

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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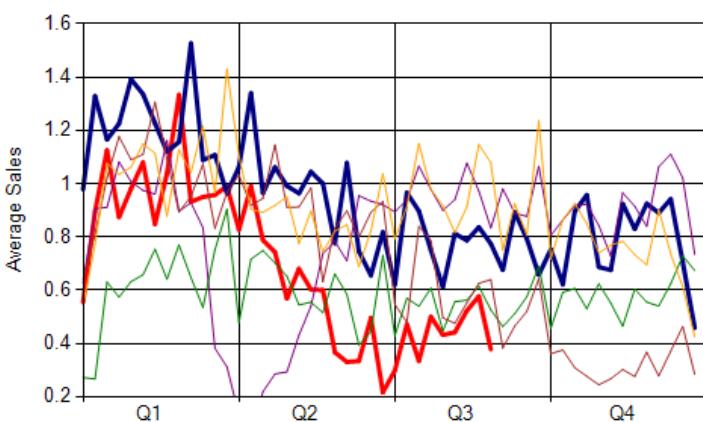


**Ending: Sunday, September 4, 2022**

## Bay Area Week 35

| Counties / Groups                | Projects               | Traffic       | Sales      | Cancels     | Net Sales | Avg. Sales | Year to Date Avg. | Diff.       | Prev. 13 Wks. Avg. | Diff.       |            |
|----------------------------------|------------------------|---------------|------------|-------------|-----------|------------|-------------------|-------------|--------------------|-------------|------------|
| Alameda                          | 24                     | 253           | 21         | 3           | 18        | 0.75       | 0.73              | 3%          | 0.52               | 45%         |            |
| Contra Costa                     | 22                     | 255           | 10         | 5           | 5         | 0.23       | 0.68              | -67%        | 0.46               | -51%        |            |
| Sonoma, Napa                     | 6                      | 52            | 2          | 1           | 1         | 0.17       | 0.50              | -67%        | 0.41               | -59%        |            |
| San Francisco, Marin             | 3                      | 56            | 1          | 0           | 1         | 0.33       | 0.41              | -18%        | 0.11               | 217%        |            |
| San Mateo                        | 5                      | 48            | 1          | 0           | 1         | 0.20       | 0.61              | -67%        | 0.22               | -7%         |            |
| Santa Clara                      | 14                     | 122           | 3          | 1           | 2         | 0.14       | 0.75              | -81%        | 0.25               | -44%        |            |
| Monterey, Santa Cruz, San Benito | 7                      | 64            | 6          | 1           | 5         | 0.71       | 0.83              | -13%        | 0.55               | 30%         |            |
| Solano                           | 25                     | 252           | 12         | 5           | 7         | 0.28       | 0.69              | -59%        | 0.38               | -25%        |            |
| <b>Current Week Totals</b>       | <b>Traffic : Sales</b> | <b>20 : 1</b> | <b>106</b> | <b>1102</b> | <b>56</b> | <b>16</b>  | <b>0.38</b>       | <b>0.69</b> | <b>-45%</b>        | <b>0.41</b> | <b>-8%</b> |
| Per Project Average              |                        |               | 10         | 0.53        | 0.15      | 0.38       |                   |             |                    |             |            |
| <b>Year Ago - 09/05/2021</b>     | <b>Traffic : Sales</b> | <b>14 : 1</b> | <b>115</b> | <b>1317</b> | <b>94</b> | <b>5</b>   | <b>0.77</b>       | <b>1.01</b> | <b>-23%</b>        | <b>0.80</b> | <b>-3%</b> |
| % Change                         |                        |               | -8%        | -16%        | -40%      | 220%       | -55%              | -51%        | -32%               | -48%        |            |

### 52 Weeks Comparison



### Year to Date Averages Through Week 35

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 141                  | 32                  | 1.07              | 0.11                | 0.96               | 0.90                      |
| ■            | 2018 | 125                  | 29                  | 0.96              | 0.09                | 0.87               | 0.70                      |
| ■            | 2019 | 158                  | 17                  | 0.69              | 0.10                | 0.59               | 0.58                      |
| ■            | 2020 | 151                  | 12                  | 0.87              | 0.12                | 0.76               | 0.80                      |
| ■            | 2021 | 117                  | 15                  | 1.08              | 0.07                | 1.01               | 0.93                      |
| ■            | 2022 | 104                  | 11                  | 0.80              | 0.12                | 0.69               | 0.69                      |
| % Change:    |      | -11%                 | -24%                | -25%              | 75%                 | -32%               | -27%                      |

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

| Financing   |                      |                     | Market Commentary  |  |  |
|-------------|----------------------|---------------------|--|--|--|
| CONV        | RATE<br><b>6.50%</b> | APR<br><b>5.75%</b> |  |  |  |
| FHA         | <b>5.13%</b>         | <b>5.35%</b>        | Several measures of housing market activity and output have contracted in recent months. New home sales have fallen 39% since December, housing starts nearly have fallen back to pre-pandemic levels, and pending home sales have declined in eight of the past nine months. Yet so far, home prices have not shown nearly the same degree of retrenchment. The S&P CoreLogic Case-Shiller 20-city home price index, which covers 20 major metropolitan areas in the United States, increased 1.3% in May and was up 20.5% year-over-year. For context, the average monthly increase for the index in 2019 was slightly above 0.2%. There are other signs that this torrid pace of home price growth is easing. With sales slowing, the inventory of homes for sale has risen, and slightly more supply and slowing buyer demand is leading to a softer pace of home price appreciation. The Bloomberg consensus looks for the Case-Shiller 20-city home price index to have increased 19.2% year-over-year in June. Still-tight supply is likely to support home values, but further moderation in terms of yearly gains appears to be on the horizon. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |  |  |
| 10 Yr Yield | <b>3.22%</b>         |                     |  |  |  |
|             |                      |                     |  |  |  |

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| Development Name                 | Developer           | City Code               | Notes | Type | Projects Participating: 19     |          |            |         |            |            |              |          |                |               |                |
|----------------------------------|---------------------|-------------------------|-------|------|--------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Alameda County                   |                     |                         |       |      | Units                          | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Enclave - Alpine Collection      | Century             | FR                      |       | DTMJ | 81                             | 0        | 1          | 8       | 0          | 0          | 80           | 8        | 0.57           | 0.23          |                |
| Enclave - Sierra Collection      | Century             | FR                      |       | ATMJ | 70                             | 0        | 5          | 9       | 0          | 0          | 62           | 23       | 0.42           | 0.66          |                |
| Atlas at Mission Village         | KB Home             | HY                      |       | ATMJ | 72                             | 0        | 2          | 3       | 0          | 0          | 45           | 45       | 2.79           | 2.79          |                |
| Aspect at Innovation             | Lennar              | FR                      |       | ATMJ | 167                            | 0        | 6          | 17      | 0          | 1          | 42           | 23       | 0.93           | 0.66          |                |
| Bungalows at Bridgeway           | Lennar              | NK                      |       | DTMJ | 100                            | 0        | 4          | 16      | 1          | 0          | 93           | 33       | 0.92           | 0.94          |                |
| Chroma at Innovation             | Lennar              | FR                      |       | ATMJ | 146                            | 3        | 3          | 13      | 4          | 0          | 30           | 30       | 1.86           | 1.86          |                |
| Courts at Bridgeway              | Lennar              | NK                      |       | ATMJ | 81                             | 0        | 4          | 16      | 1          | 0          | 68           | 10       | 0.85           | 0.29          |                |
| Lumiere at Innovation            | Lennar              | FR                      |       | ATMJ | 156                            | 3        | 4          | 13      | 3          | 0          | 30           | 24       | 0.73           | 0.69          |                |
| Matrix at Innovation             | Lennar              | FR                      |       | ATMJ | 53                             | 0        | 3          | 17      | 1          | 0          | 35           | 17       | 0.72           | 0.49          |                |
| Terraces at Bridgeway            | Lennar              | NK                      |       | ATMJ | 96                             | 4        | 4          | 16      | 3          | 0          | 55           | 25       | 0.99           | 0.71          |                |
| Towns at Bridgeway               | Lennar              | NK                      |       | ATMJ | 103                            | 0        | 3          | 16      | 1          | 0          | 77           | 21       | 0.83           | 0.60          |                |
| Villas at Bridgeway              | Lennar              | NK                      |       | DTMJ | 137                            | 0        | 2          | 16      | 1          | 0          | 103          | 29       | 1.02           | 0.83          |                |
| Breeze at Bay37                  | Pulte               | AL                      |       | DTMJ | 30                             | 0        | 2          | 2       | 0          | 0          | 28           | 9        | 0.33           | 0.26          |                |
| Compass at Bay37                 | Pulte               | AL                      |       | ATMJ | 93                             | 0        | 2          | 2       | 0          | 0          | 49           | 14       | 0.58           | 0.40          |                |
| Landing at Bay37                 | Pulte               | AL                      |       | ATMJ | 96                             | 4        | 2          | 2       | 4          | 0          | 77           | 46       | 0.90           | 1.31          |                |
| Lookout at Bay37                 | Pulte               | AL                      |       | ATMJ | 138                            | 4        | 4          | 2       | 1          | 0          | 40           | 13       | 0.47           | 0.37          |                |
| Line at SoHay                    | Taylor Morrison     | HY                      |       | ATST | 198                            | 0        | 5          | 4       | 0          | 0          | 176          | 45       | 1.00           | 1.29          |                |
| Prime at SoHay                   | Taylor Morrison TSO | HY                      |       | ATST | 126                            | 0        | TSO        | 0       | 0          | 0          | 91           | 0        | 0.52           | 0.00          |                |
| Elis at Central Station          | TRI Pointe          | OK                      |       | ATMJ | 128                            | 0        | 5          | 2       | 0          | 0          | 66           | 29       | 0.55           | 0.83          |                |
| <b>TOTALS: No. Reporting: 19</b> |                     | <b>Avg. Sales: 1.00</b> |       |      | <b>Traffic to Sales: 9 : 1</b> |          |            |         | <b>61</b>  | <b>174</b> | <b>20</b>    | <b>1</b> | <b>1247</b>    | <b>444</b>    | <b>Net: 19</b> |

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

| Amador Valley                   |            |                          |  |      | Projects Participating: 5       |          |            |         |            |           |              |          |                |               |                |
|---------------------------------|------------|--------------------------|--|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
|                                 |            |                          |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Broadway at Boulevard           | Brookfield | DB                       |  | ATMJ | 110                             | 0        | 18         | 8       | 0          | 1         | 92           | 20       | 1.07           | 0.57          |                |
| Melrose at Boulevard            | Brookfield | DB                       |  | DTMJ | 75                              | 0        | 8          | 33      | 0          | 0         | 28           | 28       | 1.45           | 1.45          |                |
| Lombard at Boulevard            | Lennar     | DB                       |  | DTMJ | 100                             | 0        | 8          | 20      | 1          | 1         | 11           | 11       | 0.68           | 0.68          |                |
| Skyline at Boulevard            | Lennar     | DB                       |  | ATMJ | 114                             | 1        | 2          | 0       | 0          | 0         | 112          | 24       | 0.76           | 0.69          |                |
| Venice at Boulevard             | Lennar     | DB                       |  | ATMJ | 91                              | 0        | 7          | 18      | 0          | 0         | 14           | 14       | 0.86           | 0.86          |                |
| <b>TOTALS: No. Reporting: 5</b> |            | <b>Avg. Sales: -0.20</b> |  |      | <b>Traffic to Sales: 79 : 1</b> |          |            |         | <b>43</b>  | <b>79</b> | <b>1</b>     | <b>2</b> | <b>257</b>     | <b>97</b>     | <b>Net: -1</b> |

City Codes: DB = Dublin

| Diablo Valley                   |         |                         |  |      | Projects Participating: 3    |          |            |         |            |           |              |          |                |               |               |
|---------------------------------|---------|-------------------------|--|------|------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|                                 |         |                         |  |      | Units                        | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Oak Park                        | Davidon | PH                      |  | DTMJ | 34                           | 0        | 10         | 26      | 0          | 0         | 8            | 8        | 0.24           | 0.24          |               |
| Woodbury Highlands              | Davidon | LF                      |  | ATMJ | 99                           | 0        | 13         | 4       | 0          | 0         | 29           | 17       | 0.28           | 0.49          |               |
| Penny Lane                      | Trumark | CN                      |  | ATMJ | 70                           | 0        | 5          | 3       | 0          | 0         | 0            | 0        | 0.00           | 0.00          |               |
| <b>TOTALS: No. Reporting: 3</b> |         | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |            |         | <b>28</b>  | <b>33</b> | <b>0</b>     | <b>0</b> | <b>37</b>      | <b>25</b>     | <b>Net: 0</b> |

City Codes: PH = Pleasant Hill, LF = Lafayette, CN = Concord

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| Development Name                | Developer | City Code | Notes                   | Type | Projects Participating: 1 |          |            |                              |            |           |              |          |                |               |               |
|---------------------------------|-----------|-----------|-------------------------|------|---------------------------|----------|------------|------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| San Ramon Valley                |           |           |                         |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                      | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Hillcrest at the Preserve       | Lennar    | SR        |                         | ATMU | 104                       | 0        | 4          | 2                            | 0          | 0         | 99           | 15       | 0.88           | 0.43          |               |
| <b>TOTALS: No. Reporting: 1</b> |           |           | <b>Avg. Sales: 0.00</b> |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>4</b>   | <b>2</b>  | <b>0</b>     | <b>0</b> | <b>99</b>      | <b>15</b>     | <b>Net: 0</b> |
| City Codes: SR = San Ramon      |           |           |                         |      |                           |          |            |                              |            |           |              |          |                |               |               |

| Antioch/Pittsburg                        |                 |                         |  |      | Projects Participating: 11 |          |            |                                 |            |            |              |          |                |               |               |
|--|-----------------|-------------------------|--|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
|  |                 |                         |  |      | Units                      | New Rel. | Rel'd Rm'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Cielo at Sand Creek- Horizon             | Century         | AN                      |  | DTMJ | 175                        | 0        | 2          | 8                               | 0          | 0          | 154          | 36       | 1.45           | 1.03          |               |
| Crest at Park Ridge                      | Davidon         | AN                      |  | DTMJ | 300                        | 0        | 14         | 18                              | 1          | 0          | 244          | 28       | 0.94           | 0.80          |               |
| Hills at Park Ridge                      | Davidon         | AN                      |  | DTMJ | 225                        | 0        | 15         | 23                              | 0          | 1          | 93           | 28       | 0.96           | 0.80          |               |
| Luca at Aviano                           | DeNova          | AN                      |  | DTMJ | 194                        | 0        | 6          | 26                              | 0          | 0          | 96           | 54       | 1.72           | 1.54          |               |
| Luna at Aviano                           | Lennar          | AN                      |  | DTMJ | 102                        | 0        | 8          | 7                               | 0          | 2          | 36           | 25       | 0.89           | 0.71          |               |
| Oriana at Aviano                         | Lennar          | AN                      |  | DTMJ | 115                        | 0        | 3          | 7                               | 0          | 0          | 38           | 27       | 0.94           | 0.77          |               |
| Haven at Vista Del Mar                   | Taylor Morrison | PT                      |  | DTST | 60                         | 0        | 2          | 4                               | 1          | 0          | 52           | 17       | 0.60           | 0.49          |               |
| Retreat at Vista Del Mar                 | Taylor Morrison | PT                      |  | DTMJ | 142                        | 0        | 3          | 7                               | 1          | 0          | 78           | 25       | 0.81           | 0.71          |               |
| Serene at Vista Del Mar                  | Taylor Morrison | PT                      |  | DTMJ | 120                        | 0        | 9          | 5                               | 0          | 0          | 39           | 27       | 0.66           | 0.77          |               |
| Rise at Cielo                            | TRI Pointe      | AN                      |  | DTMJ | 159                        | 0        | 1          | 8                               | 1          | 0          | 24           | 24       | 1.18           | 1.18          |               |
| Shine at Cielo                           | TRI Pointe      | AN                      |  | DTMJ | 137                        | 0        | 4          | 8                               | 0          | 0          | 21           | 21       | 1.04           | 1.04          |               |
| <b>TOTALS: No. Reporting: 11</b>         |                 | <b>Avg. Sales: 0.09</b> |  |      |                            |          |            | <b>Traffic to Sales: 30 : 1</b> | <b>67</b>  | <b>121</b> | <b>4</b>     | <b>3</b> | <b>875</b>     | <b>312</b>    | <b>Net: 1</b> |
| City Codes: AN = Antioch, PT = Pittsburg |                 |                         |  |      |                            |          |            |                                 |            |            |              |          |                |               |               |

| East Contra Costa   |               |                         |       |      | Projects Participating: 7 |          |            |                                 |            |           |              |          |                |               |               |
|---|---------------|-------------------------|-------|------|---------------------------|----------|------------|---------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|   |               |                         |       |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                         | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Delta Coves   | Blue Mountain | BI                      | Rsv's | DTMJ | 104                       | 0        | 5          | 13                              | 1          | 0         | 82           | 13       | 0.52           | 0.37          |               |
| Chandler  | Brookfield    | BT                      |       | DTMJ | 160                       | 0        | 16         | 5                               | 0          | 1         | 62           | 31       | 1.14           | 0.89          |               |
| Bennett Estates   | DeNova        | BT                      |       | DTMJ | 14                        | 0        | 4          | 21                              | 0          | 0         | 8            | 8        | 0.48           | 0.48          |               |
| Cypress Crossings   | KB Home       | OY                      |       | DTMJ | 98                        | 0        | 4          | 30                              | 0          | 0         | 5            | 5        | 0.80           | 0.80          |               |
| Woodbury at Emerson Ranch                                   | Lennar        | OY                      |       | DTMJ | 104                       | 4        | 4          | 6                               | 4          | 0         | 43           | 43       | 1.52           | 1.52          |               |
| Alicante  | Meritage      | OY                      |       | DTMJ | 157                       | 0        | 19         | 13                              | 0          | 1         | 138          | 49       | 1.51           | 1.40          |               |
| Orchard Trails  | Shea          | BT                      |       | DTMJ | 78                        | 0        | 1          | 11                              | 1          | 0         | 33           | 23       | 0.75           | 0.66          |               |
| <b>TOTALS: No. Reporting: 7</b>                             |               | <b>Avg. Sales: 0.57</b> |       |      |                           |          |            | <b>Traffic to Sales: 17 : 1</b> | <b>53</b>  | <b>99</b> | <b>6</b>     | <b>2</b> | <b>371</b>     | <b>172</b>    | <b>Net: 4</b> |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley |               |                         |       |      |                           |          |            |                                 |            |           |              |          |                |               |               |

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| Development Name   | Developer         | City Code               | Notes | Type | Projects Participating: 11      |          |             |           |            |           |              |            |                |               |
|--|-------------------|-------------------------|-------|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
| Sonoma, Napa Counties  |                   |                         |       |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Willow at University District  | DR Horton         | RP                      |       | DTMJ | 128                             | 0        | 4           | 13        | 1          | 1         | 30           | 30         | 1.14           | 1.14          |
| Sterling Hills at Quarry Heights II  | KB Home           | PET                     |       | DTMJ | 91                              | 0        | 2           | 2         | 0          | 0         | 30           | 13         | 0.54           | 0.37          |
| Aspect   | Lafferty          | PET                     |       | DTMJ | 18                              | 0        | 1           | 0         | 0          | 0         | 16           | 0          | 0.10           | 0.00          |
| Sandalwood at University District  | Richmond American | RP                      |       | DTMJ | 26                              | 0        | 1           | 6         | 0          | 0         | 8            | 8          | 0.65           | 0.65          |
| Seasons at University District   | Richmond American | RP                      |       | DTMJ | 52                              | 0        | 7           | 20        | 1          | 0         | 12           | 12         | 0.46           | 0.46          |
| Meadow Creek   | Ryder TSO         | SR                      |       | DTMJ | 48                              | 0        | TSO         | 11        | 0          | 0         | 36           | 12         | 0.56           | 0.34          |
| Riverfront   | TRI Pointe        | PET                     |       | DTMJ | 134                             | 0        | 4           | N/A       | 0          | 0         | 81           | 23         | 0.85           | 0.66          |
| City 44  | W Marketing       | SR                      |       | ATMJ | 44                              | 0        | 4           | N/A       | 0          | 0         | 20           | 13         | 0.38           | 0.37          |
| Kerry Ranch  | W Marketing       | SR                      |       | DTMJ | 30                              | 0        | 6           | N/A       | 0          | 0         | 7            | 7          | 1.36           | 1.36          |
| Paseo Vista  | W Marketing       | SR                      |       | DTST | 128                             | 0        | 3           | N/A       | 0          | 0         | 61           | 4          | 0.24           | 0.11          |
| Portello   | W Marketing       | WD                      |       | DTMJ | 68                              | 0        | 9           | N/A       | 0          | 0         | 9            | 9          | 2.17           | 2.17          |
| <b>TOTALS: No. Reporting: 6</b>  |                   | <b>Avg. Sales: 0.17</b> |       |      | <b>Traffic to Sales: 26 : 1</b> |          |             | <b>41</b> | <b>52</b>  | <b>2</b>  | <b>1</b>     | <b>310</b> | <b>131</b>     | <b>Net: 1</b> |
| City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa, WD = Windsor |                   |                         |       |      |                                 |          |             |           |            |           |              |            |                |               |

| Marin County                             |         |                         |  |      | Projects Participating: 2       |          |             |           |            |           |              |           |                |               |
|--|---------|-------------------------|--|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|-----------|----------------|---------------|
|  |         |                         |  |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Verandah                                 | Landsea | NV                      |  | ATMJ | 80                              | 0        | 1           | 14        | 1          | 0         | 28           | 20        | 0.52           | 0.57          |
| The Strand (Detached)                    | Trumark | SN                      |  | DTMJ | 37                              | 0        | 12          | 32        | 0          | 0         | 10           | 10        | 0.24           | 0.29          |
| <b>TOTALS: No. Reporting: 2</b>          |         | <b>Avg. Sales: 0.50</b> |  |      | <b>Traffic to Sales: 46 : 1</b> |          |             | <b>13</b> | <b>46</b>  | <b>1</b>  | <b>0</b>     | <b>38</b> | <b>30</b>      | <b>Net: 1</b> |
| City Codes: NV = Novato, SN = San Rafael |         |                         |  |      |                                 |          |             |           |            |           |              |           |                |               |

| San Francisco County            |            |                         |  |      | Projects Participating: 1    |          |             |          |            |           |              |           |                |               |
|---------------------------------|------------|-------------------------|--|------|------------------------------|----------|-------------|----------|------------|-----------|--------------|-----------|----------------|---------------|
|                                 |            |                         |  |      | Units                        | New Rel. | Rel'd Rrn'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Lofton at Portola               | TRI Pointe | SF                      |  | ATMJ | 54                           | 0        | 3           | 10       | 0          | 0         | 18           | 5         | 0.23           | 0.14          |
| <b>TOTALS: No. Reporting: 1</b> |            | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |             | <b>3</b> | <b>10</b>  | <b>0</b>  | <b>0</b>     | <b>18</b> | <b>5</b>       | <b>Net: 0</b> |
| City Codes: SF = San Francisco  |            |                         |  |      |                              |          |             |          |            |           |              |           |                |               |

| San Mateo County                             |            |                         |  |      | Projects Participating: 5       |          |             |           |            |           |              |            |                |               |
|--|------------|-------------------------|--|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|  |            |                         |  |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| One 90 - Borelle                             | Pulte      | SM                      |  | DTMJ | 29                              | 0        | 4           | 8         | 0          | 0         | 24           | 3          | 0.28           | 0.09          |
| One 90 - Cobalt                              | Pulte      | SM                      |  | ATMJ | 54                              | 0        | 2           | 8         | 0          | 0         | 21           | 21         | 0.61           | 0.60          |
| One 90 - Indigo                              | Pulte      | SM                      |  | ATMJ | 54                              | 0        | 2           | 8         | 0          | 0         | 39           | 34         | 0.94           | 0.97          |
| One 90 - Slate                               | Pulte      | SM                      |  | ATMJ | 57                              | 0        | 2           | 8         | 1          | 0         | 51           | 21         | 0.60           | 0.60          |
| Laguna Vista                                 | SummerHill | FC                      |  | ATMJ | 70                              | 0        | 3           | 16        | 0          | 0         | 23           | 23         | 0.95           | 0.95          |
| <b>TOTALS: No. Reporting: 5</b>              |            | <b>Avg. Sales: 0.20</b> |  |      | <b>Traffic to Sales: 48 : 1</b> |          |             | <b>13</b> | <b>48</b>  | <b>1</b>  | <b>0</b>     | <b>158</b> | <b>102</b>     | <b>Net: 1</b> |
| City Codes: SM = San Mateo, FC = Foster City |            |                         |  |      |                                 |          |             |           |            |           |              |            |                |               |

# The Ryness Report

Week Ending  
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| Development Name   | Developer       | City Code | Notes                   | Type | Projects Participating: 14      |          |             |         |            |            |              |          |                |               |  |  |  |  |
|--|-----------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|--|--|--|--|
| Santa Clara County   |                 |           |                         |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |  |  |  |  |
| Andalusia  | Dividend        | MH        |                         | ATMU | 46                              | 0        | 9           | 9       | 0          | 0          | 11           | 11       | 0.64           | 0.64          |  |  |  |  |
| Ascent at Glen Loma Ranch  | KB Home         | GL        |                         | ATMU | 124                             | 3        | 4           | 2       | 1          | 0          | 61           | 40       | 1.44           | 1.14          |  |  |  |  |
| Asher at Glen Loma Ranch   | KB Home         | GL        |                         | DTMJ | 35                              | 0        | 3           | 0       | 0          | 0          | 32           | 13       | 0.71           | 0.37          |  |  |  |  |
| Latitude at Communications Hill  | KB Home         | SJ        |                         | ATMU | 160                             | 0        | 2           | 1       | 0          | 0          | 158          | 12       | 1.47           | 0.34          |  |  |  |  |
| Lavender   | Landsea         | SV        |                         | ATMU | 128                             | 0        | 3           | 12      | 0          | 0          | 40           | 30       | 0.86           | 0.86          |  |  |  |  |
| Gateway at Central   | Pulte           | SJ        |                         | ATMU | 72                              | 0        | 5           | 11      | 1          | 1          | 10           | 10       | 0.62           | 0.62          |  |  |  |  |
| Plaza at Central   | Pulte           | SJ        |                         | ATMU | 90                              | 0        | 3           | 10      | 0          | 0          | 1            | 1        | 0.78           | 0.78          |  |  |  |  |
| Bellaterra - Bungalows Cluster Att/Det   | SummerHill      | LG        |                         | ATMU | 76                              | 0        | 4           | 11      | 0          | 0          | 44           | 26       | 0.78           | 0.74          |  |  |  |  |
| Bellaterra - Flats   | SummerHill      | LG        |                         | ATMU | 80                              | 0        | 8           | 11      | 1          | 0          | 40           | 15       | 0.59           | 0.43          |  |  |  |  |
| Bellaterra - Towns   | SummerHill      | LG        |                         | ATMU | 97                              | 0        | 9           | 11      | 0          | 0          | 37           | 18       | 0.54           | 0.51          |  |  |  |  |
| Nuevo - Terraces   | SummerHill      | SC        |                         | ATST | 176                             | 0        | 9           | 21      | 0          | 0          | 167          | 16       | 0.88           | 0.46          |  |  |  |  |
| Ovation  | Taylor Morrison | SV        |                         | ATMU | 107                             | 0        | 7           | 10      | 0          | 0          | 72           | 34       | 1.09           | 0.97          |  |  |  |  |
| Lotus at Urban Oak   | TRI Pointe      | SJ        |                         | DTMJ | 123                             | 0        | 9           | 10      | 0          | 0          | 1            | 1        | 0.16           | 0.16          |  |  |  |  |
| Jasper   | Trumark         | MH        |                         | ATMU | 101                             | 0        | 8           | 3       | 0          | 0          | 21           | 21       | 0.75           | 0.75          |  |  |  |  |
| <b>TOTALS: No. Reporting: 14</b>   |                 |           | <b>Avg. Sales: 0.14</b> |      | <b>Traffic to Sales: 41 : 1</b> |          |             |         | <b>83</b>  | <b>122</b> | <b>3</b>     | <b>1</b> | <b>695</b>     | <b>248</b>    |  |  |  |  |
| <b>Net: 2</b>  |                 |           |                         |      |                                 |          |             |         |            |            |              |          |                |               |  |  |  |  |
| City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara |                 |           |                         |      |                                 |          |             |         |            |            |              |          |                |               |  |  |  |  |

| Monterey, Santa Cruz, San Benito Counties                                 |          |    |                         |      | Projects Participating: 7       |          |             |         |            |           |              |          |                |               |  |  |  |  |
|---|----------|----|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|--|--|--|
|   |          |    |                         |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |  |  |  |  |
| Roberts Ranch   | KB Home  | HO |                         | DTMJ | 192                             | 3        | 5           | 5       | 1          | 1         | 140          | 46       | 1.73           | 1.31          |  |  |  |  |
| Polo Ranch  | Lennar   | SV |                         | DTMJ | 40                              | 3        | 5           | 2       | 1          | 0         | 32           | 19       | 0.71           | 0.54          |  |  |  |  |
| Montclair   | Meritage | HO |                         | DTMJ | 99                              | 0        | 5           | 10      | 1          | 0         | 72           | 44       | 1.09           | 1.26          |  |  |  |  |
| Beach House II at the Dunes   | Shea     | MA |                         | DTMJ | 92                              | 0        | 3           | 16      | 1          | 0         | 68           | 38       | 1.19           | 1.09          |  |  |  |  |
| Enclave, The  | Shea     | SS |                         | DTMJ | 61                              | 0        | 2           | 10      | 0          | 0         | 34           | 19       | 0.51           | 0.54          |  |  |  |  |
| Sea House II at The Dunes   | Shea     | MA |                         | ATMU | 79                              | 0        | 4           | 10      | 0          | 0         | 46           | 21       | 0.81           | 0.60          |  |  |  |  |
| Surf House II at The Dunes  | Shea     | MA |                         | DTMJ | 48                              | 0        | 1           | 11      | 2          | 0         | 31           | 22       | 0.54           | 0.63          |  |  |  |  |
| <b>TOTALS: No. Reporting: 7</b>   |          |    | <b>Avg. Sales: 0.71</b> |      | <b>Traffic to Sales: 11 : 1</b> |          |             |         | <b>25</b>  | <b>64</b> | <b>6</b>     | <b>1</b> | <b>423</b>     | <b>209</b>    |  |  |  |  |
| <b>Net: 5</b>   |          |    |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside |          |    |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |

# The Ryness Report

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Bay Area

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| Development Name   | Developer               | City Code | Notes | Type | Projects Participating: 25      |          |            |            |            |           |              |             |                |               |
|--|-------------------------|-----------|-------|------|---------------------------------|----------|------------|------------|------------|-----------|--------------|-------------|----------------|---------------|
| Fairfield, Vacaville, Suisun, Dixon                                    |                         |           |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic    | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Avg. Sls /Week | Avg. Sls /YTD |
| Horizon at One Lake  | Brookfield              | FF        |       | ATMU | 50                              | 0        | 11         | 22         | 0          | 0         | 7            | 7           | 0.36           | 0.36          |
| Lakeside at One Lake   | Brookfield              | FF        |       | ATMU | 58                              | 0        | 17         | 29         | 0          | 0         | 5            | 5           | 0.26           | 0.26          |
| Monte Verde  | Century                 | FF        |       | DTMJ | 124                             | 0        | 6          | 33         | 0          | 0         | 14           | 14          | 1.05           | 1.05          |
| Luminescence at Liberty  | DeNova                  | RV        |       | AASF | 311                             | 0        | 5          | 6          | 1          | 0         | 69           | 47          | 1.14           | 1.34          |
| One56 at One Lake  | DeNova                  | FF        | Rsv's | DTMJ | 56                              | 0        | 10         | 24         | 1          | 0         | 13           | 13          | 1.60           | 1.60          |
| Savannah II at Homestead   | DR Horton               | DX        |       | DTST | 74                              | 0        | 3          | 7          | 2          | 0         | 39           | 39          | 1.21           | 1.21          |
| Four Seasons at Homestead- Autumn                                      | K Hovnanian             | DX        |       | AASF | 152                             | 0        | 2          | 5          | 2          | 0         | 5            | 5           | 0.69           | 0.69          |
| Four Seasons at Homestead- Spring                                      | K Hovnanian             | DX        |       | AASF | 150                             | 0        | 4          | 1          | 0          | 0         | 3            | 3           | 0.41           | 0.41          |
| Wildhawk at Roberts Ranch  | KB Home                 | VC        |       | DTMJ | 88                              | 0        | 4          | 8          | 0          | 0         | 39           | 34          | 0.89           | 0.97          |
| Creston at One Lake  | Lennar                  | FF        |       | DTMJ | 130                             | 0        | 2          | 16         | 1          | 0         | 103          | 34          | 1.03           | 0.97          |
| Reserve at Browns Valley II  | Lennar                  | VC        |       | DTMJ | 29                              | 0        | 1          | 2          | 1          | 0         | 28           | 18          | 0.62           | 0.51          |
| Homestead  | Meritage                | DX        |       | DTMJ | 99                              | 0        | 4          | 16         | 0          | 2         | 82           | 33          | 1.05           | 0.94          |
| Tramore Village at Vanden Meadows                                      | Meritage                | VC        |       | DTMJ | 111                             | 0        | 6          | 14         | 0          | 1         | 10           | 10          | 0.47           | 0.47          |
| Waterford Vanden Meadows 60s   | Meritage                | VC        |       | DTMJ | 83                              | 0        | 3          | 16         | 1          | 1         | 12           | 12          | 0.52           | 0.52          |
| Midway Grove at Homestead  | Richmond American       | DX        |       | DTMJ | 88                              | 0        | 4          | 5          | 1          | 0         | 82           | 6           | 0.75           | 0.17          |
| Orchards at Valley Glenn III   | Richmond American       | DX        |       | DTMJ | 80                              | 0        | 3          | 3          | 0          | 0         | 24           | 17          | 0.48           | 0.49          |
| Seasons at Homestead   | Richmond American       | DX        |       | DTMJ | 85                              | 0        | 9          | 11         | 0          | 0         | 10           | 10          | 0.45           | 0.45          |
| Sutton at Parklane   | Richmond American       | DX        |       | DTMJ | 121                             | 0        | 9          | 3          | 0          | 1         | 55           | 18          | 0.73           | 0.51          |
| Carmello at Roberts Ranch  | Taylor Morrison         | VC        |       | DTMJ | 74                              | 0        | 1          | 5          | 0          | 0         | 44           | 44          | 1.74           | 1.74          |
| Farmstead Square   | Taylor Morrison         | VC        |       | DTMJ | 130                             | 0        | 6          | 7          | 0          | 0         | 85           | 28          | 0.92           | 0.80          |
| Meadow Wood at Homestead   | Taylor Morrison         | DX        |       | DTMJ | 60                              | 0        | 4          | 3          | 0          | 0         | 28           | 23          | 0.78           | 0.66          |
| Sheffield at Brighton Landing  | The New Home Co         | VC        |       | DTMJ | 120                             | 0        | 3          | 3          | 1          | 0         | 117          | 6           | 0.68           | 0.17          |
| Marigold at The Villages   | TRI Pointe              | FF        |       | DTMJ | 119                             | 0        | 5          | 0          | 0          | 0         | 97           | 29          | 1.01           | 0.83          |
| Shimmer at One Lake  | TRI Pointe              | FF        |       | DTMJ | 96                              | 0        | 4          | 9          | 1          | 0         | 67           | 15          | 0.70           | 0.43          |
| Splash at One Lake   | TRI Pointe              | FF        |       | DTMJ | 72                              | 0        | 4          | 4          | 0          | 0         | 56           | 20          | 0.70           | 0.57          |
| <b>TOTALS: No. Reporting: 25</b>                                       | <b>Avg. Sales: 0.28</b> |           |       |      | <b>Traffic to Sales: 21 : 1</b> |          |            | <b>130</b> | <b>252</b> | <b>12</b> | <b>5</b>     | <b>1094</b> | <b>490</b>     | <b>Net: 7</b> |
| City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville |                         |           |       |      |                                 |          |            |            |            |           |              |             |                |               |

| Bay Area  |                         |                                 | Projects Participating: 111 |             |            |           |              |             |                |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
|   |                         |                                 | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Net Sales      |
| <b>GRAND TOTALS: No. Reporting: 106</b>   | <b>Avg. Sales: 0.38</b> | <b>Traffic to Sales: 20 : 1</b> | <b>564</b>                  | <b>1102</b> | <b>56</b>  | <b>16</b> | <b>5622</b>  | <b>2280</b> | <b>Net: 40</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                         |                                 |                             |             |            |           |              |             |                |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |                         |                                 |                             |             |            |           |              |             |                |

# The Ryness Company

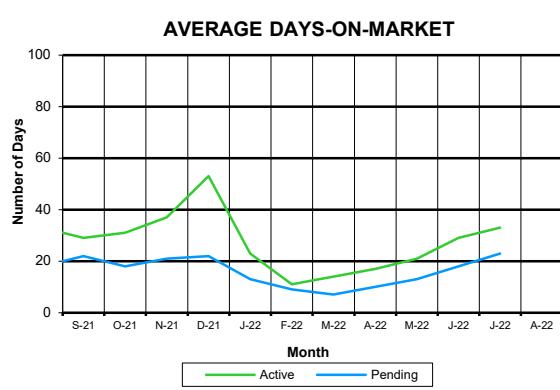
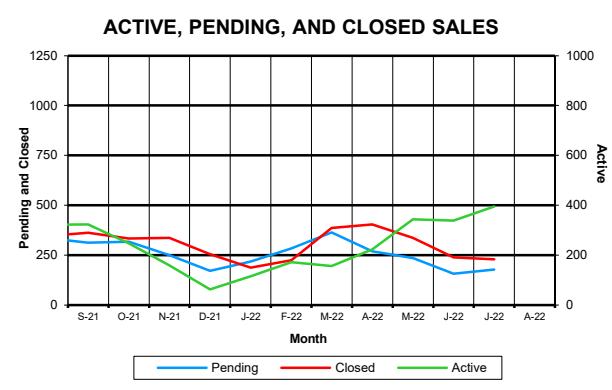
Marketing Research Department

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

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

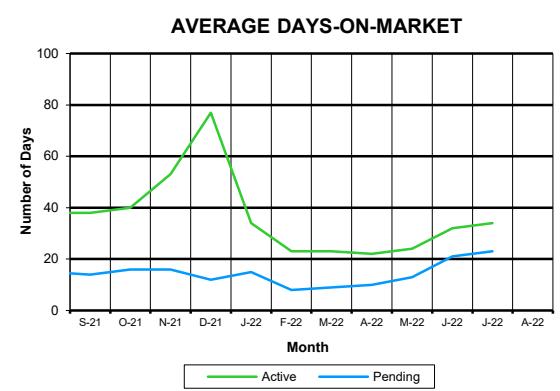
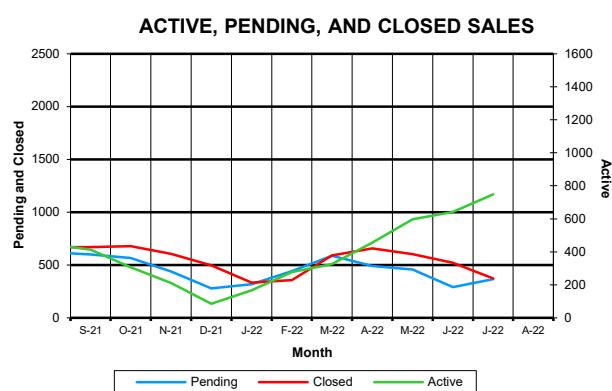
| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |           |
|--------|------------|-----------|-------|------------|-----------|
| Dec-21 | 62         | 53        | 171   | 22         | 961,501   |
| Jan-22 | 115        | 23        | 217   | 13         | 891,286   |
| Feb-22 | 172        | 11        | 284   | 9          | 981,926   |
| Mar-22 | 156        | 14        | 363   | 7          | 1,053,845 |
| Apr-22 | 223        | 17        | 269   | 10         | 1,057,560 |
| May-22 | 343        | 21        | 235   | 13         | 1,035,397 |
| Jun-22 | 338        | 29        | 156   | 18         | 973,041   |
| Jul-22 | 395        | 33        | 178   | 23         | 949,220   |



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |           |
|--------|------------|-----------|-------|------------|-----------|
| Dec-21 | 85         | 77        | 279   | 12         | 1,700,281 |
| Jan-22 | 166        | 34        | 318   | 15         | 1,723,298 |
| Feb-22 | 278        | 23        | 443   | 8          | 1,809,662 |
| Mar-22 | 326        | 23        | 587   | 9          | 1,811,625 |
| Apr-22 | 455        | 22        | 490   | 10         | 1,904,125 |
| May-22 | 598        | 24        | 458   | 13         | 1,927,395 |
| Jun-22 | 641        | 32        | 292   | 21         | 1,822,266 |
| Jul-22 | 748        | 34        | 368   | 23         | 1,674,580 |





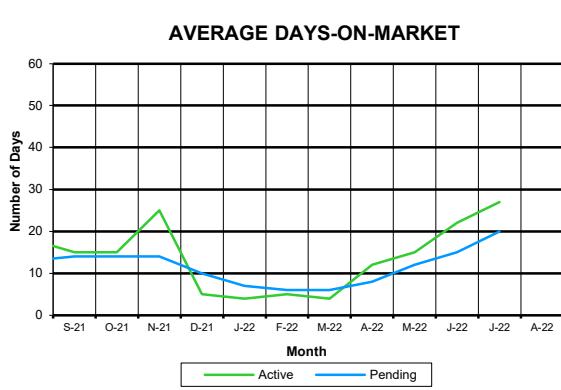
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## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

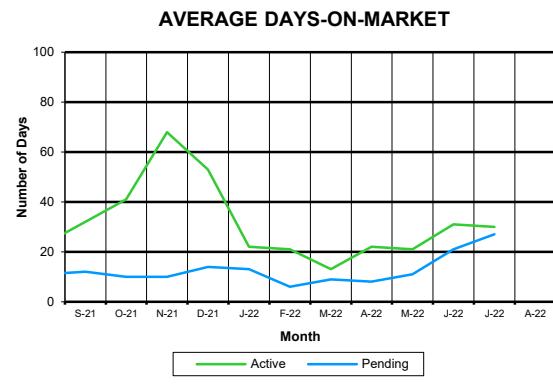
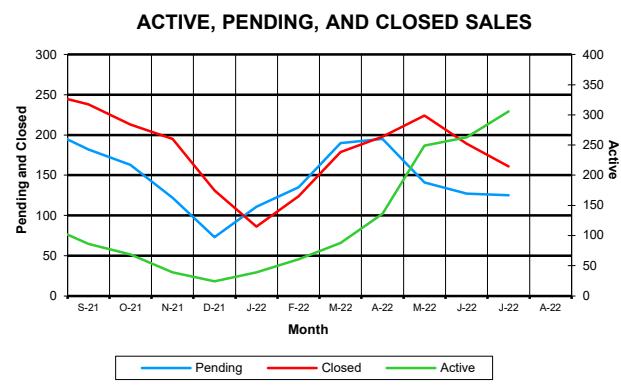
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 3      | 5   | 42    | 10  | 64    | 867,477    |
| Jan-22 | 15     | 4   | 34    | 7   | 45    | 890,832    |
| Feb-22 | 18     | 5   | 62    | 6   | 41    | 926,881    |
| Mar-22 | 30     | 4   | 77    | 6   | 84    | 993,418    |
| Apr-22 | 40     | 12  | 74    | 8   | 88    | 992,875    |
| May-22 | 66     | 15  | 53    | 12  | 93    | 999,018    |
| Jun-22 | 93     | 22  | 42    | 15  | 62    | 932,604    |
| Jul-22 | 117    | 27  | 48    | 20  | 47    | 865,021    |



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 24     | 53  | 73    | 14  | 131   | 1,533,107  |
| Jan-22 | 39     | 22  | 111   | 13  | 86    | 1,631,792  |
| Feb-22 | 61     | 21  | 135   | 6   | 124   | 1,606,440  |
| Mar-22 | 88     | 13  | 190   | 9   | 179   | 1,785,443  |
| Apr-22 | 136    | 22  | 195   | 8   | 198   | 1,807,648  |
| May-22 | 249    | 21  | 141   | 11  | 224   | 1,910,805  |
| Jun-22 | 263    | 31  | 127   | 21  | 189   | 1,659,661  |
| Jul-22 | 306    | 30  | 125   | 27  | 161   | 1,596,195  |



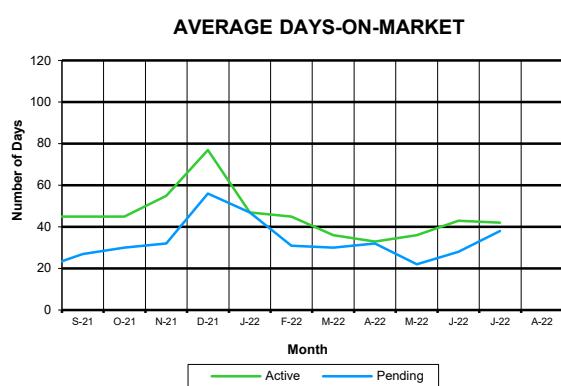


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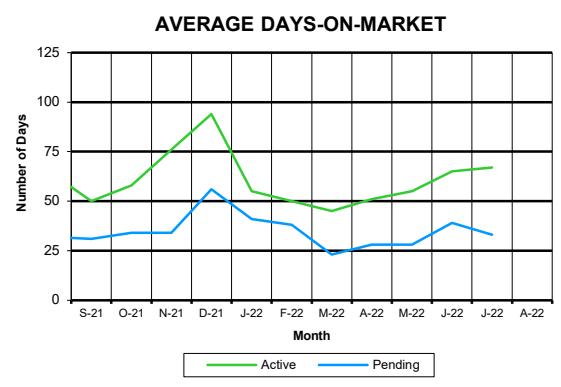
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 80     | 77  | 63    | 56  | 98    | 666,852    |
| Jan-22 | 138    | 47  | 60    | 47  | 62    | 716,423    |
| Feb-22 | 151    | 45  | 82    | 31  | 71    | 600,788    |
| Mar-22 | 159    | 36  | 85    | 30  | 109   | 692,157    |
| Apr-22 | 147    | 33  | 82    | 32  | 110   | 730,835    |
| May-22 | 168    | 36  | 68    | 22  | 103   | 771,182    |
| Jun-22 | 206    | 43  | 63    | 28  | 93    | 681,923    |
| Jul-22 | 215    | 42  | 51    | 38  | 72    | 672,759    |



## San Francisco Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 334    | 94  | 172   | 56  | 358   | 1,556,407  |
| Jan-22 | 541    | 55  | 241   | 41  | 215   | 1,417,904  |
| Feb-22 | 628    | 50  | 252   | 38  | 297   | 1,526,995  |
| Mar-22 | 787    | 45  | 396   | 23  | 457   | 1,562,537  |
| Apr-22 | 917    | 51  | 329   | 28  | 452   | 1,492,500  |
| May-22 | 1,033  | 55  | 334   | 28  | 458   | 1,571,470  |
| Jun-22 | 989    | 65  | 260   | 39  | 415   | 1,584,763  |
| Jul-22 | 954    | 67  | 205   | 33  | 289   | 1,535,921  |



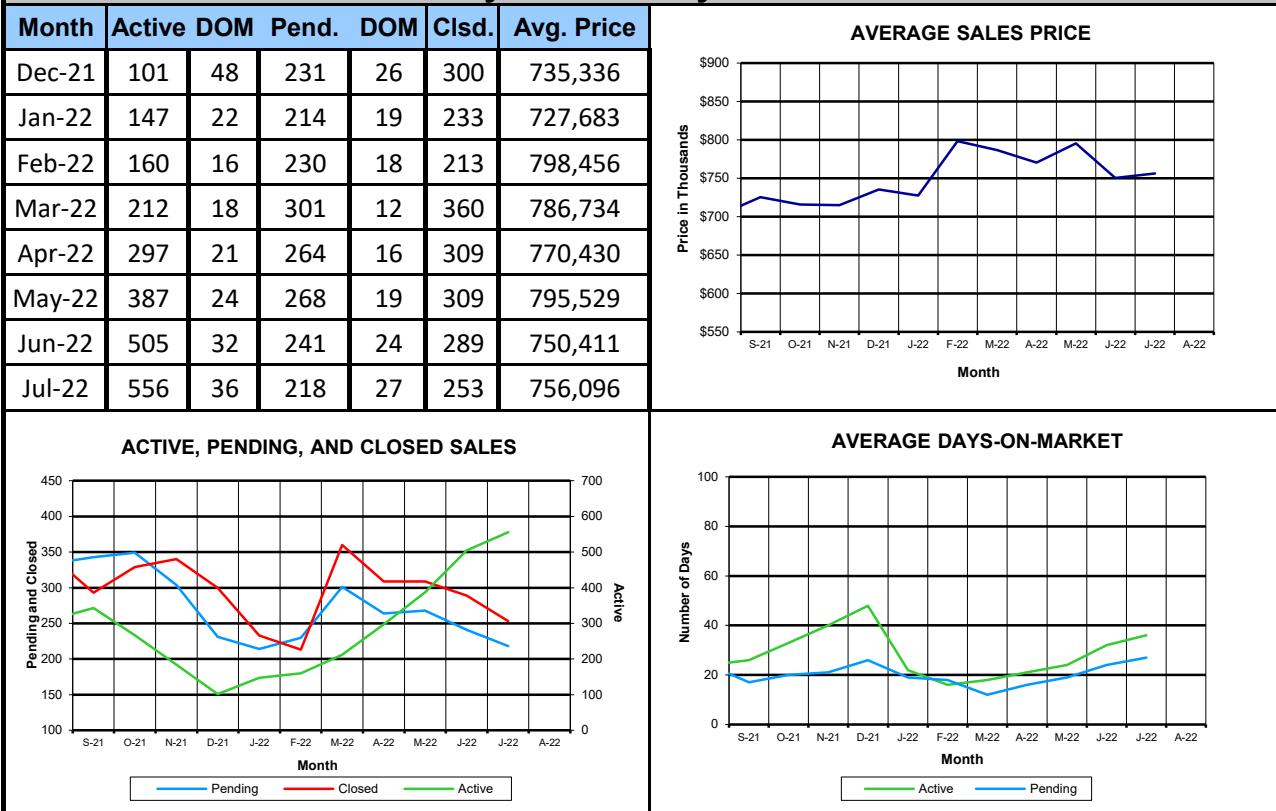


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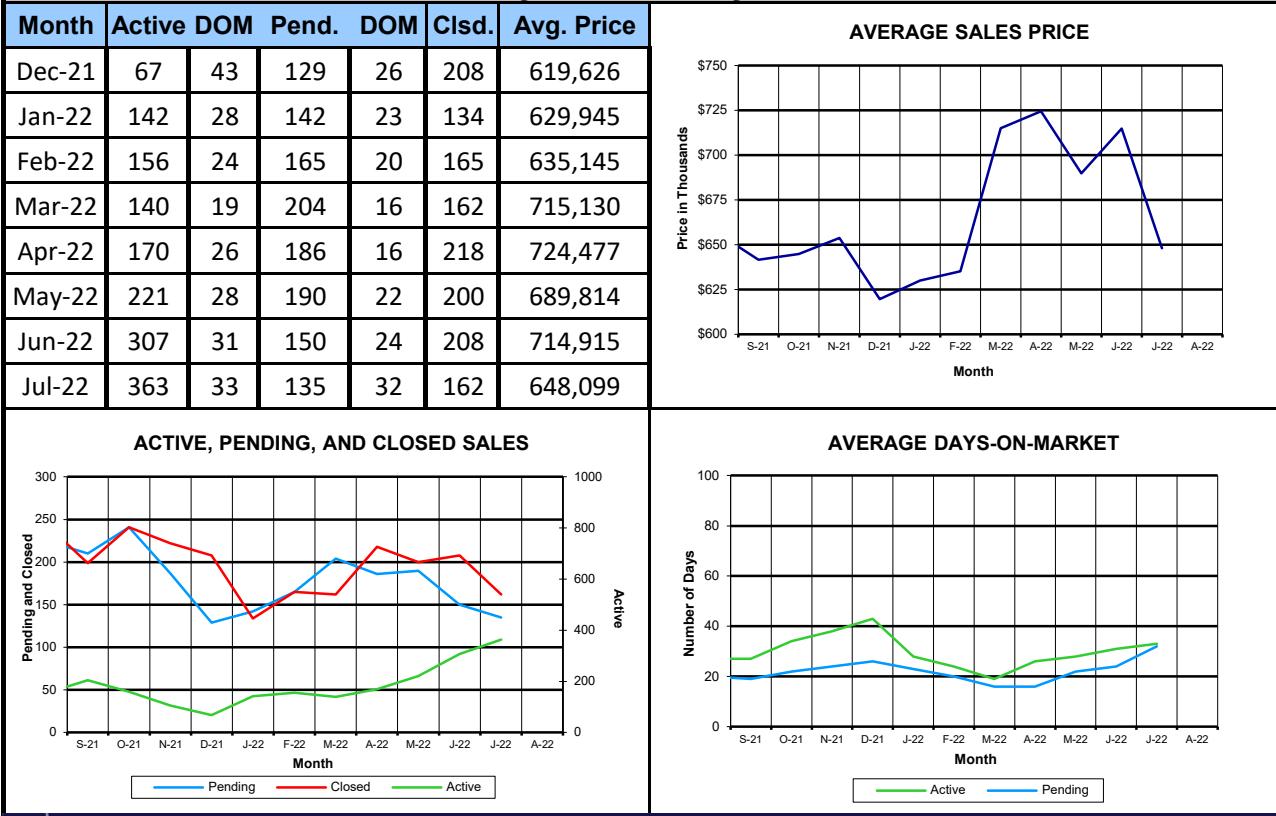
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## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

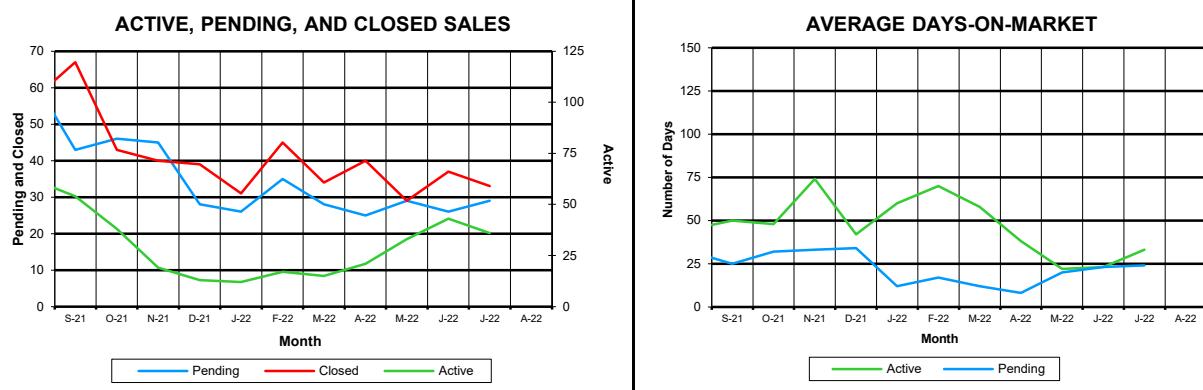


## Fairfield-Vacaville SFD Monthly MLS Survey



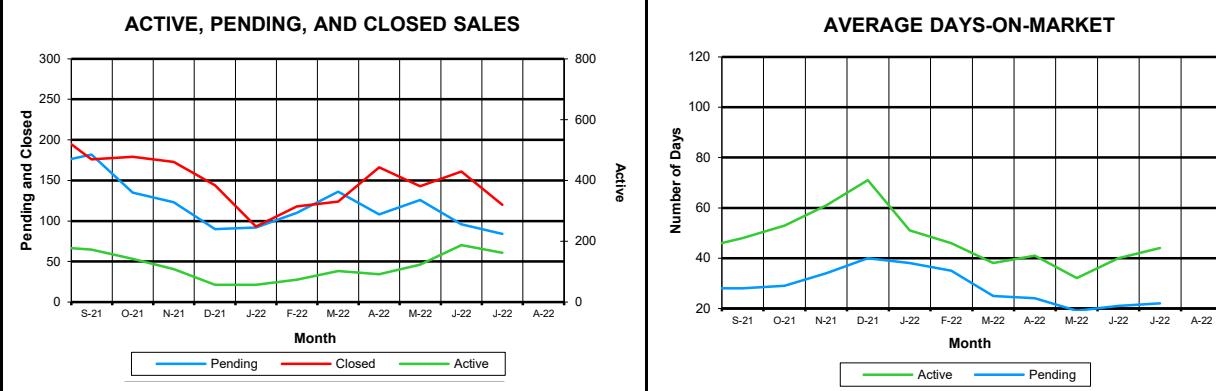
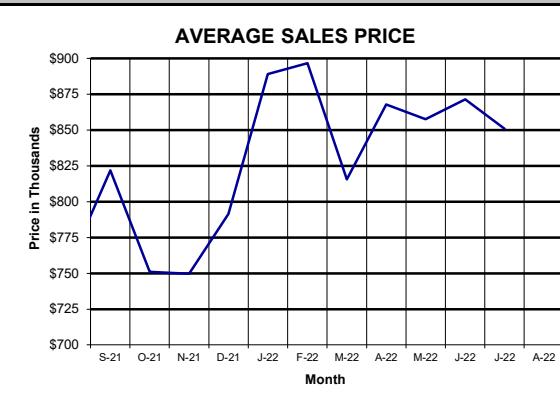
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |         |
|--------|------------|-----------|-------|------------|---------|
| Dec-21 | 13         | 42        | 28    | 34         | 511,893 |
| Jan-22 | 12         | 60        | 26    | 12         | 604,378 |
| Feb-22 | 17         | 70        | 35    | 17         | 605,400 |
| Mar-22 | 15         | 58        | 28    | 12         | 602,058 |
| Apr-22 | 21         | 38        | 25    | 8          | 589,647 |
| May-22 | 33         | 22        | 29    | 20         | 547,477 |
| Jun-22 | 43         | 23        | 26    | 23         | 622,768 |
| Jul-22 | 36         | 33        | 29    | 24         | 512,235 |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |         |
|--------|------------|-----------|-------|------------|---------|
| Dec-21 | 57         | 71        | 90    | 40         | 791,474 |
| Jan-22 | 57         | 51        | 92    | 38         | 889,222 |
| Feb-22 | 74         | 46        | 110   | 35         | 896,745 |
| Mar-22 | 102        | 38        | 136   | 25         | 815,671 |
| Apr-22 | 92         | 41        | 108   | 24         | 867,859 |
| May-22 | 123        | 32        | 126   | 19         | 857,577 |
| Jun-22 | 188        | 40        | 96    | 21         | 871,404 |
| Jul-22 | 162        | 44        | 84    | 22         | 850,852 |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

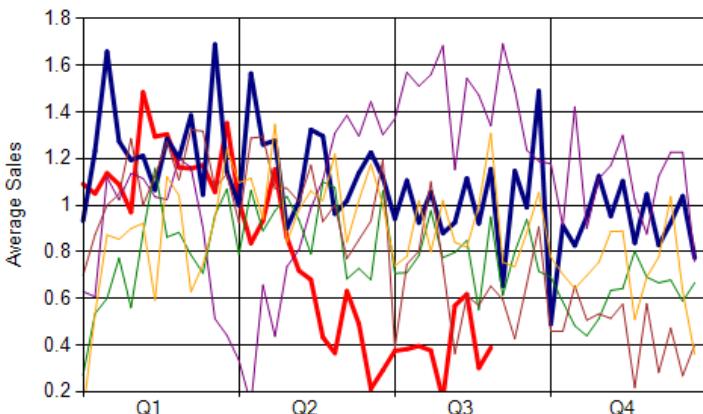
## Central Valley

Week 35

Ending: Sunday, September 4, 2022

| Counties / Groups            |                 | Projects | Traffic    | Sales       | Cancels    | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |            |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|------------|
| Tracy/Mountain House         |                 | 11       | 291        | 4           | 5          | -1        | -0.09      | 0.76              | -112%              | 0.32               | -129%               |            |
| San Joaquin County           |                 | 48       | 598        | 29          | 14         | 15        | 0.31       | 0.85              | -63%               | 0.40               | -23%                |            |
| Stanislaus County            |                 | 8        | 79         | 8           | 1          | 7         | 0.88       | 0.93              | -6%                | 0.43               | 101%                |            |
| Merced County                |                 | 11       | 61         | 5           | 5          | 0         | 0.00       | 0.56              | -100%              | 0.31               | -100%               |            |
| Madera County                |                 | 3        | 52         | 5           | 1          | 4         | 1.33       | 0.90              | 48%                | 0.63               | 111%                |            |
| Fresno County                |                 | 22       | 367        | 27          | 12         | 15        | 0.68       | 0.76              | -10%               | 0.43               | 58%                 |            |
| <b>Current Week Totals</b>   | Traffic : Sales | 19 : 1   | <b>103</b> | <b>1448</b> | <b>78</b>  | <b>38</b> | <b>40</b>  | <b>0.39</b>       | <b>0.79</b>        | <b>-51%</b>        | <b>0.40</b>         | <b>-3%</b> |
| Per Project Average          |                 |          |            | 14          | 0.76       | 0.37      | 0.39       |                   |                    |                    |                     |            |
| <b>Year Ago - 09/05/2021</b> | Traffic : Sales | 9 : 1    | <b>103</b> | <b>1206</b> | <b>135</b> | <b>16</b> | <b>119</b> | <b>1.16</b>       | <b>1.16</b>        | <b>0%</b>          | <b>1.02</b>         | <b>13%</b> |
| <b>% Change</b>              |                 |          | 0%         | 20%         | -42%       | 138%      | -66%       | -66%              | -32%               |                    | -61%                |            |

### 52 Weeks Comparison



### Year to Date Averages Through Week 35

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 50                   | 30                  | 1.04              | 0.11                | 0.93               | 0.87                      |
| ■            | 2018 | 68                   | 23                  | 1.13              | 0.17                | 0.96               | 0.80                      |
| ■            | 2019 | 78                   | 22                  | 0.97              | 0.14                | 0.83               | 0.77                      |
| ■            | 2020 | 85                   | 22                  | 1.29              | 0.20                | 1.09               | 1.11                      |
| ■            | 2021 | 105                  | 16                  | 1.27              | 0.12                | 1.16               | 1.09                      |
| ■            | 2022 | 102                  | 13                  | 1.00              | 0.21                | 0.79               | 0.79                      |
| % Change:    |      | -3%                  | -15%                | -21%              | 84%                 | -32%               | -27%                      |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing          |  |  | Market Commentary  |
|--------------------|--|--|--|
| <b>CONV</b>        |  |  |  |
| <b>RATE</b>        |  |  |  |
| <b>6.50%</b>       |  |  | Several measures of housing market activity and output have contracted in recent months. New home sales have fallen 39% since December, housing starts nearly have fallen back to pre-pandemic levels, and pending home sales have declined in eight of the past nine months. Yet so far, home prices have not shown nearly the same degree of retrenchment. The S&P CoreLogic Case-Shiller 20-city home price index, which covers 20 major metropolitan areas in the United States, increased 1.3% in May and was up 20.5% year-over-year. For context, the average monthly increase for the index in 2019 was slightly above 0.2%. There are other signs that this torrid pace of home price growth is easing. With sales slowing, the inventory of homes for sale has risen, and slightly more supply and slowing buyer demand is leading to a softer pace of home price appreciation. The Bloomberg consensus looks for the Case-Shiller 20-city home price index to have increased 19.2% year-over-year in June. Still-tight supply is likely to support home values, but further moderation in terms of yearly gains appears to be on the horizon. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| <b>FHA</b>         |  |  |  |
| <b>RATE</b>        |  |  |  |
| <b>5.13%</b>       |  |  |  |
| <b>APR</b>         |  |  |  |
| <b>5.35%</b>       |  |  |  |
| <b>10 Yr Yield</b> |  |  |  |
| <b>3.22%</b>       |  |  |  |
|                    |  |  |  |

# The Ryness Report

Week Ending  
Sunday, September 4, 2022

Central Valley

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| Development Name   | Developer | City Code                | Notes | Type | Projects Participating: 11      |          |            |           |            |           |              |             |                |                |
|--|-----------|--------------------------|-------|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|-------------|----------------|----------------|
| Tracy/Mountain House   |           |                          |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Avg. Sls /Week | Avg. Sls /YTD  |
| Legacy at College Park                                       | Century   | MH                       |       | DTMJ | 133                             | 2        | 1          | 11        | 2          | 0         | 132          | 43          | 1.39           | 1.23           |
| Hartwell at Ellis  | Landsea   | TR                       | Rsv's | DTMJ | 121                             | 0        | 7          | 24        | 0          | 1         | 75           | 25          | 1.27           | 0.71           |
| Kinbridge at Ellis   | Landsea   | TR                       | Rsv's | DTMJ | 83                              | 0        | 2          | 24        | 0          | 0         | 36           | 15          | 0.61           | 0.43           |
| Townsend at Ellis  | Landsea   | TR                       |       | DTMJ | 104                             | 0        | 4          | 24        | 1          | 0         | 100          | 61          | 2.07           | 1.74           |
| Amethyst at Tracy Hills                                      | Lennar    | TH                       |       | ATMJ | 132                             | 0        | 8          | 45        | 0          | 0         | 39           | 39          | 1.21           | 1.21           |
| Hillview   | Lennar    | TH                       |       | DTMJ | 214                             | 0        | 8          | 53        | 0          | 0         | 10           | 10          | 0.76           | 0.76           |
| Pearl at Tracy Hills   | Lennar    | TH                       |       | DTMJ | 200                             | 0        | 9          | 44        | 1          | 0         | 153          | 21          | 0.86           | 0.60           |
| Topaz at Tracy Hills   | Lennar    | TH                       |       | DTMJ | 139                             | 0        | 5          | 34        | 0          | 1         | 130          | 28          | 0.85           | 0.80           |
| Bergamo at Mountain House                                    | Shea      | MH                       |       | DTMJ | 137                             | 0        | 7          | 12        | 0          | 3         | 93           | 22          | 1.19           | 0.63           |
| Langston at Mtaintain House                                  | Shea      | MH                       |       | ATMJ | 171                             | 0        | 5          | 11        | 0          | 0         | 162          | 20          | 1.19           | 0.57           |
| Berkshire at Ellis   | Woodside  | TR                       |       | DTMJ | 98                              | 0        | 1          | 9         | 0          | 0         | 97           | 8           | 0.84           | 0.23           |
| <b>TOTALS: No. Reporting: 11</b>                             |           | <b>Avg. Sales: -0.09</b> |       |      | <b>Traffic to Sales: 73 : 1</b> |          |            | <b>57</b> | <b>291</b> | <b>4</b>  | <b>5</b>     | <b>1027</b> | <b>292</b>     | <b>Net: -1</b> |
| Qty Codes: MH = Mbuntain House, TR = Tracy, TH = Tracy Hills |           |                          |       |      |                                 |          |            |           |            |           |              |             |                |                |

| Stockton/Lodi                       |                   |                         |  |      | Projects Participating: 10      |          |            |           |            |           |              |            |                |               |
|-------------------------------------|-------------------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|                                     |                   |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Solari Ranch II                     | DR Horton         | SK                      |  | DTST | 65                              | 0        | 1          | 5         | 0          | 0         | 64           | 54         | 1.27           | 1.54          |
| Talavera                            | DR Horton         | LD                      |  | DTMJ | 27                              | 3        | 3          | 12        | 2          | 0         | 5            | 5          | 0.49           | 0.49          |
| Aspire at River Terrace II          | K Hovnanian       | SK                      |  | DTMJ | 107                             | 0        | 6          | 5         | 0          | 0         | 70           | 20         | 0.96           | 0.57          |
| Montevello II                       | KB Home           | SK                      |  | DTST | 103                             | 0        | 2          | 5         | 0          | 0         | 101          | 22         | 1.06           | 0.63          |
| Santorini                           | KB Home           | SK                      |  | DTMJ | 86                              | 0        | 8          | 11        | 0          | 1         | 66           | 35         | 1.16           | 1.00          |
| Verona at Destinations              | KB Home           | SK                      |  | ATMJ | 106                             | 0        | 5          | 10        | 2          | 0         | 77           | 40         | 1.07           | 1.14          |
| Keys at Westlake                    | Lennar            | SK                      |  | DTMJ | 101                             | 3        | 4          | 11        | 1          | 0         | 90           | 26         | 0.80           | 0.74          |
| Westlake                            | Meritage          | SK                      |  | DTMJ | 84                              | 0        | 5          | 28        | 0          | 0         | 31           | 31         | 1.23           | 1.23          |
| Autumn Trails at Westlake           | Richmond American | SK                      |  | DTMJ | 112                             | 0        | 2          | 1         | 1          | 0         | 25           | 25         | 0.92           | 0.92          |
| Summers Bend at Westlake            | Richmond American | SK                      |  | DTMJ | 96                              | 0        | 7          | 9         | 0          | 2         | 13           | 13         | 0.51           | 0.51          |
| <b>TOTALS: No. Reporting: 10</b>    |                   | <b>Avg. Sales: 0.30</b> |  |      | <b>Traffic to Sales: 16 : 1</b> |          |            | <b>43</b> | <b>97</b>  | <b>6</b>  | <b>3</b>     | <b>542</b> | <b>271</b>     | <b>Net: 3</b> |
| Qty Codes: SK = Stockton, LD = Lodi |                   |                         |  |      |                                 |          |            |           |            |           |              |            |                |               |

| Development Name                 | Developer         | City Code | Notes                   | Type | Projects Participating: 38 |          |            |                                 |            |            |              |           |                |               |                |
|----------------------------------|-------------------|-----------|-------------------------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|-----------|----------------|---------------|----------------|
| San Joaquin County               |                   |           |                         |      | Units                      | New Rel. | Rel'd Rn'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |                |
| Turnleaf at the Collective       | Anthem United     | MN        |                         | AASF | 84                         | 0        | 2          | 1                               | 1          | 1          | 82           | 18        | 0.52           | 0.51          |                |
| Griffin Park                     | Atherton          | MN        |                         | DTMJ | 156                        | 0        | 5          | 32                              | 2          | 1          | 129          | 63        | 2.14           | 1.80          |                |
| Cascade at Stanford Crossing     | DR Horton         | LP        |                         | DTMJ | 100                        | 0        | 2          | 12                              | 2          | 0          | 78           | 50        | 1.58           | 1.43          |                |
| Pinnacle at North Main           | DR Horton         | MN        |                         | DTMJ | 87                         | 0        | 3          | 8                               | 1          | 1          | 23           | 23        | 1.03           | 1.03          |                |
| Summit at North Main             | DR Horton         | MN        |                         | DTST | 67                         | 3        | 4          | 8                               | 2          | 0          | 34           | 34        | 1.34           | 1.34          |                |
| Yosemite Greens                  | DR Horton         | MN        |                         | DTMJ | 99                         | 0        | 2          | 12                              | 0          | 0          | 2            | 2         | 0.93           | 0.93          |                |
| Iron Pointe at Stanford Crossing | KB Home           | LP        |                         | DTMJ | 98                         | 3        | 4          | 14                              | 2          | 0          | 8            | 8         | 0.97           | 0.97          |                |
| Riverchase at Stanford Crossing  | KB Home           | LP        |                         | DTMJ | 96                         | 0        | 5          | 1                               | 0          | 0          | 91           | 19        | 1.08           | 0.54          |                |
| Balboa at River Islands          | Kiper             | LP        |                         | DTMJ | 77                         | 0        | 4          | 21                              | 1          | 1          | 63           | 26        | 1.01           | 0.74          |                |
| Catalina II at River Islands     | Kiper             | LP        |                         | DTMJ | 101                        | 0        | 3          | 15                              | 0          | 0          | 76           | 25        | 0.97           | 0.71          |                |
| Freestone                        | Kiper             | MN        |                         | DTMJ | 60                         | 0        | 2          | 7                               | 0          | 0          | 26           | 26        | 0.95           | 0.95          |                |
| Skye at River Islands            | Kiper             | LP        |                         | DTMJ | 155                        | 5        | 5          | 32                              | 3          | 0          | 38           | 38        | 0.88           | 1.09          |                |
| Bella Vista Oakwood Shores II    | Lafferty          | MN        |                         | DTMJ | 157                        | 0        | 12         | 10                              | 0          | 0          | 109          | 4         | 0.33           | 0.11          |                |
| Horizon at River Islands         | Lennar            | LP        |                         | DTMJ | 143                        | 0        | 4          | 6                               | 1          | 0          | 103          | 51        | 1.29           | 1.46          |                |
| Arbor Bend - Cypress             | Meritage          | MN        |                         | DTMJ | 175                        | 0        | 5          | 25                              | 0          | 0          | 109          | 50        | 1.36           | 1.43          |                |
| Arbor Bend - Hawthorn            | Meritage          | MN        |                         | DTMJ | 212                        | 0        | 1          | 40                              | 2          | 0          | 53           | 38        | 1.08           | 1.09          |                |
| Arbor Bend- Linden               | Meritage          | MN        |                         | DTMJ | 268                        | 0        | 5          | 30                              | 2          | 3          | 93           | 37        | 1.16           | 1.06          |                |
| Laguna at River Islands          | Pulte             | LP        |                         | DTMJ | 110                        | 0        | 12         | 11                              | 1          | 1          | 31           | 20        | 0.73           | 0.57          |                |
| Sanctuary at River Islands       | Pulte             | LP        |                         | DTMJ | 91                         | 0        | 5          | 12                              | 0          | 0          | 43           | 31        | 1.02           | 0.89          |                |
| Sunset at River Islands          | Pulte             | LP        |                         | DTMJ | 122                        | 0        | 7          | 4                               | 0          | 1          | 115          | 30        | 1.35           | 0.86          |                |
| Dolcinea at Griffin Park         | Raymus            | MN        |                         | DTMJ | 57                         | 0        | 2          | 24                              | 0          | 0          | 47           | 47        | 1.04           | 1.34          |                |
| Passport at Griffin Park         | Raymus            | MN        |                         | DTMJ | 101                        | 0        | 2          | 24                              | 0          | 0          | 67           | 49        | 1.45           | 1.40          |                |
| Birch at Arbor Bend              | Richmond American | MN        |                         | ATST | 60                         | 0        | 5          | 2                               | 0          | 0          | 8            | 8         | 0.40           | 0.40          |                |
| Encore at Stanford Crossing      | Richmond American | LP        |                         | DTMJ | 104                        | 0        | 3          | 5                               | 1          | 1          | 73           | 32        | 1.22           | 0.91          |                |
| Magnolia at Arbor Bend           | Richmond American | MN        |                         | DTMJ | 52                         | 0        | 6          | 2                               | 0          | 0          | 11           | 11        | 0.55           | 0.55          |                |
| Seasons at Stanford Crossing IV  | Richmond American | LP        |                         | DTST | 113                        | 0        | 8          | 5                               | 0          | 1          | 21           | 21        | 0.65           | 0.65          |                |
| Legacy at Stanford Crossing      | Taylor Morrison   | LP        |                         | DTMJ | 60                         | 0        | 5          | 12                              | 1          | 0          | 37           | 29        | 0.94           | 0.83          |                |
| Venture at The Collective        | Taylor Morrison   | MN        |                         | DTMJ | 115                        | 0        | 1          | 6                               | 0          | 0          | 114          | 22        | 0.74           | 0.63          |                |
| Waypointe at River Islands       | The New Home Co   | LP        |                         | DTMJ | 94                         | 0        | 5          | 12                              | 0          | 0          | 46           | 30        | 0.93           | 0.86          |                |
| Breakwater at River Islands      | TRI Pointe        | LP        |                         | DTMJ | 106                        | 0        | 4          | 0                               | 0          | 0          | 102          | 0         | 0.88           | 0.00          |                |
| Journey at Stanford Crossing     | TRI Pointe        | LP        |                         | DTMJ | 81                         | 0        | 10         | 11                              | 0          | 0          | 4            | 4         | 0.39           | 0.39          |                |
| The Cove at River Islands        | TRI Pointe        | LP        |                         | DTMJ | 77                         | 0        | 3          | 13                              | 1          | 0          | 24           | 24        | 0.91           | 0.91          |                |
| Avalon at River Islands          | Trumark           | LP        |                         | DTMJ | 57                         | 0        | 8          | 18                              | 0          | 0          | 28           | 28        | 0.84           | 0.84          |                |
| Avalon Point at River Islands    | Trumark           | LP        |                         | DTMJ | 69                         | 0        | 3          | 18                              | 0          | 0          | 30           | 30        | 1.10           | 1.10          |                |
| Dawn at The Collective           | Trumark           | MN        |                         | AASF | 76                         | 0        | 7          | 4                               | 0          | 0          | 3            | 3         | 0.12           | 0.12          |                |
| Vida at The Collective           | Trumark           | MN        |                         | AASF | 103                        | 0        | 9          | 4                               | 0          | 0          | 8            | 8         | 0.28           | 0.28          |                |
| Hideway II at River Islands      | Van Daele         | LP        |                         | ATST | 108                        | 0        | 1          | 15                              | 0          | 0          | 5            | 5         | 0.41           | 0.41          |                |
| Veranda at River Islands         | Van Daele         | LP        |                         | DTMJ | 101                        | 0        | 6          | 25                              | 0          | 0          | 84           | 21        | 1.04           | 0.60          |                |
| <b>TOTALS: No. Reporting: 38</b> |                   |           | <b>Avg. Sales: 0.32</b> |      |                            |          |            | <b>Traffic to Sales: 22 : 1</b> | <b>180</b> | <b>501</b> | <b>23</b>    | <b>11</b> | <b>2018</b>    | <b>965</b>    | <b>Net: 12</b> |

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

Week Ending  
Sunday, September 4, 2022

Central Valley

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| Development Name   | Developer   | City Code               | Notes | Type | Projects Participating: 5      |          |            |           |            |           |              |            |                |               |
|--|-------------|-------------------------|-------|------|--------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
| Stanislaus County  |             |                         |       |      | Units                          | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Bruin Heights  | DR Horton   | WF                      |       | DTST | 51                             | 0        | 9          | 3         | 1          | 0         | 27           | 27         | 0.95           | 0.95          |
| Edgewater  | DR Horton   | WF                      |       | DTST | 75                             | 0        | 2          | 1         | 1          | 0         | 70           | 30         | 1.04           | 0.86          |
| Aspire at Apricot Grove II                               | K Hovnanian | PR                      |       | DTMJ | 150                            | 0        | 2          | 6         | 3          | 1         | 87           | 36         | 1.40           | 1.03          |
| Fieldstone II  | KB Home     | HG                      |       | DTST | 50                             | 0        | 4          | 6         | 0          | 0         | 17           | 17         | 0.88           | 0.88          |
| Turnleaf at Patterson Ranch                              | KB Home     | PR                      |       | DTST | 190                            | 0        | 2          | 18        | 1          | 0         | 150          | 34         | 1.22           | 0.97          |
| <b>TOTALS: No. Reporting: 5</b>                          |             | <b>Avg. Sales: 1.00</b> |       |      | <b>Traffic to Sales: 6 : 1</b> |          |            | <b>19</b> | <b>34</b>  | <b>6</b>  | <b>1</b>     | <b>351</b> | <b>144</b>     | <b>Net: 5</b> |
| City Codes: WF = Waterford, PR = Patterson, HG = Hughson |             |                         |       |      |                                |          |            |           |            |           |              |            |                |               |

| Turlock                              |         |                         |  |      | Projects Participating: 3       |          |            |           |            |           |              |           |                |               |
|--------------------------------------|---------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|-----------|----------------|---------------|
|                                      |         |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Avalon                               | Bright  | KY                      |  | DTMJ | 33                              | 0        | 4          | 16        | 0          | 0         | 1            | 1         | 0.88           | 0.88          |
| Marcona                              | Bright  | KY                      |  | DTMJ | 116                             | 0        | 6          | 14        | 1          | 0         | 12           | 12        | 0.79           | 0.79          |
| Les Chateaux                         | KB Home | TK                      |  | DTMJ | 60                              | 0        | 3          | 15        | 1          | 0         | 25           | 25        | 0.88           | 0.88          |
| <b>TOTALS: No. Reporting: 3</b>      |         | <b>Avg. Sales: 0.67</b> |  |      | <b>Traffic to Sales: 23 : 1</b> |          |            | <b>13</b> | <b>45</b>  | <b>2</b>  | <b>0</b>     | <b>38</b> | <b>38</b>      | <b>Net: 2</b> |
| City Codes: KY = Keyes, TK = Turlock |         |                         |  |      |                                 |          |            |           |            |           |              |           |                |               |

| Merced County                           |                 |                         |  |      | Projects Participating: 11      |          |            |           |            |           |              |            |                |               |
|---|-----------------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|   |                 |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Summer Creek                            | Bright          | MD                      |  | DTMJ | 120                             | 0        | 2          | 2         | 0          | 0         | 118          | 2          | 0.68           | 0.06          |
| Silhouette at Sunrise Ranch             | Century         | LB                      |  | DTMJ | 95                              | 1        | 8          | 6         | 1          | 0         | 16           | 16         | 0.57           | 0.57          |
| Monterra V                              | DR Horton       | MD                      |  | DTST | 35                              | 0        | 1          | 3         | 0          | 1         | 31           | 31         | 0.96           | 0.96          |
| Pacheco Pointe                          | DR Horton       | LB                      |  | DTST | 118                             | 0        | 7          | 0         | 0          | 0         | 111          | 46         | 1.34           | 1.31          |
| Panorama                                | DR Horton       | MD                      |  | DTST | 192                             | 0        | 6          | 3         | 1          | 2         | 186          | 19         | 1.09           | 0.54          |
| The Pines at Stonecreek                 | Legacy          | LB                      |  | DTMJ | 109                             | 0        | 5          | 8         | 0          | 0         | 32           | 21         | 0.60           | 0.60          |
| Sunrise Ranch                           | Meritage        | LB                      |  | DTMJ | 87                              | 0        | 26         | 28        | 2          | 0         | 35           | 29         | 0.83           | 0.83          |
| Bellevue Ranch Phase 4                  | Stonefield Home | MD                      |  | DTST | 45                              | 0        | 1          | 7         | 1          | 1         | 42           | 25         | 0.91           | 0.71          |
| Cypress Terrace                         | Stonefield Home | MD                      |  | DTST | 125                             | 0        | 4          | 2         | 0          | 1         | 105          | 14         | 0.67           | 0.40          |
| Sunrise Ranch                           | Stonefield Home | LB                      |  | ATST | 14                              | 0        | 4          | 0         | 0          | 0         | 10           | 5          | 0.18           | 0.14          |
| Villas II, The                          | Stonefield Home | LB                      |  | DTST | 191                             | 0        | 2          | 2         | 0          | 0         | 82           | 25         | 0.97           | 0.71          |
| <b>TOTALS: No. Reporting: 11</b>        |                 | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: 12 : 1</b> |          |            | <b>66</b> | <b>61</b>  | <b>5</b>  | <b>5</b>     | <b>768</b> | <b>233</b>     | <b>Net: 0</b> |
| City Codes: MD = Merced, LB = Los Banos |                 |                         |  |      |                                 |          |            |           |            |           |              |            |                |               |

| Madera County                             |         |                         |  |      | Projects Participating: 3       |          |            |           |            |           |              |            |                |               |
|---|---------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|   |         |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Greenhills Estates                        | Century | CW                      |  | DTMJ | 70                              | 0        | 7          | 2         | 1          | 0         | 10           | 10         | 0.43           | 0.43          |
| Pheasant Run                              | Century | CW                      |  | DTMJ | 70                              | 4        | 7          | 13        | 4          | 0         | 55           | 44         | 1.25           | 1.26          |
| Riverstone - Clementine I                 | Lennar  | MDA                     |  | DTST | 108                             | 0        | 5          | 37        | 0          | 1         | 91           | 38         | 1.08           | 1.09          |
| <b>TOTALS: No. Reporting: 3</b>           |         | <b>Avg. Sales: 1.33</b> |  |      | <b>Traffic to Sales: 10 : 1</b> |          |            | <b>19</b> | <b>52</b>  | <b>5</b>  | <b>1</b>     | <b>156</b> | <b>92</b>      | <b>Net: 4</b> |
| City Codes: CW = Chowchilla, MDA = Madera |         |                         |  |      |                                 |          |            |           |            |           |              |            |                |               |

| Development Name                 | Developer   | City Code               | Notes | Type | Projects Participating: 22      |          |             |            |            |           |              |             |                |                |
|----------------------------------|-------------|-------------------------|-------|------|---------------------------------|----------|-------------|------------|------------|-----------|--------------|-------------|----------------|----------------|
| Fresno County                    |             |                         |       |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic    | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Avg. Sls /Week | Avg. Sls /YTD  |
| Bravado                          | Century     | REE                     |       | DTMU | 182                             | 0        | 7           | 5          | 1          | 0         | 33           | 25          | 0.71           | 0.71           |
| Meadowood II                     | Century     | FR                      |       | ATMU | 127                             | 4        | 8           | 14         | 3          | 1         | 92           | 56          | 1.61           | 1.60           |
| Monarch                          | Century     | KB                      |       | DTMU | 64                              | 0        | 8           | 16         | 1          | 0         | 33           | 31          | 0.58           | 0.89           |
| Olivewood                        | Century     | FR                      |       | DTMU | 169                             | 6        | 6           | 6          | 4          | 0         | 124          | 82          | 1.93           | 2.34           |
| The Crossings II                 | Century     | KER                     |       | DTMU | 104                             | 2        | 6           | 10         | 3          | 0         | 39           | 39          | 1.38           | 1.38           |
| River Pointe                     | DR Horton   | REE                     |       | DTMU | 84                              | 0        | 4           | 2          | 1          | 1         | 76           | 35          | 1.03           | 1.00           |
| Aspire at Sunnyside              | K Hovnanian | FO                      |       | DTST | 132                             | 0        | 6           | 0          | 0          | 0         | 126          | 0           | 0.70           | 0.00           |
| Aspire at Sunnyside II           | K Hovnanian | FO                      |       | DTST | 143                             | 4        | 4           | 4          | 2          | 0         | 25           | 25          | 0.75           | 0.75           |
| Centrella Villas                 | KB Home     | FR                      |       | DTMU | 146                             | 3        | 5           | 11         | 1          | 0         | 15           | 15          | 2.39           | 2.39           |
| Marshall Estates                 | KB Home     | FO                      |       | DTST | 76                              | 0        | 3           | 3          | 2          | 1         | 73           | 35          | 1.23           | 1.00           |
| Anatole- Clementine              | Lennar      | FR                      |       | DTMU | 137                             | 0        | 8           | 0          | 1          | 1         | 76           | 32          | 1.00           | 0.91           |
| Anatole- Coronet                 | Lennar      | FR                      |       | DTMU | 99                              | 0        | 2           | 0          | 0          | 0         | 61           | 7           | 0.80           | 0.20           |
| Arboralla - Clementine           | Lennar      | CV                      |       | DTST | 137                             | 0        | 8           | 0          | 3          | 2         | 93           | 42          | 1.28           | 1.20           |
| Brambles- Starling               | Lennar      | FR                      |       | ATST | 150                             | 0        | 5           | 56         | 1          | 1         | 74           | 23          | 0.98           | 0.66           |
| Brambles- Wilde                  | Lennar      | FR                      |       | DTST | 89                              | 0        | 6           | 54         | 1          | 1         | 61           | 13          | 0.80           | 0.37           |
| Daffodil Hill - Clementine       | Lennar      | FR                      |       | DTMU | 109                             | 0        | 10          | 0          | 0          | 0         | 26           | 26          | 0.99           | 0.99           |
| Ellingsworth - Coronet           | Lennar      | CV                      |       | DTMU | 8                               | 0        | 2           | 0          | 0          | 0         | 4            | 4           | 1.22           | 1.22           |
| Fancher Creek - Coronet          | Lennar      | FR                      |       | ATST | 80                              | 0        | 6           | 44         | 0          | 1         | 59           | 3           | 0.66           | 0.09           |
| Fancher Creek - Coronet II       | Lennar      | FR                      |       | DTMU | 138                             | 0        | 7           | 44         | 1          | 0         | 22           | 9           | 0.47           | 0.26           |
| Fancher Creek California II      | Lennar      | FR                      |       | DTMU | 106                             | 0        | 3           | 44         | 1          | 0         | 52           | 25          | 0.98           | 0.71           |
| Sterling Acres- Coronet          | Lennar      | FR                      |       | DTMU | 95                              | 0        | 6           | 0          | 1          | 0         | 29           | 29          | 1.06           | 1.06           |
| Veneto Park - Starling Townhomes | Lennar      | CV                      |       | ATMU | 160                             | 0        | 14          | 54         | 0          | 3         | 39           | 10          | 0.54           | 0.29           |
| <b>TOTALS: No. Reporting: 22</b> |             | <b>Avg. Sales: 0.68</b> |       |      | <b>Traffic to Sales: 14 : 1</b> |          |             | <b>134</b> | <b>367</b> | <b>27</b> | <b>12</b>    | <b>1232</b> | <b>566</b>     | <b>Net: 15</b> |

City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis

| Central Valley  |                         |                                 | Projects Participating: 103 |             |            |           |              |             |                |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
|   |                         |                                 | Rel'd Rrn'g                 | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Net Sales      |
| <b>GRAND TOTALS: No. Reporting: 103</b>   | <b>Avg. Sales: 0.39</b> | <b>Traffic to Sales: 19 : 1</b> | <b>531</b>                  | <b>1448</b> | <b>78</b>  | <b>38</b> | <b>6132</b>  | <b>2601</b> | <b>Net: 40</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                         |                                 |                             |             |            |           |              |             |                |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |                         |                                 |                             |             |            |           |              |             |                |

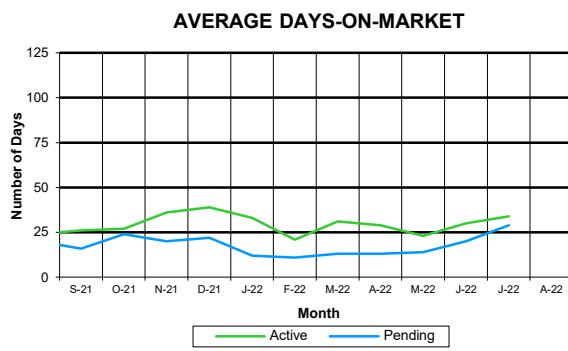


# The Ryness Company

Marketing Research Department

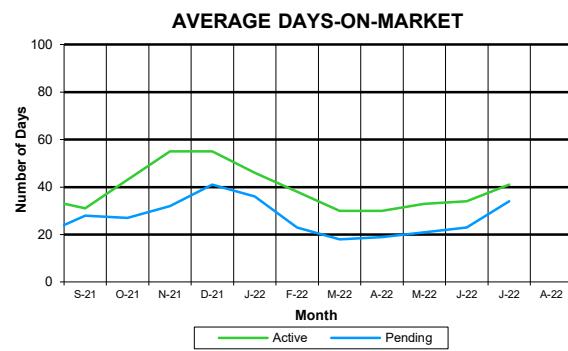
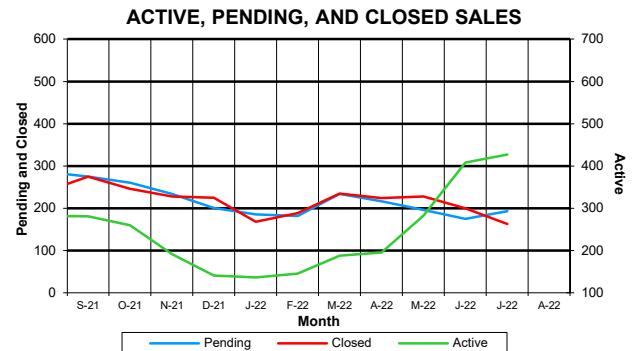
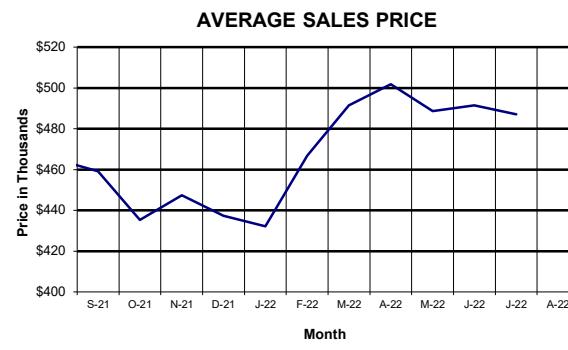
## Tracy SFD Monthly MLS Survey

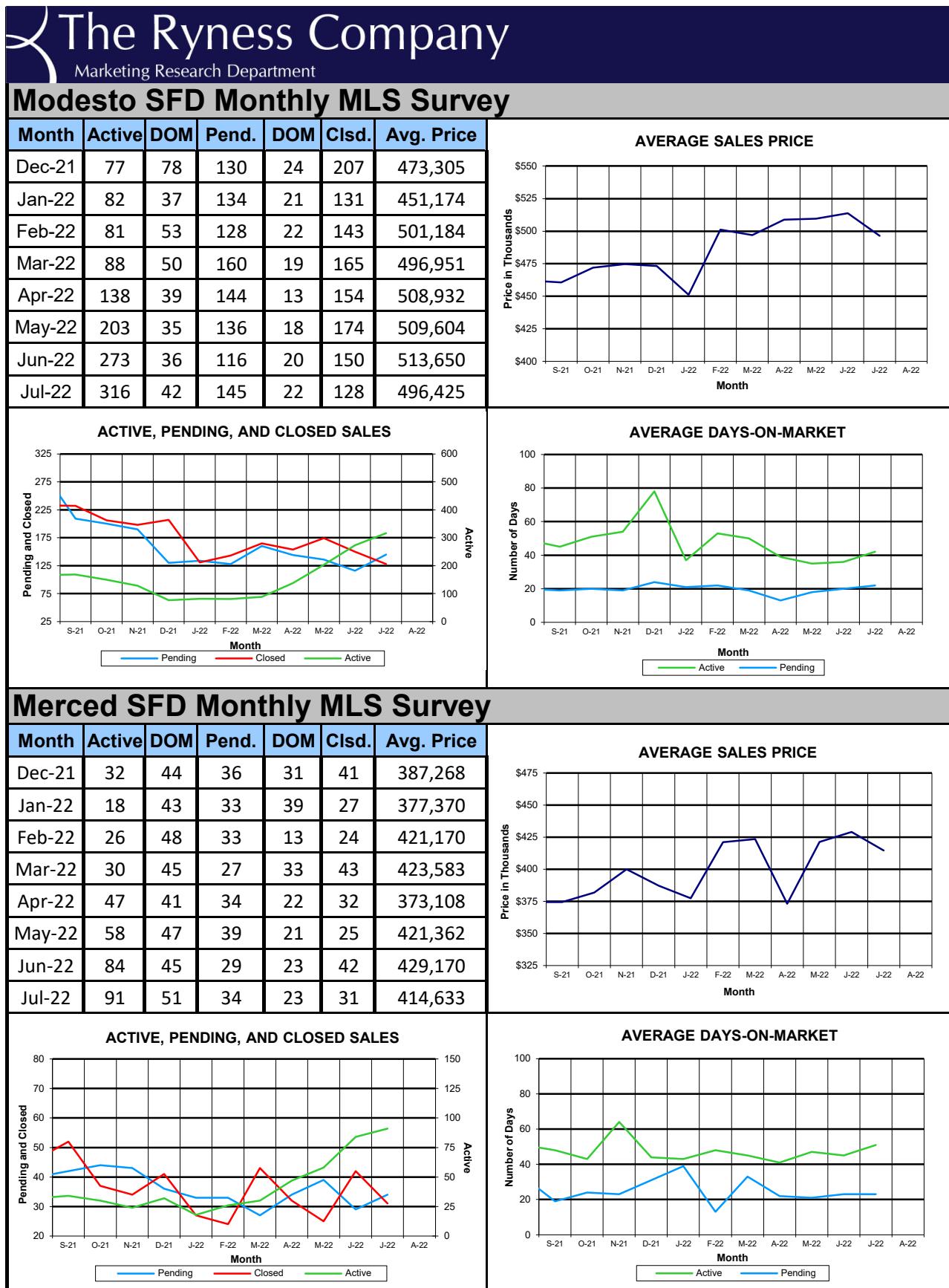
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 23     | 39  | 55    | 22  | 99    | 774,259    |
| Jan-22 | 25     | 33  | 54    | 12  | 60    | 739,033    |
| Feb-22 | 43     | 21  | 53    | 11  | 58    | 781,671    |
| Mar-22 | 41     | 31  | 81    | 13  | 83    | 868,542    |
| Apr-22 | 52     | 29  | 66    | 13  | 84    | 863,320    |
| May-22 | 120    | 23  | 42    | 14  | 77    | 884,642    |
| Jun-22 | 163    | 30  | 49    | 20  | 61    | 825,886    |
| Jul-22 | 181    | 34  | 62    | 29  | 57    | 787,514    |



## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 141    | 55  | 201   | 41  | 225   | 437,410    |
| Jan-22 | 137    | 46  | 186   | 36  | 168   | 432,133    |
| Feb-22 | 146    | 38  | 182   | 23  | 189   | 466,753    |
| Mar-22 | 188    | 30  | 234   | 18  | 235   | 491,466    |
| Apr-22 | 196    | 30  | 217   | 19  | 224   | 501,793    |
| May-22 | 283    | 33  | 196   | 21  | 228   | 488,636    |
| Jun-22 | 408    | 34  | 175   | 23  | 200   | 491,522    |
| Jul-22 | 427    | 41  | 193   | 34  | 163   | 487,015    |





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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CALIBER  
HOME LOANS

NATIONAL BUILDER DIVISION

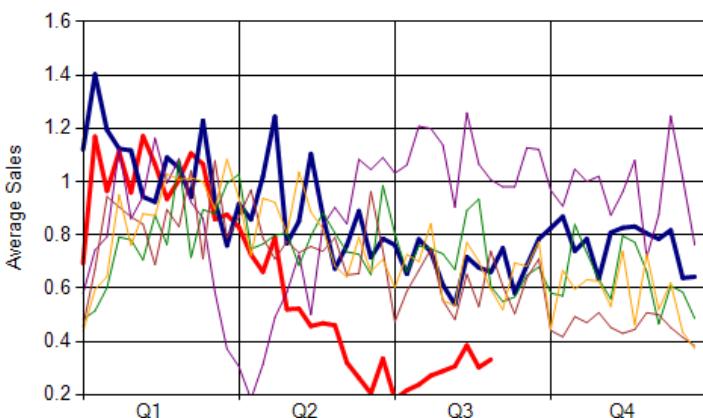
## Sacramento

### Week 35

Ending: Sunday, September 4, 2022

| Counties / Groups            | Projects               | Traffic       | Sales      | Cancels     | Net Sales  | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. |            |
|------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|--------------------|--------------------|---------------------|------------|
| South Sacramento             | 21                     | 309           | 11         | 7           | 4          | 0.19       | 0.64              | -70%               | 0.26               | -26%                |            |
| Central & North Sacramento   | 43                     | 490           | 18         | 11          | 7          | 0.16       | 0.65              | -75%               | 0.25               | -34%                |            |
| Folsom                       | 16                     | 165           | 7          | 4           | 3          | 0.19       | 0.57              | -67%               | 0.29               | -36%                |            |
| El Dorado                    | 10                     | 96            | 10         | 2           | 8          | 0.80       | 0.50              | 61%                | 0.20               | 300%                |            |
| Placer & Nevada              | 74                     | 943           | 43         | 17          | 26         | 0.35       | 0.62              | -43%               | 0.31               | 14%                 |            |
| Yolo                         | 6                      | 40            | 0          | 0           | 0          | 0.00       | 0.55              | -100%              | 0.33               | -100%               |            |
| Amador County                | 1                      | 4             | 0          | 0           | 0          | 0.00       | 0.20              | -100%              | 0.15               | -100%               |            |
| Northern Counties            | 13                     | 93            | 16         | 3           | 13         | 1.00       | 0.78              | 29%                | 0.43               | 130%                |            |
| <b>Current Week Totals</b>   | <b>Traffic : Sales</b> | <b>20 : 1</b> | <b>184</b> | <b>2140</b> | <b>105</b> | <b>44</b>  | <b>0.33</b>       | <b>0.62</b>        | <b>-47%</b>        | <b>0.29</b>         | <b>14%</b> |
| Per Project Average          |                        |               | 12         | 0.57        | 0.24       | 0.33       |                   |                    |                    |                     |            |
| <b>Year Ago - 09/05/2021</b> | <b>Traffic : Sales</b> | <b>21 : 1</b> | <b>168</b> | <b>2595</b> | <b>122</b> | <b>11</b>  | <b>0.66</b>       | <b>0.89</b>        | <b>-26%</b>        | <b>0.72</b>         | <b>-8%</b> |
| % Change                     |                        |               | 10%        | -18%        | -14%       | 300%       | -45%              | -50%               | -30%               | -59%                |            |

### 52 Weeks Comparison



### Year to Date Averages Through Week 35

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2017 | 139                  | 27                  | 0.94              | 0.15                | 0.80               | 0.73                      |
| ■            | 2018 | 129                  | 26                  | 0.89              | 0.14                | 0.75               | 0.66                      |
| ■            | 2019 | 141                  | 23                  | 0.91              | 0.13                | 0.78               | 0.73                      |
| ■            | 2020 | 150                  | 16                  | 1.01              | 0.16                | 0.85               | 0.89                      |
| ■            | 2021 | 161                  | 18                  | 0.98              | 0.09                | 0.89               | 0.85                      |
| ■            | 2022 | 173                  | 14                  | 0.78              | 0.16                | 0.62               | 0.62                      |
| % Change:    |      | 8%                   | -23%                | -20%              | 75%                 | -30%               | -26%                      |

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

| Financing  |               |              | Market Commentary  |
|--|---------------|--------------|--|
| CONV   | RATE<br>6.50% | APR<br>5.75% | Several measures of housing market activity and output have contracted in recent months. New home sales have fallen 39% since December, housing starts nearly have fallen back to pre-pandemic levels, and pending home sales have declined in eight of the past nine months. Yet so far, home prices have not shown nearly the same degree of retrenchment. The S&P CoreLogic Case-Shiller 20-city home price index, which covers 20 major metropolitan areas in the United States, increased 1.3% in May and was up 20.5% year-over-year. For context, the average monthly increase for the index in 2019 was slightly above 0.2%. There are other signs that this torrid pace of home price growth is easing. With sales slowing, the inventory of homes for sale has risen, and slightly more supply and slowing buyer demand is leading to a softer pace of home price appreciation. The Bloomberg consensus looks for the Case-Shiller 20-city home price index to have increased 19.2% year-over-year in June. Still-tight supply is likely to support home values, but further moderation in terms of yearly gains appears to be on the horizon. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| FHA  | 5.13%         | 5.35%        |  |
| 10 Yr Yield  | 3.22%         |              |  |
|  |               |              |  |

# The Ryness Report

Week Ending  
Sunday, September 4, 2022

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| Development Name                  | Developer         | City Code | Notes                   | Type | Projects Participating: 21 |          |                                 |         |            |            |              |          |                |               |               |
|-----------------------------------|-------------------|-----------|-------------------------|------|----------------------------|----------|---------------------------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| South Sacramento                  |                   |           |                         |      | Units                      | New Rel. | Rel'd Rrn'g                     | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Carmelian at Sheldon Farms        | DR Horton         | LN        | New                     | DTMJ | 55                         | 5        | 2                               | 53      | 3          | 0          | 3            | 3        | 10.50          | 10.50         |               |
| Persimmon at Sheldon Farms        | DR Horton         | LN        | New                     | DTMJ | 148                        | 3        | 1                               | 45      | 2          | 0          | 2            | 2        | 7.00           | 7.00          |               |
| The Retreats                      | K Hovnanian       | RM        |                         | DTMJ | 62                         | 0        | 1                               | 2       | 0          | 0          | 2            | 2        | 0.15           | 0.15          |               |
| Allegro                           | KB Home           | LN        |                         | ATMJ | 72                         | 0        | 5                               | 13      | 0          | 0          | 34           | 34       | 1.09           | 1.09          |               |
| Feridae                           | KB Home           | GT        |                         | DTST | 69                         | 0        | 1                               | 5       | 0          | 0          | 68           | 18       | 0.90           | 0.51          |               |
| Traviso                           | KB Home           | LN        |                         | DTMJ | 422                        | 0        | 5                               | 10      | 0          | 0          | 27           | 27       | 0.79           | 0.77          |               |
| Vintage Park                      | KB Home           | SO        |                         | DTST | 81                         | 0        | 4                               | 11      | 1          | 2          | 77           | 17       | 1.16           | 0.49          |               |
| Antinori at Vineyard Creek        | Lennar            | SO        |                         | DTMJ | 95                         | 0        | 2                               | 14      | 0          | 0          | 90           | 26       | 0.91           | 0.74          |               |
| Elements at Sterling Meadows      | Lennar            | LN        |                         | DTMJ | 289                        | 3        | 6                               | 13      | 3          | 0          | 246          | 46       | 1.19           | 1.31          |               |
| Essentia at Sterling Meadows      | Lennar            | LN        |                         | DTST | 139                        | 0        | 7                               | 12      | 0          | 3          | 88           | 20       | 0.91           | 0.57          |               |
| Redwood at Parkside               | Lennar            | VN        |                         | DTMJ | 344                        | 0        | 6                               | 10      | 2          | 0          | 338          | 28       | 0.89           | 0.80          |               |
| Cornerstone Commons               | Meritage          | LN        |                         | DTMJ | 83                         | 0        | 3                               | 38      | 0          | 0          | 6            | 6        | 0.30           | 0.30          |               |
| Cornerstone Crossings             | Meritage          | LN        |                         | DTMJ | 78                         | 0        | 3                               | 20      | 0          | 1          | 7            | 7        | 0.35           | 0.35          |               |
| Laguna Ranch II                   | Richmond American | LN        |                         | DTMJ | 100                        | 0        | 3                               | 24      | 0          | 0          | 6            | 6        | 0.45           | 0.45          |               |
| Seasons at Stonebrook             | Richmond American | LN        |                         | DTMJ | 102                        | 0        | 2                               | 5       | 0          | 0          | 68           | 28       | 1.10           | 0.80          |               |
| Seasons at the Farm               | Richmond American | GT        |                         | DTMJ | 87                         | 0        | 3                               | 5       | 0          | 1          | 12           | 12       | 0.46           | 0.46          |               |
| Woodberry at Bradshaw Crossing II | Richmond American | TSO SO    |                         | DTMJ | 120                        | 0        | TSO                             | 5       | 0          | 0          | 1            | 1        | 0.12           | 0.12          |               |
| Barcelona at Madeira Meadows      | Taylor Morrison   | LN        |                         | DTMJ | 108                        | 0        | 1                               | 1       | 0          | 0          | 107          | 11       | 0.72           | 0.31          |               |
| Sevilla at Madeira Meadows        | Taylor Morrison   | LN        |                         | DTMJ | 102                        | 0        | 3                               | 4       | 0          | 0          | 99           | 17       | 0.67           | 0.49          |               |
| Cedar Creek                       | Tim Lewis         | GT        |                         | DTMJ | 112                        | 0        | 5                               | 6       | 0          | 0          | 36           | 21       | 0.65           | 0.60          |               |
| Reflections at Poppy Lane         | Tim Lewis         | LN        |                         | DTMJ | 73                         | 0        | 2                               | 13      | 0          | 0          | 50           | 22       | 0.76           | 0.63          |               |
| <b>TOTALS: No. Reporting: 21</b>  |                   |           | <b>Avg. Sales: 0.19</b> |      |                            |          | <b>Traffic to Sales: 28 : 1</b> |         | <b>65</b>  | <b>309</b> | <b>11</b>    | <b>7</b> | <b>1367</b>    | <b>354</b>    | <b>Net: 4</b> |

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

# The Ryness Report

Week Ending  
Sunday, September 4, 2022

Sacramento

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| Development Name                 | Developer         | City Code | Notes                   | Type | Projects Participating: 23 |          |             |                                 |            |            |              |          |                |               |               |
|----------------------------------|-------------------|-----------|-------------------------|------|----------------------------|----------|-------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
| Central Sacramento               |                   |           |                         |      | Units                      | New Rel. | Rel'd Rrn'g | Traffic                         | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Abbeys Gate at Northridge        | Black Pine        | CH        |                         | DTMJ | 46                         | 0        | 6           | 0                               | 0          | 0          | 40           | 8        | 0.41           | 0.23          |               |
| Crocker Village- Alley Row       | Black Pine        | SO        |                         | DTMJ | 67                         | 0        | 2           | 1                               | 0          | 0          | 65           | 6        | 0.57           | 0.17          |               |
| Crocker Village- Main Street     | Black Pine        | SO        |                         | DTMJ | 52                         | 0        | 6           | 1                               | 0          | 0          | 46           | 0        | 0.40           | 0.00          |               |
| Mills Station at Cresleigh Ranch | Cresleigh         | RO        |                         | DTMJ | 116                        | 0        | 1           | 8                               | 0          | 0          | 112          | 20       | 0.72           | 0.57          |               |
| Heritage at Gum Ranch            | Elliott           | FO        |                         | DTMJ | 251                        | 0        | 4           | 19                              | 0          | 1          | 117          | 6        | 0.68           | 0.17          |               |
| Placer at Rio Del Oro            | Elliott           | RO        |                         | DTMJ | 117                        | 0        | 3           | 36                              | 1          | 0          | 5            | 5        | 1.52           | 1.52          |               |
| Sutter at Rio Del Oro            | Elliott           | RO        |                         | DTMJ | 136                        | 0        | 3           | 30                              | 0          | 0          | 5            | 5        | 0.69           | 0.69          |               |
| Montrose at The Ranch            | K Hovnanian       | RO        |                         | DTMJ | 113                        | 0        | 1           | 0                               | 0          | 0          | 30           | 30       | 0.93           | 0.93          |               |
| Sagebrush at The Ranch           | K Hovnanian       | RO        |                         | DTMJ | 116                        | 0        | 3           | 2                               | 1          | 0          | 37           | 37       | 1.15           | 1.15          |               |
| Springs at The Ranch             | K Hovnanian       | RO        |                         | DTMJ | 173                        | 0        | 9           | 4                               | 0          | 3          | 58           | 58       | 1.80           | 1.80          |               |
| Canyon at Mitchell Village       | KB Home           | CH        |                         | DTST | 109                        | 0        | 3           | 5                               | 1          | 0          | 103          | 39       | 1.27           | 1.11          |               |
| Heritage at Mitchell Village     | KB Home           | CH        |                         | DTMJ | 72                         | 0        | 6           | 2                               | 0          | 0          | 66           | 16       | 0.72           | 0.46          |               |
| Ventana                          | Lennar            | RO        |                         | DTMJ | 160                        | 0        | 6           | 14                              | 1          | 2          | 142          | 40       | 0.87           | 1.14          |               |
| Verdant                          | Lennar            | RO        |                         | DTST | 157                        | 3        | 2           | 14                              | 2          | 0          | 126          | 32       | 1.01           | 0.91          |               |
| Viridian                         | Lennar            | RO        |                         | DTST | 185                        | 3        | 4           | 14                              | 2          | 0          | 154          | 28       | 0.93           | 0.80          |               |
| Echelon at Montelena             | Premier Homes     | RO        |                         | DTMJ | 57                         | 0        | 2           | 58                              | 0          | 0          | 6            | 6        | 0.65           | 0.65          |               |
| Elevate at Montelena             | Premier Homes     | RO        |                         | DTMJ | 152                        | 0        | 5           | 14                              | 0          | 0          | 0            | 0        | 0.00           | 0.00          |               |
| Village 8 at Montelena           | Premier Homes     | RO        |                         | DTMJ | 81                         | 0        | 3           | 16                              | 1          | 0          | 10           | 10       | 0.55           | 0.55          |               |
| Solis at Montelena               | Pulte <b>TSO</b>  | RO        |                         | DTMJ | 55                         | 0        | TSO         | 4                               | 1          | 0          | 3            | 3        | 0.91           | 0.91          |               |
| Vista at Montelena               | Pulte             | RO        |                         | DTMJ | 38                         | 0        | 3           | 4                               | 0          | 0          | 4            | 4        | 1.22           | 1.22          |               |
| Seasons at Montelena             | Richmond American | RO        |                         | DTMJ | 125                        | 0        | 9           | 25                              | 0          | 0          | 16           | 16       | 0.61           | 0.61          |               |
| Acacia at Cypress                | Woodside          | RO        |                         | DTMJ | 99                         | 0        | 5           | 6                               | 0          | 1          | 58           | 31       | 0.68           | 0.89          |               |
| Magnolia at Cypress              | Woodside          | RO        |                         | DTMJ | 178                        | 0        | 6           | 6                               | 0          | 0          | 141          | 27       | 0.90           | 0.77          |               |
| <b>TOTALS: No. Reporting: 23</b> |                   |           | <b>Avg. Sales: 0.13</b> |      |                            |          |             | <b>Traffic to Sales: 28 : 1</b> | <b>92</b>  | <b>283</b> | <b>10</b>    | <b>7</b> | <b>1344</b>    | <b>427</b>    | <b>Net: 3</b> |

City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks

# The Ryness Report

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| Development Name                           | Developer       | City Code               | Notes | Type | Projects Participating: 20      |          |             |         |            |            |              |          |                |               |               |
|--|-----------------|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| North Sacramento                           |                 |                         |       |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Artisan - The Cove                         | Beazer          | SO                      |       | DTST | 145                             | 0        | 2           | 5       | 0          | 0          | 110          | 17       | 0.72           | 0.49          |               |
| Edgeview - The Cove                        | Beazer          | SO                      |       | ATST | 156                             | 0        | 6           | 4       | 0          | 0          | 110          | 20       | 0.96           | 0.57          |               |
| Westward - The Cove                        | Beazer          | SO                      |       | DTST | 122                             | 0        | 4           | 3       | 0          | 1          | 78           | 24       | 0.61           | 0.69          |               |
| Windrow - The Cove                         | Beazer          | SO                      |       | DTST | 167                             | 0        | 2           | 6       | 1          | 0          | 124          | 18       | 0.84           | 0.51          |               |
| Provence                                   | Blue Mountain   | SO                      |       | ATST | 185                             | 0        | 2           | 15      | 0          | 0          | 115          | 14       | 0.79           | 0.40          |               |
| Mbraga                                     | DR Horton       | AO                      |       | DTMJ | 162                             | 0        | 3           | 1       | 0          | 2          | 159          | 43       | 1.44           | 1.23          |               |
| Citrine at Barrett Ranch                   | Lennar          | AO                      |       | DTST | 53                              | 0        | 4           | 16      | 1          | 0          | 40           | 26       | 0.75           | 0.74          |               |
| Garnet at Barrett Ranch                    | Lennar          | AO                      |       | DTST | 149                             | 0        | 7           | 12      | 0          | 0          | 85           | 24       | 0.84           | 0.69          |               |
| Lapis at Barrett Ranch                     | Lennar          | AO                      |       | DTMJ | 149                             | 0        | 3           | 14      | 2          | 0          | 86           | 20       | 0.85           | 0.57          |               |
| Northlake - Atla                           | Lennar          | SO                      |       | DTMJ | 116                             | 0        | 5           | 13      | 0          | 0          | 81           | 31       | 0.95           | 0.89          |               |
| Northlake - Bleau                          | Lennar          | SO                      |       | DTMJ | 236                             | 0        | 2           | 13      | 0          | 0          | 80           | 27       | 0.94           | 0.77          |               |
| Northlake - Crestvue                       | Lennar          | SO                      |       | DTMJ | 97                              | 0        | 2           | 13      | 2          | 0          | 71           | 25       | 0.83           | 0.71          |               |
| Northlake - Drifton                        | Lennar          | SO                      |       | DTMJ | 134                             | 0        | 4           | 13      | 0          | 0          | 65           | 25       | 0.85           | 0.71          |               |
| Northlake - Lakelet                        | Lennar          | SO                      |       | DTMJ | 134                             | 0        | 4           | 13      | 0          | 0          | 71           | 22       | 0.83           | 0.63          |               |
| Northlake - Shor                           | Lennar          | SO                      |       | DTMJ | 140                             | 0        | 4           | 13      | 0          | 0          | 79           | 26       | 0.93           | 0.74          |               |
| Northlake - Watersyde                      | Lennar          | SO                      |       | DTMJ | 127                             | 3        | 3           | 13      | 2          | 0          | 74           | 21       | 0.87           | 0.60          |               |
| Northlake - Wavmrr                         | Lennar          | SO                      |       | DTMJ | 153                             | 0        | 4           | 13      | 0          | 0          | 72           | 22       | 0.85           | 0.63          |               |
| Sunstone at Barrett Ranch                  | Lennar          | AO                      |       | DTMJ | 131                             | 0        | 7           | 14      | 0          | 1          | 41           | 27       | 0.74           | 0.77          |               |
| NUVO Artisan Square                        | The New Home Co | SO                      |       | ATST | 145                             | 0        | 3           | 2       | 0          | 0          | 142          | 18       | 1.13           | 0.51          |               |
| Portisal at Artisan Square                 | Williams        | SO                      |       | ATST | 95                              | 0        | 5           | 11      | 0          | 0          | 63           | 35       | 0.64           | 1.00          |               |
| <b>TOTALS: No. Reporting: 20</b>           |                 | <b>Avg. Sales: 0.20</b> |       |      | <b>Traffic to Sales: 26 : 1</b> |          |             |         | <b>76</b>  | <b>207</b> | <b>8</b>     | <b>4</b> | <b>1746</b>    | <b>485</b>    | <b>Net: 4</b> |
| City Codes: SO = Sacramento, AO = Antelope |                 |                         |       |      |                                 |          |             |         |            |            |              |          |                |               |               |

| Folsom Area                       |  |                         |  |      | Projects Participating: 16      |          |             |         |            |            |              |          |                |               |               |
|-----------------------------------|--|-------------------------|--|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
|                                   |  |                         |  |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Sycamore Creek                    | JMC  | FM                      |  | DTMJ | 86                              | 0        | 5           | 9       | 0          | 0          | 40           | 6        | 0.44           | 0.17          |               |
| Enclave at Folsom Ranch           | KB Home <span style="color:red">S/O</span> | FM                      |  | DTST | 111                             | 0        | S/O         | 10      | 2          | 0          | 111          | 36       | 1.19           | 1.03          |               |
| Soleil at Folsom Ranch            | KB Home                                    | FM                      |  | DTMJ | 109                             | 0        | 4           | 18      | 0          | 0          | 100          | 47       | 1.37           | 1.34          |               |
| Aster at White Rock Springs       | Lennar                                     | FM                      |  | DTMJ | 90                              | 3        | 5           | 12      | 2          | 0          | 48           | 22       | 0.77           | 0.63          |               |
| Brass Pointe at Russell Ranch     | Lennar                                     | FM                      |  | DTMJ | 142                             | 0        | 3           | 11      | 0          | 0          | 6            | 6        | 0.33           | 0.33          |               |
| Gold Cliff at Russell Ranch       | Lennar                                     | FM                      |  | DTMJ | 63                              | 0        | 5           | 6       | 0          | 0          | 14           | 14       | 0.77           | 0.77          |               |
| Lunaria at White Rock Springs     | Lennar <span style="color:red">S/O</span>  | FM                      |  | DTMJ | 45                              | 0        | S/O         | 9       | 1          | 0          | 45           | 18       | 0.72           | 0.51          |               |
| Platinum Peak at Russell Ranch    | Lennar                                     | FM                      |  | DTMJ | 100                             | 0        | 5           | 7       | 1          | 0          | 13           | 13       | 0.85           | 0.85          |               |
| Rockcress at Folsom Ranch         | Lennar                                     | FM                      |  | DTMJ | 118                             | 0        | 4           | 5       | 0          | 0          | 74           | 20       | 0.90           | 0.57          |               |
| Stone Bluff at White Rock Springs | Richmond American                          | FM                      |  | DTMJ | 81                              | 0        | 7           | 5       | 1          | 2          | 44           | 19       | 0.62           | 0.54          |               |
| Stone Haven at White Rock Springs | Richmond American                          | FM                      |  | DTMJ | 42                              | 0        | 5           | 5       | 0          | 0          | 24           | 19       | 0.60           | 0.54          |               |
| Folsom Ranch-Azure II             | Taylor Morrison                            | FM                      |  | DTMJ | 113                             | 0        | 1           | 0       | 0          | 0          | 112          | 11       | 0.77           | 0.31          |               |
| Silver Crest at Russell Ranch     | The New Home Co                            | FM                      |  | DTMJ | 108                             | 0        | 2           | 13      | 0          | 0          | 99           | 18       | 0.75           | 0.51          |               |
| Creekstone at Folsom Ranch        | TRI Pointe                                 | FM                      |  | DTMJ | 71                              | 0        | 3           | 19      | 0          | 1          | 64           | 13       | 0.79           | 0.37          |               |
| Eastwood at Folsom Ranch          | TRI Pointe                                 | FM                      |  | DTMJ | 72                              | 0        | 2           | 18      | 0          | 0          | 8            | 8        | 0.72           | 0.72          |               |
| Lonestar at Folsom Ranch          | TRI Pointe                                 | FM                      |  | DTMJ | 90                              | 0        | 6           | 18      | 0          | 1          | 2            | 2        | 0.18           | 0.18          |               |
| <b>TOTALS: No. Reporting: 16</b>  |  | <b>Avg. Sales: 0.19</b> |  |      | <b>Traffic to Sales: 24 : 1</b> |          |             |         | <b>57</b>  | <b>165</b> | <b>7</b>     | <b>4</b> | <b>804</b>     | <b>272</b>    | <b>Net: 3</b> |
| City Codes: FM = Folsom           |  |                         |  |      |                                 |          |             |         |            |            |              |          |                |               |               |

| Development Name   | Developer     | City Code | Notes                   | Type | Projects Participating: 10      |          |             |         |            |           |              |          |                |               |  |  |  |  |
|--|---------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|--|--|--|
| El Dorado County   |               |           |                         |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |  |  |  |  |
| Revere   | Blue Mountain | RE        |                         | DTMJ | 51                              | 3        | 3           | 8       | 1          | 0         | 36           | 7        | 0.51           | 0.20          |  |  |  |  |
| Alder at Saratoga Estates                                  | Elliott       | BH        |                         | DTMJ | 115                             | 0        | 5           | 14      | 0          | 0         | 88           | 21       | 0.79           | 0.60          |  |  |  |  |
| Manzanita at Saratoga                                      | Elliott       | BH        |                         | DTMJ | 103                             | 0        | 5           | 15      | 0          | 1         | 55           | 15       | 0.52           | 0.43          |  |  |  |  |
| Ponderosa at Saratoga                                      | Elliott       | BH        |                         | DTMJ | 56                              | 0        | 4           | 5       | 0          | 0         | 7            | 7        | 0.33           | 0.33          |  |  |  |  |
| Emerald Peak at Bass Lake                                  | Lennar        | BH        |                         | DTMJ | 113                             | 4        | 5           | 16      | 5          | 0         | 47           | 19       | 0.51           | 0.54          |  |  |  |  |
| Hawk View at Bass Lake Hills                               | Lennar        | BH        |                         | DTMJ | 114                             | 3        | 4           | 5       | 1          | 0         | 106          | 23       | 0.74           | 0.66          |  |  |  |  |
| Heritage El Dorado Hills-Mosaic                            | Lennar        | BH        |                         | DTMJ | 373                             | 0        | 1           | 9       | 2          | 1         | 209          | 43       | 1.01           | 1.23          |  |  |  |  |
| Sapphire Cliff at Bass Lake Hills - CP                     | Lennar        | CK        |                         | DTMJ | 31                              | 0        | 3           | 11      | 0          | 0         | 8            | 8        | 0.27           | 0.27          |  |  |  |  |
| Sapphire Cliff at Bass Lake Hills - EDH                    | Lennar        | BH        |                         | DTMJ | 23                              | 0        | 4           | 11      | 0          | 0         | 19           | 4        | 0.31           | 0.11          |  |  |  |  |
| Edgelake at Serrano  | TRI Pointe    | BH        |                         | DTMJ | 65                              | 0        | 3           | 2       | 1          | 0         | 26           | 21       | 0.57           | 0.60          |  |  |  |  |
| <b>TOTALS: No. Reporting: 10</b>                           |               |           | <b>Avg. Sales: 0.80</b> |      | <b>Traffic to Sales: 10 : 1</b> |          |             |         | <b>37</b>  | <b>96</b> | <b>10</b>    | <b>2</b> | <b>601</b>     | <b>168</b>    |  |  |  |  |
| City Codes: RE=Rescue, BH=El Dorado Hills, CK=Cameron Park |               |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |
| <b>Net: 8</b>  |               |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |

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| Development Name                     | Developer     | City Code | Notes | Type | Projects Participating: 73 |          |            |         |            |           |              |          |                |               |
|--------------------------------------|---------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Placer County                        |               |           |       |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Verrado at Solaire                   | Beazer        | R/V       |       | DTMJ | 76                         | 0        | 10         | 1       | 0          | 0         | 46           | 16       | 0.73           | 0.46          |
| Millstone at Sierra Pne              | Black Pine    | R/K       |       | DTST | 61                         | 0        | 7          | 11      | 0          | 0         | 54           | 23       | 0.59           | 0.66          |
| Carnelian                            | Blue Mountain | GB        |       | ATMJ | 28                         | 0        | 3          | 8       | 0          | 0         | 25           | 5        | 0.31           | 0.14          |
| Cresleigh Havenwood                  | Cresleigh     | LL        | Rsv's | DTMJ | 83                         | 0        | 4          | 6       | 0          | 0         | 21           | 14       | 0.39           | 0.40          |
| Balboa                               | DR Horton     | R/V       |       | DTST | 127                        | 0        | 2          | 3       | 0          | 0         | 125          | 64       | 1.71           | 1.83          |
| Balboa II                            | DR Horton     | R/V       |       | DTST | 172                        | 0        | 4          | 3       | 1          | 0         | 4            | 4        | 0.93           | 0.93          |
| Heartland at Independence            | DR Horton     | LL        |       | DTMJ | 98                         | 0        | 4          | 6       | 2          | 0         | 61           | 36       | 1.14           | 1.03          |
| Melrose at Mason Trails              | DR Horton     | R/V       |       | DTMJ | 93                         | 0        | 4          | 16      | 1          | 0         | 8            | 8        | 0.79           | 0.79          |
| Traditions at Independence           | DR Horton     | LL        |       | DTST | 97                         | 0        | 6          | 5       | 1          | 1         | 63           | 37       | 1.09           | 1.06          |
| Winding Creek - The Wilds II         | DR Horton     | R/V       |       | DTST | 62                         | 0        | 1          | 1       | 1          | 0         | 3            | 3        | 1.31           | 1.31          |
| Winding Creek- The Wilds             | DR Horton S/O | R/V       |       | DTST | 120                        | 0        | S/O        | 8       | 1          | 0         | 120          | 52       | 1.56           | 1.49          |
| Turkey Creek Estates                 | Elliott       | LL        |       | DTMJ | 240                        | 0        | 4          | 54      | 0          | 0         | 39           | 17       | 0.63           | 0.49          |
| Edgefield Place                      | JMC           | R/K       |       | DTMJ | 83                         | 0        | 5          | 39      | 0          | 1         | 15           | 15       | 0.59           | 0.59          |
| Excelsior Village at Sierra Vista    | JMC           | R/V       |       | DTMJ | 80                         | 0        | 8          | 13      | 0          | 0         | 2            | 2        | 0.10           | 0.10          |
| Fairbrook at Fiddymont Farms         | JMC           | R/V       |       | DTMJ | 115                        | 0        | 9          | 30      | 1          | 2         | 47           | 11       | 0.65           | 0.31          |
| Meadow brook at Fiddymont Farms      | JMC           | R/V       |       | DTMJ | 80                         | 0        | 3          | 33      | 0          | 0         | 54           | 16       | 0.75           | 0.46          |
| Palisade Village                     | JMC           | R/V       |       | DTST | 232                        | 0        | 6          | 13      | 0          | 2         | 203          | 21       | 1.33           | 0.60          |
| Prominence at Whitney Ranch          | JMC           | R/K       |       | DTMJ | 92                         | 3        | 6          | 24      | 2          | 0         | 75           | 12       | 0.73           | 0.34          |
| Sagebrook at Fiddymont Farms         | JMC           | R/V       |       | DTMJ | 122                        | 0        | 9          | 31      | 0          | 1         | 49           | 14       | 0.68           | 0.40          |
| Sentinel                             | JMC           | R/V       |       | DTST | 132                        | 0        | 2          | 11      | 1          | 0         | 128          | 2        | 0.98           | 0.06          |
| Tribute Pointe                       | JMC           | R/K       |       | DTMJ | 99                         | 0        | 5          | 37      | 0          | 0         | 8            | 8        | 0.32           | 0.32          |
| Wrenwood at Whitney Ranch            | JMC           | R/K       |       | DTMJ | 158                        | 0        | 5          | 44      | 0          | 0         | 5            | 5        | 0.22           | 0.22          |
| Aspire at Solaire                    | K Hovnanian   | R/V       |       | DTMJ | 147                        | 0        | 5          | 2       | 0          | 0         | 122          | 20       | 0.98           | 0.57          |
| Aspire at Solaire II                 | K Hovnanian   | R/V       |       | DTST | 33                         | 0        | 3          | 3       | 2          | 1         | 19           | 13       | 0.42           | 0.37          |
| Creekside Preserve                   | K Hovnanian   | LL        |       | DTMJ | 71                         | 0        | 2          | 1       | 1          | 0         | 66           | 20       | 0.48           | 0.57          |
| Firefly at Winding Creek             | K Hovnanian   | R/V       |       | DTMJ | 86                         | 0        | 5          | 10      | 1          | 1         | 69           | 31       | 0.91           | 0.89          |
| Bartlett at Mason Trails             | KB Home       | R/V       |       | DTMJ | 53                         | 0        | 3          | 17      | 1          | 0         | 30           | 30       | 0.99           | 0.99          |
| Copper Ridge                         | KB Home       | LL        |       | DTMJ | 79                         | 0        | 4          | 9       | 1          | 0         | 33           | 26       | 0.84           | 0.74          |
| Cortland at Mason Trails             | KB Home       | R/V       |       | DTMJ | 110                        | 0        | 2          | 20      | 3          | 1         | 36           | 36       | 1.19           | 1.19          |
| Ventana - Twelve Bridges             | KB Home       | LL        |       | DTMJ | 240                        | 0        | 7          | 12      | 0          | 0         | 219          | 55       | 1.28           | 1.57          |
| Andorra at Sierra West               | Lennar        | R/V       |       | DTMJ | 193                        | 0        | 3          | 18      | 2          | 1         | 83           | 30       | 0.83           | 0.86          |
| Belle Maison at Campus Oaks          | Lennar        | R/V       |       | DTMJ | 132                        | 0        | 3          | 9       | 0          | 0         | 81           | 19       | 0.84           | 0.54          |
| Breckenridge at Sierra West          | Lennar        | R/V       |       | DTMJ | 182                        | 3        | 5          | 10      | 2          | 0         | 24           | 20       | 0.51           | 0.57          |
| Chantilly at Campus Oaks             | Lennar        | R/V       |       | DTMJ | 86                         | 0        | 5          | 12      | 1          | 0         | 38           | 21       | 0.77           | 0.60          |
| Covara II at Campus Oaks             | Lennar        | R/V       |       | DTMJ | 112                        | 0        | 5          | 8       | 0          | 0         | 68           | 21       | 0.76           | 0.60          |
| Emilia at Heritage Placer Vineyards  | Lennar        | R/V       |       | DTMJ | 257                        | 4        | 7          | 9       | 2          | 0         | 42           | 37       | 0.76           | 1.06          |
| Heritage Solaire-Larissa             | Lennar        | R/V       |       | AASF | 162                        | 0        | 2          | 2       | 0          | 0         | 160          | 10       | 0.71           | 0.29          |
| Lazio at Heritage Placer Vineyards   | Lennar        | R/V       |       | AASF | 311                        | 0        | 6          | 12      | 1          | 0         | 36           | 34       | 0.62           | 0.97          |
| Lumiere at Sierra West               | Lennar        | R/V       |       | DTMJ | 205                        | 3        | 6          | 13      | 1          | 0         | 87           | 31       | 0.86           | 0.89          |
| Meribel at Sierra West               | Lennar        | R/V       |       | DTMJ | 167                        | 0        | 4          | 11      | 1          | 0         | 83           | 25       | 0.80           | 0.71          |
| Moblise at Heritage Placer Vineyards | Lennar        | R/V       |       | DTST | 178                        | 0        | 5          | 12      | 0          | 0         | 43           | 36       | 0.79           | 1.03          |
| Novara at Fiddymont                  | Lennar        | R/V       |       | DTST | 105                        | 0        | 4          | 6       | 0          | 0         | 98           | 26       | 0.87           | 0.74          |
| Pavia at Fiddymont Farm              | Lennar        | R/V       |       | DTST | 94                         | 0        | 5          | 6       | 0          | 0         | 89           | 20       | 0.78           | 0.57          |
| Sausalito Walk at Campus Oaks        | Lennar        | R/V       |       | DTST | 101                        | 0        | 4          | 8       | 1          | 0         | 97           | 16       | 0.81           | 0.46          |
| St. Mritz at Sierra                  | Lennar        | R/V       |       | DTMJ | 144                        | 0        | 3          | 12      | 1          | 0         | 82           | 25       | 0.80           | 0.71          |

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| Development Name                    | Developer               | City Code | Notes | Type | Projects Participating: 73      |          |            |            |            |           |              |             |                |                |
|-------------------------------------|-------------------------|-----------|-------|------|---------------------------------|----------|------------|------------|------------|-----------|--------------|-------------|----------------|----------------|
| Placer County (Continued ...)       |                         |           |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic    | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Avg. Sls /Week | Avg. Sls /YTD  |
| Windham at Sierra West              | Lennar                  | RV        |       | DTMJ | 105                             | 0        | 5          | 11         | 0          | 0         | 22           | 17          | 0.58           | 0.49           |
| Encore at Meadowlands               | Meritage                | LL        |       | DTMJ | 83                              | 0        | 43         | 24         | 0          | 1         | 22           | 22          | 0.84           | 0.84           |
| Meadowlands 60s                     | Meritage                | LL        |       | DTMJ | 92                              | 0        | 2          | 14         | 0          | 0         | 59           | 23          | 0.88           | 0.66           |
| Roam at Winding Creek               | Meritage                | RV        |       | DTMJ | 95                              | 0        | 7          | 26         | 0          | 2         | 28           | 21          | 0.65           | 0.60           |
| Premier Soleil                      | Premier Homes           | GB        |       | DTMJ | 52                              | 0        | 1          | 32         | 1          | 0         | 2            | 2           | 0.32           | 0.32           |
| Revere at Independence              | Richmond American       | LL        |       | DTMJ | 122                             | 0        | 6          | 1          | 1          | 0         | 86           | 20          | 1.00           | 0.57           |
| Seasons at Mason Trails             | Richmond American       | RV        |       | DTMJ | 77                              | 3        | 4          | 1          | 1          | 0         | 4            | 4           | 0.43           | 0.43           |
| Seasons at Sierra Vista             | Richmond American       | RV        |       | DTMJ | 143                             | 0        | 4          | 0          | 0          | 0         | 5            | 5           | 0.18           | 0.18           |
| Windsong at Winding Creek           | Richmond American       | RV        |       | DTMJ | 71                              | 0        | 3          | 22         | 1          | 0         | 31           | 22          | 0.70           | 0.63           |
| Arlington at Twelve Bridges         | Taylor Morrison         | LL        |       | DTST | 129                             | 0        | 12         | 4          | 1          | 0         | 116          | 24          | 0.98           | 0.69           |
| Belmont at Twelve Bridges           | Taylor Morrison         | LL        |       | DTMJ | 81                              | 0        | 12         | 3          | 0          | 0         | 69           | 13          | 0.58           | 0.37           |
| Esplanade at Turkey Creek- Classics | Taylor Morrison         | LL        |       | AASF | 243                             | 0        | 17         | 12         | 0          | 0         | 68           | 25          | 0.97           | 0.71           |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison         | LL        |       | AASF | 180                             | 0        | 33         | 11         | 0          | 0         | 8            | 8           | 0.24           | 0.24           |
| Esplanade at Turkey Creek- Estates  | Taylor Morrison         | LL        |       | AASF | 180                             | 0        | 18         | 12         | 1          | 0         | 59           | 22          | 0.84           | 0.63           |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison         | LL        |       | AASF | 260                             | 0        | 17         | 12         | 0          | 0         | 61           | 27          | 0.87           | 0.77           |
| Fiddymont Farm- Magnolia            | Taylor Morrison         | RV        |       | DTMJ | 99                              | 0        | 2          | 16         | 1          | 0         | 18           | 18          | 1.18           | 1.18           |
| Saratoga at Twelve Bridges          | Taylor Morrison         | LL        |       | DTMJ | 96                              | 0        | 18         | 8          | 0          | 1         | 68           | 25          | 0.58           | 0.71           |
| Solaire- Vail                       | Taylor Morrison         | RV        |       | DTMJ | 74                              | 0        | 11         | 14         | 2          | 0         | 29           | 29          | 0.99           | 0.99           |
| Eureka Grove                        | The New Home Co         | GB        |       | DTMJ | 72                              | 0        | 2          | 23         | 1          | 0         | 50           | 34          | 1.01           | 0.97           |
| Rocklin Meadows                     | The New Home Co         | RK        |       | DTMJ | 27                              | 0        | 2          | 8          | 0          | 0         | 9            | 9           | 0.59           | 0.59           |
| Summit at Whitney Ranch             | Tim Lewis               | RK        |       | DTMJ | 82                              | 0        | 3          | 10         | 0          | 0         | 77           | 10          | 0.49           | 0.29           |
| Barrington at Independence          | TRI Pointe              | LL        |       | DTMJ | 94                              | 0        | 4          | 5          | 0          | 0         | 2            | 2           | 0.16           | 0.16           |
| Illumination at Solaire             | TRI Pointe              | RV        |       | DTMJ | 107                             | 0        | 7          | 5          | 1          | 0         | 69           | 22          | 0.91           | 0.63           |
| Lansdale at Independence            | TRI Pointe              | LL        |       | DTMJ | 90                              | 0        | 5          | 5          | 0          | 2         | 2            | 2           | 0.16           | 0.16           |
| Radiance at Solaire                 | TRI Pointe              | RV        |       | DTMJ | 106                             | 0        | 4          | 5          | 0          | 0         | 63           | 22          | 0.83           | 0.63           |
| Bolero at Twelve Bridges            | Woodside                | LL        |       | DTMJ | 144                             | 0        | 4          | 12         | 0          | 0         | 117          | 27          | 0.88           | 0.77           |
| Cabernet at Brady Vineyards         | Woodside                | RV        |       | DTMJ | 38                              | 0        | 4          | 13         | 0          | 0         | 8            | 8           | 2.55           | 2.55           |
| Moscato at Brady Vineyards          | Woodside                | RV        |       | DTMJ | 80                              | 0        | 3          | 15         | 0          | 0         | 2            | 2           | 0.64           | 0.64           |
| <b>TOTALS: No. Reporting: 73</b>    | <b>Avg. Sales: 0.36</b> |           |       |      | <b>Traffic to Sales: 22 : 1</b> |          |            | <b>458</b> | <b>943</b> | <b>43</b> | <b>17</b>    | <b>4014</b> | <b>1452</b>    | <b>Net: 26</b> |

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

| Nevada County                   |                         |    |  |      | Projects Participating: 1    |          |            |          |            |           |              |           |                |               |
|---------------------------------|-------------------------|----|--|------|------------------------------|----------|------------|----------|------------|-----------|--------------|-----------|----------------|---------------|
|                                 |                         |    |  |      | Units                        | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Avg. Sls /Week | Avg. Sls /YTD |
| Timberwood Estates              | Hilbers TSO             | GV |  | DTST | 45                           | 0        | TSO        | 0        | 0          | 0         | 26           | 6         | 0.13           | 0.17          |
| <b>TOTALS: No. Reporting: 1</b> | <b>Avg. Sales: 0.00</b> |    |  |      | <b>Traffic to Sales: N/A</b> |          |            | <b>0</b> | <b>0</b>   | <b>0</b>  | <b>0</b>     | <b>26</b> | <b>6</b>       | <b>Net: 0</b> |

City Codes: GV = Grass Valley

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| Development Name                        | Developer         | City Code               | Notes | Type | Projects Participating: 6    |          |            |           |            |           |              |           |               |               |
|---|-------------------|-------------------------|-------|------|------------------------------|----------|------------|-----------|------------|-----------|--------------|-----------|---------------|---------------|
| Yolo County                             |                   |                         |       |      | Units                        | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Av. Sls /Week | Av. Sls /YTD  |
| Crestada                                | Lennar            | WL                      |       | DTMJ | 105                          | 0        | 2          | 5         | 0          | 0         | 1            | 1         | 0.30          | 0.30          |
| Iris                                    | Lennar            | WL                      |       | DTMJ | 97                           | 0        | 3          | 4         | 0          | 0         | 3            | 3         | 0.21          | 0.21          |
| Lavender                                | Lennar            | WL                      |       | DTMJ | 78                           | 0        | 5          | 5         | 0          | 0         | 5            | 5         | 0.55          | 0.55          |
| The Hideaway                            | Meritage          | WN                      |       | DTMJ | 148                          | 0        | 5          | 7         | 0          | 0         | 6            | 6         | 0.49          | 0.49          |
| Harvest at Spring Lake                  | Richmond American | WL                      |       | DTMJ | 84                           | 0        | 7          | 7         | 0          | 0         | 59           | 25        | 0.81          | 0.71          |
| Revival                                 | TimLewis          | WL                      |       | DTST | 72                           | 0        | 2          | 12        | 0          | 0         | 8            | 8         | 0.44          | 0.44          |
| <b>TOTALS: No. Reporting: 6</b>         |                   | <b>Avg. Sales: 0.00</b> |       |      | <b>Traffic to Sales: N/A</b> |          |            | <b>24</b> | <b>40</b>  | <b>0</b>  | <b>0</b>     | <b>82</b> | <b>48</b>     | <b>Net: 0</b> |
| City Codes: WL = Woodland, WN = Winters |                   |                         |       |      |                              |          |            |           |            |           |              |           |               |               |

| Amador County                   |          |                         |  |      | Projects Participating: 1    |          |            |          |            |           |              |           |               |               |
|---------------------------------|----------|-------------------------|--|------|------------------------------|----------|------------|----------|------------|-----------|--------------|-----------|---------------|---------------|
|                                 |          |                         |  |      | Units                        | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Av. Sls /Week | Av. Sls /YTD  |
| Zinfandel Ridge II              | TimLewis | PLY                     |  | DTMJ | 40                           | 0        | 1          | 4        | 0          | 0         | 16           | 7         | 0.30          | 0.20          |
| <b>TOTALS: No. Reporting: 1</b> |          | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |            | <b>1</b> | <b>4</b>   | <b>0</b>  | <b>0</b>     | <b>16</b> | <b>7</b>      | <b>Net: 0</b> |
| City Codes: PLY = Plymouth      |          |                         |  |      |                              |          |            |          |            |           |              |           |               |               |

| Butte County                    |           |                         |  |      | Projects Participating: 1    |          |            |          |            |           |              |          |               |               |
|---------------------------------|-----------|-------------------------|--|------|------------------------------|----------|------------|----------|------------|-----------|--------------|----------|---------------|---------------|
|                                 |           |                         |  |      | Units                        | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD  |
| Sparrow                         | DR Horton | CO                      |  | DTMJ | 86                           | 0        | 3          | 0        | 0          | 0         | 0            | 0        | 0.00          | 0.00          |
| <b>TOTALS: No. Reporting: 1</b> |           | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |            | <b>3</b> | <b>0</b>   | <b>0</b>  | <b>0</b>     | <b>0</b> | <b>0</b>      | <b>Net: 0</b> |
| City Codes: CO = Chico          |           |                         |  |      |                              |          |            |          |            |           |              |          |               |               |

| Shasta County                   |           |                         |  |      | Projects Participating: 1      |          |            |          |            |           |              |           |               |               |
|---------------------------------|-----------|-------------------------|--|------|--------------------------------|----------|------------|----------|------------|-----------|--------------|-----------|---------------|---------------|
|                                 |           |                         |  |      | Units                          | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD  | Av. Sls /Week | Av. Sls /YTD  |
| Ro                              | DR Horton | RD                      |  | DTST | 50                             | 0        | 4          | 4        | 2          | 0         | 11           | 11        | 0.84          | 0.84          |
| <b>TOTALS: No. Reporting: 1</b> |           | <b>Avg. Sales: 2.00</b> |  |      | <b>Traffic to Sales: 2 : 1</b> |          |            | <b>4</b> | <b>4</b>   | <b>2</b>  | <b>0</b>     | <b>11</b> | <b>11</b>     | <b>Net: 2</b> |
| City Codes: RD = Redding        |           |                         |  |      |                                |          |            |          |            |           |              |           |               |               |

| Sutter County                   |           |                         |  |      | Projects Participating: 1    |          |            |          |            |           |              |            |               |               |
|---------------------------------|-----------|-------------------------|--|------|------------------------------|----------|------------|----------|------------|-----------|--------------|------------|---------------|---------------|
|                                 |           |                         |  |      | Units                        | New Rel. | Rel'd Rm'g | Traffic  | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Av. Sls /Week | Av. Sls /YTD  |
| Aspire at Garden Glen           | K Hovnian | LO                      |  | DTMJ | 170                          | 0        | 2          | 5        | 0          | 0         | 142          | 32         | 1.11          | 0.91          |
| <b>TOTALS: No. Reporting: 1</b> |           | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |            | <b>2</b> | <b>5</b>   | <b>0</b>  | <b>0</b>     | <b>142</b> | <b>32</b>     | <b>Net: 0</b> |
| City Codes: LO = Live Oak       |           |                         |  |      |                              |          |            |          |            |           |              |            |               |               |

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| Development Name                    | Developer                                   | City Code               | Notes | Type | Projects Participating: 10     |          |             |           |            |           |              |            |                |                |
|-------------------------------------|---|-------------------------|-------|------|--------------------------------|----------|-------------|-----------|------------|-----------|--------------|------------|----------------|----------------|
| Yuba County                         |   |                         |       |      | Units                          | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD  |
| Cresleigh Meadows at Plumas Ranch   | Cresleigh                                   | PLK                     |       | DTMJ | 111                            | 0        | 4           | 21        | 0          | 0         | 88           | 26         | 0.66           | 0.74           |
| Cresleigh Riverside at Plumas Ranch | Cresleigh                                   | PLK                     |       | DTMJ | 52                             | 0        | 1           | 0         | 0          | 0         | 46           | 1          | 0.35           | 0.03           |
| Diamante at Plumas Lake             | DR Horton                                   | PLK                     |       | DTST | 94                             | 0        | 2           | 10        | 1          | 0         | 83           | 60         | 1.53           | 1.71           |
| Sumerset at The Orchards            | JMC   | MS                      |       | DTST | 96                             | 0        | 1           | 6         | 0          | 0         | 95           | 8          | 0.79           | 0.23           |
| Aspire at Caliterra Ranch           | K Hovnanian                                 | WH                      |       | DTMJ | 145                            | 0        | 5           | 5         | 0          | 0         | 15           | 15         | 0.67           | 0.67           |
| Butte Vista at Cobblestone          | KB Home                                     | PLK                     |       | DTMJ | 147                            | 0        | 6           | 14        | 1          | 1         | 40           | 40         | 1.65           | 1.65           |
| Windsor Crossing at River Oaks      | Lennar                                      | PLK                     |       | DTST | 168                            | 6        | 5           | 16        | 5          | 0         | 82           | 38         | 0.81           | 1.09           |
| Crosswinds at River Oaks            | Meritage <span style="color:red">S/O</span> | PLK                     |       | DTMJ | 72                             | 0        | S/O         | 1         | 4          | 0         | 72           | 37         | 1.07           | 1.06           |
| Seasons at River Oaks               | Richmond American                           | OL                      |       | DTST | 83                             | 0        | 5           | 8         | 2          | 2         | 70           | 17         | 0.81           | 0.49           |
| Seasons at Thoroughbred Acres       | Richmond American                           | OL                      |       | DTMJ | 139                            | 0        | 5           | 3         | 1          | 0         | 91           | 18         | 0.86           | 0.51           |
| <b>TOTALS: No. Reporting: 10</b>    |   | <b>Avg. Sales: 1.10</b> |       |      | <b>Traffic to Sales: 6 : 1</b> |          |             | <b>34</b> | <b>84</b>  | <b>14</b> | <b>3</b>     | <b>682</b> | <b>260</b>     | <b>Net: 11</b> |

City Codes: PLK = Plumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst

| Sacramento  |  |                         | Projects Participating: 184 |                                 |            |             |              |           |              |             |                |
|---|--|-------------------------|-----------------------------|---------------------------------|------------|-------------|--------------|-----------|--------------|-------------|----------------|
|   |  |                         | Rel'd Rrn'g                 | Traffic                         | Wk's Sales | Wk's Cans   | Sold to Date | Sold YTD  | Net Sales    |             |                |
| <b>GRAND TOTALS: No. Reporting: 184</b>   |  | <b>Avg. Sales: 0.33</b> |                             | <b>Traffic to Sales: 20 : 1</b> | <b>853</b> | <b>2140</b> | <b>105</b>   | <b>44</b> | <b>10835</b> | <b>3522</b> | <b>Net: 61</b> |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |  |                         |                             |                                 |            |             |              |           |              |             |                |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |  |                         |                             |                                 |            |             |              |           |              |             |                |

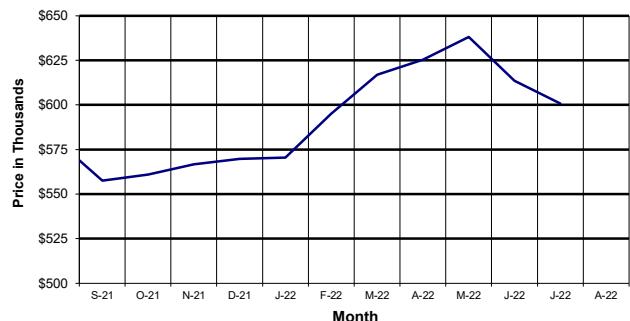
# The Ryness Company

Marketing Research Department

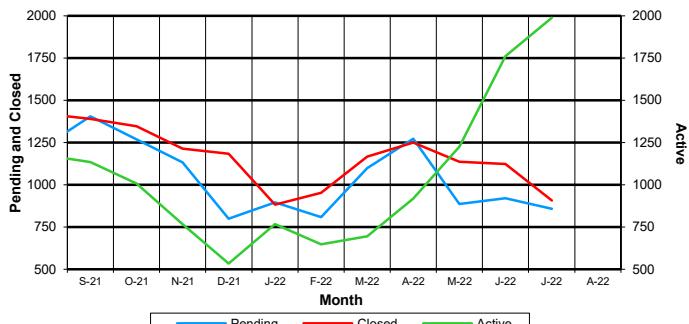
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 535    | 48  | 799   | 30  | 1,183 | 569,728    |
| Jan-22 | 768    | 40  | 897   | 24  | 882   | 570,426    |
| Feb-22 | 648    | 30  | 809   | 19  | 953   | 595,141    |
| Mar-22 | 695    | 29  | 1,098 | 17  | 1,167 | 617,037    |
| Apr-22 | 918    | 29  | 1,272 | 16  | 1,250 | 625,390    |
| May-22 | 1,226  | 30  | 886   | 18  | 1,137 | 638,117    |
| Jun-22 | 1,762  | 34  | 920   | 22  | 1,124 | 613,511    |
| Jul-22 | 1,988  | 38  | 858   | 28  | 908   | 600,773    |

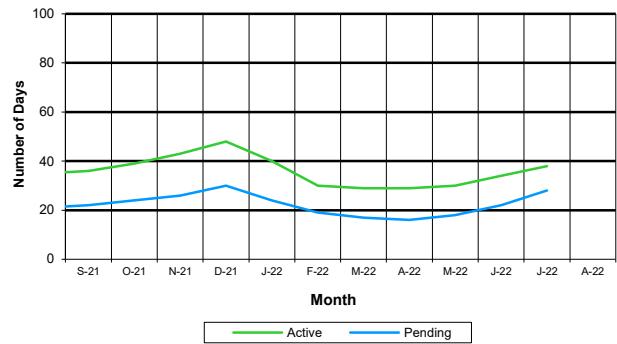
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



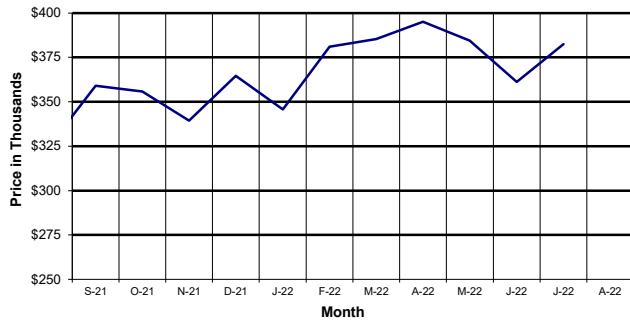
AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 57     | 33  | 95    | 34  | 140   | 364,570    |
| Jan-22 | 42     | 40  | 109   | 30  | 114   | 345,660    |
| Feb-22 | 82     | 25  | 105   | 20  | 107   | 381,093    |
| Mar-22 | 85     | 22  | 134   | 20  | 136   | 385,298    |
| Apr-22 | 113    | 26  | 146   | 16  | 138   | 394,990    |
| May-22 | 139    | 25  | 109   | 24  | 154   | 384,452    |
| Jun-22 | 175    | 29  | 107   | 17  | 136   | 361,194    |
| Jul-22 | 233    | 33  | 114   | 20  | 99    | 382,416    |

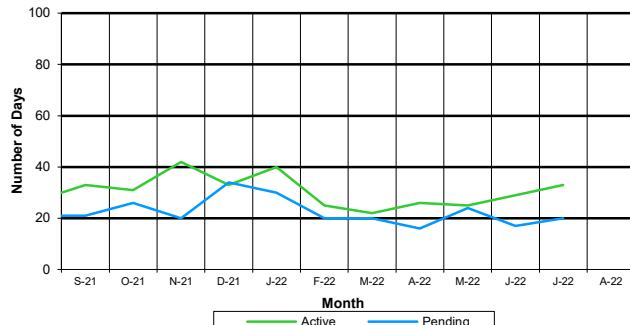
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



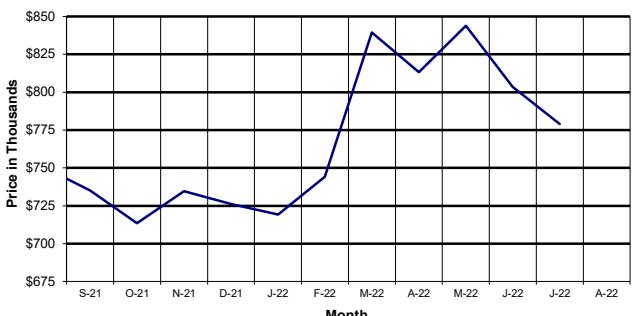
# The Ryness Company

Marketing Research Department

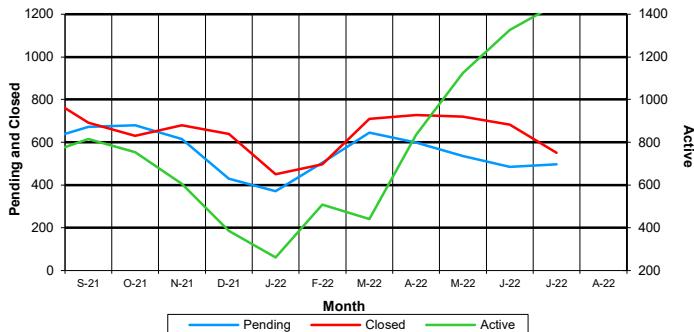
## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 385    | 65  | 429   | 42  | 639   | 726,154    |
| Jan-22 | 261    | 43  | 371   | 24  | 450   | 719,233    |
| Feb-22 | 508    | 37  | 504   | 25  | 497   | 744,259    |
| Mar-22 | 440    | 31  | 645   | 21  | 710   | 839,492    |
| Apr-22 | 834    | 33  | 598   | 17  | 728   | 813,132    |
| May-22 | 1,124  | 36  | 535   | 19  | 720   | 843,754    |
| Jun-22 | 1,327  | 41  | 484   | 26  | 683   | 803,529    |
| Jul-22 | 1,449  | 47  | 496   | 29  | 550   | 779,001    |

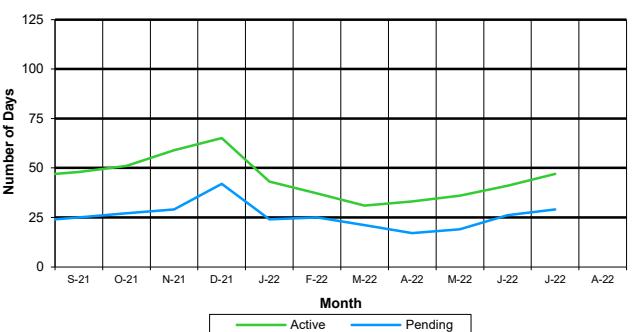
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



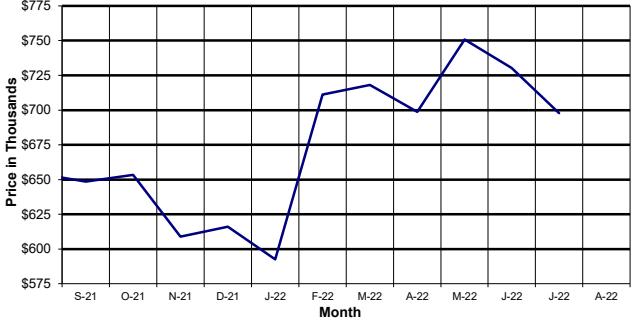
AVERAGE DAYS-ON-MARKET



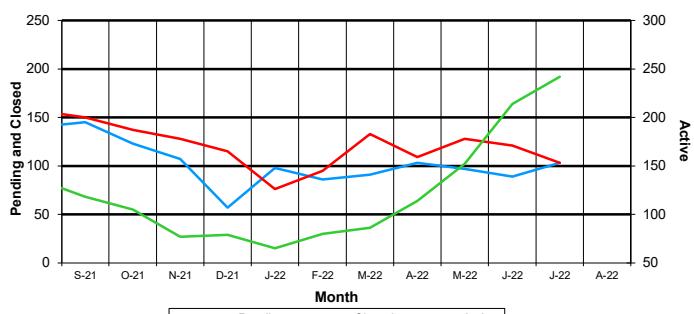
## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 79     | 54  | 57    | 50  | 115   | 616,097    |
| Jan-22 | 65     | 51  | 98    | 27  | 76    | 592,505    |
| Feb-22 | 80     | 45  | 86    | 34  | 95    | 711,203    |
| Mar-22 | 86     | 44  | 91    | 22  | 133   | 718,155    |
| Apr-22 | 114    | 38  | 103   | 15  | 109   | 698,720    |
| May-22 | 152    | 34  | 97    | 27  | 128   | 750,961    |
| Jun-22 | 214    | 37  | 89    | 22  | 121   | 730,190    |
| Jul-22 | 242    | 41  | 103   | 34  | 103   | 697,744    |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

