

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

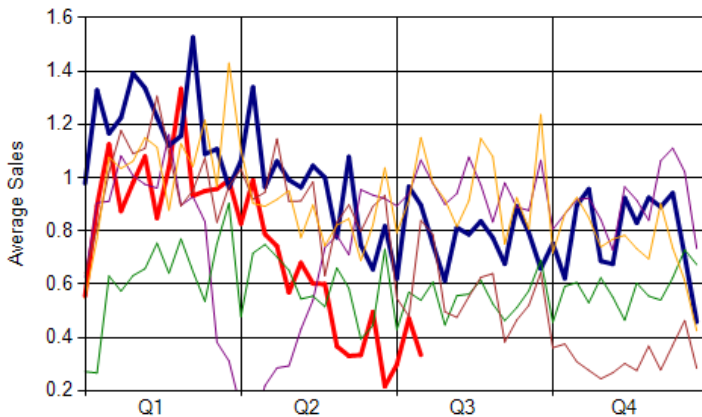
## Bay Area

Week 29

Ending: Sunday, July 24, 2022

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.	
Alameda			26	237	14	2	12	0.46	0.75	-39%	0.65	-29%	
Contra Costa			20	274	14	8	6	0.30	0.71	-58%	0.47	-36%	
Sonoma, Napa			9	38	1	0	1	0.11	0.49	-77%	0.34	-67%	
San Francisco, Marin			3	35	0	0	0	0.00	0.45	-100%	0.27	-100%	
San Mateo			5	42	2	2	0	0.00	0.67	-100%	0.31	-100%	
Santa Clara			13	128	4	2	2	0.15	0.87	-82%	0.38	-60%	
Monterey, Santa Cruz, San Benito			7	67	7	1	6	0.86	0.85	1%	0.57	51%	
Solano			25	277	15	6	9	0.36	0.77	-53%	0.51	-30%	
Current Week Totals		Traffic : Sales 19 : 1	108	1098	57	21	36	0.33	0.73	-54%	0.50	-33%	
Per Project Average			10		0.53	0.19	0.33						
Year Ago - 07/25/2021		Traffic : Sales 13 : 1	116	1487	112	8	104	0.90	1.06	-15%	0.90	0%	
% Change			-7%	-26%	-49%	163%	-65%	-63%	-31%				-45%

### 52 Weeks Comparison



### Year to Date Averages Through Week 29

### 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	31	1.06	0.10	0.96	0.90
■	2018	126	30	1.01	0.09	0.92	0.70
■	2019	155	17	0.69	0.10	0.60	0.58
■	2020	152	12	0.84	0.12	0.72	0.80
■	2021	117	15	1.13	0.07	1.06	0.93
■	2022	103	11	0.84	0.11	0.73	0.73
% Change:		-12%	-27%	-25%	62%	-31%	-22%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV FHA	RATE	APR	<p>Last week began with an eye-catching plunge in home builder sentiment. July's NAHB Housing Market Index dropped 12 points to 55, the second largest monthly decline on record behind April 2020's pandemic-induced collapse. There was not a bright spot to be found in the underlying details, with measures of buyer traffic and single-family sales, both present and future, posting substantial declines. For most of the past two years, home builders have been navigating a rising cost environment, namely for building materials, labor and land. However, the straw that breaks the back of builder sentiment now appears to be higher financing costs. According to Freddie Mac, the average 30-year mortgage was 5.54% during the week ended July 21, a jump from the 3.22% averaged during the first week of 2022. Total housing starts declined 2.0% to a 1.559 million-unit pace during June, below consensus estimates for a modest increase following May's sharp contraction. Single-family starts dropped 8.1%, the fourth consecutive monthly decline. Single-family starts are now running at a 982,000-unit pace, which is a bit higher than the sluggish pace registered for much of the decade predating the pandemic, but still the slowest since June 2020. The sharp rise in borrowing costs is clearly leading home builders to scale back production plans, with single-family permits recently taking a downward trajectory. Single-family permits dropped 8% in June, the fourth consecutive drop. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
	5.25%	5.35%	
10 Yr Yield	4.88%	4.99%	
	2.82%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	2	7	0	0	79	7	0.59	0.24
Enclave - Cascade Collection	Century S/O	FR		ATMJ	81	0	S/O	7	1	0	81	31	0.61	1.07
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	4	7	0	0	55	16	0.39	0.55
Atlas at Mssion Village	KB Home	HY		ATMJ	72	0	2	23	2	0	41	41	4.04	4.04
Aspect at Innovation	Lennar	FR		ATMJ	167	0	5	14	0	0	39	20	0.99	0.69
Bungalows at Bridgeway	Lennar	NK		DTMJ	91	0	1	11	0	0	90	30	0.95	1.03
Chroma at Innovation	Lennar	FR		ATMJ	146	0	4	15	0	0	14	14	1.38	1.38
Courts at Bridgeway	Lennar	NK		ATMJ	81	0	2	11	0	0	70	12	0.94	0.41
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	6	15	0	0	22	16	0.63	0.55
Matrix at Innovation	Lennar	FR		ATMJ	53	0	2	14	2	0	33	15	0.78	0.52
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	1	11	0	0	45	15	0.91	0.52
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	5	11	0	0	72	16	0.83	0.55
Villas at Bridgeway	Lennar	NK		DTMJ	137	3	4	11	1	0	99	25	1.04	0.86
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	5	0	0	28	9	0.35	0.31
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	5	1	0	48	13	0.61	0.45
Landing at Bay37	Pulte	AL		ATMJ	96	0	3	4	0	0	72	41	0.91	1.41
Lookout at Bay37	Pulte	AL		ATMJ	138	0	2	4	2	0	38	11	0.48	0.38
Line at SoHay	Taylor Morrison	HY		ATST	198	0	7	6	0	1	172	41	1.01	1.41
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	5	0	0	91	0	0.53	0.00
Ellis at Central Station	TRI PoinTE	OK		ATMJ	128	0	2	13	2	0	61	24	0.54	0.83
TOTALS: No. Reporting: 20		Avg. Sales: 0.50		Traffic to Sales: 18 : 1			57	199	11	1	1250	397	Net: 10	
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 6									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	20	5	0	1	90	18	1.12	0.62	
Hyde Park at Boulevard	Brookfield	DB	ATMJ	102	0	1	1	0	0	101	17	0.81	0.59	
Melrose at Boulevard	Brookfield	DB	DTMJ	75	0	11	16	1	0	25	25	1.88	1.88	
Lombard at Boulevard	Lennar	DB	DTMJ	100	0	8	8	0	0	10	10	0.99	0.99	
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	3	0	0	0	108	20	0.76	0.69	
Venice at Boulevard	Lennar	DB	ATMJ	91	0	2	8	2	0	14	14	1.36	1.36	
TOTALS: No. Reporting: 6		Avg. Sales: 0.33		Traffic to Sales: 13 : 1			45	38	3	1	348	104	Net: 2	
City Codes: DB = Dublin														

Diablo Valley				Projects Participating: 3									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Oak Park	Davidon	PH	DTMJ	34	0	10	25	0	0	7	7	0.26	0.26
Woodbury Highlands	Davidon	LF	ATMJ	99	0	14	12	0	0	28	16	0.29	0.55
The Brant	Lennar	LF	ATMJ	66	0	3	0	0	0	9	7	0.26	0.24
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: NA			27	37	0	0	44	30	Net: 0
City Codes: PH = Pleasant Hill, LF = Lafayette													

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	4	5	0	0	97	13	0.91	0.45
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			4	5	0	0	97	13	Net: 0	
City Codes: SR = San Ramon														

Antioch/Pittsburg					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cielo at Sand Creek- Horizon	Century	AN	DTMJ	175	0	4	13	1	0	147	29	1.47	1.00	
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	8	31	1	0	242	26	0.96	0.90	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	8	22	0	2	92	27	1.01	0.93	
Luca at Aviano	DeNova	AN	DTMJ	194	0	4	24	1	1	93	51	1.87	1.76	
Luna at Aviano	Lennar	AN	DTMJ	102	0	4	7	0	0	33	22	0.96	0.76	
Oriana at Aviano	Lennar	AN	DTMJ	115	0	4	7	2	2	37	26	1.08	0.90	
Haven at Vista Del Mar	Taylor Morrison	PT	DTST	60	0	7	2	2	0	45	10	0.55	0.34	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	5	5	0	0	75	22	0.83	0.76	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	16	5	2	1	31	19	0.58	0.66	
TOTALS: No. Reporting: 9		Avg. Sales: 0.33		Traffic to Sales: 13 : 1			60	116	9	6	795	232	Net: 3	
City Codes: AN= Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 7									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	81	0	4	19	0	0	77	8	0.51	0.28
Chandler	Brookfield	BT		DTMJ	160	0	17	12	0	0	61	30	1.26	1.03
Bennett Estates	DeNova	BT		DTMJ	14	0	5	17	1	0	7	7	0.66	0.66
Cypress Crossings	KB Home	OY	New	DTMJ	98	5	3	39	2	0	2	2	7.00	7.00
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	4	5	1	0	26	26	1.17	1.17
Alicante	Meritage	OY		DTMJ	157	0	22	11	1	1	135	46	1.59	1.59
Orchard Trails	Shea	BT		DTMJ	78	0	4	13	0	1	30	20	0.79	0.69
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 23 : 1				59	116	5	2	338	139	Net: 3
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Willow at University District	DR Horton	RP		DTMJ	128	0	5	8	0	0	27	27	1.33	1.33
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	2	0	0	30	13	0.60	0.45
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	4	4	0	0	4	4	0.64	0.64
Seasons at University District	Richmond American	RP		DTMJ	52	0	5	2	1	0	10	10	0.49	0.49
Meadow Creek	Ryder	SR	Rsv's	DTMJ	48	2	2	6	0	0	32	8	0.55	0.28
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	7	0	0	80	22	0.90	0.76
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	9	0	0	22	15	0.47	0.52
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	60	3	0.24	0.10
TOTALS: No. Reporting: 9		Avg. Sales: 0.11		Traffic to Sales: 38 : 1				21	38	1	0	281	102	Net: 1
City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa														

Marin County					Projects Participating: 2									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Verandah	Landsea	NV	ATMJ	80	0	1	24	0	0	26	18	0.54	0.62	
The Strand (Detached)	Trumark	SN	DTMJ	37	0	12	5	0	0	10	10	0.28	0.34	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			13	29	0	0	36	28	Net: 0	
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Lofton at Portola		TRI Pointe		SF	ATMJ	54	0	3	6	0	0	18	5	0.25	0.17
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				3	6	0	0	18	5	Net: 0	
City Codes: SF = San Francisco															

San Mateo County				Projects Participating: 5									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
One 90 - Borelle	Pulte	SM	DTMJ	29	0	4	5	0	0	24	3	0.30	0.10
One 90 - Cobalt	Pulte	SM	ATMJ	54	0	4	4	1	1	16	16	0.57	0.55
One 90 - Indigo	Pulte	SM	ATMJ	54	0	4	5	0	1	37	32	1.05	1.10
One 90 - Slate	Pulte	SM	ATMJ	57	0	2	4	1	0	49	19	0.62	0.66
Laguna Vista	SummerHill	FC	ATMJ	70	0	4	24	0	0	22	22	1.21	1.21
TOTALS: No. Reporting: 5		Avg. Sales: 0.00		Traffic to Sales: 21 : 1			18	42	2	2	148	92	Net: 0
City Codes: SM= San Mateo, FC= Foster City													

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 13									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	8	10	0	0	8	8	0.72	0.72
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	0	3	11	3	1	59	38	1.63	1.31
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	0	4	2	0	0	31	12	0.79	0.41
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	2	10	0	0	158	12	1.56	0.41
Lavender	Landsea	SV		ATMJ	128	0	3	6	0	0	40	30	0.99	1.03
Gateway at Central	Pulte	SJ		ATMJ	72	0	4	15	0	0	8	8	0.79	0.79
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	4	8	1	0	44	26	0.88	0.90
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	9	8	0	0	39	14	0.63	0.48
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	10	8	0	0	36	17	0.58	0.59
Nuevo - Terraces	SummerHill	SC		ATST	176	0	10	21	0	0	166	15	0.90	0.52
Ov8tion	Taylor Morrison	SV		ATMJ	107	0	11	8	0	1	68	30	1.13	1.03
Lotus at Urban Oak	TRI Pointe	SJ	New	DTMJ	123	10	10	17	0	0	0	0	0.00	0.00
Jasper	Trumark	MH		ATMJ	101	0	9	4	0	0	20	20	0.90	0.90
TOTALS: No. Reporting: 13		Avg. Sales: 0.15		Traffic to Sales: 32 : 1			87	128	4	2	677	230	Net: 2	
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.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Roberts Ranch	KB Home	HO	DTMJ	192	0	2	19	1	0	130	36	1.73	1.24
Polo Ranch	Lennar	SV	DTMJ	40	4	3	3	2	0	31	18	0.79	0.62
Montclair	Meritage	HO	DTMJ	99	3	5	11	2	1	72	44	1.19	1.52
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	4	13	1	0	61	31	1.19	1.07
Enclave, The	Shea	SS	DTMJ	61	0	4	11	0	0	32	17	0.53	0.59
Sea House II at The Dunes	Shea	MA	ATMJ	79	0	3	5	1	0	44	19	0.86	0.66
Surf House II at The Dunes	Shea	MA	DTMJ	48	0	4	5	0	0	23	14	0.45	0.48
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 10 : 1			25	67	7	1	393	179	Net: 6
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside													

Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 25									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hrizon at One Lake	Brookfield	FF		ATMJ	50	0	12	20	0	0	6	6	0.45	0.45
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	17	34	0	1	5	5	0.38	0.38
Monte Verde	Century	FF		DTMJ	124	0	3	22	1	0	6	6	0.82	0.82
Luminescence at Liberty	DeNova	RV	Rsv's	AASF	311	0	2	17	2	1	65	43	1.20	1.48
One56	DeNova	FF	Rsv's	DTMJ	56	0	6	55	1	0	5	5	2.33	2.33
Savannah II at Homestead	DR Hbrton	DX		DTST	74	0	3	6	1	1	36	36	1.37	1.37
Four Seasons at Homestead- Autumn	K Hovnanian	DX	New	AASF	152	5	3	2	0	0	2	2	1.56	1.56
Four Seasons at Homestead- Spring	K Hovnanian	DX	New	AASF	150	4	3	2	1	0	1	1	0.78	0.78
Wildhaw k at Roberts Ranch	KB Home	VC		DTMJ	88	0	5	20	1	0	32	27	0.85	0.93
Oreston at One Lake	Lennar	FF		DTMJ	130	0	5	8	0	0	100	31	1.06	1.07
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	3	2	0	0	26	16	0.66	0.55
Homestead	Meritage	DX		DTMJ	99	0	5	11	0	0	81	32	1.12	1.10
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	2	5	0	0	5	5	0.33	0.33
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	2	8	2	1	10	10	0.58	0.58
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	6	4	0	0	80	4	0.78	0.14
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	4	4	1	1	23	16	0.52	0.55
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	5	4	2	0	10	10	0.61	0.61
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	7	5	0	1	57	20	0.82	0.69
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	1	19	1	0	32	32	1.66	1.66
Farmstead Square	Taylor Morrison TSO	VC		DTMJ	130	0	TSO	6	1	0	79	22	0.92	0.76
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	2	7	1	0	30	25	1.00	0.86
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	4	1	0	0	116	5	0.70	0.17
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	2	4	0	0	94	26	1.04	0.90
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	5	5	0	0	66	14	0.74	0.48
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	1	6	0	0	53	17	0.71	0.59
TOTALS: No. Reporting: 25		Avg. Sales: 0.36		Traffic to Sales: 18 : 1			108	277	15	6	1020	416	Net: 9	
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

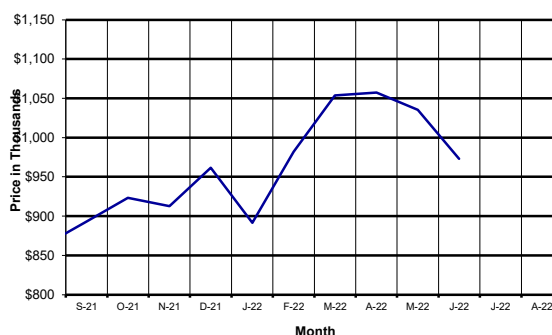
Bay Area			Projects Participating: 108						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 108	Avg. Sales: 0.33	Traffic to Sales: 19 : 1	527	1098	57	21	5445	1967	Net: 36
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

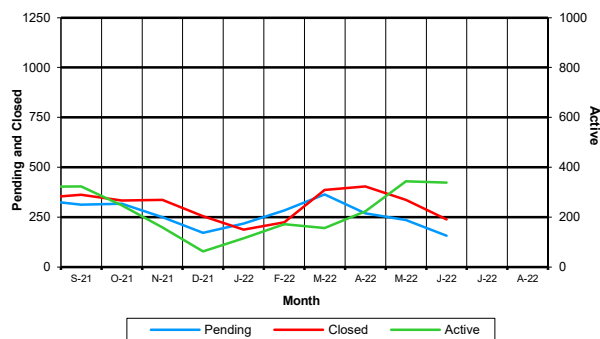
San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	159	37	250	21	337	912,541
Dec-21	62	53	171	22	255	961,501
Jan-22	115	23	217	13	187	891,286
Feb-22	172	11	284	9	224	981,926
Mar-22	156	14	363	7	386	1,053,845
Apr-22	223	17	269	10	404	1,057,560
May-22	343	21	235	13	336	1,035,397
Jun-22	338	29	156	18	239	973,041

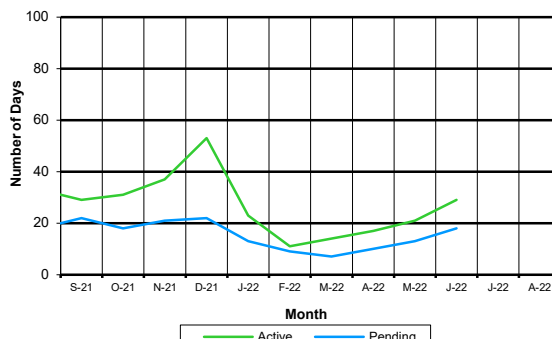
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



## San Jose Metro SFD Monthly MLS Survey

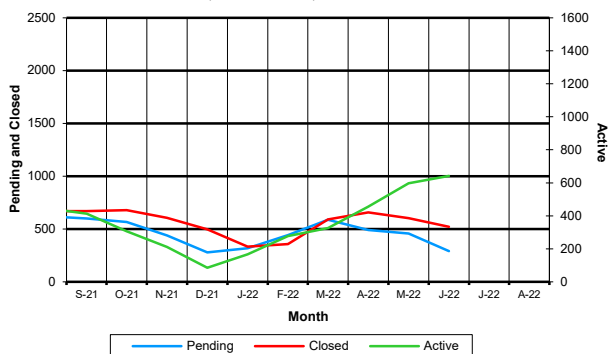
San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	212	53	438	16	607	1,682,047
Dec-21	85	77	279	12	497	1,700,281
Jan-22	166	34	318	15	334	1,723,298
Feb-22	278	23	443	8	357	1,809,662
Mar-22	326	23	587	9	592	1,811,625
Apr-22	455	22	490	10	656	1,904,125
May-22	598	24	458	13	603	1,927,395
Jun-22	641	32	292	21	521	1,822,266

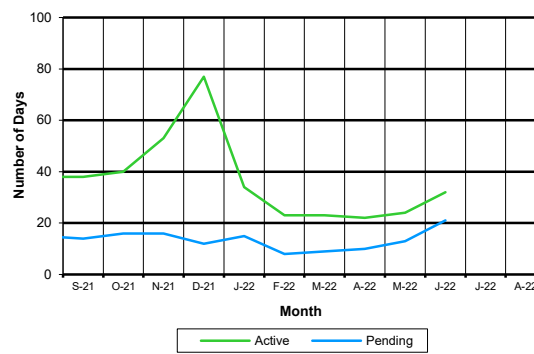
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



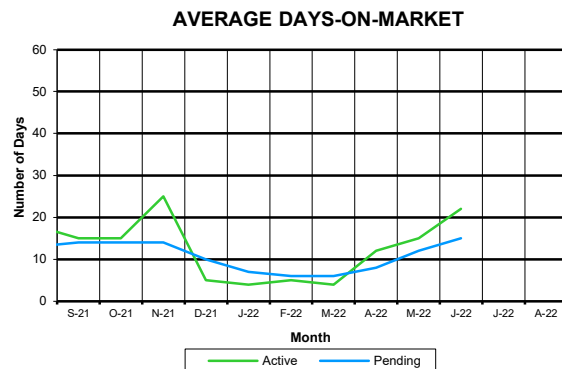
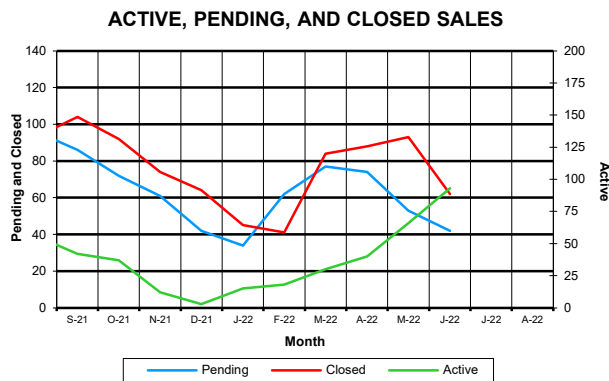
AVERAGE DAYS-ON-MARKET



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

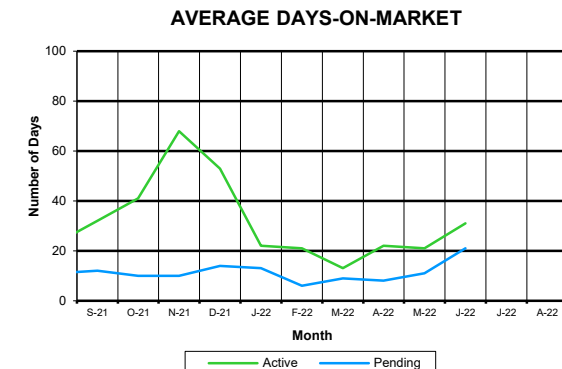
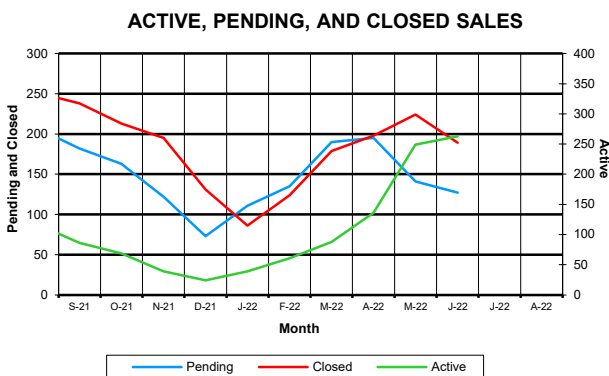
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	12	25	61	14	74	904,216
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832
Feb-22	18	5	62	6	41	926,881
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875
May-22	66	15	53	12	93	999,018
Jun-22	93	22	42	15	62	932,604



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

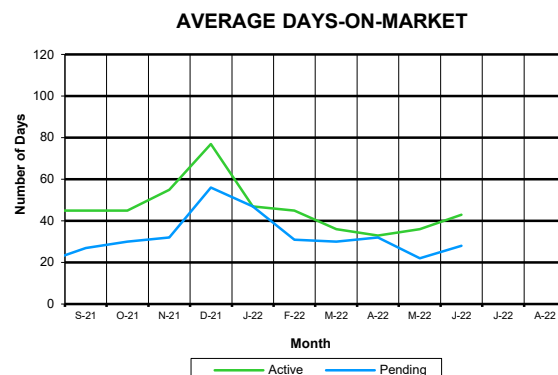
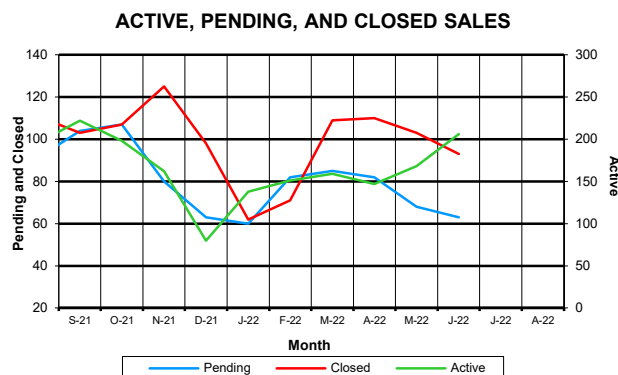
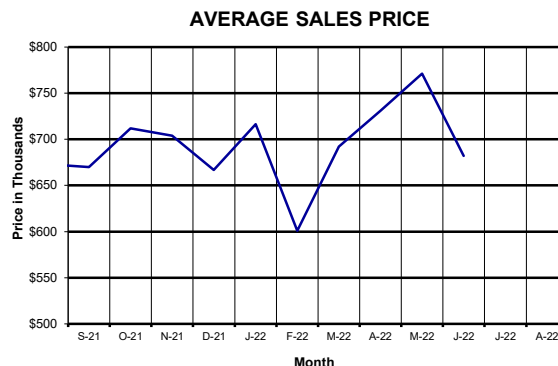
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	39	68	122	10	195	1,531,337
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792
Feb-22	61	21	135	6	124	1,606,440
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648
May-22	249	21	141	11	224	1,910,805
Jun-22	263	31	127	21	189	1,659,661





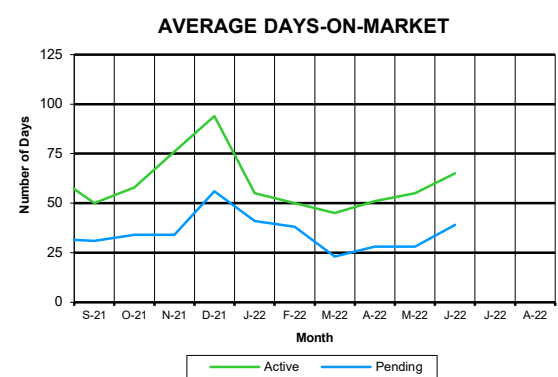
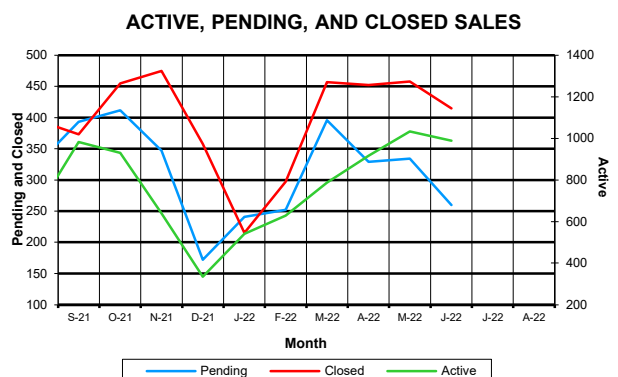
## Oakland-Emeryville Attd. Monthly MLS Survey

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



## San Francisco Attd. Monthly MLS Survey

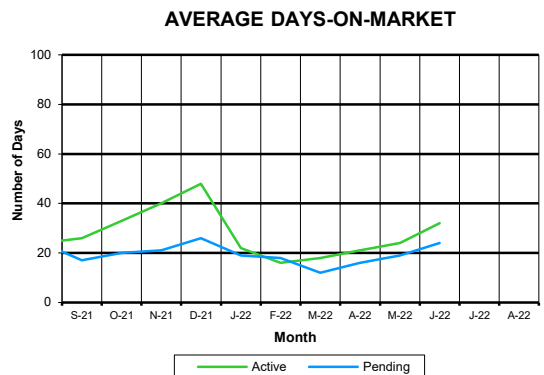
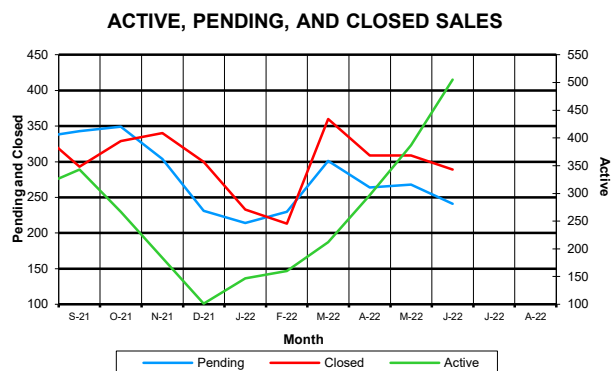
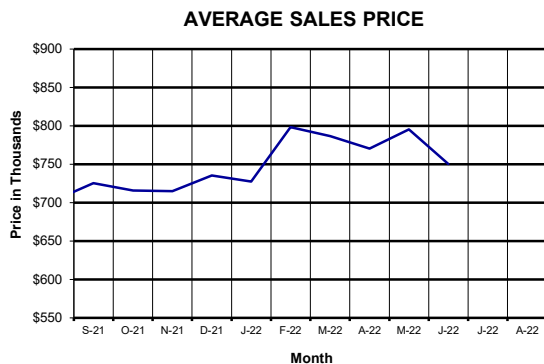
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	640	76	347	34	475	1,636,971
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904
Feb-22	628	50	252	38	297	1,526,995
Mar-22	787	45	396	23	457	1,562,537
Apr-22	917	51	329	28	452	1,492,500
May-22	1,033	55	334	28	458	1,571,470
Jun-22	989	65	260	39	415	1,584,763



## E. Contra Costa SFD Monthly MLS Survey

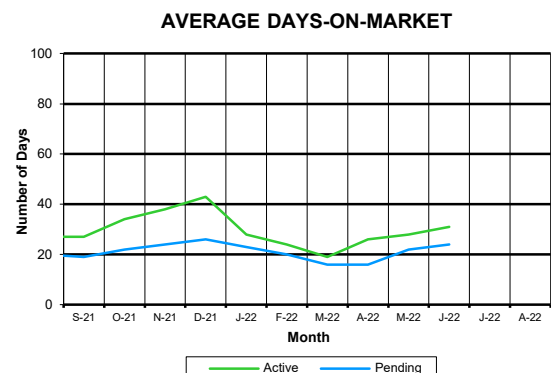
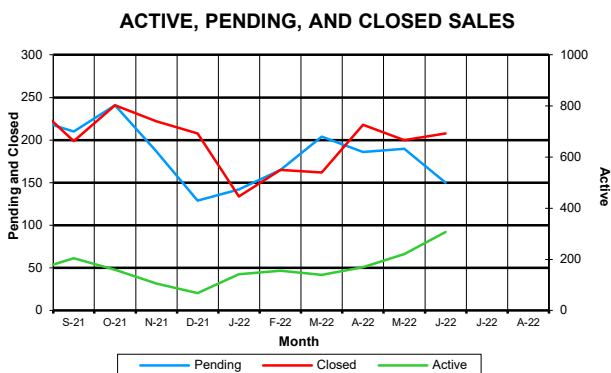
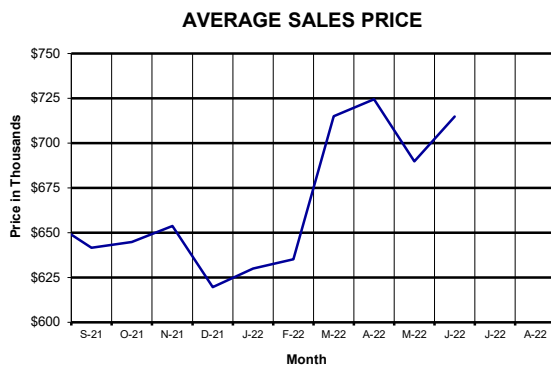
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	184	40	304	21	340	714,891
Dec-21	101	48	231	26	300	735,336
Jan-22	147	22	214	19	233	727,683
Feb-22	160	16	230	18	213	798,456
Mar-22	212	18	301	12	360	786,734
Apr-22	297	21	264	16	309	770,430
May-22	387	24	268	19	309	795,529
Jun-22	505	32	241	24	289	750,411



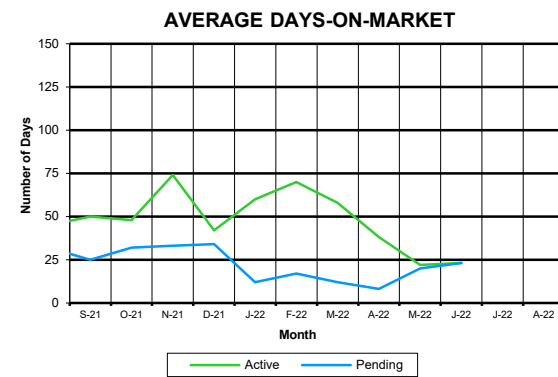
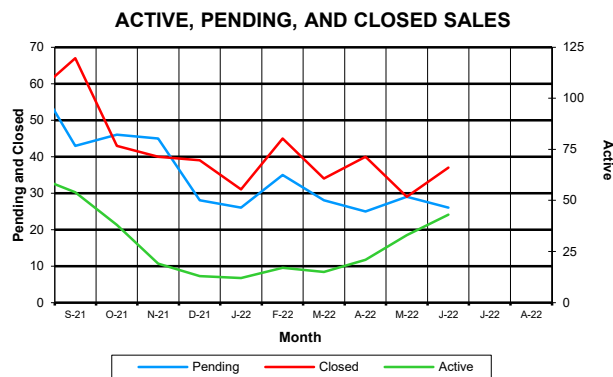
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	105	38	187	24	222	653,746
Dec-21	67	43	129	26	208	619,626
Jan-22	142	28	142	23	134	629,945
Feb-22	156	24	165	20	165	635,145
Mar-22	140	19	204	16	162	715,130
Apr-22	170	26	186	16	218	724,477
May-22	221	28	190	22	200	689,814
Jun-22	307	31	150	24	208	714,915



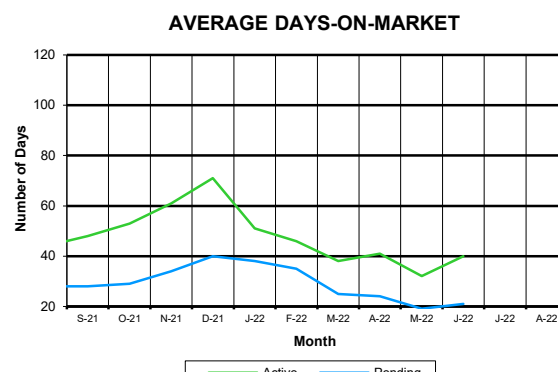
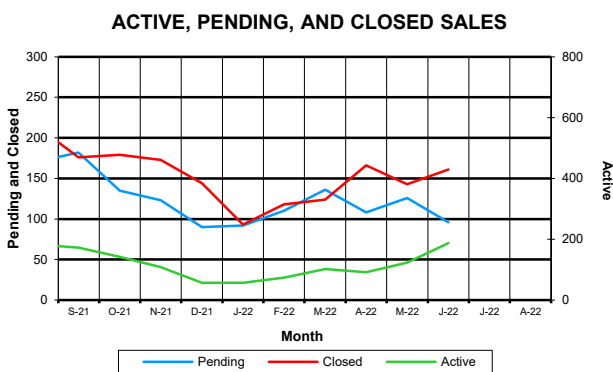
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	19	74	45	33	40	635,579
Dec-21	13	42	28	34	39	511,893
Jan-22	12	60	26	12	31	604,378
Feb-22	17	70	35	17	45	605,400
Mar-22	15	58	28	12	34	602,058
Apr-22	21	38	25	8	40	589,647
May-22	33	22	29	20	29	547,477
Jun-22	43	23	26	23	37	622,768



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	109	61	123	34	173	749,803
Dec-21	57	71	90	40	144	791,474
Jan-22	57	51	92	38	93	889,222
Feb-22	74	46	110	35	118	896,745
Mar-22	102	38	136	25	124	815,671
Apr-22	92	41	108	24	166	867,859
May-22	123	32	126	19	143	857,577
Jun-22	188	40	96	21	161	871,404



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

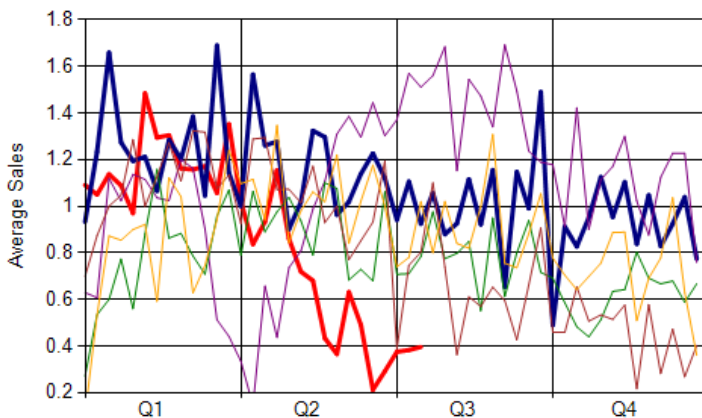
## Central Valley

Ending: Sunday, July 24, 2022

Week 29

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Tracy/Mountain House		11	218	4	0	4	0.36	0.86	-58%	0.66	-45%
San Joaquin County		49	610	39	19	20	0.41	0.98	-58%	0.70	-41%
Stanislaus County		7	42	9	4	5	0.71	1.04	-31%	0.75	-4%
Merced County		6	35	1	2	-1	-0.17	0.58	-129%	0.28	-160%
Madera County		1	1	1	1	0	0.00	0.89	-100%	0.64	-100%
Fresno County		17	71	17	9	8	0.47	0.79	-41%	0.38	23%
<b>Current Week Totals</b>		<b>91</b>	<b>977</b>	<b>71</b>	<b>35</b>	<b>36</b>	<b>0.40</b>	<b>0.87</b>	<b>-55%</b>	<b>0.58</b>	<b>-32%</b>
Per Project Average			11	0.78	0.38	0.40					
<b>Year Ago - 07/25/2021</b>		<b>106</b>	<b>1351</b>	<b>111</b>	<b>13</b>	<b>98</b>	<b>0.92</b>	<b>1.19</b>	<b>-22%</b>	<b>1.12</b>	<b>-18%</b>
<b>% Change</b>		<b>-14%</b>	<b>-28%</b>	<b>-36%</b>	<b>169%</b>	<b>-63%</b>	<b>-57%</b>	<b>-27%</b>		<b>-48%</b>	

52 Weeks Comparison



Year to Date Averages Through Week 29

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	1.03	0.11	0.92	0.87
■	2018	68	24	1.17	0.15	1.02	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	83	22	1.21	0.20	1.01	1.11
■	2021	105	16	1.30	0.11	1.19	1.09
■	2022	102	14	1.06	0.19	0.87	0.87
% Change:		-3%	-17%	-19%	62%	-27%	-20%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Last week began with an eye-catching plunge in home builder sentiment. July's NAHB Housing Market Index dropped 12 points to 55, the second largest monthly decline on record behind April 2020's pandemic-induced collapse. There was not a bright spot to be found in the underlying details, with measures of buyer traffic and single-family sales, both present and future, posting substantial declines. For most of the past two years, home builders have been navigating a rising cost environment, namely for building materials, labor and land. However, the straw that breaks the back of builder sentiment now appears to be higher financing costs. According to Freddie Mac, the average 30-year mortgage was 5.54% during the week ended July 21, a jump from the 3.22% averaged during the first week of 2022. Total housing starts declined 2.0% to a 1.559 million-unit pace during June, below consensus estimates for a modest increase following May's sharp contraction. Single-family starts dropped 8.1%, the fourth consecutive monthly decline. Single-family starts are now running at a 982,000-unit pace, which is a bit higher than the sluggish pace registered for much of the decade predating the pandemic, but still the slowest since June 2020. The sharp rise in borrowing costs is clearly leading home builders to scale back production plans, with single-family permits recently taking a downward trajectory. Single-family permits dropped 8% in June, the fourth consecutive drop. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>5.25%</b>	<b>5.35%</b>	
	<b>4.88%</b>	<b>4.99%</b>	
<b>10 Yr Yield</b>	<b>2.82%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Legacy at College Park	Century	MH		DTMJ	133	0	4	10	0	0	127	38	1.42	1.31
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	4	37	0	0	78	28	1.47	0.97
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	1	37	0	0	37	16	0.70	0.55
Townsend at Ellis	Landsea	TR		DTMJ	104	0	6	37	0	0	98	59	2.32	2.03
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	4	22	1	0	33	33	1.26	1.26
Hillview	Lennar	TH		DTMJ	214	2	8	22	1	0	4	4	0.56	0.56
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	4	12	0	0	157	25	0.91	0.86
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	1	3	13	1	0	123	21	0.84	0.72
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	11	0	0	97	26	1.35	0.90
Langston at Mountain House	Shea	MH		ATMJ	171	0	4	11	0	0	163	21	1.25	0.72
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	1	6	1	0	97	8	0.89	0.28
TOTALS: No. Reporting: 11		Avg. Sales: 0.36		Traffic to Sales: 55 : 1			42	218	4	0	1014	279	Net: 4	
City Codes: MH= Mountain House, TR= Tracy, TH= Tracy Hills														

Stockton/Lodi				Projects Participating: 12										
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Palomino at Westlake	DR Horton	S/O	SK	DTMJ	116	0	S/O	1	1	0	116	42	1.61	1.45
Solari Ranch II	DR Horton		SK	DTST	65	0	1	5	1	0	59	49	1.33	1.69
Talavera	DR Horton		LD	DTMJ	27	2	3	3	1	0	2	2	0.47	0.47
Aspire at River Terrace II	K Hovnanian		SK	DTMJ	107	0	5	9	1	1	71	21	1.06	0.72
Encantada at Vineyard Terrace	K Hovnanian		LD	DTMJ	108	0	2	1	0	1	106	0	0.81	0.00
Montevello II	KB Home		SK	DTST	103	0	3	6	0	1	100	21	1.12	0.72
Santorini	KB Home		SK	DTMJ	86	6	5	9	4	1	63	32	1.24	1.10
Verona at Destinations	KB Home		SK	ATMJ	106	0	3	14	0	0	71	34	1.08	1.17
Keys at Westlake	Lennar		SK	DTMJ	101	0	5	9	0	0	86	22	0.80	0.76
Westlake	Meritage		SK	DTMJ	84	6	2	23	6	0	24	24	1.25	1.25
Autumn Trails at Westlake	Richmond American		SK	DTMJ	112	3	5	5	2	1	22	22	1.03	1.03
Summers Bend at Westlake	Richmond American		SK	DTMJ	96	0	4	6	0	1	16	16	0.83	0.83
TOTALS: No. Reporting: 12		Avg. Sales: 0.83		Traffic to Sales: 6 : 1			38	91	16	6	736	285	Net: 10	
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 37									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	2	0	0	80	16	0.53	0.55
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	3	45	2	0	119	53	2.19	1.83
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	2	9	2	0	72	44	1.66	1.52
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	3	9	0	0	20	20	1.23	1.23
Summit at North Main	DR Horton	MN		DTST	67	0	3	10	3	1	23	23	1.19	1.19
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	3	3	15	1	0	2	2	0.88	0.88
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	3	1	1	0	93	21	1.19	0.72
Balboa at River Islands	Kiper	LP		DTMJ	77	0	6	24	0	1	61	24	1.08	0.83
Catalina II at River Islands	Kiper TSO	LP		DTMJ	101	0	TSO	15	0	0	76	25	1.06	0.86
Freestone	Kiper TSO	MN		DTMJ	60	0	TSO	13	1	0	26	26	1.22	1.22
Skye at River Islands	Kiper TSO	LP		DTMJ	155	0	TSO	52	0	0	32	32	0.86	1.10
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	11	10	1	0	110	5	0.34	0.17
Horizon at River Islands	Lennar	LP		DTMJ	143	0	5	16	0	0	99	47	1.34	1.62
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	6	17	2	2	108	49	1.46	1.69
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	3	4	22	1	0	50	35	1.16	1.21
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	5	11	0	1	93	37	1.25	1.28
Laguna at River Islands	Pulte	LP		DTMJ	110	0	8	5	1	1	35	24	0.96	0.83
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	4	7	1	1	44	32	1.21	1.10
Sunset at River Islands	Pulte	LP		DTMJ	122	0	1	0	2	1	121	36	1.53	1.24
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	3	17	0	0	46	46	1.17	1.59
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	3	17	0	0	66	48	1.64	1.66
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	5	4	1	0	8	8	0.57	0.57
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	9	0	0	72	31	1.34	1.07
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	6	1	0	0	11	11	0.78	0.78
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	3	0	2	22	22	0.84	0.84
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	7	9	1	2	35	27	1.05	0.93
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	8	8	0	1	105	13	0.70	0.45
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	11	7	19	0	0	44	28	1.02	0.97
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	0	4	1	0	0	102	0	0.93	0.00
Journey at Stanford Crossing	TRI Pointe	LP	Rsv's	DTMJ	81	0	4	8	1	0	2	2	0.48	0.48
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	4	9	0	0	23	23	1.13	1.13
Avalon at River Islands	Trumark	LP		DTMJ	57	0	6	29	0	0	30	30	1.11	1.11
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	5	29	0	0	28	28	1.32	1.32
Dawn at The Collective	Trumark	MN		AASF	76	0	7	12	0	0	3	3	0.16	0.16
Vida at The Collective	Trumark	MN		AASF	103	0	10	12	1	0	7	7	0.31	0.31
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	1	18	0	0	5	5	0.80	0.80
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	4	31	1	0	86	23	1.14	0.79
TOTALS: No. Reporting: 37		Avg. Sales: 0.27		Traffic to Sales: 23 : 1				160	519	23	13	1959	906	Net: 10
City Codes: MN= Manteca, LP= Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Bruin Heights	DR Horton	WF		DTST	51	0	1	5	6	1	28	28	1.26	1.26
Edgewater	DR Horton	WF		DTST	75	0	5	0	0	1	67	27	1.09	0.93
Aspire at Apricot Grove II	K Hovnanian	FR		DTMJ	150	0	2	2	1	0	84	33	1.49	1.14
Fieldstone II	KB Home	HG		DTST	50	3	5	1	2	0	13	13	0.98	0.98
Turnleaf at Patterson Ranch	KB Home	FR		DTST	190	0	5	12	0	0	144	28	1.23	0.97
TOTALS: No. Reporting: 5		Avg. Sales: 1.40		Traffic to Sales: 2 : 1				18	20	9	2	336	129	Net: 7
City Codes: WF = Waterford, FR = Patterson, HG = Hughson														

Turlock					Projects Participating: 2								
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week
Marcona	Bright	KY	DTMJ	116	0	7	8	0	1	9	9	0.97	0.97
Les Chateaux	KB Home	TK	DTMJ	60	0	6	14	0	1	22	22	0.99	0.99
TOTALS: No. Reporting: 2		Avg. Sales: -1.00		Traffic to Sales: NA			13	22	0	2	31	31	Net: -2
City Codes: KY = Keyes, TK = Turlock													

Merced County					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Summer Creek	Bright	MD	DTMJ	120	0	1	0	0	0	117	1	0.70	0.03	
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	0	8	N/A	0	0	11	11	0.49	0.49	
Monterra V	DR Horton	MD	DTST	35	0	3	6	0	0	29	29	1.10	1.10	
Pacheco Pointe	DR Horton	LB	DTST	118	0	8	2	0	1	110	45	1.43	1.55	
Panorama	DR Horton	MD	DTST	192	0	12	5	0	0	180	13	1.10	0.45	
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	5	7	0	1	32	21	0.68	0.72	
Sunrise Ranch	Meritage	LB	DTMJ	87	0	31	15	1	0	30	24	0.83	0.83	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	45	0	3	N/A	0	0	40	23	0.99	0.79	
Cypress Terrace	Stonefield Home	MD	DTST	125	0	4	N/A	0	0	102	11	0.68	0.38	
Sunrise Ranch	Stonefield Home	LB	ATST	14	0	3	N/A	0	0	11	6	0.22	0.21	
Villas II, The	Stonefield Home	LB	DTST	191	0	3	N/A	0	0	77	20	0.99	0.69	
TOTALS: No. Reporting: 6		Avg. Sales: -0.17		Traffic to Sales: 35 : 1			81	35	1	2	739	204	Net: -1	
City Codes: MD = Merced, LB = Los Banos														

Madera County				Projects Participating: 3									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Greenhills Estates	Century	CW	DTMJ	70	0	8	NA	0	0	5	5	0.29	0.29
Pheasant Run	Century	CW	DTMJ	70	0	8	NA	0	0	47	36	1.23	1.24
Riverstone - Clementine I	Lennar	MDA	DTST	108	0	5	1	1	1	86	33	1.10	1.14
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: 1 : 1			21	1	1	1	138	74	Net: 0
City Codes: CW = Chowchilla, MDA = Madera													

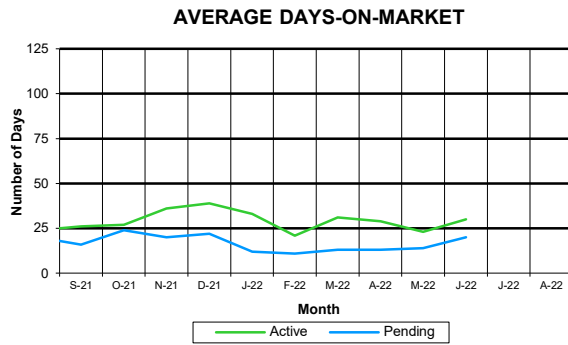
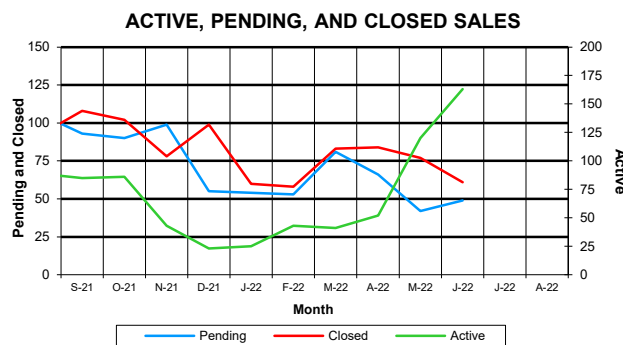
Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 22									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	8	N/A	0	0	32	24	0.79	0.83
Meadowood II	Century	FR		ATMJ	127	0	5	N/A	0	0	84	48	1.64	1.66
Monarch	Century	KB		DTMJ	64	0	8	N/A	0	0	29	27	0.57	0.93
Olivewood	Century	FR		DTMJ	169	0	5	N/A	0	0	104	62	1.79	2.14
The Crossings II	Century	KER		DTMJ	104	0	9	N/A	0	0	32	32	1.44	1.44
River Pointe	DR Horton	REE		DTMJ	84	0	8	8	2	0	72	31	1.06	1.07
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	2	0	0	126	0	0.72	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	3	1	0	0	22	22	0.81	0.81
Centrella Villas	KB Home TSO	FR	New	DTMJ	146	3	TSO	3	3	0	3	3	10.50	10.50
Marshall Estates	KB Home	FO		DTST	76	0	2	20	4	1	64	26	1.20	0.90
Anatole- Clementine	Lennar	FR		DTMJ	137	0	3	4	3	0	81	37	1.16	1.28
Anatole- Coronet	Lennar	FR		DTMJ	99	0	3	4	0	0	60	6	0.86	0.21
Arboralla - Clementine	Lennar	CV		DTST	137	0	4	4	2	1	88	37	1.32	1.28
Brambles- Starling	Lennar	FR		ATST	150	0	4	6	0	1	69	18	0.99	0.62
Brambles- Wilde	Lennar	FR		DTST	89	0	6	3	1	0	58	10	0.83	0.34
Daffodil Hill - Clementine	Lennar	FR		DTMJ	109	0	5	1	1	1	28	28	1.38	1.38
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	5	2	0	0	60	4	0.72	0.14
Fancher Creek - Coronet II	Lennar	FR		DTMJ	138	0	5	2	0	1	20	7	0.49	0.24
Fancher Creek California II	Lennar	FR		DTMJ	106	0	2	2	0	0	45	18	0.96	0.62
Heritage Grove - Coronet	Lennar S/O	CV		DTST	63	0	S/O	1	0	0	63	7	0.64	0.24
Sterling Acres- Coronet	Lennar	FR		DTMJ	95	0	7	6	0	4	28	28	1.32	1.32
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	160	0	7	2	1	0	46	17	0.70	0.59
TOTALS: No. Reporting: 17		Avg. Sales: 0.47		Traffic to Sales: 4 : 1				105	71	17	9	1214	492	Net: 8
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis														

Central Valley				Projects Participating: 103						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 91	Avg. Sales: 0.40	Traffic to Sales: 14 : 1	478	977	71	35	6167	2400	Net: 36	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										



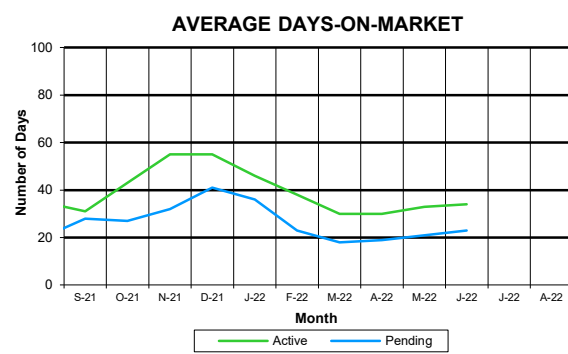
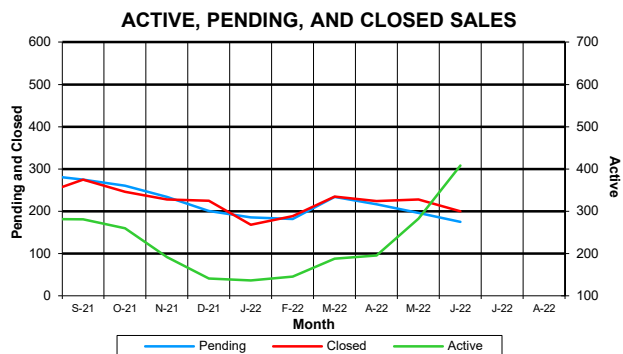
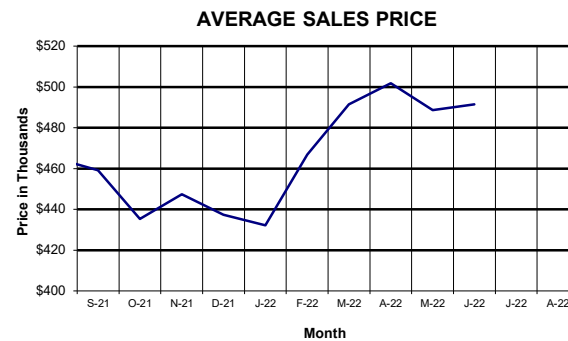
## Tracy SFD Monthly MLS Survey

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



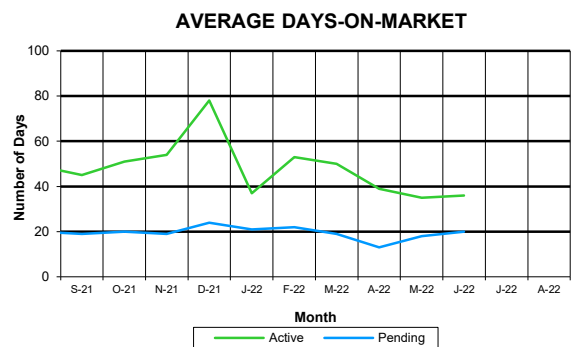
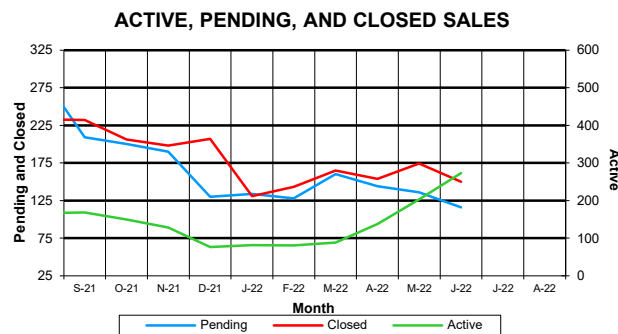
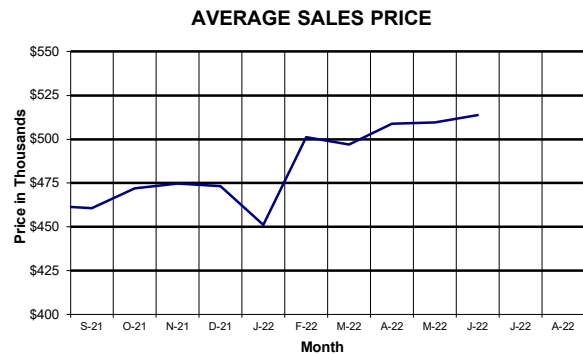
## Stockton SFD Monthly MLS Survey

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



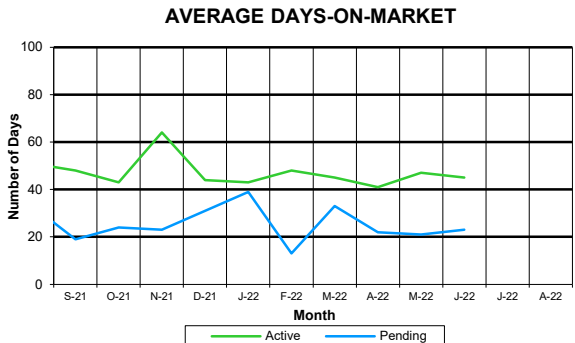
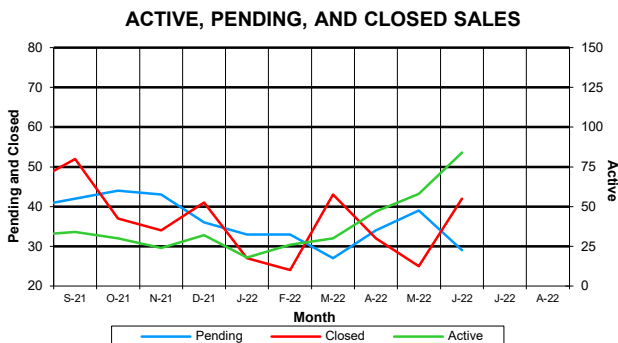
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	128	54	190	19	198	474,799
Dec-21	77	78	130	24	207	473,305
Jan-22	82	37	134	21	131	451,174
Feb-22	81	53	128	22	143	501,184
Mar-22	88	50	160	19	165	496,951
Apr-22	138	39	144	13	154	508,932
May-22	203	35	136	18	174	509,604
Jun-22	273	36	116	20	150	513,650



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	24	64	43	23	34	400,070
Dec-21	32	44	36	31	41	387,268
Jan-22	18	43	33	39	27	377,370
Feb-22	26	48	33	13	24	421,170
Mar-22	30	45	27	33	43	423,583
Apr-22	47	41	34	22	32	373,108
May-22	58	47	39	21	25	421,362
Jun-22	84	45	29	23	42	429,170



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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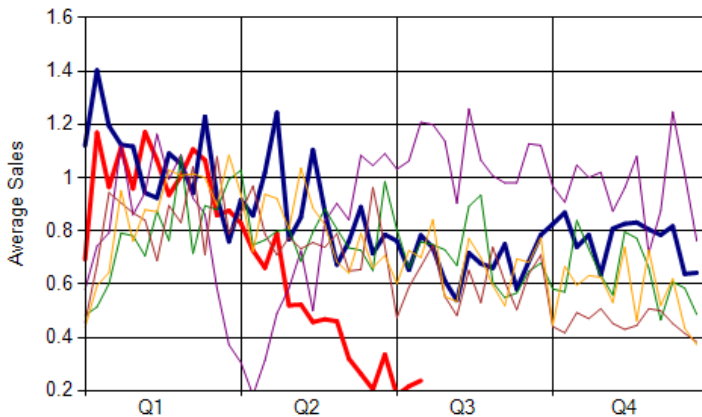
## Sacramento

Ending: Sunday, July 24, 2022

Week 29

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.	
South Sacramento			19	195	4	1	3	0.16	0.74	-79%	0.45	-65%	
Central & North Sacramento			40	427	15	11	4	0.10	0.73	-86%	0.45	-78%	
Folsom			18	193	7	1	6	0.33	0.60	-45%	0.34	-1%	
El Dorado			10	79	4	1	3	0.30	0.55	-45%	0.35	-15%	
Placer & Nevada			71	834	27	12	15	0.21	0.67	-69%	0.39	-46%	
Yolo			5	43	0	1	-1	-0.20	0.68	-129%	0.59	-134%	
Amador County			1	1	0	0	0	0.00	0.24	-100%	0.23	-100%	
Northern Counties			13	87	13	1	12	0.92	0.84	9%	0.51	82%	
Current Week Totals		Traffic : Sales 27 : 1	177	1859	70	28	42	0.24	0.69	-66%	0.41	-43%	
Per Project Average			11		0.40	0.16	0.24						
Year Ago - 07/25/2021		Traffic : Sales 21 : 1	166	2979	141	11	130	0.78	0.94	-17%	0.85	-8%	
% Change			7%	-38%	-50%	155%	-68%	-70%	-27%				-51%

### 52 Weeks Comparison



### Year to Date Averages Through Week 29

### 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	140	28	0.97	0.15	0.82	0.73
■	2018	128	26	0.91	0.14	0.78	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.96	0.16	0.80	0.89
■	2021	159	18	1.04	0.09	0.94	0.85
■	2022	172	14	0.83	0.14	0.69	0.69
% Change:		8%	-23%	-20%	54%	-27%	-18%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>Last week began with an eye-catching plunge in home builder sentiment. July's NAHB Housing Market Index dropped 12 points to 55, the second largest monthly decline on record behind April 2020's pandemic-induced collapse. There was not a bright spot to be found in the underlying details, with measures of buyer traffic and single-family sales, both present and future, posting substantial declines. For most of the past two years, home builders have been navigating a rising cost environment, namely for building materials, labor and land. However, the straw that breaks the back of builder sentiment now appears to be higher financing costs. According to Freddie Mac, the average 30-year mortgage was 5.54% during the week ended July 21, a jump from the 3.22% averaged during the first week of 2022. Total housing starts declined 2.0% to a 1.559 million-unit pace during June, below consensus estimates for a modest increase following May's sharp contraction. Single-family starts dropped 8.1%, the fourth consecutive monthly decline. Single-family starts are now running at a 982,000-unit pace, which is a bit higher than the sluggish pace registered for much of the decade predating the pandemic, but still the slowest since June 2020. The sharp rise in borrowing costs is clearly leading home builders to scale back production plans, with single-family permits recently taking a downward trajectory. Single-family permits dropped 8% in June, the fourth consecutive drop. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>5.25%</b>	<b>5.35%</b>	
	<b>4.88%</b>	<b>4.99%</b>	
<b>10 Yr Yield</b>	<b>2.82%</b>		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 19									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
The Retreats	K Hovnanian	RM		DTMJ	62	0	2	0	0	0	1	1	0.14	0.14
Allegro	KB Home	LN		ATMJ	72	0	3	8	0	0	32	32	1.27	1.27
Pleridae	KB Home	GT		DTST	69	0	1	1	0	0	68	18	0.97	0.62
Travisso	KB Home	LN		DTMJ	422	0	2	12	0	0	27	27	0.95	0.93
Vintage Park	KB Home	SO		DTST	81	0	1	21	1	0	77	17	1.28	0.59
Antinori at Vineyard Creek	Lennar	SO		DTMJ	95	0	3	4	0	0	82	18	0.88	0.62
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	5	5	0	0	241	41	1.20	1.41
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	2	6	1	0	90	22	0.99	0.76
Redwood at Parkside	Lennar	VN		DTMJ	344	0	6	6	1	0	338	28	0.90	0.97
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	6	0	0	5	5	0.35	0.35
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	4	1	0	0	6	6	0.42	0.42
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	2	21	1	0	7	7	0.96	0.96
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	26	0	0	68	28	1.22	0.97
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	3	5	0	0	12	12	0.59	0.59
Woodberry at Bradshaw Crossing II	Richmond American	<span style="color: red;">TSO</span> SO		DTMJ	120	0	TSO	10	0	0	1	1	0.47	0.47
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	2	4	0	1	106	10	0.74	0.34
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	4	18	0	0	98	16	0.69	0.55
Cedar Creek	TimLewis	GT		DTMJ	112	0	5	5	0	0	36	21	0.73	0.72
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	3	36	0	0	49	21	0.82	0.72
TOTALS: No. Reporting: 19		Avg. Sales: 0.16		Traffic to Sales: 49 : 1			54	195	4	1	1344	331	Net: 3	
City Codes: RM= Rancho Murieta, LN= Elk Grove Laguna, GT= Galt, SO= Sacramento, VN= Elk Grove Vineyard														

# The Ryness Report

Week Ending  
Sunday, July 24, 2022

Sacramento Page 2 of 8

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	6	0	0	0	40	8	0.43	0.28
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	2	1	0	0	65	6	0.60	0.21
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	6	1	0	1	46	0	0.43	0.00
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	7	0	0	111	19	0.74	0.66
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	2	15	0	0	119	8	0.72	0.28
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	2	42	1	0	3	3	2.33	2.33
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	1	3	0	0	30	30	1.14	1.14
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	3	5	0	0	37	37	1.41	1.41
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	1	0	0	65	65	2.47	2.47
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	7	4	1	3	99	35	1.32	1.21
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	8	1	0	1	64	14	0.74	0.48
Ventana	Lennar	RO		DTMJ	160	0	5	6	0	0	140	38	0.89	1.31
Verdant	Lennar	RO		DTST	157	0	5	6	1	0	117	23	0.98	0.79
Viridian	Lennar	RO		DTST	185	0	2	6	1	0	150	24	0.93	0.83
Echelon	Premier Homes	RO		DTMJ	57	0	3	60	1	0	2	2	0.61	0.61
Elevate at Montelena	Premier Homes	RO		DTMJ	152	0	3	8	0	0	2	2	0.16	0.16
Village 8 at Montelena	Premier Homes	RO		DTMJ	81	0	2	16	0	0	8	8	0.66	0.66
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	7	31	0	0	18	18	0.89	0.89
Acacia at Cypress	Woodside	RO		DTMJ	99	0	5	3	0	2	58	31	0.73	1.07
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	4	5	0	0	143	29	0.95	1.00
TOTALS: No. Reporting: 20		Avg. Sales: -0.10		Traffic to Sales: 44 : 1				77	221	5	7	1317	400	Net: -2
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	2	3	1	0	109	16	0.75	0.55
Edgeview - The Cove	Beazer	SO		ATST	156	0	6	4	0	0	109	19	1.00	0.66
Westward - The Cove	Beazer	SO		DTST	122	0	1	1	1	0	74	20	0.61	0.69
Windrow - The Cove	Beazer	SO		DTST	167	0	2	5	0	0	124	18	0.88	0.62
Provence	Blue Mountain	SO	Rsv's	ATST	185	0	4	6	1	1	113	12	0.81	0.41
Mbraga	DR Horton	AO		DTMJ	162	0	2	3	0	0	160	44	1.54	1.52
Citrine at Barrett Ranch	Lennar	AO		DTST	53	0	5	10	0	0	32	18	0.67	0.62
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	3	11	1	0	85	24	0.89	0.83
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	4	12	1	0	82	16	0.86	0.55
Northlake - Atla	Lennar	SO		DTMJ	116	0	4	16	2	1	79	29	1.00	1.00
Northlake - Bleau	Lennar	SO		DTMJ	236	0	4	16	0	0	78	25	0.99	0.86
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	5	16	0	0	65	19	0.82	0.66
Northlake - Drifton	Lennar	SO		DTMJ	134	0	4	16	1	0	65	25	0.92	0.86
Northlake - Lakelet	Lennar	SO		DTMJ	134	2	2	16	2	0	67	18	0.85	0.62
Northlake - Shor	Lennar	SO		DTMJ	140	0	3	16	0	1	75	22	0.95	0.76
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	3	16	0	0	71	18	0.90	0.62
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	3	16	0	0	73	23	0.92	0.79
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	3	9	0	1	42	28	0.85	0.97
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	3	3	0	0	140	16	1.17	0.55
Portisol at Artisan Square	Williams	SO		ATST	95	0	10	11	0	0	58	30	0.63	1.03
TOTALS: No. Reporting: 20		Avg. Sales: 0.30		Traffic to Sales: 21 : 1				73	206	10	4	1701	440	Net: 6
City Codes: SO = Sacramento, AO = Antelope														

Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 18									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Sycamore Creek	JMC	FM		DTMJ	86	0	6	3	1	0	39	5	0.46	0.17
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	9	1	0	109	34	1.25	1.17
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	4	21	2	1	89	36	1.33	1.24
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	3	5	0	0	44	18	0.78	0.62
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	4	6	0	0	5	5	0.41	0.41
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	4	5	1	0	12	12	0.99	0.99
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	2	5	0	0	43	16	0.76	0.55
PlatinumPeak at Russell Ranch	Lennar	FM		DTMJ	100	0	1	7	1	0	11	11	1.18	1.18
Rockcross at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	6	0	0	70	16	0.92	0.55
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	6	1	0	0	45	20	0.69	0.69
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	10	0	0	23	18	0.67	0.62
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	2	4	0	0	111	10	0.79	0.34
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	2	9	0	0	75	14	0.81	0.48
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	3	4	14	1	0	97	16	0.77	0.55
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	2	21	0	0	143	25	1.03	0.86
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	3	21	0	0	64	13	0.85	0.45
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	3	23	0	0	1	1	0.19	0.19
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	7	23	0	0	1	1	0.19	0.19
TOTALS: No. Reporting: 18		Avg. Sales: 0.33		Traffic to Sales: 28 : 1				59	193	7	1	982	271	Net: 6
City Codes: FM= Folsom														

El Dorado County				Projects Participating: 10									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE	DTMJ	51	0	2	5	0	0	34	5	0.53	0.17
Alder at Saratoga Estates	Elliott	EH	DTMJ	115	0	5	11	0	1	88	21	0.84	0.72
Manzanita at Saratoga	Elliott	EH	DTMJ	103	0	1	12	0	0	56	16	0.56	0.55
Ponderosa at Saratoga	Elliott	EH	DTMJ	56	3	3	9	2	0	8	8	0.52	0.52
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	0	2	10	1	0	43	15	0.49	0.52
Hawk View at Bass Lake Hills	Lennar	EH	DTMJ	114	0	2	4	0	0	102	19	0.74	0.66
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	373	0	5	8	0	0	205	39	1.02	1.34
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK	DTMJ	31	0	3	7	1	0	8	8	0.34	0.34
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	EH	DTMJ	23	0	4	7	0	0	19	4	0.34	0.14
Edgelake at Serrano	TRI Pointe	EH	DTMJ	65	0	2	6	0	0	24	19	0.61	0.66
TOTALS: No. Reporting: 10		Avg. Sales: 0.30		Traffic to Sales: 20 : 1			29	79	4	1	587	154	Net: 3
City Codes: RE = Rescue, EH = El Dorado Hills, CK = Cameron Park													

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 70									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Verrado at Solaire	Beazer	RV		DTMJ	76	0	12	4	0	0	44	14	0.77	0.48
Millstone at Sierra Fine	Black Pine S/O	RK		DTST	61	0	S/O	12	1	0	61	25	0.71	0.86
Carnelian	Blue Mountain	GB		ATMJ	28	0	3	3	0	0	25	5	0.34	0.17
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	4	11	0	0	21	14	0.44	0.48
Balboa	DR Horton	RV		DTST	127	0	4	8	0	1	111	50	1.65	1.72
Heartland at Independence	DR Horton	LL		DTMJ	98	0	6	6	1	1	56	31	1.18	1.07
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	3	21	1	0	3	3	0.72	0.72
Traditions at Independence	DR Horton	LL		DTST	97	0	4	7	0	0	62	36	1.20	1.24
Winding Creek- The Wilds	DR Horton	RV		DTST	120	0	1	18	1	0	114	46	1.61	1.59
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	4	19	0	0	39	17	0.69	0.59
Edgefield Place	JMC	RK		DTMJ	83	0	3	20	0	0	14	14	0.73	0.73
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	8	8	0	0	2	2	0.15	0.15
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	5	24	0	0	51	15	0.77	0.52
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	3	4	29	1	0	50	12	0.75	0.41
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	4	1	0	0	183	4	1.12	0.14
Palisade Village	JMC	RV		DTST	232	0	4	18	1	0	205	23	1.40	0.79
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	25	0	0	75	12	0.78	0.41
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	5	26	0	1	53	18	0.80	0.62
Sentinel	JMC	RV		DTST	132	0	2	13	0	0	126	0	1.02	0.00
Tribute Pointe	JMC	RK		DTMJ	99	0	6	48	0	0	7	7	0.36	0.36
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	6	5	0	0	4	4	0.25	0.25
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	4	0	1	0	123	21	1.04	0.72
Aspire at Solaire II	K Hovnanian	RV		DTST	33	0	3	2	0	1	19	13	0.49	0.45
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	4	1	1	1	64	18	0.49	0.62
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	5	3	0	0	69	31	0.98	1.07
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	0	3	17	2	0	27	27	1.11	1.11
Copper Ridge	KB Home	LL		DTMJ	79	3	4	8	1	0	30	23	0.90	0.79
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	5	16	0	0	31	31	1.28	1.28
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	5	12	0	0	217	53	1.31	1.83
Andorra at Sierra West	Lennar	RV		DTMJ	193	0	3	8	0	0	76	23	0.81	0.79
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	3	6	0	2	81	19	0.90	0.66
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	2	11	1	0	19	15	0.46	0.52
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	4	6	0	0	36	19	0.83	0.66
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	5	5	0	0	65	18	0.78	0.62
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	3	3	15	3	0	34	29	0.69	1.00
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	2	0	0	0	160	10	0.73	0.34
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	4	11	1	0	28	26	0.54	0.90
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	8	0	0	83	27	0.87	0.93
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	3	6	0	0	78	20	0.79	0.69
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	3	10	1	1	41	34	0.85	1.17
Novara at Fiddymment	Lennar	RV		DTST	105	0	2	7	1	0	94	22	0.88	0.76
Pavia at Fiddymment Farm	Lennar	RV		DTST	94	0	4	5	0	0	90	21	0.83	0.72
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	101	0	5	9	1	0	96	15	0.85	0.52
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	4	6	0	0	81	24	0.84	0.83
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	5	0	0	21	16	0.65	0.55



Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 70									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	44	14	1	1	21	21	1.04	1.04
Meadowlands 60s	Meritage	LL		DTMJ	92	0	3	19	1	1	58	22	0.95	0.76
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	4	14	0	1	28	21	0.75	0.72
Premier Soleil	Premier Homes	GB	New	DTMJ	52	0	0	45	0	0	0	0	0.00	0.00
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	9	1	0	84	18	1.05	0.62
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	3	1	0	0	2	2	0.61	0.61
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	2	2	0	0	4	4	0.19	0.19
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	2	19	0	0	29	20	0.76	0.69
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	18	7	0	0	110	18	0.98	0.62
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	14	1	0	0	67	11	0.60	0.38
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	20	9	1	1	65	22	1.01	0.76
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	35	9	2	0	6	6	0.22	0.22
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	2	18	8	0	0	59	22	0.92	0.76
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	21	8	0	0	57	23	0.89	0.79
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	6	25	0	0	14	14	1.51	1.51
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	22	11	0	0	64	21	0.57	0.72
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	12	7	0	0	28	28	1.20	1.20
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	14	0	0	45	29	1.04	1.00
Rocklin Meadows	The New Home Co	RK		DTMJ	27	2	4	18	1	0	4	4	0.43	0.43
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	4	7	0	0	76	9	0.50	0.31
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	6	21	0	0	0	0	0.00	0.00
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	10	16	1	0	66	19	0.94	0.66
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	1	21	0	0	3	3	0.49	0.49
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	16	0	0	64	23	0.92	0.79
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	5	5	0	0	116	26	0.91	0.90
TOTALS: No. Reporting: 70		Avg. Sales: 0.21		Traffic to Sales: 31 : 1			442	829	27	12	4039	1293	Net: 15	
City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln														

Nevada County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates	Hilbers	TSO	GV	DTST	45	0	TSO	5	0	0	26	6	0.14	0.21
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			0	5	0	0	26	6	Net: 0	
City Codes: GV = Grass Valley														

Development Name	Developer	City Code	Notes	Type										
Yolo County					Projects Participating: 5									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Iris	Lennar	WL		DTMJ	97	0	3	5	0	0	3	3	0.36	0.36
Lavender	Lennar	WL		DTMJ	78	0	3	5	0	0	1	1	0.32	0.32
The Hideaway	Meritage	WN		DTMJ	148	0	4	0	0	1	7	7	1.11	1.11
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	3	18	0	0	60	26	0.90	0.90
Revival	TimLewis	WL		DTST	72	0	3	15	0	0	7	7	0.58	0.58
TOTALS: No. Reporting: 5		Avg. Sales: -0.20		Traffic to Sales: NA				16	43	0	1	78	44	Net: -1
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. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	FLY	DTMJ	40	0	1	1	0	0	16	7	0.34	0.24
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			1	1	0	0	16	7	Net: 0
City Codes: FLY = 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. Sl's /Week	Av. Sl's /YTD
Sparrow	DR Horton	CO	DTMJ	86	0	2	1	0	0	1	1	0.16	0.16
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	1	0	0	1	1	Net: 0
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. Sl's /Week	Av. Sl's /YTD
Rio	DR Horton	RD	DTST	50	4	2	10	4	0	6	6	0.84	0.84
TOTALS: No. Reporting: 1		Avg. Sales: 4.00		Traffic to Sales: 3 : 1			2	10	4	0	6	6	Net: 4
City Codes: RD = Redding													

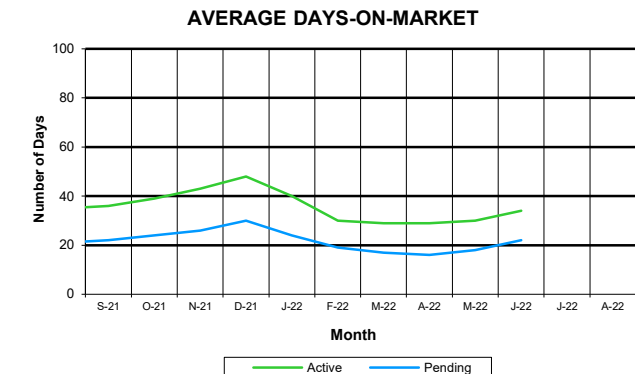
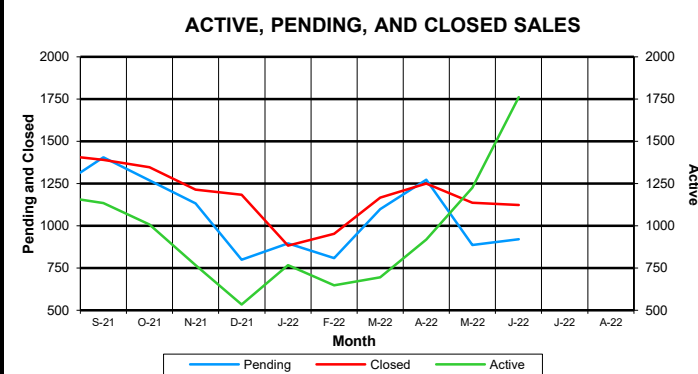
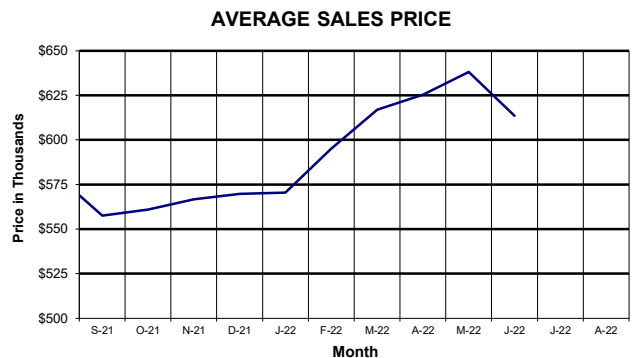
Sutter County				Projects Participating: 1											
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD		
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	0	3	2	0	0	141	31	1.15	1.07
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				3	2	0	0	141	31	Net: 0	
City Codes: LO = Live Oak															

Development Name	Developer	City Code	Notes	Type										
Yuba County					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Meadows at Pumas Ranch	Cresleigh	FLK		DTMJ	111	0	5	20	0	0	87	25	0.68	0.86
Cresleigh Riverside at Pumas Ranch	Cresleigh	FLK		DTMJ	52	0	1	0	0	0	46	1	0.36	0.03
Diamante at Pumas Lake	DR Horton	FLK		DTST	94	4	2	15	4	0	78	55	1.62	1.90
Summerset at The Orchards	JMC	MS		DTST	96	0	2	3	0	0	94	7	0.82	0.24
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	4	1	0	0	16	16	0.98	0.98
Butte Vista at Cobblestone	KB Home	FLK		DTMJ	147	3	4	9	2	0	31	31	1.70	1.70
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	3	8	2	1	70	26	0.74	0.90
Crosswinds at River Oaks	Meritage	FLK		DTMJ	72	0	3	11	1	0	67	32	1.09	1.10
Seasons at River Oaks	Richmond American	OL		DTST	83	0	4	4	0	0	71	18	0.89	0.62
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	7	3	0	0	89	16	0.89	0.55
TOTALS: No. Reporting: 10		Avg. Sales: 0.80		Traffic to Sales: 8 : 1			35	74	9	1	649	227	Net: 8	
City Codes: FLK = Pumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 177						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 177	Avg. Sales: 0.24	Traffic to Sales: 27 : 1	793	1859	70	28	10887	3211	Net: 42
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

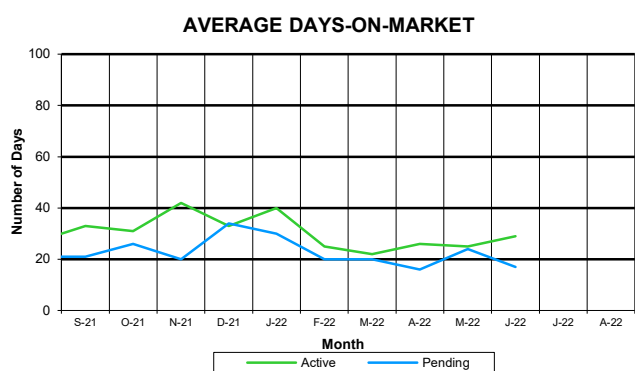
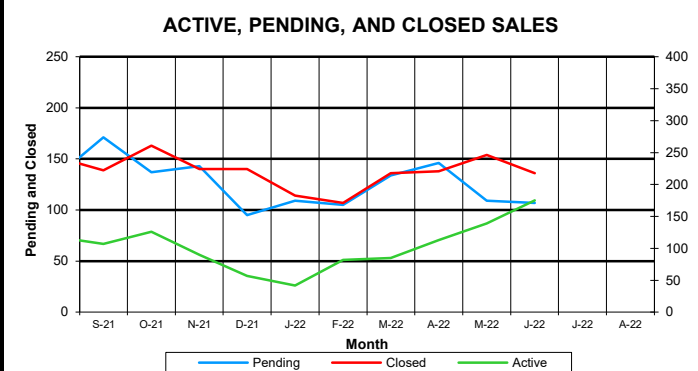
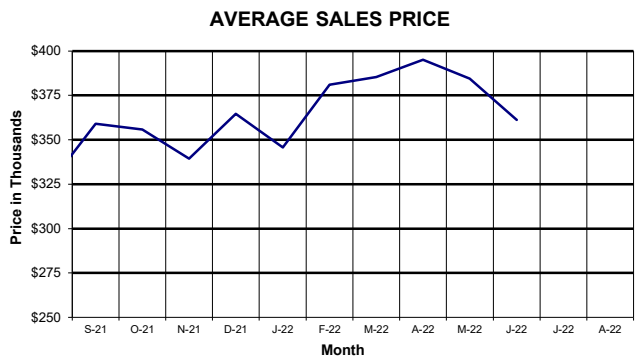
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	767	43	1,132	26	1,214	566,756
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



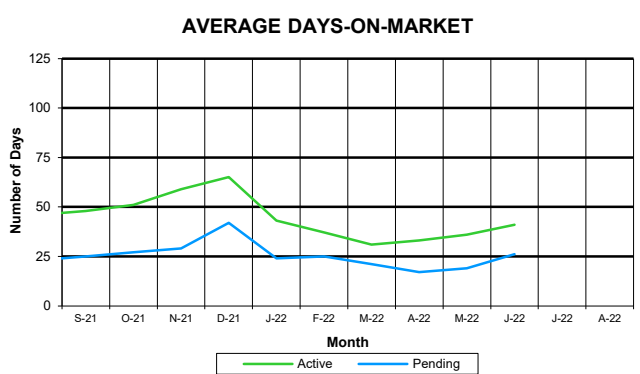
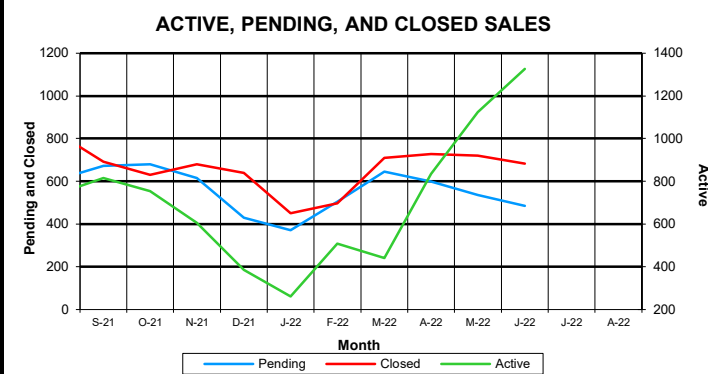
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	90	42	143	20	140	339,384
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



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	605	59	615	29	680	734,692
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



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-21	77	52	107	38	128	608,995
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

