

# THE RYNESS REPORT

The Ryness Company Marketing Research Department

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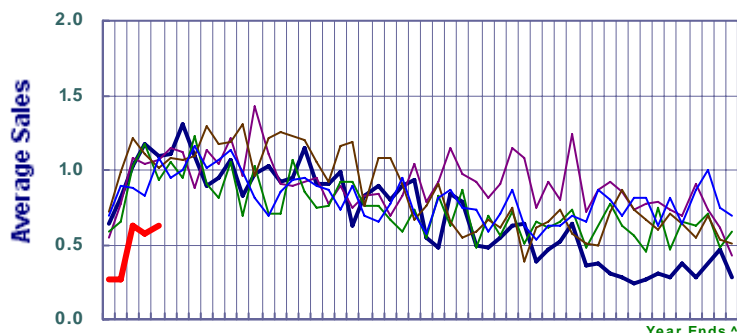
For Week 5, Ending: **February 03, 2019**

## Bay Area

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda		49	906	20	5	15	0.31	0.35	-12%	0.30	3%
Contra Costa		27	342	26	2	24	0.89	0.46	92%	0.34	160%
Sonoma, Napa		11	111	8	1	7	0.64	0.34	87%	0.27	135%
San Mateo		2	25	1	0	1	0.50	0.30	67%	0.19	158%
Santa Clara		36	565	41	6	35	0.97	0.67	45%	0.42	131%
Monterey, Santa Cruz, San Benito		5	211	7	0	7	1.40	0.76	84%	0.65	117%
Solano		14	316	4	2	2	0.14	0.48	-71%	0.43	-67%
<b>Current Week Totals</b>	Traffic : Sales 23 : 1	<b>144</b>	<b>2,476</b>	<b>107</b>	<b>16</b>	<b>91</b>	<b>0.63</b>	<b>0.48</b>	<b>32%</b>	<b>0.36</b>	<b>78%</b>
Per Project Average			17	0.74	0.11	0.63					
<b>Year Ago - 02/04/2018</b>	Traffic : Sales 35 : 1	<b>134</b>	<b>5,248</b>	<b>151</b>	<b>5</b>	<b>146</b>	<b>1.09</b>	<b>0.86</b>	<b>27%</b>	<b>0.77</b>	<b>41%</b>
% Change		7%	-53%	-29%	220%	-38%	-42%	-44%		-54%	

### 2019 Bay Area Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 5 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	113	29	0.91	0.11	0.80	0.81
■	2015	101	30	0.98	0.08	0.90	0.85
■	2016	116	33	0.89	0.08	0.81	0.73
■	2017	142	26	1.02	0.11	0.90	0.90
■	2018	138	39	1.02	0.08	0.95	0.70
■	2019	142	17	0.57	0.09	0.48	0.48
% Change :		3%	-56%	-44%	17%	-49%	-31%

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



## WEEKLY FINANCIAL NEWS

### Financing

	RATE	APR
CONV	4.39%	4.39%
FHA	3.96%	3.96%
10 Yr Yield	2.72%	



### Market Commentary

The month of November brought some relief for the U.S. housing market as sales of new single-family homes hit the highest level in eight months, reversing the gloom over the previous few months. Moreover, October's number was revised upward. Sales of newly constructed single-family homes, accounting for roughly 10% of all U.S. home sales, soared 16.9% in November from the prior month to a seasonally adjusted annual rate of 657,000 units, per data released on Jan 31 by the Commerce Department. The November figure was well above the consensus forecast of 569,000. Additionally, median sales prices in November fell 7% to \$302,400, the lowest since February 2017. Average prices also fell 8.4% to \$362,400. The upsurge in new home sales came as sales in the Northeast doubled to a rate of 46,000, while sales in the Midwest and South surged 30.5% and 20.6%, respectively. New home sales, however, dropped 5.9% in the West. Despite the noteworthy, monthly increase, the Commerce Department stated that new home sales in November were still down 7.7% from the year-ago period. Mortgage rates have trended lower since fall, spurring home sales in the final months of 2018. Still, rates are higher compared with the year-ago period, which might have played a role in the dip in last week's purchase applications. Freddie Mac's chief economist Sam Khater remains hopeful and believes "softening house price appreciation along with increasing inventory of homes on the market – and historically low mortgage rates – should give a boost to the spring homebuying season." Added to this much-needed housing tailwind is a low unemployment rate that is adding to the optimism. *Shrabana Mukherjee Zacks Yahoo Finance*

Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating : 26						In Area : 26			
					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
Monarch at Soares Ranch	DR Horton	UC		ATMU	63	0	17	18	0	0	13	3	0.59	0.60
Reserve, The	DR Horton	Hy		DTMU	179	0	6	16	0	0	123	2	1.24	0.40
Element	KB Home	Hy		ATMU	49	0	5	33	1	0	21	5	0.95	1.00
Primrose at Sanctuary Village	KB Home	Nk		DTMU	50	0	1	35	2	0	23	15	3.22	3.00
Rosebriar at Sanctuary Village	KB Home	Nk		DTMU	50	8	4	35	5	0	14	14	2.97	2.97
Element	Lennar	Ok		ATMU	44	0	4	3	0	1	14	-1	0.22	-0.20
Icona at Innovation	Lennar	Fr		ATMU	289	0	7	14	0	0	9	-1	0.23	-0.20
Lighthouse	Lennar	Nk		ATMU	88	0	7	10	0	0	61	0	0.72	0.00
Revo at Innovation	Lennar	Fr		ATMU	251	8	7	14	1	0	17	4	0.43	0.80
Mission Crossing	Meritage	Hy		ATST	140	6	6	5	2	0	6	2	0.33	0.40
Boulevard Heights	Pulte	Fr		ATMU	67	0	3	9	0	0	16	1	0.69	0.20
Montecito	Pulte	Fr		ATMU	54	0	6	11	0	0	22	1	0.95	0.20
Parkside Heights	Pulte	Hy	New	DTMU	97	0		10	0	0	0	0	0.00	0.00
Promontory at Stonebrae	Richmond American	Hy		DTMU	96	0	4	11	0	0	13	-2	0.45	-0.40
Theory at Innovation	Shea	Fr		ATMU	132	0	5	28	0	0	46	0	0.82	0.00
Locale @ State Street - Rowhomes	SummerHill	Fr		ATMU	76	0	10	10	0	0	36	0	0.88	0.00
Locale @ State Street Condos	SummerHill	Fr		ATMU	81	0	25	2	0	0	21	1	0.87	0.20
Apex at Mission Stevenson	TRI Pointe	Fr		ATMU	77	0	10	33	0	0	41	0	0.80	0.00
Palm	TRI Pointe	Fr	Rsv's	DTMU	31	0	4	24	0	0	4	1	0.19	0.20
Saltcreek at Glass Bay	Trumark	Nk		DTMU	69	0	3	14	1	0	66	1	0.86	0.20
Seagrass at Glass Bay	Trumark	Nk		DTMU	79	0	11	14	0	0	68	0	0.88	0.00
Baker + Jamison	Van Daele	CV		ATMU	27	0	5	17	0	0	10	3	0.45	0.60
Banks at Bayshores	William Lyon	Nk		DTMU	120	0	1	11	0	0	119	0	0.86	0.00
Isles at Bayshores	William Lyon	Nk		DTMU	82	0	S/O	11	1	0	82	3	0.59	0.60
Strand at Bayshores	William Lyon	Nk		ATMU	157	0	4	11	0	0	153	1	1.11	0.20
Tides at Bayshores	William Lyon	Nk		DTMU	75	0	3	11	0	1	72	-1	0.52	-0.20
TOTALS: No. Reporting:		26	Avg. Sales: 0.42		Traffic to Sales: 32 : 1		158	410	13	2	1070	52	Net:	11

City Codes: CV = Castro Valley, Fr = Fremont, Hy = Hayward, Nk = Newark, Ok = Oakland, UC = Union City

<b>Amador Valley</b>					<b>Projects</b>		<b>Participating : 23</b>				<b>In Area : 23</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Fillmore at Boulevard	Brookfield	Db		ATMU	80	0	8	39	1	0	4	3	0.42	0.60
Huntington at Boulevard	Brookfield	Db		DTMU	69	0	4	13	0	0	48	0	0.65	0.00
Wilshire at Boulevard	Brookfield	Db		ATMU	75	0	18	22	0	0	27	2	0.71	0.40
Riverton at Wallis Ranch	KB Home	Db		ATMU	125	0	6	14	0	0	111	1	0.85	0.20
Lincoln at Boulevard	Lennar	Db		DTMU	45	0	3	25	0	0	16	5	0.75	1.00
Madison at Boulevard	Lennar	Db		ATMU	107	0	7	4	1	1	99	1	1.34	0.20
Newbury at Boulevard	Lennar	Db		DTMU	49	0	TSO	32	0	0	7	6	0.50	1.20
Sunset at Boulevard	Lennar	Db		DTMU	60	0	13	36	0	0	23	0	0.44	0.00
Union at Boulevard	Lennar	Db		ATMU	62	0	TSO	4	0	0	44	0	0.59	0.00
Haven at Wallis Ranch	Meritage	Db		DTMU	75	0	4	2	1	1	68	3	1.31	0.60
Homestead at Irby Ranch	Meritage	Pl		DTMU	87	0	4	29	1	0	5	0	0.36	0.00
Rose Avenue Estates	Ponderosa	Pl		DTMU	16	0	4	16	0	0	3	0	0.13	0.00
Vines	Ponderosa	Lv		DTMU	49	0	5	9	0	0	39	1	0.34	0.20
Sage - Harmony	Shea	Lv		ATMU	105	0	2	24	0	0	48	0	0.47	0.00
Sage - Synergy	Shea	Lv		ATMU	179	0	8	24	0	0	135	0	0.85	0.00
Sage - Tranquility	Shea	Lv		ATMU	107	0	5	24	0	0	100	0	0.62	0.00
Apex	Taylor Morrison	Db		ATMU	122	0	13	12	0	0	59	0	1.15	0.00

( Amador Valley ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>Amador Valley</b>					<b>Projects</b>		<b>Participating : 23</b>				<b>In Area : 23</b>			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Ivy Oak at Wallis Ranch	Taylor Morrison	Db	DTMU		74	0	7	15	0	0	60	2	0.46	0.40
Enclave	Tim Lewis	Db	DTMU		48	0	9	12	0	0	39	3	0.41	0.60
Onyx at Jordan Ranch	TRI Pointe	Db	DTST		105	0	1	37	1	0	58	3	0.68	0.60
Quartz at Jordan Ranch	TRI Pointe	Db	ATMU		45	0	4	37	1	1	31	3	0.56	0.60
Slate at Jordan Ranch	TRI Pointe	Db	DTMU		56	0	1	37	1	0	55	2	0.52	0.40
Fielding at Wallis Ranch	Trumark	Db	DTMU		139	6	10	29	0	0	129	0	0.93	0.00
<b>TOTALS: No. Reporting:</b>		<b>23</b>	<b>Avg. Sales: 0.17</b>		<b>Traffic to Sales: 71 : 1</b>		136	496	7	3	1208	35	Net:	4

City Codes: Db = Dublin, Lv = Livermore, Pl = Pleasanton

<b>Diablo Valley</b>					<b>Projects</b>		<b>Participating : 7</b>				<b>In Area : 7</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Verna Way	Castle	Cl	DTMU		6	4	3	18	2	0	3	3	1.40	1.40
Davidon At Wilder	Davidon	Or	DTMU		60	0	17	16	0	0	30	1	0.39	0.20
Tananger Heights	DeNova	PH	DTMU		18	0	2	15	1	0	16	3	0.48	0.60
Stoneyridge	Landsea	WC	ATMU		30	0	5	2	0	0	25	0	0.26	0.00
Trellis	Pulte	WC	ATMU		53	0	3	1	0	0	50	0	0.55	0.00
Wilder	Taylor Morrison	Or	DTMU		61	0	5	3	1	0	29	1	0.19	0.20
Greyson Place	TRI Pointe	PH	DTMU		44	4	3	14	1	0	1	1	0.32	0.32
<b>TOTALS: No. Reporting:</b>		<b>7</b>	<b>Avg. Sales: 0.71</b>		<b>Traffic to Sales: 14 : 1</b>		38	69	5	0	154	9	Net:	5

City Codes: Cl = Clayton, Or = Orinda, PH = Pleasant Hill, WC = Walnut Creek

<b>San Ramon Valley</b>					<b>Projects</b>		<b>Participating : 4</b>				<b>In Area : 4</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Foothills at The Preserve	Lennar	SR	DTMU		72	0	3	14	2	0	12	5	0.35	1.00
Highlands at The Preserve	Lennar	SR	DTMU		121	0	1	14	3	0	14	6	0.41	1.20
Meadows at The Preserve	Lennar	SR	DTMU		63	0	4	14	2	0	16	2	0.47	0.40
Redhawk	Ponderosa	Dn	DTMU		20	0	4	14	0	0	10	0	0.13	0.00
<b>TOTALS: No. Reporting:</b>		<b>4</b>	<b>Avg. Sales: 1.75</b>		<b>Traffic to Sales: 8 : 1</b>		12	56	7	0	52	13	Net:	7

City Codes: Dn = Danville, SR = San Ramon

<b>West Contra Costa</b>					<b>Projects</b>		<b>Participating : 5</b>				<b>In Area : 5</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Waterline Point Richmond	Shea	Rm	ATMU		60	0	1	23	1	0	16	3	0.31	0.60
Muir Pointe - The Tides	Taylor Morrison	Hc	DTST		51	0	3	3	0	0	47	0	0.44	0.00
Muir Pointe- The Cove	Taylor Morrison	Hc	DTST		93	0	5	3	1	0	65	1	0.61	0.20
Places at NOMA	William Lyon	Rm	DTST		95	6	6	7	1	0	9	2	0.50	0.40
Rows at NOMA	William Lyon	Rm	ATMU		98	0	4	7	0	0	2	2	0.42	0.42
<b>TOTALS: No. Reporting:</b>		<b>5</b>	<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 14 : 1</b>		19	43	3	0	139	8	Net:	3

City Codes: Hc = Hercules, Rm = Richmond

<b>Antioch/Pittsburg</b>					<b>Projects</b>		<b>Participating : 2</b>				<b>In Area : 2</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Park Ridge	Davidon	An	DTMU		123	0	14	45	2	0	75	6	1.04	1.20
Verona	Meritage	An	DTMU		117	0	6	2	0	0	6	1	0.74	0.20
<b>TOTALS: No. Reporting:</b>		<b>2</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 24 : 1</b>		20	47	2	0	81	7	Net:	2

City Codes: An = Antioch

Continued ...

Development Name	Developer	City Code	Notes	Type										
East Contra Costa					Projects				Participating : 9			In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Citrus at Emerson Ranch	Brookfield	Oy	DTMU	60	0	11	14	1	0	27	4	0.71	0.80	
Laurel at Emerson Ranch	Brookfield	Oy	DTMU	117	4	11	19	2	0	83	6	1.22	1.20	
Mosaic at the Lakes	Kiper	DB	DTMU	175	0	4	12	1	0	156	1	0.95	0.20	
Regatta at the Lakes	Kiper	DB	DTMU	64	0	4	16	1	0	60	2	0.79	0.40	
Palermo	Meritage	Bt	DTMU	96	0	2	26	1	2	18	2	0.62	0.40	
Harper Parc	Nuvera Homes	Bt	DTMU	84	0	6	9	2	0	20	4	0.55	0.80	
Bella Verde	Pulte	Bt	DTMU	48	0	3	13	0	0	1	1	0.33	0.33	
Vista Dorado	Shea	Bt	DTMU	82	0	4	15	0	0	72	1	0.39	0.20	
Wynstone at Barrington	TRI Pointe	Bt	DTMU	92	0	4	3	1	0	84	3	0.79	0.60	
TOTALS: No. Reporting:		9	Avg. Sales: 0.78		Traffic to Sales: 14 : 1		49	127	9	2	521	24	Net:	7

City Codes: Bt = Brentwood, DB = Discovery Bay, Oy = Oakley

Sonoma, Napa Counties					Projects Participating : 11						In Area : 11			
					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
West Pueblo Estates	Castle	Np	DTMU	19	0	3	7	0	0	16	1	0.44	0.20	
Andersen Ranch	Davidon	Np	DTMU	35	0	10	7	0	1	25	-2	0.59	-0.40	
DayBreak at Brody Ranch	DeNova	Pet	DTMU	61	0	2	33	1	0	24	2	0.82	0.40	
Mill Creek at Brody Ranch	DeNova	Pet	ATST	138	0	5	1	0	0	14	2	0.56	0.40	
Cypress at University	KB Home	RP	Update	DTMU	179	0	13	22	1	0	130	6	1.04	1.20
Aspect	Lafferty	Pet	Rsv's	DTMU	18	0		11	0	0	0	0	0.00	0.00
Blume	Lafferty	RS	Rsv's	DTMU	57	0	1	6	0	0	8	1	0.29	0.20
Blume Townhomes	Lafferty	RS		ATMU	16	0	2	6	0	0	1	0	0.04	0.00
Juniper at University	Richmond American	RP		DTMU	99	0	6	8	4	0	21	5	0.54	1.00
Mulberry at University	Richmond American	RP		DTMU	164	0	5	7	1	0	128	1	0.89	0.20
Laurel Park Estates	Ryder	Np		DTMU	18	0	2	3	1	0	14	1	0.35	0.20
TOTALS: No. Reporting:		11	Avg. Sales: 0.64		Traffic to Sales: 14 : 1		49	111	8	1	381	17	Net:	7

City Codes: Np = Napa, Pet = Petaluma, RP = Rohnert Park, RS = Santa Rosa

San Mateo County					Projects				Participating : 2			In Area : 2		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Foster Square	Lennar	FC	ATMU	200	0	4	4	0	0	103	0	0.76	0.00	
Marquis	Pulte	MP	ATMU	24	0	2	21	1	0	12	3	0.44	0.60	
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 25 : 1		6	25	1	0	115	3	Net: 1	

City Codes: FC = Foster City, MP = Menlo Park

<b>Santa Clara County</b>					<b>Projects</b>				<b>Participating : 36</b>				<b>In Area : 36</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Palmero	California & Peninsula	MV	ATMU		33	3	TSO	29	4	0	22	9	1.97	1.80
Classics at Lawrence Station	Classics	Sv	ATMU		34	0	5	42	1	0	7	7	2.23	2.23
Highlands of Los Gatos	Davidon	LG	DTMU		20	0	TSO	2	0	0	14	0	0.05	0.00
Asana	DeNova	SJ	Rsv's	DTMU	250	0	5	25	1	0	21	9	1.60	1.80
Valencia	Dividend	MH	DTMU		84	0	5	24	0	0	38	1	0.96	0.20
Contempo at Centre Pointe	DR Horton	MI	ATMU		105	0	8	28	2	0	80	3	0.76	0.60
Traditions at Centre Pointe	DR Horton	MI	ATMU		136	0	7	29	4	1	105	7	0.99	1.40
Apex at Berryessa Crossing	KB Home	SJ	ATMU		162	0	2	13	1	0	153	8	1.91	1.60
Circuit	KB Home	MI	ATMU		144	0	3	19	1	0	45	7	0.87	1.40
Lucente	KB Home	MI	ATMU		98	0	4	15	3	0	50	8	1.19	1.60

( Santa Clara County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects				Participating : 36			In Area : 36		
					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
Continued ...														
Metro II at Communications Hill	KB Home	SJ	ATMU	150	0	5	17	0	0	6	1	0.54	0.20	
Cottleston	Lafferty	SJ	DTMU	17	0	2	2	0	0	3	2	0.06	0.40	
Echo at The Vale	Landsea	Sv	ATMU	171	0	2	20	0	0	120	1	1.58	0.20	
Nexus at The Vale	Landsea	Sv	ATMU	143	0	5	20	0	0	107	0	1.41	0.00	
Siena	Landsea	MI	ATMU	73	0	5	3	0	0	44	-1	1.02	-0.20	
Cambridge Place	Lennar	GI	DTMU	70	0	1	8	1	0	46	3	0.72	0.60	
Estancia - Towns	Lennar	MV	ATMU	61	6	4	2	4	1	35	3	0.95	0.60	
Lantana	Lennar	MH	DTMU	53	0	4	3	1	0	49	1	0.44	0.20	
Lexington at Avenue One	Lennar	SJ	ATMU	190	0	4	7	0	0	53	1	1.04	0.20	
Provence at Glen Loma	Lennar	GI	DTMU	43	0	3	3	0	0	1	0	0.09	0.00	
SoMont	Lennar	MI	ATMU	138	0	8	5	0	1	104	-3	1.38	-0.60	
Wisteria	Lennar	MH	DTMU	82	0	13	3	0	0	69	0	0.63	0.00	
Onyx Series 5	Pulte	SJ	ATST	101	0	16	8	6	1	85	7	0.91	1.40	
Radius- Townhomes	Pulte	MV	ATMU	124	0	14	16	1	0	105	15	1.14	3.00	
Towns and Rows at Metro	Pulte	MI	ATST	303	0	1	24	6	1	209	10	1.42	2.00	
6Sixty	Taylor Morrison	MV	ATMU	37	0	16	23	0	0	3	1	0.07	0.20	
Nova at The Vale	Taylor Morrison	Sv	ATMU	136	0	28	50	0	0	95	5	2.02	1.00	
Prynt	Taylor Morrison	MI	ATMU	25	0	6	2	0	0	18	0	0.32	0.00	
Ellison Park	The New Home Co	MI	ATMU	114	0	4	16	0	0	84	0	1.15	0.00	
Madison Gate - SFD	TRI Pointe	MH	DTMU	15	0	5	19	0	0	9	1	0.18	0.20	
Madison Gate Towns	TRI Pointe	MH	ATMU	50	0	4	19	0	0	16	1	0.31	0.20	
SP78	Trumark	SJ	ATMU	78	0	4	8	2	1	25	3	0.73	0.60	
Gables, The	Van Daele	MH	ATMU	37	0	2	22	0	0	17	2	0.56	0.40	
Veneto	Van Daele	MH	DTMU	14	0		17	0	0	0	0	0.00	0.00	
Veneto TWH	Van Daele	MH	ATMU	60	4	3	17	1	0	1	1	0.32	0.32	
Towne38	William Lyon	Cm	ATMU	38	6	6	5	2	0	23	4	0.82	0.80	
TOTALS: No. Reporting:		36	Avg. Sales: 0.97		Traffic to Sales: 14 : 1		204	565	41	6	1862	117	Net:	35
City Codes: Cm = Campbell, GI = Gilroy, LG = Los Gatos, MH = Morgan Hill, MI = Milpitas, MV = Mountain View, SJ = San Jose, Sv = Sunnyvale														
Monterey, Santa Cruz, San Benito Counties					Projects				Participating : 5			In Area : 5		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Knolls at Allendale	DeNova	Ho	DTST	67	0	3	77	1	0	10	5	0.66	1.00	
Lanes at Allendale	DeNova	Ho	DTST	101	0	2	38	3	0	44	11	1.75	2.20	
Rancho Vista	Meritage	SJB	DTMU	85	6	5	10	3	0	17	3	0.43	0.60	
Beach House at The Dunes	Shea	Ma	DTMU	106	0	3	43	0	0	87	1	0.62	0.20	
Boat House at The Dunes	Shea	Ma	DTMU	30	0	3	43	0	0	19	-1	0.31	-0.20	
TOTALS: No. Reporting:		5	Avg. Sales: 1.40		Traffic to Sales: 30 : 1		16	211	7	0	177	19	Net:	7
City Codes: Ho = Hollister, Ma = Marina, SJB = San Juan Bautista														
Benicia, Vallejo					Projects				Participating : 1			In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Skyline	KB Home	VI	DTMU	71	0	1	48	0	0	30	3	0.79	0.60	
TOTALS: No. Reporting:		1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		1	48	0	0	30	3	Net:	0
City Codes: VI = Vallejo														

Continued ...

# THE RYNESS REPORT

Week Ending  
Sunday, February 03, 2019

Bay Area Page 5 of: 5

Development Name	Developer	City Code	Notes	Type										
<b>Fairfield, Vacaville, Suisun, Dixon</b>					<b>Projects</b>		<b>Participating : 13</b>				<b>In Area : 13</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Paradise 360	DeNova	Ff	DTST		68	0	5	20	0	0	38	7	0.78	1.40
Ashton Park at Southtown	DR Horton	Vc	DTST		37	0	6	5	0	0	3	3	0.64	0.64
Brookline	Meritage	Ff	DTMU		76	0		5	0	0	0	0	0.00	0.00
Brookline Estates	Meritage	Ff	DTMU		14	0	2	3	0	0	1	1	0.32	0.32
Larkspur at The Villages	Richmond American	Ff	DTMU		93	0	4	17	1	0	41	2	0.93	0.40
Orchards at Valley Glen	Richmond American	Dx	DTMU		110	0	3	12	1	0	107	0	0.96	0.00
Orchards at Valley Glenn II	Richmond American	Dx	DTMU		122	6	6	12	1	0	4	1	0.39	0.20
Brighton Landing	The New Home Co	Vc	DTMU		63	0	7	61	0	1	3	3	0.95	0.95
Bloom at Green Valley	TRI Pointe	Ff	DTMU		91	0	2	32	1	0	45	4	0.69	0.80
Harvest at Green Valley	TRI Pointe	Ff	DTMU		56	0	3	32	0	0	34	4	0.52	0.80
Lantana at the Village	TRI Pointe	Ff	DTMU		133	0	3	25	0	0	13	2	0.81	0.40
Addington at Brighton Landing	Woodside	Vc	DTST		190	0	4	25	0	1	110	2	1.00	0.40
Tandridge at Brighton Landing	Woodside	Vc	DTMU		105	0	6	19	0	0	99	0	0.89	0.00
<b>TOTALS: No. Reporting:</b>		<b>13</b>	<b>Avg. Sales: 0.15</b>		<b>Traffic to Sales: 67 : 1</b>		<b>51</b>	<b>268</b>	<b>4</b>	<b>2</b>	<b>498</b>	<b>29</b>	<b>Net:</b>	<b>2</b>

City Codes: Dx = Dixon, Ff = Fairfield, Vc = Vacaville

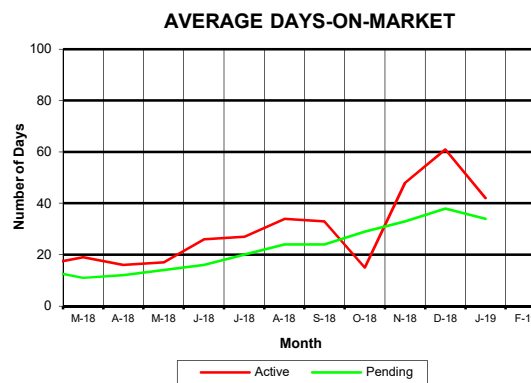
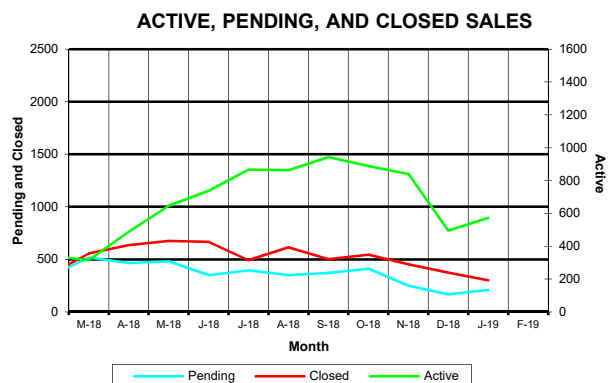
<b>Bay Area</b>					<b>Projects</b>		<b>Participating : 144</b>				<b>In Area : 144</b>			
						<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Net Sales</i>		
<b>GRAND TOTALS: No. Reporting:</b>		<b>144</b>	<b>Avg. Sales: 0.63</b>		<b>Traffic to Sales: 23 : 1</b>		<b>759</b>	<b>2476</b>	<b>107</b>	<b>16</b>	<b>6,288</b>	<b>336</b>	<b>Net:</b>	<b>91</b>

Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family Detached

## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

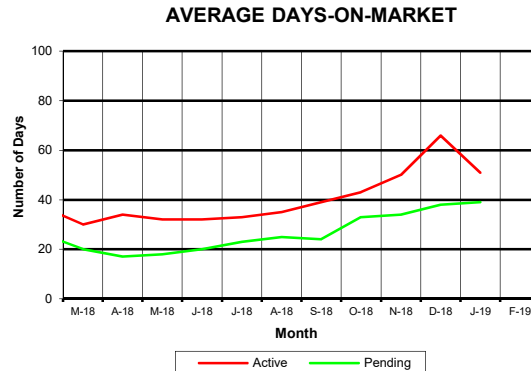
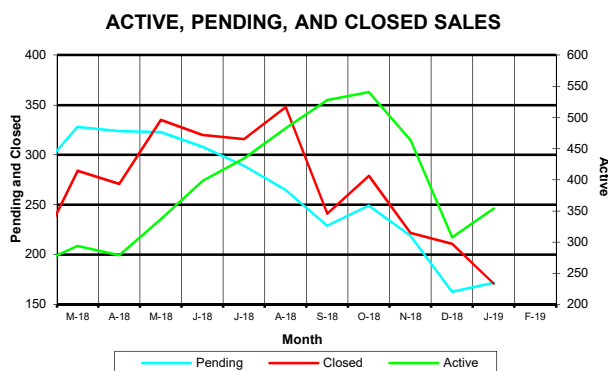
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	738	26	350	16	667	\$1,403,203
Jul-18	866	27	394	20	493	\$1,332,757
Aug-18	862	34	351	24	614	\$1,308,612
Sep-18	942	33	370	24	501	\$1,305,240
Oct-18	889	15	412	29	546	\$1,271,013
Nov-18	840	48	249	33	454	\$1,251,099
Dec-18	495	61	167	38	375	\$1,185,120
Jan-19	573	42	211	34	302	\$1,140,945



## E. Contra Costa SFD Monthly MLS Survey

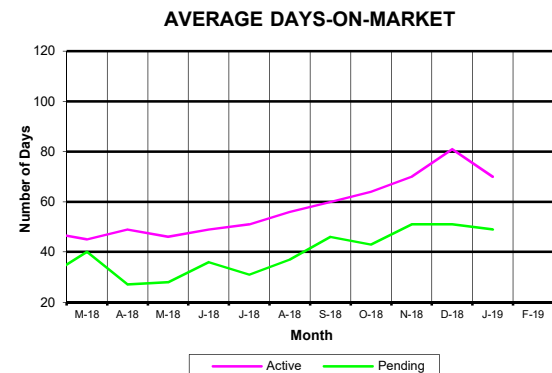
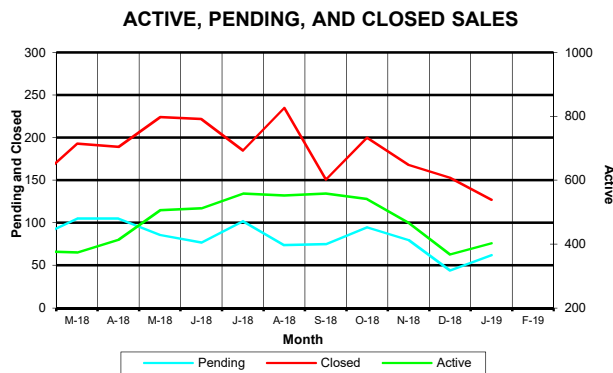
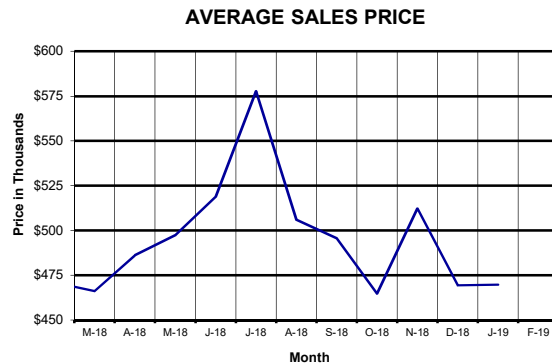
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	398	32	308	20	320	\$527,465
Jul-18	434	33	289	23	316	\$531,778
Aug-18	483	35	265	25	348	\$529,224
Sep-18	528	39	229	24	241	\$526,728
Oct-18	541	43	249	33	279	\$526,782
Nov-18	464	50	219	34	222	\$495,121
Dec-18	308	66	163	38	211	\$509,453
Jan-19	354	51	172	39	171	\$503,178



## Fairfield-Vacaville SFD Monthly MLS Survey

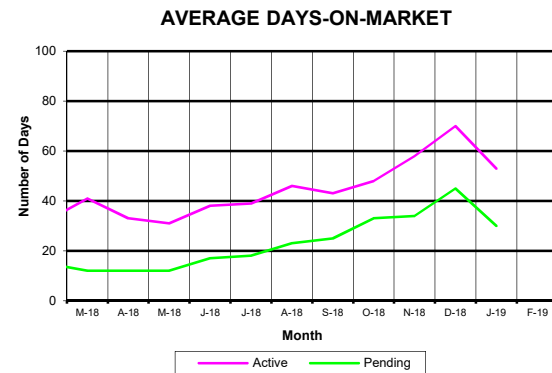
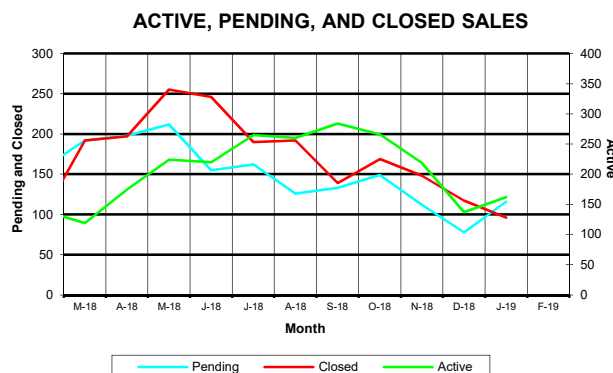
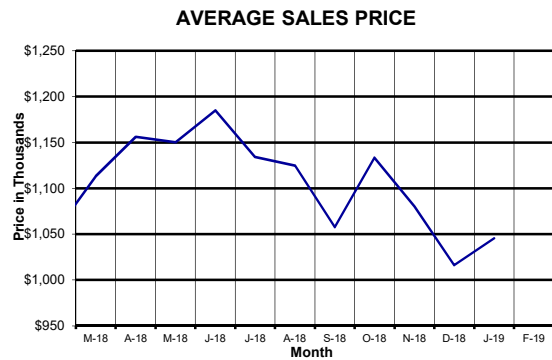
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	512	49	77	36	222	\$518,728
Jul-18	558	51	102	31	185	\$577,737
Aug-18	552	56	74	37	235	\$505,878
Sep-18	558	60	75	46	151	\$495,650
Oct-18	541	64	95	43	200	\$464,747
Nov-18	467	70	80	51	168	\$512,291
Dec-18	368	81	44	51	153	\$469,332
Jan-19	403	70	62	49	127	\$469,596



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	220	38	155	17	246	\$1,185,071
Jul-18	265	39	162	18	190	\$1,133,986
Aug-18	260	46	126	23	192	\$1,124,746
Sep-18	284	43	133	25	139	\$1,057,593
Oct-18	266	48	149	33	169	\$1,133,344
Nov-18	219	58	112	34	148	\$1,080,360
Dec-18	137	70	78	45	117	\$1,016,017
Jan-19	162	53	116	30	96	\$1,045,514

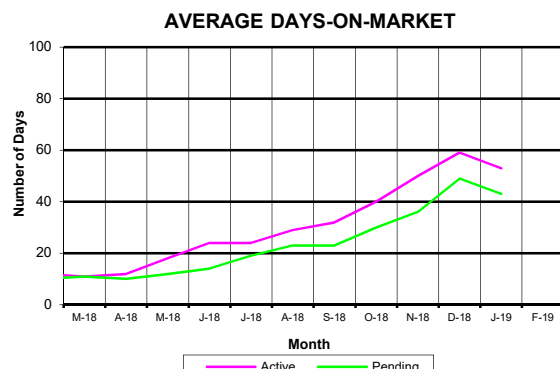
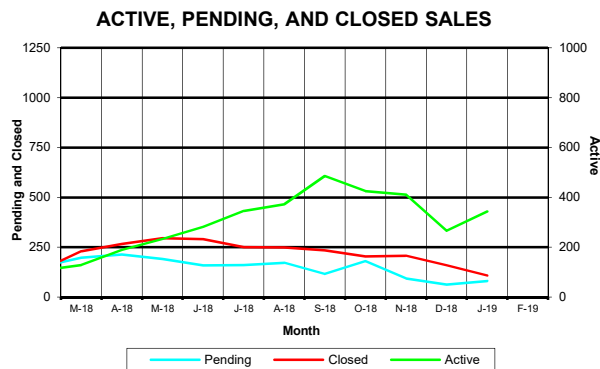
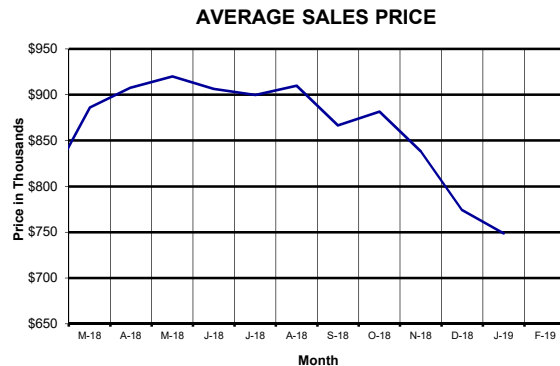




## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

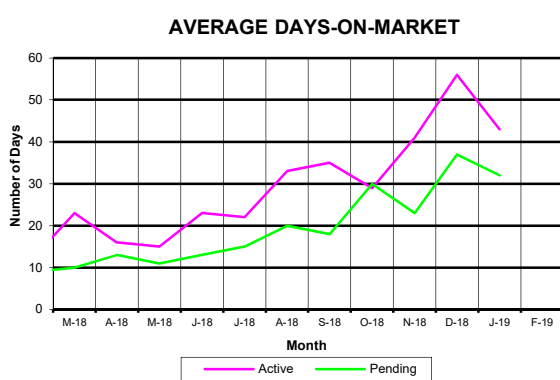
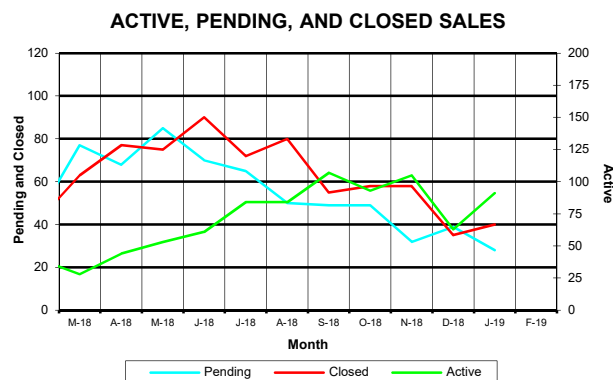
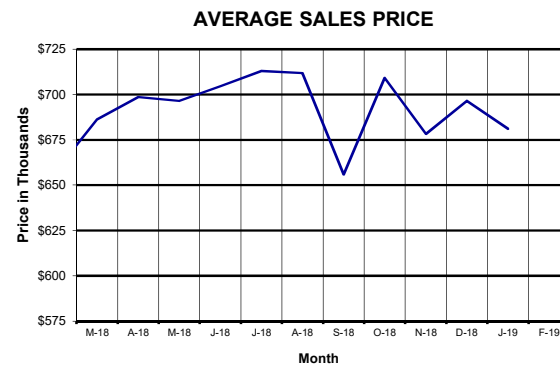
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	281	24	159	14	290	\$906,368
Jul-18	346	24	160	19	250	\$899,678
Aug-18	372	29	172	23	249	\$909,792
Sep-18	485	32	116	23	234	\$866,450
Oct-18	425	40	180	30	204	\$881,487
Nov-18	411	50	93	36	207	\$838,356
Dec-18	266	59	63	49	159	\$773,972
Jan-19	343	53	81	43	108	\$748,538



## Amador Valley Attd. Monthly MLS Survey

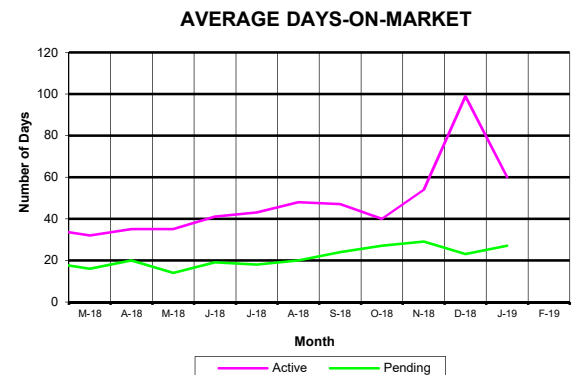
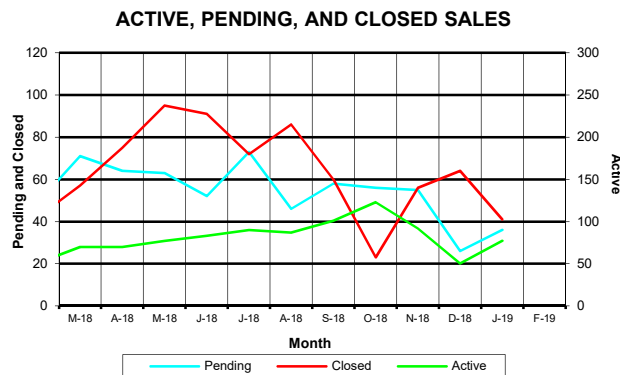
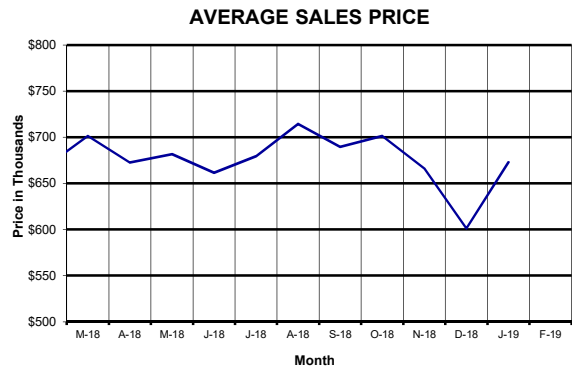
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	61	23	70	13	90	\$704,618
Jul-18	84	22	65	15	72	\$713,019
Aug-18	84	33	50	20	80	\$711,914
Sep-18	107	35	49	18	55	\$656,002
Oct-18	93	29	49	30	58	\$709,201
Nov-18	105	41	32	23	58	\$678,385
Dec-18	63	56	39	37	35	\$696,518
Jan-19	91	43	28	32	40	\$681,126



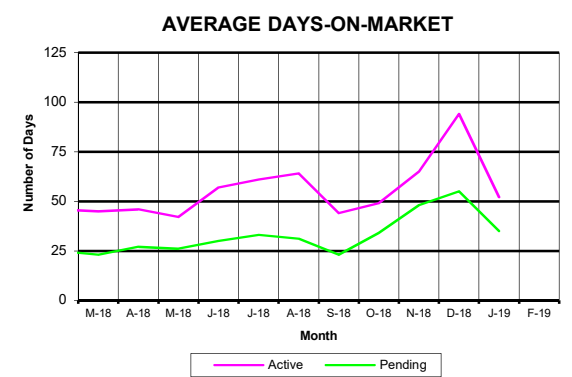
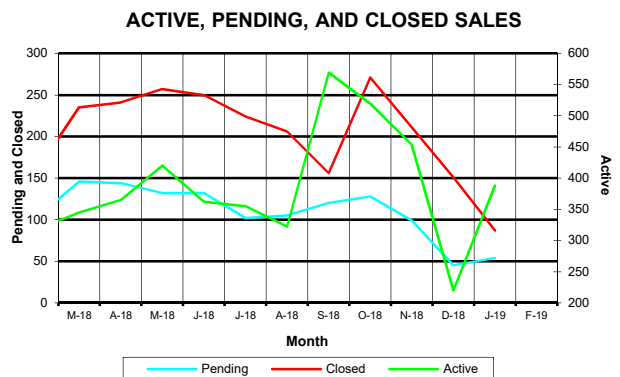
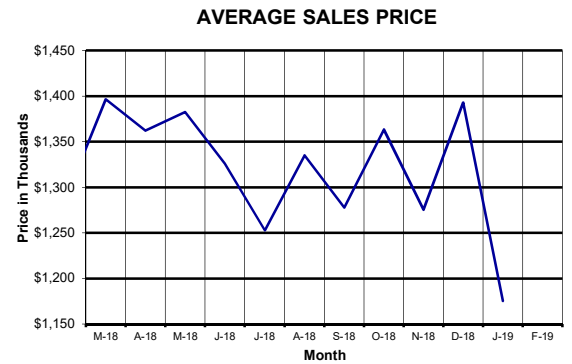
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	83	41	52	19	91	\$661,470
Jul-18	90	43	73	18	72	\$679,462
Aug-18	87	48	46	20	86	\$714,467
Sep-18	101	47	58	24	60	\$689,582
Oct-18	123	40	56	27	23	\$701,239
Nov-18	92	54	55	29	56	\$666,109
Dec-18	50	99	26	23	64	\$601,297
Jan-19	77	60	36	27	41	\$673,014



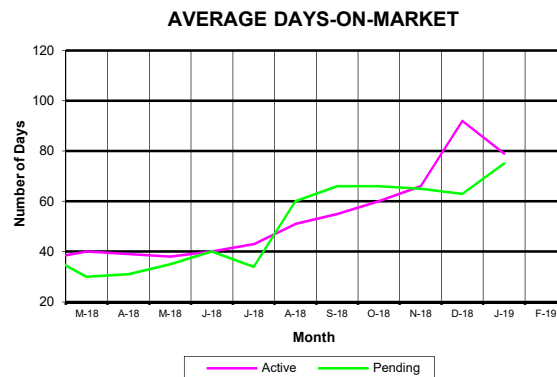
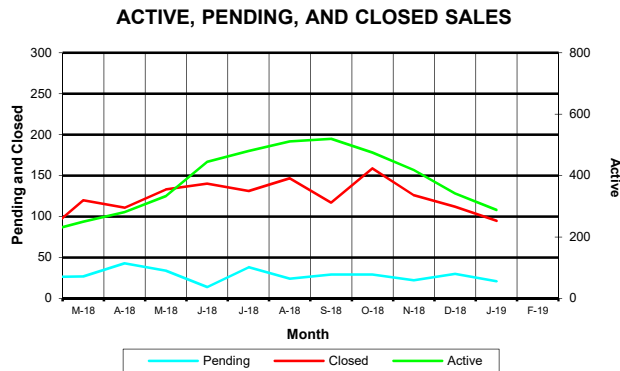
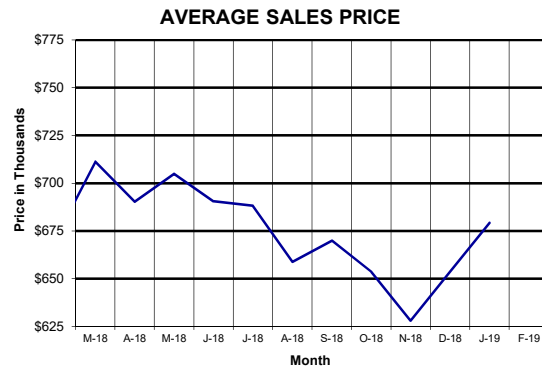
## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	362	57	132	30	250	\$1,325,858
Jul-18	355	61	102	33	224	\$1,252,946
Aug-18	322	64	105	31	206	\$1,335,190
Sep-18	569	44	120	23	156	\$1,277,755
Oct-18	519	49	128	34	271	\$1,363,463
Nov-18	453	65	99	48	211	\$1,275,462
Dec-18	220	94	45	55	151	\$1,393,055
Jan-19	388	52	54	35	87	\$1,175,426



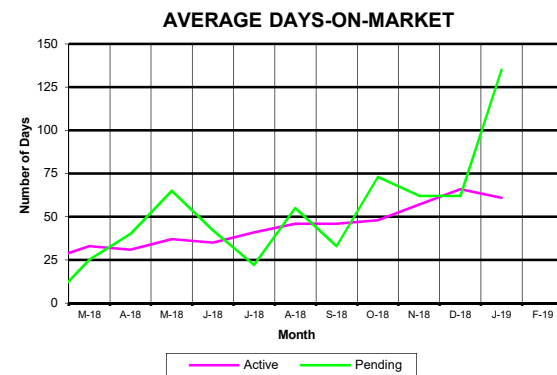
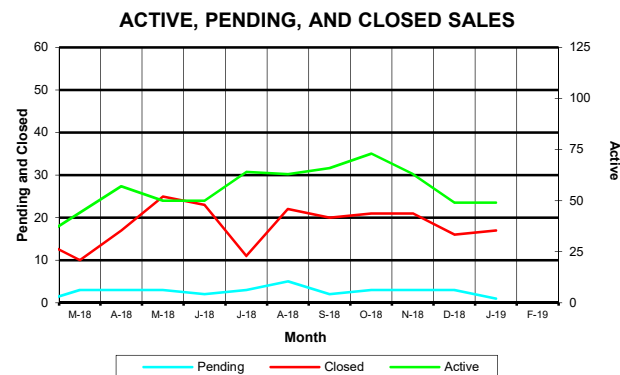
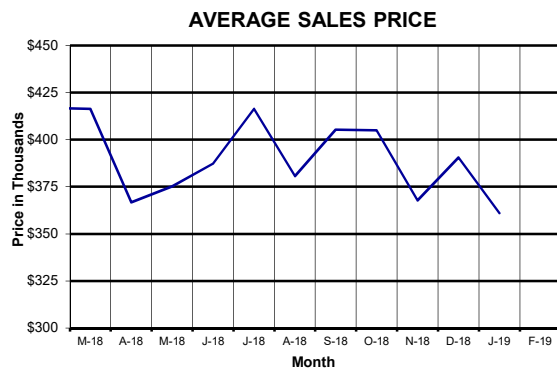
## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	445	40	14	40	140	\$690,476
Jul-18	480	43	38	34	131	\$688,225
Aug-18	511	51	24	60	147	\$658,895
Sep-18	520	55	29	66	117	\$669,878
Oct-18	475	60	29	66	159	\$653,655
Nov-18	419	66	22	65	126	\$628,100
Dec-18	343	92	30	63	112	\$653,866
Jan-19	288	79	21	75	95	\$679,255



## Santa Rosa ATT Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	50	35	2	42	23	\$387,255
Jul-18	64	41	3	22	11	\$416,273
Aug-18	63	46	5	55	22	\$380,616
Sep-18	66	46	2	33	20	\$405,353
Oct-18	73	48	3	73	21	\$405,014
Nov-18	63	57	3	62	21	\$367,738
Dec-18	49	66	3	62	16	\$390,563
Jan-19	49	61	1	135	17	\$360,882



# THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



NATIONAL BUILDER DIVISION

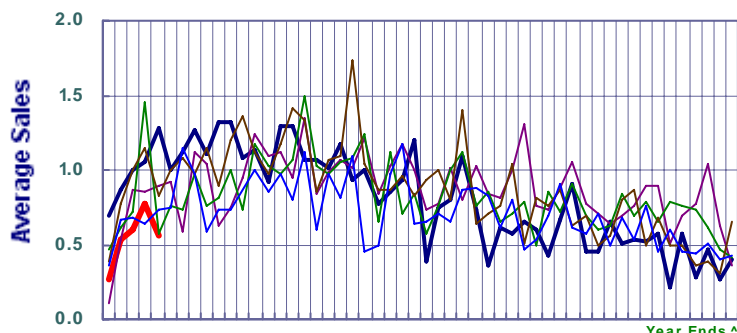
For Week 5, Ending: **February 03, 2019**

## Central Valley

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Tracy/Mountain House		18	255	13	8	5	0.28	0.42	-34%	0.41	-32%
San Joaquin County		24	647	22	4	18	0.75	0.57	31%	0.42	80%
Stanislaus County		5	44	4	1	3	0.60	0.48	25%	0.39	52%
Merced County		16	211	12	2	10	0.63	0.60	5%	0.46	37%
Madera County		1	5	0	0	0	0.00	0.00	0%	0.23	0%
Tulare and Kings Counties		1	5	0	0	0	0.00	0.20	-100%	0.25	0%
Fresno County		10	177	7	1	6	0.60	0.78	-23%	0.80	-25%
<b>Current Week Totals</b>	Traffic : Sales 23 : 1	<b>75</b>	<b>1,344</b>	<b>58</b>	<b>16</b>	<b>42</b>	<b>0.56</b>	<b>0.55</b>	<b>2%</b>	<b>0.46</b>	<b>21%</b>
Per Project Average			18	0.77	0.21	0.56					
<b>Year Ago - 02/04/2018</b>	Traffic : Sales 22 : 1	<b>63</b>	<b>2,028</b>	<b>92</b>	<b>11</b>	<b>81</b>	<b>1.29</b>	<b>0.88</b>	<b>47%</b>	<b>0.78</b>	<b>65%</b>
% Change		19%	-34%	-37%	45%	-48%	-56%	-37%		-41%	

### 2019 Central Valley Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 5 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	45	25	0.64	0.09	0.56	0.71
■	2015	46	31	0.95	0.15	0.80	0.88
■	2016	45	29	0.85	0.10	0.75	0.82
■	2017	48	26	0.78	0.12	0.66	0.87
■	2018	62	28	1.12	0.14	0.98	0.80
■	2019	74	18	0.68	0.13	0.55	0.55
% Change :		19%	-35%	-39%	-5%	-44%	-32%

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



## WEEKLY FINANCIAL NEWS

### Financing

	RATE	APR
CONV	4.39%	4.39%
FHA	3.96%	3.96%
10 Yr Yield	2.72%	



### Market Commentary

The month of November brought some relief for the U.S. housing market as sales of new single-family homes hit the highest level in eight months, reversing the gloom over the previous few months. Moreover, October's number was revised upward. Sales of newly constructed single-family homes, accounting for roughly 10% of all U.S. home sales, soared 16.9% in November from the prior month to a seasonally adjusted annual rate of 657,000 units, per data released on Jan 31 by the Commerce Department. The November figure was well above the consensus forecast of 569,000. Additionally, median sales prices in November fell 7% to \$302,400, the lowest since February 2017. Average prices also fell 8.4% to \$362,400. The upsurge in new home sales came as sales in the Northeast doubled to a rate of 46,000, while sales in the Midwest and South surged 30.5% and 20.6%, respectively. New home sales, however, dropped 5.9% in the West. Despite the noteworthy, monthly increase, the Commerce Department stated that new home sales in November were still down 7.7% from the year-ago period. Mortgage rates have trended lower since fall, spurring home sales in the final months of 2018. Still, rates are higher compared with the year-ago period, which might have played a role in the dip in last week's purchase applications. Freddie Mac's chief economist Sam Khater remains hopeful and believes "softening house price appreciation along with increasing inventory of homes on the market – and historically low mortgage rates – should give a boost to the spring homebuying season." Added to this much-needed housing tailwind is a low unemployment rate that is adding to the optimism. *Shrabana Mukherjee Zacks Yahoo Finance*

Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House				Projects Participating : 18							In Area : 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	
Valera	Bright	Tr	DTMU	71	0	8	9	1	0	52	0	0.58	0.00	
Meadowview at Mountian House	K Hovnanian	MH	DTMU	69	0	4	7	0	0	28	-2	0.79	-0.40	
Legacy at Ellis	Lennar	Tr	DTMU	77	0	3	4	0	0	68	1	0.54	0.20	
Legend at Ellis	Lennar	Tr	DTMU	126	0	2	4	2	0	99	5	0.79	1.00	
Primrose II	Lennar	Tr	DTMU	61	0	1	6	1	0	12	4	0.54	0.80	
Tribute II	Lennar	MH	DTMU	82	0	1	6	1	0	81	1	0.92	0.20	
Caprano at College Park	Meritage	MH	DTMU	77	0	2	7	1	0	68	5	0.82	1.00	
Fontina at College Park	Meritage	MH	DTMU	56	0	6	9	0	2	18	2	0.56	0.40	
Madronea at College Park	Meritage	MH	DTMU	81	0	5	4	0	0	76	1	0.89	0.20	
Inspirato at Mountain House	Richmond American	MH	DTMU	88	0	6	22	1	2	65	4	0.85	0.80	
Oliveto at Mountain House	Richmond American	MH	DTMU	88	0	6	26	1	1	23	0	0.56	0.00	
Wellington at Mountain House	Richmond American	MH	DTMU	66	0	7	25	0	2	38	0	0.73	0.00	
Ashford at Mountain House	Shea	MH	DTMU	117	0	3	45	1	0	87	3	0.82	0.60	
Prescott Mountain House	Shea	MH	DTMU	55	0	1	10	0	0	7	3	0.46	0.60	
Barcelona	Taylor Morrison	Tr	DTMU	51	0	4	5	0	0	46	1	0.74	0.20	
Zephyr Ranch	Taylor Morrison	MH	DTMU	98	0	6	1	0	0	13	3	0.81	0.60	
Sundance II	TRI Pointe	MH	DTMU	138	0	5	24	1	1	65	2	0.83	0.40	
Cascada at Cordes	Woodside	MH	DTMU	78	6	6	41	3	0	47	5	0.87	1.00	
TOTALS: No. Reporting:		18	Avg. Sales: 0.28		Traffic to Sales: 20 : 1		76	255	13	8	893	38	Net: 5	

City Codes: MH = Mountain House, Tr = Tracy

Calaveras County					Projects			Participating : 1			In Area : 1				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Gallery at Greenhorn Creek		DeNova		AS	DTST	55	0	2	7	0	0	34	1	0.45	0.20
TOTALS: No. Reporting:		1		Avg. Sales: 0.00		Traffic to Sales: 0 : 1		2	7	0	0	34	1	Net: 0	

City Codes: AS = Angels Camp

Stockton/Lodi				Projects			Participating : 4				In Area : 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
Belluno	KB Home	Sk	DTST	91	0	3	23	0	0	34	5	0.68	1.00
Charlotte's Oaks	KB Home	Sk	DTST	61	0	2	7	1	0	51	1	1.00	0.20
Monteverello	KB Home	Sk	DTST	122	0	4	20	1	0	51	3	0.85	0.60
Villa Point at Destinations	Richmond American	Sk	DTST	122	0	1	5	2	0	27	5	0.60	1.00
TOTALS: No. Reporting:		4	Avg. Sales: 1.00	Traffic to Sales: 14 : 1		10	55	4	0	163	14	Net:	4

City Codes: Sk = Stockton

<b>San Joaquin County</b>					<b>Projects</b>				<b>Participating : 19</b>				<b>In Area : 19</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Reflections	Anthem United	Lp	DTMU		77	0	15	5	2	0	26	5	0.78	1.00
Solera	Atherton	Mn	DTMU		354	0	3	61	3	0	183	10	1.27	2.00
Sedona at Sundance	Caresco	Mn	DTMU		57	0	1	94	3	0	22	4	0.47	0.80
Acero	DR Horton	Mn	DTST		89	0	8	5	0	2	81	0	1.24	0.00
Palermo Estates	KB Home	Mn	DTST		133	0	1	12	2	0	114	4	1.14	0.80
360 Lakeside at River Island	Kiper	Lp	DTMU		145	0	6	0	0	0	139	2	0.98	0.40
Beacon Bay	Kiper	Lp	DTST		112	6	6	27	2	0	68	3	0.84	0.60
Lakeside	Kiper	Lp	DTMU		46	0	1	36	1	0	3	3	0.25	0.60
Bella Vista Oakwood Shores II	Lafferty	Mn	DTMU		157	0	4	21	0	0	49	1	0.33	0.20

( San Joaquin County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
San Joaquin County  Continued ...					Projects Participating : 19							In Area : 19		
					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
Dolcinea	Raymus	Mn		DTST	41	6	6	27	1	0	16	7	0.90	1.40
Fox Chase at Woodward	Richmond American	Mn		ATMU	130	0	1	43	1	0	8	3	0.36	0.60
Sandpointe at River Islands	Richmond American	Lp		DTMU	73	0	2	59	2	1	57	0	0.55	0.00
Tidewater at River Islands	The New Home Co	Lp	Update	DTMU	131	0	5	27	0	0	73	2	0.62	0.40
Crystal Cove at River Island	Tim Lewis	Lp		DTMU	97	3	9	28	0	1	72	0	0.62	0.00
Bridgeport	Van Daele	Lp		DTMU	91	0	2	30	1	0	13	1	0.59	0.20
Castaway at River Islands	Van Daele	Lp		DTMU	114	0	1	32	0	0	41	4	1.17	0.80
Latitude at River Islands	Van Daele	Lp		DTST	101	0	5	32	0	0	92	2	1.18	0.40
Latitude at River Islands II	Van Daele	Lp		DTMU	74	0	1	32	0	0	3	3	0.29	0.60
Woodward Estates	Woodside	Mn		DTMU	72	0	4	14	0	0	59	0	0.57	0.00
TOTALS: No. Reporting:		19	Avg. Sales: 0.74		Traffic to Sales:		33 : 1	81	585	18	4	1119	54	Net: 14

City Codes: Lp = Lathrop, Mn = Manteca

Modesto					Projects Participating : 1				In Area : 1					
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Orchard Terrace KB Home Ce DTST					80	0	6	22	2	1	31	9	0.79	1.80
TOTALS: No. Reporting: 1			Avg. Sales: 1.00		Traffic to Sales: 11 : 1		6	22	2	1	31	9	Net: 1	

City Codes: Ce = Ceres

Stanislaus County					Projects				Participating : 4			In Area : 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
Marcona	Bright	Ky	DTMU	140	0	6	6	0	0	110	1	0.75	0.20	
Wilding Ranch	Bright	Pr	DTST	49	0	4	2	0	0	42	1	0.34	0.20	
Belmont at Bridle Ridge	JKB	Od	DTMU	177	0	1	2	1	0	176	1	0.92	0.20	
Monarch Country Living	Ramson	Nw	DTST	47	0	3	12	1	0	2	0	0.10	0.00	
TOTALS: No. Reporting:		4	Avg. Sales: 0.50		Traffic to Sales: 11 : 1		14	22	2	0	330	3	Net: 2	

City Codes: Ky = Keyes, Nw = Newman, Od = Oakdale, Pr = Patterson

Merced County					Projects				Participating : 16			In Area : 16		
					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 Bellevue Ranch II	K Hovnanian	Md	DTST	175	0	4	11	0	0	5	4	0.61	0.80	
Aspire at Sierra Vista	K Hovnanian	Md	DTST	91	0	3	11	1	0	27	4	0.84	0.80	
Four Seasons Los Banos	K Hovnanian	LB	DTMU	97	6	6	9	2	0	49	5	0.69	1.00	
Manzanita	Legacy	Lt	DTMU	172	0	4	20	0	0	14	1	0.54	0.20	
Sunflower	Legacy	Md	Rsv's DTST	143	6	5	21	2	0	4	4	1.27	1.27	
Bellevue Ranch -Chateau Series IV	Lennar	Md	DTST	50	0	2	15	1	0	48	4	0.68	0.80	
Moraga - Skye	Lennar	Md	DTST	69	6	4	24	3	0	21	4	0.80	0.80	
Moraga-Chateau Series	Lennar	Md	DTST	104	0	1	24	0	0	35	4	0.85	0.80	
Cypress Terrace	Malet Development	Md	ATST	33	0	6	12	0	0	15	-1	0.32	-0.20	
Brookshire	Stonefield Home	LB	DTMU	172	0	3	13	0	0	51	4	0.51	0.80	
Campus Vista	Stonefield Home	Md	DTST	60	0	4	7	0	1	48	-1	0.41	-0.20	
Harvest Grove	Stonefield Home	LB	DTMU	56	0	2	13	0	1	47	4	0.57	0.80	
Mission Village South	Stonefield Home	LB	DTMU	67	0	4	13	0	0	29	1	0.34	0.20	
Sandstone	Stonefield Home	LB	DTMU	98	0	2	11	1	0	90	3	0.55	0.60	
Stone Ridge West	Stonefield Home	Md	DTST	86	0	2	5	0	0	21	1	0.60	0.20	
University Park	Stonefield Home	Md	DTST	52	4	3	2	2	0	40	4	0.55	0.80	

Development Name	Developer	City Code	Notes	Type
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Merced County				Projects				Participating : 16			In Area : 16		
				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
Continued ...													
TOTALS: No. Reporting:		16	Avg. Sales: 0.63		Traffic to Sales: 18 : 1		55	211	12	2	544	45	Net: 10

City Codes: LB = Los Banos, Lt = Livingston, Md = Merced

Madera County						Projects				Participating : 1				In Area : 1			
						Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD		
Riverstone- Cambridge Collection		Lennar		Mda		DTMU		78	0	1	5	0	0	77	0	0.75	0.00
TOTALS: No. Reporting:		1		Avg. Sales: 0.00		Traffic to Sales:		0 : 1		1	5	0	0	77	0	Net: 0	

City Codes: Mda = Madera

Fresno County					Projects				Participating : 10				In Area : 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	
Aspire at Sun Valley	K Hovnanian	Coa	DTST	44	0	4	7	0	0	6	4	0.98	0.80		
Laurel Grove	KB Home	Fr	New DTST	144	0		59	0	0	0	0	0.00	0.00		
Olive Lane IV	KB Home	Fr	DTST	114	0	1	22	1	0	87	1	0.95	0.20		
Chateau at Carriage House	Lennar	Fr	DTMU	84	0	11	13	0	0	61	0	0.97	0.00		
Chateau at Summer Grove	Lennar	Fr	DTST	102	0	4	21	3	1	75	7	1.36	1.40		
Daffodil Hill	Lennar	Fr	DTST	101	0	2	18	1	0	83	5	1.18	1.00		
Ellingsworth - Chateau II	Lennar	Cv	DTST	108	0	4	0	0	0	92	0	0.95	0.00		
Ellingsworth - Savannah Series	Lennar	Cv	DTST	164	0	3	12	0	0	117	0	1.20	0.00		
Sterling Acres- Savannah	Lennar	Fr	DTST	102	0	4	9	2	0	38	11	0.92	2.20		
Sterling Acres- Skye	Lennar	Fr	DTST	79	0	5	16	0	0	36	8	0.88	1.60		
TOTALS: No. Reporting:		10	Avg. Sales: 0.60		Traffic to Sales:		25 : 1	38	177	7	1	595	36	Net: 6	

City Codes: Coa = Coalinga, Cv = Clovis, Fr = Fresno

Tulare County				Projects Participating : 1							In Area : 1				
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD		
Sequoia Trails- Aspen		Beazer		Vi	DTST	205	0	38	5	0	0	1	1	0.21	0.21
TOTALS: No. Reporting:		1		Avg. Sales: 0.00		Traffic to Sales: 0 : 1		38	5	0	0	1	1	Net: 0	

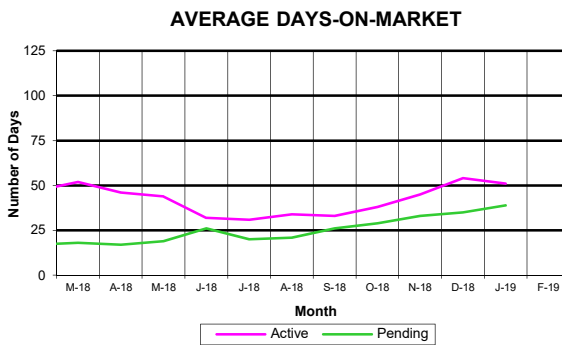
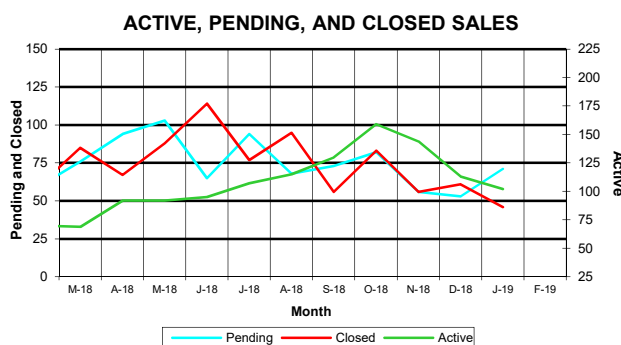
City Codes: Vi = Visalia

Central Valley				Projects Participating : 75					In Area : 75			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 75		Avg. Sales: 0.56		Traffic to Sales: 23 : 1		321	1344	58	16	3,787	201	Net: 42

Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family Detached

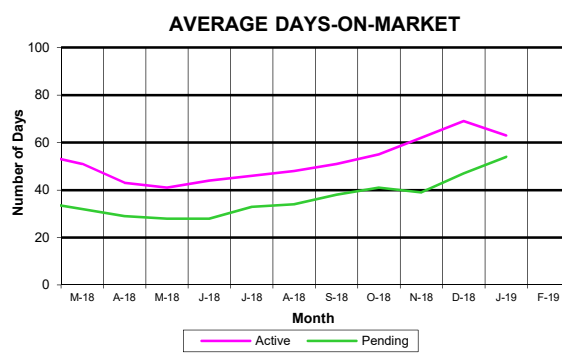
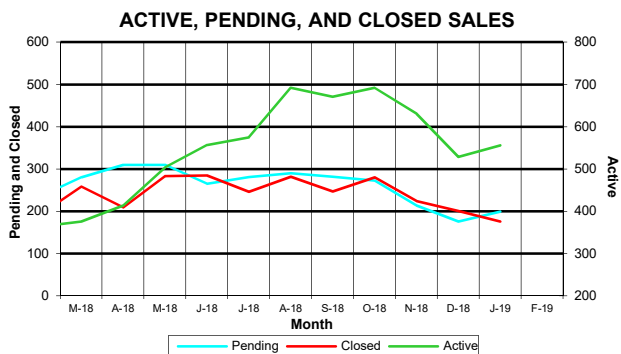
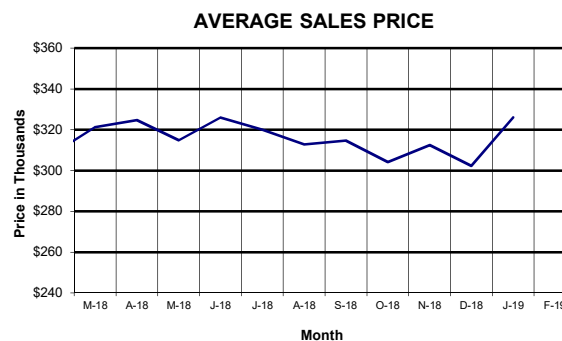
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	95	32	65	26	114	\$523,698
Jul-18	107	31	94	20	77	\$506,374
Aug-18	115	34	68	21	95	\$538,641
Sep-18	130	33	73	26	56	\$495,325
Oct-18	159	38	82	29	83	\$520,035
Nov-18	144	45	56	33	56	\$513,383
Dec-18	113	54	53	35	61	\$509,845
Jan-19	102	51	71	39	46	\$490,812



## Stockton SFD Monthly MLS Survey

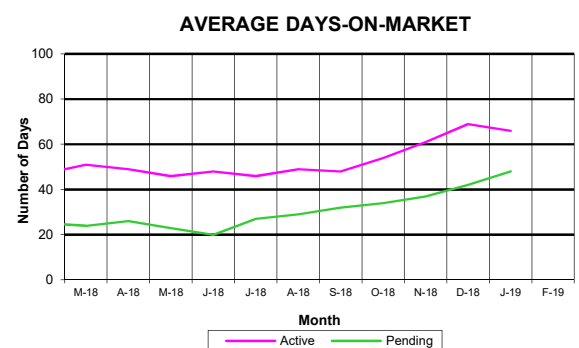
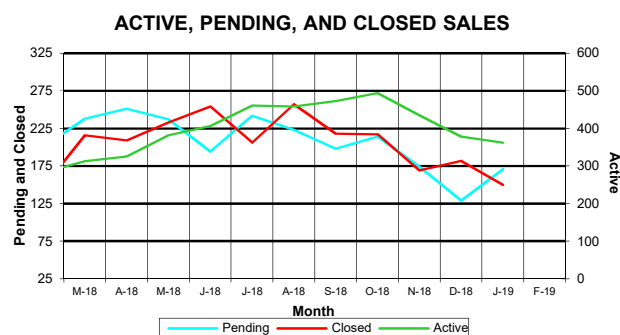
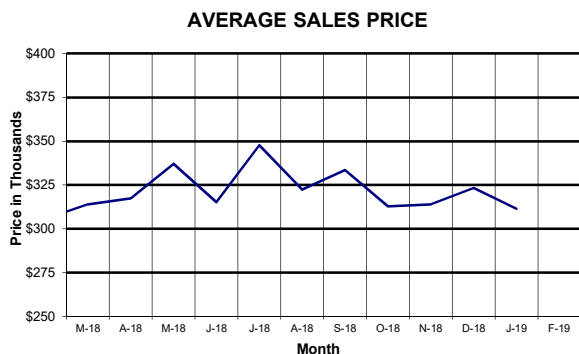
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	557	44	265	28	285	\$325,915
Jul-18	575	46	281	33	246	\$319,929
Aug-18	692	48	290	34	282	\$312,807
Sep-18	671	51	282	38	247	\$314,661
Oct-18	692	55	273	41	280	\$304,182
Nov-18	631	62	214	39	224	\$312,402
Dec-18	529	69	176	47	201	\$302,220
Jan-19	556	63	199	54	176	\$326,032





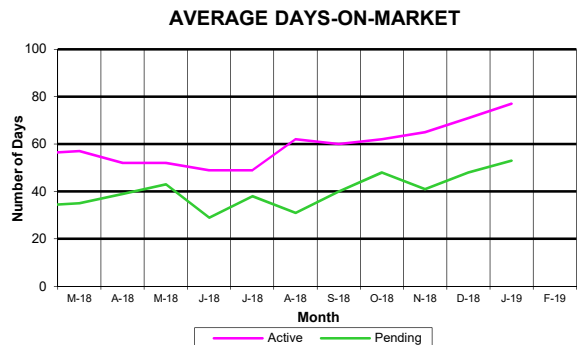
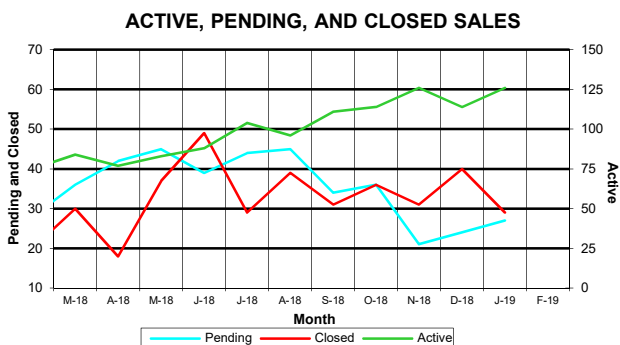
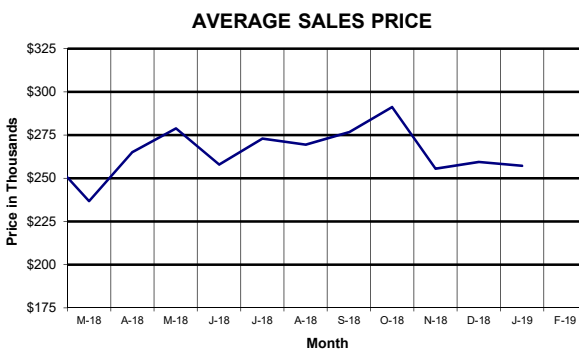
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	406	48	194	20	254	\$315,232
Jul-18	461	46	242	27	206	\$347,632
Aug-18	458	49	223	29	257	\$322,409
Sep-18	473	48	198	32	218	\$333,401
Oct-18	494	54	214	34	217	\$312,877
Nov-18	435	61	174	37	169	\$313,916
Dec-18	378	69	129	42	182	\$323,247
Jan-19	362	66	171	48	150	\$311,465



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	88	49	39	29	49	\$257,876
Jul-18	104	49	44	38	29	\$272,864
Aug-18	96	62	45	31	39	\$269,441
Sep-18	111	60	34	40	31	\$276,583
Oct-18	114	62	36	48	36	\$291,275
Nov-18	126	65	21	41	31	\$255,525
Dec-18	114	71	24	48	40	\$259,510
Jan-19	126	77	27	53	29	\$257,273



# THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



NATIONAL BUILDER DIVISION

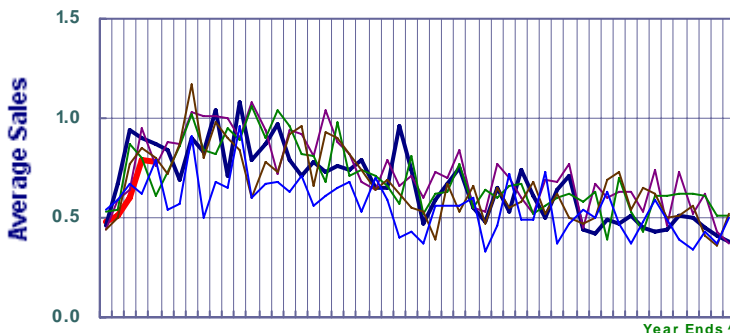
For Week 5, Ending: **February 03, 2019**

**Sacramento**

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
South Sacramento		28	608	32	4	28	1.00	0.60	67%	0.39	155%
Central & North Sacramento		32	589	24	4	20	0.63	0.68	-8%	0.54	15%
Folsom		8	263	11	0	11	1.38	0.67	106%	0.58	138%
El Dorado		11	151	5	1	4	0.36	0.31	18%	0.29	24%
Placer		43	876	34	4	30	0.70	0.67	5%	0.50	39%
Yolo		9	137	8	0	8	0.89	0.56	60%	0.44	102%
Northern Counties		6	50	7	1	6	1.00	0.97	3%	1.15	-13%
<b>Current Week Totals</b>	Traffic : Sales 22 : 1	<b>137</b>	<b>2,674</b>	<b>121</b>	<b>14</b>	<b>107</b>	<b>0.78</b>	<b>0.63</b>	<b>23%</b>	<b>0.50</b>	<b>56%</b>
Per Project Average			20	0.88	0.10	0.78					
<b>Year Ago - 02/04/2018</b>	Traffic : Sales 28 : 1	<b>128</b>	<b>3,275</b>	<b>119</b>	<b>8</b>	<b>111</b>	<b>0.87</b>	<b>0.70</b>	<b>24%</b>	<b>0.61</b>	<b>41%</b>
% Change		7%	-18%	2%	75%	-4%	-10%	-10%		-19%	

## 2019 Sacramento Survey

### 52 Weeks Comparison



### Year To Date Averages Through Week 5 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	70	28	0.71	0.13	0.58	0.56
■	2015	97	25	0.71	0.10	0.61	0.66
■	2016	121	23	0.75	0.09	0.65	0.69
■	2017	143	26	0.80	0.12	0.68	0.73
■	2018	125	25	0.91	0.14	0.77	0.66
■	2019	138	21	0.73	0.10	0.63	0.63
% Change :		10%	-15%	-20%	-31%	-17%	-4%

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



## WEEKLY FINANCIAL NEWS

### Financing

	RATE	APR
CONV	4.39%	4.39%
FHA	3.96%	3.96%
10 Yr Yield	2.72%	



### Market Commentary

The month of November brought some relief for the U.S. housing market as sales of new single-family homes hit the highest level in eight months, reversing the gloom over the previous few months. Moreover, October's number was revised upward. Sales of newly constructed single-family homes, accounting for roughly 10% of all U.S. home sales, soared 16.9% in November from the prior month to a seasonally adjusted annual rate of 657,000 units, per data released on Jan 31 by the Commerce Department. The November figure was well above the consensus forecast of 569,000. Additionally, median sales prices in November fell 7% to \$302,400, the lowest since February 2017. Average prices also fell 8.4% to \$362,400. The upsurge in new home sales came as sales in the Northeast doubled to a rate of 46,000, while sales in the Midwest and South surged 30.5% and 20.6%, respectively. New home sales, however, dropped 5.9% in the West. Despite the noteworthy, monthly increase, the Commerce Department stated that new home sales in November were still down 7.7% from the year-ago period. Mortgage rates have trended lower since fall, spurring home sales in the final months of 2018. Still, rates are higher compared with the year-ago period, which might have played a role in the dip in last week's purchase applications. Freddie Mac's chief economist Sam Khater remains hopeful and believes "softening house price appreciation along with increasing inventory of homes on the market – and historically low mortgage rates – should give a boost to the spring homebuying season." Added to this much-needed housing tailwind is a low unemployment rate that is adding to the optimism. *Shrabana Mukherjee Zacks Yahoo Finance*

Development Name	Developer	City Code	Notes	Type											
South Sacramento					Projects				Participating : 28				In Area : 28		
					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	
Parkview at Sterling Meadows	K Hovnanian	Ln		DTST	60	6	4	31	3	0	41	6	1.10	1.20	
Shasta Ridge	KB Home	So		DTST	60	0	2	28	1	0	25	3	0.59	0.60	
Sheldon Terrace	KB Home	Ln		DTST	175	0	4	30	0	0	5	5	0.49	1.00	
Willow Creek at Monterey Village	KB Home	Ln		DTST	106	6	5	49	5	0	43	6	1.48	1.20	
Bordeaux at Vineyard Creek	Lennar	So		DTST	73	0	S/O	21	1	0	73	5	0.80	1.00	
Cambria at Fieldstone	Lennar	Vn		DTMU	130	0	1	22	2	0	112	4	0.95	0.80	
Cascade at Parkside	Lennar	Vn		DTMU	152	0	1	14	0	0	130	0	0.67	0.00	
Elements at Sterling Meadows	Lennar	Ln		DTST	159	0	4	41	2	0	16	9	0.79	1.80	
Heritage Vineyard Creek	Lennar	So		DTMU	208	0	1	13	0	0	85	1	0.85	0.20	
Indigo at Sterling Meadows	Lennar	Ln		DTST	94	0	5	73	2	1	48	3	1.14	0.60	
Montair at Sterling Meadows	Lennar	Vn		DTST	78	6	6	73	2	1	38	4	0.90	0.80	
Redwood at Parkside	Lennar	Vn		DTMU	244	0	2	14	0	0	175	3	0.90	0.60	
Marbella	Meritage	Vn		DTST	56	0		19	0	0	0	0	0.00	0.00	
Calistoga	Next Generation Capit	So	Rsv's	DTMU	35	0	4	9	1	0	17	1	0.39	0.20	
Park One	Northwest Home Co	So		DTMU	38	0	2	9	1	0	26	1	0.66	0.20	
Greyhawk Point	Richmond American	So		DTMU	77	6	6	13	4	0	62	6	1.00	1.20	
Stonecrest at Sterling Meadows	Richmond American	Ln		DTMU	69	0	4	25	2	2	44	2	0.83	0.40	
Aveiro at Madeira East III	Taylor Morrison	Ln		DTST	69	0	7	5	0	0	48	0	0.67	0.00	
Caselman Ranch - Amaya	Taylor Morrison	Vn		DTMU	43	0	3	1	0	0	40	0	0.35	0.00	
Caselman Ranch - Cavalo	Taylor Morrison	Vn		DTST	76	0	11	1	0	0	65	0	0.49	0.00	
Caselman Ranch - Paloma	Taylor Morrison	Vn		DTST	97	0	S/O	12	2	0	97	6	0.73	1.20	
Prado at Madeira East	Taylor Morrison	Ln		DTMU	205	0	3	12	2	0	159	6	0.63	1.20	
Viana at Madeira East	Taylor Morrison	Ln		DTMU	206	0	1	13	1	0	179	4	0.71	0.80	
Classics at Poppy Lane	Tim Lewis	Ln		DTMU	50	0	7	6	0	0	2	1	0.08	0.20	
Latitudes	Tim Lewis	Vn		DTST	159	0	8	32	0	0	38	3	0.97	0.60	
Legacy at Poppy Lane	Tim Lewis	Ln		DTMU	57	0	2	16	0	0	8	3	0.40	0.60	
Traditions at Poppy Lane	Tim Lewis	Ln		DTST	94	0	4	13	1	0	6	1	0.42	0.20	
Capital Reserve	Woodside	Ln		DTMU	84	0	6	13	0	0	71	0	0.62	0.00	
TOTALS: No. Reporting:		28	Avg. Sales: 1.00		Traffic to Sales:		19 : 1	103	608	32	4	1653	83	Net: 28	

City Codes: Ln = Elk Grove Laguna, So = Sacramento, Vn = Elk Grove Vineyard

<b>Central Sacramento</b>					<b>Projects</b>		<b>Participating : 13</b>				<b>In Area : 13</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Creamery at Alkali Flat	Black Pine	So		DTMU	122	0	2	41	3	1	103	3	0.63	0.60
Estates at Curtis Park	Black Pine	So		DTMU	29	0	6	10	1	0	18	2	0.44	0.40
Veranda at Stone Creek	Elliott	RO		DTST	163	0	19	35	1	0	10	4	0.25	0.80
Ciara at Anatolia	Lennar	RO		DTMU	139	0	6	22	0	0	35	5	0.76	1.00
Highland Grove at Somerset Ranch	Lennar	RO		DTMU	208	0	5	30	0	0	180	6	0.96	1.20
Kensington Estates at Somerset Ranch	Lennar	RO		DTMU	222	0	1	30	0	0	188	5	1.00	1.00
Pointe at Somerset Ranch	Lennar	RO		DTST	62	0	6	30	0	0	3	2	0.48	0.40
McKinley Village - Birch	The New Home Co	So		DTMU	90	0	3	21	0	0	52	2	0.42	0.40
McKinley Village - Cottonwood	The New Home Co	So		DTMU	56	0	3	30	0	0	33	2	0.27	0.40
McKinley Village - Magnolia	The New Home Co	So		DTMU	84	0	2	32	0	0	72	3	0.58	0.60
McKinley Village - Mulberry	The New Home Co	So		DTST	82	0	2	4	0	0	80	1	0.64	0.20
Hidden Ridge	Watt	FO	Rsv's	DTMU	22	0	5	20	1	0	4	1	0.18	0.20
Camden at Somerset Ranch	Woodside	RO		DTMU	165	0	3	20	1	0	107	4	0.56	0.80

Development Name	Developer	City Code	Notes	Type										
<b>Central Sacramento</b>					<b>Projects</b>				<b>Participating : 13</b>				<b>In Area : 13</b>	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
<b>TOTALS: No. Reporting:</b>		<b>13</b>	<b>Avg. Sales: 0.46</b>		<b>Traffic to Sales: 46 : 1</b>		<b>63</b>	<b>325</b>	<b>7</b>	<b>1</b>	<b>885</b>	<b>40</b>	<b>Net: 6</b>	

City Codes: FO = Fair Oaks, RO = Rancho Cordova, So = Sacramento

<b>North Sacramento</b>					<b>Projects</b>				<b>Participating : 19</b>				<b>In Area : 19</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Willow	Anthem United	So	DTMU		68	0	10	7	1	0	58	2	0.64	0.40
Brownstones at Natomas Field	Beazer	So	DTST		213	0	15	9	1	0	147	3	0.87	0.60
Bungalows at Natomas Field	Beazer	So	DTST		95	0	16	3	0	0	59	0	0.68	0.00
Cottages at Natomas Field	Beazer	So	DTST		179	0	15	7	0	0	103	1	0.73	0.20
Villas at Natomas Field	Beazer	So	ATST		216	0	10	5	0	0	156	4	0.92	0.80
Clementine at Westlake Village Greens	DR Horton	So	DTST		49	0	16	6	0	0	18	3	0.72	0.60
Independence at Westlake Village Green	DR Horton	So	DTST		38	0	2	2	1	0	35	11	1.39	2.20
Juniper at Westlake	DR Horton	So	DTMU		66	0	7	8	1	1	29	7	1.25	1.40
Four Seasons Winter at Westshore	K Hovnanian	So	DTMU		184	0	7	9	1	0	177	3	1.30	0.60
Parkside at Westshore	K Hovnanian	So	DTST		131	0	4	26	1	0	97	5	1.21	1.00
Retreat at Westshore II	K Hovnanian	So	DTST		211	0	4	22	2	0	166	5	1.25	1.00
Montauk at the Hamptons	KB Home	So	DTMU		342	0	5	23	1	0	203	4	1.20	0.80
Stonybrook at the Hamptons II	KB Home	So	DTST		80	0	1	7	2	0	70	5	1.13	1.00
Trevato	KB Home	So	DTMU		100	0	2	15	2	0	57	8	1.07	1.60
Catalina at Westshore	Lennar	So	DTST		101	0	2	22	1	0	55	4	1.10	0.80
Edgewood at Natomas Meadows	Lennar	So	DTMU		119	0	1	0	1	0	118	1	0.98	0.20
Heritage Westshore-Carmel	Lennar	So	DTST		82	0	1	13	1	1	81	3	0.66	0.60
Heritage Westshore-Coronado	Lennar	So	DTST		135	0	5	13	0	1	113	-1	0.88	-0.20
Elverta Park	Silverado	Ao	Rsv's DTST		225	7	19	67	1	0	129	4	1.02	0.80
<b>TOTALS: No. Reporting:</b>		<b>19</b>	<b>Avg. Sales: 0.74</b>		<b>Traffic to Sales: 16 : 1</b>		<b>142</b>	<b>264</b>	<b>17</b>	<b>3</b>	<b>1871</b>	<b>72</b>	<b>Net: 14</b>	

City Codes: Ao = Antelope, So = Sacramento

<b>Folsom Area</b>					<b>Projects</b>				<b>Participating : 8</b>				<b>In Area : 8</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Farmhouse at Willow Creek	Black Pine	Fm	DTMU		126	0	3	57	3	0	42	4	0.91	0.80
Cresleigh Domain	Cresleigh	Fm	Rsv's DTMU		49	0	TSO	36	0	0	44	1	1.02	0.20
Braeburn at Harvest	Lennar	Fm	DTMU		54	6	6	26	3	0	22	6	0.50	1.20
Copperwood at Folsom Ranch	Lennar	Fm	DTMU		100	0	5	50	0	0	26	3	0.86	0.60
Gala at Harvest	Lennar	Fm	DTMU		62	0	6	26	1	0	28	1	0.63	0.20
Oakleaf at Folsom Ranch	Lennar	Fm	DTMU		81	0	5	50	1	0	26	5	0.89	1.00
Folsom Ranch-Azure	Taylor Morrison	Fm	DTMU		108	0	3	8	0	0	42	2	1.16	0.40
Folsom Ranch-Dakota	Taylor Morrison	Fm	DTMU		98	0	1	10	3	0	42	6	1.31	1.20
<b>TOTALS: No. Reporting:</b>		<b>8</b>	<b>Avg. Sales: 1.38</b>		<b>Traffic to Sales: 24 : 1</b>		<b>29</b>	<b>263</b>	<b>11</b>	<b>0</b>	<b>272</b>	<b>28</b>	<b>Net: 11</b>	

City Codes: Fm = Folsom

<b>El Dorado County</b>					<b>Projects</b>				<b>Participating : 11</b>				<b>In Area : 11</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Cypress at Serrano	Lennar	EH	DTMU		50	0	1	22	0	0	20	3	0.49	0.60
Heritage El Dorado Hills-Estates	Lennar	EH	DTST		97	0	2	22	1	0	13	4	0.65	0.80
Heritage El Dorado Hills-Legends	Lennar	EH	DTST		164	6	6	22	2	0	19	6	0.94	1.20
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTST		369	0	4	22	0	1	11	0	0.55	0.00
Reflections at Heritage El Dorado Hills	Lennar	EH	DTST		140	0	3	22	1	0	70	1	1.04	0.20

( El Dorado County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>El Dorado County</b>					<b>Projects</b>		<b>Participating : 11</b>				<b>In Area : 11</b>			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Ridge at Blackstone	Lennar	EH	DTMU		99	0	3	0	0	0	96	-1	0.47	-0.20
Elms at The Promontory	Renasci Homes	EH	DTMU		48	0	3	8	0	0	45	2	0.30	0.40
Oaks at The Promontory	Renasci Homes	EH	DTMU		15	0	3	8	0	0	12	1	0.08	0.20
Overlook, The	Renasci Homes	EH	DTMU		28	0	2	21	0	0	18	0	0.19	0.00
Fiori at Serrano	Taylor Morrison	EH	DTMU		50	0	1	0	0	0	49	0	0.25	0.00
Vintage 38	Taylor Morrison	EH	DTMU		38	0	3	4	1	0	35	1	0.23	0.20
<b>TOTALS: No. Reporting:</b>		<b>11</b>	<b>Avg. Sales: 0.36</b>		<b>Traffic to Sales: 30 : 1</b>		<b>31</b>	<b>151</b>	<b>5</b>	<b>1</b>	<b>388</b>	<b>17</b>	<b>Net:</b>	<b>4</b>

City Codes: EH = El Dorado Hills

<b>Placer County</b>					<b>Projects</b>		<b>Participating : 43</b>				<b>In Area : 43</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Rocklin Trails	Cresleigh	Rk	DTST		80	0	10	12	1	1	61	0	0.56	0.00
Manchester II	DR Horton	Rv	DTST		62	0	5	8	2	0	15	6	0.60	1.20
Innovations at Twelve Bridges	Elliott	LI	DTMU		193	0	3	18	1	0	174	7	0.68	1.40
Terra Vista at Stoneridge	Elliott	Rv	DTMU		98	0	4	18	0	0	94	2	0.61	0.40
Veranda at Stoneridge	Elliott	Rv	DTST		149	6	6	17	2	0	64	13	1.16	2.60
Timberwood Estates	Hilbers	GV	DTST		45	7	7	20	0	0	0	0	0.00	0.00
Avenue, The	JMC	LI	DTMU		50	0	5	24	0	1	4	-1	0.19	-0.20
Bluffs at Whitney Ranch	JMC	Rk	DTMU		75	6	6	14	2	0	68	6	0.64	1.20
Executive Series at Lakeside	JMC	LI	DTMU		291	0	4	0	0	0	276	1	0.46	0.20
Northwood at Fiddymment Farms	JMC	Rv	DTST		60	0	4	22	0	0	56	6	0.64	1.20
Overlook at Whitney Ranch	JMC	Rk	DTMU		100	0	2	5	0	0	98	0	0.66	0.00
Panorama at Whitney Ranch	JMC	Rk	DTMU		8	0	4	25	1	0	4	1	0.13	0.20
Park, The	JMC	Rk	DTMU		76	0	1	24	3	0	54	7	0.61	1.40
Reserve at Fiddymment Farm	JMC	Rv	DTMU		128	0	4	6	0	0	107	0	0.44	0.00
Ridge at Whitney Ranch	JMC	Rk	DTST		90	0	2	39	2	0	71	4	0.97	0.80
Summerwood at Fiddymment Farm	JMC	Rv	DTST		85	0	3	30	1	0	82	2	0.53	0.40
Valleybrook at Fiddymment Farm	JMC	Rv	DTMU		78	0	5	59	0	0	18	4	0.89	0.80
Walk, The	JMC	Rk	DTST		70	0	TSO	17	1	0	49	4	0.65	0.80
Wild Oak at Whitney Ranch	JMC	Rk	DTMU		91	0	4	20	2	0	87	4	0.57	0.80
Wildwood	JMC	Rv	DTMU		86	6	4	47	3	0	63	4	0.59	0.80
Aspire at Village Center	K Hovnanian	Rv	Update	DTMU	56	0	3	7	0	1	16	2	1.32	0.40
Legato at Westpark II	KB Home	Rv	DTMU		86	0	5	14	0	0	81	0	0.66	0.00
Pebble Creek	KB Home	Rk	DTST		47	0	2	8	1	0	45	5	0.46	1.00
Corvara at Fiddymment Farm	Lennar	Rv	DTMU		67	5	5	13	2	0	3	3	0.95	0.95
Heritage Solaire-Eclipse	Lennar	Rv	DTMU		174	0	1	65	4	0	31	6	0.81	1.20
Heritage Solaire-Larissa	Lennar	Rv	DTST		144	6	6	65	1	0	35	6	0.89	1.20
Heritage Solaire-Meridian	Lennar	Rv	DTST		175	0	4	65	0	0	35	4	0.83	0.80
Ironwood	Lennar	Rk	DTMU		111	0	4	19	1	0	104	6	1.05	1.20
La Maison at Diamond Creek	Lennar	Rv	DTMU		81	0	1	0	0	0	80	2	0.75	0.40
Mira Vista at Verdera	Lennar	LI	DTMU		75	0	2	0	0	0	73	2	0.59	0.40
Montecito Walk at Westpark	Lennar	Rv	DTMU		122	0	4	17	0	1	99	3	0.88	0.60
Monterosa at Fiddymment Farm	Lennar	Rv	DTMU		70	0	2	13	0	0	1	1	0.47	0.47
Durango	Meritage	Rk	DTST		122	0	6	15	0	0	46	6	0.92	1.20
Summit, The	Meritage	Rv	DTMU		56	0	1	26	0	0	43	3	0.73	0.60
Blume at Solaire	Taylor Morrison	Rv	DTMU		73	0	5	2	0	0	40	3	0.77	0.60
Preserve at Secret Ravine	Taylor Morrison	Rk	DTMU		169	0	2	4	0	0	167	3	0.80	0.60
Treo at Solaire	Taylor Morrison	Rv	DTMU		72	0	3	9	0	0	42	3	0.78	0.60

( Placer County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>Placer County</b>					<b>Projects</b>				<b>Participating : 43</b>				<b>In Area : 43</b>	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Canyon View Whitney Ranch	The New Home Co	Rk	DTMU		92	6	6	31	2	0	23	2	0.50	0.40
Crowne Point	Tim Lewis	Rk	DTMU		156	0	7	23	0	0	120	3	0.45	0.60
Bromley at Solaire	Woodside	Rv	DTMU		86	0	6	17	0	0	72	0	0.45	0.00
Cottages at Spring Valley	Woodside	Rk	DTMU		210	0	1	13	0	0	136	0	0.92	0.00
Hillingdon at Solaire	Woodside	Rv	DTMU		71	0	1	10	0	0	62	0	0.39	0.00
Villas at Spring Valley	Woodside	Rk	DTST		160	0	1	15	2	0	115	4	0.77	0.80
<b>TOTALS: No. Reporting:</b>		<b>43</b>	<b>Avg. Sales: 0.70</b>		<b>Traffic to Sales: 26 : 1</b>		<b>161</b>	<b>876</b>	<b>34</b>	<b>4</b>	<b>2914</b>	<b>137</b>	<b>Net:</b>	<b>30</b>

City Codes: GV = Grass Valley, LI = Lincoln, Rk = Rocklin, Rv = Roseville

<b>Yolo County</b>					<b>Projects</b>				<b>Participating : 9</b>				<b>In Area : 9</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Riverchase	Anthem United	WS	DTMU		222	0	8	20	2	0	47	4	0.76	0.80
Adeline	DR Horton	WI	DTST		77	0	9	7	3	0	11	5	0.84	1.00
Grove at Spring Lake	Lennar	WI	DTST		225	0	2	9	1	0	95	1	0.97	0.20
Orchard at Spring Lake	Lennar	WI	DTST		103	0	1	30	0	0	60	4	1.00	0.80
Cannery - Tilton	Shea	Dv	DTMU		76	0	3	12	0	0	61	3	0.34	0.60
Spring Lake - Ivy	Taylor Morrison	WI	DTMU		44	0	2	4	2	0	8	3	0.23	0.60
Spring Lake - Laurel	Taylor Morrison	WI	DTMU		100	0	19	8	0	0	4	1	0.12	0.20
Spring Lake - Olive	Taylor Morrison	WI	DTMU		70	0	13	7	0	0	4	1	0.12	0.20
Cannery - Gala	The New Home Co	Dv	ATMU		120	0	2	40	0	0	35	3	0.50	0.60
<b>TOTALS: No. Reporting:</b>		<b>9</b>	<b>Avg. Sales: 0.89</b>		<b>Traffic to Sales: 17 : 1</b>		<b>59</b>	<b>137</b>	<b>8</b>	<b>0</b>	<b>325</b>	<b>25</b>	<b>Net:</b>	<b>8</b>

City Codes: Dv = Davis, WI = Woodland, WS = West Sacramento

<b>Sutter County</b>					<b>Projects</b>				<b>Participating : 1</b>				<b>In Area : 1</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Pennington Ranch	KB Home	LO	DTST		97	6	5	10	2	0	55	14	2.19	2.80
<b>TOTALS: No. Reporting:</b>		<b>1</b>	<b>Avg. Sales: 2.00</b>		<b>Traffic to Sales: 5 : 1</b>		<b>5</b>	<b>10</b>	<b>2</b>	<b>0</b>	<b>55</b>	<b>14</b>	<b>Net:</b>	<b>2</b>

City Codes: LO = Live Oak

<b>Yuba County</b>					<b>Projects</b>				<b>Participating : 5</b>				<b>In Area : 5</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Orchard Glen II	Beazer	PLk	DTST		46	0	3	2	1	0	41	1	0.52	0.20
Brookside	Hilbers	Ms	Update DTST		39	0	7	8	1	0	28	3	0.53	0.60
Premier Series at Orchard	JMC	Lda	DTST		300	0	7	6	1	0	231	3	0.39	0.60
Aspire at Wheeler Ranch	K Hovnanian	OI	DTST		130	0	2	10	2	1	121	4	1.46	0.80
Sonoma Ranch	Lennar	PLk	DTST		137	0	2	14	0	0	41	6	0.89	1.20
<b>TOTALS: No. Reporting:</b>		<b>5</b>	<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 8 : 1</b>		<b>21</b>	<b>40</b>	<b>5</b>	<b>1</b>	<b>462</b>	<b>17</b>	<b>Net:</b>	<b>4</b>

City Codes: Lda = Linda, Ms = Marysville, OI = Olivehurst, PLk = Plumas Lake

# THE RYNESS REPORT

Week Ending  
Sunday, February 03, 2019

Sacramento Page  
5 of: 5

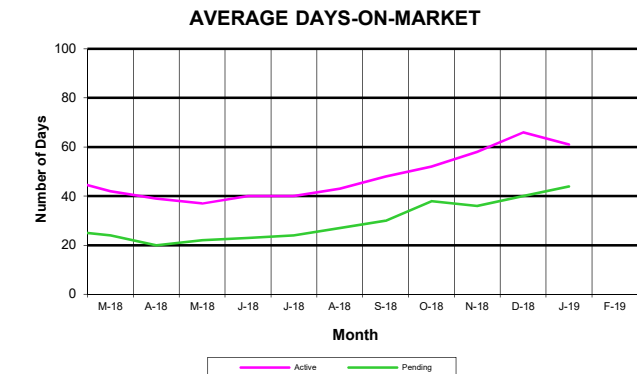
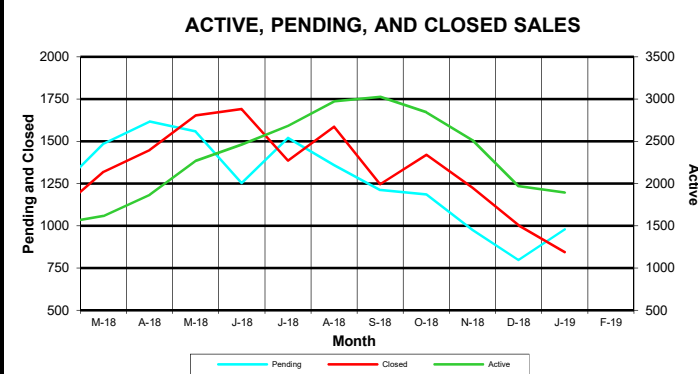
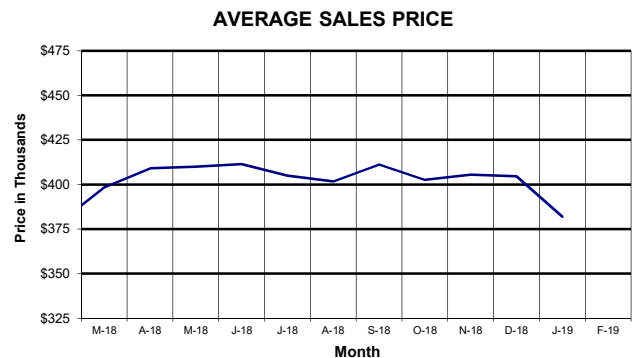
Development Name	Developer	City Code	Notes	Type
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Sacramento				<b>Projects</b>				Participating : 137		In Area : 137	
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting:</b>		<b>137</b>	<b>Avg. Sales: 0.78</b>	<b>Traffic to Sales: 22 : 1</b>	614	2674	121	14	8,825	433	<b>Net: 107</b>

Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached MoveUp, ATST = Attached Starter, ATT = Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached MoveUp, DTST = Detached Starter, HIGH = High-Rise, LOFT = Loft, MIDR = Mid-Rise, RWHS = Row Houses, SFD = Single Family Detached

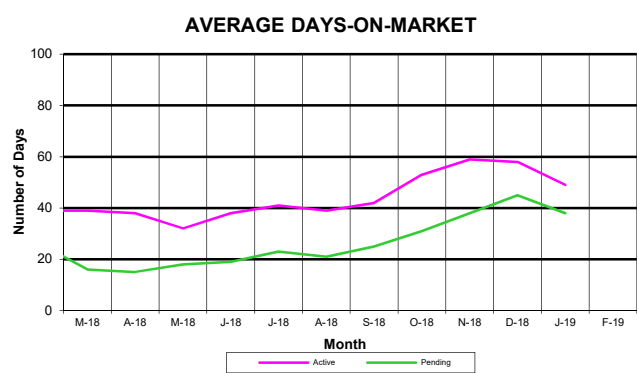
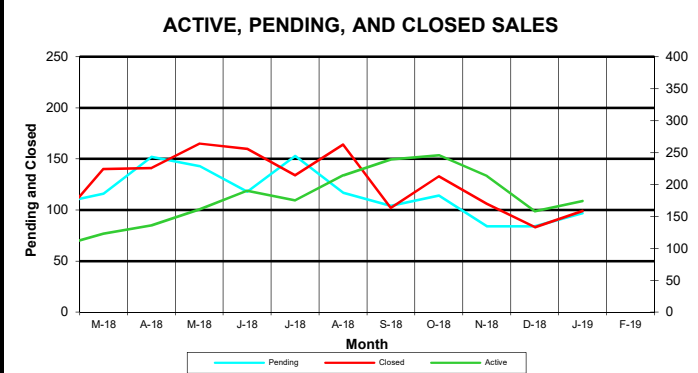
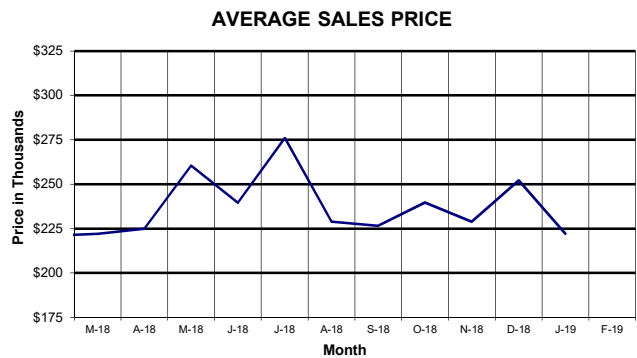
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	2,461	40	1,254	23	1,691	\$411,537
Jul-18	2,685	40	1,520	24	1,387	\$404,903
Aug-18	2,972	43	1,360	27	1,587	\$401,832
Sep-18	3,026	48	1,212	30	1,247	\$411,319
Oct-18	2,844	52	1,186	38	1,421	\$402,586
Nov-18	2,514	58	975	36	1,225	\$405,453
Dec-18	1,971	66	797	40	1,004	\$404,545
Jan-19	1,894	61	979	44	845	\$382,044



## Sacramento County Attd. Monthly MLS Survey

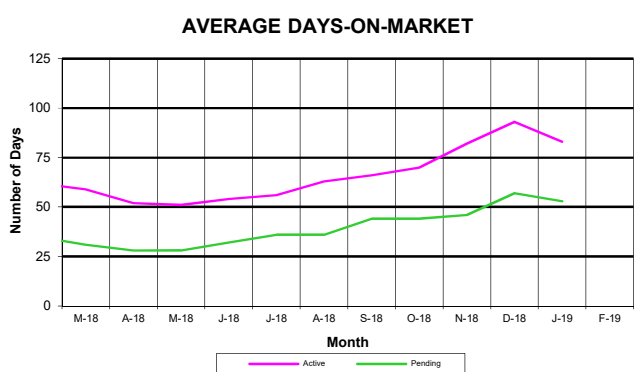
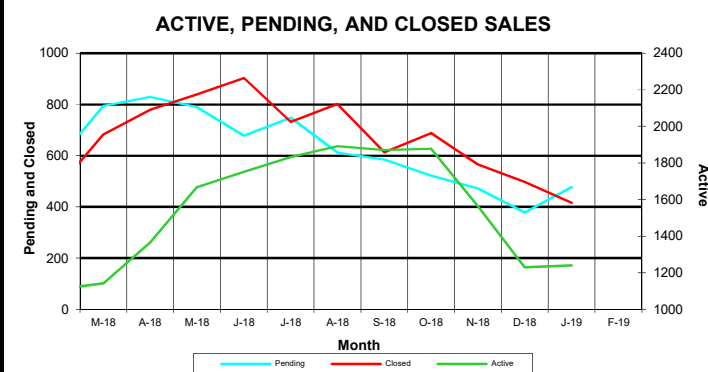
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	190	38	118	19	160	\$239,542
Jul-18	175	41	153	23	134	\$275,979
Aug-18	214	39	117	21	164	\$228,965
Sep-18	239	42	104	25	102	\$226,529
Oct-18	246	53	114	31	133	\$239,690
Nov-18	213	59	84	38	106	\$228,936
Dec-18	158	58	84	45	83	\$252,052
Jan-19	174	49	97	38	99	\$222,074





## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	1,752	54	679	32	903	\$553,390
Jul-18	1,832	56	748	36	732	\$560,001
Aug-18	1,892	63	612	36	802	\$541,897
Sep-18	1,871	66	585	44	614	\$525,361
Oct-18	1,878	70	522	44	689	\$530,925
Nov-18	1,565	82	472	46	566	\$524,533
Dec-18	1,230	93	379	57	497	\$542,526
Jan-19	1,240	83	477	53	416	\$508,713



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-18	250	51	118	22	168	\$513,238
Jul-18	263	54	125	25	137	\$497,695
Aug-18	301	57	104	30	146	\$511,372
Sep-18	296	59	89	39	98	\$546,185
Oct-18	324	61	108	40	118	\$483,302
Nov-18	269	68	92	50	93	\$492,558
Dec-18	212	77	77	47	91	\$485,465
Jan-19	235	70	73	41	78	\$480,591

