

# THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 28, Ending **July 14, 2019**

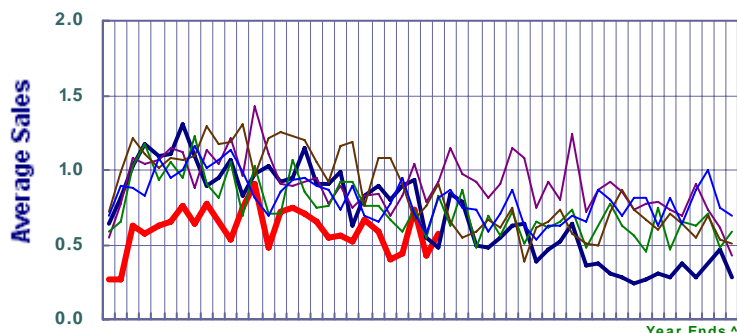
## Bay Area

NATIONAL BUILDER DIVISION

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
Alameda		52	789	32	2	30	0.58	0.54	7%	0.53	9%
Contra Costa		28	445	24	4	20	0.71	0.51	41%	0.54	32%
Sonoma, Napa		9	102	3	0	3	0.33	0.49	-31%	0.53	-37%
San Francisco, Marin		1	11	1	0	1	1.00	0.50	100%	0.38	160%
San Mateo		2	17	3	0	3	1.50	0.77	96%	0.83	80%
Santa Clara		42	627	25	4	21	0.50	0.67	-26%	0.60	-17%
Monterey, Santa Cruz, San Benito		9	154	12	2	10	1.11	0.99	13%	1.02	9%
Solano		22	396	8	2	6	0.27	0.63	-57%	0.61	-55%
Current Week Totals	Traffic : Sales 24 : 1	165	2,541	108	14	94	0.57	0.60	-5%	0.59	-3%
Per Project Average			15	0.65	0.08	0.57					
Year Ago - 07/15/2018	Traffic : Sales 50 : 1	119	3,212	64	7	57	0.48	0.91	-47%	0.87	-45%
% Change		39%	-21%	69%	100%	65%	19%	-34%		-33%	

### 2019 Bay Area Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 28 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	116	30	0.97	0.10	0.87	0.81
■	2015	105	38	1.14	0.10	1.04	0.85
■	2016	125	31	0.94	0.10	0.83	0.73
■	2017	141	31	1.05	0.10	0.95	0.90
■	2018	126	31	1.01	0.08	0.93	0.70
■	2019	155	17	0.69	0.10	0.60	0.60
% Change :		23%	-44%	-31%	14%	-35%	-14%

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



## WEEKLY FINANCIAL NEWS

### Financing

	RATE	APR
CONV	3.86%	3.98%
FHA	3.49%	3.55%
10 Yr Yield	2.10%	



### Market Commentary

On Wednesday, attention will turn to the housing market. New residential construction has struggled to gain momentum despite lower building costs and improved buying conditions. On a year-to-date basis through May, housing starts are 5.3% below their prior-year pace. That said, the 1.269 million-unit pace hit in May is slightly above the pace averaged over the past six months. The increase in May permits was encouraging: single-family permits rose 3.7%, ending a five-month streak of declines. The gain in permits alongside more favorable buying conditions point to gradually improving activity over the summer. But, despite lower mortgage rates, a surge in activity remains unlikely. The NAHB Housing Market Index fell last month after hitting a seven-month high in May. Builders were likely discouraged by the prospects of an escalating trade war. We expect starts to notch a 1.246 million-unit pace in June. Fed Chair Powell confirmed the market's view that the Fed will cut rates at its July 30-31 meeting during his Semiannual Monetary Policy testimony to Congress this week. Some had speculated that Powell would push back against expectations, if not regarding the expected timing of cuts then at least the magnitude. Yet with markets expecting a total of more than 100 bps of cuts, Powell opted to instead reiterate that the uncertainties surrounding the trade environment and deteriorating global fundamentals are sufficient to compel an insurance cut. As expected, the strong 224K June jobs number did not significantly affect the Fed's view. While the S&P 500 opened at an all-time high this week and the unemployment rate sits at 3.7%, the Fed has all but locked in a July rate cut. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
<b>Alameda County</b>					<b>Projects</b>		<b>Participating : 31</b>					<b>In Area : 31</b>		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Camellia at Sanctuary Village	DR Horton	Nk		DTMU	85	7	9	16	2	0	33	33	1.64	1.64
Monarch at Soares Ranch	DR Horton	UC		ATMU	63	0	14	14	1	0	36	26	0.80	0.93
Reserve, The	DR Horton	Hy		DTMU	179	0	22	15	0	0	144	23	1.18	0.82
Element	KB Home	Hy		ATMU	49	0	1	14	0	0	43	27	0.95	0.96
Primrose at Sanctuary Village	KB Home	Nk		DTMU	97	0	3	30	2	0	56	48	1.86	1.71
Rosebriar at Sanctuary Village	KB Home	Nk		DTMU	96	6	5	18	3	0	50	50	1.80	1.80
Reverie	Lafferty	CV	Rsv's	DTMU	17	0	3	6	0	0	1	1	0.07	0.07
Skylark at Sanctuary Village	Landsea	Nk		DTMU	108	0	7	19	0	0	9	9	0.81	0.81
Element	Lennar	Ok		ATMU	44	0	1	3	0	0	30	15	0.35	0.54
Icona at Innovation	Lennar	Fr		ATMU	289	0	4	6	0	0	26	16	0.42	0.57
Lighthouse	Lennar	Nk		ATMU	88	0	5	3	0	0	73	12	0.68	0.43
Revo at Innovation	Lennar	Fr		ATMU	251	0	3	6	0	0	27	14	0.43	0.50
Bishops Ridge	Meritage	LS		ATMU	56	0	4	15	0	0	6	6	0.40	0.40
Mission Crossing	Meritage	Hy		ATST	140	0	6	23	2	1	12	8	0.29	0.29
Boulevard Heights	Pulte	Fr		ATMU	67	0	3	12	1	0	30	15	0.65	0.54
Montecito	Pulte	Fr		ATMU	54	0	2	13	1	0	44	25	0.95	0.89
Parkside Heights	Pulte	Hy		DTMU	97	0	2	10	0	0	16	16	0.69	0.69
Renato II	Pulte	Fr	New	ATMU	20	0	3	10	0	0	0	0	0.00	0.00
Spindrift at Eden Shores	Pulte	Hy		DTMU	52	0	1	4	0	0	41	41	2.14	2.14
Promontory at Stonebrae	Richmond American	Hy		DTMU	96	6	6	21	2	0	44	29	0.84	1.04
Theory at Innovation	Shea	Fr		ATMU	132	0	15	17	0	0	36	-10	0.46	-0.36
Locale @ State Street - Rowhomes	SummerHill	Fr		ATMU	76	1	4	42	1	0	52	16	0.81	0.57
Locale @ State Street Condos	SummerHill	Fr		ATMU	81	0	21	22	4	0	34	15	0.72	0.54
Apex at Mission Stevenson	TRI Pointe	Fr		ATMU	77	0	6	15	0	0	51	10	0.69	0.36
Palm	TRI Pointe	Fr		DTMU	31	0	4	19	0	0	10	7	0.23	0.25
Saltcreek at Glass Bay	Trumark	Nk		DTMU	69	0	2	10	0	0	67	2	0.67	0.07
Seagrass at Glass Bay	Trumark	Nk		DTMU	79	0	7	10	2	0	72	4	0.72	0.14
Baker + Jamison	Van Daele	CV		ATMU	27	0	2	15	0	0	19	12	0.42	0.43
Front at SoHay	William Lyon	Hy		ATMU	76	0	5	11	2	1	20	20	1.61	1.61
Line at SoHay	William Lyon	Hy		ATMU	198	0	4	11	1	0	6	6	0.48	0.48
Prime at SoHay	William Lyon	Hy		ATMU	126	0	2	11	0	0	10	10	0.80	0.80
<b>TOTALS: No. Reporting:</b>	<b>31</b>	<b>Avg. Sales: 0.71</b>	<b>Traffic to Sales: 18 : 1</b>		<b>176</b>	<b>441</b>	<b>24</b>	<b>2</b>	<b>1098</b>	<b>506</b>	<b>Net:</b>	<b>22</b>		

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

<b>Amador Valley</b>					<b>Projects</b>		<b>Participating : 21</b>					<b>In Area : 21</b>		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Fillmore at Boulevard	Brookfield	Db	Update	ATMU	80	0	12	20	1	0	24	23	0.74	0.82
Huntington at Boulevard	Brookfield	Db	Update	DTMU	69	0	10	21	0	0	53	5	0.55	0.18
Mulholland at Boulevard	Brookfield	Db		ATMU	80	0	12	22	1	0	2	2	0.40	0.40
Wilshire at Boulevard	Brookfield	Db		ATMU	75	0	21	32	1	0	39	14	0.64	0.50
Auburn Grove	Lennar	Lv		ATMU	100	0	4	5	0	0	2	2	0.22	0.22
Lincoln at Boulevard	Lennar	Db		DTMU	45	0	18	29	0	0	21	10	0.47	0.36
Madison at Boulevard	Lennar	Db		ATMU	107	0	8	14	0	0	98	0	1.01	0.00
Newbury at Boulevard	Lennar	Db		DTMU	49	0	5	20	0	0	10	9	0.27	0.32
Sunset at Boulevard	Lennar	Db		DTMU	60	0	1	19	0	0	35	12	0.47	0.43
Union at Boulevard	Lennar	Db		ATMU	62	0	4	14	0	0	44	0	0.45	0.00
Homestead at Irby Ranch	Meritage	Pl		DTMU	87	0	3	27	0	0	18	13	0.49	0.46
Rose Avenue Estates	Ponderosa	Pl		DTMU	16	0	4	0	0	0	6	3	0.13	0.11

( Amador Valley ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>Amador Valley</b>					<b>Projects</b>				<b>Participating : 21</b>				<b>In Area : 21</b>	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Sycamore	Ponderosa	PI		DTMU	37	0	2	28	0	0	8	8	0.42	0.42
Vines	Ponderosa	Lv		DTMU	49	0	2	4	0	0	45	6	0.33	0.21
Sage - Harmony	Shea	Lv		ATMU	105	0	4	18	1	0	52	4	0.41	0.14
Sage - Synergy	Shea	Lv		ATMU	179	0	5	18	1	0	144	9	0.79	0.32
Sage - Tranquility	Shea	Lv		ATMU	107	0	1	18	0	0	106	6	0.58	0.21
Apex	Taylor Morrison	Db		ATMU	122	0	16	18	0	0	80	27	1.08	0.96
Onyx at Jordan Ranch	TRI Pointe	Db		DTST	105	0	2	5	1	0	71	16	0.66	0.57
Quartz at Jordan Ranch	TRI Pointe	Db		ATMU	45	0	2	5	1	0	38	10	0.49	0.36
Fielding at Wallis Ranch	Trumark	Db	Update	DTMU	139	0	S/O	11	1	0	139	10	0.86	0.36
<b>TOTALS: No. Reporting:</b>		<b>21</b>	<b>Avg. Sales: 0.38</b>		<b>Traffic to Sales: 44 : 1</b>		<b>136</b>	<b>348</b>	<b>8</b>	<b>0</b>	<b>1035</b>	<b>189</b>	<b>Net:</b>	<b>8</b>

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

<b>Diablo Valley</b>					<b>Projects</b>				<b>Participating : 4</b>				<b>In Area : 4</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Davidon At Wilder	Davidon	Or		DTMU	60	0	11	18	0	0	36	6	0.36	0.21
Stoneyridge	Landsea	WC		ATMU	30	0	1	1	1	0	29	4	0.25	0.14
Wilder	Taylor Morrison	Or		DTMU	61	0	8	8	0	0	32	4	0.19	0.14
Greyson Place	TRI Pointe	PH		DTMU	44	6	5	8	3	0	11	11	0.42	0.42
<b>TOTALS: No. Reporting:</b>		<b>4</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 9 : 1</b>		<b>25</b>	<b>35</b>	<b>4</b>	<b>0</b>	<b>108</b>	<b>25</b>	<b>Net:</b>	<b>4</b>

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

<b>San Ramon Valley</b>					<b>Projects</b>				<b>Participating : 5</b>				<b>In Area : 5</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Abigail Place	Landsea	Dn		DTMU	17	0	3	46	0	0	0	0	0.00	0.00
Foothills at The Preserve	Lennar	SR		DTMU	72	0	1	4	2	0	44	37	0.77	1.32
Highlands at The Preserve	Lennar	SR		DTMU	121	6	6	4	1	0	31	23	0.54	0.82
Meadows at The Preserve	Lennar	SR		DTMU	63	0	4	4	2	0	22	8	0.39	0.29
Redhawk	Ponderosa	Dn		DTMU	20	0	2	12	0	0	16	5	0.16	0.18
<b>TOTALS: No. Reporting:</b>		<b>5</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 14 : 1</b>		<b>16</b>	<b>70</b>	<b>5</b>	<b>0</b>	<b>113</b>	<b>73</b>	<b>Net:</b>	<b>5</b>

City Codes: Dn = Danville, SR = San Ramon

<b>West Contra Costa</b>					<b>Projects</b>				<b>Participating : 5</b>				<b>In Area : 5</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Village 29	Lafferty	Elc		ATMU	29	0	1	N/A	0	0	2	2	0.48	0.48
Waterline Point Richmond	Shea	Rm		ATMU	60	0	2	35	0	0	27	14	0.36	0.50
Muir Pointe - The Cove	Taylor Morrison	Hc		DTST	93	0	8	3	1	0	79	15	0.61	0.54
Places at NOMA	William Lyon	Rm		DTST	95	0	4	6	2	0	17	10	0.41	0.36
Rows at NOMA	William Lyon	Rm		ATMU	98	0	5	4	1	0	15	15	0.54	0.54
<b>TOTALS: No. Reporting:</b>		<b>4</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 12 : 1</b>		<b>20</b>	<b>48</b>	<b>4</b>	<b>0</b>	<b>140</b>	<b>56</b>	<b>Net:</b>	<b>4</b>

City Codes: Elc = El Cerrito, Hc = Hercules, Rm = Richmond

<b>Antioch/Pittsburg</b>					<b>Projects</b>				<b>Participating : 3</b>				<b>In Area : 3</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Park Ridge	Davidon	An		DTMU	123	0	10	47	1	1	92	23	0.97	0.82
Riverview at Monterra	K Hovnanian	An		DTMU	100	0	4	5	0	0	2	2	0.28	0.28
Verona	Meritage	An		DTMU	117	0	6	10	0	0	26	21	0.83	0.75

( Antioch/Pittsburg ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>Antioch/Pittsburg</b>					<b>Projects</b>				<b>Participating : 3</b>				<b>In Area : 3</b>	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
<b>TOTALS: No. Reporting:</b>		<b>3</b>	<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 62 : 1</b>		<b>20</b>	<b>62</b>	<b>1</b>	<b>1</b>	<b>120</b>	<b>46</b>	<b>Net: 0</b>	

City Codes: An = Antioch

<b>East Contra Costa</b>					<b>Projects</b>				<b>Participating : 12</b>				<b>In Area : 12</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Citrus at Emerson Ranch	Brookfield	Oy		DTMU	60	0	9	11	0	1	51	28	0.83	1.00
Laurel at Emerson Ranch	Brookfield	Oy	Update	DTMU	117	0	6	29	1	0	98	21	1.08	0.75
Northpoint at Delaney Park	DR Horton	Oy		DTST	198	0	11	17	0	0	10	10	0.55	0.55
2700 Empire	K Hovnanian	Bt		DTMU	48	0	1	13	1	0	3	3	0.25	0.25
Mosaic at the Lakes	Kiper	DB		DTMU	174	0	10	26	0	0	164	25	0.88	0.89
Regatta at the Lakes	Kiper	DB		DTMU	124	0	3	38	1	0	71	12	0.72	0.43
Palermo	Meritage	Bt		DTMU	96	0	4	29	1	0	38	22	0.73	0.79
Harper Parc	Nuvera Homes	Bt		DTMU	84	0	9	18	2	0	31	15	0.52	0.54
Bella Verde	Pulte	Bt		DTMU	48	0	3	8	0	1	7	7	0.27	0.27
Terrene	Pulte	Bt		DTMU	101	6	6	14	3	1	21	21	0.91	0.91
Lark Hill	Shea	Bt		DTMU	50	0	3	20	1	0	3	3	0.25	0.25
Vista Dorado	Shea	Bt		DTMU	82	0	2	7	0	0	80	9	0.38	0.32
<b>TOTALS: No. Reporting:</b>		<b>12</b>	<b>Avg. Sales: 0.58</b>		<b>Traffic to Sales: 23 : 1</b>		<b>67</b>	<b>230</b>	<b>10</b>	<b>3</b>	<b>577</b>	<b>176</b>	<b>Net: 7</b>	

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

<b>Sonoma, Napa Counties</b>					<b>Projects</b>				<b>Participating : 10</b>				<b>In Area : 10</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Andersen Ranch	Davidon	Np		DTMU	35	0	3	5	0	0	32	4	0.49	0.14
DayBreak at Brody Ranch	DeNova	Pet		DTMU	61	0	1	15	1	0	49	27	0.94	0.96
Mill Creek at Brody Ranch	DeNova	Pet		ATST	138	0	4	10	0	0	33	21	0.69	0.75
Cypress at University	KB Home	RP		DTMU	179	0	3	26	1	0	156	32	1.05	1.14
Aspect	Lafferty	Pet		DTMU	18	0		N/A	0	0	0	0	0.00	0.00
Blume	Lafferty	RS	Rsv's/Updat	DTMU	57	0	2	18	1	0	15	8	0.30	0.29
Juniper at University	Richmond American	RP		DTMU	99	0	6	9	0	0	36	19	0.58	0.68
Mulberry at University	Richmond American	RP		DTMU	164	0	12	9	0	0	138	11	0.83	0.39
Calistoga Estates	Ryder	ClS	New	DTMU	6	0	2	8	0	0	0	0	0.00	0.00
Laurel Park Estates	Ryder	Np		DTMU	18	0	1	2	0	0	17	5	0.27	0.18
<b>TOTALS: No. Reporting:</b>		<b>9</b>	<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 34 : 1</b>		<b>34</b>	<b>102</b>	<b>3</b>	<b>0</b>	<b>476</b>	<b>127</b>	<b>Net: 3</b>	

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

<b>Marin County</b>					<b>Projects</b>				<b>Participating : 1</b>				<b>In Area : 1</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Enclave	Ryder	Ct		ATMU	16	0	5	11	1	0	11	11	0.64	0.64
<b>TOTALS: No. Reporting:</b>		<b>1</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 11 : 1</b>		<b>5</b>	<b>11</b>	<b>1</b>	<b>0</b>	<b>11</b>	<b>11</b>	<b>Net: 1</b>	

City Codes: Ct = Corte Madera

<b>San Mateo County</b>					<b>Projects</b>				<b>Participating : 2</b>				<b>In Area : 2</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Foster Square	Lennar	FC		ATMU	200	1	1	2	2	0	119	16	0.75	0.57
Towns @ Avondale	SummerHill	RC		ATMU	12	0	4	15	1	0	8	8	1.30	1.30

( San Mateo County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>San Mateo County</b>					<b>Projects</b>			<b>Participating : 2</b>				<b>In Area : 2</b>		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
<b>TOTALS: No. Reporting:</b>		<b>2</b>	<b>Avg. Sales: 1.50</b>	<b>Traffic to Sales:</b>	<b>6 : 1</b>	<b>5</b>	<b>17</b>	<b>3</b>	<b>0</b>	<b>127</b>	<b>24</b>	<b>Net:</b>	<b>3</b>	

City Codes: FC = Foster City, RC = Redwood City

<b>Santa Clara County</b>					<b>Projects</b>			<b>Participating : 42</b>				<b>In Area : 42</b>		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Palmero	California & Peninsula	MV	ATMU		33	0	1	18	0	0	32	18	0.94	0.64
Classics at Lawrence Station	Classics	Sv	ATMU		34	0	5	22	0	0	29	29	1.11	1.11
Asana	DeNova	SJ	DTMU		250	0	5	49	2	0	50	37	1.38	1.32
Valencia	Dividend	MH	Rsv's	DTMU	84	0	4	33	0	0	69	32	1.10	1.14
Contempo at Centre Pointe	DR Horton	MI	ATMU		105	0	5	12	2	0	100	23	0.78	0.82
Traditions at Centre Pointe	DR Horton	MI	ATMU		136	0	4	12	1	1	127	29	0.98	1.04
Catalyst at Communications Hill	KB Home	SJ	ATMU		98	0	3	14	3	0	7	7	0.98	0.98
Circuit	KB Home	MI	ATMU		144	6	7	16	2	1	75	37	1.00	1.32
Lucente	KB Home	MI	ATMU		98	0	1	17	0	0	74	32	1.14	1.14
Metro II at Communications Hill	KB Home	SJ	ATMU		150	0	5	6	0	0	35	30	1.03	1.07
Platinum II at Communications Hill	KB Home	SJ	DTMU		33	0	2	5	0	0	5	5	0.35	0.35
Promenade II at Communications Hill	KB Home	SJ	DTMU		44	0	5	4	0	0	11	11	0.61	0.61
Cottleston	Lafferty	SJ	DTMU		17	0	2	13	0	0	3	2	0.04	0.07
Echo at The Vale	Landsea	Sv	Rsv's	ATMU	171	0	6	49	0	0	138	21	1.39	0.75
Nexus at The Vale	Landsea	Sv	Rsv's	ATMU	143	0	2	49	2	0	122	14	1.23	0.50
Siena	Landsea	MI	Rsv's	ATMU	73	0	4	35	0	0	49	4	0.74	0.14
Burgundy at Glen Loma	Lennar	GI	DTMU		52	0	2	12	0	0	2	2	0.22	0.22
Cambridge Place	Lennar	GI	DTMU		70	0	6	6	0	0	61	18	0.70	0.64
Estancia - Towns	Lennar	MV	ATMU		61	0	4	2	1	0	47	15	0.78	0.54
Lexington at Avenue One	Lennar	SJ	ATMU		190	0	2	4	1	0	61	9	0.82	0.32
Margaux at Glen Loma	Lennar	GI	DTMU		84	0	3	12	0	0	1	1	0.11	0.11
Provence at Glen Loma	Lennar	GI	DTMU		43	0	3	12	1	0	8	7	0.23	0.25
SoMont	Lennar	MI	ATMU		138	0	4	7	0	0	116	9	1.18	0.32
Capitol - Haven	Pulte	SJ	ATMU		93	0	6	7	0	0	24	24	1.19	1.19
Capitol - Retreat	Pulte	SJ	ATST		95	0	2	5	0	0	3	3	0.15	0.15
Metro Flats	Pulte	MI	ATST		107	0	5	4	1	0	56	16	0.47	0.57
Metro Rows	Pulte	MI	ATMU		88	0	16	3	0	0	72	12	0.60	0.43
Radius Towns & Villas	Pulte	MV	ATMU		198	0	4	4	0	0	194	28	1.68	1.00
UrbanOak Residences	Pulte	SJ	DTMU		60	0	2	6	2	0	14	14	0.70	0.70
UrbanOak Rows	Pulte	SJ	DTMU		97	0	3	3	0	0	2	2	0.10	0.10
Nuevo- E-Towns	SummerHill	SC	ATMU		114	0	3	13	1	0	17	17	0.65	0.65
Nuevo- Terraces	SummerHill	SC	ATMU		176	1	5	12	0	0	22	22	0.84	0.84
6Sixty	Taylor Morrison	MV	ATMU		37	0	14	7	0	0	22	20	0.34	0.71
Nova at The Vale	Taylor Morrison	Sv	ATMU		136	0	10	16	3	0	120	30	1.71	1.07
Prynt	Taylor Morrison	MI	ATMU		25	0	7	11	1	1	17	-1	0.21	-0.04
Ellison Park	The New Home Co	MI	ATMU		114	0	4	21	1	1	90	6	0.94	0.21
Madison Gate - SFD	TRI Pointe	MH	DTMU		15	0	4	22	0	0	10	2	0.13	0.07
Madison Gate Towns	TRI Pointe	MH	ATMU		50	0	4	22	0	0	22	7	0.30	0.25
SP78	Trumark	SJ	ATMU		78	0	10	22	1	0	37	15	0.65	0.54
Gables, The	Van Daele	MH	ATMU		37	0	5	10	0	0	26	11	0.49	0.39
Veneto	Van Daele	MH	DTMU		14	0	1	15	0	0	9	9	0.34	0.34
Veneto TWH	Van Daele	MH	ATMU		60	0	5	15	0	0	13	13	0.50	0.50

Development Name	Developer	City Code	Notes	Type										
<b>Santa Clara County</b>					<b>Projects</b>				<b>Participating : 42</b>				<b>In Area : 42</b>	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
<b>TOTALS: No. Reporting:</b>		<b>42</b>	<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 25 : 1</b>		<b>195</b>	<b>627</b>	<b>25</b>	<b>4</b>	<b>1992</b>	<b>642</b>	<b>Net:</b>	<b>21</b>

City Codes: GI = Gilroy, MH = Morgan Hill, MI = Milpitas, MV = Mountain View, SC = Santa Clara, SJ = San Jose, Sv = Sunnyvale

<b>Monterey, Santa Cruz, San Benito Counties</b>					<b>Projects</b>				<b>Participating : 9</b>				<b>In Area : 9</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Knolls at Allendale	DeNova	Ho	DTST		67	0	4	32	1	0	43	38	1.13	1.36
Lanes at Allendale	DeNova	Ho	DTST		101	6	5	35	3	0	85	52	1.77	1.86
Bennett Ranch	K Hovnanian	Ho	DTST		84	0	2	3	0	0	2	2	0.40	0.40
Monte Bella	KB Home	SI	DTST		71	0	1	21	1	1	28	28	1.39	1.39
Sunnyside Estates	KB Home	Ho	DTMU		107	0	5	11	0	0	10	10	0.71	0.71
Sunnyside Estates 6000's	KB Home	Ho	DTMU		91	6	5	12	4	0	11	11	0.97	0.97
Serenity at Santana Ranch	Legacy	Ho	DTMU		125	6	6	28	1	0	88	18	0.90	0.64
Rancho Vista	Meritage	SJB	DTMU		85	6	5	10	2	0	35	21	0.56	0.75
Boat House at The Dunes	Shea	Ma	DTMU		30	0	2	2	0	1	28	8	0.33	0.29
<b>TOTALS: No. Reporting:</b>		<b>9</b>	<b>Avg. Sales: 1.11</b>		<b>Traffic to Sales: 13 : 1</b>		<b>35</b>	<b>154</b>	<b>12</b>	<b>2</b>	<b>330</b>	<b>188</b>	<b>Net:</b>	<b>10</b>

City Codes: Ho = Hollister, Ma = Marina, SJB = San Juan Bautista, SI = Salinas

<b>Benicia, Vallejo</b>					<b>Projects</b>				<b>Participating : 1</b>				<b>In Area : 1</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Skyline	KB Home	VI	DTMU		71	0	2	18	0	0	61	34	1.00	1.21
<b>TOTALS: No. Reporting:</b>		<b>1</b>	<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 0 : 1</b>		<b>2</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>61</b>	<b>34</b>	<b>Net:</b>	<b>0</b>

City Codes: VI = Vallejo

<b>Fairfield, Vacaville, Suisun, Dixon</b>					<b>Projects</b>				<b>Participating : 21</b>				<b>In Area : 21</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Paradise 360	DeNova	Ff	DTST		68	0	1	11	0	0	64	33	0.89	1.18
Ashton Park at Southtown	DR Horton	Vc	DTST		37	0	4	1	0	0	11	11	0.40	0.40
Cheyenne I	DR Horton	Vc	DTMU		108	8	8	3	0	0	100	6	0.45	0.21
Cheyenne II	DR Horton	Vc	DTMU		40	14	14	3	0	0	26	5	0.16	0.18
Brookline	Meritage	Ff	DTMU		76	0	2	17	0	0	8	8	0.31	0.31
Brookline Estates	Meritage	Ff	DTMU		14	0	5	2	0	0	2	2	0.08	0.08
Enclave at Vanden Estates	Richmond American	Vc	DTMU		37	0	4	30	1	0	6	6	0.48	0.48
Larkspur at The Villages	Richmond American	Ff	DTMU		93	0	5	10	1	0	64	26	0.95	0.93
Montera at Vanden Estates	Richmond American	Vc	DTST		64	0	4	30	2	0	8	8	0.55	0.55
Orchards at Valley Glen	Richmond American	Dx	DTMU		110	0	4	7	0	0	106	4	0.79	0.14
Orchards at Valley Glenn II	Richmond American	Dx	DTMU		122	0	7	7	0	0	27	24	0.81	0.86
Piedmont at Vanden Estates	Richmond American	Vc	DTMU		47	0	2	30	0	0	10	10	0.70	0.70
Saratoga at Vanden Estates	Richmond American	Vc	DTMU		97	6	6	10	1	0	6	6	0.42	0.42
Bristol at Brighton Landing	The New Home Co	Vc	DTMU		64	0	4	30	0	1	12	12	0.46	0.46
Oxford at Brighton Landings	The New Home Co	Vc	DTMU		80	0	4	30	0	0	11	11	0.48	0.48
Preston at Brighton Landing	The New Home Co	Vc	DTST		87	0		30	0	0	0	0	0.00	0.00
Sheffield at Brighton Landing	The New Home Co	Vc	DTST		120	0		30	0	0	0	0	0.00	0.00
Bloom at Green Valley	TRI Pointe	Ff	DTMU		91	0	6	22	0	0	63	30	0.71	1.07
Harvest at Green Valley	TRI Pointe	Ff	DTMU		56	0	2	22	0	0	48	16	0.54	0.57
Lantana at the Village	TRI Pointe	Ff	DTMU		133	6	6	42	1	0	42	31	1.07	1.11
Addington at Brighton Landing	Woodside	Vc	DTST		190	0	4	11	2	1	146	38	1.10	1.36

( Fairfield, Vacaville, Suisun, Dixon ) Continued ...

# THE RYNESS REPORT

Week Ending  
Sunday, July 14, 2019

Bay Area Page 6 of: 6

Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					<b>Projects</b>		<b>Participating : 21</b>			<b>In Area : 21</b>				
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
<b>TOTALS: No. Reporting:</b>		<b>21</b>	<b>Avg. Sales: 0.29</b>	<b>Traffic to Sales: 47 : 1</b>	<b>92</b>	<b>378</b>	<b>8</b>	<b>2</b>	<b>760</b>	<b>287</b>	<b>Net:</b>	<b>6</b>		

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

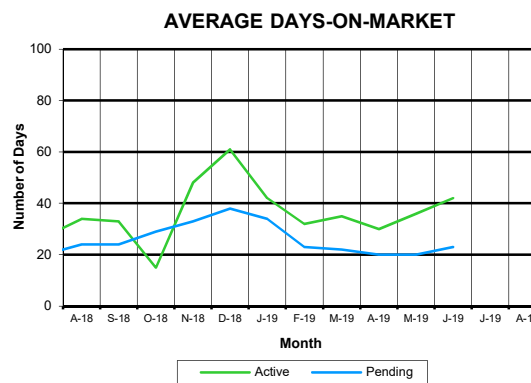
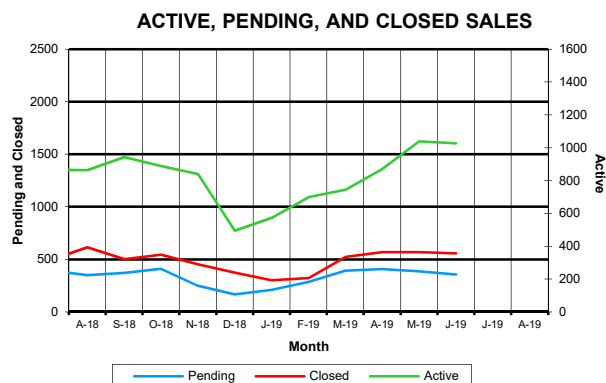
<b>Bay Area</b>					<b>Projects</b>		<b>Participating : 167</b>			<b>In Area : 167</b>				
						<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Net Sales</i>		
<b>GRAND TOTALS: No. Reporting:</b>		<b>165</b>	<b>Avg. Sales: 0.57</b>	<b>Traffic to Sales: 24 : 1</b>	<b>828</b>	<b>2541</b>	<b>108</b>	<b>14</b>	<b>6,948</b>	<b>2,384</b>	<b>Net:</b>	<b>94</b>		

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

## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

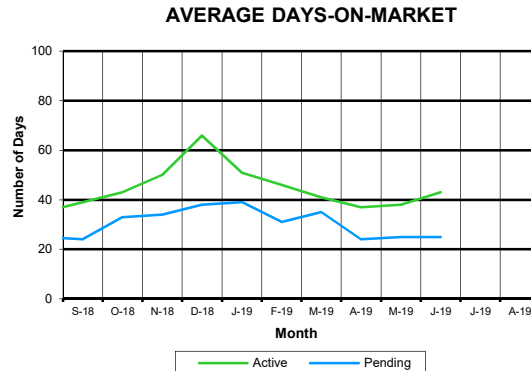
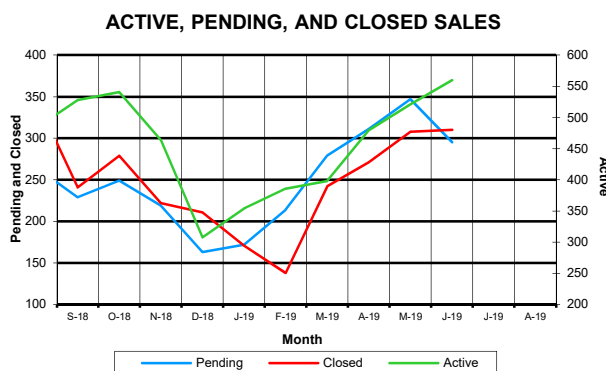
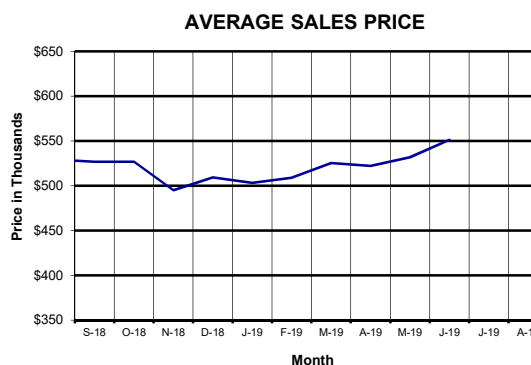
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	840	48	249	33	454	\$1,251,099
Dec-18	495	61	167	38	375	\$1,185,120
Jan-19	573	42	211	34	302	\$1,140,945
Feb-19	699	32	287	23	322	\$1,190,725
Mar-19	743	35	393	22	523	\$1,281,429
Apr-19	870	30	409	20	568	\$1,309,187
May-19	1,039	36	386	20	569	\$1,310,392
Jun-19	1,027	42	355	23	557	\$1,316,144



## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

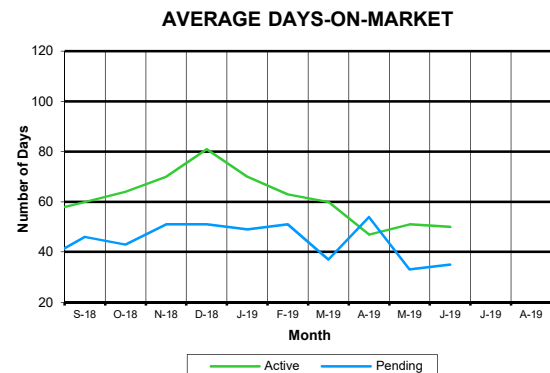
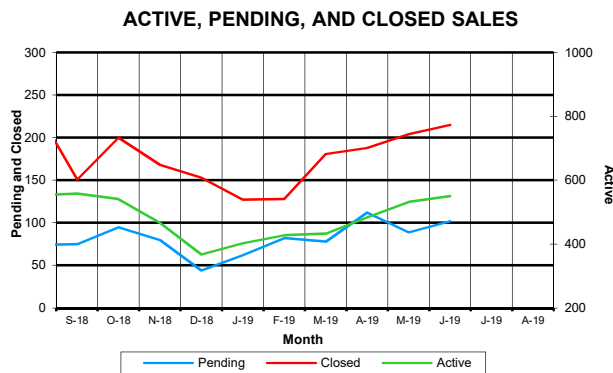
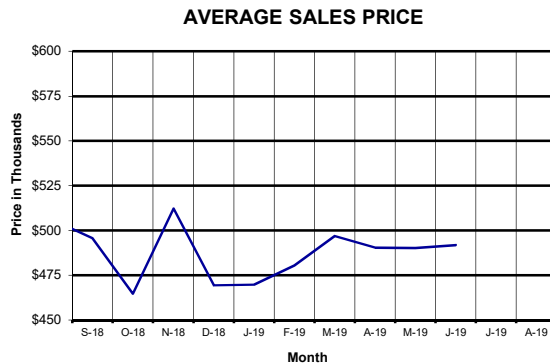
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	464	50	219	34	222	\$495,121
Dec-18	308	66	163	38	211	\$509,453
Jan-19	354	51	172	39	171	\$503,178
Feb-19	386	46	214	31	138	\$509,045
Mar-19	398	41	279	35	242	\$525,428
Apr-19	479	37	311	24	271	\$522,255
May-19	521	38	347	25	308	\$532,015
Jun-19	560	43	295	25	310	\$551,364





## Fairfield-Vacaville SFD Monthly MLS Survey

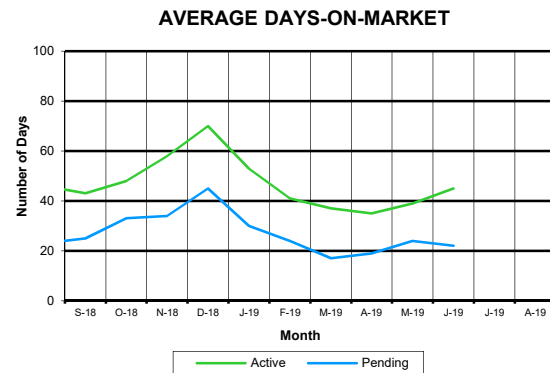
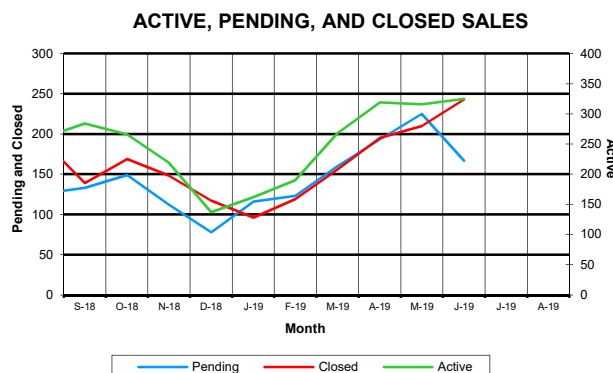
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	467	70	80	51	168	\$512,291
Dec-18	368	81	44	51	153	\$469,332
Jan-19	403	70	62	49	127	\$469,596
Feb-19	428	63	82	51	128	\$480,383
Mar-19	433	60	78	37	181	\$496,877
Apr-19	484	47	112	54	188	\$490,479
May-19	532	51	89	33	204	\$490,138
Jun-19	550	50	102	35	215	\$491,901



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

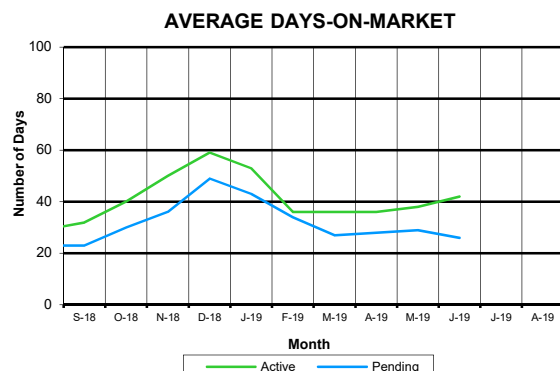
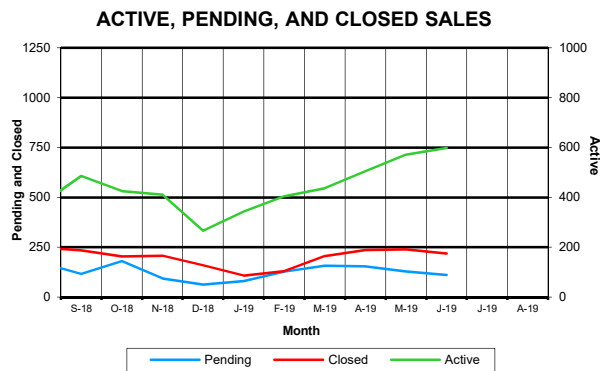
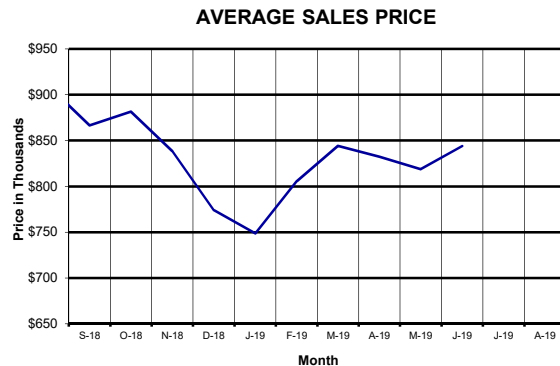
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	219	58	112	34	148	\$1,080,360
Dec-18	137	70	78	45	117	\$1,016,017
Jan-19	162	53	116	30	96	\$1,045,514
Feb-19	190	41	123	24	119	\$1,066,970
Mar-19	268	37	160	17	156	\$1,092,945
Apr-19	319	35	193	19	195	\$1,153,198
May-19	316	39	225	24	210	\$1,135,274
Jun-19	325	45	167	22	243	\$1,195,990



## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

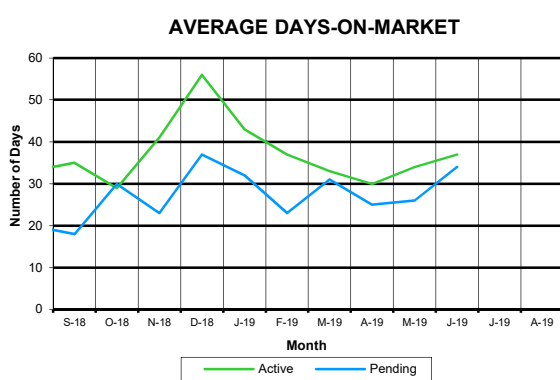
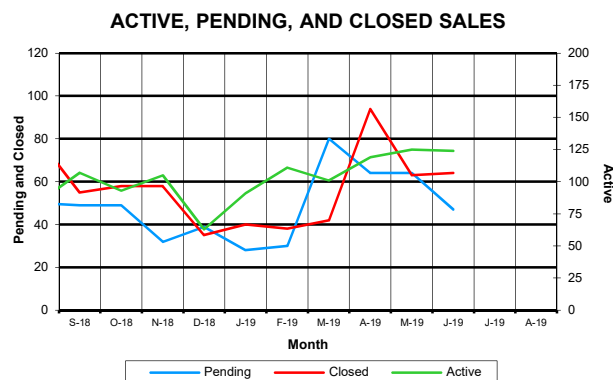
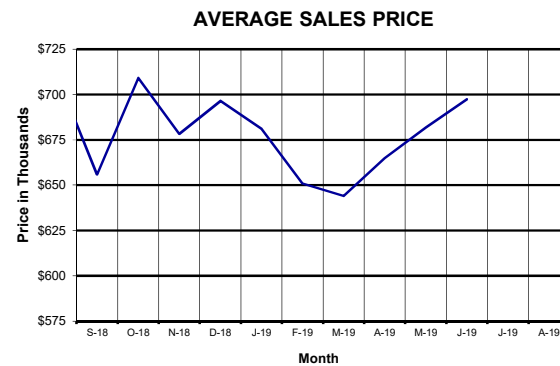
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	411	50	93	36	207	\$838,356
Dec-18	266	59	63	49	159	\$773,972
Jan-19	343	53	81	43	108	\$748,538
Feb-19	405	36	127	34	131	\$805,443
Mar-19	437	36	157	27	206	\$844,285
Apr-19	505	36	154	28	236	\$832,289
May-19	572	38	129	29	239	\$818,839
Jun-19	599	42	111	26	219	\$843,997



## Amador Valley Attd. Monthly MLS Survey

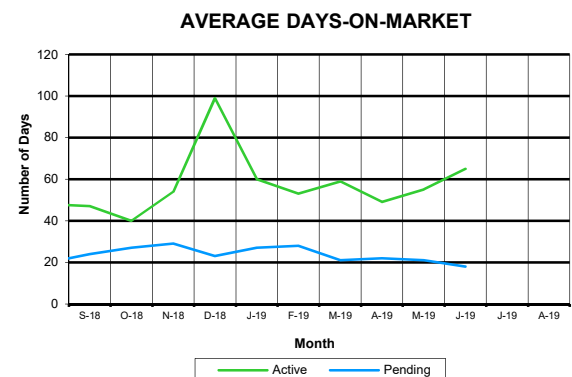
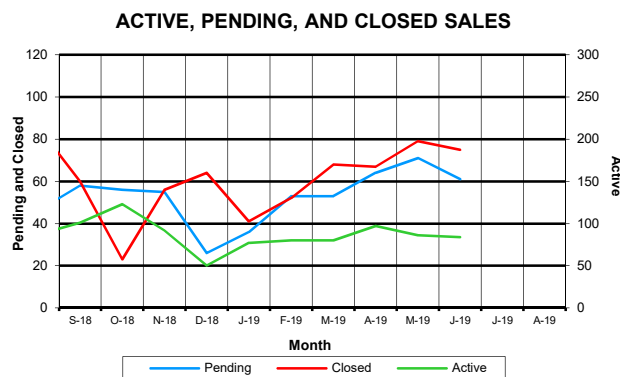
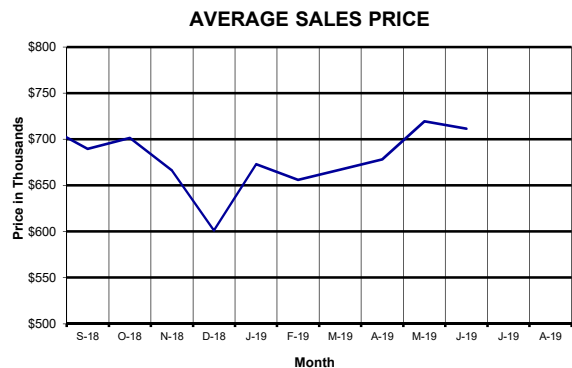
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	105	41	32	23	58	\$678,385
Dec-18	63	56	39	37	35	\$696,518
Jan-19	91	43	28	32	40	\$681,126
Feb-19	111	37	30	23	38	\$651,034
Mar-19	101	33	80	31	42	\$644,107
Apr-19	119	30	64	25	94	\$664,962
May-19	125	34	64	26	63	\$681,926
Jun-19	124	37	47	34	64	\$697,445



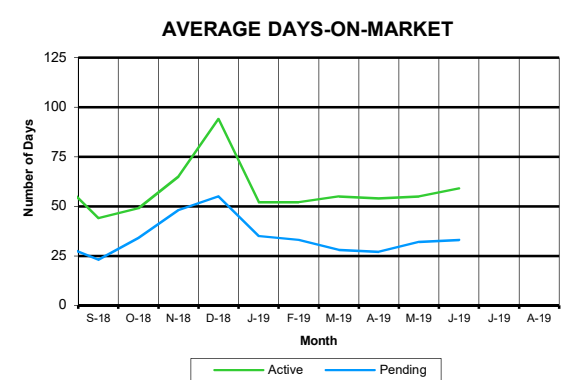
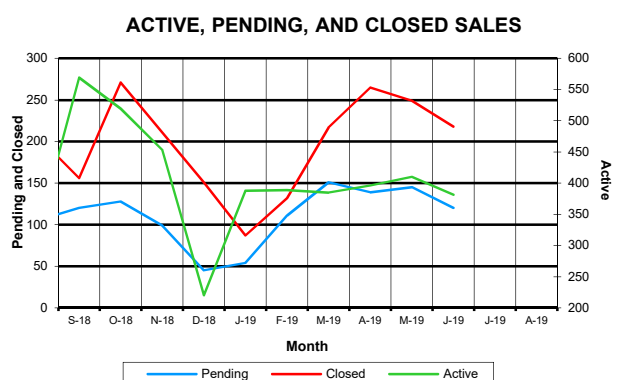
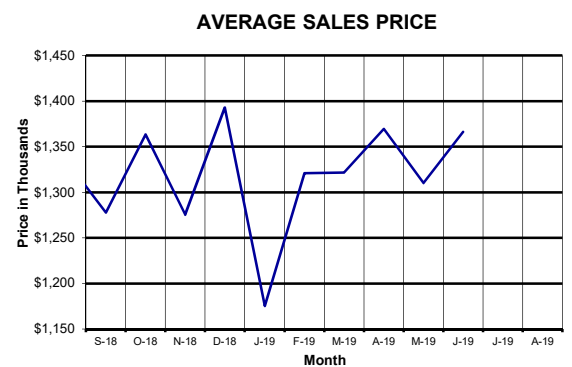
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	92	54	55	29	56	\$666,109
Dec-18	50	99	26	23	64	\$601,297
Jan-19	77	60	36	27	41	\$673,014
Feb-19	80	53	53	28	52	\$655,913
Mar-19	80	59	53	21	68	\$666,897
Apr-19	97	49	64	22	67	\$678,005
May-19	86	55	71	21	79	\$719,438
Jun-19	84	65	61	18	75	\$711,369



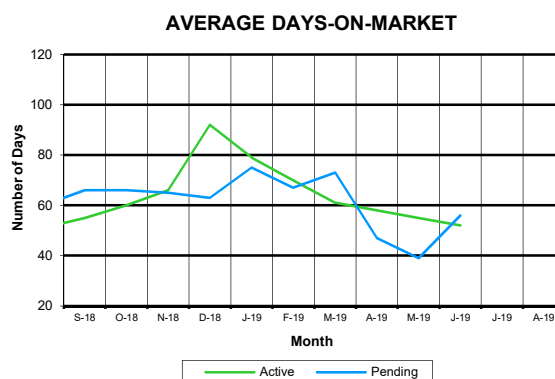
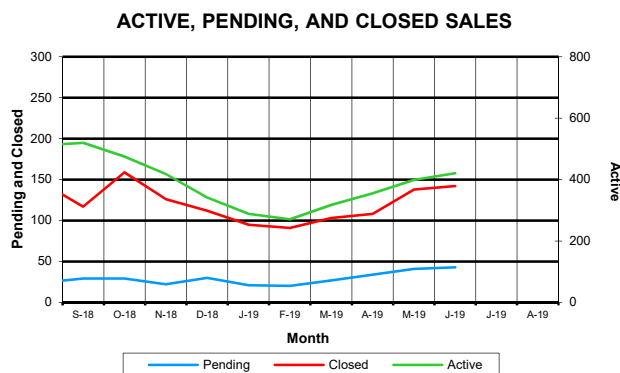
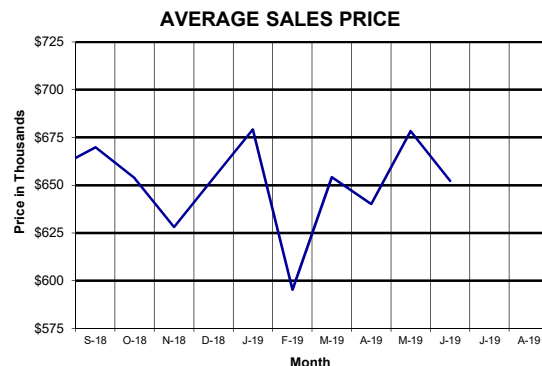
## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	453	65	99	48	211	\$1,275,462
Dec-18	220	94	45	55	151	\$1,393,055
Jan-19	388	52	54	35	87	\$1,175,426
Feb-19	389	52	111	33	132	\$1,320,811
Mar-19	385	55	151	28	217	\$1,321,789
Apr-19	396	54	139	27	265	\$1,369,298
May-19	410	55	145	32	249	\$1,310,210
Jun-19	381	59	120	33	218	\$1,366,198



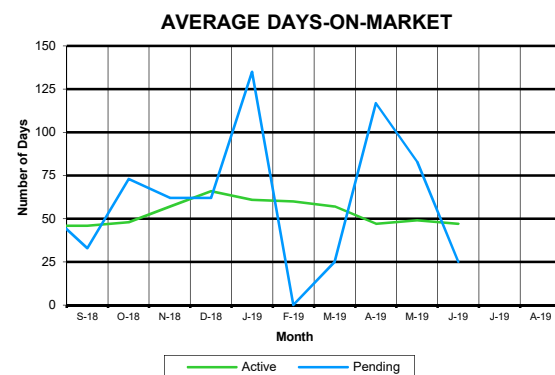
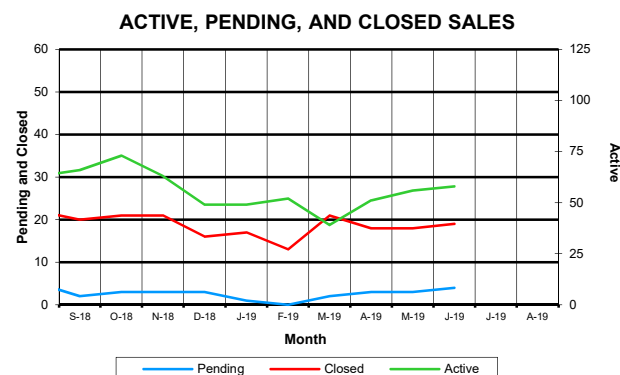
## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	419	66	22	65	126	\$628,100
Dec-18	343	92	30	63	112	\$653,866
Jan-19	288	79	21	75	95	\$679,255
Feb-19	271	70	20	67	91	\$595,355
Mar-19	318	61	27	73	103	\$654,327
Apr-19	355	58	34	47	108	\$640,153
May-19	399	55	41	39	138	\$678,384
Jun-19	421	52	43	56	142	\$652,314



## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	63	57	3	62	21	\$367,738
Dec-18	49	66	3	62	16	\$390,563
Jan-19	49	61	1	135	17	\$360,882
Feb-19	52	60	0	0	13	\$361,154
Mar-19	39	57	2	25	21	\$341,644
Apr-19	51	47	3	117	18	\$375,933
May-19	56	49	3	83	18	\$358,044
Jun-19	58	47	4	25	19	\$400,284



# THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 28, Ending **July 14, 2019**

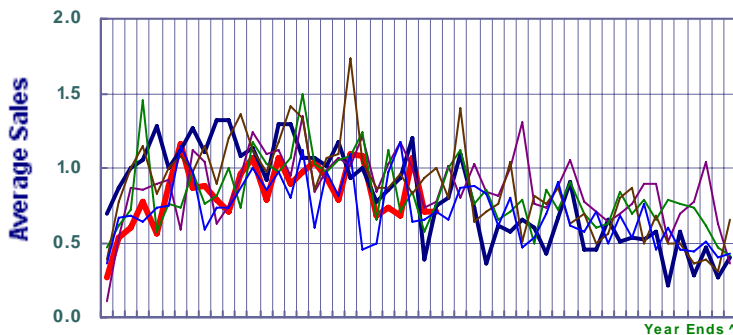
## Central Valley

NATIONAL BUILDER DIVISION

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House		21	814	20	3	17	0.81	0.77	5%	0.84	-4%
San Joaquin County		24	602	24	6	18	0.75	0.79	-5%	0.80	-6%
Stanislaus County		3	45	3	0	3	1.00	0.83	20%	0.88	14%
Merced County		20	317	20	7	13	0.65	0.86	-25%	0.98	-34%
Madera County		5	50	3	0	3	0.60	0.92	-35%	1.02	-41%
Fresno County		10	111	8	3	5	0.50	1.00	-50%	1.06	-53%
Current Week Totals	Traffic : Sales 25 : 1	83	1,939	78	19	59	0.71	0.84	-15%	0.90	-21%
Per Project Average			23	0.94	0.23	0.71					
Year Ago - 07/15/2018	Traffic : Sales 25 : 1	70	1,504	60	8	52	0.74	1.00	-26%	0.98	-24%
% Change		19%	29%	30%	138%	13%	-4%	-17%		-8%	

### 2019 Central Valley Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 28 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	45	33	0.91	0.13	0.78	0.71
■	2015	47	33	1.18	0.15	1.03	0.88
■	2016	46	27	1.03	0.13	0.90	0.82
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	24	1.18	0.15	1.03	0.80
■	2019	77	22	0.98	0.14	0.83	0.83
% Change :		14%	-10%	-17%	-7%	-19%	4%

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



## WEEKLY FINANCIAL NEWS

### Financing

	RATE	APR
CONV	3.86%	3.98%
FHA	3.49%	3.55%
10 Yr Yield	2.10%	



### Market Commentary

On Wednesday, attention will turn to the housing market. New residential construction has struggled to gain momentum despite lower building costs and improved buying conditions. On a year-to-date basis through May, housing starts are 5.3% below their prior-year pace. That said, the 1.269 million-unit pace hit in May is slightly above the pace averaged over the past six months. The increase in May permits was encouraging: single-family permits rose 3.7%, ending a five-month streak of declines. The gain in permits alongside more favorable buying conditions point to gradually improving activity over the summer. But, despite lower mortgage rates, a surge in activity remains unlikely. The NAHB Housing Market Index fell last month after hitting a seven-month high in May. Builders were likely discouraged by the prospects of an escalating trade war. We expect starts to notch a 1.246 million-unit pace in June. Fed Chair Powell confirmed the market's view that the Fed will cut rates at its July 30-31 meeting during his Semiannual Monetary Policy testimony to Congress this week. Some had speculated that Powell would push back against expectations, if not regarding the expected timing of cuts then at least the magnitude. Yet with markets expecting a total of more than 100 bps of cuts, Powell opted to instead reiterate that the uncertainties surrounding the trade environment and deteriorating global fundamentals are sufficient to compel an insurance cut. As expected, the strong 224K June jobs number did not significantly affect the Fed's view. While the S&P 500 opened at an all-time high this week and the unemployment rate sits at 3.7%, the Fed has all but locked in a July rate cut. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
<b>Tracy/Mountain House</b>					<b>Projects</b>				<b>Participating : 21</b>				<b>In Area : 21</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Valera	Bright	Tr	DTMU		71	0	6	11	0	0	56	4	0.50	0.14
Meadowview at Mountain House	K Hovnanian	MH	DTMU		69	0	3	13	2	0	56	26	0.96	0.93
Amber at Tracy Hills	Lennar	TH	DTMU		160	0	14	92	1	1	11	11	0.90	0.90
Larimar at Tracy Hills	Lennar	TH	DTMU		133	0	19	92	1	0	11	11	0.90	0.90
Legend at Ellis	Lennar	Tr	DTMU		126	0	2	1	0	0	124	30	0.84	1.07
Opal at Tracy Hills	Lennar	TH	DTMU		103	6	19	92	1	0	17	17	1.40	1.40
Pearl at Tracy Hills	Lennar	TH	DTMU		196	0	17	92	0	0	8	8	0.57	0.57
Primrose II	Lennar	Tr	DTMU		61	0	5	1	0	0	39	31	0.86	1.11
Fontina at College Park	Meritage	MH	DTMU		56	0	3	25	2	0	43	27	0.78	0.96
Vantage at Tracy Hills	Meritage	TH	DTST		182	0	12	41	3	0	13	13	0.68	0.68
Elissagaray Ranch	Ponderosa	Tr	DTMU		47	0	4	63	0	0	7	7	0.86	0.86
Inspirato at Mountain House	Richmond American	MH	DTMU		88	0	7	9	1	0	81	20	0.82	0.71
Oliveto at Mountain House	Richmond American	MH	DTMU		88	0	8	5	0	0	39	16	0.61	0.57
Wellington at Mountain House	Richmond American	MH	DTMU		66	0	5	6	1	0	52	14	0.69	0.50
Ashford at Mountain House	Shea	MH	DTMU		117	0	3	36	0	0	101	17	0.78	0.61
Prescott Mountain House	Shea	MH	DTMU		55	0	4	35	1	1	43	39	1.13	1.39
Vente at Tracy Hills	Shea	TH	DTMU		74	0	14	101	0	0	8	8	0.42	0.42
Barcelona	Taylor Morrison	Tr	DTMU		51	0	1	10	1	0	50	6	0.59	0.21
Zephyr Ranch	Taylor Morrison	MH	DTMU		98	0	9	31	3	1	64	54	1.64	1.93
Sundance II	TRI Pointe	MH	DTMU		138	0	6	25	0	0	84	21	0.83	0.75
Cascada at Cordes	Woodside	MH	DTMU		78	0	4	33	3	0	61	19	0.79	0.68
<b>TOTALS: No. Reporting: 21</b>					<b>Avg. Sales: 0.81</b>				<b>Traffic to Sales: 41 : 1</b>				<b>165</b>	
									<b>814</b>				<b>20</b>	
									<b>3</b>				<b>968</b>	
									<b>399</b>				<b>Net: 17</b>	

City Codes: MH = Mountain House, TH = Tracy Hills, Tr = Tracy

<b>Stockton/Lodi</b>					<b>Projects</b>				<b>Participating : 3</b>				<b>In Area : 3</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Belluno	KB Home	Sk	DTST		91	0	5	11	0	0	68	39	0.93	1.39
Montevello	KB Home	Sk	DTST		122	0	3	16	2	0	100	52	1.20	1.86
Villa Point at Destinations	Richmond American	Sk	DTST		122	0	4	5	0	0	43	21	0.63	0.75
<b>TOTALS: No. Reporting: 3</b>					<b>Avg. Sales: 0.67</b>				<b>Traffic to Sales: 16 : 1</b>				<b>12</b>	
									<b>32</b>				<b>2</b>	
									<b>2</b>				<b>211</b>	
									<b>112</b>				<b>Net: 2</b>	

City Codes: Sk = Stockton

<b>San Joaquin County</b>					<b>Projects</b>				<b>Participating : 21</b>				<b>In Area : 21</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Haven at River Islands	Anthem United	Lp	DTST		128	0	5	2	4	0	5	5	0.49	0.49
Reflections at River Island	Anthem United	Lp	DTMU		77	6	13	15	1	0	43	17	0.77	0.61
Solera	Atherton	Mn	DTMU		354	0	2	71	3	0	210	37	1.25	1.32
Sedona at Sundance	Caresco	Mn	DTMU		57	0	9	68	0	2	37	20	0.53	0.71
Arlington	DR Horton	Mn	DTST		148	0	5	29	1	2	20	20	1.41	1.41
Haven at Sundance	KB Home	Mn	DTST		152	0		25	0	0	0	0	0.00	0.00
Palermo Estates	KB Home	Mn	DTST		133	0	4	2	2	0	129	19	1.05	0.68
Beacon Bay at River Island	Kiper	Lp	DTST		112	6	5	25	2	0	87	22	0.84	0.79
Lakeside at River Island	Kiper	Lp	DTMU		46	0	1	64	1	0	15	15	0.43	0.54
Bella Vista Oakwood Shores II	Lafferty	Mn	DTMU		157	0	1	22	1	0	58	10	0.34	0.36
Dolcinea	Raymus	Mn	DTST		41	0	4	1	0	0	37	28	0.91	1.00
Passport	Raymus	Mn	DTST		135	0		18	0	0	0	0	0.00	0.00
Fox Chase at Woodward	Richmond American	Mn	ATMU		130	0	4	22	0	0	41	36	0.91	1.29
Sandpointe at River Islands	Richmond American	Lp	DTMU		73	0	8	2	0	0	65	8	0.51	0.29

( San Joaquin County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>San Joaquin County</b>					<b>Projects</b>				<b>Participating : 21</b>				<b>In Area : 21</b>	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Watermark at River Islands	Richmond American	Lp	DTST		102	0	4	6	0	0	22	22	0.99	0.99
Tidewater at River Islands	The New Home Co	Lp	DTMU		131	0	2	34	2	0	92	21	0.65	0.75
Crystal Cove at River Island	Tim Lewis	Lp	DTMU		97	0	6	31	0	0	84	12	0.60	0.43
Bridgeport at River Islands	Van Daele	Lp	DTMU		91	0	1	26	1	0	24	12	0.53	0.43
Castaway at River Islands	Van Daele	Lp	DTMU		114	6	6	41	4	1	81	44	1.39	1.57
Latitude at River Islands	Van Daele	Lp	DTST		101	0	4	33	0	0	97	3	0.96	0.11
Latitude at River Islands II	Van Daele	Lp	DTMU		74	0	5	33	0	1	28	28	0.84	1.00
<b>TOTALS: No. Reporting:</b>		<b>21</b>	<b>Avg. Sales: 0.76</b>		<b>Traffic to Sales: 26 : 1</b>		<b>89</b>	<b>570</b>	<b>22</b>	<b>6</b>	<b>1175</b>	<b>379</b>	<b>Net:</b>	<b>16</b>

City Codes: Lp = Lathrop, Mn = Manteca

<b>Modesto</b>					<b>Projects</b>				<b>Participating : 1</b>				<b>In Area : 1</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Orchard Terrace	KB Home	Ce	DTST		80	6	6	13	1	0	67	45	1.08	1.61
<b>TOTALS: No. Reporting:</b>		<b>1</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 13 : 1</b>		<b>6</b>	<b>13</b>	<b>1</b>	<b>0</b>	<b>67</b>	<b>45</b>	<b>Net:</b>	<b>1</b>

City Codes: Ce = Ceres

<b>Stanislaus County</b>					<b>Projects</b>				<b>Participating : 2</b>				<b>In Area : 2</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Marcona	Bright	Ky	DTMU		140	0	4	16	0	0	124	15	0.73	0.54
Monarch Country Living	Ramson	Nw	DTST		47	0	2	16	2	0	19	17	0.44	0.61
<b>TOTALS: No. Reporting:</b>		<b>2</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 16 : 1</b>		<b>6</b>	<b>32</b>	<b>2</b>	<b>0</b>	<b>143</b>	<b>32</b>	<b>Net:</b>	<b>2</b>

City Codes: Ky = Keyes, Nw = Newman

<b>Merced County</b>					<b>Projects</b>				<b>Participating : 20</b>				<b>In Area : 20</b>	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Summer Creek	Bright	Md	DTMU		44	0	3	20	1	0	9	9	0.97	0.97
Sundance Village	Bright	Lt	DTST		64	0	7	19	0	0	2	2	0.64	0.64
Aspire at Bellevue Ranch II	K Hovnanian	Md	DTST		175	6	6	28	2	0	43	42	1.38	1.50
Aspire at Sierra Vista	K Hovnanian	Md	DTST		91	0	3	14	0	0	47	24	0.85	0.86
Four Seasons Los Banos	K Hovnanian	LB	DTMU		97	0	4	10	1	0	73	29	0.78	1.04
Manzanita	Legacy	Lt	DTMU		172	0	5	35	3	0	42	29	0.85	1.04
Sunflower	Legacy	Md	DTST		143	0	4	17	0	0	22	22	0.84	0.84
Bellevue Ranch - Chateau Phase 2	Lennar	Md	DTMU		52	6	7	17	0	1	5	5	0.81	0.81
Moraga - Skye	Lennar	Md	DTST		69	6	6	14	2	0	49	32	1.00	1.14
Moraga- Summer Series	Lennar	Md	DTST		50	0	5	14	2	2	26	26	1.17	1.17
Moraga-Chateau Series	Lennar	Md	DTST		104	6	6	14	2	0	65	34	1.01	1.21
Cypress Terrace	Malet Development	Md	ATST		33	6	6	5	1	0	26	10	0.37	0.36
Bellevue Ranch	Stonefield Home	Md	DTST		69	0	3	14	0	0	5	5	0.34	0.34
Brookshire	Stonefield Home	LB	DTMU		172	0	7	22	1	0	72	25	0.58	0.89
Campus Vista	Stonefield Home	Md	DTST		60	0	2	10	1	0	58	9	0.41	0.32
Mission Village South	Stonefield Home	LB	DTMU		67	0	6	22	0	0	46	18	0.43	0.64
Sandstone	Stonefield Home	LB	DTMU		98	0	3	17	0	1	92	5	0.49	0.18
Stone Ridge West	Stonefield Home	Md	DTST		86	0	1	7	2	2	62	42	1.07	1.50
University Park II	Stonefield Home	Md	DTST		49	0	1	1	1	1	11	11	1.54	1.54
Villas, The	Stonefield Home	LB	DTST		50	0	2	17	1	0	4	4	0.33	0.33

Development Name	Developer	City Code	Notes	Type										
<b>Merced County</b>					<b>Projects</b>			<b>Participating : 20</b>				<b>In Area : 20</b>		
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
<b>TOTALS: No. Reporting:</b>		<b>20</b>	<b>Avg. Sales: 0.65</b>	<b>Traffic to Sales: 16 : 1</b>	<b>87</b>	<b>317</b>	<b>20</b>	<b>7</b>	<b>759</b>	<b>383</b>	<b>Net:</b>	<b>13</b>		

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

<b>Madera County</b>					<b>Projects</b>			<b>Participating : 5</b>				<b>In Area : 5</b>		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aspire at River Bend	K Hovnanian	Mda	DTMU		171	0	5	31	1	0	11	11	0.89	0.89
Vista Bella at Tesoro Viejo	K Hovnanian	Mda	DTST		112	0	3	2	0	0	1	1	0.20	0.20
Riverstone- Chateau	Lennar	Mda	DTST		64	0	1	6	0	0	24	24	1.58	1.58
Riverstone- Pinnacle	Lennar	Mda	DTMU		57	0	1	5	1	0	8	8	0.54	0.54
Riverstone Skye	Lennar	Mda	DTST		67	0	2	6	1	0	16	16	1.08	1.08
<b>TOTALS: No. Reporting:</b>		<b>5</b>	<b>Avg. Sales: 0.60</b>	<b>Traffic to Sales: 17 : 1</b>	<b>12</b>	<b>50</b>	<b>3</b>	<b>0</b>	<b>60</b>	<b>60</b>	<b>Net:</b>	<b>3</b>		

City Codes: Mda = Madera

<b>Fresno County</b>					<b>Projects</b>			<b>Participating : 10</b>				<b>In Area : 10</b>		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aspire at Sun Valley	K Hovnanian	Coa	DTST		44	0	2	8	1	0	18	16	0.62	0.57
Aspire at Sunnyside	K Hovnanian	FO	DTST		132	0	2	10	1	0	21	21	1.30	1.30
Laurel Grove	KB Home	Fr	DTST		144	0	4	16	3	0	37	37	1.60	1.60
Olive Lane IV	KB Home	Fr	DTST		122	0	6	11	0	0	116	30	1.02	1.07
Carriage House V- Chateau	Lennar	Fr	DTST		92	0	6	9	1	0	39	29	1.21	1.04
Chateau at Summer Grove	Lennar	Fr	DTST		202	6	6	14	0	0	102	34	1.31	1.21
Copper River- Pinnacle	Lennar	Fr	DTMU		94	0	2	10	0	0	13	13	0.40	0.46
Heirloom Ranch- Chateau Series	Lennar	Fr	DTST		208	0	5	11	0	1	13	13	1.40	1.40
Sterling Acres- Savannah	Lennar	Fr	DTST		102	0	6	9	2	2	71	44	1.11	1.57
Sterling Acres- Skye	Lennar	Fr	DTST		79	0	2	13	0	0	66	38	1.03	1.36
<b>TOTALS: No. Reporting:</b>		<b>10</b>	<b>Avg. Sales: 0.50</b>	<b>Traffic to Sales: 14 : 1</b>	<b>41</b>	<b>111</b>	<b>8</b>	<b>3</b>	<b>496</b>	<b>275</b>	<b>Net:</b>	<b>5</b>		

City Codes: Coa = Coalinga, FO = Fowler, Fr = Fresno

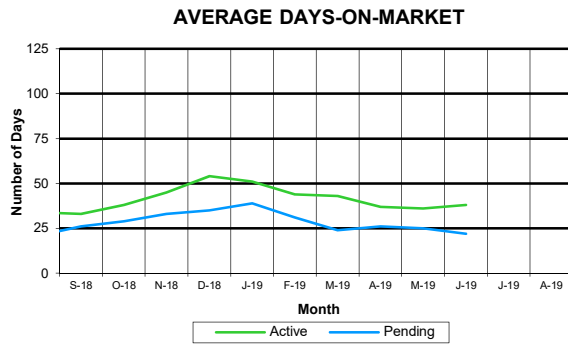
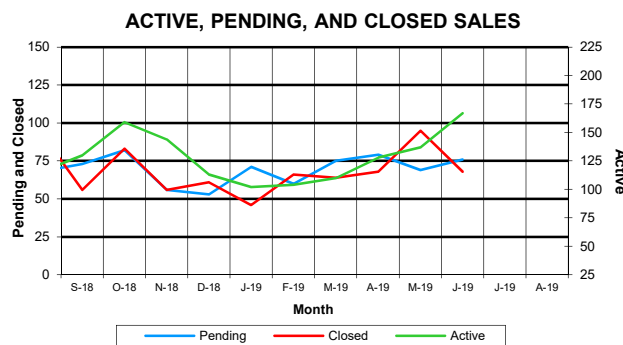
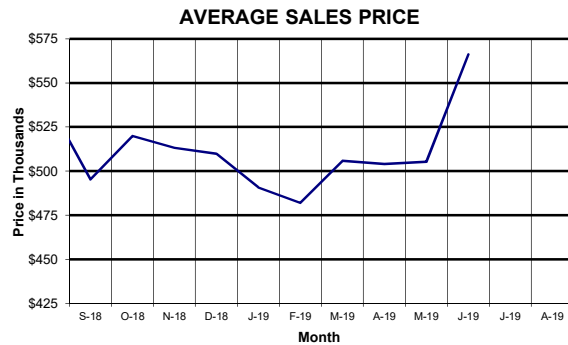
<b>Central Valley</b>					<b>Projects</b>			<b>Participating : 83</b>				<b>In Area : 83</b>		
						<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Net Sales</i>		
<b>GRAND TOTALS: No. Reporting:</b>		<b>83</b>	<b>Avg. Sales: 0.71</b>	<b>Traffic to Sales: 25 : 1</b>	<b>418</b>	<b>1939</b>	<b>78</b>	<b>19</b>	<b>3,879</b>	<b>1,685</b>	<b>Net:</b>	<b>59</b>		

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



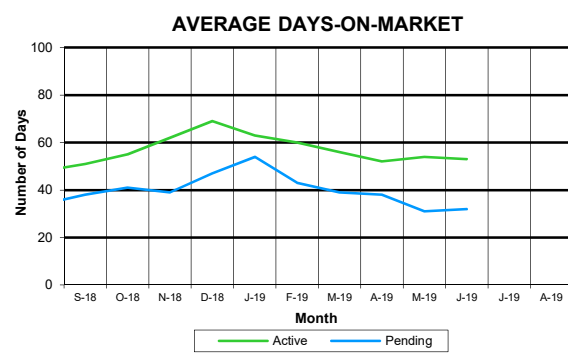
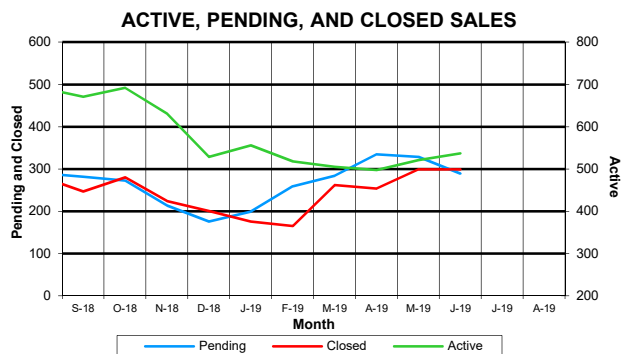
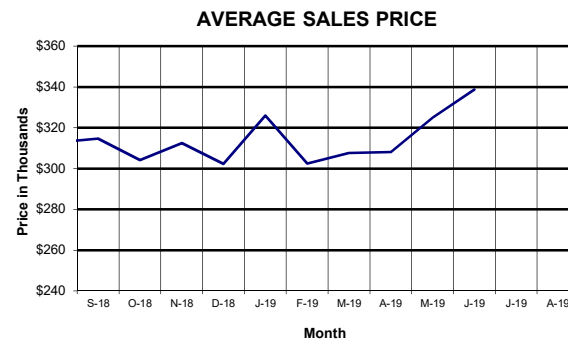
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	144	45	56	33	56	513,383
Dec-18	113	54	53	35	61	509,845
Jan-19	102	51	71	39	46	490,812
Feb-19	104	44	60	31	66	482,148
Mar-19	110	43	75	24	64	505,892
Apr-19	128	37	79	26	68	504,126
May-19	137	36	69	25	95	505,313
Jun-19	167	38	76	22	68	566,219



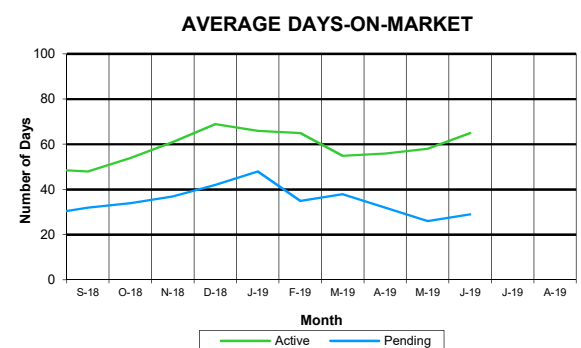
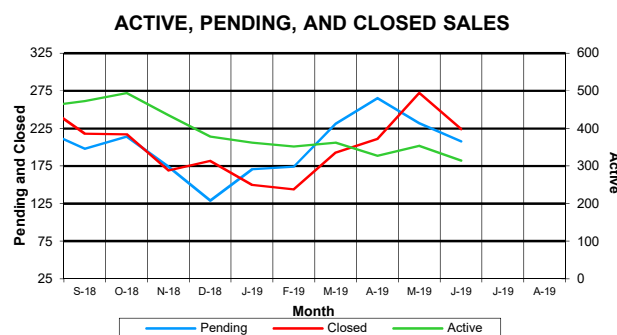
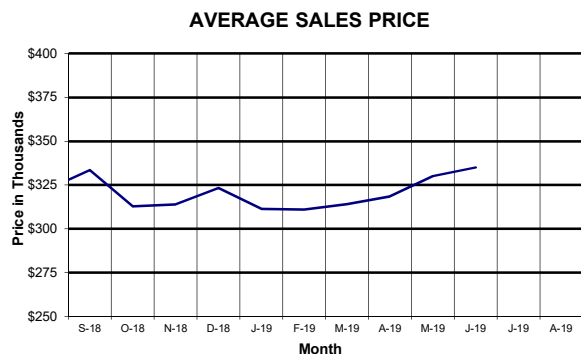
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	631	62	214	39	224	\$312,402
Dec-18	529	69	176	47	201	\$302,220
Jan-19	556	63	199	54	176	\$326,032
Feb-19	518	60	259	43	165	\$302,411
Mar-19	505	56	284	39	262	\$307,665
Apr-19	498	52	335	38	254	\$308,014
May-19	521	54	329	31	299	\$324,962
Jun-19	537	53	289	32	299	\$338,717



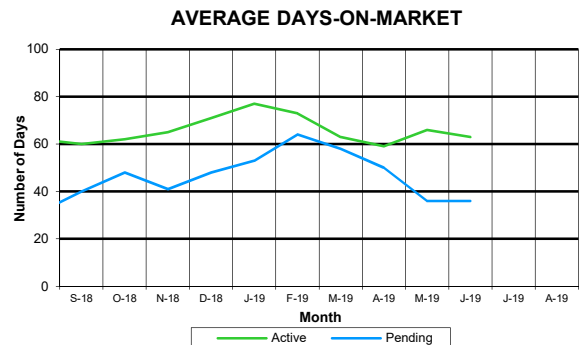
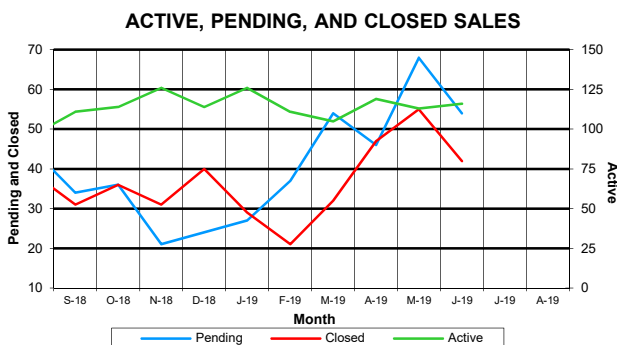
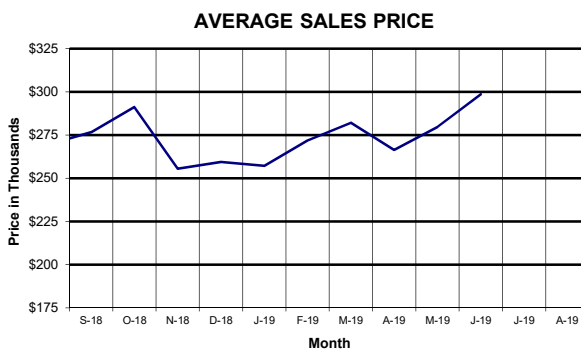
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	435	61	174	37	169	\$313,916
Dec-18	378	69	129	42	182	\$323,247
Jan-19	362	66	171	48	150	\$311,465
Feb-19	352	65	174	35	144	\$310,974
Mar-19	362	55	231	38	193	\$314,104
Apr-19	327	56	265	32	211	\$318,586
May-19	354	58	232	26	272	\$330,017
Jun-19	315	65	208	29	224	\$335,029



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	126	65	21	41	31	\$255,525
Dec-18	114	71	24	48	40	\$259,510
Jan-19	126	77	27	53	29	\$257,273
Feb-19	111	73	37	64	21	\$271,981
Mar-19	105	63	54	58	32	\$282,149
Apr-19	119	59	46	50	47	\$266,429
May-19	113	66	68	36	55	\$279,757
Jun-19	116	63	54	36	42	\$298,638



# THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 28, Ending **July 14, 2019**

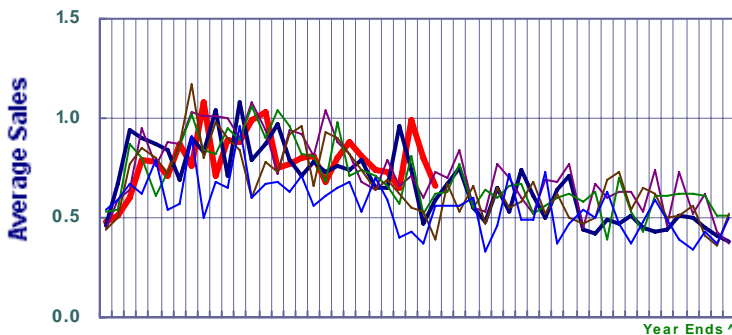
## Sacramento

NATIONAL BUILDER DIVISION

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
South Sacramento		31	902	23	8	15	0.48	0.87	-45%	0.90	-46%
Central & North Sacramento		34	638	28	2	26	0.76	0.86	-11%	0.84	-9%
Folsom		7	119	4	5	-1	-0.14	0.85	-117%	0.96	-115%
El Dorado		7	136	1	4	-3	-0.43	0.43	-199%	0.51	-183%
Placer		43	1,414	42	6	36	0.84	0.70	20%	0.64	31%
Yolo		12	138	8	1	7	0.58	0.64	-9%	0.72	-19%
Northern Counties		7	112	14	1	13	1.86	1.16	60%	1.09	71%
Current Week Totals	Traffic : Sales 29 : 1	141	3,459	120	27	93	0.66	0.78	-16%	0.78	-16%
Per Project Average			25	0.85	0.19	0.66					
Year Ago - 07/15/2018	Traffic : Sales 34 : 1	136	3,405	100	20	80	0.59	0.77	-23%	0.75	-21%
% Change		4%	2%	20%	35%	16%	12%	2%		5%	

### 2019 Sacramento Survey

#### 52 Weeks Comparison



#### Year To Date Averages Through Week 28 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	76	29	0.75	0.13	0.62	0.56
■	2015	97	28	0.88	0.12	0.76	0.66
■	2016	127	27	0.92	0.14	0.79	0.69
■	2017	141	28	0.97	0.15	0.82	0.73
■	2018	128	26	0.92	0.13	0.78	0.66
■	2019	141	23	0.90	0.12	0.78	0.78
% Change :		10%	-11%	-2%	-13%	0%	18%

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



## WEEKLY FINANCIAL NEWS

### Financing

	RATE	APR
CONV	3.86%	3.98%
FHA	3.49%	3.55%
10 Yr Yield	2.10%	



### Market Commentary

On Wednesday, attention will turn to the housing market. New residential construction has struggled to gain momentum despite lower building costs and improved buying conditions. On a year-to-date basis through May, housing starts are 5.3% below their prior-year pace. That said, the 1.269 million-unit pace hit in May is slightly above the pace averaged over the past six months. The increase in May permits was encouraging: single-family permits rose 3.7%, ending a five-month streak of declines. The gain in permits alongside more favorable buying conditions point to gradually improving activity over the summer. But, despite lower mortgage rates, a surge in activity remains unlikely. The NAHB Housing Market Index fell last month after hitting a seven-month high in May. Builders were likely discouraged by the prospects of an escalating trade war. We expect starts to notch a 1.246 million-unit pace in June. Fed Chair Powell confirmed the market's view that the Fed will cut rates at its July 30-31 meeting during his Semiannual Monetary Policy testimony to Congress this week. Some had speculated that Powell would push back against expectations, if not regarding the expected timing of cuts then at least the magnitude. Yet with markets expecting a total of more than 100 bps of cuts, Powell opted to instead reiterate that the uncertainties surrounding the trade environment and deteriorating global fundamentals are sufficient to compel an insurance cut. As expected, the strong 224K June jobs number did not significantly affect the Fed's view. While the S&P 500 opened at an all-time high this week and the unemployment rate sits at 3.7%, the Fed has all but locked in a July rate cut. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
<b>South Sacramento</b>					<b>Projects</b>		<b>Participating : 31</b>				<b>In Area : 31</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Artisan - The Cove	Beazer	So		DTMU	145	0	20	15	0	0	0	0	0.00	0.00
Avalon Hills	Beazer	Vn		DTST	23	1	1	19	1	0	9	9	0.45	0.45
Woodbury Estates at River Oaks	Elliott	Gt		DTST	70	0	6	24	0	0	20	20	1.65	1.65
Murieta Gardens	K Hovnanian	RM		DTST	78	0	3	35	1	1	13	13	0.72	0.72
Shasta Ridge	KB Home	So		DTST	60	0	4	11	1	0	56	34	0.86	1.21
Sheldon Terrace	KB Home	Ln		DTST	175	0	1	17	2	0	56	56	1.68	2.00
Willow Creek at Monterey Village	KB Home	Ln		DTST	106	0	1	36	2	1	90	53	1.73	1.89
Avila at Fieldstone	Lennar	Vn		DTMU	134	4	4	13	2	0	3	3	1.50	1.50
Bordeaux at Vineyard Creek	Lennar	So		DTST	150	0	4	31	2	2	96	28	0.84	1.00
Camarillo at Fieldstone	Lennar	Vn		DTMU	110	0	1	13	2	0	8	8	0.72	0.72
Cambria at Fieldstone	Lennar	Vn		DTMU	130	0	1	2	0	0	129	21	0.92	0.75
Elements at Sterling Meadows	Lennar	Ln		DTST	159	0	1	48	2	0	55	48	1.27	1.71
Heritage Vineyard Creek	Lennar	So		DTMU	208	0	3	31	1	2	111	27	0.90	0.96
Indigo at Sterling Meadows	Lennar	Ln		DTST	94	0	6	36	1	0	77	32	1.18	1.14
Montair at Sterling Meadows	Lennar	Vn		DTST	78	0	4	36	0	0	74	40	1.14	1.43
Oceano at Fieldstone	Lennar	Vn		DTMU	120	0	6	13	0	0	3	3	0.27	0.27
Redwood at Parkside	Lennar	Vn		DTMU	244	0	3	21	1	0	202	30	0.93	1.07
Silveroak at Vineyard Creek	Lennar	So		DTST	79	0	6	62	0	0	3	3	0.72	0.72
Marbella	Meritage	Vn		DTST	56	0	5	42	1	1	12	12	0.46	0.46
Calistoga	Next Generation Capit	So		DTMU	35	0	2	16	0	0	33	17	0.49	0.61
Seasons at Sterling Meadows	Richmond American	Ln		DTMU	75	0	2	8	0	0	3	3	0.20	0.20
Stonecrest at Sterling Meadows	Richmond American	Ln		DTMU	98	0	2	53	0	0	78	36	1.02	1.29
Aveiro at Madeira East III	Taylor Morrison	Ln		DTST	69	0	5	3	0	0	64	16	0.68	0.57
Milestone	Taylor Morrison	Vn		DTST	121	0	10	14	1	0	10	10	1.09	1.09
Prado at Madeira East	Taylor Morrison	Ln		DTMU	205	0	15	6	0	1	186	33	0.67	1.18
Viana at Madeira East	Taylor Morrison	Ln		DTMU	206	0	7	12	0	0	199	24	0.72	0.86
Classics at Poppy Lane	Tim Lewis	Ln		DTMU	50	3	3	36	0	0	17	16	0.35	0.57
Latitudes	Tim Lewis	Vn		DTST	159	0	8	34	1	0	57	22	0.92	0.79
Legacy at Poppy Lane	Tim Lewis	Ln		DTMU	57	0	1	29	0	0	19	14	0.44	0.50
Traditions at Poppy Lane	Tim Lewis	Ln		DTST	94	3	6	26	2	0	20	15	0.54	0.54
Glendon Vineyards	Woodside	Vn	New	DTST	103	0	4	160	0	0	2	2	1.75	1.75
<b>TOTALS: No. Reporting:</b>	<b>31</b>	<b>Avg. Sales:</b>	<b>0.48</b>	<b>Traffic to Sales:</b>	<b>39 : 1</b>	<b>145</b>	<b>902</b>	<b>23</b>	<b>8</b>	<b>1705</b>	<b>648</b>	<b>Net:</b>	<b>15</b>	

City Codes: Gt = Galt, Ln = Elk Grove Laguna, RM = Rancho Murieta, So = Sacramento, Vn = Elk Grove Vineyard

<b>Central Sacramento</b>					<b>Projects</b>		<b>Participating : 17</b>				<b>In Area : 17</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Creamery at Alkali Flat	Black Pine	So		DTMU	122	0	4	5	0	0	116	16	0.62	0.57
Estates at Curtis Park	Black Pine	So		DTMU	29	0	1	12	1	0	28	12	0.44	0.43
Anthology at Anatolia	DR Horton	RO		DTST	102	0	19	5	0	0	10	10	0.55	0.55
Heritage at Gum Ranch	Elliott	FO		DTMU	94	0	5	118	1	0	9	9	1.26	1.26
Veranda at Stone Creek	Elliott	RO		DTST	163	0	1	20	1	0	34	28	0.54	1.00
Ciara at Anatolia	Lennar	RO		DTMU	139	0	5	17	1	0	68	38	0.99	1.36
Highland Grove at Somerset Ranch	Lennar	RO		DTMU	211	0	4	13	1	0	187	13	0.89	0.46
Kensington Estates at Somerset Ranch	Lennar	RO		DTMU	219	0	3	13	0	1	210	29	1.00	1.04
Pointe at Somerset Ranch	Lennar	RO		DTST	62	0	4	13	1	0	40	39	1.37	1.39
McKinley Village - Birch	The New Home Co	So		DTMU	90	0	4	10	0	0	63	13	0.43	0.46
McKinley Village - Cottonwood	The New Home Co	So		DTMU	56	0	1	22	0	0	35	4	0.24	0.14
McKinley Village - Magnolia	The New Home Co	So		DTMU	84	0	3	0	0	0	81	12	0.55	0.43

( Central Sacramento ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>Central Sacramento</b>					<b>Projects</b>		<b>Participating : 17</b>				<b>In Area : 17</b>			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
McKinley Village- Cedar	The New Home Co	So		ATMU	40	0	3	22	1	0	14	14	0.77	0.77
Hidden Ridge	Watt	FO		DTMU	22	0	8	38	0	0	14	11	0.31	0.39
Mariposa Creek	Watt	CH		DTMU	15	0	6	19	1	1	9	9	0.37	0.37
Camden at Somerset Ranch	Woodside	RO		DTMU	165	0	2	21	0	0	125	22	0.58	0.79
Sequoia at Cypress	Woodside	RO	New	DTST	62	0		21	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting:</b>		<b>17</b>	<b>Avg. Sales: 0.35</b>		<b>Traffic to Sales: 46 : 1</b>		<b>73</b>	<b>369</b>	<b>8</b>	<b>2</b>	<b>1043</b>	<b>279</b>	<b>Net:</b>	<b>6</b>

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

<b>North Sacramento</b>					<b>Projects</b>		<b>Participating : 17</b>				<b>In Area : 17</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Willow	Anthem United	So		DTMU	95	0	9	7	0	0	83	26	0.73	0.93
Brownstones at Natomas Field	Beazer	So		DTST	213	0	9	14	1	0	160	17	0.83	0.61
Bungalows at Natomas Field	Beazer	So		DTST	95	3	3	10	3	0	72	13	0.66	0.46
Cottages at Natomas Field	Beazer	So		DTST	179	0	10	9	0	0	123	22	0.75	0.79
Villas at Natomas Field	Beazer	So		ATST	216	0	2	11	0	0	178	28	0.93	1.00
Castile at Parkebridge	DR Horton	So		DTST	152	0	1	22	2	0	13	13	1.07	1.07
Juniper at Westlake	DR Horton	So		DTMU	66	0	4	9	2	0	57	35	1.24	1.25
Terraza at Parkebridge	DR Horton	So		DTMU	98	0	7	16	2	0	10	10	0.71	0.71
Verano at Parkebridge	DR Horton	So		DTMU	136	0	4	16	1	0	18	18	1.27	1.27
Parkside at Westshore	K Hovnanian	So		DTST	131	0	1	10	2	0	128	36	1.24	1.29
Retreat at Westshore II	K Hovnanian	So		DTST	211	0	3	16	1	0	208	47	1.33	1.68
Montauk at the Hamptons	KB Home	So		DTMU	342	6	6	18	2	0	238	39	1.24	1.39
Trevato	KB Home	So		DTMU	100	0	2	17	2	0	87	38	1.14	1.36
Amberwood at Natomas Meadows	Lennar	So		DTST	75	0	2	23	0	0	18	18	0.89	0.89
Catalina at Westshore	Lennar	So		DTST	101	6	6	22	1	0	82	31	1.12	1.11
Heritage Westshore-Coronado	Lennar	So		DTST	134	0	1	4	0	0	133	19	0.88	0.68
Elverta Park	Silverado	Ao	Rsv's	DTST	225	2	16	45	1	0	170	45	1.14	1.61
<b>TOTALS: No. Reporting:</b>		<b>17</b>	<b>Avg. Sales: 1.18</b>		<b>Traffic to Sales: 13 : 1</b>		<b>86</b>	<b>269</b>	<b>20</b>	<b>0</b>	<b>1778</b>	<b>455</b>	<b>Net:</b>	<b>20</b>

City Codes: Ao = Antelope, So = Sacramento

<b>Folsom Area</b>					<b>Projects</b>		<b>Participating : 7</b>				<b>In Area : 7</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Farmhouse at Willow Creek	Black Pine	Fm		DTMU	126	0	2	65	0	0	60	22	0.87	0.79
Braeburn at Harvest	Lennar	Fm		DTMU	54	0	1	10	0	0	51	35	0.76	1.25
Copperwood at Folsom Ranch	Lennar	Fm		DTMU	100	0	3	10	0	0	42	19	0.79	0.68
Gala at Harvest	Lennar	Fm		DTMU	62	0	5	10	1	1	47	20	0.70	0.71
Oakleaf at Folsom Ranch	Lennar	Fm		DTMU	81	0	6	10	1	3	46	25	0.88	0.89
Folsom Ranch-Azure	Taylor Morrison	Fm		DTMU	108	0	8	5	1	0	69	29	1.16	1.04
Folsom Ranch-Dakota	Taylor Morrison	Fm		DTMU	98	0	15	9	1	1	59	23	1.07	0.82
<b>TOTALS: No. Reporting:</b>		<b>7</b>	<b>Avg. Sales: -0.14</b>		<b>Traffic to Sales: 30 : 1</b>		<b>40</b>	<b>119</b>	<b>4</b>	<b>5</b>	<b>374</b>	<b>173</b>	<b>Net:</b>	<b>-1</b>

City Codes: Fm = Folsom

<b>El Dorado County</b>					<b>Projects</b>		<b>Participating : 7</b>				<b>In Area : 7</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Cypress at Serrano	Lennar	EH		DTMU	65	0	2	19	0	1	29	12	0.45	0.43
Heritage El Dorado Hills-Estates	Lennar	EH		DTST	97	0	3	12	0	0	29	20	0.67	0.71
Heritage El Dorado Hills-Legends	Lennar	EH		DTST	164	0	5	12	0	0	38	25	0.88	0.89

( El Dorado County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
El Dorado County  Continued ...					Projects		Participating : 7				In Area : 7			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTST		369	0	2	12	1	1	35	24	0.81	0.86
Heritage El Dorado Hills-Reflections	Lennar	EH	DTST		140	0	7	19	0	2	77	10	0.85	0.36
Sienna Ridge Estates	Lennar	EH	DTMU		76	0	5	48	0	0	5	5	0.31	0.31
Oaks at The Promontory	Renasci Homes	EH	DTMU		15	0	1	14	0	0	14	3	0.08	0.11
TOTALS: No. Reporting: 7		Avg. Sales: -0.43		Traffic to Sales: 136 : 1			25	136	1	4	227	99	Net:	-3

City Codes: EH = El Dorado Hills

<b>Placer County</b>					<b>Projects</b>			<b>Participating : 43</b>				<b>In Area : 43</b>		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Rocklin Trails	Cresleigh	Rk	DTST		80	0	4	20	1	1	76	17	0.58	0.61
Manchester II	DR Horton	Rv	DTST		74	0	18	22	3	1	48	39	1.00	1.39
Innovations at Twelve Bridges	Elliott	LI	DTMU		193	0	2	7	1	0	191	24	0.69	0.86
Veranda at Stoneridge	Elliott	Rv	DTST		149	0	6	19	0	0	111	60	1.42	2.14
Timberwood Estates	Hilbers	GV	DTST		45	0	3	9	0	0	4	4	0.13	0.14
Avenue, The	JMC	LI	DTMU		50	0	1	21	1	1	20	15	0.45	0.54
Monument Village at Sierra Vista	JMC	Rv	DTST		92	6	5	229	5	0	13	13	2.53	2.53
Northwood at Fiddymment Farms	JMC	Rv	DTST		90	0	2	22	2	0	79	29	0.72	1.04
Park, The	JMC	Rk	DTMU		76	0	6	24	1	1	70	23	0.62	0.82
Pinnacle Village	JMC	Rv	DTMU		83	4	4	266	1	0	12	12	1.95	1.95
Reserve at Fiddymment Farm	JMC	Rv	DTMU		146	0	4	6	1	0	111	4	0.42	0.14
Ridge at Whitney Ranch	JMC	Rk	DTST		90	0	6	0	0	0	84	17	0.87	0.61
Summerwood at Fiddymment Farm	JMC	Rv	DTST		124	0	TSO	40	1	0	99	19	0.56	0.68
Valleybrook at Fiddymment Farm	JMC	Rv	DTMU		78	0	3	76	2	0	40	26	0.93	0.93
Walk, The	JMC	Rk	DTST		70	0	3	17	1	0	65	20	0.66	0.71
Westview at Whitney Ranch	JMC	Rk	DTMU		97	0	3	65	2	0	18	18	1.11	1.11
Wild Oak at Whitney Ranch	JMC	Rk	DTMU		91	0	3	2	0	0	88	5	0.50	0.18
Wildwood	JMC	Rv	DTMU		86	6	4	51	3	0	81	22	0.62	0.79
Aspire at Village Center	K Hovnanian	Rv	DTMU		56	0	1	5	0	0	55	41	1.57	1.46
Dorado at Twelve Bridges	K Hovnanian	LI	DTMU		133	0	1	12	2	0	13	13	0.99	0.99
Cadence at WestPark	KB Home	Rv	DTST		88	0	4	20	1	0	17	17	1.12	1.12
Oak Vista	KB Home	Rk	DTMU		59	0	1	16	1	0	16	16	2.24	2.24
Ventana - Twelve Bridges	KB Home	LI	DTMU		240	0	8	30	1	1	4	4	0.56	0.56
Corvara at Fiddymment Farm	Lennar	Rv	DTMU		134	0	5	19	1	0	21	21	0.80	0.80
Heritage Solaire-Eclipse	Lennar	Rv	DTMU		155	0	5	28	1	0	57	32	0.93	1.14
Heritage Solaire-Larissa	Lennar	Rv	DTST		162	0	2	28	1	0	57	28	0.92	1.00
Heritage Solaire-Meridian	Lennar	Rv	DTST		176	0	4	28	1	0	59	28	0.91	1.00
Monterosa at Fiddymment Farm	Lennar	Rv	DTMU		67	0	3	19	3	0	18	18	0.72	0.72
Durango	Meritage	Rk	DTST		122	0	2	23	0	0	62	22	0.85	0.79
Summit II, The	Meritage	Rv	DTMU		92	0		11	0	0	0	0	0.00	0.00
Summit, The	Meritage	Rv	DTMU		56	0	5	12	1	0	51	11	0.62	0.39
Blume at Solaire	Taylor Morrison	Rv	DTMU		73	0	9	6	0	0	50	13	0.67	0.46
Treo at Solaire	Taylor Morrison	Rv	DTMU		72	0	5	2	1	0	67	28	0.87	1.00
Canyon View Whitney Ranch	The New Home Co	Rk	DTMU		92	0	4	46	1	0	41	20	0.59	0.71
Park View at Whitney Ranch	The New Home Co	Rk	DTST		60	0	6	31	0	0	12	12	0.74	0.74
Crowne Point	Tim Lewis	Rk	DTMU		156	6	9	34	0	0	128	11	0.44	0.39
La Madera at Twelve Bridges	TRI Pointe	LI	DTST		102	0	3	33	1	0	8	8	1.00	1.00
Cottages at Spring Valley	Woodside	Rk	DTMU		210	0	4	9	0	0	155	19	0.91	0.68
Hills at Paradise	Woodside	Rv	DTST		58	0	4	13	0	0	7	7	0.39	0.39

( Placer County ) Continued ...

Development Name	Developer	City Code	Notes	Type										
<b>Placer County</b>					<b>Projects</b>		<b>Participating : 43</b>				<b>In Area : 43</b>			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Piamonte at Twelve Bridges	Woodside	LI		DTMU	95	0	2	37	0	0	5	5	0.26	0.26
Ridge at Paradiso	Woodside	Rv		DTST	42	0	1	13	0	0	3	3	0.17	0.17
Tramonte at Twelve Bridges	Woodside	LI		DTMU	100	0	1	34	1	1	3	3	0.17	0.17
Villas at Spring Valley	Woodside	Rk		DTST	160	0	2	9	0	0	136	25	0.79	0.89
<b>TOTALS: No. Reporting:</b>		<b>43</b>	<b>Avg. Sales: 0.84</b>		<b>Traffic to Sales: 34 : 1</b>		<b>168</b>	<b>1414</b>	<b>42</b>	<b>6</b>	<b>2255</b>	<b>772</b>	<b>Net:</b>	<b>36</b>

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

<b>Yolo County</b>					<b>Projects</b>		<b>Participating : 12</b>				<b>In Area : 12</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Riverchase	Anthem United	WS		DTMU	222	0	5	10	0	0	69	26	0.81	0.93
Adeline	DR Horton	WI		DTST	77	0	13	11	3	0	42	36	1.16	1.29
Bradford at Spring Lake	KB Home	WI		DTST	112	0	4	7	0	0	9	9	0.59	0.59
Grove at Spring Lake	Lennar	WI		DTST	144	0	4	35	1	1	117	23	0.97	0.82
Magnolia at Spring Lake	Lennar	WI	New	DTMU	78	0	2	5	1	0	1	1	0.88	0.88
Orchard at Spring Lake	Lennar	WI		DTST	103	0	4	27	0	0	82	26	0.99	0.93
Summerstone at Spring Lake	Lennar	WI	New	DTST	87	0	2	5	1	0	1	1	0.88	0.88
Cannery - Tilton	Shea	Dv		DTMU	76	0	4	8	0	0	66	8	0.32	0.29
Spring Lake - Ivy	Taylor Morrison	WI		DTMU	44	0	6	5	1	0	15	10	0.26	0.36
Spring Lake - Laurel	Taylor Morrison	WI		DTMU	100	0	9	7	1	0	14	11	0.25	0.39
Spring Lake - Olive	Taylor Morrison	WI		DTMU	70	0	9	4	0	0	14	11	0.25	0.39
Cannery - Gala	The New Home Co	Dv		ATMU	120	0	3	14	0	0	46	14	0.49	0.50
<b>TOTALS: No. Reporting:</b>		<b>12</b>	<b>Avg. Sales: 0.58</b>		<b>Traffic to Sales: 17 : 1</b>		<b>65</b>	<b>138</b>	<b>8</b>	<b>1</b>	<b>476</b>	<b>176</b>	<b>Net:</b>	<b>7</b>

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

<b>Butte County</b>					<b>Projects</b>		<b>Participating : 1</b>				<b>In Area : 1</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Olive Grove	DR Horton	OR		DTST	56	5	5	6	4	0	51	51	2.20	2.20
<b>TOTALS: No. Reporting:</b>		<b>1</b>	<b>Avg. Sales: 4.00</b>		<b>Traffic to Sales: 2 : 1</b>		<b>5</b>	<b>6</b>	<b>4</b>	<b>0</b>	<b>51</b>	<b>51</b>	<b>Net:</b>	<b>4</b>

City Codes: OR = Oroville

<b>Sutter County</b>					<b>Projects</b>		<b>Participating : 1</b>				<b>In Area : 1</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Pennington Ranch	KB Home	LO		DTST	97	0	3	4	1	0	87	46	1.81	1.64
<b>TOTALS: No. Reporting:</b>		<b>1</b>	<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 4 : 1</b>		<b>3</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>87</b>	<b>46</b>	<b>Net:</b>	<b>1</b>

City Codes: LO = Live Oak

<b>Yuba County</b>					<b>Projects</b>		<b>Participating : 5</b>				<b>In Area : 5</b>			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Brookside	Hilbers	Ms		DTST	53	0	3	13	0	0	43	16	0.57	0.57
Sunhaven at The Orchard	JMC	Ms		DTST	71	0	3	34	0	0	17	17	1.04	1.04
Aspire at Wheeler Ranch	K Hovnanian	OL		DTST	209	6	7	9	2	1	177	53	1.67	1.89
Rio Del Oro	K Hovnanian	PLk		DTST	68	0	4	20	3	0	24	24	1.32	1.32
Sonoma Ranch	Lennar	PLk		DTST	137	0	2	26	4	0	65	30	0.94	1.07
<b>TOTALS: No. Reporting:</b>		<b>5</b>	<b>Avg. Sales: 1.60</b>		<b>Traffic to Sales: 11 : 1</b>		<b>19</b>	<b>102</b>	<b>9</b>	<b>1</b>	<b>326</b>	<b>140</b>	<b>Net:</b>	<b>8</b>

City Codes: Ms = Marysville, OL = Olivehurst, PLk = Plumas Lake

Continued ...

# THE RYNESS REPORT

Week Ending  
Sunday, July 14, 2019

Sacramento Page 5 of: 5

Development Name	Developer	City Code	Notes	Type
------------------	-----------	-----------	-------	------

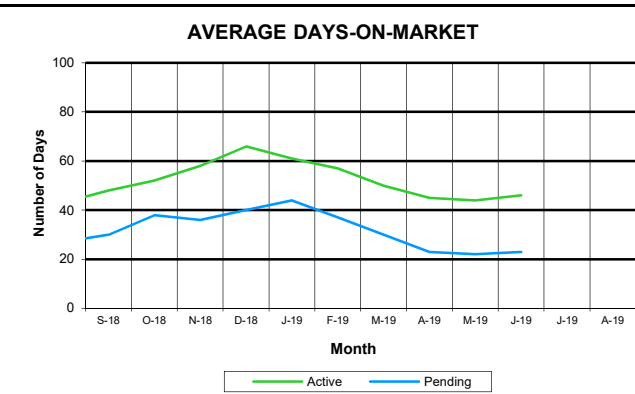
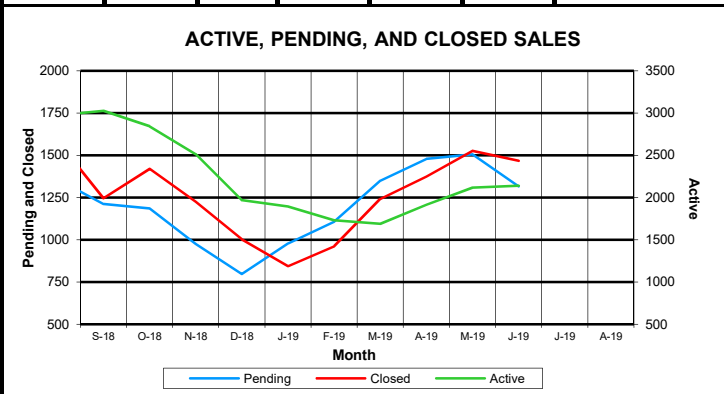
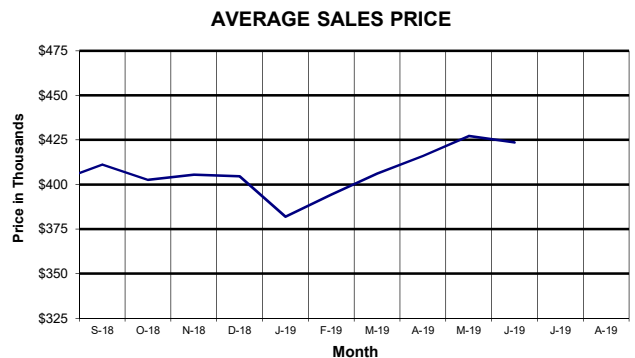
Sacramento				Projects Participating : 141					In Area : 141			
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 141		Avg. Sales: 0.66		Traffic to Sales: 29 : 1		629	3459	120	27	8,322	2,839	Net: 93

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



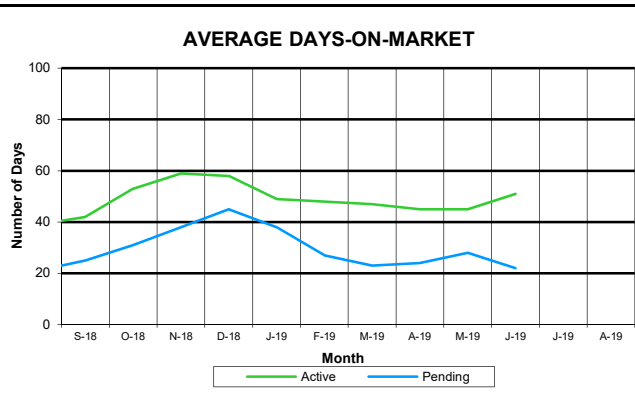
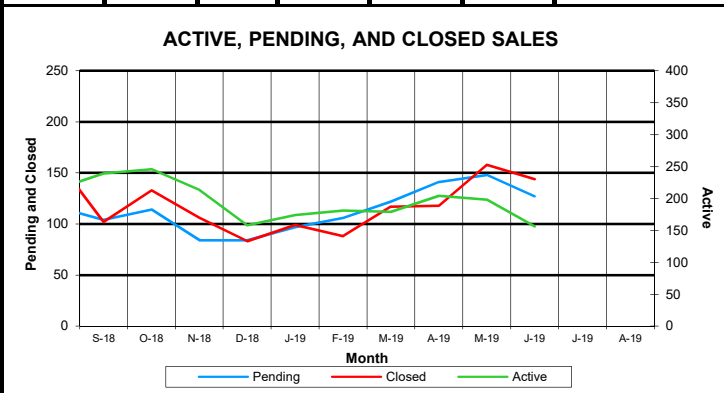
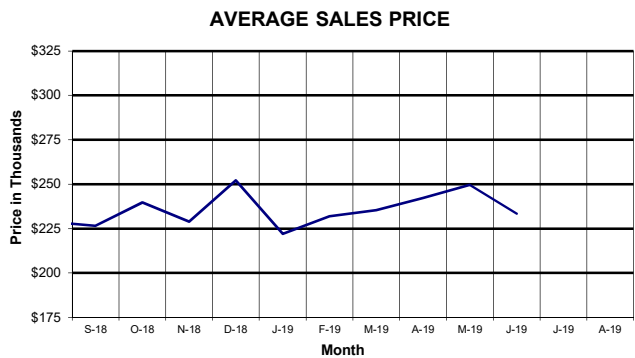
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	2,514	58	975	36	1,225	\$405,453
Dec-18	1,971	66	797	40	1,004	\$404,545
Jan-19	1,894	61	979	44	845	\$382,044
Feb-19	1,733	57	1,109	37	962	\$394,371
Mar-19	1,688	50	1,350	30	1,243	\$406,305
Apr-19	1,917	45	1,479	23	1,376	\$416,162
May-19	2,118	44	1,505	22	1,527	\$427,248
Jun-19	2,140	46	1,317	23	1,468	\$423,687



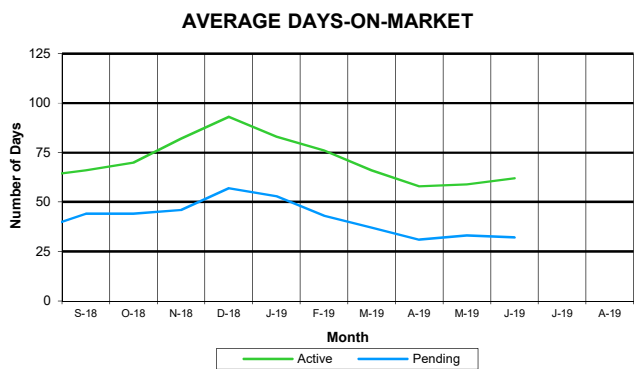
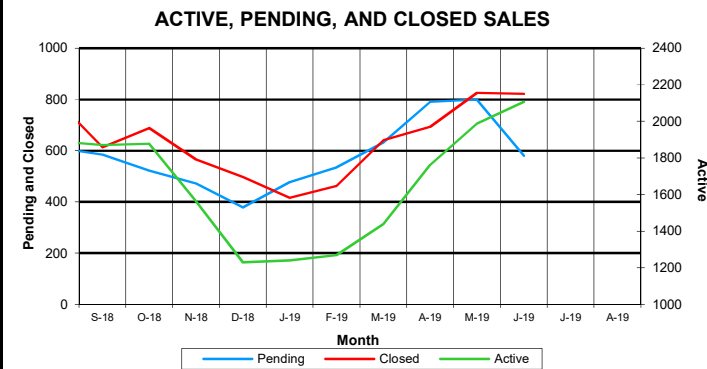
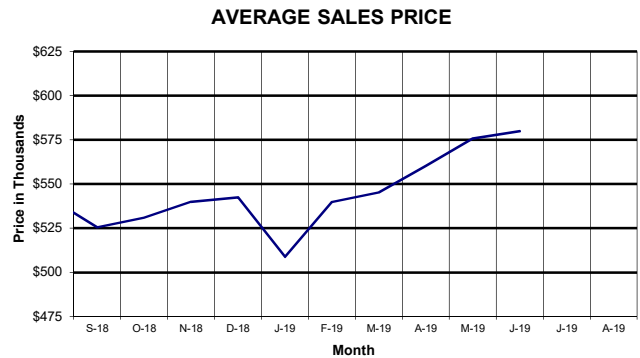
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	213	59	84	38	106	\$228,936
Dec-18	158	58	84	45	83	\$252,052
Jan-19	174	49	97	38	99	\$222,074
Feb-19	181	48	106	27	88	\$231,909
Mar-19	179	47	122	23	117	\$235,345
Apr-19	204	45	141	24	118	\$242,271
May-19	198	45	148	28	158	\$249,625
Jun-19	156	51	127	22	144	\$233,339



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	1,565	82	472	46	566	\$540,000
Dec-18	1,230	93	379	57	497	\$542,526
Jan-19	1,240	83	477	53	416	\$508,713
Feb-19	1,271	76	535	43	462	\$539,792
Mar-19	1,440	66	632	37	641	\$545,225
Apr-19	1,763	58	791	31	694	\$560,207
May-19	1,988	59	799	33	826	\$575,729
Jun-19	2,107	62	581	32	822	\$579,821



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-18	269	68	92	50	93	\$492,558
Dec-18	212	77	77	47	91	\$485,465
Jan-19	235	70	73	41	78	\$480,591
Feb-19	209	76	97	42	86	\$463,088
Mar-19	229	63	133	41	114	\$505,347
Apr-19	267	54	145	30	137	\$503,887
May-19	255	60	157	25	142	\$513,880
Jun-19	271	62	125	31	153	\$519,523

