

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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For Week 6, Ending: **February 10, 2019**

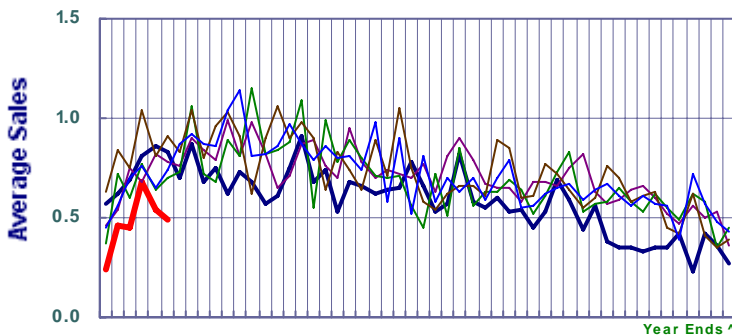
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central-North Orange		78	3,380	48	5	43	0.55	0.44	24%	0.36	53%
Coastal-South Orange		37	739	10	4	6	0.16	0.34	-52%	0.29	-44%
Los Angeles		53	1,066	23	3	20	0.38	0.42	-9%	0.33	15%
Santa Clarita / Antelope		17	648	12	1	11	0.65	0.41	57%	0.44	47%
Ventura		10	302	11	0	11	1.10	0.57	93%	0.40	175%
Santa Barbara-San Luis Obispo		11	897	13	1	12	1.09	0.71	54%	0.45	145%
Kern-Tulare-Kings		25	385	15	4	11	0.44	0.84	-47%	0.73	-40%
Current Week Totals	Traffic : Sales 56 : 1	231	7,417	132	18	114	0.49	0.48	3%	0.39	26%
Per Project Average			32	0.57	0.08	0.49					
Year Ago - 02/11/2018	Traffic : Sales 36 : 1	179	5,856	164	15	149	0.83	0.68	22%	0.60	39%
% Change		29%	27%	-20%	20%	-23%	-41%	-30%		-34%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 6 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	125	49	0.69	0.10	0.59	0.71
■	2015	142	49	0.86	0.12	0.74	0.73
■	2016	187	40	0.67	0.11	0.56	0.68
■	2017	141	36	0.86	0.15	0.71	0.71
■	2018	170	30	0.83	0.09	0.74	0.58
■	2019	227	27	0.57	0.10	0.48	0.48
% Change :		34%	-9%	-30%	10%	-35%	-18%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.35%	4.35%
FHA	3.93%	3.93%
10 Yr Yield	2.66%	



Market Commentary

More consumers now see the door to homeownership slowly squeaking open, but they still think it's pretty pricey. The share of Americans who say it is a good time to buy a home increased 4 percentage points to 15% in January compared with December, according to a monthly survey from Fannie Mae. The share is still down sizably from the start of 2018, when housing demand was soaring and home prices were rising at a much faster clip. Home price gains have been shrinking since last summer and are now rising at the slowest pace in more than six years, according to CoreLogic. Consequently, the share of Americans who say home prices will go up fell 1 percentage point to 30%. That share has been declining for four straight months and is down a whopping 22 percentage points from a year ago, according to Fannie Mae. While consumer confidence in housing is rising this year, it was still a bit unsteady in the fourth quarter of last year. Attitudes toward homebuying are improving this year because it appears that mortgage rates will not be increasing as much as previously expected. The share of those who expect rates to go up over the next year fell 3 percentage points to 53% in the Fannie Mae survey. The Federal Reserve has signaled it may not be as aggressive in hiking interest rates as previously forecast. "overall, these results are in line with our forecast that, amid improving affordability conditions, home sales should stabilize in 2019 after declining last year for the first time in four years," said Doug Duncan, Fannie Mae's chief economist. Cooler home prices and lower interest rates certainly increase affordability and help consumers feel better about buying. *Diana Olick CNBC Real Estate Reporter*

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects				Participating : 62				In Area : 62	
					<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>
Beverly at Eastwood Village	Brookfield	Ir		DTMU	80	0	4	36	0	0	35	2	0.44	0.33
Delano at Eastwood Village	Brookfield	Ir		ATMU	129	0	6	75	0	0	123	4	1.19	0.67
Legado at Portola Springs	Brookfield	Ir		DTMU	190	0	23	35	0	0	137	3	0.89	0.50
Carissa	California Pacific	Ir	Update	ATMU	96	0	5	39	2	0	21	3	0.77	0.50
Talise	California Pacific	Ir	Update	DTMU	112	0	8	49	0	0	32	3	0.53	0.50
C2E Irvine	Intracorp	Ir		ATMU	71	0	4	19	2	0	43	6	0.87	1.00
Lux	Intracorp	Ir		ATMU	39	5	3	76	2	0	9	9	3.71	3.71
Barcelona at Los Olivos Village	Irvine Pacific	Ir		DTMU	169	0	1	29	0	0	22	1	0.64	0.17
Como at Reserve at at Orchard Hills	Irvine Pacific	Ir		DTMU	85	3	3	25	1	0	51	1	0.74	0.17
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	123	0	4	26	0	0	39	1	0.57	0.17
Marin at Eastwood Village	Irvine Pacific	Ir		DTMU	325	0	4	51	0	0	287	2	1.84	0.33
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	135	3	4	28	1	0	42	1	0.61	0.17
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	95	3	3	22	2	0	30	3	0.43	0.50
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir		DTMU	149	0	2	34	0	0	62	4	0.90	0.67
Deco at Cadence Park	K Hovnanian	Ir		SFD	93	0	5	11	0	0	31	0	0.71	0.00
Elderberry at Portola Springs	KB Home	Ir		DTMU	68	0	1	27	1	0	53	9	0.68	1.50
Euclid Place	KB Home	An	Rsv's	DTMU	39	0	7	26	0	0	0	0	0.00	0.00
Prado at Cadence Park	KB Home	Ir		ATT	87	0	3	23	2	0	12	2	0.51	0.33
Adagio at Cadence park	Lennar	Ir		DTMU	53	0	1	118	0	0	41	0	0.88	0.00
Aldea at Travata	Lennar	Ir		AASF	105	0	3	6	0	0	9	-1	0.20	-0.17
Aurora at Altair Irvine	Lennar	Ir		DTMU	82	0	3	48	1	0	56	5	0.69	0.83
Cantata at Cadence Park	Lennar	Ir		DTMU	67	3	4	118	2	0	29	7	0.62	1.17
Capella at Cadence Park	Lennar	Ir		DTMU	62	0	2	118	1	0	13	2	0.28	0.33
Castillo at Travata	Lennar	Ir		DTMU	77	0	4	77	0	0	53	5	0.88	0.83
Celestial at Altair Irvine	Lennar	Ir		DTMU	86	3	4	36	1	0	42	5	0.52	0.83
Chorus at Cadence Park	Lennar	Ir		ATMU	56	0	5	118	1	2	38	2	1.04	0.33
Crescendo at Cadence Park	Lennar	Ir		DTMU	63	0	2	118	0	0	7	0	0.15	0.00
Eclipse at Altair Irvine	Lennar	Ir		DTMU	79	0	4	36	0	0	54	1	0.66	0.17
Encore at Cadence Park	Lennar	Ir		DTMU	106	0	2	118	0	0	25	1	0.54	0.17
Hudson at Central Park West	Lennar	Ir		ATMU	176	0	2	40	1	0	106	1	1.91	0.17
Lumiere	Lennar	Ir		DTMU	79	0	4	83	0	0	35	0	0.52	0.00
Marcato at Cadence Park	Lennar	Ir		DTMU	48	0	3	118	0	0	31	0	0.67	0.00
Obsidian at Parasol Park	Lennar	Ir		ATMU	77	0	5	8	0	1	68	-3	0.60	-0.50
Palencia at Travata	Lennar	Ir		DTMU	61	0	1	22	0	0	24	0	0.37	0.00
Rockefeller Central Park West	Lennar	Ir		ATMU	22	0	2	40	0	0	14	0	0.15	0.00
Serenade at Cadence Park	Lennar	Ir		DTMU	46	0	5	118	0	0	22	-1	0.47	-0.17
Solstice at Altair Irvine	Lennar	Ir		DTMU	65	0	3	48	0	0	47	0	0.58	0.00
Starlight at Altair Irvine	Lennar	Ir		DTMU	91	0	4	51	0	0	41	2	0.50	0.33
Tribeca at Central Park West	Lennar	Ir		ATMU	120	0	5	40	0	0	65	0	0.73	0.00
Windchime at Parasol Park	Lennar	Ir		ATMU	118	0	4	2	0	0	111	-1	1.16	-0.17
Tapestry Walk	Olson	An		ATMU	120	0	6	17	4	1	111	3	1.28	0.50
Greenleaf	Pinnacle	GG		ATT	17	0	3	16	0	0	6	0	0.20	0.00
Duet at Cadence Park	Pulte	Ir		SFD	96	0	4	20	0	0	26	0	1.02	0.00
Avila at Eastwood Village	Richmond American	Ir		DTMU	83	0	2	28	0	0	59	1	0.76	0.17
Cabaletta at Cadence Park	Richmond American	Ir		ATT	70	0	12	35	0	0	10	2	0.27	0.33
Juniper at Portola Springs	Richmond American	Ir		DTMU	109	0	12	29	0	0	55	4	0.55	0.67
Artisan at South Coast	Shea	SA		DTMU	42	0	4	27	0	0	10	3	0.31	0.50
Padova at Orchid Hills	Shea	Ir		DTMU	70	0	2	45	0	0	65	1	0.68	0.17
Avery at The Grove	Taylor Morrison	SA		DTMU	22	0	7	15	0	0	0	0	0.00	0.00

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects		Participating : 62				In Area : 62			
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>
Muse at Cadence Park	Taylor Morrison	Ir	ATMU		70	0	22	23	2	0	23	2	0.63	0.33
Vintage at Old town	Taylor Morrison	Ts	ATMU		140	0	3	36	0	0	6	1	0.58	0.17
Lucca at Orchard Hills	The New Home Co	Ir	DTMU		40	0	2	22	0	0	38	0	0.45	0.00
Marywood Hills	The New Home Co	Or	DTMU		40	0	6	27	0	0	6	3	0.14	0.50
Morro at Eastwood Village	The New Home Co	Ir	DTMU		81	0	8	37	0	0	32	0	0.41	0.00
Lyric at Cadence Park	TRI Pointe	Ir	DTMU		70	0	13	32	1	0	17	1	0.37	0.17
StrataPointe	TRI Pointe	BP	ATMU		149	0	10	10	1	0	139	2	1.41	0.33
Varenna	TRI Pointe	Ir	DTMU		135	0	18	33	1	1	81	1	0.61	0.17
Lewis + Mason	Trumark	An	ATT		153	0	15	25	1	0	39	3	1.91	0.50
Magnolia Park I and II	Van Daele	An	SFD		53	0	14	38	1	0	35	6	0.96	1.00
Calistoga at Eastwood	William Lyon	Ir	DTMU		60	0	3	14	0	0	57	0	0.41	0.00
Calistoga II at Eastwood	William Lyon	Ir	DTMU		24	0	1	14	0	0	23	2	0.41	0.33
Flora Park	William Lyon	Cy	AASF		244	3	4	62	2	0	139	14	3.20	2.33
TOTALS: No. Reporting:		62	Avg. Sales: 0.45		Traffic to Sales: 82 : 1		333	2717	33	5	2937	128	Net:	28

City Codes: An = Anaheim, BP = Buena Park, Cy = Cypress, GG = Garden Grove, Ir = Irvine, Or = Orange, SA = Santa Ana, Ts = Tustin

North Orange					Projects		Participating : 9				In Area : 9			
					<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>
Newbury	Brandywine	YL	DTMU		15	0	3	19	0	0	12	1	0.22	0.17
Magnolia at Loma Vista	Lennar	YL	ATMU		62	3	4	101	1	0	14	14	2.58	2.58
Portarosa	Lennar	Br	ATMU		103	0	2	31	1	0	93	2	1.11	0.33
Primrose at Loma Vista	Lennar	YL	ATMU		94	6	3	101	6	0	24	24	4.42	4.42
Jasmine at Loma Vista	Melia	YL	ATMU		36	3	8	67	0	0	10	10	2.41	2.41
Portola Walk	Olson	LH	ATT		50	1	4	31	2	0	11	2	0.60	0.33
Skylark	Shea	LH	ATMU		32	0	2	22	0	0	4	1	0.13	0.17
Wedgewood	Shea	YL	DTMU		22	3	3	86	1	0	4	4	0.23	0.67
Agave at La Floresta	The New Home Co	Br	AAAT		80	0	9	13	1	0	30	2	0.43	0.33
TOTALS: No. Reporting:		9	Avg. Sales: 1.33		Traffic to Sales: 39 : 1		38	471	12	0	202	60	Net:	12

City Codes: Br = Brea, LH = La Habra, YL = Yorba Linda

North Coastal Orange					Projects		Participating : 7				In Area : 7			
					<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>
Aura	DeNova	CM	DTMU		33	0	5	14	1	0	28	2	0.35	0.33
Elara	DeNova	CM	DTMU		56	0	9	32	2	0	24	3	0.54	0.50
Place, The	Intracorp	CM	DTMU		42	0	6	17	0	0	20	6	0.43	1.00
Ebb Tide	MBK	NB	DTMU		81	0	4	9	0	0	77	2	0.88	0.33
17 West Live/Work	Meritage	CM	ATMU		89	0	9	8	0	0	44	2	0.55	0.33
17 West Lofts	Meritage	CM	ATMU		46	0	17	14	0	0	26	1	0.32	0.17
Parkside Estates	Shea	HB	DTMU		111	0	4	98	0	0	23	7	0.76	1.17
TOTALS: No. Reporting:		7	Avg. Sales: 0.43		Traffic to Sales: 64 : 1		54	192	3	0	242	23	Net:	3

City Codes: CM = Costa Mesa, HB = Huntington Beach, NB = Newport Beach

South Coastal Orange					Projects		Participating : 6				In Area : 6			
					<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>
Aqua Sea Summit	Taylor Morrison	SCI	DTMU		127	0	6	9	0	0	121	-2	0.65	-0.33
Azure Sea Summit	Taylor Morrison	SCI	DTMU		81	3	4	10	1	0	63	3	0.37	0.50
Indigo Sea Summit	Taylor Morrison	SCI	DTMU		24	0	1	0	1	1	19	1	0.15	0.17

(South Coastal Orange) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Coastal Orange Continued ...					Projects		Participating : 6				In Area : 6			
					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
Sapphire Sea Summit	Taylor Morrison	SCI	DTMU	77	0	1	9	0	0	68	2	0.40	0.33	
Grand Monarch	William Lyon	DA	ATMU	37	6	8	1	0	0	19	1	0.10	0.17	
South Cove	Zephyr	DA	ATMU	168	0	4	36	0	0	53	4	0.88	0.67	
TOTALS: No. Reporting:		6	Avg. Sales: 0.17	Traffic to Sales: 33 : 1		24	65	2	1	343	9	Net: 1		

City Codes: DA = Dana Point, SCI = San Clemente

South Inland Orange					Projects		Participating : 31				In Area : 31				
					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	
Oaks, The	Baldwin and Sons	Lfo	Update	DTMU	304	0	43	85	0	1	61	0	0.32	0.00	
Christopher Homes at Ladera Ranch	Christopher	LR		DTMU	36	0	2	10	0	0	34	-1	0.42	-0.17	
Highmark at Ironridge	KB Home	Lfo		DTMU	83	0	1	24	0	0	32	4	0.53	0.67	
Brookhaven	Landsea	Lfo		DTMU	80	0	11	28	0	0	24	1	0.37	0.17	
Copperleaf/Silveroak at IronRidge	Landsea	Lfo		ATMU	251	0	7	16	0	0	13	3	1.54	0.50	
Sagebluff	Landsea	Lfo		DTMU	65	0	5	26	1	0	40	1	0.56	0.17	
Windstone	Landsea	Lfo		DTMU	85	0	17	30	0	0	27	0	0.38	0.00	
Avant at Esencia	Lennar	RMV	SFD		105	0	3	43	1	0	40	8	0.60	1.33	
Avocet at Esencia	Lennar	RMV		DTMU	95	0	3	10	0	0	86	0	0.48	0.00	
Citron at Esencia	Lennar	RMV		DTMU	120	0	2	3	0	0	118	3	0.72	0.50	
Heirloom at Esencia	Lennar	RMV		DTMU	86	0	S/O	2	0	0	86	3	0.45	0.50	
Iris at Esencia	Lennar	RMV		DTMU	94	0	2	22	0	0	69	4	0.59	0.67	
Vivaz at Esencia	Lennar	RMV		DTMU	79	0	3	39	1	0	47	5	0.73	0.83	
Veranda	MBK	RMV	Update	ATMU	86	0	14	32	0	0	72	1	0.58	0.17	
Modena at Esencia	Meritage	RMV		ATT	118	0	4	25	0	0	41	3	0.53	0.50	
Sage at Esencia	Meritage	RMV		ATMU	125	0	1	0	0	0	124	1	0.99	0.17	
Alondra	Shea	RMV		DTMU	121	0	1	25	0	0	106	4	0.58	0.67	
Bristol at Baker Ranch	Shea	Lfo		DTMU	85	0	3	35	0	0	55	1	0.99	0.17	
Cortesa	Shea	RMV		DTMU	135	0	4	32	0	0	101	2	0.55	0.33	
Rowe	Shea	Lfo		ATMU	228	0	2	4	0	0	222	4	1.20	0.67	
Cove at Pacifica San Juan	Taylor Morrison	SJC		ATMU	70	3	4	16	1	0	42	2	0.76	0.33	
Azure at Esencia	The New Home Co	RMV		ATMU	80	0	7	29	0	1	66	2	1.01	0.33	
Cobalt at Esencia	The New Home Co	RMV		ATMU	72	0	5	29	0	0	23	2	0.35	0.33	
Sky Ranch at Covenant Hills	The New Home Co	LR		DTMU	28	0	1	25	0	0	17	3	0.60	0.50	
Topaz at Esencia	The New Home Co	RMV		DTMU	56	0	6	25	1	0	11	2	0.24	0.33	
Aria at Esencia	TRI Pointe	RMV		DTMU	151	0	2	7	1	0	149	2	0.84	0.33	
Viridian	TRI Pointe	RMV		DTMU	72	0	12	26	0	1	29	0	0.74	0.00	
Artisan	William Lyon	LR		DTMU	14	0	3	0	0	0	10	0	0.05	0.00	
Artisan II	William Lyon	LR		DTMU	15	0		0	0	0	0	0	0.00	0.00	
Briosa	William Lyon	RMV		DTMU	50	0	1	8	1	0	42	2	0.34	0.33	
Reverie at Esencia	William Lyon	RMV		DTMU	118	0	3	18	1	0	39	3	0.74	0.50	
TOTALS: No. Reporting:		31	Avg. Sales: 0.16		Traffic to Sales: 84 : 1			172	674	8	3	1826	65	Net:	5

City Codes: Lfo = Lake Forest, LR = Ladera Ranch, RMV = Rancho Mission Viejo, SJC = San Juan Capistrano

San Gabriel Valley					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
Palmera	Brandywine	BP	New	ATMU	23	0	2	100	3	0	3	3	7.00	7.00
Pacific Villas	Williams	BP		SFD	47	0	8	20	0	0	34	1	0.84	0.17

(San Gabriel Valley) Continued ...

Development Name	Developer	City Code	Notes	Type										
San Gabriel Valley					Projects				Participating : 2				In Area : 2	
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>
TOTALS: No. Reporting:		2	Avg. Sales: 1.50		Traffic to Sales: 40 : 1		10	120	3	0	37	4	Net: 3	

City Codes: BP = Baldwin Park

Northeast Los Angeles					Projects				Participating : 4				In Area : 4	
					<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>
E.R.B.	Warmington	LA	DTMU		45	0	2	24	1	0	31	0	0.48	0.00
Coolidge Place	Watt	LA	SFD		30	0		8	0	0	0	0	0.00	0.00
Bridewell	Williams	HP	DTMU		9	0	6	6	0	0	3	-1	0.08	-0.17
Echo Two Four	Williams	HP	ATMU		24	0	10	13	1	0	14	5	0.30	0.83
TOTALS: No. Reporting:		4	Avg. Sales: 0.50		Traffic to Sales: 26 : 1		18	51	2	0	48	4	Net: 2	

City Codes: HP = Highland Park, LA = Los Angeles

West Los Angeles					Projects				Participating : 4				In Area : 4	
					<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>
Collection at Playa Vista	Brookfield	PVst	ATMU		66	0	16	25	0	0	37	3	0.43	0.50
Jewel at Playa Vista	Brookfield	PVst	DTMU		14	0	1	8	0	0	13	1	0.12	0.17
Ashton on Lanark	Meritage	Wa	SFD		7	0		3	0	0	0	0	0.00	0.00
Seabluff	The New Home Co	PVst	ATT		75	0	10	14	1	0	36	2	0.71	0.33
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 50 : 1		27	50	1	0	86	6	Net: 1	

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles					Projects				Participating : 9				In Area : 9	
					<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>
Riverdale	Brandywine	LB	SFD		131	0	S/O	6	0	0	131	3	1.77	0.50
Pacific Landing	DR Horton	EIS	DTMU		24	0	2	4	0	0	13	7	0.41	1.17
Waypointe	DR Horton	EIS	ATT		34	0	5	2	0	0	4	0	0.20	0.00
Crescent Square	Far West Industries	SH	DTMU		25	0	4	0	0	0	21	-1	0.25	-0.17
Edgemont	KB Home	Com	SFD		62	0	3	22	0	0	15	0	0.81	0.00
Vista Pointe	KB Home	LA Update	DTMU		56	3	3	49	3	1	21	14	2.94	2.33
Magnolia Walk	Olson	WBK	SFD		94	4	5	33	0	0	65	10	1.83	1.67
Pacific Bougainvillea	Pacific	Tor	SFD		63	0	4	33	0	0	19	1	0.27	0.17
Asher Pointe	Watt	GRD	DTMU		21	0	3	41	0	0	11	2	0.24	0.33
TOTALS: No. Reporting:		9	Avg. Sales: 0.22		Traffic to Sales: 63 : 1		29	190	3	1	300	36	Net: 2	

City Codes: Com = Compton, EIS = El Segundo, GRD = Gardena, LA = Los Angeles, LB = Long Beach, SH = Signal Hill, Tor = Torrance, WBK = Willowbrook

San Fernando Valley					Projects				Participating : 15				In Area : 15	
					<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>
Bristol at Northpointe	DR Horton	WH	DTMU		47	0	2	2	0	1	43	3	0.71	0.50
Hampton at Northpointe	DR Horton	WH	DTMU		32	0	2	6	0	0	23	2	0.60	0.33
Kingston at Northpointe	DR Horton	WH	DTMU		11	0	1	6	0	0	10	2	0.26	0.33
Monroe at Hazeltine	Etco Homes	VN	DTMU		24	1	2	4	1	0	7	1	0.16	0.17
Brighton	KB Home	VN	SFD		58	0	5	19	1	0	22	2	0.78	0.33
Sagecrest	KB Home	LVT	DTMU		65	0	3	18	0	0	6	6	0.54	1.00
Sterling at West Hills	Pulte	WH New	DTMU		143	0	2	21	0	0	52	2	0.43	0.33
Vesper Village	Richmond American	PC	DTMU		25	0	4	8	0	0	2	2	0.13	0.33
District at Northridge	Shea	Nor	ATMU		153	0	3	21	0	0	132	6	0.93	1.00

(San Fernando Valley) Continued ...

Development Name	Developer	City Code	Notes	Type										
San Fernando Valley					Projects				Participating : 15				In Area : 15	
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>
Avanti	The New Home Co	CS	ATMU		72	0	6	9	0	0	66	1	0.42	0.17
Glen, The	Warmington	VG	ATMU		63	0	3	16	1	0	50	1	0.68	0.17
Entrada at Sylmar	Watt	Syl	SFD		20	0	1	7	0	0	2	0	0.05	0.00
New Heights	Watt	WH	DTMU		43	3	2	11	1	0	1	1	0.23	0.23
Palmilla	Williams	Syl	SFD		12	0	6	52	0	0	6	0	0.17	0.00
Tovara West	Williams	Syl	ATMU		125	0	8	29	3	1	33	6	1.05	1.00
TOTALS: No. Reporting:		15	Avg. Sales: 0.33		Traffic to Sales: 33 : 1		50	229	7	2	455	35	Net:	5

City Codes: CS = Calabasas, LVT = Lake View Terrace, Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

East San Gabriel					Projects				Participating : 14				In Area : 14	
					<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>
Bradbury	Brandywine	LAP	SFD		45	3	2	45	1	0	21	5	0.59	0.83
Citrus + Palm at Rosedale	Brookfield	Az	ATMU		112	0	3	52	0	0	109	4	2.00	0.67
Barcelona	Crestwood	Po	SFD		36	0	4	18	1	0	25	4	0.58	0.67
Motif at Glendora Place	DR Horton	GLD	ATMU		106	0	S/O	3	0	0	106	7	1.10	1.17
Avendale at Phillips Ranch	Lennar	Po	DTMU		56	0	3	20	0	0	21	0	0.46	0.00
Crossings at Phillips Ranch	Lennar	Po	DTMU		68	0	2	20	0	0	22	2	0.48	0.33
South Pointe	Lennar	DB	DTMU		99	0	2	38	0	0	79	2	0.81	0.33
Citrus Promenade	Meritage	COV	ATMU		117	0	2	21	0	0	16	8	0.87	1.33
Manzanita Walk	Olson	HAH	ATT		21	0	11	13	1	0	7	2	0.40	0.33
Grove, The	Richmond American	Po	SFD		123	0	3	8	0	0	117	2	1.15	0.33
Moreton Place	Watt	GLD	DTST		40	0	3	63	0	0	4	0	0.12	0.00
La Colina Estates	William Lyon	GLD	DTMU		121	0	4	10	0	0	42	2	0.21	0.33
Meadow Park	William Lyon	CL	ATMU		95	0	3	8	1	0	36	1	0.34	0.17
Senna	Williams	Az	ATT		70	0	1	5	1	0	69	1	0.66	0.17
TOTALS: No. Reporting:		14	Avg. Sales: 0.36		Traffic to Sales: 65 : 1		43	324	5	0	674	40	Net:	5

City Codes: Az = Azusa, CL = Claremont, COV = Covina, DB = Diamond Bar, GLD = Glendora, HAH = Hacienda Heights, LAP = La Puente, Po = Pomona

West San Gabriel					Projects				Participating : 3				In Area : 3	
					<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>
Arbor Walk	Olson	Arc	ATMU		15	0	13	21	0	0	0	0	0.00	0.00
Union Walk	Olson	ELM	ATMU		62	0	2	7	1	0	60	4	0.83	0.67
VuePointe	TRI Pointe	ELM	ATMU		102	0	5	8	0	0	97	1	1.21	0.17
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 36 : 1		20	36	1	0	157	5	Net:	1

City Codes: Arc = Arcadia, ELM = El Monte

Southeast Los Angeles					Projects				Participating : 2				In Area : 2	
					<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>
Corte Bella	Ventana	BLF	ATMU		30	0	7	33	0	0	10	0	0.19	0.00
Garden House	Ventana	BLF	ATMU		24	0	3	33	1	0	14	1	0.27	0.17
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 66 : 1		10	66	1	0	24	1	Net:	1

City Codes: BLF = Bellflower

Development Name	Developer	City Code	Notes	Type										
Santa Clarita Valley					Projects		Participating : 14					In Area : 14		
					<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>
Brighton at Five Knolls	Brookfield	SC	DTMU		82	0	S/O	8	0	0	82	1	0.46	0.17
Highglen at Five Knolls	Brookfield	SC	DTMU		60	0	2	9	0	0	58	0	0.33	0.00
Eagle Crest	Frontier	La	DTMU		43	0	8	7	0	0	26	1	0.46	0.17
Galloway at Five Knolls	Lennar	SC	AASF		140	0	2	71	1	0	20	2	0.47	0.33
Arista of Aliento	Pardee	SC	DTMU		112	0	9	64	0	0	74	4	0.72	0.67
Cresta at Aliento	Pardee	SC	DTMU		67	0	18	49	0	1	23	1	0.50	0.17
Lyra at Skyline Ranch	Pardee	SC	DTMU		84	0	9	63	0	0	11	1	0.76	0.17
Sola at Skyline Ranch	Pardee	SC	DTMU		73	0	9	83	1	0	19	3	1.32	0.50
Verano	Pardee	SC	AASF		95	0	15	104	1	0	43	0	0.49	0.00
Celestia at Skyline	TRI Pointe	SC	DTMU		72	0	6	46	1	0	14	3	0.97	0.50
Lucera at Aliento	TRI Pointe	SC	DTMU		67	0	1	0	0	0	66	3	0.63	0.50
Mystral at Skyline	TRI Pointe	SC	DTMU		78	0	7	22	1	0	12	5	0.83	0.83
Paloma at West Creek	TRI Pointe	SC	ATMU		155	0	6	48	3	0	68	7	1.32	1.17
Tierno at Aliento	TRI Pointe	SC	DTMU		121	0	15	29	1	0	67	3	0.64	0.50
TOTALS: No. Reporting: 14					Avg. Sales: 0.57		Traffic to Sales: 67 : 1							

City Codes: La = Lancaster, SC = Santa Clarita

Antelope Valley					Projects		Participating : 3					In Area : 3		
					<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>
Sunset Landing	Beazer	La	SFD		143	0	16	16	0	0	59	-1	0.58	-0.17
Dorado Skies II	KB Home	La	SFD		79	4	4	15	3	0	55	8	1.11	1.33
Pacific Magnolia	Pacific	Plmd	SFD		40	0	3	14	0	0	12	1	0.39	0.17
TOTALS: No. Reporting: 3					Avg. Sales: 1.00		Traffic to Sales: 15 : 1							

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura					Projects		Participating : 4					In Area : 6		
					<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>
Pinnacle at Wood Ranch	Century	SV	ATMU		37	0	2	24	1	0	19	3	0.44	0.50
Belwood Place	DR Horton	SV	DTMU		48	3	3	16	3	0	6	6	1.75	1.75
Arroyo Vista at the Woodlands	KB Home	SV	DTMU		108	0	2	10	0	0	69	4	0.42	0.67
Westerly	Landsea	SV	ATMU		211	0	14	71	1	0	46	3	1.23	0.50
TOTALS: No. Reporting: 4					Avg. Sales: 1.25		Traffic to Sales: 24 : 1							

City Codes: SV = Simi Valley

West Ventura					Projects		Participating : 6					In Area : 8		
					<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>
Mariposa at Springville	KB Home	Cm	ATMU		130	4	2	18	3	0	65	6	1.01	1.00
Barcelo at Solana Heights	Lennar	Ve	DTMU		59	0	6	11	0	0	53	5	0.61	0.83
Anacapa at The Farm	Williams	Ve	ATT		32	0	6	38	0	0	26	-1	0.32	-0.17
Olivas at The Farm	Williams	Ve	SFD		70	0	19	38	1	0	48	3	0.60	0.50
Sespe at The Farm	Williams	Ve	SFD		25	0	3	38	0	0	22	2	0.27	0.33
Topa Topa at The Farm	Williams	Ve	SFD		36	0	1	38	2	0	35	2	0.44	0.33
TOTALS: No. Reporting: 6					Avg. Sales: 1.00		Traffic to Sales: 30 : 1							

City Codes: Cm = Camarillo, Ve = Ventura

Development Name		Developer	City Code	Notes	Type									
San Luis Obispo					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
Arroyos at Righetti Ranch		Williams	SLO	DTMU	52	0	14	384	5	1	15	7	0.64	1.17
Paseos at Righetti Ranch		Williams	SLO	DTMU	33	0	6	384	1	0	6	2	0.26	0.33
TOTALS: No. Reporting:		2	Avg. Sales: 2.50		Traffic to Sales: 128 : 1			20	768	6	1	21	9	Net: 5

City Codes: SLO = San Luis Obispo

Santa Barbara				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
Winslowe	City Ventures	Ga	ATMU	175	4	4	34	2	0	44	9	1.02	1.50
Los Carneros	Comstock Homes	Ga	DTMU	233	0	3	17	0	0	223	6	1.43	1.00
Amarena at Tree Farm	Lennar	Ga	DTMU	15	0	1	5	0	0	8	3	0.20	0.50
Limone at Tree Farm	Lennar	Ga	DTMU	18	1	2	8	1	0	11	1	0.27	0.17
Mela at Tree Farm	Lennar	Ga	ATMU	30	1	2	17	1	0	17	1	0.20	0.17
Oliva at Tree Farm	Lennar	Ga	ATT	24	0	TSO	4	0	0	22	2	0.46	0.33
Pera at Tree Farm	Lennar	Ga	DTMU	43	0	11	14	1	0	22	3	0.26	0.50
Shea Homes at Rice Ranch	Shea	Orct	ATMU	114	4	4	15	1	0	42	3	0.44	0.50
Gardens	Williams	SMRA	DTMU	126	0	11	15	1	0	101	9	1.08	1.50
TOTALS: No. Reporting:		9	Avg. Sales: 0.78		Traffic to Sales: 18 : 1		38	129	7	0	490	37	Net: 7

City Codes: Ga = Santa Barbara, Ga = Goleta, Orct = Orcutt, SMRA = Santa Maria

Desert					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	
Asher Ranch II		Frontier		RD	SFD	73	0	4	8	0	0	43	6	0.77	1.00
TOTALS: No. Reporting:		1	Avg. Sales: 0.00		Traffic to Sales: 0 : 1		4	8	0	0	43	6	Net: 0		

City Codes: RD = Rosamond

Kern				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
Sera Vista	DR Horton	BAK	SFD	79	0	1	20	1	0	57	10	1.20	1.67
Aspire at Union Village	K Hovnanian	BAK	SFD	153	3	4	21	1	0	44	8	1.21	1.33
Westwind	Legacy	BAK	DTMU	159	0	3	34	0	1	91	3	0.38	0.50
California at Ashe Meadows	Lennar	BAK	SFD	46	0	2	12	0	0	13	7	0.58	1.17
Chateau at Ashe Meadows	Lennar	BAK	SFD	40	3	4	6	3	1	14	6	0.80	1.00
Gossamer Grove Savannah	Lennar	SHA	SFD	78	0	2	11	1	0	52	10	1.20	1.67
Gossamer Grove Skye	Lennar	SHA	SFD	100	0	4	15	0	0	69	4	1.18	0.67
Gossamer Grove Tract 6773	Lennar	BAK	SFD	76	0	3	0	0	0	63	0	0.66	0.00
Skye at Ashe Meadows	Lennar	BAK	SFD	157	0	2	17	1	0	16	5	0.68	0.83
Northampton	Woodside	BAK	SFD	150	0	2	25	1	0	107	4	0.62	0.67
TOTALS: No. Reporting:		10	Avg. Sales: 0.60		Traffic to Sales: 20 : 1		27	161	8	2	526	57	Net: 6

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings				Projects Participating : 14							In Area : 14		
				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
Arbor Trail	DR Horton	Vi	SFD	77	0	1	19	0	0	29	3	0.28	0.50
Laurel Heights	DR Horton	Vi	DTMU	54	0	2	21	0	0	4	3	0.42	0.50
Montecito	DR Horton	TU	SFD	189	3	2	19	3	0	48	5	0.62	0.83
Orchard Walk	DR Horton	Vi	DTMU	52	0	2	35	0	0	16	10	1.53	1.67
Quail Creek	DR Horton	TU	SFD	77	0	3	6	0	0	66	2	0.73	0.33

(Tulare/Kings) Continued ...

THE RYNESS REPORT

Week Ending
Sunday, February 10, 2019

LA-Orange-North Page 8 of 8

Development Name	Developer	City Code	Notes	Type										
Tulare/Kings Continued ...					Projects				Participating : 14				In Area : 14	
					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
River Run	DR Horton	Vi	SFD		55	0	5	11	0	1	22	7	0.82	1.17
Wood Ranch	DR Horton	Vi	SFD		80	0	2	19	0	0	78	4	0.75	0.67
Cambridge at Legacy	Lennar	Hf	DTMU		79	0	4	5	0	0	73	0	0.60	0.00
Cambridge at Silver Oaks	Lennar	Vi	DTMU		85	0	1	5	0	0	80	0	0.55	0.00
Cambridge at Silver Oaks II	Lennar	Vi	DTMU		90	3	4	5	1	0	83	6	1.21	1.00
Chateau at The Vistas VI	Lennar	Vi	DTMU		94	0	3	9	1	0	58	7	1.11	1.17
Legacy 2 Cambridge	Lennar	Hf	SFD		62	0	3	5	2	1	43	5	0.85	0.83
Windmills Cambridge Collection	Lennar	TU	SFD		42	0	3	17	0	0	27	5	0.68	0.83
Ridge Creek	Woodside	DI	SFD		170	0	3	40	0	0	29	2	0.58	0.33
TOTALS: No. Reporting:		14	Avg. Sales: 0.36		Traffic to Sales: 31 : 1			38	216	7	2	656	59	Net: 5

City Codes: DI = Dinuba, Hf = Hanford, TU = Tulare, Vi = Visalia

LA-Orange-North					Projects Participating : 231					In Area : 235			
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 231			Avg. Sales: 0.49		Traffic to Sales: 56 : 1		1,143	7417	132	18	10,165	659	Net: 114

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

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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For Week 6, Ending: **February 10, 2019**

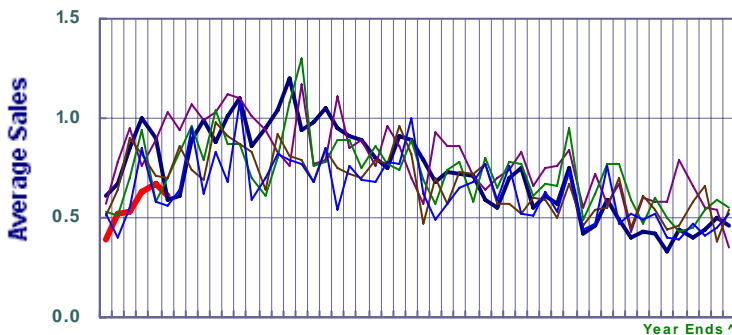
Inland Empire

NATIONAL BUILDER DIVISION

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
Central-North Central Riverside		34	1,305	34	13	21	0.62	0.58	7%	0.60	3%
Desert Riverside		5	155	4	0	4	0.80	0.73	9%	0.53	52%
Murrieta - Temecula		24	463	10	3	7	0.29	0.42	-30%	0.38	-23%
Northwest Riverside		34	1,587	31	5	26	0.76	0.48	60%	0.41	88%
South Riverside		48	1,258	34	3	31	0.65	0.59	10%	0.46	41%
Central-East San Bernardino		16	416	6	1	5	0.31	0.43	-28%	0.35	-10%
Desert San Bernardino		6	97	7	0	7	1.17	0.64	83%	0.55	112%
NW-SW San Bernardino		42	1,453	30	3	27	0.64	0.67	-5%	0.54	19%
Current Week Totals	Traffic : Sales 43 : 1	209	6,734	156	28	128	0.61	0.56	10%	0.47	29%
Per Project Average			32	0.75	0.13	0.61					
Year Ago - 02/11/2018	Traffic : Sales 46 : 1	128	4,549	98	23	75	0.59	0.71	-18%	0.67	-12%
% Change		63%	48%	59%	22%	71%	5%	-21%		-29%	

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 6 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	69	34	0.79	0.22	0.57	0.63
■	2015	92	32	0.80	0.13	0.67	0.67
■	2016	158	29	0.76	0.14	0.62	0.72
■	2017	107	32	1.05	0.17	0.88	0.79
■	2018	131	38	0.93	0.16	0.77	0.69
■	2019	204	30	0.71	0.15	0.56	0.56
% Change :		55%	-19%	-23%	-3%	-27%	-19%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.35%	4.35%
FHA	3.93%	3.93%
10 Yr Yield	2.66%	



Market Commentary

More consumers now see the door to homeownership slowly squeaking open, but they still think it's pretty pricey. The share of Americans who say it is a good time to buy a home increased 4 percentage points to 15% in January compared with December, according to a monthly survey from Fannie Mae. The share is still down sizably from the start of 2018, when housing demand was soaring and home prices were rising at a much faster clip. Home price gains have been shrinking since last summer and are now rising at the slowest pace in more than six years, according to CoreLogic. Consequently, the share of Americans who say home prices will go up fell 1 percentage point to 30%. That share has been declining for four straight months and is down a whopping 22 percentage points from a year ago, according to Fannie Mae. While consumer confidence in housing is rising this year, it was still a bit unsteady in the fourth quarter of last year. Attitudes toward homebuying are improving this year because it appears that mortgage rates will not be increasing as much as previously expected. The share of those who expect rates to go up over the next year fell 3 percentage points to 53% in the Fannie Mae survey. The Federal Reserve has signaled it may not be as aggressive in hiking interest rates as previously forecast. "overall, these results are in line with our forecast that, amid improving affordability conditions, home sales should stabilize in 2019 after declining last year for the first time in four years," said Doug Duncan, Fannie Mae's chief economist. Cooler home prices and lower interest rates certainly increase affordability and help consumers feel better about buying. *Diana Olick CNBC Real Estate Reporter*

Development Name	Developer	City Code	Notes	Type										
Central Riverside					Projects				Participating : 7			In Area : 7		
					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
Stonecreek at Green Valley Ranch	KB Home	Prs	DTMU		145	0	5	35	0	0	7	-3	0.52	-0.50
Stonecrest at The Cove	KB Home	SJ	SFD		200	0	26	26	0	1	144	-1	1.02	-0.17
Arterra	Lennar	SJ	SFD		87	3	3	26	2	0	61	5	1.11	0.83
Luz Del Sol	Signature	SJ	DTMU		164	0	2	36	0	0	76	1	0.80	0.17
Collection at Hideaway	William Lyon	He	SFD		96	0	10	28	0	0	16	1	0.51	0.17
Court at Hideaway	William Lyon	He	SFD		97	0	10	28	1	0	14	1	0.45	0.17
Parkside	William Lyon	SJ	SFD		92	0	24	12	1	2	61	1	1.19	0.17
TOTALS: No. Reporting: 7		Avg. Sales: 0.14		Traffic to Sales: 48 : 1		80	191	4	3	379	5	Net: 1		

City Codes: He = Hemet, Prs = Perris, SJ = San Jacinto

North Central Riverside				Projects		Participating : 27					In Area : 29			
				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	
Hyde Park	Beazer	MV	SFD	274	8	18	19	1	0	41	11	0.92	1.83	
Camellia Pointe at Summerwind Trails	DR Horton	CI	DTMU	121	0	3	10	0	0	3	3	0.55	0.55	
Retreat at Summerwind Trails	DR Horton	CI	DTMU	41	0	2	7	0	0	1	1	0.18	0.18	
Windsor at the Fairways	DR Horton	Be	DTMU	64	0	1	2	1	0	63	2	0.71	0.33	
Four Seasons Beaumont	K Hovnanian	Be	DTMU	914	3	4	20	3	1	826	11	2.10	1.83	
Bella Cortina	KB Home	MV	DTMU	159	3	25	70	2	1	67	3	0.97	0.50	
Daybreak	KB Home	MV	DTMU	114	0	14	33	1	1	44	3	0.73	0.50	
Meadow Creek	Lennar	MV	SFD	161	0	5	38	1	1	104	3	1.27	0.50	
Painted Sky at Summerwind Trails	Lennar	CI	DTMU	105	0	2	24	0	0	4	4	0.97	0.97	
Wildflower at Summerland Trails	Lennar	CI	DTMU	141	0	1	30	0	0	2	2	0.48	0.48	
Abrio at Sundance	Pardee	Be	DTMU	82	0	7	54	1	0	40	5	0.86	0.83	
Alisio at Sundance	Pardee	Be	DTST	84	3	18	80	3	0	7	7	2.88	2.88	
Avid	Pardee	Be	SFD	103	0	27	56	0	0	9	0	0.44	0.00	
Beacon at Sundance	Pardee	Be	DTMU	114	0	11	48	1	0	45	3	1.09	0.50	
Cascade at Sundance	Pardee	Be	SFD	151	0	9	30	0	0	120	3	1.44	0.50	
Daybreak at Sundance	Pardee	Be	SFD	139	0	15	50	0	0	81	3	0.97	0.50	
Elan	Pardee	Be	SFD	81	0	26	56	0	1	3	-1	0.15	-0.17	
Elara at Sundance	Pardee	Be	SFD	248	0	2	42	1	0	222	8	1.68	1.33	
Mira	Pardee	Be	SFD	92	0	34	56	0	0	6	-2	0.29	-0.33	
Vita	Pardee	Be	SFD	152	0	24	56	3	0	18	5	0.88	0.83	
Athens	William Lyon	MV	SFD	86	3	3	72	2	0	71	7	0.62	1.17	
Augusta	William Lyon	MV	SFD	140	0	2	29	1	0	122	3	1.41	0.50	
Avia at Olivewood	William Lyon	Be	SFD	160	0	12	52	0	1	23	2	0.67	0.33	
Capella at Olivewood	William Lyon	Be	SFD	308	0	9	52	1	0	20	2	0.59	0.33	
Lugano at Olivewood	William Lyon	Be	SFD	240	0	7	52	2	0	19	3	0.56	0.50	
Provence at Olivewood	William Lyon	Be	SFD	67	0	5	52	3	2	25	11	0.73	1.83	
Oak Ridge at The Fairways	Woodside	Be	DTMU	148	0	3	24	3	2	109	6	0.73	1.00	
TOTALS: No. Reporting: 27				Avg. Sales: 0.74		Traffic to Sales: 37 : 1		289	1114	30	10	2095	108	Net: 20

City Codes: Be = Beaumont, Cl = Calimesa, MV = Moreno Valley

Desert Riverside					Projects				Participating : 5				In Area : 6	
					<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>
Floresta	Beazer	LQ	DTMU		82	4	3	74	1	0	1	1	0.70	0.70
Vermillion at Escena	Beazer	PS	DTMU		72	0	5	5	0	0	65	0	0.29	0.00
Hacienda Pointe	DR Horton	In	DTMU		137	3	3	10	2	0	116	9	0.86	1.50
ICON	Far West Industries	PS	DTMU		46	0	20	27	0	0	15	2	0.41	0.33

(Desert Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type											
Desert Riverside					Projects Participating : 5							In Area : 6			
					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 ...															
Four Seasons at Terra Lago		K Hovnanian		In	DTMU	716	3	3	39	1	0	331	7	1.34	1.17
TOTALS: No. Reporting:		5	Avg. Sales: 0.80		Traffic to Sales: 39 : 1		34	155	4	0	528	19	Net: 4		

City Codes: In = Indio, LQ = La Quinta, PS = Palm Springs

Murrieta - Temecula				Projects		Participating : 24					In Area : 24			
				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	
Agave at Spencer's Crossing	Brookfield	Mu	DTMU	119	0	19	27	0	0	9	3	0.23	0.50	
Juniper at Spencer's Crossing	Brookfield	Mu	DTMU	114	0	11	25	1	1	96	0	0.69	0.00	
Bellevue at The Promontory	Cornerstone	Mu	SFD	94	0	2	25	0	0	19	1	0.23	0.17	
Brighton at The Promontory	Cornerstone	Mu	SFD	110	0	2	27	0	0	4	3	0.18	0.50	
Calistoga at The Promontory	Cornerstone	Mu	SFD	64	0	4	19	0	0	37	0	0.34	0.00	
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu	SFD	65	0	3	3	1	1	9	3	0.42	0.50	
Emerson at Alderwood	DR Horton	Mu	DTMU	60	0	2	0	0	0	58	2	0.82	0.33	
Hunters Pointe at Alderwood	DR Horton	Mu	DTMU	66	0	1	0	0	0	65	0	0.92	0.00	
Indigo Place	DR Horton	Te	DTMU	54	0	4	3	0	0	35	2	0.75	0.33	
Oaks, The at Santa Rosa Highlands	DR Horton	Mu	SFD	77	0	2	5	0	0	7	1	0.33	0.17	
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu	ATT	68	0	4	2	0	0	11	2	0.51	0.33	
Sequoia at Santa Rosa Highlands	DR Horton	Mu	SFD	51	0	4	9	0	0	8	3	0.37	0.50	
Santolina at Spencer's Crossing	KB Home	Mu	SFD	108	0	10	13	0	0	20	2	0.53	0.33	
Westpark	KB Home	Mu	DTMU	64	3	4	38	2	0	8	3	0.27	0.50	
Marbella at Terracina	Lennar	Te	SFD	200	0	5	39	0	1	151	5	1.59	0.83	
Nicolas Heights	Lennar	Te	SFD	83	0	8	47	1	0	36	1	0.60	0.17	
Vista Bella	Melia	Mu	ATMU	80	0	9	34	0	0	23	1	0.72	0.17	
Braeburn at Spencer's Crossing	Pardee	Mu	SFD	82	0	8	19	2	0	13	5	0.33	0.83	
Tamarack at Spencer's Crossing	Pardee	Mu	DTMU	84	0	12	11	0	0	61	-1	0.90	-0.17	
Sycamore at Spencer's Crossing	Richmond American	Mu	SFD	55	0	4	23	0	0	51	0	0.37	0.00	
Sycamore North at Spencers Crossing	Richmond American	Mu	DTMU	46	0	4	23	0	0	42	6	0.60	1.00	
Preserve	William Lyon	Mu	SFD	207	0	1	46	2	0	70	10	1.25	1.67	
Laurel at Spencer's Crossing	Woodside	Mu	DTMU	92	0	1	14	1	0	91	5	0.69	0.83	
Ventana at Creekside Village	Woodside	Mu	DTMU	83	0	S/O	11	0	0	83	2	0.78	0.33	
TOTALS: No. Reporting:		24	Avg. Sales: 0.29		Traffic to Sales: 46 : 1		124	463	10	3	1007	59	Net:	7

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside				Projects Participating : 34							In Area : 34		
				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
Paseo at Sendero	Century	Ev	DTMU	82	0	5	19	1	0	1	1	0.11	0.17
Tramonte at Citrus Heights	City Ventures	Rs	SFD	165	0	1	36	0	0	38	5	1.19	0.83
Sunset Ridge at The Heights	DR Horton	Rs	DTMU	40	0	S/O	0	1	0	40	1	0.79	0.17
Granite Ridge	Far West Industries	JU	DTMU	192	0	19	71	2	0	104	7	2.24	1.17
Barrington Place North	Frontier	JU	DTMU	101	0	6	29	1	0	19	1	0.47	0.17
Barrington Place South	Frontier	JU	DTMU	75	0	7	23	0	1	15	3	0.37	0.50
Hillcrest	Frontier	Rs	DTMU	26	0	6	10	0	0	7	-1	0.17	-0.17
Bella Vista Estates	Griffin	Rs	DTMU	35	0	TSO	57	0	0	31	1	0.21	0.17
Bella Vista III	Griffin	Rs	DTMU	15	0	10	57	1	0	5	2	0.12	0.33
Capistrano at Spring Mountain Ranch	KB Home	Rs	DTMU	159	0	2	41	1	1	126	9	1.83	1.50
Monterey at Spring Mountain Ranch	KB Home	Rs	SFD	156	6	4	45	4	0	124	13	1.43	2.17
Trails at Mockingbird Canyon	KB Home	Rs	DTMU	59	0	3	22	0	0	4	0	0.07	0.00
Adagio at Sierra Bella	Lennar	Co	DTMU	118	0	2	206	0	0	1	1	0.10	0.17

(Northwest Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
Northwest Riverside					Projects				Participating : 34				In Area : 34	
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>
Autumn Grove	Lennar	Rs	SFD		85	0	2	18	1	0	52	2	0.81	0.33
Floral Ridge at Citrus Heights	Lennar	Rs	SFD		81	0	4	92	2	0	28	5	0.23	0.83
Hideaway at Sycamore Creek	Lennar	Co	SFD		88	0	3	56	0	0	18	7	0.75	1.17
Oakwood at Sycamore Creek	Lennar	Co	SFD		104	0	1	56	1	0	11	2	0.46	0.33
Orchard at Citrus Heights	Lennar	Rs	SFD		105	0	2	82	2	0	103	5	0.85	0.83
Solana at Sendero	Lennar	Ev	SFD		136	0	15	42	0	1	34	-1	1.52	-0.17
Sonata at Sierra Bella	Lennar	Co	DTMU		119	0	3	206	0	0	3	2	0.30	0.33
Sonoma at Sendoro	Lennar	Ev	SFD		94	0	13	53	0	0	11	1	0.49	0.17
Sterling at Terramor	Lennar	Co	DTMU		105	3	5	37	2	0	30	5	0.51	0.83
Tranquility at Riverbend	Lennar	JU	DTMU		217	0	8	48	2	0	152	3	0.99	0.50
Harris Farm	RC Hobbs	Rs	ATT		36	0	10	8	0	0	16	0	0.56	0.00
Bedford at Whitney	The New Home Co	Co	SFD		40	0	13	68	0	0	5	1	0.24	0.17
Citron at Bedford	TRI Pointe	Co	ATT		101	0	8	15	1	0	15	4	0.73	0.67
Terrassa Villas	TRI Pointe	Co	DTMU		52	0	2	5	1	0	50	2	0.31	0.33
Seville	Van Daele	Co	DTMU		52	0	8	32	2	0	32	6	0.59	1.00
Valencia	Van Daele	Co	DTMU		40	0	S/O	32	1	0	40	3	0.73	0.50
Boardwalk Townhomes	West Coast Home Bui Co		ATT		148	0	9	25	1	0	54	5	0.80	0.83
Cameos at Turnleaf	William Lyon	JU	DTMU		216	0	2	20	0	0	112	3	1.47	0.50
Rivera	William Lyon	Rs	SFD		71	0	1	19	3	2	22	2	0.80	0.33
Sky Ridge	William Lyon	Rs	DTMU		90	3	3	1	1	0	87	1	0.36	0.17
Nova	Woodside	Co	SFD		96	0	2	56	0	0	4	1	0.20	0.17
TOTALS: No. Reporting:		34	Avg. Sales: 0.76		Traffic to Sales: 51 : 1		179	1587	31	5	1394	102	Net:	26

City Codes: Co = Corona, Ev = Eastvale, JU = Jurupa, Rs = Riverside

South Riverside					Projects				Participating : 48				In Area : 49	
					<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>
Glen at Summerly	Beazer	LE	DTMU		57	0	5	27	0	0	0	0	0.00	0.00
Provence at Heritage Ranch	Beazer	Wn	DTMU		122	6	14	18	1	0	10	4	0.25	0.67
Province at Audie Murphy Ranch	Brookfield	Me	DTMU		93	0	4	14	1	0	87	4	0.60	0.67
Savannah at Audie Murphy Ranch	Brookfield	Me	DTMU		129	0	10	14	2	0	15	3	0.35	0.50
Oak Hills II	Delsa	Me	SFD		21	0	1	9	0	0	17	2	0.26	0.33
Crescent Pointe at Sierra Ridge	DR Horton	Me	SFD		87	0	3	5	0	0	15	4	0.67	0.67
Larkspur at Spencer's Crossing	DR Horton	Me	New	DTMU	100	0	2	7	1	0	1	1	2.33	2.33
Laurel Pointe at Summerly	DR Horton	LE	DTMU		56	3	4	4	1	0	2	2	0.58	0.58
Linden Pointe at Summerly	DR Horton	LE	DTMU		95	0	1	2	0	0	94	6	1.20	1.00
McKenna Pointe	DR Horton	LE	DTMU		81	0	S/O	1	1	1	81	0	1.20	0.00
Paloma at Sierra Ridge	DR Horton	Me	SFD		63	3	4	5	2	0	11	5	0.49	0.83
Retreat at Holiday	DR Horton	Me	AASF		108	0	2	5	0	0	91	2	0.92	0.33
Tribute at Audrey Murphy Ranch	DR Horton	Me	DTMU		88	0	12	5	0	0	24	3	0.54	0.50
Boulder Estates	Griffin	Me	New	DTMU	29	0	8	352	0	0	0	0	0.00	0.00
Alure	KB Home	FRV	DTMU		51	0	1	27	0	0	41	1	0.68	0.17
Autumn Winds	KB Home	Wn	DTMU		141	0	13	28	1	0	16	14	1.70	2.33
Camberly Place	KB Home	FRV	DTMU		132	0	33	33	0	0	34	6	0.69	1.00
Cypress at Hidden Hills	KB Home	Me	SFD		131	0	20	22	2	1	99	7	1.15	1.17
Peppertree at Hidden Hills	KB Home	Me	DTMU		86	0	30	20	0	0	15	3	0.34	0.50
Heritage Heights	Lennar	Me	DTMU		122	7	13	33	2	0	94	5	1.16	0.83
Horizon II at Morningstar Ranch	Lennar	Wn	DTMU		94	0	1	2	0	0	93	1	0.82	0.17
Mariposa at The Lakes	Lennar	Me	SFD		110	0	2	26	1	0	96	5	0.93	0.83

(South Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Riverside					Projects		Participating : 48					In Area : 49		
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>
Mountain Sky at Conestoga	Lennar	Wn	SFD		113	0	9	31	0	0	22	0	0.81	0.00
Newport at Heritage Lake	Lennar	Me	DTMU		117	0	5	29	2	0	68	12	0.77	2.00
Parkview at Heritage Lake	Lennar	Me	DTMU		69	3	4	27	1	0	53	4	0.68	0.67
Salt Creek at Conestoga	Lennar	Wn	SFD		111	0	5	24	2	0	19	7	0.70	1.17
Sunrise II at Morningstar Ranch	Lennar	Wn	DTMU		95	0	1	22	2	0	81	4	0.71	0.67
Village at Menifee Town Center	Lennar	Me	SFD		125	0	15	31	0	0	33	1	1.03	0.17
Bella Sol	Meritage	Wn	SFD		97	0	1	2	0	0	96	3	0.74	0.50
Kingston at Audie Murphy Ranch	Meritage	Me	DTMU		102	6	14	22	0	0	25	4	0.63	0.67
Cottonwood at Pacific Mayfield	Pacific	Me	DTMU		190	0	4	8	0	0	180	3	0.31	0.50
Aura at Westridge	Pardee	LE	DTMU		100	0	TSO	24	0	0	99	1	0.85	0.17
Avena	Pardee	Wn	DTMU		84	0	10	22	0	0	38	6	0.64	1.00
Canvas at Centennial	Pardee	Me	SFD		89	4	11	34	1	0	12	3	0.34	0.50
Easton at Centennial	Pardee	Me	DTMU		92	0	9	34	2	0	9	2	0.26	0.33
Kadence at Centennial	Pardee	Me	SFD		85	0	8	34	1	1	11	2	0.31	0.33
Newpark at Centennial	Pardee	Me	DTMU		93	0	12	34	1	0	14	1	0.41	0.17
Starling at Canyon Hills	Pardee	LE	DTMU		107	0	12	24	2	0	48	3	0.50	0.50
Vantage at Westridge	Pardee	LE	SFD		101	0	2	24	0	0	96	0	0.72	0.00
Brixton	Pulte	Me	SFD		64	0	2	21	1	0	10	6	0.58	1.00
Reflections	Pulte	Me	DTMU		54	0	18	25	0	0	30	1	0.54	0.17
Windsor	Pulte	Me	SFD		63	5	14	27	0	0	7	1	0.33	0.17
Marisol at Summerly Homes	Richmond American	LE	DTMU		51	0	1	19	3	0	43	6	0.79	1.00
Sendero at Summerly	Richmond American	LE	SFD		65	0	3	9	1	0	10	6	0.61	1.00
The Ridge at Audie Murphy	Richmond American	Me	DTMU		86	0	4	12	0	0	82	2	0.81	0.33
Alder at Summerly	William Lyon	LE	SFD		65	0	10	16	0	0	44	2	1.03	0.33
Willow Tree at Audie Murphy Ranch	William Lyon	Me	SFD		102	0	16	28	0	0	80	0	0.94	0.00
Dakota at Audie Murphy Ranch	Woodside	Me	DTMU		112	0	9	16	0	0	76	3	0.64	0.50
TOTALS: No. Reporting:		48	Avg. Sales: 0.65		Traffic to Sales: 37 : 1		382	1258	34	3	2222	161	Net:	31

City Codes: FRV = French Valley, LE = Lake Elsinore, Me = Menifee, Wn = Winchester

Central San Bernardino					Projects		Participating : 12					In Area : 12		
					<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>
Adams Grove	Crestwood	Ri	SFD		75	3	4	14	1	0	17	2	0.36	0.33
Wildrose	Frontier	Col	DTMU		110	0	2	4	0	1	30	0	0.64	0.00
Jasmine at Arboretum	Lennar	Fn	DTMU		134	0	6	25	0	0	10	1	0.65	0.17
Lavender at Arboretum	Lennar	Fn	DTMU		130	0	11	23	0	0	6	0	0.39	0.00
Lilac at Arboretum	Lennar	Fn	DTMU		167	0	8	29	1	0	5	2	0.32	0.33
Magnolia at Arboretum	Lennar	Fn	DTMU		100	0	8	28	0	0	5	1	0.32	0.17
Shady Trails at Laurel Oak	Lennar	Fn	SFD		99	0	1	70	0	0	34	6	1.13	1.00
Stonehaven	Lennar	Fn	DTMU		96	0	12	28	0	0	81	4	0.89	0.67
Belrose	Pulte	Fn	DTMU		103	0	9	10	0	0	3	3	0.91	0.91
Monterra	Pulte	Fn	DTMU		95	0	7	21	0	0	84	4	1.63	0.67
Serrano Village	RC Hobbs	Ri	DTMU		33	0	9	17	0	0	24	4	0.50	0.67
Summit Place	William Lyon	Fn	SFD		94	0	1	76	1	0	9	2	0.42	0.33
TOTALS: No. Reporting:		12	Avg. Sales: 0.17		Traffic to Sales: 115 : 1		78	345	3	1	308	29	Net:	2

City Codes: Col = Colton, Fn = Fontana, Ri = Rialto

Development Name	Developer	City Code	Notes	Type										
East San Bernardino					Projects				Participating : 4				In Area : 4	
					<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>
Veranda Heights	Beazer	SB		SFD	38	0	5	13	0	0	5	3	0.27	0.50
Villas at The U	GFR	SB		DTST	45	0	5	24	1	0	13	3	0.99	0.50
Serrano at Glenrose Ranch	Richmond American	Hi		DTMU	118	0	1	5	0	0	106	0	0.70	0.00
Citrus Lane	Sea Country	LL	Update	DTMU	35	0	5	29	2	0	30	6	0.29	1.00
TOTALS: No. Reporting: 4					Avg. Sales: 0.75				Traffic to Sales: 24 : 1				Net: 3	

City Codes: Hi = Highland, LL = Loma Linda, SB = San Bernardino

Desert San Bernardino					Projects				Participating : 6				In Area : 6	
					<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>
Agave Pointe at Silverstone	DR Horton	Vic		DTMU	44	3	S/O	12	3	0	44	9	0.87	1.50
Juniper at Silverstone	DR Horton	Vic		DTMU	64	3	4	12	3	0	46	5	0.91	0.83
Diamond Ridge	Frontier	Vic		SFD	122	0	7	21	0	0	31	2	0.50	0.33
Stone Briar II	Frontier	Ad		DTST	116	0	3	11	0	0	4	1	0.30	0.17
Falcon Ridge	KB Home	Vic		SFD	59	0	3	21	0	0	44	2	0.50	0.33
Wildflower	KB Home	Vic		DTMU	194	0	2	20	1	0	188	4	0.92	0.67
TOTALS: No. Reporting: 6					Avg. Sales: 1.17				Traffic to Sales: 14 : 1				Net: 7	

City Codes: Ad = Adelanto, Vic = Victorville

West San Bernardino					Projects				Participating : 1				In Area : 1	
					<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>
Founders	Trumark	CH		ATMU	76	0	3	35	0	0	73	-1	1.33	-0.17
TOTALS: No. Reporting: 1					Avg. Sales: 0.00				Traffic to Sales: 0 : 1				Net: 0	

City Codes: CH = Chino Hills

Northwest San Bernardino					Projects				Participating : 8				In Area : 8	
					<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>
Madera Estates at Day Creek	DR Horton	RC		DTMU	51	3	4	7	1	0	13	5	1.05	0.83
Palazzo at Day Creek Square	DR Horton	RC		ATMU	66	0	3	6	1	0	9	3	0.86	0.50
Solstice at Day Creek	DR Horton	RC		ATMU	127	0	2	5	0	0	18	7	1.34	1.17
Veranda at Day Creek Square	DR Horton	RC		ATMU	100	0	5	6	0	1	7	3	0.74	0.50
Springtime at Harvest	KB Home	Up		DTMU	125	6	4	41	6	1	115	12	1.11	2.00
Westridge at Sycamore Hills	Taylor Morrison	Up		DTMU	145	0	17	52	1	0	33	6	0.91	1.00
Bungalows at Terra Vista	Van Daele	RC		SFD	81	0	7	96	2	0	18	9	1.03	1.50
Row at Terra Vista	Van Daele	RC		ATT	133	0	15	96	0	0	6	1	0.34	0.17
TOTALS: No. Reporting: 8					Avg. Sales: 1.13				Traffic to Sales: 28 : 1				Net: 9	

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects				Participating : 33				In Area : 33	
					<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>
Holiday at Emerald Park	Brookfield	OR	New	ATMU	91	0	14	38	0	0	0	0	0.00	0.00
Marigold at New Haven	Brookfield	On		DTMU	84	0	11	59	1	0	56	4	0.99	0.67
Solstice at Emerald Park	Brookfield	OR	New	ATMU	126	0	6	37	0	0	0	0	0.00	0.00
Solstice at New Haven	Brookfield	On		ATT	93	0	13	38	0	0	80	2	1.42	0.33
Waverly	Brookfield	On		DTST	196	0	15	45	0	0	159	3	0.90	0.50
Bungalows at Stonebrook	Century	Ch		DTMU	76	0	8	25	0	0	16	-1	0.63	-0.17
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	25	0	0	7	1	0.27	0.17
Coventry at Park Place	Christopher	On		DTMU	102	0	6	36	1	0	35	5	0.81	0.83

(Southwest San Bernardino) Continued ...

Development Name	Developer	City Code	Notes	Type										
Southwest San Bernardino Continued ...					Projects				Participating : 33				In Area : 33	
					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
Cara Pointe at Avenida	DR Horton	On	SFD		97	0	3	6	0	0	21	7	0.83	1.17
Persimmon Place at Avenida	DR Horton	On	SFD		80	0	2	5	2	0	37	10	1.46	1.67
Willowleaf at Avenida	DR Horton	On	SFD		52	0	4	5	0	0	14	6	0.55	1.00
Lago Los Serranos	JTECC Investment	CH	ATMU		95	0	11	30	0	0	38	0	0.82	0.00
Cottages on 4th	KB Home	On	SFD		55	6	12	21	0	0	36	0	1.36	0.00
Northpark	KB Home	On	SFD		190	0	7	48	4	0	37	12	1.46	2.00
Turnleaf	KB Home	Ch	SFD		185	0	23	32	2	0	66	13	1.45	2.17
Willowmore at Park Place	KB Home	On	SFD		60	0	8	37	1	0	12	3	0.69	0.50
Amelia at The Preserve	Lennar	Ch	DTMU		110	0	7	47	0	0	76	7	0.97	1.17
Autumn Field at The Preserve	Lennar	Ch	SFD		82	0	7	15	0	0	75	1	1.07	0.17
Camden II at Park Place	Lennar	On	DTMU		88	0	13	85	1	0	69	1	1.16	0.17
Eagle Rock at Grand Park	Lennar	On	SFD		134	0	11	12	0	0	69	3	0.97	0.50
Montarra	Lennar	CH	DTMU		102	0	1	61	0	0	96	0	0.50	0.00
Montarra II at Vila Borba	Lennar	CH	DTMU		100	0	5	61	0	0	75	2	0.79	0.33
Olive Grove at The Preserve	Lennar	Ch	SFD		114	2	2	33	1	0	54	2	0.78	0.33
Pacific Crest at Grand Park	Lennar	On	SFD		90	0	2	10	0	0	88	1	1.24	0.17
Sierra Peak at Grand Park	Lennar	On	SFD		104	0	7	36	0	0	81	4	1.24	0.67
Heirloom at The Preserve	Richmond American	Ch	Update	SFD	104	3	7	45	4	0	92	4	1.13	0.67
Meadowood at Park Place	Taylor Morrison	On	DTMU		102	0	10	35	1	0	48	8	1.14	1.33
Seville at Park Place	The New Home Co	On	DTMU		75	0	6	33	1	0	30	2	0.68	0.33
St. James @ Park Place	TRI Pointe	On	DTMU		207	0	18	17	0	0	164	4	0.74	0.67
Centerhouse	Trumark	On	ATT		114	0	16	37	0	1	65	2	1.53	0.33
Laurel Lane	William Lyon	Ch	DTMU		70	0	3	0	0	0	67	1	0.78	0.17
Stonewater at Park Place	Woodside	On	DTMU		79	0	2	62	0	0	37	4	0.87	0.67
Sunrise at the Harvest	Woodside	Ch	DTMU		56	0	3	33	0	0	37	3	0.62	0.50
TOTALS: No. Reporting:		33	Avg. Sales: 0.55		Traffic to Sales: 58 : 1		271	1109	19	1	1837	114	Net:	18

City Codes: CH = Chino Hills, Ch = Chino, On = Ontario, OR = Ontario Ranch

Inland Empire					Projects Participating : 209					In Area : 213			
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 209			Avg. Sales: 0.61		Traffic to Sales: 43 : 1		1,532	6734	156	28	10,573	677	Net: 128

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

THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 6, Ending: **February 10, 2019**

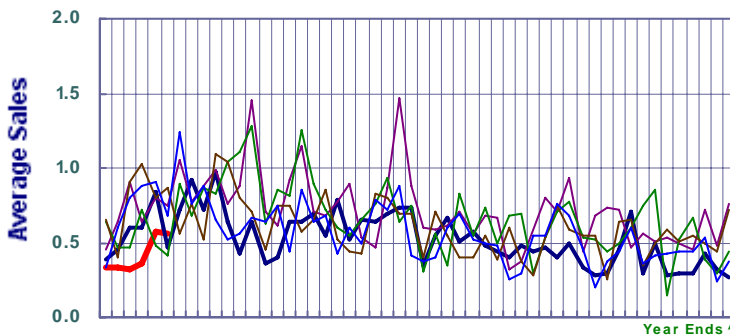
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date		Prev. 13 Wks.	
								Avg.	Diff.	Avg.	Diff.
Central San Diego		2	94	0	0	0	0.00	0.08	-100%	0.23	0%
East San Diego		6	174	4	1	3	0.50	0.67	-25%	0.58	-14%
No. Coastal San Diego		29	777	18	2	16	0.55	0.32	71%	0.36	52%
No. Inland San Diego		34	859	32	4	28	0.82	0.50	65%	0.37	123%
South Bay San Diego		30	831	14	4	10	0.33	0.37	-10%	0.29	15%
Current Week Totals	Traffic : Sales 40 : 1	101	2,735	68	11	57	0.56	0.41	36%	0.35	59%
Per Project Average			27	0.67	0.11	0.56					
Year Ago - 02/11/2018	Traffic : Sales 57 : 1	70	2,586	45	12	33	0.47	0.59	-20%	0.57	-17%
% Change		44%	6%	51%	-8%	73%	20%	-30%		-38%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 6 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	33	38	0.82	0.17	0.65	0.57
■	2015	34	54	0.82	0.07	0.75	0.60
■	2016	54	45	0.64	0.09	0.55	0.65
■	2017	45	44	0.87	0.13	0.74	0.71
■	2018	70	38	0.70	0.14	0.56	0.52
■	2019	101	25	0.51	0.10	0.41	0.41
% Change :		44%	-34%	-26%	-26%	-26%	-20%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.35%	4.35%
FHA	3.93%	3.93%
10 Yr Yield	2.66%	



Market Commentary

More consumers now see the door to homeownership slowly squeaking open, but they still think it's pretty pricey. The share of Americans who say it is a good time to buy a home increased 4 percentage points to 15% in January compared with December, according to a monthly survey from Fannie Mae. The share is still down sizably from the start of 2018, when housing demand was soaring and home prices were rising at a much faster clip. Home price gains have been shrinking since last summer and are now rising at the slowest pace in more than six years, according to CoreLogic. Consequently, the share of Americans who say home prices will go up fell 1 percentage point to 30%. That share has been declining for four straight months and is down a whopping 22 percentage points from a year ago, according to Fannie Mae. While consumer confidence in housing is rising this year, it was still a bit unsteady in the fourth quarter of last year. Attitudes toward homebuying are improving this year because it appears that mortgage rates will not be increasing as much as previously expected. The share of those who expect rates to go up over the next year fell 3 percentage points to 53% in the Fannie Mae survey. The Federal Reserve has signaled it may not be as aggressive in hiking interest rates as previously forecast. "overall, these results are in line with our forecast that, amid improving affordability conditions, home sales should stabilize in 2019 after declining last year for the first time in four years," said Doug Duncan, Fannie Mae's chief economist. Cooler home prices and lower interest rates certainly increase affordability and help consumers feel better about buying. *Diana Olick CNBC Real Estate Reporter*

Development Name	Developer	City Code	Notes	Type										
Central San Diego					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
Elevate	Colrich	SDD	ATMU		62	9	17	70	0	0	16	-1	0.31	-0.17
Park at Bankers Hill	Zephyr	SDD	ATMU		60	0	1	24	0	0	38	2	0.39	0.33
TOTALS: No. Reporting:		2	Avg. Sales: 0.00		Traffic to Sales:		0 : 1	18	94	0	0	54	1	Net: 0

City Codes: SDD = San Diego

East San Diego					Projects				Participating : 6				In Area : 6	
					<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>
Main Ranch	California West Comm EC	SFD	DTMU		139	0	8	72	1	0	43	9	1.06	1.50
Lakeshore	KB Home	SDE	DTMU		49	0	5	10	0	0	39	1	0.71	0.17
Lake Ridge at Weston	Pardee	Ste	DTMU		129	0	7	26	0	0	52	2	0.85	0.33
Sandstone at Weston	Pardee	Ste	DTMU		81	0	17	18	0	1	58	2	0.94	0.33
Prism at Weston	TRI Pointe	Ste	DTMU		142	0	10	26	2	0	45	6	0.73	1.00
Talus at Weston	TRI Pointe	Ste	DTMU		63	0	16	22	1	0	42	4	0.68	0.67
TOTALS: No. Reporting:		6	Avg. Sales: 0.50		Traffic to Sales:		44 : 1	63	174	4	1	279	24	Net: 3

City Codes: EC = El Cajon, SDE = San Diego, Ste = Santee

No. Coastal San Diego					Projects				Participating : 29				In Area : 29	
					<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>
Francia at Mission Lane	Beazer	Oc	DTMU		59	0	12	14	1	1	42	3	0.52	0.50
Palomar at Mission Lane	Beazer	Oc	ATT		86	0	14	9	0	0	5	1	0.27	0.17
Pepper Tree at Mission Lane	Beazer	Oc	DTMU		83	0	11	6	1	0	47	2	0.58	0.33
Rancho at Mission Lane	Beazer	Oc	ATMU		50	0	1	1	0	0	49	2	0.84	0.33
Vela at Mission Lane	Beazer	Oc	ATT		63	0	11	9	0	0	5	0	0.27	0.00
Encinitas Enclave	California West Comm En	DTMU			19	0	5	22	0	0	14	0	0.21	0.00
Tides	City Ventures	Oc	ATT		58	0	6	14	1	0	10	4	0.35	0.67
Acacia at The Preserve	Cornerstone	Cb	ATMU		48	0	5	54	1	0	8	2	0.20	0.33
Agave at The Preserve	Cornerstone	Cb	ATMU		88	0	13	46	0	0	65	3	0.40	0.50
Altura at Pacific Ridge	Cornerstone	Oc	DTMU		72	0	8	38	0	0	9	1	0.26	0.17
Blue Sage at The Preserve	Cornerstone	Cb	ATMU		102	0	9	54	1	0	17	3	0.42	0.50
Brisas at Pacific Ridge	Cornerstone	Oc	ATMU		117	0	14	13	0	0	40	1	0.38	0.17
Cypress at The Preserve	Cornerstone	Cb	DTMU		56	0	13	56	0	0	6	0	0.14	0.00
Lucero at Pacific Ridge	Cornerstone	Oc	ATMU		130	0	9	12	1	0	31	2	0.33	0.33
Artesian Estates at Del Sur	Lennar	SDC	DTMU		39	0	1	13	0	0	38	0	0.48	0.00
Castello at Heritage Bluffs	Lennar	SDC	DTMU		37	0	1	20	1	0	36	1	0.21	0.17
Collection at St. Cloud	Lennar	Oc	ATMU		80	0	10	4	0	0	0	0	0.00	0.00
Corzano at Heritage Bluffs	Lennar	SDC	DTMU		26	0	1	10	0	0	25	1	0.14	0.17
Toscana at Heritage Bluffs	Lennar	SDC	DTMU		27	0	2	12	0	0	25	0	0.15	0.00
Carmel at Pacific Highlands Ranch	Pardee	SDC	DTMU		105	0	10	36	2	0	22	4	1.43	0.67
Sendero at Pacific Highland Ranch	Pardee	SDC	DTMU		112	16	15	70	2	0	33	9	2.14	1.50
Terraza at Pacific Highland Ranch	Pardee	SDC	DTMU		81	0	9	28	2	1	22	3	1.43	0.50
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC	DTMU		79	0	5	34	0	0	15	4	0.97	0.67
Vista Santa Fe at Pacific Highlands Ranc	Pardee	SDC	DTMU		44	0	5	62	2	0	3	3	0.40	0.50
Alcove	Shea	En	DTMU		13	3	6	29	1	0	4	3	0.26	0.50
Kensington at The Square	Shea	Cb	ATT		125	4	8	54	2	0	32	3	1.26	0.50
One Oak	Shea	En	DTMU		28	0	16	34	0	0	3	0	0.05	0.00
Vista Del Mar	Van Daele	Oc	ATMU		38	0	5	15	0	0	33	0	0.55	0.00
Hideaway at St. Cloud	William Lyon	Oc	ATMU		122	0	18	8	0	0	18	1	0.59	0.17

Development Name		Developer	City Code	Notes	Type										
No. Coastal San Diego Continued ...					Projects				Participating : 29				In Area : 29		
					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	
TOTALS: No. Reporting:		29	Avg. Sales: 0.55		Traffic to Sales: 43 : 1		243	777	18	2	657	56	Net: 16		

City Codes: Cb = Carlsbad, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego				Projects		Participating : 34				In Area : 34			
				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
Estancia Bernardo	Ambient	Es	DTMU	13	0	3	7	0	0	10	-1	0.17	-0.17
Rancho Palomar	Ambient	Es	DTMU	22	5	10	84	0	0	7	3	0.18	0.50
Aurora Heights	Beazer	Fb	DTMU	124	1	12	41	0	0	1	1	0.12	0.17
Candela at Rancho Tesoro	Brookfield	SM	DTMU	56	0	4	24	2	2	49	5	0.55	0.83
Terracina at Rancho Tesoro	Brookfield	SM	DTMU	117	0	10	23	3	0	68	5	0.77	0.83
Vientos at Rancho Tesoro	Brookfield	SM	DTMU	102	0	13	23	1	0	51	1	0.58	0.17
SL Rey	California West Comm Bo		DTMU	93	0	5	23	1	0	23	1	0.48	0.17
Westerly at Rancho Tesoro	California West Comm SM		DTMU	71	0	7	20	0	0	64	2	0.73	0.33
The Estates at San Elijo Hills	Davidson	SM	DTMU	58	0	6	52	1	0	52	2	0.41	0.33
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU	64	0	9	8	0	0	33	3	0.46	0.50
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD	124	3	2	6	2	0	86	7	1.19	1.17
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD	106	0	9	5	2	1	91	4	1.26	0.67
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD	136	0	8	8	2	0	70	3	0.97	0.50
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU	51	0	13	8	1	1	17	3	0.37	0.50
Solara at Skyline	DR Horton	Vi	ATMU	80	0	16	3	0	0	1	0	0.08	0.00
Verano at Skyline	DR Horton	Vi	ATMU	109	0	6	7	0	0	11	5	0.82	0.83
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU	75	0	13	6	0	0	58	2	0.80	0.33
Thornbush	HQT	SM	SFD	14	0	12	25	1	0	2	1	0.11	0.17
Lexington	KB Home	Es	DTMU	43	0	14	20	0	0	28	4	0.21	0.67
Sierra	KB Home	Vi	ATMU	60	0	7	19	2	0	2	2	0.18	0.33
Andalucia at Harmony Grove	Lennar	Es	DTMU	129	0	16	21	0	0	84	3	0.43	0.50
Avante	Lennar	SDN	ATMU	119	0	20	26	0	0	20	3	0.61	0.50
Avila	Lennar	Vi	ATT	47	0	12	14	2	0	14	5	0.76	0.83
Cavalli at Harmony Grove Village	Lennar	Es	DTMU	64	0	11	25	1	0	16	4	0.56	0.67
Del Sur Skye	Lennar	SDN	ATMU	94	0	15	39	4	0	32	4	1.13	0.67
Seabreeze at Harmony Grove	Lennar	Es	DTMU	109	0	6	10	0	0	103	2	0.53	0.33
Sterling Heights at The Lakes	Lennar	SDN	DTMU	110	0	15	151	2	0	9	2	0.72	0.33
Sur 33 at Del Sur	Lennar	SDN	DTMU	96	0	12	27	2	0	84	5	0.84	0.83
Whittingham at Harmony Grove Village	Lennar	Es	DTMU	120	0	15	33	0	0	45	3	0.74	0.50
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU	116	0	8	12	0	0	20	1	0.43	0.17
Estates at Canyon Grove	Shea	Es	DTMU	82	0	5	27	1	0	72	4	0.61	0.67
Heritage Collection at Canyon Grove	Shea	Es	DTMU	97	0	5	27	0	0	86	3	0.72	0.50
Promontory at Civita	The New Home Co	SDN	ATMU	133	0	8	27	2	0	49	4	0.76	0.67
Citron Stella Park	William Lyon	Es	ATT	63	0	3	8	0	0	39	7	1.24	1.17
TOTALS: No. Reporting:		34	Avg. Sales: 0.82		Traffic to Sales: 27 : 1		330	859	32	4	1397	103	Net: 28

City Codes: Bo = Bonsall, Es = Escondido, Fb = Fallbrook, SDN = San Diego, SM = San Marcos, Vi = Vista

South San Diego					Projects				Participating : 3			In Area : 3		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU	100	0	4	38	0	0	71	3	0.34	0.50	
Tesoro Vista del Sur	Cornerstone	SDS	ATMU	134	0	5	30	1	0	42	2	0.59	0.33	
Signature	Heritage	CHV	Update SFD	79	0	7	33	0	0	38	1	0.44	0.17	

(South San Diego) Continued ...

Development Name	Developer	City Code	Notes	Type										
South San Diego					Projects			Participating : 3				In Area : 3		
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>
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 101 : 1		16	101	1	0	151	6	Net: 1	

City Codes: CHV = Chula Vista, SDS = San Diego

South Bay San Diego					Projects			Participating : 27				In Area : 27		
					<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>
Hampshire at Bayside Landing	Beazer	IB	ATMU		73	0	1	0	0	0	72	3	0.74	0.50
Flora at Escaya	Brookfield	CHV	ATST		107	0	16	26	0	0	46	-1	0.53	-0.17
Haciendas at Escaya	Brookfield	CHV	DTMU		76	0	10	20	1	0	46	6	0.53	1.00
Prado at Escaya	Brookfield	CHV	SFD		130	0	18	31	0	0	52	3	0.59	0.50
Aventine at Otay Ranch	Cornerstone	CHV	SFD		100	0	8	28	0	0	28	3	0.38	0.50
Cambria at Otay Ranch	Cornerstone	CHV	DTMU		60	0	10	26	0	0	12	1	0.39	0.17
Monterra at Otay Ranch	Cornerstone	CHV	ATMU		36	0	5	28	1	1	1	0	0.08	0.00
Lovina	Heritage	CHV	SFD		78	0	12	30	0	0	66	0	0.67	0.00
Suwerte	Heritage	CHV	ATT		212	0	8	52	0	0	4	-2	0.19	-0.33
Skylar at Millenia	KB Home	CHV	Update	DTMU	79	0	5	24	1	1	42	2	0.70	0.33
Castellena at Escaya	Lennar	CHV	DTMU		77	0	21	26	0	1	50	1	0.57	0.17
Indigo at Escaya	Lennar	CHV	DTMU		111	0	11	39	0	0	64	7	0.73	1.17
Millenia Boulevard	Lennar	CHV	ATMU		78	0	12	30	1	0	45	4	1.53	0.67
Valencia at Escaya	Lennar	CHV	DTMU		118	0	12	25	1	0	52	2	0.59	0.33
Meridian Communities EVO/TRIO/METR	Meridian Group	CHV	ATMU		217	0	11	29	1	0	166	6	1.28	1.00
Cantamar	Pacific Coast	CHV	DTMU		111	0	8	33	0	1	31	1	0.50	0.17
Monte Villa	Pacific Coast	CHV	DTMU		72	0	11	16	0	0	39	0	0.47	0.00
Parc Place	Pacific Coast	CHV	Update	ATT	162	0	8	41	2	0	73	2	0.74	0.33
Tosara II	Pacific Coast	CHV	Update	ATMU	79	0	16	27	0	0	31	0	0.27	0.00
Moderna at Playa Del Sol	Pardee	SDS	ATMU		44	0	7	19	2	0	15	5	0.44	0.83
Veraz at Playa Del Sol	Pardee	SDS	ATMU		111	0	9	9	0	0	11	1	0.32	0.17
Element at Millenia	Shea	CHV	SFD		70	0	2	37	0	0	68	1	0.59	0.17
Seville at Escaya	Shea	CHV	DTMU		135	0	6	23	2	0	54	2	0.62	0.33
Sierra at Escaya	Shea	CHV	SFD		122	0	11	28	1	0	60	2	0.69	0.33
Strata at Escaya	Shea	CHV	ATMU		72	0	7	24	0	0	53	4	0.95	0.67
Vista Del Cielo	Shea	CHV	DTMU		52	0	4	22	0	0	37	2	0.43	0.33
Z at Millenia	Shea	CHV	ATMU		106	0	3	37	0	0	65	2	0.56	0.33
TOTALS: No. Reporting:		27	Avg. Sales: 0.33		Traffic to Sales: 56 : 1		252	730	13	4	1283	57	Net: 9	

City Codes: CHV = Chula Vista, IB = Imperial Beach, SDS = San Diego

San Diego-Imperial					Projects			Participating : 101				In Area : 101		
						<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>		
GRAND TOTALS: No. Reporting:		101	Avg. Sales: 0.56		Traffic to Sales: 40 : 1		922	2735	68	11	3,821	247	Net: 57	

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