

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

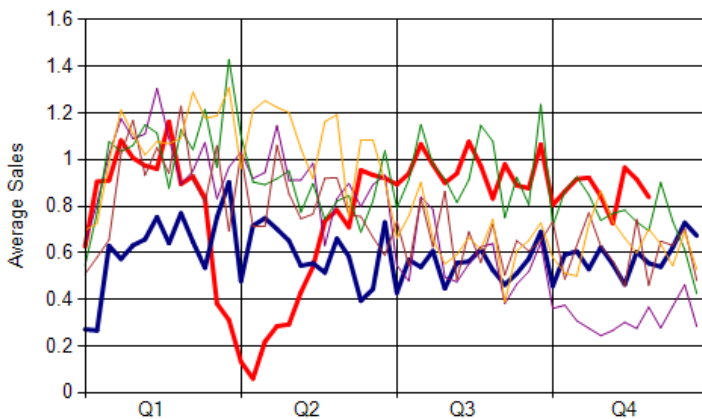
Bay Area

Week 48

Ending: Sunday, November 29, 2020

| Counties / Groups | | | | | | | Net | Avg. | Year to Date | | Prev. 13 Wks. | |
|----------------------------------|--|------------------------|-------------------|---------|-------|--------|-------|-------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancel | Sales | Sales | Avg. | Diff. | Avg. | Diff. |
| Alameda | | | 36 | 506 | 26 | 1 | 25 | 0.69 | 0.68 | 2% | 0.79 | -12% |
| Contra Costa | | | 30 | 434 | 36 | 2 | 34 | 1.13 | 0.90 | 26% | 1.02 | 11% |
| Sonoma, Napa | | | 8 | 53 | 4 | 0 | 4 | 0.50 | 0.71 | -29% | 0.61 | -17% |
| San Francisco, Marin | | | 3 | 6 | 0 | 0 | 0 | 0.00 | 0.40 | -100% | 0.33 | -100% |
| San Mateo | | | 6 | 37 | 1 | 0 | 1 | 0.17 | 0.43 | -61% | 0.46 | -64% |
| Santa Clara | | | 29 | 206 | 27 | 1 | 26 | 0.90 | 0.76 | 17% | 0.78 | 14% |
| Monterey, Santa Cruz, San Benito | | | 14 | 159 | 21 | 1 | 20 | 1.43 | 1.03 | 38% | 1.17 | 22% |
| Solano | | | 17 | 269 | 12 | 2 | 10 | 0.59 | 0.90 | -35% | 1.24 | -53% |
| Current Week Totals | | Traffic : Sales 13 : 1 | 143 | 1670 | 127 | 7 | 120 | 0.84 | 0.79 | 6% | 0.89 | -6% |
| Per Project Average | | | 12 0.89 0.05 0.84 | | | | | | | | | |
| Year Ago - 12/01/2019 | | Traffic : Sales 19 : 1 | 164 | 2046 | 106 | 15 | 91 | 0.55 | 0.58 | -4% | 0.55 | 0% |
| % Change | | | -13% | -18% | 20% | -53% | 32% | 51% | 37% | | 62% | |

52 Weeks Comparison



Year to Date Averages Through Week 48

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2015 | 110 | 34 | 0.98 | 0.11 | 0.87 | 0.85 |
| ■ | 2016 | 133 | 29 | 0.85 | 0.11 | 0.74 | 0.73 |
| ■ | 2017 | 142 | 32 | 1.03 | 0.10 | 0.92 | 0.90 |
| ■ | 2018 | 127 | 25 | 0.83 | 0.10 | 0.73 | 0.70 |
| ■ | 2019 | 160 | 17 | 0.68 | 0.10 | 0.58 | 0.58 |
| ■ | 2020 | 150 | 12 | 0.90 | 0.11 | 0.79 | 0.79 |
| % Change: | | -7% | -28% | 32% | 4% | 37% | 36% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>Housing starts again bested expectations, climbing 4.9% in October, on the heels of upward revisions to the prior month. Rather than new multifamily projects which have been just trading water the past few months, single-family starts accounted for all of October's increase, with starts rising 6.4% to a 1.179-million-unit pace in October. This marks the sixth consecutive increase for single-family starts, which are now at their highest level since April 2007. The jump in single-family starts shows no sign of abating as the latest reading of the NAHBS' index rose to yet another record high in November, the third straight monthly record. Builder optimism is being bolstered by exceptionally strong sales coupled with extraordinarily low inventories. Historically, a construction boom could only do so much to lift economic activity heading into the colder winter months, but that may be less of a limiting factor in this cycle. Just over 80% of all single-family homes built over the past year have been in the South or West where milder winter weather may allow activity to progress with fewer stoppages. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary</p> |
| | 2.70% | 3.01% | |
| FHA | 2.25% | 2.91% | |
| 10 Yr Yield | 0.85% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Alameda County | | | | | Projects Participating: 24 | | | | | | | In Area : 24 | | |
| | | | | | 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 |
| Enclave - Alpine Collection | Century | FR | | DTMJ | 81 | 0 | 11 | 18 | 0 | 0 | 22 | 22 | 0.46 | 0.46 |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 81 | 0 | 4 | 18 | 0 | 0 | 26 | 26 | 0.55 | 0.54 |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 6 | 18 | 0 | 0 | 14 | 14 | 0.25 | 0.29 |
| Bungalows at Bridgeway | Lennar | NK | | DTMJ | 38 | 0 | 7 | 24 | 0 | 0 | 5 | 5 | 0.55 | 0.55 |
| Cottages at Bridgeway | Lennar | NK | | DTMJ | 56 | 0 | 5 | 24 | 1 | 0 | 7 | 7 | 0.77 | 0.77 |
| Fuse at Innovation | Lennar | FR | | ATMJ | 289 | 0 | 7 | 12 | 0 | 0 | 90 | 37 | 0.67 | 0.77 |
| Revo at Innovation | Lennar | FR | | ATMJ | 251 | 0 | 6 | 12 | 1 | 0 | 87 | 36 | 0.65 | 0.75 |
| Towns at Bridgeway | Lennar | NK | New | ATMJ | 103 | 0 | 5 | 24 | 2 | 0 | 2 | 2 | 2.00 | 2.00 |
| Villas at Bridgeway | Lennar | NK | | DTMJ | 136 | 0 | 4 | 24 | 1 | 0 | 4 | 4 | 0.44 | 0.44 |
| Mission Crossing | Meritage | HY | | ATST | 140 | 0 | 8 | 26 | 1 | 0 | 95 | 64 | 0.84 | 1.33 |
| Centerville Station | Nuvera Homes | FR | | ATST | 52 | 0 | 1 | 14 | 0 | 0 | 49 | 29 | 0.59 | 0.60 |
| Parkside Heights | Pulte | HY | | DTMJ | 97 | 7 | 6 | 14 | 6 | 0 | 91 | 61 | 0.96 | 1.27 |
| Promontory at Stonebrae | Richmond American | HY | | DTMJ | 96 | 0 | 4 | 5 | 0 | 0 | 92 | 40 | 0.74 | 0.83 |
| Theory at Innovation | Shea | FR | | ATMJ | 132 | 0 | 7 | 14 | 0 | 0 | 64 | 22 | 0.42 | 0.46 |
| Savant at Irvington | SiliconSage | FR | | ATMJ | 93 | 0 | 10 | 10 | 2 | 1 | 83 | 27 | 0.71 | 0.56 |
| Locale @ State Street Condos | SummerHill | FR | | ATMJ | 81 | 0 | 7 | 9 | 0 | 0 | 74 | 40 | 0.62 | 0.83 |
| Front at SoHay | Taylor Morrison TSO | HY | | ATMJ | 76 | 0 | TSO | 1 | 1 | 0 | 75 | 48 | 0.89 | 1.00 |
| Line at SoHay | Taylor Morrison | HY | | ATMJ | 198 | 0 | 19 | 12 | 0 | 0 | 72 | 58 | 0.85 | 1.21 |
| Prime at SoHay | Taylor Morrison | HY | | ATMJ | 126 | 0 | 4 | 4 | 1 | 0 | 65 | 45 | 0.77 | 0.94 |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 5 | NA | 0 | 0 | 9 | 9 | 0.33 | 0.33 |
| Palm | TRI Pointe | FR | Rsv's | DTMJ | 31 | 0 | 2 | 11 | 0 | 0 | 29 | 18 | 0.25 | 0.38 |
| Compass Bay- Dover | Trumark | NK | | DTMJ | 138 | 0 | 4 | 23 | 1 | 0 | 13 | 13 | 0.99 | 0.99 |
| Compass Bay- Newport | Trumark | NK | | ATMJ | 86 | 0 | 10 | 23 | 1 | 0 | 5 | 5 | 0.38 | 0.38 |
| Leeward at Alameda Point | Trumark | AL | | ATMJ | 64 | 0 | 9 | 12 | 1 | 0 | 35 | 35 | 0.90 | 0.90 |
| TOTALS: No. Reporting: 23 | | Avg. Sales: 0.78 | | Traffic to Sales: 19 : 1 | | | | 151 | 352 | 19 | 1 | 1108 | 667 | Net: 18 |
| City Codes: FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland, AL = Alameda | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Amador Valley | | | | | Projects Participating: 13 | | | | | | | In Area : 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 |
| Fillmore at Boulevard | Brookfield | DB | | ATMJ | 80 | 0 | 8 | 17 | 1 | 0 | 72 | 36 | 0.69 | 0.75 |
| Huntington at Boulevard | Brookfield | DB | | DTMJ | 106 | 0 | 15 | 18 | 1 | 0 | 88 | 22 | 0.52 | 0.46 |
| Hyde Park at Boulevard | Brookfield | DB | | ATMJ | 102 | 0 | 10 | 9 | 0 | 0 | 38 | 38 | 1.00 | 1.00 |
| Mulholland at Boulevard | Brookfield | DB | | DTMJ | 80 | 4 | 8 | 28 | 0 | 0 | 43 | 32 | 0.56 | 0.67 |
| Wilshire at Boulevard | Brookfield | DB | | ATMJ | 75 | 0 | 11 | 9 | 1 | 0 | 64 | 14 | 0.48 | 0.29 |
| Auburn Grove | Lennar | LV | | ATMJ | 100 | 0 | 7 | 4 | 1 | 0 | 67 | 41 | 0.82 | 0.85 |
| Downing at Boulevard | Lennar | DB | | ATMJ | 48 | 0 | 2 | 0 | 0 | 0 | 39 | 30 | 0.56 | 0.63 |
| Skyline at Boulevard | Lennar | DB | | ATMJ | 114 | 0 | 3 | 15 | 0 | 0 | 40 | 34 | 0.71 | 0.71 |
| Union at Boulevard | Lennar | DB | | ATMJ | 62 | 0 | 2 | 2 | 1 | 0 | 60 | 12 | 0.35 | 0.25 |
| Homestead at Irby Ranch | Meritage | PL | | DTMJ | 87 | 0 | 8 | 19 | 0 | 0 | 75 | 42 | 0.69 | 0.88 |
| Sycamore | Ponderosa TSO | PL | | DTMJ | 36 | 0 | TSO | 3 | 0 | 0 | 27 | 13 | 0.30 | 0.27 |
| Sage - Harmony | Shea | LV | | ATMJ | 105 | 4 | 8 | 13 | 1 | 0 | 86 | 28 | 0.43 | 0.58 |
| Uptown | Taylor Morrison | LV | | ATMJ | 44 | 0 | 3 | 17 | 1 | 0 | 1 | 1 | 0.78 | 0.78 |
| TOTALS: No. Reporting: 13 | | Avg. Sales: 0.54 | | Traffic to Sales: 22 : 1 | | | 85 | 154 | 7 | 0 | 700 | 343 | Net: 7 | |
| City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton | | | | | | | | | | | | | | |

| Diablo Valley | | | | | Projects Participating: 5 | | | | | | | In Area : 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 |
| Woodbury Highlands | Davidon | LF | ATMJ | 99 | 0 | 19 | 4 | 0 | 0 | 2 | 2 | 0.20 | 0.20 | |
| Mbraga Town Center | KB Home | MG | ATMJ | 36 | 0 | 9 | 10 | 0 | 0 | 13 | 10 | 0.20 | 0.21 | |
| Relevae at Wilder | Landsea | OR | Rsv's | DTMJ | 34 | 0 | 2 | 2 | 0 | 8 | 8 | 1.56 | 1.56 | |
| Reserve at Pleasant Hill | Ponderosa | PH | DTMJ | 17 | 0 | 2 | 4 | 0 | 0 | 1 | 1 | 0.14 | 0.14 | |
| Wilder | Taylor Morrison | OR | DTMJ | 61 | 0 | 4 | 5 | 1 | 0 | 49 | 17 | 0.20 | 0.35 | |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 0.60 | | Traffic to Sales: 8 : 1 | | | 36 | 25 | 3 | 0 | 73 | 38 | Net: 3 | |
| City Codes: LF = Lafayette, MG = Mbraga, OR = Orinda, PH = Pleasant Hill | | | | | | | | | | | | | | |

| San Ramon Valley | | | | Projects Participating: 4 | | | | | | | In Area : 4 | | |
|---|----------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| | | | | 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 |
| Highlands at The Preserve | Lennar | SR | DTMJ | 121 | 0 | 6 | 29 | 1 | 0 | 84 | 37 | 0.65 | 0.77 |
| Hillcrest at the Preserve | Lennar | SR | ATMJ | 104 | 0 | 8 | 29 | 0 | 0 | 16 | 16 | 0.76 | 0.76 |
| Ridgeview at the Preserve | Lennar | SR | ATMJ | 52 | 0 | 8 | 29 | 0 | 0 | 15 | 15 | 0.75 | 0.75 |
| Edendale | Truemark | DN | DTMJ | 18 | 0 | 1 | 9 | 2 | 1 | 16 | 16 | 1.58 | 1.58 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.50 | | Traffic to Sales: 32 : 1 | | | 23 | 96 | 3 | 1 | 131 | 84 | Net: 2 |
| City Codes: SR = San Ramon, DN = Danville | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| West Contra Costa | | | | | Projects Participating: 4 | | | | | | | In Area : 4 | | |
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Village 29 | Lafferty | EC | | ATMJ | 29 | 0 | 1 | 10 | 2 | 0 | 10 | 5 | 0.13 | 0.10 |
| Waterline Point Richmond | Shea | RM | | ATMJ | 60 | 0 | 6 | 11 | 1 | 0 | 45 | 13 | 0.31 | 0.27 |
| Places at NOMA | Taylor Morrison | RM | | DTST | 95 | 0 | 8 | 6 | 0 | 0 | 76 | 34 | 0.67 | 0.71 |
| Rows at NOMA | Taylor Morrison | RM | | ATMJ | 98 | 0 | 5 | 6 | 2 | 0 | 81 | 45 | 0.81 | 0.94 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 1.25 | | Traffic to Sales: 7 : 1 | | | | 20 | 33 | 5 | 0 | 212 | 97 | Net: 5 |
| City Codes: EC = El Cerrito, RM = Richmond | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | Projects Participating: 9 | | | | | | | In Area : 9 | | |
|---|-----------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| | | | | 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 |
| Oelo at Sand Creek- Horizon | Century | AN | DTMJ | 175 | 0 | 6 | 14 | 0 | 0 | 19 | 19 | 1.34 | 1.34 |
| Oelo at Sand Creek- Vista | Century | AN | DTMJ | 96 | 0 | 6 | 13 | 0 | 0 | 17 | 17 | 1.20 | 1.20 |
| Crest at Park Ridge | Davidon | AN | DTMJ | 300 | 0 | 5 | 11 | 2 | 0 | 166 | 62 | 0.99 | 1.29 |
| Hills at Park Ridge | Davidon TSO | AN | DTMJ | 225 | 0 | TSO | 7 | 1 | 0 | 8 | 8 | 1.56 | 1.56 |
| Landing at Wildflower Station | DeNova | AN | ATMJ | 98 | 0 | 9 | 9 | 2 | 0 | 9 | 9 | 2.86 | 2.86 |
| Stella at Aviano | DeNova | AN | DTMJ | 127 | 4 | 8 | 30 | 3 | 0 | 21 | 21 | 2.94 | 2.94 |
| Riverview at Monterra | K Hovnanian | AN | DTMJ | 100 | 0 | 6 | 3 | 0 | 0 | 66 | 51 | 0.83 | 1.06 |
| Verona | Meritage | AN | DTMJ | 117 | 0 | 5 | 13 | 1 | 0 | 109 | 64 | 1.06 | 1.33 |
| Retreat at Vista Del Mar | Taylor Morrison | PT | DTMJ | 142 | 0 | 4 | 38 | 2 | 0 | 9 | 9 | 2.17 | 2.17 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 1.22 | | Traffic to Sales: 13 : 1 | | | 49 | 138 | 11 | 0 | 424 | 260 | Net: 11 |
| City Codes: AN= Antioch, PT = Pittsburg | | | | | | | | | | | | | |

| East Contra Costa | | | | Projects Participating: 8 | | | | | | | In Area : 8 | | |
|---|-------------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| | | | | 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 |
| Easton at Delaney Park | Brookfield | OY | DTMJ | 80 | 0 | 3 | 36 | 1 | 0 | 50 | 50 | 0.92 | 1.04 |
| Southport at Delaney Park | Brookfield | OY | DTMJ | 104 | 0 | 9 | 36 | 0 | 1 | 47 | 45 | 0.87 | 0.94 |
| Northpoint at Delaney Park | DR Horton | OY | DTST | 197 | 6 | 10 | 10 | 3 | 0 | 116 | 91 | 1.29 | 1.90 |
| 2700 Empire | K Hovnanian | BT | DTMJ | 48 | 0 | 3 | 3 | 1 | 0 | 45 | 45 | 0.53 | 0.94 |
| Ashbury | KB Home | OY | DTMJ | 69 | 0 | 5 | 16 | 1 | 0 | 9 | 9 | 0.64 | 0.64 |
| Westerly at Delaney Park | KB Home | OY | DTST | 103 | 4 | 8 | 19 | 2 | 0 | 70 | 70 | 1.16 | 1.46 |
| Terrene | Pulte | BT | DTMJ | 326 | 8 | 9 | 20 | 4 | 0 | 198 | 136 | 2.13 | 2.83 |
| Middlefield at Delaney Park | Richmond American | OY | DTMJ | 96 | 0 | 6 | 2 | 2 | 0 | 40 | 40 | 1.01 | 1.01 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 1.63 | | Traffic to Sales: 10 : 1 | | | 53 | 142 | 14 | 1 | 575 | 486 | Net: 13 |
| City Codes: OY = Oakley, BT = Brentwood | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| Sonoma, Napa Counties | | | | | Projects Participating: 8 | | | | | | | In Area : 8 | | |
| | | | | | 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 |
| Mill Creek at Brody Ranch | DeNova | PET | | ATST | 138 | 0 | 2 | 0 | 0 | 0 | 136 | 95 | 1.13 | 1.98 |
| Mockingbird Lane | DeNova | SX | Rsv's | DTMJ | 16 | 1 | 4 | 5 | 1 | 0 | 7 | 7 | 0.35 | 0.35 |
| Live Oak at University | KB Home | RP | | DTST | 104 | 0 | 6 | 23 | 0 | 0 | 41 | 29 | 0.57 | 0.60 |
| Aspect | Lafferty | PET | | DTMJ | 18 | 1 | 2 | 3 | 0 | 0 | 8 | 2 | 0.11 | 0.04 |
| Blume | Lafferty | RS | Rsv's | DTMJ | 67 | 0 | 5 | 5 | 0 | 0 | 50 | 17 | 0.41 | 0.35 |
| Juniper at University | Richmond American | RP | | DTMJ | 150 | 0 | 5 | 10 | 1 | 0 | 111 | 53 | 0.83 | 1.10 |
| Preserve at Kessing Ranch | Richmond American | IC | | DTMJ | 47 | 0 | 8 | 2 | 0 | 0 | 14 | 14 | 0.34 | 0.34 |
| Pear Tree | Taylor Morrison | NP | | ATMJ | 71 | 0 | 15 | 5 | 2 | 0 | 25 | 24 | 0.49 | 0.50 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.50 | | Traffic to Sales: 13 : 1 | | | 47 | 53 | 4 | 0 | 392 | 241 | Net: 4 | |
| City Codes: PET = Petaluma, SX = Sonoma, RP = Rohnert Park, RS = Santa Rosa, IC = Cotati, NP = Napa | | | | | | | | | | | | | | |

| Marin County | | | | Projects Participating: 3 | | | | | | | In Area : 3 | | |
|--------------------------|---------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| | | | | 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 |
| Atherton Place | KB Home | NV | ATMJ | 50 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Bahia Heights | Ryder | NV | DTMJ | 9 | 0 | 3 | 2 | 0 | 0 | 2 | 2 | 0.64 | 0.64 |
| Hamilton Cottages | Ryder | NV | DTMJ | 18 | 0 | 4 | 4 | 0 | 0 | 12 | 12 | 0.31 | 0.31 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 7 | 6 | 0 | 0 | 14 | 14 | Net: 0 |
| City Codes: NV = Novato | | | | | | | | | | | | | |

| San Mateo County | | | | | Projects Participating: 6 | | | | | | | In Area : 6 | | |
|---|------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| | | | | | 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 |
| Residences at Anson | DR Horton | BU | ATMJ | 22 | 0 | 13 | 6 | 0 | 0 | 9 | 9 | 0.31 | 0.31 | |
| Skyline Ridge | DR Horton | SB | DTMJ | 40 | 0 | 5 | 0 | 0 | 0 | 13 | 13 | 0.51 | 0.51 | |
| Link 33 | KB Home | RC | ATMJ | 33 | 0 | 8 | 12 | 0 | 0 | 3 | 3 | 0.10 | 0.10 | |
| Residences at Wheeler Plaza | KB Home | CS | ATMJ | 109 | 4 | 8 | 9 | 1 | 0 | 81 | 47 | 1.11 | 0.98 | |
| Foster Square | Lennar | FC | ATMJ | 200 | 0 | 6 | 1 | 0 | 0 | 159 | 25 | 0.69 | 0.52 | |
| Bayview 22 | Warrington | SS | Rsv's | ATMJ | 22 | 0 | 3 | 9 | 0 | 0 | 17 | 17 | 1.68 | 1.68 |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.17 | | Traffic to Sales: 37 : 1 | | | 43 | 37 | 1 | 0 | 282 | 114 | Net: 1 | |
| City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City, SS = So. San Francisco | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| Santa Clara County | | | | | Projects Participating: 29 | | | | | | | In Area : 29 | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Classics at North Fair Oaks | Classics | SV | | ATMJ | 14 | 0 | 4 | 7 | 0 | 0 | 9 | 9 | 0.53 | 0.53 |
| Asana | DeNova | SJ | Rsv's | DTMJ | 250 | 0 | 10 | 11 | 1 | 0 | 158 | 86 | 1.46 | 1.79 |
| Prism | Dividend | SV | | ATMJ | 62 | 1 | 8 | 14 | 2 | 0 | 34 | 34 | 1.20 | 1.20 |
| Amalfi | DR Horton | MV | | ATMJ | 58 | 4 | 2 | 12 | 2 | 0 | 2 | 2 | 0.64 | 0.64 |
| Santorini | DR Horton | SV | | ATMJ | 18 | 0 | 3 | 4 | 0 | 0 | 15 | 15 | 0.32 | 0.31 |
| Catalyst at Communications Hill | KB Home | SJ | | ATMJ | 98 | 0 | 6 | 6 | 0 | 0 | 73 | 55 | 0.92 | 1.15 |
| Latitude at Communications Hill | KB Home | SJ | | ATMJ | 160 | 0 | 7 | 7 | 0 | 0 | 18 | 18 | 1.19 | 1.19 |
| Metro II at Communications Hill | KB Home | SJ | | ATMJ | 150 | 0 | 8 | 8 | 0 | 0 | 99 | 46 | 0.93 | 0.96 |
| Platinum II at Communications Hill | KB Home | SJ | | DTMJ | 33 | 0 | 7 | 6 | 0 | 0 | 26 | 19 | 0.30 | 0.40 |
| Catalina | Landsea | SC | Rsv's | ATMJ | 93 | 0 | 4 | 10 | 2 | 0 | 49 | 40 | 0.70 | 0.83 |
| Estancia | Lennar | MV | | ATMJ | 75 | 0 | 6 | 1 | 1 | 0 | 57 | 14 | 0.43 | 0.29 |
| Lexington at Avenue One | Lennar | SJ | | ATMJ | 190 | 0 | 9 | 4 | 0 | 0 | 132 | 44 | 0.90 | 0.92 |
| Margaux at Glen Loma | Lennar | GL | | DTMJ | 84 | 0 | 6 | 5 | 1 | 0 | 71 | 53 | 0.87 | 1.10 |
| Provence at Glen Loma | Lennar | GL | | DTMJ | 43 | 0 | 2 | 5 | 0 | 0 | 41 | 22 | 0.39 | 0.46 |
| Capitol - Haven | Pulte | SJ | | ATMJ | 93 | 4 | 4 | 3 | 4 | 0 | 89 | 48 | 0.97 | 1.00 |
| Capitol - Retreat | Pulte | SJ | | ATST | 95 | 4 | 9 | 2 | 2 | 0 | 68 | 39 | 0.74 | 0.81 |
| UrbanOak Rows | Pulte | SJ | | ATMJ | 97 | 0 | 8 | 10 | 2 | 1 | 65 | 39 | 0.71 | 0.81 |
| UrbanOak Towns | Pulte | SJ | | ATMJ | 72 | 0 | 5 | 10 | 1 | 0 | 56 | 56 | 1.22 | 1.22 |
| UrbanOak Vistas | Pulte | SJ | | ATMJ | 66 | 0 | 6 | 5 | 0 | 0 | 28 | 28 | 1.16 | 1.16 |
| Montecito Place | SummerHill | MV | | ATMJ | 83 | 0 | 12 | 9 | 1 | 0 | 40 | 40 | 0.97 | 0.97 |
| Nuevo - E-Towns | SummerHill | SC | | ATMJ | 114 | 0 | 11 | 5 | 0 | 0 | 73 | 42 | 0.74 | 0.88 |
| Nuevo - Terraces | SummerHill | SC | | ATMJ | 176 | 0 | 12 | 15 | 1 | 0 | 78 | 41 | 0.79 | 0.85 |
| Nuevo E-States | SummerHill | SC | | DTMJ | 41 | 0 | 1 | 4 | 1 | 0 | 22 | 19 | 0.35 | 0.40 |
| Elev8tion- Duets/SFD | Taylor Morrison | SV | S/O | DTMJ | 22 | 0 | S/O | 6 | 1 | 0 | 22 | 20 | 0.42 | 0.42 |
| Elev8tion- Towns | Taylor Morrison | SV | | ATMJ | 96 | 0 | 24 | 6 | 2 | 0 | 38 | 36 | 0.73 | 0.75 |
| Glen Loma Ranch - Noir | TRI Pointe | GL | | DTMJ | 67 | 0 | 4 | 11 | 2 | 0 | 63 | 46 | 0.81 | 0.96 |
| Glen Loma Ranch- Blanc | TRI Pointe | GL | | DTMJ | 53 | 0 | 2 | 1 | 0 | 0 | 51 | 31 | 0.65 | 0.65 |
| Harmony | Truemark | SV | | DTMJ | 58 | 0 | 3 | 17 | 1 | 0 | 9 | 9 | 0.56 | 0.56 |
| Waverly Detached | Warrington | MV | | DTMJ | 4 | 0 | 2 | 2 | 0 | 0 | 2 | 2 | 0.04 | 0.04 |
| TOTALS: No. Reporting: 29 | | Avg. Sales: 0.90 | | Traffic to Sales: 8 : 1 | | | 185 | 206 | 27 | 1 | 1488 | 953 | Net: 26 | |
| City Codes: SV = Sunnyvale, SJ = San Jose, MV = Mountain View, SC= Santa Clara, GL = Gilroy | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|--------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Monterey, Santa Cruz, San Benito Counties | | | | | Projects Participating: 14 | | | | | | | In Area : 14 | | |
| | | | | | 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 |
| Cerrato | Century | HO | | DTMJ | 223 | 0 | 9 | 2 | 0 | 0 | 214 | 80 | 1.36 | 1.67 |
| East Garrison- The Grove | Century | EG | | DTST | 94 | 0 | 1 | 18 | 0 | 0 | 93 | 55 | 0.93 | 1.15 |
| Meadows at Allendale | DeNova | HO | | DTST | 111 | 7 | 6 | 15 | 6 | 0 | 98 | 88 | 1.63 | 1.83 |
| Bennett Ranch | K Hovnanian | HO | | DTST | 84 | 4 | 8 | 7 | 0 | 1 | 76 | 62 | 0.99 | 1.29 |
| Monte Bella II | KB Home | SL | | DTST | 78 | 0 | 6 | 7 | 1 | 0 | 60 | 60 | 1.74 | 1.74 |
| Sunnyside Estates | KB Home | HO | | DTMJ | 107 | 6 | 9 | 10 | 2 | 0 | 93 | 64 | 1.08 | 1.33 |
| Sunnyside Estates 6000's | KB Home | HO | | DTMJ | 91 | 0 | 5 | 10 | 1 | 0 | 86 | 52 | 1.03 | 1.08 |
| Carousel at Westfield | Kiper | HO | Rsv's | DTMJ | 92 | 6 | 7 | 34 | 5 | 0 | 53 | 53 | 1.35 | 1.35 |
| Mayfair at Westfield | Kiper | HO | Rsv's | DTMJ | 50 | 4 | 6 | 34 | 1 | 0 | 16 | 16 | 0.76 | 0.76 |
| Serenity at Santana Ranch | Legacy | HO | | DTMJ | 143 | 0 | 2 | 0 | 0 | 0 | 140 | 44 | 0.83 | 0.92 |
| Solorio | Meritage | HO | | DTST | 65 | 0 | 5 | 12 | 0 | 0 | 49 | 49 | 1.09 | 1.09 |
| Solorio - 27's | Meritage | HO | | ATST | 36 | 0 | 3 | 3 | 1 | 0 | 33 | 33 | 0.73 | 0.73 |
| Cove Scotts Valley | Ryder | SV | Rsv's | ATMJ | 25 | 0 | 6 | 6 | 3 | 0 | 18 | 18 | 0.90 | 0.90 |
| Maple Park | Stone Bridge | HO | | DTST | 49 | 0 | 3 | 1 | 1 | 0 | 46 | 46 | 0.97 | 0.96 |
| TOTALS: No. Reporting: 14 | | Avg. Sales: 1.43 | | Traffic to Sales: 8 : 1 | | | | 76 | 159 | 21 | 1 | 1075 | 720 | Net: 20 |
| City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SV = Scotts Valley | | | | | | | | | | | | | | |

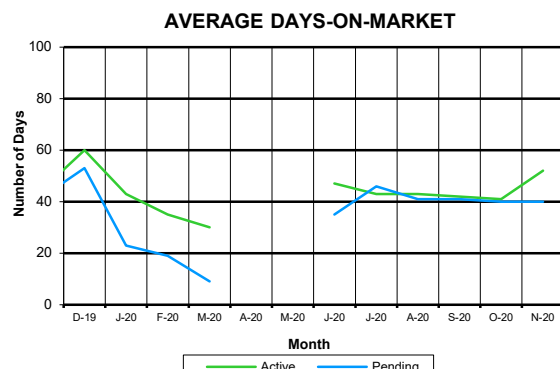
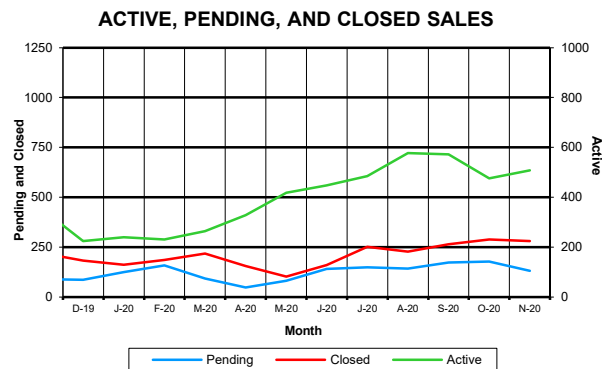
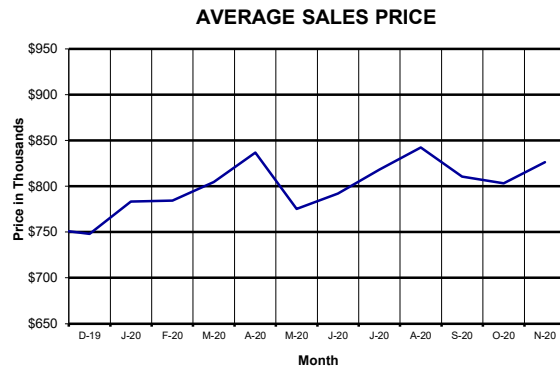
| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 17 | | | | | | | In Area : 17 | | |
|--|-------------------|------------------|------------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| | | | | | 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 |
| Ava at Villages | DR Horton | FF | DTST | 87 | 8 | 6 | 41 | 4 | 0 | 30 | 30 | 2.96 | 2.96 | |
| Savannah at Homestead | DR Horton | DX | DTST | 85 | 0 | 9 | 39 | 0 | 0 | 9 | 9 | 1.26 | 1.26 | |
| Copperleaf at Homestead | KB Home | DX | DTST | 71 | 0 | 7 | 23 | 0 | 1 | 4 | 4 | 1.27 | 1.27 | |
| Oreston at One Lake | Lennar | FF | DTMJ | 70 | 0 | 6 | 13 | 0 | 0 | 15 | 15 | 1.84 | 1.84 | |
| Cambridge at Brighton Landing | Meritage | VC | DTMJ | 67 | 0 | 8 | 13 | 0 | 1 | 52 | 52 | 1.16 | 1.16 | |
| Cerrito at Vanden Estates | Richmond American | VC | DTMJ | 50 | 0 | 7 | 4 | 2 | 0 | 25 | 25 | 0.77 | 0.77 | |
| Enclave at Vanden Estates | Richmond American | S/O VC | DTMJ | 37 | 0 | S/O | 0 | 1 | 0 | 37 | 22 | 0.44 | 0.46 | |
| Midway Grove at Homestead | Richmond American | DX | DTMJ | 88 | 0 | 8 | 0 | 1 | 0 | 23 | 23 | 1.34 | 1.34 | |
| Orchards at Valley Glen II | Richmond American | DX | DTMJ | 122 | 4 | 6 | 4 | 2 | 0 | 112 | 67 | 1.06 | 1.40 | |
| Piedmont at Vanden Estates | Richmond American | VC | DTMJ | 47 | 0 | 2 | 2 | 0 | 0 | 45 | 25 | 0.52 | 0.52 | |
| Saratoga at Vanden Estates | Richmond American | VC | DTMJ | 97 | 0 | 5 | 2 | 2 | 0 | 70 | 44 | 0.81 | 0.92 | |
| Bristol at Brighton Landing | The New Home Co | VC | DTMJ | 64 | 0 | 5 | 27 | 0 | 0 | 45 | 26 | 0.46 | 0.54 | |
| Oxford at Brighton Landings | The New Home Co | VC | DTMJ | 80 | 0 | 4 | 27 | 0 | 0 | 35 | 18 | 0.37 | 0.38 | |
| Preston at Brighton Landing | The New Home Co | VC | DTST | 87 | 0 | 4 | 27 | 0 | 0 | 68 | 49 | 0.85 | 1.02 | |
| Sheffield at Brighton Landing | The New Home Co | VC | DTST | 120 | 0 | 7 | 27 | 0 | 0 | 47 | 30 | 0.59 | 0.63 | |
| Lantana at the Village | TRI Pointe | FF | DTMJ | 133 | 0 | 3 | 4 | 0 | 0 | 130 | 59 | 1.17 | 1.23 | |
| Shimmer at One Lake | TRI Pointe | FF | Rsv's DTMJ | 45 | 0 | 15 | 16 | 0 | 0 | 1 | 1 | 0.28 | 0.28 | |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.59 | | Traffic to Sales: 22 : 1 | | | 102 | 269 | 12 | 2 | 748 | 499 | Net: 10 | |
| City Codes: FF = Fairfield, DX = Dixon, VC = Vacaville | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | |
|---|-----------|------------------|-------|--------------------------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|----------|
| Bay Area | | | | | Projects Participating: 144 | | | | | In Area : 144 | | |
| | | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales | |
| GRAND TOTALS: No. Reporting: 143 | | Avg. Sales: 0.84 | | Traffic to Sales: 13 : 1 | | 877 | 1670 | 127 | 7 | 7222 | 4516 | Net: 120 |
| 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 | | | | | | | | | | | | |

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

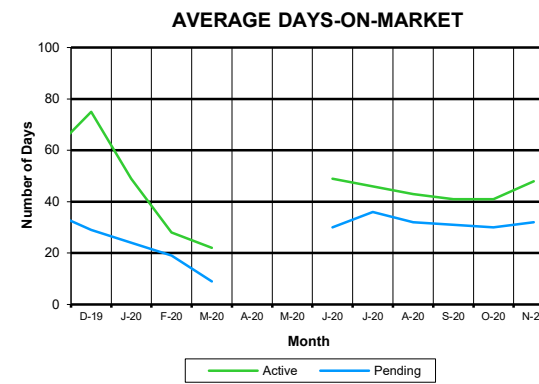
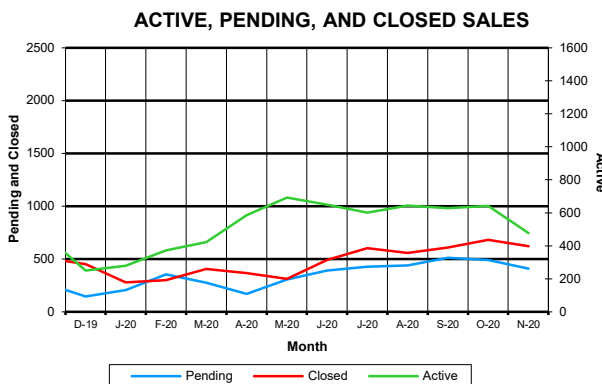
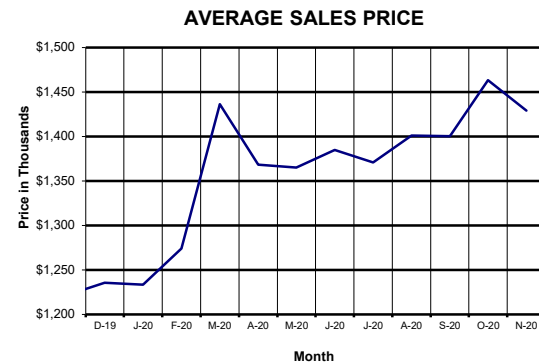
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 328 | 0 | 48 | 0 | 155 | \$836,867 |
| May-20 | 418 | 0 | 81 | 0 | 102 | \$775,188 |
| Jun-20 | 448 | 47 | 140 | 35 | 160 | \$791,847 |
| Jul-20 | 485 | 43 | 149 | 46 | 251 | \$818,151 |
| Aug-20 | 577 | 43 | 142 | 41 | 228 | \$842,417 |
| Sep-20 | 572 | 42 | 172 | 41 | 265 | \$810,503 |
| Oct-20 | 476 | 41 | 178 | 40 | 288 | \$803,096 |
| Nov-20 | 508 | 52 | 131 | 40 | 280 | \$826,397 |



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

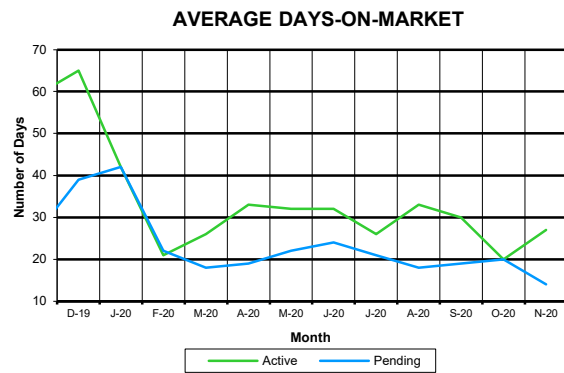
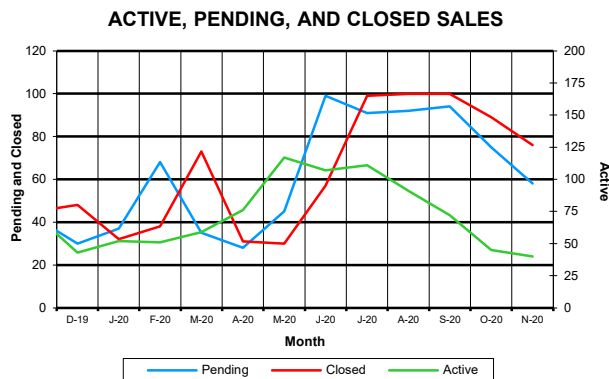
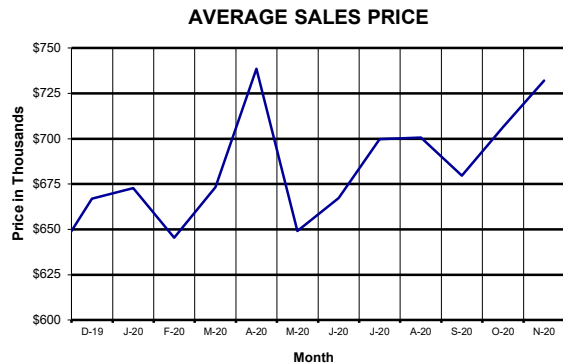
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Apr-20 | 586 | 0 | 171 | 0 | 368 | \$1,368,416 |
| May-20 | 692 | 0 | 307 | 0 | 313 | \$1,365,204 |
| Jun-20 | 649 | 49 | 390 | 30 | 490 | \$1,384,959 |
| Jul-20 | 601 | 46 | 426 | 36 | 604 | \$1,370,879 |
| Aug-20 | 644 | 43 | 439 | 32 | 557 | \$1,400,977 |
| Sep-20 | 628 | 41 | 511 | 31 | 608 | \$1,400,491 |
| Oct-20 | 641 | 41 | 492 | 30 | 683 | \$1,463,270 |
| Nov-20 | 476 | 48 | 409 | 32 | 620 | \$1,429,055 |



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

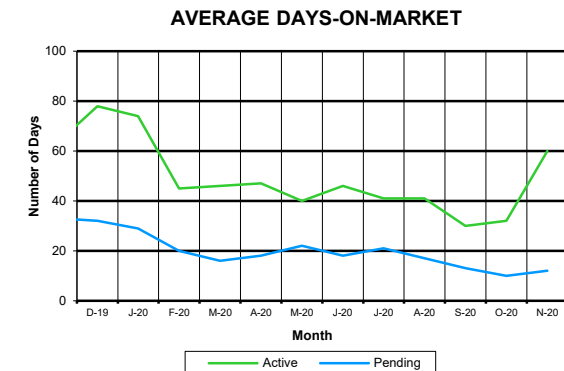
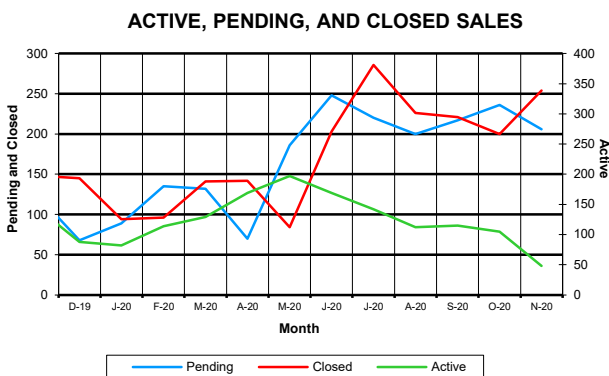
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 76 | 33 | 28 | 19 | 31 | \$738,515 |
| May-20 | 117 | 32 | 45 | 22 | 30 | \$649,119 |
| Jun-20 | 107 | 32 | 99 | 24 | 57 | \$667,268 |
| Jul-20 | 111 | 26 | 91 | 21 | 99 | \$699,711 |
| Aug-20 | 91 | 33 | 92 | 18 | 100 | \$700,734 |
| Sep-20 | 72 | 30 | 94 | 19 | 100 | \$679,710 |
| Oct-20 | 45 | 20 | 75 | 20 | 89 | \$706,312 |
| Nov-20 | 40 | 27 | 58 | 14 | 76 | \$732,178 |



Amador Valley SFD Monthly MLS Survey

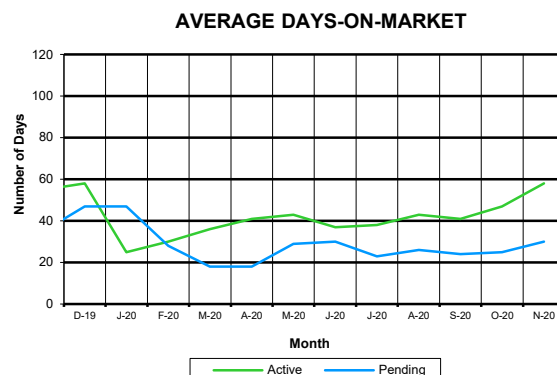
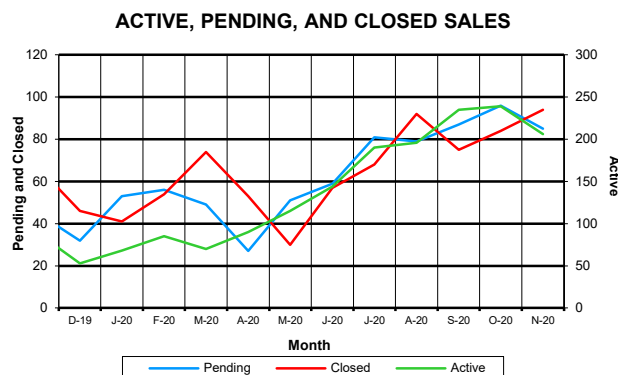
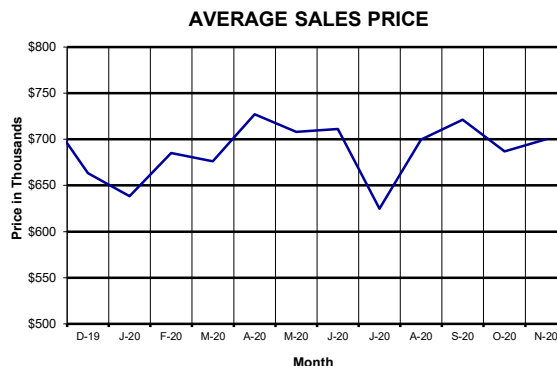
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Apr-20 | 169 | 47 | 70 | 18 | 142 | \$1,138,705 |
| May-20 | 197 | 40 | 186 | 22 | 84 | \$1,141,749 |
| Jun-20 | 169 | 46 | 248 | 18 | 203 | \$1,155,864 |
| Jul-20 | 142 | 41 | 220 | 21 | 286 | \$1,170,460 |
| Aug-20 | 112 | 41 | 200 | 17 | 226 | \$1,196,117 |
| Sep-20 | 115 | 30 | 217 | 13 | 221 | \$1,218,814 |
| Oct-20 | 105 | 32 | 236 | 10 | 200 | \$1,240,574 |
| Nov-20 | 48 | 60 | 206 | 12 | 254 | \$1,227,878 |



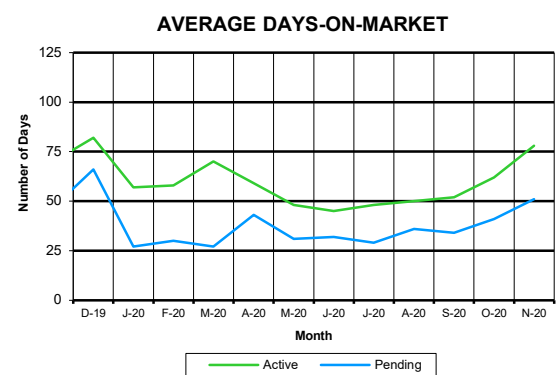
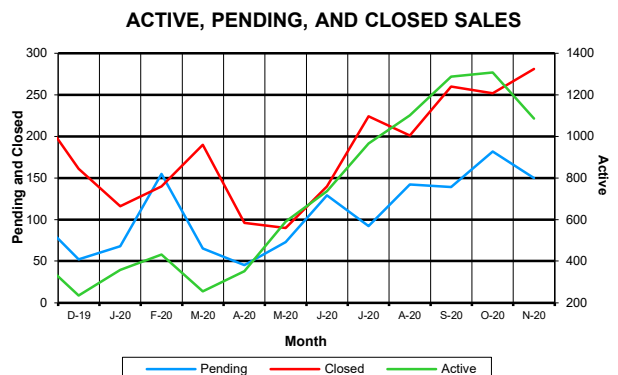
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 90 | 41 | 27 | 18 | 53 | \$727,099 |
| May-20 | 115 | 43 | 51 | 29 | 30 | \$708,036 |
| Jun-20 | 144 | 37 | 59 | 30 | 57 | \$711,299 |
| Jul-20 | 190 | 38 | 81 | 23 | 68 | \$624,923 |
| Aug-20 | 196 | 43 | 79 | 26 | 92 | \$699,919 |
| Sep-20 | 235 | 41 | 87 | 24 | 75 | \$721,312 |
| Oct-20 | 239 | 47 | 96 | 25 | 84 | \$687,018 |
| Nov-20 | 206 | 58 | 85 | 30 | 94 | \$700,186 |



San Francisco Attd. Monthly MLS Survey

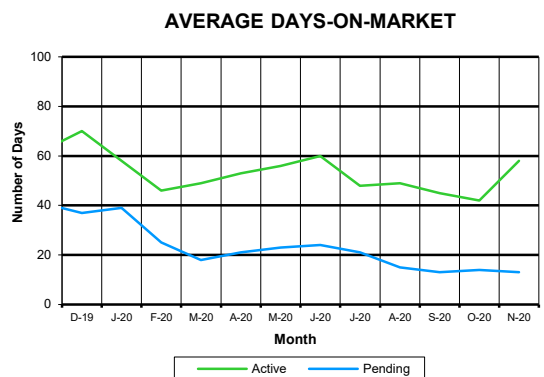
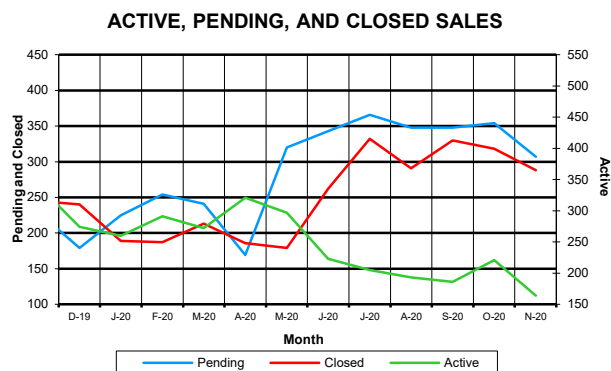
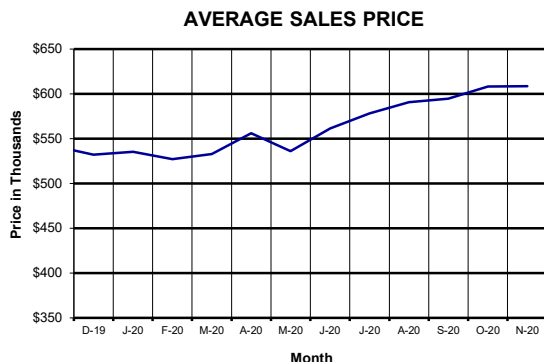
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Apr-20 | 351 | 59 | 45 | 43 | 96 | \$1,374,844 |
| May-20 | 590 | 48 | 73 | 31 | 90 | \$1,230,256 |
| Jun-20 | 736 | 45 | 129 | 32 | 140 | \$1,374,713 |
| Jul-20 | 966 | 48 | 92 | 29 | 224 | \$1,421,866 |
| Aug-20 | 1,101 | 50 | 142 | 36 | 201 | \$1,382,844 |
| Sep-20 | 1,288 | 52 | 139 | 34 | 260 | \$1,317,878 |
| Oct-20 | 1,308 | 62 | 182 | 41 | 252 | \$1,281,601 |
| Nov-20 | 1,086 | 78 | 150 | 51 | 281 | \$1,315,277 |



E. Contra Costa SFD Monthly MLS Survey

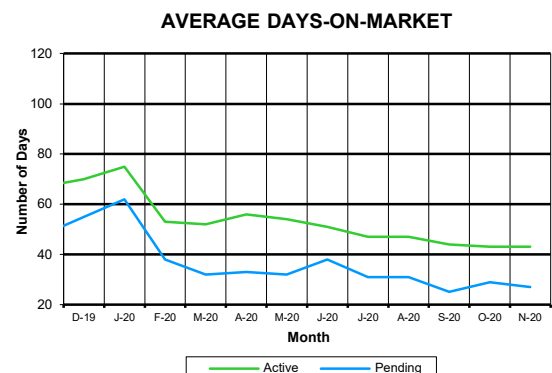
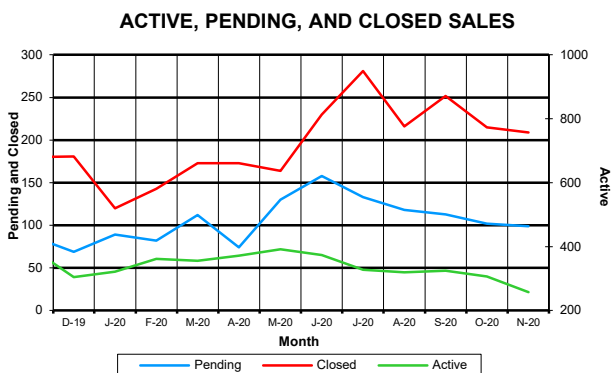
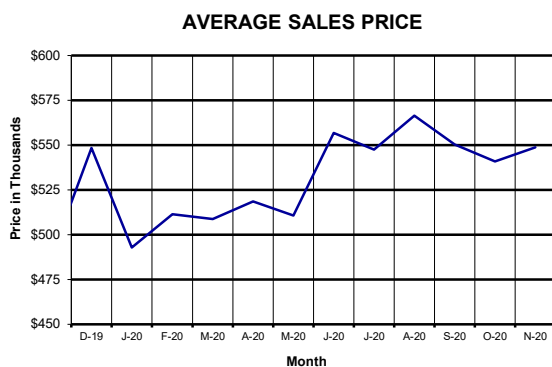
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 321 | 53 | 169 | 21 | 186 | \$556,220 |
| May-20 | 297 | 56 | 320 | 23 | 179 | \$536,187 |
| Jun-20 | 223 | 60 | 343 | 24 | 262 | \$561,397 |
| Jul-20 | 205 | 48 | 366 | 21 | 332 | \$578,252 |
| Aug-20 | 193 | 49 | 348 | 15 | 291 | \$590,593 |
| Sep-20 | 186 | 45 | 348 | 13 | 330 | \$594,715 |
| Oct-20 | 221 | 42 | 354 | 14 | 318 | \$608,156 |
| Nov-20 | 164 | 58 | 307 | 13 | 288 | \$608,552 |



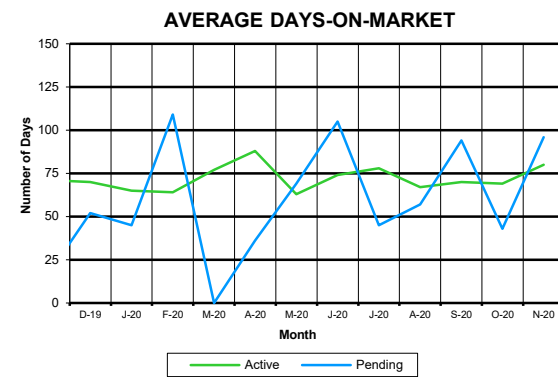
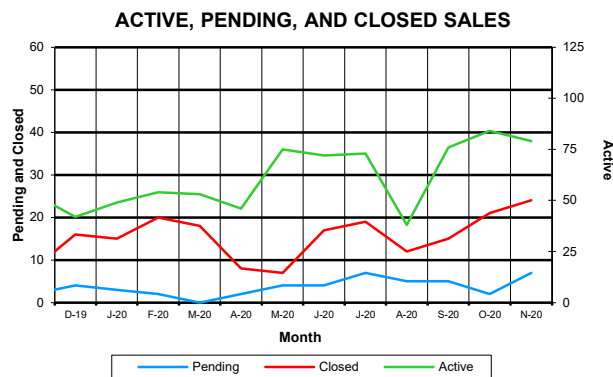
Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 372 | 56 | 74 | 33 | 173 | \$518,680 |
| May-20 | 392 | 54 | 130 | 32 | 164 | \$510,767 |
| Jun-20 | 374 | 51 | 158 | 38 | 230 | \$556,773 |
| Jul-20 | 328 | 47 | 133 | 31 | 281 | \$547,595 |
| Aug-20 | 320 | 47 | 118 | 31 | 216 | \$566,562 |
| Sep-20 | 325 | 44 | 113 | 25 | 252 | \$550,392 |
| Oct-20 | 307 | 43 | 102 | 29 | 215 | \$540,991 |
| Nov-20 | 257 | 43 | 99 | 27 | 209 | \$548,873 |



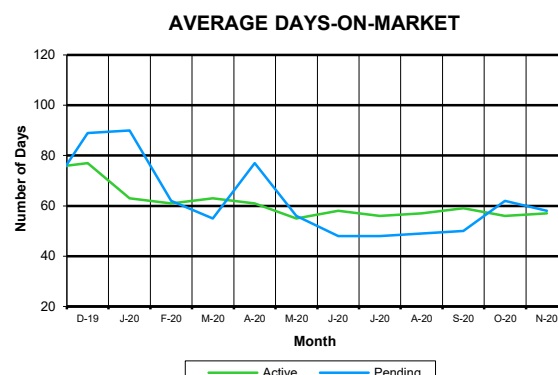
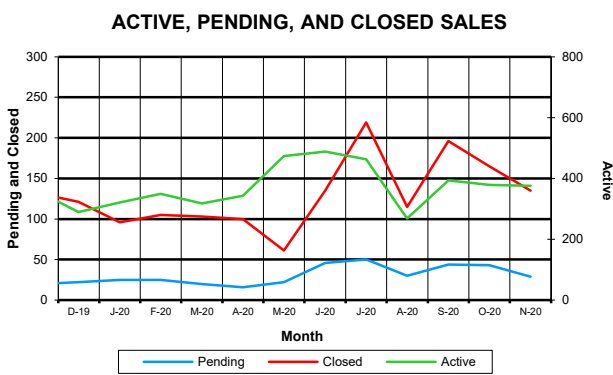
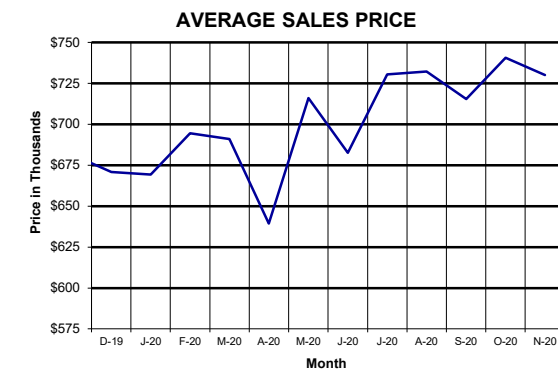
Santa Rosa Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 46 | 88 | 2 | 36 | 8 | \$442,500 |
| May-20 | 75 | 63 | 4 | 69 | 7 | \$319,500 |
| Jun-20 | 72 | 74 | 4 | 105 | 17 | \$365,807 |
| Jul-20 | 73 | 78 | 7 | 45 | 19 | \$385,526 |
| Aug-20 | 38 | 67 | 5 | 57 | 12 | \$409,792 |
| Sep-20 | 76 | 70 | 5 | 94 | 15 | \$392,200 |
| Oct-20 | 84 | 69 | 2 | 43 | 21 | \$370,643 |
| Nov-20 | 79 | 80 | 7 | 96 | 24 | \$393,667 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 343 | 61 | 16 | 77 | 100 | \$639,414 |
| May-20 | 474 | 55 | 22 | 56 | 61 | \$716,142 |
| Jun-20 | 488 | 58 | 46 | 48 | 135 | \$682,648 |
| Jul-20 | 463 | 56 | 50 | 48 | 219 | \$730,439 |
| Aug-20 | 269 | 57 | 30 | 49 | 115 | \$732,236 |
| Sep-20 | 394 | 59 | 44 | 50 | 196 | \$715,512 |
| Oct-20 | 379 | 56 | 43 | 62 | 165 | \$740,726 |
| Nov-20 | 376 | 57 | 29 | 58 | 135 | \$730,103 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

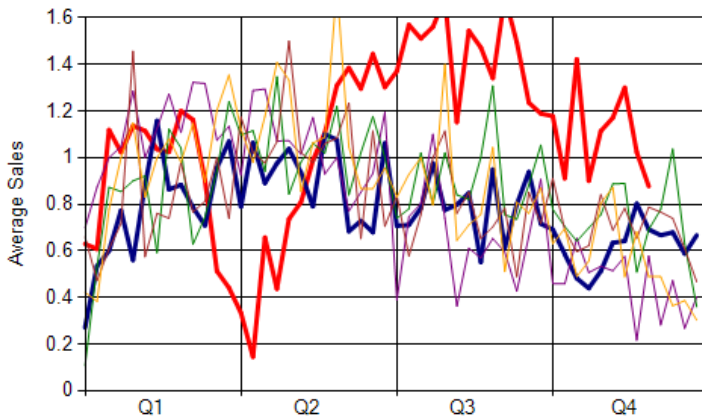
Central Valley

Ending: Sunday, November 29, 2020

Week 48

| Counties / Groups | | | | | | | | Avg. Sales | Year to Date | | Prev. 13 Wks. | | |
|-----------------------|--|-----------------|----------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|------|
| | | | Projects | Traffic | Sales | Cancels | Net Sales | | Avg. | Diff. | Avg. | Diff. | |
| Tracy/Mountain House | | | 22 | 694 | 24 | 0 | 24 | 1.09 | 1.18 | -7% | 1.32 | -18% | |
| San Joaquin County | | | 28 | 526 | 35 | 2 | 33 | 1.18 | 1.19 | -1% | 1.19 | -1% | |
| Stanislaus County | | | 2 | 14 | 1 | 2 | -1 | -0.50 | 1.32 | -138% | 1.86 | -127% | |
| Merced County | | | 17 | 117 | 13 | 2 | 11 | 0.65 | 0.95 | -32% | 1.30 | -50% | |
| Madera County | | | 8 | 50 | 6 | 0 | 6 | 0.75 | 0.86 | -13% | 0.91 | -18% | |
| Fresno County | | | 12 | 71 | 6 | 1 | 5 | 0.42 | 1.21 | -65% | 1.13 | -63% | |
| Current Week Totals | | Traffic : Sales | 17 : 1 | 89 | 1472 | 85 | 7 | 78 | 0.88 | 1.12 | -22% | 1.23 | -29% |
| Per Project Average | | | | 17 | 0.96 | 0.08 | 0.88 | | | | | | |
| Year Ago - 12/01/2019 | | Traffic : Sales | 21 : 1 | 81 | 1268 | 60 | 4 | 56 | 0.69 | 0.78 | -11% | 0.68 | 2% |
| % Change | | | | 10% | 16% | 42% | 75% | 39% | 27% | 44% | | 82% | |

52 Weeks Comparison



Year to Date Averages Through Week 48

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2015 | 46 | 30 | 1.08 | 0.17 | 0.91 | 0.87 |
| ■ | 2016 | 47 | 27 | 0.96 | 0.12 | 0.84 | 0.81 |
| ■ | 2017 | 51 | 29 | 1.01 | 0.13 | 0.88 | 0.87 |
| ■ | 2018 | 70 | 21 | 1.01 | 0.17 | 0.84 | 0.80 |
| ■ | 2019 | 79 | 22 | 0.92 | 0.14 | 0.78 | 0.77 |
| ■ | 2020 | 86 | 21 | 1.31 | 0.18 | 1.12 | 1.12 |
| % Change: | | 9% | -5% | 41% | 28% | 44% | 46% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|--|
| CONV | RATE | APR | Housing starts again bested expectations, climbing 4.9% in October, on the heels of upward revisions to the prior month. Rather than new multifamily projects which have been just trading water the past few months, single-family starts accounted for all of October's increase, with starts rising 6.4% to a 1.179-million-unit pace in October. This marks the sixth consecutive increase for single-family starts, which are now at their highest level since April 2007. The jump in single-family starts shows no sign of abating as the latest reading of the NAHBS' index rose to yet another record high in November, the third straight monthly record. Builder optimism is being bolstered by exceptionally strong sales coupled with extraordinarily low inventories. Historically, a construction boom could only do so much to lift economic activity heading into the colder winter months, but that may be less of a limiting factor in this cycle. Just over 80% of all single-family homes built over the past year have been in the South or West where milder winter weather may allow activity to progress with fewer stoppages. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary |
| | 2.70% | 3.01% | |
| FHA | 2.25% | 2.91% | |
| 10 Yr Yield | 0.85% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | | |
|---|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|--|
| Tracy/Mountain House | | | | | Projects Participating: 22 | | | | | | | In Area : 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 | |
| Magnolia Park | Bright | TR | | DTMJ | 42 | 0 | 9 | 12 | 1 | 0 | 14 | 14 | 1.09 | 1.09 | |
| Expression at College Park | Century | MH | | DTMJ | 72 | 4 | 6 | 18 | 1 | 0 | 59 | 49 | 0.90 | 1.02 | |
| Heritage at College Park | Century | MH | | DTMJ | 96 | 0 | 6 | 18 | 1 | 0 | 58 | 49 | 0.88 | 1.02 | |
| Legacy at College Park | Century | MH | | DTMJ | 133 | 0 | 3 | 18 | 0 | 0 | 2 | 2 | 0.64 | 0.64 | |
| Portfolio at College Park | Century | MH | | DTMJ | 112 | 0 | 5 | 12 | 0 | 0 | 4 | 4 | 1.27 | 1.27 | |
| Provenance at College Park | Century | MH | | DTMJ | 68 | 0 | 5 | 13 | 2 | 0 | 45 | 45 | 1.00 | 1.00 | |
| Reflection at College Park | Century | MH | | DTMJ | 87 | 4 | 6 | 13 | 1 | 0 | 54 | 54 | 1.20 | 1.20 | |
| Santosha | DeNova | TR | | DTST | 71 | 7 | 6 | 18 | 6 | 0 | 57 | 57 | 2.85 | 2.85 | |
| Amber at Tracy Hills | Lennar | TH | | DTMJ | 160 | 0 | 3 | 65 | 1 | 0 | 83 | 45 | 0.98 | 0.94 | |
| Larimar at Tracy Hills | Lennar | TH | | DTMJ | 133 | 0 | 3 | 65 | 1 | 0 | 70 | 52 | 0.83 | 1.08 | |
| Opal at Tracy Hills | Lennar | TH | | DTMJ | 103 | 0 | 7 | 65 | 1 | 0 | 73 | 43 | 0.87 | 0.90 | |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 196 | 0 | 1 | 65 | 1 | 0 | 63 | 44 | 0.73 | 0.92 | |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 0 | 4 | 12 | 0 | 0 | 46 | 40 | 0.76 | 0.83 | |
| Vantage at Tracy Hills | Meritage | TH | | DTST | 182 | 0 | 3 | 52 | 0 | 0 | 113 | 87 | 1.24 | 1.81 | |
| Elissagaray Ranch | Ponderosa TSO | TR | | DTMJ | 47 | 0 | TSO | 17 | 0 | 0 | 26 | 12 | 0.32 | 0.25 | |
| Briar Square at Mountain House | Shea | MH | | DTMJ | 173 | 6 | 9 | 83 | 6 | 0 | 81 | 81 | 1.83 | 1.83 | |
| Langston at Mountain House | Shea | MH | | ATST | 131 | 0 | 7 | 78 | 0 | 0 | 96 | 96 | 2.17 | 2.17 | |
| Vente at Tracy Hills | Shea | TH | | DTMJ | 74 | 0 | 2 | 29 | 2 | 0 | 72 | 56 | 0.79 | 1.17 | |
| Sungold | Taylor Morrison | TR | | DTMJ | 62 | 0 | 2 | 18 | 0 | 0 | 42 | 42 | 1.67 | 1.67 | |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 95 | 0 | 6 | 7 | 0 | 0 | 28 | 28 | 1.21 | 1.21 | |
| Stanford at Ellis | Woodside | TR | | DTMJ | 51 | 0 | 7 | 7 | 0 | 0 | 40 | 40 | 1.73 | 1.73 | |
| Zephyr at Ellis | Woodside | TR | | DTMJ | 76 | 0 | 6 | 9 | 0 | 0 | 28 | 28 | 1.21 | 1.21 | |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 1.09 | | Traffic to Sales: 29 : 1 | | | | 106 | 694 | 24 | 0 | 1154 | 968 | Net: 24 | |
| City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills | | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | Projects Participating: 8 | | | | | | | In Area : 8 | | |
|--------------------------------------|-------------------|----|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| | | | | 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 Cove at Westlake | Caresco | SK | DTMJ | 46 | 0 | 12 | 5 | 0 | 1 | 16 | 16 | 1.06 | 1.06 |
| Aspire at River Terrace | K Hovnanian | SK | DTST | 83 | 4 | 6 | 9 | 2 | 0 | 77 | 77 | 2.26 | 2.26 |
| Encantada at Vineyard Terrace | K Hovnanian | LD | DTMJ | 112 | 0 | 6 | 9 | 1 | 0 | 38 | 38 | 0.86 | 0.86 |
| Lavaux at Vineyard Terrace | K Hovnanian | LD | DTMJ | 116 | 0 | 7 | 11 | 3 | 1 | 101 | 101 | 2.29 | 2.29 |
| Montevello II | KB Home | SK | DTST | 154 | 0 | 5 | 14 | 1 | 0 | 5 | 5 | 1.40 | 1.40 |
| Keys at Westlake | Lennar | SK | DTMJ | 101 | 0 | 6 | 37 | 1 | 0 | 13 | 13 | 0.62 | 0.62 |
| Seasons at Westlake Village | Richmond American | SK | DTMJ | 41 | 0 | 7 | 5 | 2 | 0 | 20 | 20 | 1.52 | 1.52 |
| Villa Point at Destinations | Richmond American | SK | DTST | 122 | 0 | 6 | 4 | 0 | 0 | 109 | 46 | 0.78 | 0.96 |
| TOTALS: No. Reporting: 8 | Avg. Sales: 1.00 | | Traffic to Sales: 9 : 1 | | | 55 | 94 | 10 | 2 | 379 | 316 | Net: 8 | |
| | | | | | | | | | | | | | |
| City Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| San Joaquin County | | | | | Projects Participating: 20 | | | | | | | In Area : 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 |
| Haven at River Island | Anthem United | LP | | DTST | 128 | 0 | 4 | 21 | 0 | 0 | 85 | 68 | 1.03 | 1.42 |
| Turnleaf at the Collective | Anthem United | MN | | DTMJ | 84 | 0 | 18 | 10 | 0 | 0 | 6 | 3 | 0.09 | 0.06 |
| Arlington | DR Horton | MN | | DTST | 148 | 0 | 9 | 0 | 0 | 0 | 123 | 70 | 1.43 | 1.46 |
| Bella Vita | DR Horton | LP | | DTST | 76 | 0 | 6 | 20 | 0 | 0 | 31 | 31 | 1.55 | 1.55 |
| Haven Cottages at Sundance | KB Home | MN | | DTMJ | 38 | 0 | 6 | 1 | 1 | 0 | 30 | 30 | 0.70 | 0.70 |
| Haven Villas at Sundance | KB Home | MN | | DTST | 152 | 0 | 5 | 40 | 0 | 0 | 121 | 84 | 1.64 | 1.75 |
| Catalina at River Island | Kiper | LP | | DTMJ | 72 | 0 | 1 | 46 | 0 | 0 | 55 | 55 | 1.89 | 1.89 |
| New port at River Islands | Kiper | LP | | DTMJ | 131 | 8 | 7 | 93 | 5 | 0 | 84 | 64 | 1.26 | 1.33 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 7 | 23 | 0 | 0 | 91 | 28 | 0.38 | 0.58 |
| Sundance | Meritage | MN | | DTST | 64 | 4 | 8 | 11 | 1 | 0 | 14 | 14 | 1.96 | 1.96 |
| Zinnia at Terra Ranch | Meritage | MN | | DTMJ | 72 | 0 | 1 | 6 | 0 | 0 | 71 | 71 | 1.58 | 1.58 |
| Daybreak at River Islands | Pulte | LP | | DTMJ | 74 | 4 | 8 | 33 | 4 | 0 | 45 | 45 | 1.09 | 1.09 |
| Passport North | Raymus | MN | | DTMJ | 36 | 4 | 7 | 27 | 3 | 0 | 14 | 14 | 1.72 | 1.72 |
| Fox Chase at Woodward | Richmond American | MN | | ATMJ | 130 | 0 | 3 | 3 | 1 | 0 | 127 | 56 | 1.08 | 1.17 |
| Northpointe at Stanford Crossing | Richmond American | LP | | DTMJ | 91 | 0 | 8 | 7 | 2 | 0 | 41 | 41 | 1.27 | 1.27 |
| Watermark at River Islands | Richmond American | LP | | DTST | 102 | 0 | 1 | 1 | 0 | 0 | 101 | 61 | 1.07 | 1.27 |
| Venture at The Collective | Taylor Morrison | MN | | DTST | 115 | 0 | 5 | 5 | 1 | 0 | 25 | 22 | 0.40 | 0.46 |
| Breakwater at River Island | TRI Pointe | LP | | DTMJ | 106 | 6 | 7 | 49 | 4 | 0 | 44 | 44 | 1.82 | 1.82 |
| Origin at the Collective | Trumark | MN | | DTMJ | 59 | 0 | 8 | 14 | 1 | 0 | 17 | 17 | 0.28 | 0.35 |
| Hideaway at River Islands | Van Daele | LP | | DTST | 120 | 4 | 9 | 22 | 2 | 0 | 43 | 43 | 2.25 | 2.25 |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 1.25 | | Traffic to Sales: 17 : 1 | | | | 128 | 432 | 25 | 0 | 1168 | 861 | Net: 25 |
| City Codes: LP = Lathrop, MN = Manteca | | | | | | | | | | | | | | |

| Stanislaus County | | | | | Projects Participating: 2 | | | | | | | In Area : 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 |
| Aspire at Apricot Grove | K Hovnanian | FR | DTST | 219 | 0 | 5 | 0 | 1 | 1 | 61 | 61 | 1.65 | 1.65 | |
| Turnleaf at Patterson Ranch | KB Home | FR | DTST | 99 | 0 | 7 | 14 | 0 | 1 | 57 | 57 | 1.83 | 1.83 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: -0.50 | | Traffic to Sales: 14 : 1 | | | 12 | 14 | 1 | 2 | 118 | 118 | Net: -1 | |
| City Codes: FR = Patterson | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Merced County | | | | | Projects Participating: 17 | | | | | | | In Area : 17 | | |
| | | | | | 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 |
| Summer Creek | Bright | MD | | DTMJ | 120 | 0 | 7 | 6 | 0 | 0 | 60 | 39 | 0.74 | 0.81 |
| Bell Crossing | DR Horton | AT | | DTST | 151 | 4 | 6 | 10 | 1 | 0 | 62 | 62 | 1.30 | 1.29 |
| Brookshire | DR Horton | LB | | DTST | 50 | 0 | 4 | 4 | 0 | 1 | 28 | 28 | 0.93 | 0.93 |
| Mission Village South | DR Horton | LB | | DTMJ | 91 | 0 | 7 | 3 | 0 | 0 | 80 | 51 | 1.02 | 1.06 |
| Monterra | DR Horton | MD | | DTST | 103 | 0 | 6 | 4 | 1 | 0 | 68 | 68 | 1.43 | 1.42 |
| Panorama | DR Horton | MD | | DTST | 192 | 0 | 5 | 7 | 0 | 0 | 81 | 61 | 1.04 | 1.27 |
| Shaunessy | DR Horton | LB | | DTST | 70 | 0 | 5 | 5 | 1 | 0 | 22 | 22 | 0.76 | 0.76 |
| Aspire at Bellevue Ranch II | K Hovnanian | MD | | DTST | 175 | 4 | 7 | 8 | 1 | 0 | 89 | 36 | 0.86 | 0.75 |
| Manzanita | Legacy | LT | | DTMJ | 172 | 0 | 6 | 11 | 0 | 0 | 114 | 55 | 0.94 | 1.15 |
| Sunflower | Legacy | MD | | DTST | 143 | 0 | 5 | 8 | 1 | 1 | 84 | 49 | 0.86 | 1.02 |
| Mbraga - Chateau II | Lennar | MD | | DTMJ | 52 | 0 | 5 | 7 | 3 | 0 | 22 | 22 | 0.99 | 0.99 |
| Mbraga - Skye II | Lennar | MD | | DTMJ | 66 | 0 | 6 | 7 | 2 | 0 | 39 | 39 | 1.69 | 1.69 |
| Mbraga - Summer II | Lennar | MD | | DTMJ | 115 | 0 | 6 | 1 | 0 | 0 | 18 | 18 | 0.81 | 0.81 |
| Bellevue Ranch | Stonefield Home | MD | | DTST | 123 | 0 | 9 | 12 | 0 | 0 | 90 | 60 | 1.04 | 1.25 |
| Brookshire | Stonefield Home | LB | | DTMJ | 172 | 0 | 6 | 5 | 0 | 0 | 152 | 50 | 0.78 | 1.04 |
| Cypress Terrace | Stonefield Home | MD | | DTST | 82 | 0 | 7 | 7 | 1 | 0 | 59 | 31 | 0.91 | 0.65 |
| Shaunessy Village | Stonefield Home | LB | | DTST | 81 | 0 | 3 | 12 | 2 | 0 | 50 | 48 | 0.94 | 1.00 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.65 | | Traffic to Sales: 9 : 1 | | | | 100 | 117 | 13 | 2 | 1118 | 739 | Net: 11 |
| City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston | | | | | | | | | | | | | | |

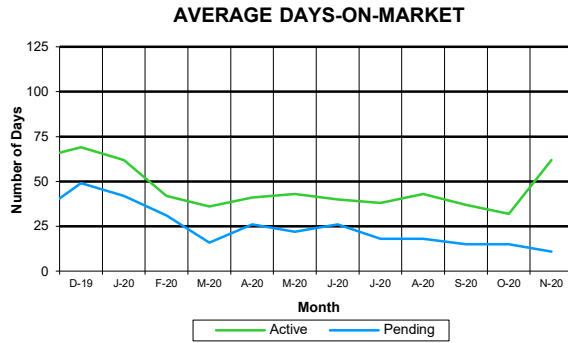
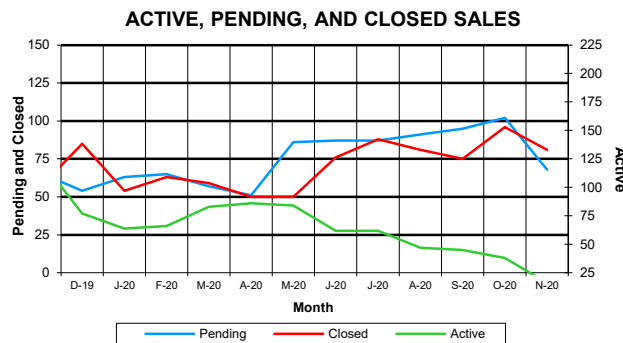
| Madera County | | | | | Projects Participating: 8 | | | | | | | In Area : 8 | | |
|-----------------------------|-------------|------------------|----------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| | | | | | 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 |
| Tesoro Viejo- Bluffs | DR Horton | MDA | DTMJ | 39 | 0 | 5 | 21 | 1 | 0 | 31 | 31 | 0.65 | 0.65 | |
| Aspire at River Bend | K Hovnanian | MDA | DTMJ | 171 | 0 | 9 | 6 | 1 | 0 | 90 | 57 | 1.07 | 1.19 | |
| Vista Bella at Tesoro Viejo | K Hovnanian | MDA | DTST | 112 | 0 | 10 | 3 | 0 | 0 | 18 | 13 | 0.23 | 0.27 | |
| Fielding Cottages | KB Home | MDA | New DTST | 26 | 0 | 3 | 11 | 2 | 0 | 2 | 2 | 2.00 | 2.00 | |
| Fielding Villas | KB Home | MDA | New DTST | 6 | 0 | 0 | 4 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Riverstone Coronet | Lennar | MDA | DTST | 103 | 4 | 6 | 2 | 0 | 0 | 36 | 36 | 1.50 | 1.50 | |
| Riverstone- Pinnacle | Lennar | MDA | DTMJ | 57 | 0 | 6 | 1 | 0 | 0 | 51 | 32 | 0.59 | 0.67 | |
| Riverstone Skye II | Lennar | MDA | DTST | 67 | 4 | 6 | 2 | 2 | 0 | 29 | 29 | 1.60 | 1.60 | |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.75 | | Traffic to Sales: 8 : 1 | | | 45 | 50 | 6 | 0 | 257 | 200 | Net: 6 | |
| City Codes: MDA = Madera | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Fresno County | | | | | Projects Participating: 12 | | | | | | | In Area : 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 |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 6 | 8 | 0 | 0 | 92 | 62 | 1.04 | 1.29 |
| Inspirado | K Hovnanian | FR | | DTST | 109 | 4 | 8 | 6 | 3 | 1 | 94 | 94 | 1.98 | 1.96 |
| Laurel Grove | KB Home | FR | | DTST | 144 | 0 | 7 | 7 | 0 | 0 | 129 | 62 | 1.36 | 1.29 |
| Seville | KB Home | FR | | DTST | 129 | 0 | 7 | 24 | 0 | 0 | 44 | 44 | 1.22 | 1.22 |
| Copper River- Pinnacle | Lennar | FR | | DTMJ | 94 | 0 | 6 | 3 | 0 | 0 | 87 | 46 | 0.84 | 0.96 |
| Fancher Creek California | Lennar | FR | | ATST | 68 | 0 | 7 | 4 | 0 | 0 | 53 | 53 | 1.13 | 1.13 |
| Fancher Creek- Chateau | Lennar | FR | | ATST | 117 | 4 | 6 | 2 | 0 | 0 | 48 | 48 | 1.02 | 1.02 |
| Heirloom Ranch- Chateau Series | Lennar | FR | | DTST | 208 | 0 | 6 | 7 | 1 | 0 | 104 | 78 | 1.28 | 1.63 |
| Heritage Grove - Clementine | Lennar | CV | | DTST | 21 | 0 | 3 | 3 | 0 | 0 | 9 | 9 | 0.74 | 0.74 |
| Heritage Grove - Coronet | Lennar | CV | | DTST | 63 | 0 | 4 | 3 | 0 | 0 | 9 | 9 | 0.74 | 0.74 |
| Heritage Grove - Homestead | Lennar | CV | | DTMJ | 44 | 0 | 5 | 3 | 1 | 0 | 11 | 11 | 0.91 | 0.91 |
| Heritage Grove- Pinnacle | Lennar | CV | | DTMJ | 47 | 0 | 3 | 1 | 1 | 0 | 2 | 2 | 0.16 | 0.16 |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 0.42 | | Traffic to Sales: 12 : 1 | | | | 68 | 71 | 6 | 1 | 682 | 518 | Net: 5 |
| City Codes: FO = Fowler, FR = Fresno, CV = Clovis | | | | | | | | | | | | | | |

| Central Valley | | | Projects Participating: 89 | | | | | In Area : 89 | |
|---|------------------|--------------------------|----------------------------|---------|------------|-----------|--------------|--------------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 89 | Avg. Sales: 0.88 | Traffic to Sales: 17 : 1 | 514 | 1472 | 85 | 7 | 4876 | 3720 | Net: 78 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT= Condo/Hotel , CONV= Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |

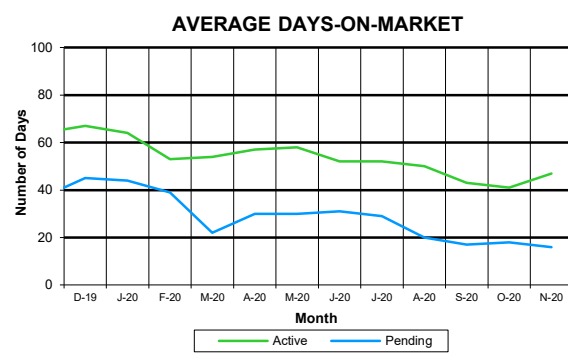
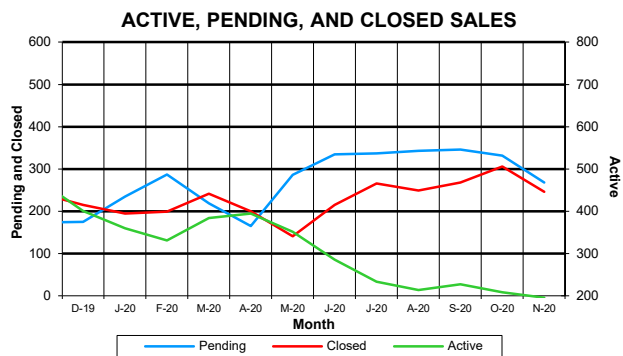
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 86 | 41 | 51 | 26 | 50 | 532,536 |
| May-20 | 84 | 43 | 86 | 22 | 50 | 500,008 |
| Jun-20 | 62 | 40 | 87 | 26 | 76 | 542,180 |
| Jul-20 | 62 | 38 | 87 | 18 | 88 | 540,378 |
| Aug-20 | 47 | 43 | 91 | 18 | 81 | 563,141 |
| Sep-20 | 45 | 37 | 95 | 15 | 75 | 575,059 |
| Oct-20 | 38 | 32 | 102 | 15 | 96 | 572,838 |
| Nov-20 | 16 | 62 | 68 | 11 | 81 | 596,343 |



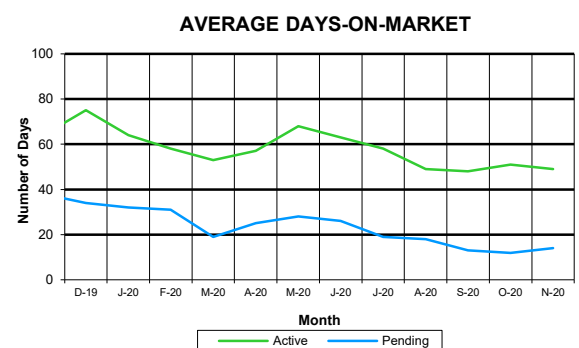
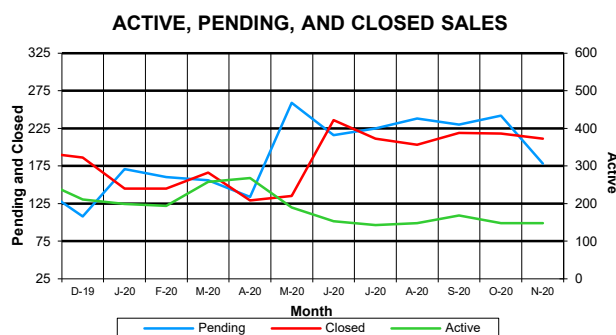
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 395 | 57 | 165 | 30 | 200 | \$338,033 |
| May-20 | 352 | 58 | 286 | 30 | 141 | \$341,880 |
| Jun-20 | 286 | 52 | 335 | 31 | 215 | \$346,361 |
| Jul-20 | 234 | 52 | 337 | 29 | 266 | \$358,724 |
| Aug-20 | 214 | 50 | 343 | 20 | 249 | \$378,786 |
| Sep-20 | 228 | 43 | 346 | 17 | 268 | \$384,282 |
| Oct-20 | 209 | 41 | 332 | 18 | 306 | \$387,379 |
| Nov-20 | 196 | 47 | 268 | 16 | 246 | \$387,582 |



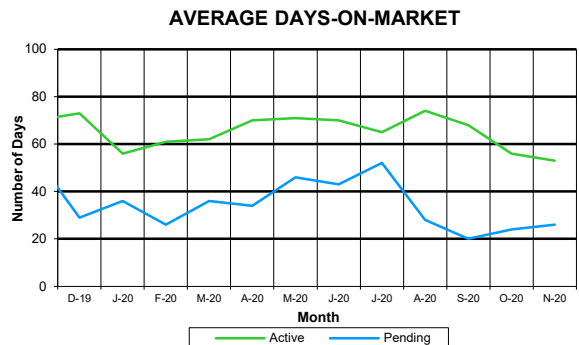
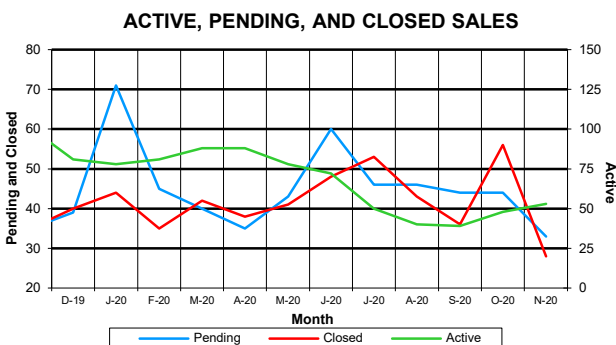
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 268 | 57 | 134 | 25 | 129 | \$350,356 |
| May-20 | 190 | 68 | 259 | 28 | 135 | \$356,867 |
| Jun-20 | 153 | 63 | 216 | 26 | 236 | \$365,257 |
| Jul-20 | 143 | 58 | 225 | 19 | 211 | \$380,385 |
| Aug-20 | 148 | 49 | 238 | 18 | 203 | \$367,407 |
| Sep-20 | 168 | 48 | 230 | 13 | 219 | \$387,282 |
| Oct-20 | 148 | 51 | 242 | 12 | 218 | \$382,824 |
| Nov-20 | 148 | 49 | 178 | 14 | 211 | \$392,938 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 88 | 70 | 35 | 34 | 38 | \$275,281 |
| May-20 | 78 | 71 | 43 | 46 | 41 | \$293,403 |
| Jun-20 | 72 | 70 | 60 | 43 | 48 | \$284,228 |
| Jul-20 | 50 | 65 | 46 | 52 | 53 | \$302,484 |
| Aug-20 | 40 | 74 | 46 | 28 | 43 | \$344,001 |
| Sep-20 | 39 | 68 | 44 | 20 | 36 | \$362,541 |
| Oct-20 | 48 | 56 | 44 | 24 | 56 | \$303,351 |
| Nov-20 | 53 | 53 | 33 | 26 | 28 | \$301,726 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

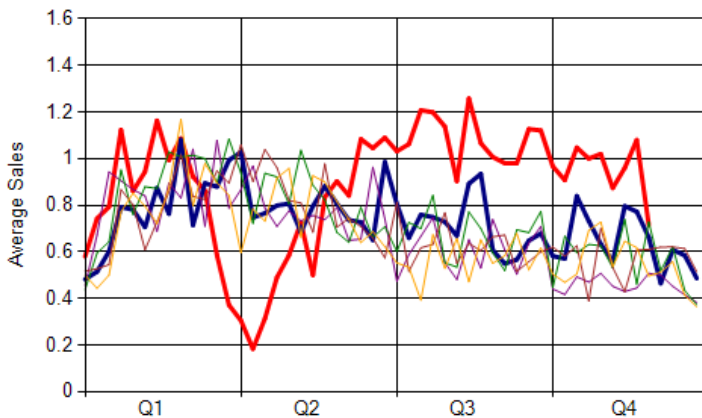
Sacramento

Ending: Sunday, November 29, 2020

Week 48

| Counties / Groups | | | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. |
|------------------------------|--|------------------------|---------------|------------|-------------|------------|-----------|------------|-------------|-------------------|-------------|--------------------|-------------|
| South Sacramento | | | | 26 | 403 | 22 | 3 | 19 | 0.73 | 0.89 | -18% | 1.13 | -35% |
| Central & North Sacramento | | | | 35 | 582 | 35 | 5 | 30 | 0.86 | 0.91 | -6% | 0.99 | -13% |
| Folsom | | | | 12 | 284 | 9 | 1 | 8 | 0.67 | 0.91 | -26% | 1.27 | -48% |
| El Dorado | | | | 10 | 83 | 4 | 1 | 3 | 0.30 | 0.80 | -63% | 0.84 | -64% |
| Placer & Nevada | | | | 48 | 602 | 35 | 2 | 33 | 0.69 | 0.91 | -24% | 0.95 | -28% |
| Yolo | | | | 11 | 78 | 9 | 0 | 9 | 0.82 | 0.72 | 13% | 0.90 | -9% |
| Northern Counties | | | | 9 | 91 | 7 | 1 | 6 | 0.67 | 1.03 | -35% | 1.02 | -34% |
| Current Week Totals | | Traffic : Sales | 18 : 1 | 151 | 2123 | 121 | 13 | 108 | 0.72 | 0.89 | -19% | 1.01 | -29% |
| Per Project Average | | | | | 14 | 0.80 | 0.09 | 0.72 | | | | | |
| Year Ago - 12/01/2019 | | Traffic : Sales | 18 : 1 | 142 | 1965 | 108 | 14 | 94 | 0.66 | 0.75 | -11% | 0.66 | 1% |
| % Change | | | | 6% | 8% | 12% | -7% | 15% | 8% | 19% | | 53% | |

52 Weeks Comparison



Year to Date Averages Through Week 48

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2015 | 103 | 30 | 0.80 | 0.12 | 0.67 | 0.66 |
| ■ | 2016 | 132 | 27 | 0.85 | 0.15 | 0.70 | 0.69 |
| ■ | 2017 | 136 | 26 | 0.90 | 0.15 | 0.75 | 0.73 |
| ■ | 2018 | 130 | 25 | 0.82 | 0.14 | 0.68 | 0.66 |
| ■ | 2019 | 141 | 22 | 0.88 | 0.13 | 0.75 | 0.73 |
| ■ | 2020 | 150 | 16 | 1.03 | 0.14 | 0.89 | 0.89 |
| % Change: | | 7% | -25% | 17% | 10% | 19% | 22% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>Housing starts again bested expectations, climbing 4.9% in October, on the heels of upward revisions to the prior month. Rather than new multifamily projects which have been just trading water the past few months, single-family starts accounted for all of October's increase, with starts rising 6.4% to a 1.179-million-unit pace in October. This marks the sixth consecutive increase for single-family starts, which are now at their highest level since April 2007. The jump in single-family starts shows no sign of abating as the latest reading of the NAHBS' index rose to yet another record high in November, the third straight monthly record. Builder optimism is being bolstered by exceptionally strong sales coupled with extraordinarily low inventories. Historically, a construction boom could only do so much to lift economic activity heading into the colder winter months, but that may be less of a limiting factor in this cycle. Just over 80% of all single-family homes built over the past year have been in the South or West where milder winter weather may allow activity to progress with fewer stoppages. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary</p> |
| FHA | 2.70% | 3.01% | |
| | 2.25% | 2.91% | |
| 10 Yr Yield | 0.85% | | |
| | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| South Sacramento | | | | | Projects Participating: 26 | | | | | | | In Area : 26 | | |
| | | | | | 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 |
| Veranda at River Oaks | Elliott | GT | | DTST | 60 | 0 | 6 | 22 | 0 | 0 | 3 | 3 | 0.30 | 0.30 |
| Murieta Gardens | K Hovnanian | RM | | DTST | 78 | 0 | 4 | 5 | 1 | 0 | 69 | 34 | 0.77 | 0.71 |
| Bridgewater | KB Home | SO | | DTST | 85 | 4 | 7 | 14 | 1 | 0 | 62 | 62 | 1.68 | 1.68 |
| Sheldon Terrace | KB Home | LN | | DTST | 175 | 0 | 6 | 13 | 1 | 0 | 137 | 67 | 1.30 | 1.40 |
| Locale | Lafferty | SO | Rsv's | DTMJ | 31 | 0 | 1 | 10 | 0 | 0 | 10 | 10 | 0.19 | 0.21 |
| Antinori at Vineyard Creek | Lennar | SO | | DTMJ | 96 | 0 | 8 | 3 | 0 | 0 | 9 | 9 | 1.26 | 1.26 |
| Avila at Fieldstone | Lennar | VN | | DTMJ | 134 | 0 | 6 | 18 | 2 | 1 | 65 | 48 | 0.88 | 1.00 |
| Camarrillo at Fieldstone | Lennar | VN | | DTMJ | 110 | 4 | 6 | 18 | 2 | 0 | 78 | 39 | 0.94 | 0.81 |
| Elements at Sterling Meadows | Lennar | LN | | DTST | 159 | 0 | 6 | 12 | 0 | 0 | 144 | 58 | 1.25 | 1.21 |
| Essentia at Sterling Meadows | Lennar | LN | | DTMJ | 139 | 0 | 7 | 4 | 0 | 0 | 7 | 7 | 1.36 | 1.36 |
| Heritage Vineyard Creek | Lennar | SO | | DTMJ | 208 | 0 | 6 | 13 | 1 | 0 | 181 | 56 | 0.93 | 1.17 |
| Oceano at Fieldstone | Lennar | VN | | DTMJ | 120 | 0 | 7 | 18 | 0 | 0 | 76 | 45 | 0.91 | 0.94 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 300 | 0 | 8 | 10 | 0 | 0 | 250 | 26 | 0.86 | 0.54 |
| Silveroak at Vineyard Creek | Lennar | SO | | DTST | 79 | 0 | 6 | 10 | 2 | 1 | 71 | 44 | 0.93 | 0.92 |
| Laguna Ranch | Richmond American | LN | | DTMJ | 80 | 0 | 7 | 20 | 1 | 0 | 56 | 47 | 0.83 | 0.98 |
| Seasons at Sterling Meadows | Richmond American | LN | | DTMJ | 75 | 0 | 1 | 0 | 0 | 0 | 74 | 36 | 0.85 | 0.75 |
| Woodberry at Bradshaw Crossing | Richmond American | SO | | DTST | 202 | 0 | 6 | 25 | 0 | 0 | 47 | 47 | 1.61 | 1.61 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 1 | 10 | 31 | 1 | 0 | 54 | 47 | 0.95 | 0.98 |
| Milestone | Taylor Morrison | VN | | DTST | 121 | 3 | 10 | 12 | 5 | 0 | 86 | 66 | 1.06 | 1.38 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 112 | 1 | 10 | 36 | 1 | 0 | 45 | 42 | 0.80 | 0.88 |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 111 | 2 | 10 | 41 | 3 | 1 | 44 | 38 | 0.77 | 0.79 |
| Classics at Poppy Lane | TimLewis TSO | LN | | DTMJ | 75 | 0 | TSO | 18 | 0 | 0 | 63 | 37 | 0.52 | 0.77 |
| Latitudes | TimLewis | LN | | DTST | 159 | 0 | 3 | 16 | 0 | 0 | 150 | 74 | 1.12 | 1.54 |
| Legacy at Poppy Lane | TimLewis TSO | LN | | DTMJ | 54 | 0 | TSO | 10 | 0 | 0 | 44 | 22 | 0.38 | 0.46 |
| Traditions at Poppy Lane | TimLewis TSO | LN | | DTST | 94 | 0 | TSO | 21 | 0 | 0 | 71 | 40 | 0.65 | 0.83 |
| Glendon Vineyards | Woodside | VN | | DTST | 103 | 4 | 8 | 3 | 1 | 0 | 54 | 41 | 0.74 | 0.85 |
| TOTALS: No. Reporting: 26 | | Avg. Sales: 0.73 | | Traffic to Sales: 18 : 1 | | | | 149 | 403 | 22 | 3 | 1950 | 1045 | Net: 19 |
| City Codes: GT = Galt, RM= Rancho Murieta, SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Central Sacramento | | | | | Projects Participating: 21 | | | | | | | In Area : 21 | | |
| | | | | | 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 | 23 | 0 | 0 | 7 | 7 | 1.14 | 1.14 |
| Crocker Village- Ally Row | Black Pine | SO | | DTMJ | 67 | 0 | 5 | 13 | 2 | 0 | 18 | 18 | 0.81 | 0.81 |
| Crocker Village- Courts | Black Pine | SO | | DTMJ | 83 | 0 | 6 | 16 | 2 | 0 | 10 | 10 | 0.47 | 0.47 |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 8 | 13 | 2 | 0 | 15 | 15 | 0.68 | 0.68 |
| Brighton Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 102 | 0 | 1 | 55 | 0 | 0 | 58 | 38 | 0.90 | 0.79 |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 100 | 0 | 2 | 54 | 1 | 0 | 60 | 54 | 0.94 | 1.13 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 94 | 0 | 6 | 20 | 2 | 2 | 49 | 31 | 0.62 | 0.65 |
| Veranda at Stone Creek | Elliott | RO | | DTST | 163 | 4 | 9 | 22 | 3 | 0 | 112 | 67 | 0.83 | 1.40 |
| Clara at Anatolia | Lennar | RO | | DTMJ | 139 | 0 | 1 | 0 | 0 | 0 | 138 | 49 | 0.98 | 1.02 |
| Ventana | Lennar | RO | | ATST | 160 | 0 | 8 | 6 | 0 | 0 | 64 | 48 | 0.90 | 1.00 |
| Verdant | Lennar | RO | | DTST | 99 | 0 | 8 | 0 | 1 | 0 | 40 | 40 | 1.21 | 1.21 |
| Viridian | Lennar | RO | | DTST | 342 | 0 | 5 | 6 | 1 | 0 | 62 | 37 | 0.83 | 0.77 |
| Montelena | Premier Homes | RO | | DTMJ | 169 | 6 | 6 | 43 | 5 | 0 | 98 | 85 | 1.69 | 1.77 |
| Classics at Sutter Park | TimLewis | SO | | DTMJ | 25 | 0 | 6 | 10 | 1 | 0 | 16 | 6 | 0.30 | 0.13 |
| Garden Homes at Sutter Park | TimLewis | SO | | DTMJ | 29 | 0 | 8 | 10 | 0 | 0 | 18 | 9 | 0.34 | 0.19 |
| Traditionals at Sutter Park | TimLewis | SO | | DTMJ | 34 | 0 | 13 | 12 | 0 | 0 | 15 | 10 | 0.28 | 0.21 |
| Alderwood | Watt | RO | | DTMJ | 54 | 0 | 4 | 12 | 0 | 0 | 20 | 20 | 0.80 | 0.80 |
| Cottonwood at Cypress | Woodside | RO | | DTST | 84 | 0 | 5 | 6 | 0 | 0 | 47 | 42 | 0.72 | 0.88 |
| Eucalyptus at Cypress | Woodside | RO | | DTST | 51 | 0 | 6 | 11 | 0 | 1 | 36 | 33 | 0.55 | 0.69 |
| Magnolia at Cypress | Woodside | RO | | DTST | 178 | 0 | 7 | 22 | 0 | 0 | 49 | 46 | 0.75 | 0.96 |
| Sequoia at Cypress | Woodside | RO | | DTST | 62 | 0 | 7 | 4 | 0 | 0 | 31 | 28 | 0.48 | 0.58 |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 0.81 | | Traffic to Sales: 18 : 1 | | | 127 | 358 | 20 | 3 | 963 | 693 | Net: 17 | |
| City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks | | | | | | | | | | | | | | |

| North Sacramento | | | | | Projects Participating: 14 | | | | | | | In Area : 14 | | |
|--|-----------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| | | | | | 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 | DTMJ | 145 | 0 | 13 | 11 | 0 | 0 | 27 | 22 | 0.45 | 0.46 | |
| Edgeview - The Cove | Beazer | SO | ATST | 156 | 0 | 19 | 11 | 1 | 0 | 19 | 19 | 0.82 | 0.82 | |
| Westward - The Cove | Beazer | SO | DTMJ | 122 | 0 | 17 | 5 | 0 | 1 | 25 | 25 | 0.71 | 0.71 | |
| Windrow - The Cove | Beazer | SO | DTST | 167 | 2 | 2 | 15 | 2 | 0 | 59 | 54 | 1.07 | 1.13 | |
| Bloom | DR Horton | SO | DTST | 84 | 5 | 7 | 16 | 5 | 0 | 76 | 76 | 2.16 | 2.16 | |
| Castile at Parkebridge | DR Horton | SO | DTST | 152 | 0 | 7 | 25 | 0 | 0 | 110 | 72 | 1.31 | 1.50 | |
| Mbraga | DR Horton | AO | DTMJ | 162 | 4 | 8 | 17 | 1 | 0 | 26 | 26 | 1.43 | 1.43 | |
| Ravenna at Parkebridge | DR Horton | SO | DTST | 106 | 0 | 7 | 63 | 1 | 0 | 73 | 73 | 1.87 | 1.87 | |
| Verano at Parkebridge | DR Horton TSO | SO | DTMJ | 136 | 0 | TSO | 1 | 1 | 1 | 134 | 79 | 1.56 | 1.65 | |
| Garnet at Barrett Ranch | Lennar | AO | DTST | 120 | 0 | 4 | 3 | 1 | 0 | 8 | 8 | 0.88 | 0.88 | |
| Lapis at Barrett Ranch | Lennar | AO | DTMJ | 150 | 0 | 5 | 3 | 0 | 0 | 6 | 6 | 0.66 | 0.66 | |
| NUVO Artisan Square | The New Home Co | SO | ATST | 115 | 4 | 8 | 32 | 2 | 0 | 25 | 25 | 0.74 | 0.74 | |
| Mystique | Watt | SO | ATST | 57 | 4 | 8 | 9 | 1 | 0 | 36 | 36 | 0.63 | 0.75 | |
| Portisol at Artisan Square | Watt | NA | ATST | 112 | 0 | 5 | 13 | 0 | 0 | 9 | 9 | 1.47 | 1.47 | |
| TOTALS: No. Reporting: 14 | | Avg. Sales: 0.93 | | Traffic to Sales: 15 : 1 | | | 110 | 224 | 15 | 2 | 633 | 530 | Net: 13 | |
| City Codes: SO = Sacramento, AO = Antelope, NA = Natomas | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-------------------------------|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Folsom Area | | | | | Projects Participating: 12 | | | | | | | In Area : 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 |
| Iron Ridge at Russell Ranch | Anthem United | FM | | DTMJ | 97 | 0 | 8 | 13 | 0 | 0 | 33 | 33 | 0.87 | 0.87 |
| Farmhouse at Willow Creek | Black Pine | FM | | DTMJ | 126 | 0 | 1 | 2 | 0 | 0 | 125 | 45 | 0.89 | 0.94 |
| Enclave at Folsom Ranch | KB Home | FM | New | DTMJ | 111 | 0 | 4 | 16 | 2 | 0 | 2 | 2 | 2.00 | 2.00 |
| Steel Canyon at Russell Ranch | Meritage | FM | | DTMJ | 114 | 0 | 8 | 39 | 0 | 1 | 42 | 42 | 0.97 | 0.97 |
| Ladera at White Rock | Richmond American | FM | | DTMJ | 56 | 0 | 8 | 11 | 1 | 0 | 19 | 19 | 0.70 | 0.70 |
| Mesa at White Rock | Richmond American | FM | | DTMJ | 64 | 6 | 9 | 12 | 2 | 0 | 18 | 18 | 0.81 | 0.81 |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 0 | 10 | 16 | 0 | 0 | 54 | 49 | 1.00 | 1.02 |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | | DTMJ | 111 | 1 | 10 | 24 | 2 | 0 | 68 | 68 | 1.33 | 1.42 |
| Gold Hill at Russell Ranch | The New Home Co | FM | | DTMJ | 77 | 4 | 7 | 49 | 1 | 0 | 10 | 10 | 1.63 | 1.63 |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 0 | 6 | 50 | 0 | 0 | 32 | 32 | 0.80 | 0.80 |
| Brookstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 145 | 0 | 4 | 26 | 1 | 0 | 68 | 64 | 1.29 | 1.33 |
| Waterstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 77 | 0 | 6 | 26 | 0 | 0 | 56 | 47 | 1.06 | 0.98 |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 0.67 | | Traffic to Sales: 32 : 1 | | | | 81 | 284 | 9 | 1 | 527 | 429 | Net: 8 |
| City Codes: FM= Folsom | | | | | | | | | | | | | | |

| El Dorado County | | | | | Projects Participating: 10 | | | | | | | In Area : 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 |
| Manzanita at Saratoga | Elliott | EH | | DTMJ | 202 | 0 | 7 | 0 | 0 | 0 | 14 | 14 | 0.99 | 0.99 |
| Saratoga Estates- Alder | Elliott | EH | | DTMJ | 115 | 0 | 8 | 36 | 0 | 1 | 24 | 24 | 1.24 | 1.24 |
| Hidden Lake at Serrano | K Hovnanian | EH | | DTMJ | 40 | 4 | 8 | 2 | 1 | 0 | 13 | 13 | 0.86 | 0.86 |
| Emerald Peak at Bass Lake | Lennar | EH | New | DTMJ | 113 | 0 | 4 | 2 | 2 | 0 | 2 | 2 | 2.00 | 2.00 |
| Hawk View at Bass Lake Hills | Lennar | EH | | DTMJ | 114 | 0 | 5 | 18 | 0 | 0 | 46 | 45 | 0.90 | 0.94 |
| Heritage El Dorado Hills-Estates | Lennar | EH | | DTST | 97 | 0 | 9 | 5 | 0 | 0 | 57 | 26 | 0.50 | 0.54 |
| Heritage El Dorado Hills-Legends | Lennar | EH | | DTST | 164 | 0 | 7 | 5 | 0 | 0 | 112 | 47 | 0.97 | 0.98 |
| Heritage El Dorado Hills-Mosaic | Lennar | EH | | DTST | 369 | 0 | 5 | 5 | 0 | 0 | 101 | 54 | 0.88 | 1.13 |
| Sienna Ridge Estates | Lennar | EH | | DTMJ | 76 | 0 | 8 | 2 | 0 | 0 | 58 | 40 | 0.66 | 0.83 |
| Collina at Serrano | Woodside | EH | | DTMJ | 72 | 0 | 5 | 8 | 1 | 0 | 35 | 34 | 0.59 | 0.71 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 0.30 | | Traffic to Sales: 21 : 1 | | | | 66 | 83 | 4 | 1 | 462 | 299 | Net: 3 |
| City Codes: EH = El Dorado Hills | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 47 | | | | | | | In Area : 47 | | |
|----------------------------------|---------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Placer County | | | | | 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 |
| Cerrada | DR Horton | LL | | DTMJ | 166 | 0 | 3 | 2 | 2 | 0 | 34 | 34 | 0.87 | 0.87 |
| Broadlands | JMC | LL | | DTST | 77 | 0 | 10 | 19 | 1 | 0 | 27 | 27 | 1.27 | 1.27 |
| Monument Village at Sierra Vista | JMC | RV | | DTST | 187 | 0 | 6 | 33 | 1 | 0 | 110 | 62 | 1.43 | 1.29 |
| Palisade Village | JMC | RV | | DTST | 157 | 0 | 5 | 31 | 0 | 0 | 89 | 75 | 1.47 | 1.56 |
| Pinnacle Village | JMC S/O | RV | | DTMJ | 83 | 0 | S/O | 24 | 1 | 0 | 83 | 50 | 1.06 | 1.04 |
| Prominence at Whitney Ranch | JMC | RK | | DTMJ | 92 | 0 | 5 | 64 | 0 | 0 | 12 | 12 | 1.18 | 1.18 |
| Ridge at Whitney Ranch II | JMC | RK | | DTST | 48 | 0 | 3 | 13 | 2 | 0 | 40 | 40 | 0.93 | 0.93 |
| Sentinel | JMC | RV | | DTST | 132 | 0 | 5 | 44 | 1 | 0 | 75 | 75 | 1.97 | 1.97 |
| Westview at Whitney Ranch | JMC | RK | | DTMJ | 97 | 0 | 7 | 11 | 0 | 0 | 82 | 38 | 0.93 | 0.79 |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 7 | 8 | 1 | 0 | 50 | 50 | 1.56 | 1.56 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 50 | 0 | 7 | 6 | 1 | 0 | 16 | 16 | 0.36 | 0.36 |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 0 | 7 | 0 | 0 | 0 | 69 | 46 | 0.81 | 0.96 |
| Granite Bluff | KB Home | RK | | DTMJ | 73 | 0 | 4 | 12 | 1 | 0 | 9 | 9 | 1.75 | 1.75 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 0 | 5 | 14 | 1 | 0 | 92 | 70 | 1.16 | 1.46 |
| Andorra at Sierra West | Lennar | RV | | DTMJ | 101 | 0 | 8 | 4 | 0 | 0 | 4 | 4 | 0.49 | 0.49 |
| Belle Maison at Campus Oaks | Lennar | RV | | DTMJ | 132 | 0 | 4 | 4 | 0 | 0 | 2 | 2 | 0.48 | 0.48 |
| Corvara at Fiddymment Farm | Lennar | RV | | DTMJ | 134 | 0 | 5 | 11 | 0 | 0 | 107 | 63 | 1.09 | 1.31 |
| Heritage Solaire-Eclipse | Lennar | RV | | AASF | 155 | 0 | 7 | 6 | 1 | 0 | 122 | 48 | 0.92 | 1.00 |
| Heritage Solaire-Larissa | Lennar | RV | | AASF | 162 | 0 | 7 | 6 | 0 | 0 | 105 | 32 | 0.78 | 0.67 |
| Heritage Solaire-Meridian | Lennar | RV | | AASF | 176 | 0 | 8 | 6 | 0 | 0 | 130 | 46 | 0.95 | 0.96 |
| LaMaison II at Diamond Creek | Lennar | RV | | DTMJ | 50 | 0 | 5 | 10 | 2 | 0 | 42 | 39 | 0.71 | 0.81 |
| Lumiere at Sierra West | Lennar | RV | | DTMJ | 74 | 0 | 7 | 4 | 0 | 0 | 6 | 6 | 0.66 | 0.66 |
| Meribel at Sierra West | Lennar | RV | | DTMJ | 98 | 0 | 4 | 4 | 1 | 0 | 13 | 13 | 1.07 | 1.07 |
| Novara at Fiddymment | Lennar | RV | | DTMJ | 105 | 0 | 5 | 6 | 0 | 0 | 26 | 26 | 1.24 | 1.24 |
| Pavia at Fiddymment Farm | Lennar | RV | | DTMJ | 94 | 0 | 5 | 6 | 2 | 0 | 22 | 22 | 0.99 | 0.99 |
| Sausalito Walk at Campus Oaks | Lennar | RV | | DTST | 100 | 0 | 6 | 4 | 0 | 0 | 28 | 28 | 1.03 | 1.03 |
| St. Moritz at Sierra | Lennar | RV | | DTMJ | 143 | 0 | 6 | 4 | 1 | 0 | 3 | 3 | 0.30 | 0.30 |
| Summit II, The | Meritage | RV | | DTMJ | 92 | 0 | 4 | 15 | 1 | 0 | 82 | 62 | 1.06 | 1.29 |
| Eastridge at Whitney Ranch | Richmond American | RK | | DTMJ | 75 | 0 | 7 | 32 | 1 | 0 | 20 | 20 | 0.86 | 0.86 |
| Fieldstone at Fiddymment Ranch | Richmond American | RV | | DTST | 71 | 0 | 4 | 26 | 0 | 0 | 49 | 49 | 1.29 | 1.29 |
| Sagewood at Sierra Fine | Richmond American | RK | | DTMJ | 66 | 0 | 5 | 2 | 0 | 0 | 4 | 4 | 0.78 | 0.78 |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 150 | 3 | 10 | 8 | 3 | 0 | 37 | 37 | 1.42 | 1.42 |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 62 | 0 | 9 | 7 | 0 | 0 | 20 | 20 | 0.77 | 0.77 |
| Catalina at Fiddymment Farm | Taylor Morrison | RV | | DTST | 47 | 0 | 5 | 4 | 0 | 0 | 42 | 42 | 0.97 | 0.97 |
| Liberty Village | Taylor Morrison S/O | RV | | DTST | 53 | 0 | S/O | 0 | 1 | 0 | 53 | 46 | 0.85 | 0.96 |
| Monarch at Fiddymment Farm | Taylor Morrison | RV | | DTMJ | 91 | 1 | 10 | 10 | 1 | 0 | 49 | 45 | 0.86 | 0.94 |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 82 | 0 | 10 | 4 | 0 | 0 | 25 | 25 | 0.96 | 0.96 |
| Canyon View Whitney Ranch | The New Home Co | RK | | DTMJ | 92 | 0 | 7 | 19 | 0 | 1 | 85 | 28 | 0.60 | 0.58 |
| Park View at Whitney Ranch | The New Home Co | RK | | DTST | 60 | 0 | 9 | 20 | 0 | 0 | 45 | 22 | 0.51 | 0.46 |
| Summit at Whitney Ranch | Tim Lewis | RK | | DTMJ | 82 | 0 | 8 | 5 | 0 | 0 | 36 | 25 | 0.55 | 0.52 |
| La Madera at Twelve Bridges | TRI Pointe | LL | | DTST | 102 | 4 | 7 | 14 | 1 | 0 | 67 | 40 | 0.84 | 0.83 |
| Timbercove at Sierra Fine | TRI Pointe | RK | | DTST | 76 | 3 | 5 | 26 | 1 | 0 | 4 | 4 | 1.27 | 1.27 |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 6 | 15 | 2 | 0 | 43 | 42 | 1.05 | 1.05 |
| Hills at Paradiso | Woodside | RV | | DTST | 58 | 0 | 4 | 4 | 0 | 0 | 54 | 32 | 0.60 | 0.67 |
| Flamonte at Twelve Bridges | Woodside | LL | | DTMJ | 95 | 0 | 7 | 14 | 2 | 0 | 53 | 37 | 0.58 | 0.77 |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Placer County (Continued ...) | | | | | Projects Participating: 47 | | | | | | | In Area : 47 | | |
| | | | | | 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 |
| Ridge at Paradise | Woodside | RV | | DTST | 42 | 0 | 7 | 3 | 0 | 0 | 33 | 21 | 0.37 | 0.44 |
| Tramonte at Twelve Bridges | Woodside | LL | | DTMJ | 100 | 0 | 5 | 16 | 3 | 0 | 51 | 41 | 0.57 | 0.85 |
| TOTALS: No. Reporting: 47 | | Avg. Sales: 0.72 | | Traffic to Sales: 17 : 1 | | | 280 | 600 | 35 | 1 | 2250 | 1578 | Net: 34 | |
| City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin | | | | | | | | | | | | | | |

| Nevada County | | | | Projects Participating: 1 | | | | | | | In Area : 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 | GV | DTST | 45 | 0 | 6 | 2 | 0 | 1 | 9 | 5 | 0.09 | 0.10 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: -1.00 | | Traffic to Sales: NA | | | 6 | 2 | 0 | 1 | 9 | 5 | Net: -1 |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | |

| Yolo County | | | | Projects Participating: 11 | | | | | | | In Area : 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 | |
| Riverchase | Anthem United | WS | DTMJ | 222 | 0 | 7 | 4 | 0 | 0 | 157 | 76 | 1.00 | 1.58 | |
| Aspire at Stone's Throw | K Hovnanian | WN | DTST | 100 | 4 | 8 | 6 | 1 | 0 | 69 | 52 | 1.01 | 1.08 | |
| Bradford at Spring Lake | KB Home | WL | DTST | 112 | 6 | 8 | 22 | 4 | 0 | 78 | 58 | 0.90 | 1.21 | |
| Magnolia at Spring Lake | Lennar | WL | DTMJ | 78 | 0 | 7 | 10 | 0 | 0 | 41 | 22 | 0.56 | 0.46 | |
| Summerstone at Spring Lake | Lennar | WL | DTST | 87 | 0 | 6 | 10 | 0 | 0 | 53 | 42 | 0.72 | 0.88 | |
| Sunflower at Spring Lake | Lennar | WL | DTMJ | 85 | 0 | 7 | 10 | 1 | 0 | 68 | 44 | 0.94 | 0.92 | |
| Spring Lake - Ivy | Taylor Morrison | WL | DTMJ | 44 | 0 | 10 | 1 | 0 | 0 | 32 | 16 | 0.25 | 0.33 | |
| Spring Lake - Laurel | Taylor Morrison | WL | DTMJ | 100 | 1 | 10 | 3 | 1 | 0 | 74 | 41 | 0.57 | 0.85 | |
| Spring Lake - Olive | Taylor Morrison | WL | DTMJ | 70 | 0 | 3 | 3 | 2 | 0 | 67 | 34 | 0.52 | 0.71 | |
| Cannery - Gala | The New Home Co | DV | ATMJ | 120 | 0 | 6 | 3 | 0 | 0 | 72 | 17 | 0.44 | 0.35 | |
| Pines at Spring Lake | Woodside | WL | DTMJ | 83 | 0 | 4 | 6 | 0 | 0 | 30 | 30 | 0.70 | 0.70 | |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.82 | | Traffic to Sales: 9 : 1 | | | 76 | 78 | 9 | 0 | 741 | 432 | Net: 9 | |
| City Codes: WS = West Sacramento, WN= Winters, WL = Woodland, DV = Davis | | | | | | | | | | | | | | |

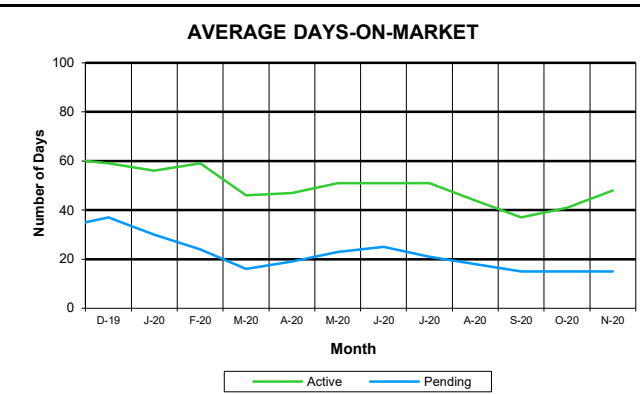
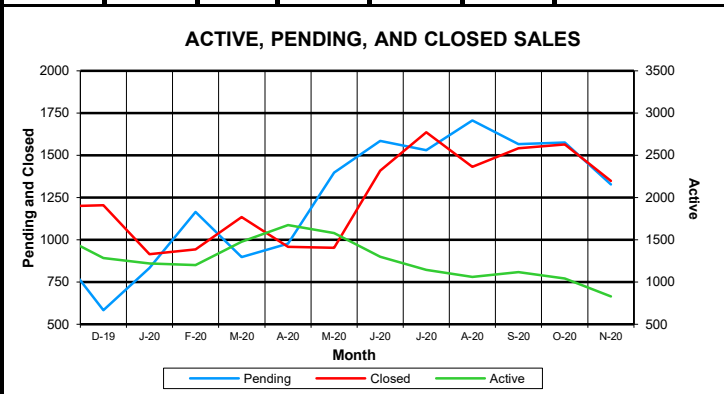
| Sutter County | | | | Projects Participating: 1 | | | | | | | In Area : 1 | | | | | | |
|---------------------------|--|------------------|--|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|----|----|------|------|
| | | | | 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 | | | | |
| Aspire at Garden Glen | | K Hovnanian | | LO | | DTMJ | | 170 | 4 | 9 | 2 | 1 | 0 | 69 | 69 | 1.91 | 1.91 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 2 : 1 | | | 9 | 2 | 1 | 0 | 69 | 69 | Net: 1 | | | | |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| Yuba County | | | | | Projects Participating: 8 | | | | | | | In Area : 8 | | |
| | | | | | 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 Bluffs at Flumas Ranch | Cresleigh | FLK | | DTST | 28 | 0 | 1 | 7 | 1 | 0 | 22 | 22 | 0.64 | 0.64 |
| Cresleigh Meadows at Flumas Ranch | Cresleigh | FLK | | DTMJ | 147 | 0 | 3 | 29 | 0 | 0 | 36 | 36 | 0.88 | 0.88 |
| Cresleigh Riverside at Flumas Ranch | Cresleigh | FLK | | DTMJ | 87 | 3 | 3 | 18 | 1 | 0 | 30 | 30 | 0.73 | 0.73 |
| Summerset at The Orchards | JMC | MS | | DTST | 60 | 0 | 2 | 10 | 2 | 0 | 47 | 47 | 1.67 | 1.67 |
| Sunhaven at The Orchard | JMC | MS | | DTST | 71 | 0 | 3 | 0 | 0 | 0 | 68 | 38 | 0.77 | 0.79 |
| Sonoma Ranch | Lennar | FLK | | DTST | 208 | 0 | 6 | 13 | 1 | 0 | 150 | 58 | 1.06 | 1.21 |
| Windsor Crossing at River Oaks | Lennar | FLK | | DTST | 168 | 0 | 3 | 4 | 0 | 0 | 7 | 7 | 0.77 | 0.77 |
| Seasons at Thoroughbred Acres | Richmond American | OL | | DTMJ | 139 | 0 | 6 | 8 | 1 | 1 | 17 | 17 | 1.20 | 1.20 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.63 | | Traffic to Sales: 15 : 1 | | | | 27 | 89 | 6 | 1 | 377 | 255 | Net: 5 |
| City Codes: FLK = Flumas Lake, MS = Marysville, OL = Olivehurst | | | | | | | | | | | | | | |

| Sacramento | | | Projects Participating: 151 | | | | | In Area : 151 | |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 151 | Avg. Sales: 0.72 | Traffic to Sales: 18 : 1 | 931 | 2123 | 121 | 13 | 7981 | 5335 | Net: 108 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |

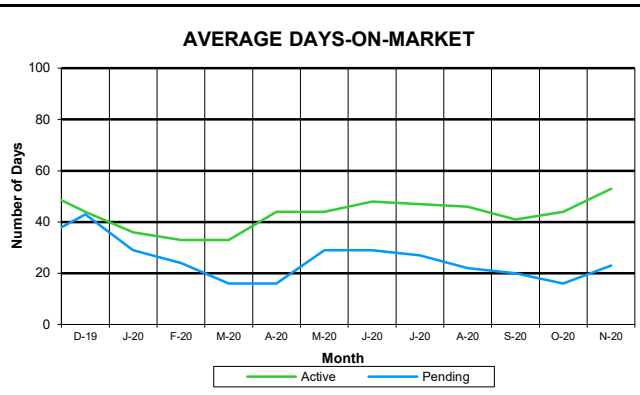
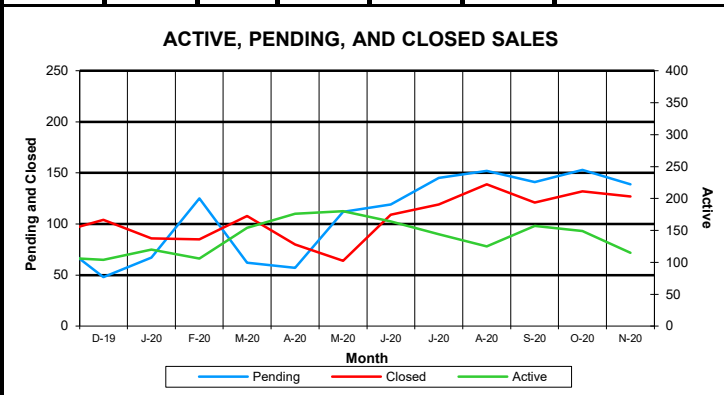
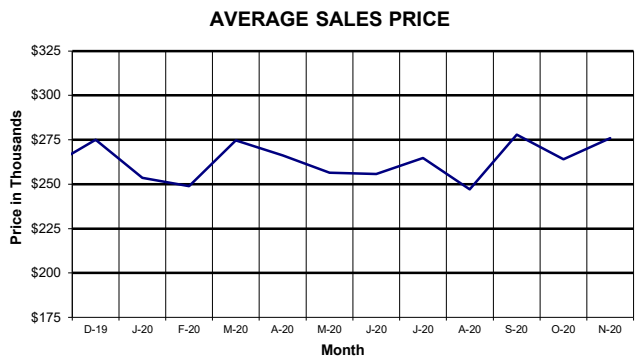
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 1,675 | 47 | 977 | 19 | 959 | \$434,880 |
| May-20 | 1,581 | 51 | 1,397 | 23 | 953 | \$431,801 |
| Jun-20 | 1,300 | 51 | 1,586 | 25 | 1,410 | \$452,830 |
| Jul-20 | 1,146 | 51 | 1,531 | 21 | 1,636 | \$468,863 |
| Aug-20 | 1,062 | 44 | 1,707 | 18 | 1,431 | \$478,424 |
| Sep-20 | 1,118 | 37 | 1,567 | 15 | 1,541 | \$484,194 |
| Oct-20 | 1,043 | 41 | 1,576 | 15 | 1,564 | \$484,920 |
| Nov-20 | 832 | 48 | 1,328 | 15 | 1,349 | \$487,933 |



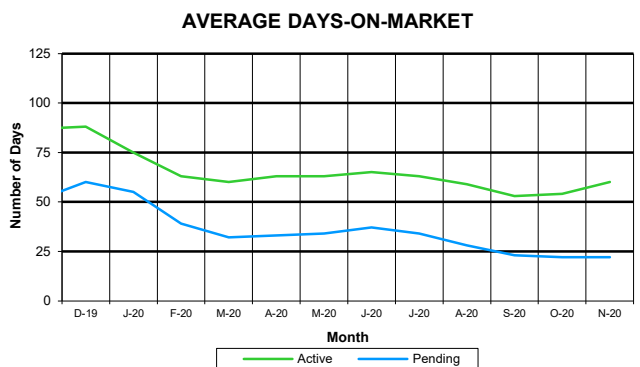
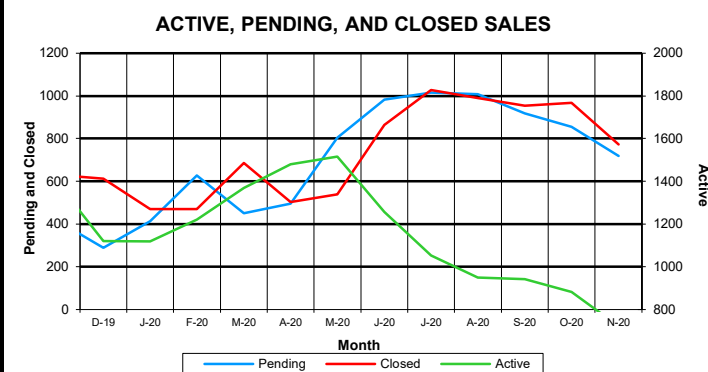
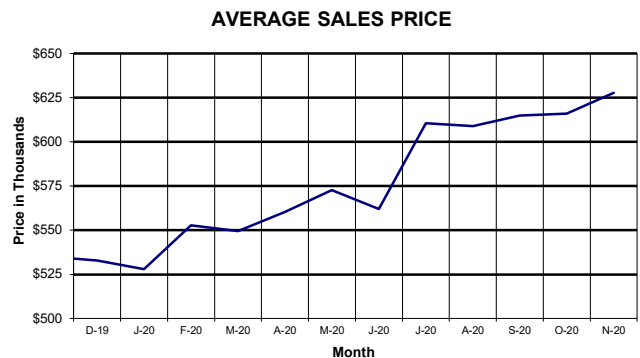
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 176 | 44 | 57 | 16 | 80 | \$266,197 |
| May-20 | 180 | 44 | 112 | 29 | 64 | \$256,406 |
| Jun-20 | 164 | 48 | 119 | 29 | 109 | \$255,744 |
| Jul-20 | 144 | 47 | 145 | 27 | 119 | \$264,661 |
| Aug-20 | 125 | 46 | 152 | 22 | 139 | \$247,085 |
| Sep-20 | 157 | 41 | 141 | 20 | 121 | \$277,930 |
| Oct-20 | 149 | 44 | 153 | 16 | 132 | \$264,013 |
| Nov-20 | 115 | 53 | 139 | 23 | 127 | \$275,861 |



Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 1,479 | 63 | 495 | 33 | 503 | \$560,481 |
| May-20 | 1,515 | 63 | 804 | 34 | 539 | \$572,772 |
| Jun-20 | 1,256 | 65 | 982 | 37 | 864 | \$562,065 |
| Jul-20 | 1,052 | 63 | 1,015 | 34 | 1,027 | \$610,568 |
| Aug-20 | 949 | 59 | 1,009 | 28 | 990 | \$608,868 |
| Sep-20 | 942 | 53 | 917 | 23 | 954 | \$614,866 |
| Oct-20 | 882 | 54 | 854 | 22 | 967 | \$616,040 |
| Nov-20 | 722 | 60 | 718 | 22 | 772 | \$627,719 |



Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Apr-20 | 274 | 61 | 76 | 25 | 92 | \$520,247 |
| May-20 | 265 | 64 | 157 | 31 | 77 | \$470,462 |
| Jun-20 | 199 | 73 | 170 | 35 | 160 | \$531,305 |
| Jul-20 | 198 | 71 | 148 | 36 | 181 | \$564,710 |
| Aug-20 | 174 | 63 | 160 | 30 | 145 | \$584,478 |
| Sep-20 | 171 | 61 | 134 | 22 | 183 | \$585,129 |
| Oct-20 | 168 | 60 | 138 | 25 | 137 | \$550,360 |
| Nov-20 | 145 | 73 | 121 | 25 | 119 | \$574,725 |

