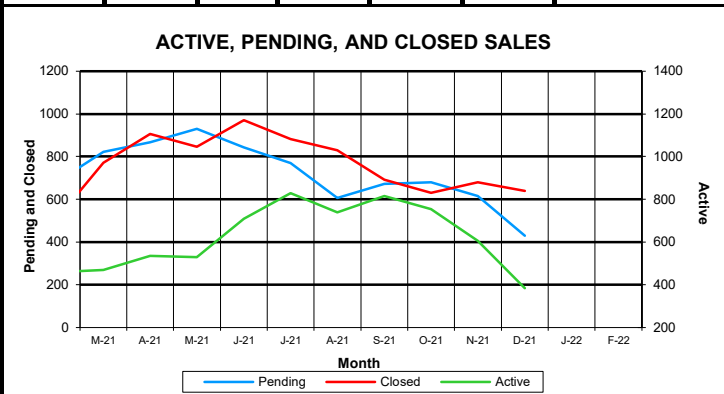
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	126	31	137	26	163	355,793
Nov-21	90	42	143	20	140	339,384
Dec-21	57	33	95	34	140	364,570



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	753	51	680	27	630	713,658
Nov-21	605	59	615	29	680	734,692
Dec-21	385	65	429	42	639	726,154



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-21	105	50	123	33	137	653,454
Nov-21	77	52	107	38	128	608,995
Dec-21	79	54	57	50	115	616,097

