

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

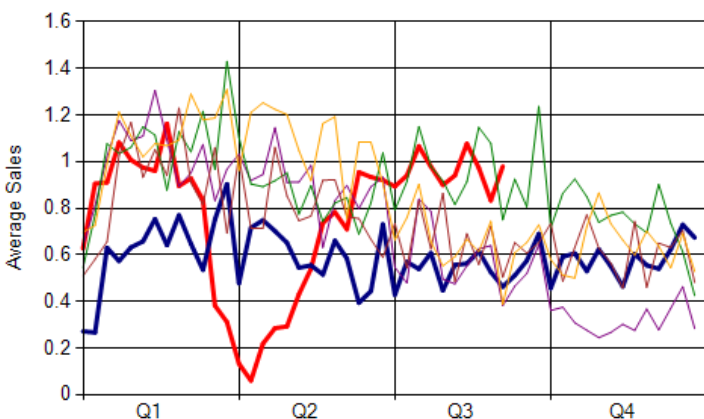
Bay Area

Week 36

Ending: Sunday, September 6, 2020

| Counties / Groups | | | | | | | Net Sales | Avg. Sales | Year to Date | | Prev. 13 Wks. | |
|----------------------------------|--|------------------------|----------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancels | | | Avg. | Diff. | Avg. | Diff. |
| Alameda | | | 41 | 431 | 47 | 4 | 43 | 1.05 | 0.65 | 60% | 0.71 | 47% |
| Contra Costa | | | 30 | 370 | 33 | 4 | 29 | 0.97 | 0.85 | 14% | 1.14 | -15% |
| Sonoma, Napa | | | 8 | 61 | 8 | 0 | 8 | 1.00 | 0.76 | 31% | 0.92 | 8% |
| San Francisco, Marin | | | 1 | 6 | 0 | 0 | 0 | 0.00 | 0.48 | -100% | 0.69 | -100% |
| San Mateo | | | 6 | 28 | 4 | 0 | 4 | 0.67 | 0.43 | 56% | 0.28 | 141% |
| Santa Clara | | | 32 | 278 | 20 | 2 | 18 | 0.56 | 0.75 | -25% | 0.76 | -26% |
| Monterey, Santa Cruz, San Benito | | | 16 | 259 | 27 | 1 | 26 | 1.63 | 1.00 | 63% | 1.46 | 11% |
| Solano | | | 15 | 205 | 20 | 2 | 18 | 1.20 | 0.82 | 46% | 1.22 | -1% |
| Current Week Totals | | Traffic : Sales 10 : 1 | 149 | 1638 | 159 | 13 | 146 | 0.98 | 0.77 | 28% | 0.93 | 5% |
| Per Project Average | | | | 11 | 1.07 | 0.09 | 0.98 | | | | | |
| Year Ago - 09/08/2019 | | Traffic : Sales 34 : 1 | 175 | 3185 | 94 | 13 | 81 | 0.46 | 0.58 | -21% | 0.54 | -14% |
| % Change | | | -15% | -49% | 69% | 0% | 80% | 112% | 31% | | 73% | |

52 Weeks Comparison



Year to Date Averages Through Week 36

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 | 107 | 37 | 1.06 | 0.11 | 0.95 | 0.85 |
| ■ | 2016 | 131 | 31 | 0.89 | 0.11 | 0.78 | 0.73 |
| ■ | 2017 | 141 | 32 | 1.06 | 0.11 | 0.95 | 0.90 |
| ■ | 2018 | 125 | 29 | 0.95 | 0.09 | 0.86 | 0.70 |
| ■ | 2019 | 158 | 17 | 0.68 | 0.10 | 0.58 | 0.58 |
| ■ | 2020 | 151 | 12 | 0.88 | 0.11 | 0.77 | 0.77 |
| % Change: | | -4% | -28% | 29% | 18% | 31% | 31% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|------------|-----------|--|
| CONV | RATE 2.83% | APR 3.15% | Sales of new homes in the US soared to their highest level since December 2006 in July as Americans took advantage of historically low interest rates. Single-family home sales leaped 13.9% to a seasonally adjusted annual rate of 901,000 units, according to data released by the US Census Bureau. Median sales price gained 7.2% to \$330,600 from the year-ago period. Economists surveyed by Bloomberg expected a rate of 790,000 sales. The seasonally adjusted estimate for new houses for sale at the end of the month was 299,000, according to the Census Bureau. That level represents a four-month supply of homes should the sales rate hold steady. The summer sales boom was largely fueled by low borrowing costs and a lack of listings for existing homes. Mortgage rates sank through July before hitting record lows in early August. Surging homebuilding activity further fueled the spree, but July's rate is likely unsustainable and could cave to a weakened economic backdrop, Oxford Economists said in a note. "While strong demand and lower mortgage rates are supportive of further growth in sales, the slow recovery and weak labor market pose downside risks," the firm said. Source: Ben Winck - Markets Insider |
| FHA | 2.78% | 3.45% | |
| 10 Yr Yield | 0.67% | | |



The Ryness Report

Week Ending
Sunday, September 6, 2020

Bay Area
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| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Alameda County | | | | | Projects Participating: 27 | | | | | | | In Area : 27 | | |
| | | | | | 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 | 7 | 0 | 0 | 22 | 22 | 0.62 | 0.61 |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 81 | 0 | 6 | 7 | 0 | 0 | 24 | 24 | 0.67 | 0.67 |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 5 | 6 | 1 | 0 | 15 | 15 | 0.34 | 0.42 |
| Camellia at Sanctuary Village | DR Horton TSO | NK | | DTMJ | 85 | 0 | TSO | 0 | 0 | 0 | 83 | 27 | 1.04 | 0.75 |
| Rosebriar at Sanctuary Village | KB Home S/O | NK | | DTMJ | 96 | 0 | S/O | 8 | 1 | 0 | 96 | 28 | 1.09 | 0.78 |
| Reverie | Lafferty | CV | | DTMJ | 17 | 0 | 1 | 11 | 0 | 0 | 16 | 13 | 0.21 | 0.36 |
| Skylark at Sanctuary Village | Landsea | NK | | DTMJ | 108 | 7 | 5 | 31 | 5 | 0 | 96 | 53 | 1.35 | 1.47 |
| Fuse at Innovation | Lennar | FR | | ATMJ | 289 | 0 | 6 | 3 | 0 | 0 | 75 | 22 | 0.61 | 0.61 |
| Revo at Innovation | Lennar | FR | | ATMJ | 251 | 4 | 8 | 3 | 2 | 0 | 73 | 22 | 0.60 | 0.61 |
| Bishops Ridge | Meritage | LS | | ATMJ | 56 | 0 | 6 | 15 | 2 | 0 | 40 | 22 | 0.53 | 0.61 |
| Mission Crossing | Meritage | HY | | ATST | 140 | 4 | 9 | 28 | 4 | 1 | 82 | 51 | 0.81 | 1.42 |
| Centerville Station | Nuvera Homes | FR | | ATST | 52 | 0 | 2 | 11 | 0 | 0 | 47 | 27 | 0.67 | 0.75 |
| Boulevard Heights | Pulte | FR | | ATMJ | 67 | 0 | 2 | 5 | 2 | 0 | 65 | 13 | 0.61 | 0.36 |
| Parkside Heights | Pulte | HY | | DTMJ | 97 | 4 | 8 | 13 | 2 | 0 | 74 | 44 | 0.89 | 1.22 |
| Renato II | Pulte | FR | | ATMJ | 20 | 0 | 3 | 15 | 0 | 0 | 17 | 14 | 0.28 | 0.39 |
| Promontory at Stonebrae | Richmond American | HY | | DTMJ | 96 | 0 | 5 | 7 | 1 | 0 | 88 | 36 | 0.78 | 1.00 |
| Theory at Innovation | Shea | FR | | ATMJ | 132 | 4 | 7 | 17 | 2 | 0 | 52 | 10 | 0.37 | 0.28 |
| Savant at Irvington | SiliconSage | FR | | ATMJ | 93 | 0 | 21 | N/A | 0 | 0 | 72 | 16 | 0.69 | 0.44 |
| Locale @ State Street Condos | SummerHill | FR | | ATMJ | 81 | 0 | 25 | 15 | 2 | 0 | 56 | 22 | 0.52 | 0.61 |
| Front at SoHay | Taylor Morrison | HY | | ATMJ | 76 | 0 | 2 | 11 | 1 | 0 | 60 | 33 | 0.83 | 0.92 |
| Line at SoHay | Taylor Morrison | HY | | ATMJ | 198 | 0 | 12 | 12 | 2 | 0 | 50 | 36 | 0.69 | 1.00 |
| Prime at SoHay | Taylor Morrison | HY | | ATMJ | 126 | 0 | 3 | 12 | 1 | 0 | 49 | 29 | 0.68 | 0.81 |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 4 | 7 | 7 | 0 | 0 | 7 | 7 | 0.47 | 0.47 |
| Palm | TRI Pointe | FR | | DTMJ | 31 | 0 | 6 | 15 | 0 | 0 | 24 | 13 | 0.23 | 0.36 |
| Compass Bay- Dover | Trumark | NK | | DTMJ | 138 | 0 | 2 | 10 | 1 | 0 | 1 | 1 | 0.88 | 0.88 |
| Compass Bay- New port | Trumark | NK | | ATMJ | 86 | 0 | 1 | 10 | 2 | 0 | 2 | 2 | 1.75 | 1.75 |
| Leeward at Alameda Point | Trumark | AL | | ATMJ | 64 | 0 | 8 | 10 | 1 | 0 | 22 | 22 | 0.81 | 0.81 |
| TOTALS: No. Reporting: 26 | | Avg. Sales: 1.19 | | Traffic to Sales: 9 : 1 | | | 171 | 289 | 32 | 1 | 1308 | 624 | Net: 31 | |
| City Codes: FR = Fremont, NK = Newark, CV = Castro Valley, LS = San Leandro, HY = Hayward, OK = Oakland, AL = Alameda | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Amador Valley | | | | | Projects Participating: 15 | | | | | | | In Area : 15 | | |
| | | | | | 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 | 10 | 10 | 3 | 0 | 62 | 26 | 0.67 | 0.72 |
| Huntington at Boulevard | Brookfield | DB | | DTMJ | 106 | 0 | 7 | 11 | 1 | 0 | 83 | 17 | 0.53 | 0.47 |
| Hyde Park at Boulevard | Brookfield | DB | | ATMJ | 102 | 0 | 11 | 9 | 0 | 0 | 25 | 25 | 0.96 | 0.96 |
| Mulholland at Boulevard | Brookfield | DB | | DTMJ | 80 | 2 | 2 | 18 | 1 | 0 | 35 | 24 | 0.54 | 0.67 |
| Wilshire at Boulevard | Brookfield | DB | | ATMJ | 75 | 0 | 7 | 3 | 0 | 1 | 60 | 10 | 0.50 | 0.28 |
| Auburn Grove | Lennar | LV | | ATMJ | 100 | 0 | 6 | 5 | 0 | 0 | 50 | 24 | 0.72 | 0.67 |
| Downing at Boulevard | Lennar | DB | | ATMJ | 48 | 0 | 1 | 22 | 0 | 1 | 36 | 27 | 0.62 | 0.75 |
| Newbury at Boulevard | Lennar | DB | | DTMJ | 49 | 0 | 2 | 10 | 3 | 0 | 44 | 24 | 0.45 | 0.67 |
| Skyline at Boulevard | Lennar | DB | | ATMJ | 114 | 0 | 2 | 9 | 0 | 0 | 28 | 22 | 0.63 | 0.61 |
| Union at Boulevard | Lennar | DB | | ATMJ | 62 | 0 | 4 | 6 | 0 | 0 | 55 | 7 | 0.35 | 0.19 |
| Homestead at Irby Ranch | Meritage | PL | | DTMJ | 87 | 4 | 6 | 19 | 6 | 0 | 61 | 28 | 0.63 | 0.78 |
| Rose Avenue Estates | Ponderosa | PL | | DTMJ | 16 | 0 | 1 | 0 | 0 | 0 | 15 | 4 | 0.14 | 0.11 |
| Sycamore | Ponderosa | PL | | DTMJ | 36 | 0 | 2 | 18 | 0 | 0 | 19 | 5 | 0.24 | 0.14 |
| Sage - Harmony | Shea | LV | | ATMJ | 105 | 0 | 6 | 1 | 1 | 1 | 76 | 18 | 0.41 | 0.50 |
| Sage - Synergy | Shea | LV | | ATMJ | 179 | 0 | 3 | 1 | 0 | 0 | 176 | 19 | 0.73 | 0.53 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 0.80 | | Traffic to Sales: 9 : 1 | | | | 70 | 142 | 15 | 3 | 825 | 280 | Net: 12 |
| City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton | | | | | | | | | | | | | | |

| Diablo Valley | | | | 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 |
| Davidon At Wilder | Davidon | OR | DTMJ | 60 | 0 | 4 | 3 | 0 | 0 | 55 | 14 | 0.34 | 0.39 |
| Mbraga Town Center | KB Home | MG | ATMJ | 36 | 0 | 5 | 8 | 0 | 0 | 12 | 9 | 0.23 | 0.25 |
| Wilder | Taylor Morrison | OR | DTMJ | 61 | 0 | 7 | 7 | 0 | 0 | 43 | 11 | 0.19 | 0.31 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 16 | 18 | 0 | 0 | 110 | 34 | Net: 0 |
| City Codes: OR = Orinda, MG = Mbraga | | | | | | | | | | | | | |

| San Ramon 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 |
| Foothills at The Preserve | Lennar | SR | DTMJ | 72 | 0 | 1 | 7 | 0 | 0 | 71 | 6 | 0.61 | 0.17 | |
| Highlands at The Preserve | Lennar | SR | DTMJ | 121 | 4 | 8 | 7 | 1 | 0 | 68 | 21 | 0.58 | 0.58 | |
| Hillcrest at the Preserve | Lennar | SR | ATMJ | 104 | 0 | 6 | 7 | 0 | 0 | 5 | 5 | 0.55 | 0.55 | |
| Meadows at The Preserve | Lennar | SR | DTMJ | 63 | 0 | 1 | 7 | 0 | 0 | 62 | 23 | 0.53 | 0.64 | |
| Ridgeview at the Preserve | Lennar | SR | ATMJ | 52 | 0 | 3 | 7 | 0 | 0 | 4 | 4 | 0.50 | 0.50 | |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 0.20 | | Traffic to Sales: 35 : 1 | | | 19 | 35 | 1 | 0 | 210 | 59 | Net: 1 | |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | |

| 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. Sls /Week | Av. Sls /YTD |
| Village 29 | Lafferty | EC | | ATMJ | 29 | 0 | 10 | 0 | 0 | 0 | 4 | 0 | 0.06 | 0.00 |
| Waterline Point Richmond | Shea | RM | | ATMJ | 60 | 0 | 6 | 3 | 0 | 0 | 41 | 9 | 0.31 | 0.25 |
| Places at NOMA | Taylor Morrison | RM | | DTST | 95 | 0 | 10 | 14 | 2 | 0 | 63 | 21 | 0.62 | 0.58 |
| Rows at NOMA | Taylor Morrison | RM | | ATMJ | 98 | 0 | 2 | 14 | 0 | 0 | 66 | 30 | 0.75 | 0.83 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.50 | | Traffic to Sales: 16 : 1 | | | | 28 | 31 | 2 | 0 | 174 | 60 | Net: 2 |
| City Codes: EC = El Cerrito, RM = Richmond | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | 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 | |
| Cielo at Sand Creek - Brio | Century | AN | DTMJ | 22 | 0 | 5 | 13 | 0 | 0 | 17 | 17 | 0.65 | 0.65 | |
| Cielo at Sand Creek - Prosper | Century | AN | DTMJ | 21 | 0 | 3 | 13 | 0 | 0 | 18 | 18 | 0.69 | 0.69 | |
| Cielo at Sand Creek - Sol | Century | AN | DTMJ | 21 | 0 | 3 | 13 | 2 | 0 | 18 | 18 | 1.20 | 1.20 | |
| Cielo at Sand Creek- Hbrizon | Century | AN | DTMJ | 175 | 0 | 2 | 13 | 1 | 0 | 1 | 1 | 0.47 | 0.47 | |
| Cielo at Sand Creek- Vista | Century | AN | DTMJ | 96 | 0 | 3 | 13 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Park Ridge | Davidon | AN | DTMJ | 159 | 15 | 15 | 18 | 2 | 0 | 144 | 40 | 0.93 | 1.11 | |
| Riverview at Monterra | K Hovnanian | AN | DTMJ | 100 | 6 | 8 | 17 | 4 | 0 | 59 | 44 | 0.88 | 1.22 | |
| Verona | Meritage | AN | DTMJ | 117 | 4 | 10 | 19 | 3 | 1 | 92 | 47 | 1.01 | 1.31 | |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 1.38 | | Traffic to Sales: 10 : 1 | | | 49 | 119 | 12 | 1 | 349 | 185 | Net: 11 | |
| City Codes: AN= Antioch | | | | | | | | | | | | | | |

| East Contra Costa | | | | 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 |
| Easton at Delaney Park | Brookfield | OY | DTMJ | 80 | 0 | 10 | 29 | 2 | 0 | 29 | 28 | 0.69 | 0.78 |
| Southport at Delaney Park | Brookfield | OY | DTMJ | 104 | 0 | 6 | 29 | 0 | 0 | 31 | 29 | 0.74 | 0.81 |
| Northpoint at Delaney Park | DR Horton | OY | DTST | 197 | 0 | 10 | 18 | 3 | 0 | 92 | 67 | 1.18 | 1.86 |
| 2700 Empire | K Hovnanian | BT | DTMJ | 48 | 0 | 4 | 5 | 2 | 1 | 35 | 35 | 0.49 | 0.97 |
| Ashbury | KB Home | OY | DTMJ | 69 | 4 | 4 | 24 | 2 | 0 | 3 | 3 | 1.40 | 1.40 |
| Westerly at Delaney Park | KB Home | OY | DTST | 103 | 4 | 8 | 29 | 4 | 2 | 58 | 58 | 1.20 | 1.61 |
| Harper Parc | Nuvera Homes | BT | DTMJ | 84 | 0 | 2 | 6 | 0 | 0 | 78 | 35 | 0.65 | 0.97 |
| Terrene | Pulte | BT | DTMJ | 326 | 0 | 5 | 18 | 3 | 0 | 171 | 109 | 2.11 | 3.03 |
| Middlefield at Delaney Park | Richmond American | OY | DTMJ | 96 | 0 | 7 | 6 | 0 | 0 | 23 | 23 | 0.83 | 0.83 |
| Lark Hill | Shea | BT | DTMJ | 50 | 0 | 3 | 3 | 2 | 0 | 47 | 34 | 0.65 | 0.94 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 1.50 | | Traffic to Sales: 9 : 1 | | | 59 | 167 | 18 | 3 | 567 | 421 | Net: 15 |
| 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. Sl's /Week | Av. Sl's /YTD |
| Mill Creek at Brody Ranch | DeNova | PET | | ATST | 138 | 0 | 4 | 10 | 3 | 0 | 123 | 82 | 1.14 | 2.28 |
| Mockingbird Lane | DeNova | SX | | DTMJ | 16 | 0 | 6 | 5 | 0 | 0 | 3 | 3 | 0.38 | 0.38 |
| Live Oak at University | KB Home | RP | | DTST | 104 | 0 | 8 | 16 | 0 | 0 | 31 | 19 | 0.52 | 0.53 |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 6 | 3 | 0 | 0 | 6 | 2 | 0.09 | 0.06 |
| Blume | Lafferty | RS | | DTMJ | 57 | 0 | 5 | 3 | 0 | 0 | 47 | 16 | 0.43 | 0.44 |
| Juniper at University | Richmond American | RP | | DTMJ | 150 | 0 | 8 | 13 | 2 | 0 | 102 | 44 | 0.84 | 1.22 |
| Preserve at Kessing Ranch | Richmond American | IC | | DTMJ | 47 | 0 | 6 | 4 | 0 | 0 | 10 | 10 | 0.34 | 0.34 |
| Pear Tree | Taylor Morrison | NP | | ATMJ | 71 | 0 | 10 | 7 | 3 | 0 | 14 | 13 | 0.36 | 0.36 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 1.00 | | Traffic to Sales: 8 : 1 | | | 53 | 61 | 8 | 0 | 336 | 189 | Net: 8 | |
| City Codes: PET = Petaluma, SX = Sonoma, RP = Rohnert Park, RS = Santa Rosa, IC = Cotati, NP = Napa | | | | | | | | | | | | | | |

| Marin 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. Sl's /Week | Av. Sl's /YTD |
| Hamilton Cottages | Ryder | NV | DTMJ | 18 | 0 | 8 | 6 | 0 | 0 | 8 | 8 | 0.30 | 0.30 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 8 | 6 | 0 | 0 | 8 | 8 | 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 | 16 | 4 | 1 | 0 | 6 | 6 | 0.35 | 0.35 |
| Skyline Ridge | DR Horton | SB | DTMJ | 40 | 0 | 3 | 0 | 2 | 0 | 7 | 7 | 0.53 | 0.53 |
| Link 33 | KB Home | RC | ATMJ | 33 | 0 | 9 | 8 | 0 | 0 | 2 | 2 | 0.11 | 0.11 |
| Residences at Wheeler Plaza | KB Home | CS | ATMJ | 109 | 4 | 9 | 9 | 1 | 0 | 72 | 38 | 1.18 | 1.06 |
| Foster Square | Lennar | FC | ATMJ | 200 | 0 | 6 | 5 | 0 | 0 | 155 | 21 | 0.71 | 0.58 |
| Waverly Cove | SummerHill | FC | ATMJ | 20 | 0 | 10 | 2 | 0 | 0 | 10 | 10 | 0.32 | 0.32 |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.67 | | Traffic to Sales: 7 : 1 | | | 53 | 28 | 4 | 0 | 252 | 84 | Net: 4 |
| City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| Santa Clara County | | | | | Projects Participating: 32 | | | | | | | In Area : 32 | | |
| | | | | | 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 | 3 | 6 | 0 | 0 | 2 | 2 | 0.41 | 0.41 |
| Asana | DeNova | SJ | | DTMJ | 250 | 0 | 7 | 15 | 1 | 0 | 127 | 55 | 1.32 | 1.53 |
| Prism | Dividend | SV | | ATMJ | 62 | 0 | 7 | 10 | 0 | 0 | 22 | 22 | 1.35 | 1.35 |
| Santorini | DR Horton | SV | | ATMJ | 18 | 0 | 7 | 6 | 0 | 0 | 11 | 11 | 0.31 | 0.31 |
| Catalyst at Communications Hill | KB Home | SJ | | ATMJ | 98 | 0 | 7 | 5 | 0 | 0 | 61 | 43 | 0.91 | 1.19 |
| Circuit | KB Home | ML | | ATMJ | 144 | 0 | 4 | 9 | 1 | 0 | 136 | 27 | 1.01 | 0.75 |
| Latitude at Communications Hill | KB Home | SJ | | ATMJ | 160 | 0 | 5 | 12 | 0 | 0 | 4 | 4 | 1.27 | 1.27 |
| Metro II at Communications Hill | KB Home | SJ | | ATMJ | 150 | 0 | 7 | 15 | 1 | 0 | 88 | 35 | 0.93 | 0.97 |
| Platinum II at Communications Hill | KB Home | SJ | | DTMJ | 33 | 0 | 5 | 6 | 1 | 0 | 19 | 12 | 0.26 | 0.33 |
| Catalina | Landsea | SC | | ATMJ | 54 | 0 | 5 | 7 | 0 | 2 | 39 | 30 | 0.67 | 0.83 |
| Burgundy at Glen Loma | Lennar | GL | | DTMJ | 52 | 0 | 2 | 16 | 0 | 0 | 50 | 21 | 0.72 | 0.58 |
| Estancia | Lennar | MV | | ATMJ | 75 | 0 | 5 | 0 | 0 | 0 | 54 | 11 | 0.45 | 0.31 |
| Lexington at Avenue One | Lennar | SJ | | ATMJ | 190 | 4 | 8 | 2 | 4 | 0 | 125 | 37 | 0.93 | 1.03 |
| Margaux at Glen Loma | Lennar | GL | | DTMJ | 84 | 4 | 9 | 16 | 1 | 0 | 57 | 39 | 0.82 | 1.08 |
| Provence at Glen Loma | Lennar | GL | | DTMJ | 43 | 0 | 3 | 16 | 0 | 0 | 40 | 21 | 0.42 | 0.58 |
| Capitol - Haven | Pulte | SJ | | ATMJ | 93 | 0 | 6 | 7 | 1 | 0 | 75 | 34 | 0.94 | 0.94 |
| Capitol - Retreat | Pulte | SJ | | ATST | 95 | 0 | 6 | 7 | 0 | 0 | 55 | 26 | 0.69 | 0.72 |
| UrbanOak Residences | Pulte | SJ | | DTMJ | 60 | 0 | 4 | 5 | 0 | 0 | 56 | 31 | 0.70 | 0.86 |
| UrbanOak Rows | Pulte | SJ | | ATMJ | 97 | 4 | 9 | 5 | 1 | 0 | 54 | 28 | 0.67 | 0.78 |
| UrbanOak Towns | Pulte | SJ | | ATMJ | 72 | 0 | 8 | 5 | 1 | 0 | 45 | 45 | 1.32 | 1.32 |
| UrbanOak Vistas | Pulte | SJ | | ATMJ | 66 | 0 | 6 | 5 | 0 | 0 | 11 | 11 | 0.91 | 0.91 |
| Montecito Place | SummerHill | MV | | ATMJ | 83 | 0 | 10 | 14 | 2 | 0 | 27 | 27 | 0.93 | 0.93 |
| Nuevo - E-Towns | SummerHill | SC | | ATMJ | 114 | 0 | 8 | 8 | 0 | 0 | 61 | 30 | 0.71 | 0.83 |
| Nuevo - Terraces | SummerHill | SC | | ATMJ | 176 | 0 | 22 | 10 | 0 | 0 | 68 | 31 | 0.79 | 0.86 |
| Nuevo E-States | SummerHill | SC | | DTMJ | 41 | 0 | 7 | 4 | 0 | 0 | 16 | 13 | 0.32 | 0.36 |
| Bev8tion- Duets/SFD | Taylor Morrison | SV | | DTMJ | 22 | 0 | 6 | 5 | 1 | 0 | 16 | 14 | 0.40 | 0.39 |
| Bev8tion- Towns | Taylor Morrison | SV | | ATMJ | 96 | 0 | 22 | 4 | 0 | 0 | 23 | 21 | 0.57 | 0.58 |
| Glen Loma Ranch - Noir | TRI Pointe | GL | | DTMJ | 67 | 0 | 6 | 25 | 1 | 0 | 59 | 42 | 0.89 | 1.17 |
| Glen Loma Ranch- Blanc | TRI Pointe | GL | | DTMJ | 53 | 0 | 2 | 9 | 0 | 0 | 51 | 31 | 0.77 | 0.86 |
| Harmony | Truemark | SV | | DTMJ | 58 | 0 | 1 | 6 | 3 | 0 | 7 | 7 | 1.69 | 1.69 |
| Waverly Detached | Warrington | MV | | DTMJ | 4 | 0 | 2 | 9 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Waverly Townhomes | Warrington | MV | | ATMJ | 22 | 0 | 2 | 9 | 1 | 0 | 17 | 17 | 0.50 | 0.50 |
| TOTALS: No. Reporting: 32 | | Avg. Sales: 0.56 | | Traffic to Sales: 14 : 1 | | | | 211 | 278 | 20 | 2 | 1476 | 778 | Net: 18 |
| City Codes: SV = Sunnyvale, SJ = San Jose, ML = Milpitas, SC = Santa Clara, GL = Gilroy, MV = Mountain View | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|--------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Monterey, Santa Cruz, San Benito Counties | | | | | Projects Participating: 16 | | | | | | | In Area : 16 | | |
| | | | | | 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 | 32 | 32 | 4 | 0 | 191 | 57 | 1.31 | 1.58 |
| East Garrison - Monarch | Century | EG | | DTST | 67 | 1 | 4 | 12 | 2 | 0 | 63 | 22 | 0.72 | 0.61 |
| East Garrison- The Grove | Century | EG | | DTST | 94 | 4 | 8 | 12 | 4 | 0 | 76 | 38 | 0.87 | 1.06 |
| East Garrison- The Liberty | Century | EG | | ATMJ | 154 | 4 | 4 | 1 | 1 | 0 | 120 | 4 | 1.37 | 0.11 |
| Meadows at Allendale | DeNova | HO | Rsv's | DTST | 111 | 4 | 6 | 20 | 3 | 0 | 71 | 61 | 1.47 | 1.69 |
| Bennett Ranch | K Hovnanian | HO | | DTST | 84 | 4 | 9 | 12 | 3 | 0 | 59 | 45 | 0.91 | 1.25 |
| Monte Bella II | KB Home | SL | | DTST | 78 | 0 | 5 | 11 | 0 | 0 | 45 | 45 | 1.99 | 1.99 |
| Sunnyside Estates | KB Home | HO | | DTMJ | 107 | 4 | 5 | 14 | 3 | 0 | 75 | 46 | 1.01 | 1.28 |
| Sunnyside Estates 6000's | KB Home | HO | | DTMJ | 91 | 4 | 8 | 12 | 2 | 0 | 70 | 36 | 0.98 | 1.00 |
| Carousel at Westfield | Kiper | HO | | DTMJ | 92 | 0 | 10 | 30 | 0 | 0 | 36 | 36 | 1.33 | 1.33 |
| Mayfair at Westfield | Kiper | HO | | DTMJ | 50 | 0 | 6 | 39 | 0 | 0 | 8 | 8 | 0.89 | 0.89 |
| Serenity at Santana Ranch | Legacy | HO | | DTMJ | 143 | 0 | 6 | 8 | 1 | 0 | 131 | 35 | 0.83 | 0.97 |
| Solorio | Meritage | HO | | DTST | 65 | 4 | 9 | 42 | 3 | 1 | 41 | 41 | 1.24 | 1.24 |
| Solorio - 27's | Meritage | HO | | ATST | 36 | 0 | 8 | 1 | 1 | 0 | 20 | 20 | 0.61 | 0.61 |
| Cove Scotts Valley | Ryder | SV | Rsv's | ATMJ | 25 | 0 | 10 | 0 | 0 | 0 | 2 | 2 | 0.25 | 0.25 |
| Maple Park | Stone Bridge | HO | | DTST | 49 | 0 | 5 | 13 | 0 | 0 | 44 | 44 | 1.24 | 1.22 |
| TOTALS: No. Reporting: 16 | | Avg. Sales: 1.63 | | Traffic to Sales: 10 : 1 | | | 135 | 259 | 27 | 1 | 1052 | 540 | Net: 26 | |
| City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SV = Scotts Valley | | | | | | | | | | | | | | |

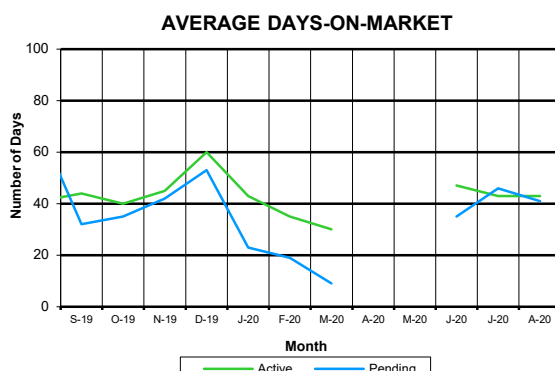
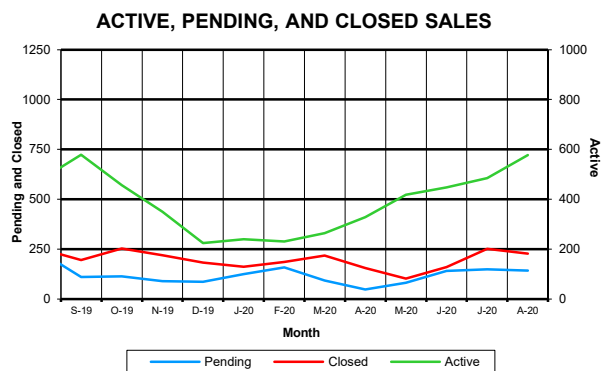
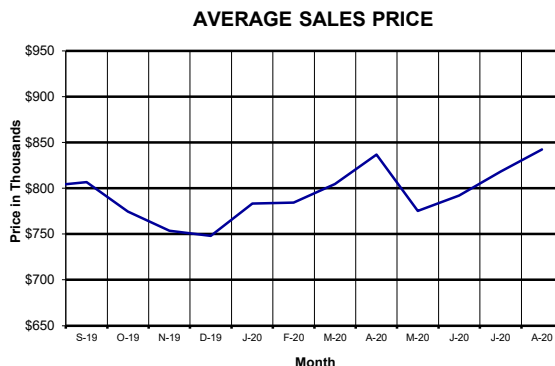
| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 15 | | | | | | | In Area : 15 | | |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| | | | | | 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 |
| Greenwich at Parklane | DR Horton | DX | DTST | 83 | 0 | 5 | 10 | 0 | 0 | 65 | 51 | 1.20 | 1.42 | |
| Brookline | Meritage | FF | DTMJ | 76 | 0 | 2 | 0 | 1 | 1 | 74 | 47 | 0.86 | 1.31 | |
| Cambridge at Brighton Landing | Meritage | VC | DTMJ | 67 | 0 | 6 | 28 | 2 | 1 | 42 | 42 | 1.27 | 1.27 | |
| Cerrito at Vanden Estates | Richmond American | VC | DTMJ | 50 | 0 | 8 | 20 | 1 | 0 | 10 | 10 | 0.49 | 0.49 | |
| Enclave at Vanden Estates | Richmond American | VC | DTMJ | 37 | 0 | 4 | 2 | 0 | 0 | 33 | 18 | 0.46 | 0.50 | |
| Midway Grove | Richmond American | DX | DTMJ | 88 | 0 | 7 | 9 | 3 | 0 | 15 | 15 | 2.92 | 2.92 | |
| Montera at Vanden Estates | Richmond American | VC | DTST | 64 | 0 | 3 | 9 | 0 | 0 | 61 | 41 | 0.82 | 1.14 | |
| Orchards at Valley Glen II | Richmond American | DX | DTMJ | 122 | 0 | 9 | 12 | 1 | 0 | 97 | 52 | 1.04 | 1.44 | |
| Piedmont at Vanden Estates | Richmond American | VC | DTMJ | 47 | 4 | 8 | 5 | 1 | 0 | 38 | 18 | 0.51 | 0.50 | |
| Saratoga at Vanden Estates | Richmond American | VC | DTMJ | 97 | 0 | 10 | 5 | 0 | 0 | 55 | 29 | 0.74 | 0.81 | |
| Bristol at Brighton Landing | The New Home Co | VC | DTMJ | 64 | 0 | 6 | 11 | 1 | 0 | 32 | 13 | 0.37 | 0.36 | |
| Oxford at Brighton Landings | The New Home Co | VC | DTMJ | 80 | 4 | 8 | 11 | 2 | 0 | 27 | 10 | 0.32 | 0.28 | |
| Preston at Brighton Landing | The New Home Co | VC | DTST | 87 | 4 | 6 | 31 | 4 | 0 | 58 | 39 | 0.85 | 1.08 | |
| Sheffield at Brighton Landing | The New Home Co | VC | DTST | 120 | 4 | 8 | 31 | 1 | 0 | 36 | 19 | 0.53 | 0.53 | |
| Lantana at the Village | TRI Pointe | FF | Rsv's | DTMJ | 133 | 4 | 6 | 21 | 3 | 0 | 103 | 40 | 1.04 | 1.11 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 1.20 | | Traffic to Sales: 10 : 1 | | | 96 | 205 | 20 | 2 | 746 | 444 | Net: 18 | |
| City Codes: DX = Dixon, FF = Fairfield, VC= Vacaville | | | | | | | | | | | | | | |

| Development Name | | Developer | City Code | Notes | Type | | | | | | | |
|---|--|------------------|-----------|--------------------------|-----------------------------|---------|------------|-----------|---------------|----------|-----------|----------|
| Bay Area | | | | | Projects Participating: 150 | | | | In Area : 150 | | | |
| | | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales | |
| GRAND TOTALS: No. Reporting: 149 | | Avg. Sales: 0.98 | | Traffic to Sales: 10 : 1 | | 968 | 1638 | 159 | 13 | 7413 | 3706 | Net: 146 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | | | | |

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

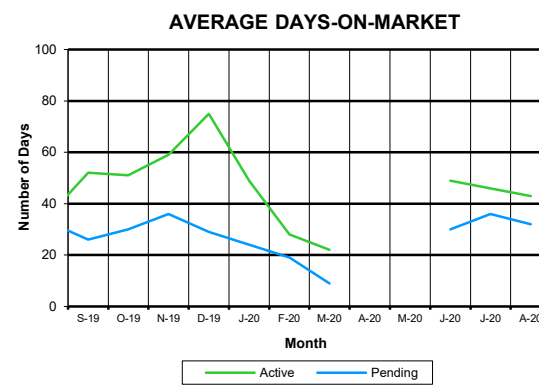
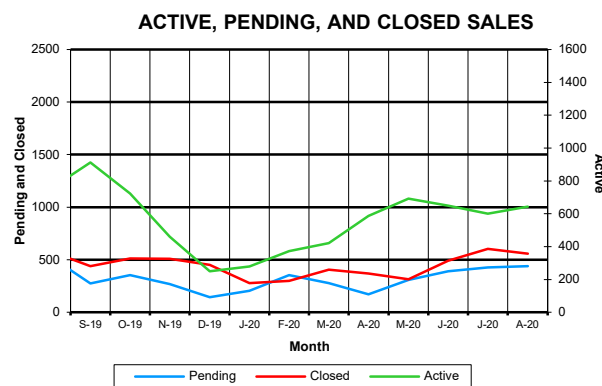
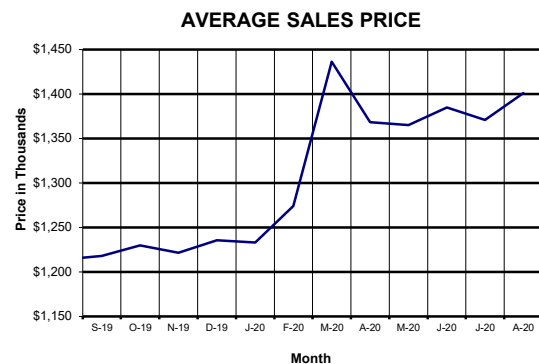
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 240 | 43 | 124 | 23 | 162 | \$783,393 |
| Feb-20 | 231 | 35 | 159 | 19 | 185 | \$784,414 |
| Mar-20 | 264 | 30 | 93 | 9 | 217 | \$804,428 |
| Apr-20 | 328 | 0 | 48 | 0 | 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 |



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

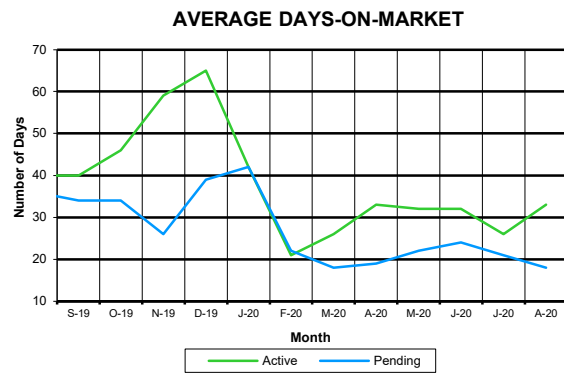
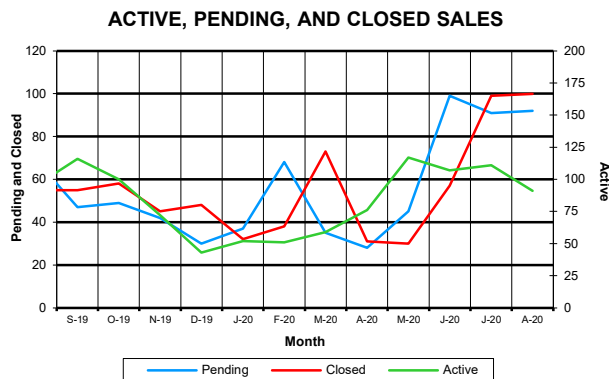
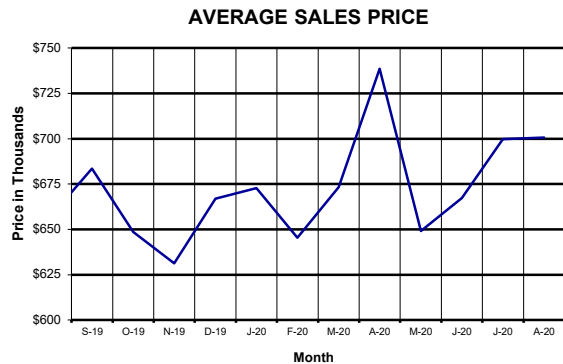
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-20 | 280 | 49 | 206 | 24 | 278 | \$1,233,249 |
| Feb-20 | 372 | 28 | 355 | 19 | 299 | \$1,274,191 |
| Mar-20 | 422 | 22 | 277 | 9 | 406 | \$1,436,423 |
| Apr-20 | 586 | 0 | 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 |



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

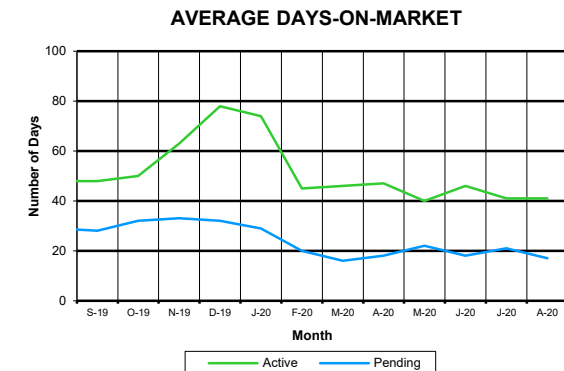
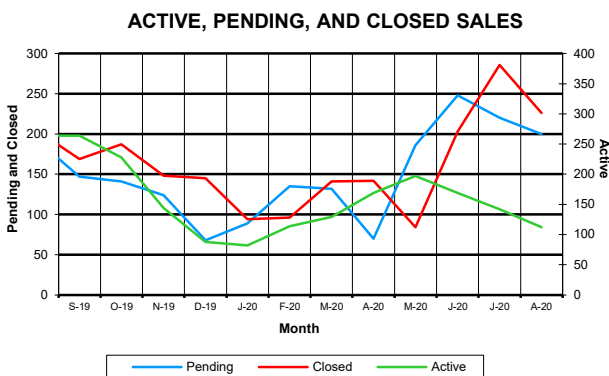
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 52 | 42 | 37 | 42 | 32 | \$672,787 |
| Feb-20 | 51 | 21 | 68 | 22 | 38 | \$645,334 |
| Mar-20 | 59 | 26 | 35 | 18 | 73 | \$673,281 |
| Apr-20 | 76 | 33 | 28 | 19 | 31 | \$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 |



Amador Valley SFD Monthly MLS Survey

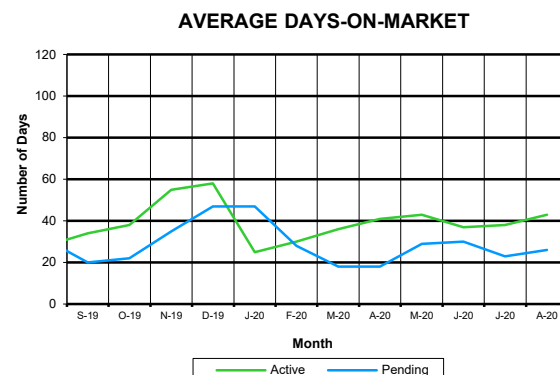
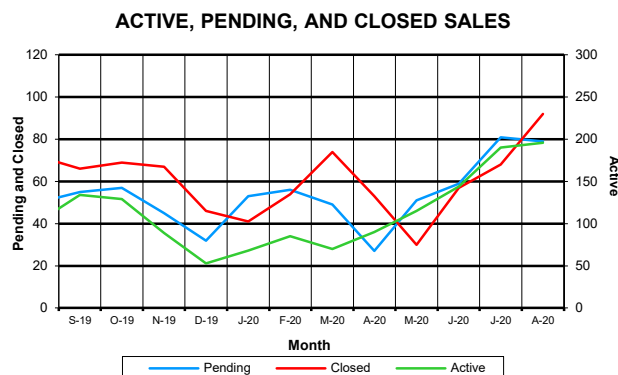
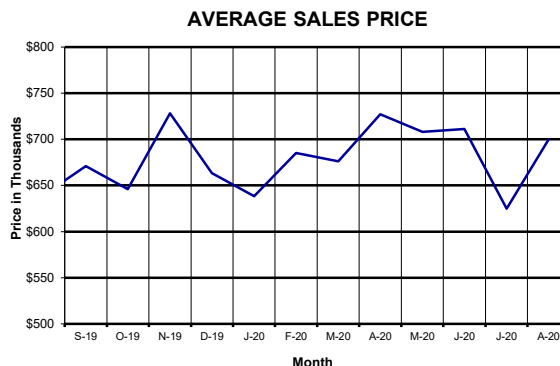
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-20 | 82 | 74 | 89 | 29 | 94 | \$1,078,926 |
| Feb-20 | 114 | 45 | 135 | 20 | 96 | \$1,135,882 |
| Mar-20 | 129 | 46 | 132 | 16 | 141 | \$1,098,821 |
| 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 |



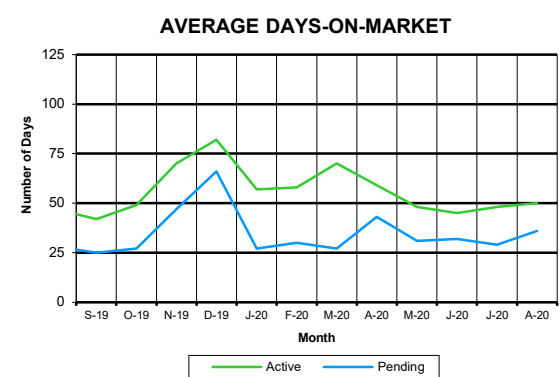
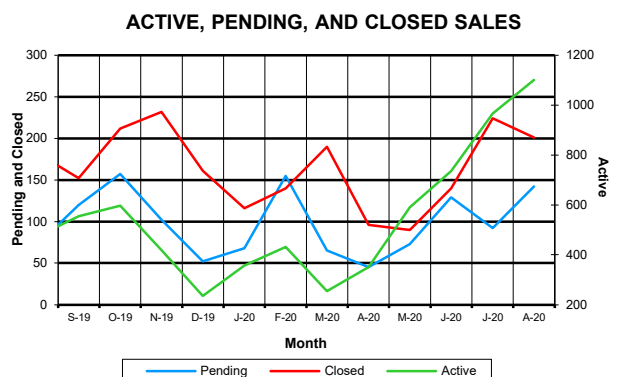
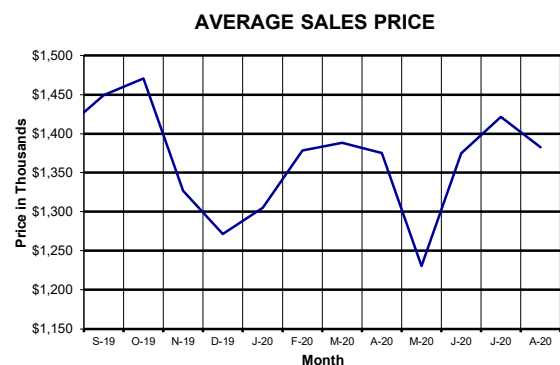
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 68 | 25 | 53 | 47 | 41 | \$638,382 |
| Feb-20 | 85 | 30 | 56 | 28 | 54 | \$685,273 |
| Mar-20 | 70 | 36 | 49 | 18 | 74 | \$676,332 |
| 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 |



San Francisco Attd. Monthly MLS Survey

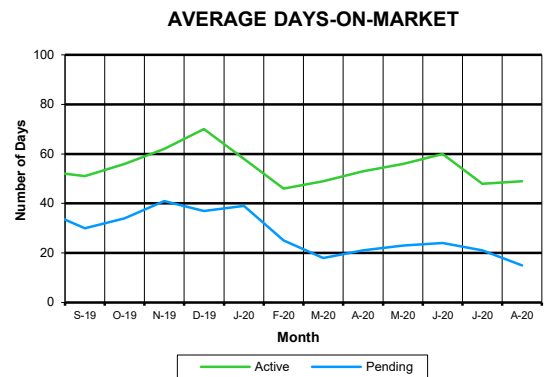
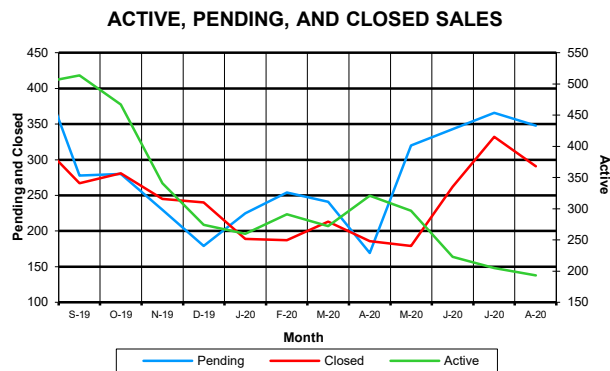
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|-------------|
| Jan-20 | 357 | 57 | 68 | 27 | 116 | \$1,304,861 |
| Feb-20 | 431 | 58 | 155 | 30 | 140 | \$1,378,748 |
| Mar-20 | 254 | 70 | 65 | 27 | 190 | \$1,388,459 |
| Apr-20 | 351 | 59 | 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 |



E. Contra Costa SFD Monthly MLS Survey

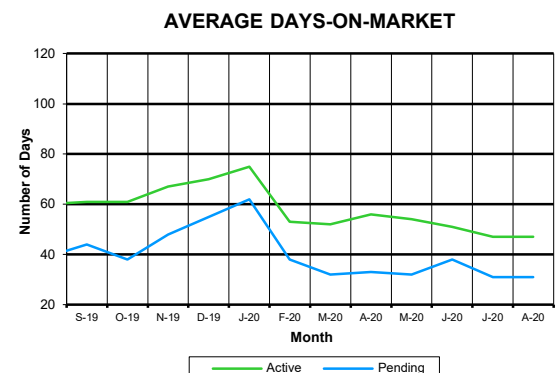
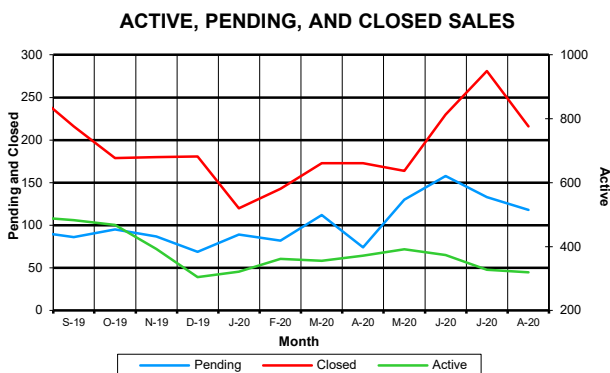
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 260 | 58 | 225 | 39 | 189 | \$535,540 |
| Feb-20 | 291 | 46 | 254 | 25 | 187 | \$527,153 |
| Mar-20 | 272 | 49 | 241 | 18 | 213 | \$533,030 |
| 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 |



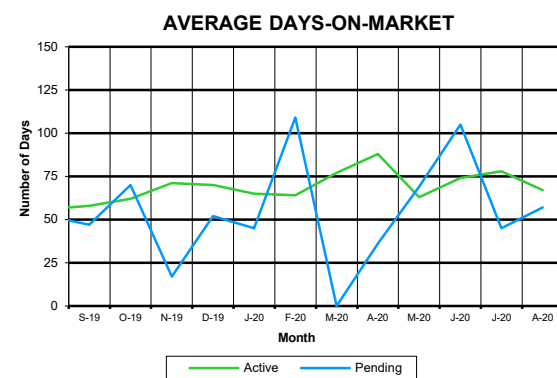
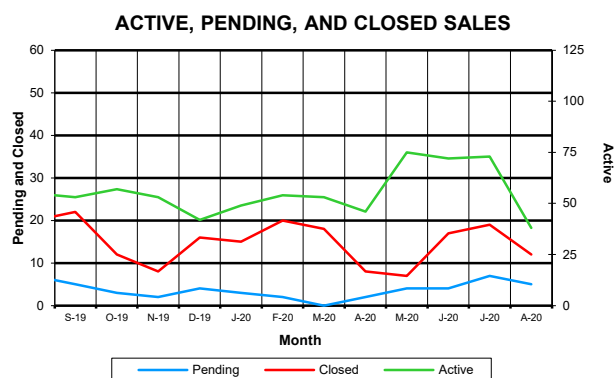
Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 322 | 75 | 89 | 62 | 120 | \$492,825 |
| Feb-20 | 362 | 53 | 82 | 38 | 143 | \$511,392 |
| Mar-20 | 356 | 52 | 112 | 32 | 173 | \$508,780 |
| 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 |



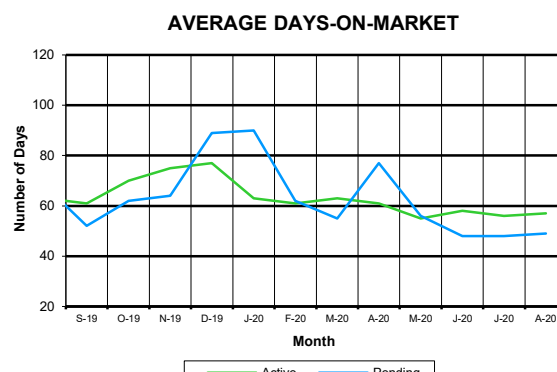
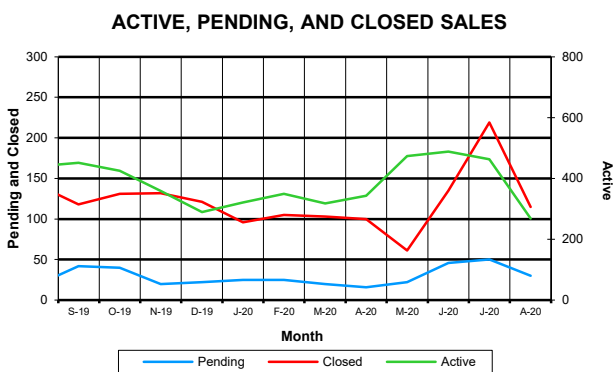
Santa Rosa Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 49 | 65 | 3 | 45 | 15 | \$362,939 |
| Feb-20 | 54 | 64 | 2 | 109 | 20 | \$382,438 |
| Mar-20 | 53 | 77 | 0 | 0 | 18 | \$394,247 |
| 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 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 321 | 63 | 25 | 90 | 96 | \$669,344 |
| Feb-20 | 349 | 61 | 25 | 62 | 105 | \$694,530 |
| Mar-20 | 318 | 63 | 20 | 55 | 103 | \$691,061 |
| 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 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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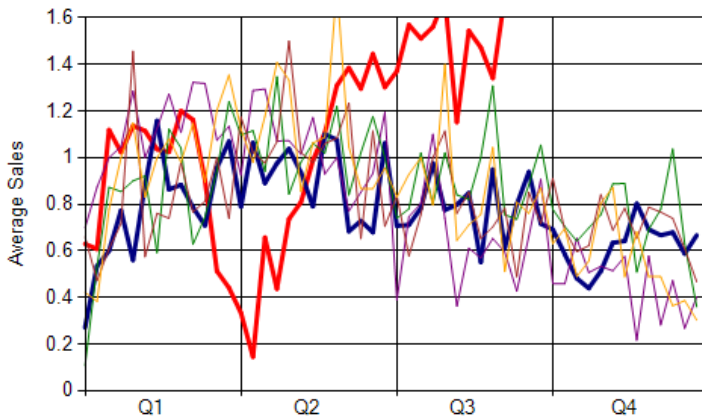
Central Valley

Ending: Sunday, September 6, 2020

Week 36

| Counties / Groups | | | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. Diff. | | Prev. 13 Wks. Avg. Diff. | |
|------------------------------|--|-----------------|--------|-----------|-------------|------------|-----------|------------|-------------|-------------------------|-------------|--------------------------|-------------|
| Tracy/Mountain House | | | | 20 | 933 | 44 | 2 | 42 | 2.10 | 1.14 | 83% | 1.58 | 33% |
| San Joaquin County | | | | 31 | 670 | 57 | 8 | 49 | 1.58 | 1.22 | 29% | 1.65 | -4% |
| Stanislaus County | | | | 3 | 22 | 8 | 0 | 8 | 2.67 | 1.27 | 111% | 1.55 | 72% |
| Merced County | | | | 21 | 241 | 33 | 6 | 27 | 1.29 | 0.85 | 51% | 1.09 | 18% |
| Madera County | | | | 6 | 93 | 11 | 1 | 10 | 1.67 | 0.87 | 91% | 0.99 | 69% |
| Fresno County | | | | 10 | 108 | 20 | 2 | 18 | 1.80 | 1.30 | 39% | 1.47 | 23% |
| Current Week Totals | | Traffic : Sales | 12 : 1 | 91 | 2067 | 173 | 19 | 154 | 1.69 | 1.11 | 52% | 1.43 | 18% |
| Per Project Average | | | | | 23 | 1.90 | 0.21 | 1.69 | | | | | |
| Year Ago - 09/08/2019 | | Traffic : Sales | 42 : 1 | 80 | 2382 | 57 | 8 | 49 | 0.61 | 0.82 | -26% | 0.79 | -22% |
| % Change | | | | 14% | -13% | 204% | 138% | 214% | 176% | 35% | | 82% | |

52 Weeks Comparison



Year to Date Averages Through Week 36

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 | 32 | 1.15 | 0.17 | 0.98 | 0.87 |
| ■ | 2016 | 47 | 27 | 1.00 | 0.12 | 0.88 | 0.81 |
| ■ | 2017 | 50 | 30 | 1.04 | 0.11 | 0.93 | 0.87 |
| ■ | 2018 | 68 | 23 | 1.12 | 0.17 | 0.95 | 0.80 |
| ■ | 2019 | 78 | 23 | 0.97 | 0.14 | 0.82 | 0.77 |
| ■ | 2020 | 85 | 22 | 1.31 | 0.20 | 1.11 | 1.11 |
| % Change: | | 9% | -4% | 36% | 40% | 35% | 44% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>Sales of new homes in the US soared to their highest level since December 2006 in July as Americans took advantage of historically low interest rates. Single-family home sales leaped 13.9% to a seasonally adjusted annual rate of 901,000 units, according to data released by the US Census Bureau. Median sales price gained 7.2% to \$330,600 from the year-ago period. Economists surveyed by Bloomberg expected a rate of 790,000 sales. The seasonally adjusted estimate for new houses for sale at the end of the month was 299,000, according to the Census Bureau. That level represents a four-month supply of homes should the sales rate hold steady. The summer sales boom was largely fueled by low borrowing costs and a lack of listings for existing homes. Mortgage rates sank through July before hitting record lows in early August. Surging homebuilding activity further fueled the spree, but July's rate is likely unsustainable and could cave to a weakened economic backdrop, Oxford Economists said in a note. "While strong demand and lower mortgage rates are supportive of further growth in sales, the slow recovery and weak labor market pose downside risks," the firm said. Source: Ben Winck - Markets Insider</p> |
| FHA | 2.83% | 3.15% | |
| | 2.78% | 3.45% | |
| 10 Yr Yield | 0.67% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Tracy/Mountain House | | | | | 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 |
| Magnolia Park | Bright | TR | New | DTMJ | 42 | 0 | 7 | 9 | 1 | 0 | 1 | 1 | 1.17 | 1.17 |
| Expression at College Park | Century | MH | | DTMJ | 72 | 4 | 7 | 24 | 4 | 0 | 48 | 38 | 0.90 | 1.06 |
| Heritage at College Park | Century | MH | | DTMJ | 96 | 0 | 7 | 25 | 1 | 0 | 47 | 38 | 0.87 | 1.06 |
| Provenance at College Park | Century | MH | | DTMJ | 68 | 6 | 10 | 31 | 1 | 0 | 32 | 32 | 0.97 | 0.97 |
| Reflection at College Park | Century | MH | | DTMJ | 87 | 0 | 5 | 31 | 1 | 0 | 41 | 41 | 1.24 | 1.24 |
| Santosha | DeNova | TR | | DTST | 71 | 4 | 8 | 43 | 3 | 0 | 24 | 24 | 3.00 | 3.00 |
| Amber at Tracy Hills | Lennar | TH | | DTMJ | 160 | 0 | 5 | 73 | 0 | 0 | 67 | 29 | 0.93 | 0.81 |
| Larimar at Tracy Hills | Lennar | TH | | DTMJ | 133 | 0 | 1 | 73 | 1 | 0 | 54 | 36 | 0.75 | 1.00 |
| Opal at Tracy Hills | Lennar | TH | | DTMJ | 103 | 0 | 1 | 73 | 3 | 0 | 57 | 27 | 0.79 | 0.75 |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 196 | 0 | 6 | 73 | 1 | 0 | 46 | 27 | 0.62 | 0.75 |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 2 | 2 | 38 | 1 | 0 | 29 | 23 | 0.60 | 0.64 |
| Vantage at Tracy Hills | Meritage | TH | | DTST | 182 | 1 | 1 | 63 | 8 | 2 | 107 | 81 | 1.35 | 2.25 |
| Elissagaray Ranch | Ponderosa | TR | | DTMJ | 47 | 0 | 1 | 15 | 1 | 0 | 25 | 11 | 0.37 | 0.31 |
| Briar Square at Mountain House | Shea | MH | | DTMJ | 173 | 6 | 6 | 85 | 5 | 0 | 62 | 62 | 1.93 | 1.93 |
| Langston at Mountain House | Shea | MH | | ATST | 131 | 0 | 7 | 73 | 0 | 0 | 76 | 76 | 2.36 | 2.36 |
| Vente at Tracy Hills | Shea | TH | | DTMJ | 74 | 0 | 5 | 127 | 4 | 0 | 53 | 37 | 0.67 | 1.03 |
| Sungold | Taylor Morrison | TR | | DTMJ | 62 | 0 | 5 | 19 | 1 | 0 | 20 | 20 | 1.52 | 1.52 |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 95 | 4 | 8 | 22 | 4 | 0 | 17 | 17 | 1.53 | 1.53 |
| Stanford at Ellis | Woodside | TR | | DTMJ | 51 | 4 | 7 | 12 | 1 | 0 | 24 | 24 | 2.15 | 2.15 |
| Zephyr at Ellis | Woodside | TR | | DTMJ | 76 | 4 | 8 | 24 | 3 | 0 | 8 | 8 | 0.72 | 0.72 |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 2.10 | | Traffic to Sales: 21 : 1 | | | | 107 | 933 | 44 | 2 | 838 | 652 | Net: 42 |
| City Codes: TR= Tracy, MH= Mountain House, TH= Tracy Hills | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | 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. Sls /Week | Av. Sls /YTD |
| The Cove at Westlake | Caresco | SK | DTMJ | 46 | 0 | 4 | 8 | 2 | 0 | 8 | 8 | 2.55 | 2.55 |
| Solari Ranch | DR Horton | SK | DTST | 20 | 4 | 8 | 7 | 2 | 0 | 12 | 12 | 1.95 | 1.95 |
| Aspire at River Terrace | K Hovnanian | SK | DTST | 83 | 0 | 6 | 6 | 0 | 0 | 65 | 65 | 2.94 | 2.94 |
| Encantada at Vineyard Terrace | K Hovnanian | LD | DTMJ | 112 | 0 | 7 | 8 | 0 | 0 | 28 | 28 | 0.87 | 0.87 |
| Lavaux at Vineyard Terrace | K Hovnanian | LD | DTMJ | 116 | 4 | 9 | 12 | 4 | 1 | 85 | 85 | 2.64 | 2.64 |
| Monteverello | KB Home | SK | DTST | 170 | 5 | 4 | 8 | 1 | 0 | 165 | 46 | 1.15 | 1.28 |
| Keys at Westlake | Lennar | SK | DTMJ | 101 | 0 | 6 | 2 | 0 | 0 | 1 | 1 | 0.11 | 0.11 |
| Seasons at Westlake Village | Richmond American | SK | DTMJ | 41 | 4 | 5 | 14 | 2 | 0 | 2 | 2 | 1.75 | 1.75 |
| Villa Point at Destinations | Richmond American | SK | DTST | 122 | 0 | 11 | 12 | 3 | 2 | 100 | 37 | 0.78 | 1.03 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 1.22 | | Traffic to Sales: 6 : 1 | | | 60 | 77 | 14 | 3 | 466 | 284 | Net: 11 |
| City Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| San Joaquin County | | | | | 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 |
| Haven at River Island | Anthem United | LP | | DTST | 128 | 0 | 1 | 26 | 2 | 1 | 71 | 54 | 1.01 | 1.50 |
| Turnleaf at the Collective | Anthem United | MN | | DTMJ | 84 | 0 | 7 | 9 | 0 | 0 | 8 | 5 | 0.15 | 0.14 |
| Solera | Atherton | MN | | DTMJ | 354 | 0 | 7 | 34 | 1 | 0 | 335 | 66 | 1.47 | 1.83 |
| Arlington | DR Horton | MN | | DTST | 148 | 5 | 6 | 26 | 5 | 0 | 116 | 63 | 1.56 | 1.75 |
| Bella Vita | DR Horton | LP | | DTST | 76 | 4 | 8 | 23 | 2 | 0 | 16 | 16 | 2.00 | 2.00 |
| Haven Cottages at Sundance | KB Home | MN | | DTMJ | 38 | 0 | 7 | 3 | 1 | 2 | 25 | 25 | 0.80 | 0.80 |
| Haven Villas at Sundance | KB Home | MN | | DTST | 152 | 6 | 10 | 41 | 2 | 0 | 101 | 64 | 1.63 | 1.78 |
| Catalina at River Island | Kiper TSO | LP | | DTMJ | 72 | 0 | TSO | 47 | 0 | 0 | 36 | 36 | 2.10 | 2.10 |
| Newport at River Islands | Kiper | LP | | DTMJ | 131 | 0 | 10 | 86 | 1 | 1 | 65 | 45 | 1.19 | 1.25 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 6 | 38 | 1 | 0 | 81 | 18 | 0.35 | 0.50 |
| Stanford Crossing | Meritage | LP | | DTMJ | 66 | 0 | 4 | 10 | 2 | 0 | 62 | 62 | 3.24 | 3.24 |
| Zinnia at Terra Ranch | Meritage | MN | | DTMJ | 72 | 7 | 9 | 16 | 6 | 0 | 61 | 61 | 1.85 | 1.85 |
| Daybreak at River Islands | Pulte | LP | | DTMJ | 74 | 0 | 9 | 30 | 2 | 1 | 26 | 26 | 0.89 | 0.89 |
| Passport | Raymus | MN | | DTST | 135 | 0 | 5 | 44 | 3 | 0 | 119 | 79 | 1.92 | 2.19 |
| Fox Chase at Woodward | Richmond American | MN | | ATMJ | 130 | 0 | 7 | 11 | 1 | 0 | 123 | 52 | 1.17 | 1.44 |
| Northpointe at Stanford Crossing | Richmond American | LP | | DTMJ | 91 | 0 | 7 | 10 | 3 | 0 | 25 | 25 | 1.23 | 1.23 |
| Watermark at River Islands | Richmond American | LP | | DTST | 102 | 0 | 11 | 3 | 1 | 0 | 90 | 50 | 1.10 | 1.39 |
| Venture at The Collective | Taylor Morrison | MN | | DTST | 115 | 0 | 11 | 15 | 1 | 0 | 19 | 16 | 0.37 | 0.44 |
| Tidewater at River Islands | The New Home Co | LP | | DTMJ | 131 | 0 | 1 | 14 | 2 | 0 | 130 | 22 | 0.65 | 0.61 |
| Breakwater at River Island | TRI Pointe | LP | Rsv's | DTMJ | 106 | 6 | 10 | 57 | 4 | 0 | 24 | 24 | 1.98 | 1.98 |
| Origin at the Collective | Truemark | MN | | DTMJ | 59 | 0 | 4 | 30 | 1 | 0 | 9 | 9 | 0.18 | 0.25 |
| Hideway at River Islands | Van Daele | LP | | DTST | 120 | 0 | 3 | 20 | 2 | 0 | 17 | 17 | 2.38 | 2.38 |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 1.73 | | Traffic to Sales: 14 : 1 | | | | 143 | 593 | 43 | 5 | 1559 | 835 | Net: 38 |
| City Codes: LP = Lathrop, MN = Manteca | | | | | | | | | | | | | | |

| Stanislaus 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 |
| Aspire at Apricot Grove | K Hovnanian | FR | DTST | 69 | 0 | 5 | 12 | 1 | 0 | 43 | 43 | 1.72 | 1.72 | |
| Turnleaf at Patterson Ranch | KB Home | FR | DTST | 99 | 8 | 8 | 8 | 5 | 0 | 38 | 38 | 1.99 | 1.99 | |
| Monarch Country Living | Ramson S/O | NW | DTST | 47 | 0 | S/O | 2 | 2 | 0 | 47 | 17 | 0.46 | 0.47 | |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 2.67 | | Traffic to Sales: 3 : 1 | | | 13 | 22 | 8 | 0 | 128 | 98 | Net: 8 | |
| City Codes: FR = Patterson, NW = New man | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Merced County | | | | | 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 |
| Summer Creek | Bright | MD | | DTMJ | 120 | 0 | 7 | 9 | 2 | 0 | 52 | 31 | 0.75 | 0.86 |
| Sundance Village | Bright | LT | | DTST | 64 | 0 | 3 | 18 | 3 | 0 | 50 | 30 | 0.79 | 0.83 |
| Bell Crossing | DR Horton | AT | | DTST | 151 | 6 | 9 | 9 | 3 | 0 | 48 | 48 | 1.35 | 1.33 |
| Brookshire | DR Horton | LB | | DTST | 50 | 0 | 5 | 5 | 2 | 0 | 16 | 16 | 0.89 | 0.89 |
| Mission Village South | DR Horton | LB | | DTMJ | 91 | 0 | 3 | 1 | 0 | 0 | 63 | 34 | 0.95 | 0.94 |
| Monterra | DR Horton | MD | | DTST | 103 | 5 | 6 | 10 | 4 | 1 | 49 | 49 | 1.38 | 1.36 |
| Panorama | DR Horton | MD | | DTST | 192 | 0 | 5 | 9 | 2 | 1 | 61 | 41 | 0.92 | 1.14 |
| Shaunessy | DR Horton | LB | | DTST | 70 | 0 | 2 | 5 | 0 | 0 | 10 | 10 | 0.59 | 0.59 |
| Aspire at Bellevue Ranch II | K Hovnanian | MD | | DTST | 175 | 0 | 8 | 13 | 1 | 1 | 76 | 23 | 0.83 | 0.64 |
| Aspire at Sierra Vista | K Hovnanian | MD | | DTST | 91 | 0 | 1 | 0 | 1 | 0 | 90 | 21 | 0.78 | 0.58 |
| Manzanita | Legacy | LT | | DTMJ | 172 | 4 | 7 | 32 | 0 | 0 | 96 | 37 | 0.88 | 1.03 |
| Sunflower | Legacy | MD | | DTST | 143 | 0 | 7 | 11 | 0 | 0 | 73 | 38 | 0.85 | 1.06 |
| Moraga - Chateau II | Lennar | MD | | DTMJ | 52 | 0 | 5 | 2 | 2 | 0 | 10 | 10 | 0.99 | 0.99 |
| Moraga - Skye II | Lennar | MD | | DTMJ | 66 | 4 | 5 | 1 | 1 | 0 | 19 | 19 | 1.71 | 1.71 |
| Moraga - Summer II | Lennar | MD | | DTMJ | 115 | 4 | 6 | 3 | 3 | 0 | 10 | 10 | 0.99 | 0.99 |
| Bellevue Ranch | Stonefield Home | MD | | DTST | 69 | 0 | 1 | 34 | 2 | 1 | 68 | 38 | 0.91 | 1.06 |
| Brookshire | Stonefield Home | LB | | DTMJ | 172 | 0 | 5 | 20 | 0 | 0 | 147 | 45 | 0.80 | 1.25 |
| Cypress Terrace | Stonefield Home | MD | | DTST | 82 | 0 | 6 | 13 | 2 | 1 | 33 | 5 | 0.62 | 0.14 |
| Shaunessey Village | Stonefield Home | LB | | DTST | 81 | 0 | 3 | 21 | 2 | 1 | 34 | 32 | 0.83 | 0.89 |
| University Park II | Stonefield Home | MD | | DTST | 52 | 0 | 2 | 13 | 2 | 0 | 50 | 10 | 0.74 | 0.28 |
| Villas, The | Stonefield Home | LB | | DTST | 50 | 0 | 4 | 12 | 1 | 0 | 43 | 22 | 0.60 | 0.61 |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 1.29 | | Traffic to Sales: 7 : 1 | | | | 100 | 241 | 33 | 6 | 1098 | 569 | Net: 27 |
| City Codes: MD = Merced, LT = Livingston, AT = Atwater, LB = Los Banos | | | | | | | | | | | | | | |

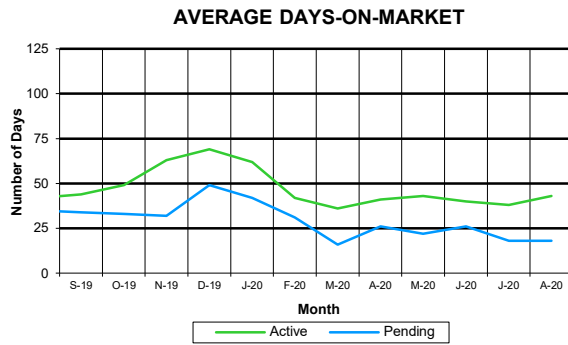
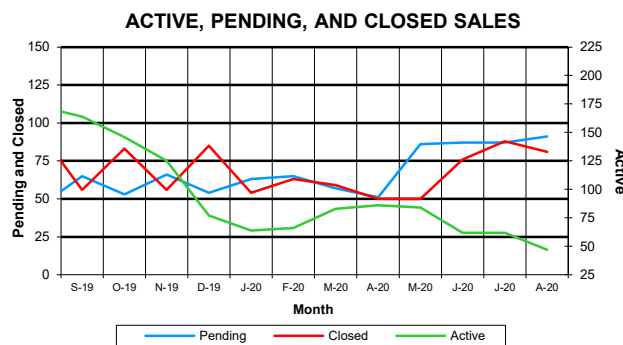
| Madera County | | | | Projects Participating: 6 | | | | | | | In Area : 6 | | |
|-----------------------------|-------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|---------------|--------------|
| | | | | 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 |
| Tesoro Viejo- Bluffs | DR Horton | MDA | DTMJ | 39 | 0 | 5 | 21 | 1 | 0 | 27 | 27 | 0.76 | 0.75 |
| Aspire at River Bend | K Hovnanian | MDA | DTMJ | 171 | 4 | 7 | 7 | 3 | 0 | 84 | 51 | 1.16 | 1.42 |
| Vista Bella at Tesoro Viejo | K Hovnanian | MDA | DTST | 112 | 0 | 11 | 8 | 0 | 1 | 17 | 12 | 0.26 | 0.33 |
| Riverstone Coronet | Lennar | MDA | DTST | 103 | 6 | 8 | 1 | 2 | 0 | 16 | 16 | 1.33 | 1.33 |
| Riverstone- Pinnacle | Lennar | MDA | DTMJ | 57 | 4 | 7 | 7 | 1 | 0 | 42 | 23 | 0.56 | 0.64 |
| Riverstone Skye II | Lennar | MDA | DTST | 67 | 4 | 5 | 49 | 4 | 0 | 9 | 9 | 1.47 | 1.47 |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 1.67 | | Traffic to Sales: 8 : 1 | | | 43 | 93 | 11 | 1 | 195 | 138 | Net: 10 |
| City Codes: MDA = Madera | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------------------|-------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Fresno 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 |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 4 | 10 | 18 | 3 | 0 | 76 | 46 | 1.00 | 1.28 |
| Inspirado | K Hovnanian | FR | | DTST | 109 | 4 | 8 | 11 | 3 | 0 | 78 | 78 | 2.19 | 2.17 |
| Laurel Grove | KB Home | FR | | DTST | 144 | 4 | 6 | 24 | 3 | 0 | 116 | 49 | 1.40 | 1.36 |
| Seville | KB Home | FR | | DTST | 129 | 6 | 8 | 28 | 2 | 0 | 35 | 35 | 1.45 | 1.45 |
| Carriage House V- Chateau | Lennar | FR | | DTST | 92 | 0 | 1 | 0 | 0 | 0 | 91 | 27 | 0.99 | 0.75 |
| Chateau at Summer Grove | Lennar | FR | | DTST | 192 | 0 | 4 | 2 | 1 | 1 | 188 | 60 | 1.36 | 1.67 |
| Copper River- Pinnacle | Lennar | FR | | DTMJ | 94 | 4 | 6 | 12 | 1 | 0 | 79 | 38 | 0.86 | 1.06 |
| Fancher Creek California | Lennar | FR | | ATST | 68 | 8 | 8 | 2 | 4 | 0 | 32 | 32 | 0.91 | 0.91 |
| Fancher Creek- Chateau | Lennar | FR | | ATST | 117 | 4 | 7 | 2 | 1 | 0 | 23 | 23 | 0.66 | 0.66 |
| Heirloom Ranch- Chateau Series | Lennar | FR | | DTST | 208 | 0 | 4 | 9 | 2 | 1 | 86 | 60 | 1.24 | 1.67 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 1.80 | | Traffic to Sales: 5 : 1 | | | | 62 | 108 | 20 | 2 | 804 | 448 | Net: 18 |
| City Codes: FO = Fowler, FR = Fresno | | | | | | | | | | | | | | |

| Central Valley | | | Projects Participating: 91 | | | | | In Area : 91 | |
|--|------------------|--------------------------|----------------------------|---------|------------|-----------|--------------|--------------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 91 | Avg. Sales: 1.69 | Traffic to Sales: 12 : 1 | 528 | 2067 | 173 | 19 | 5088 | 3024 | Net: 154 |
| 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 | | | | | | | | | |

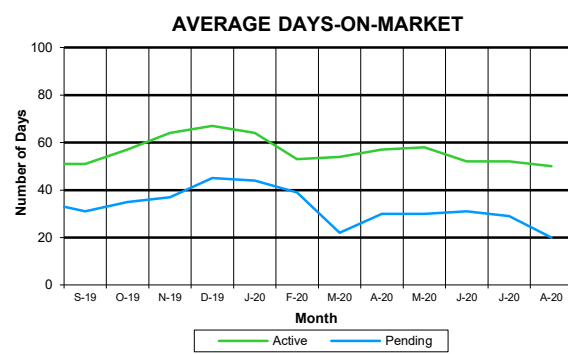
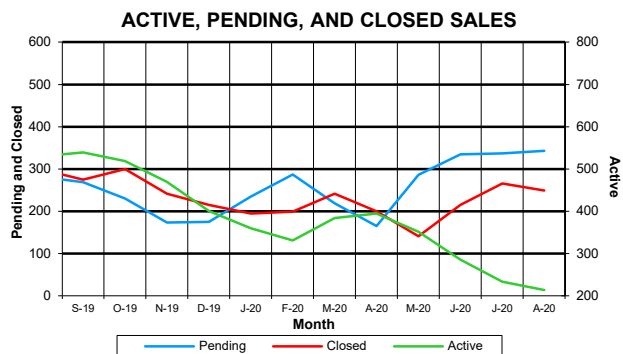
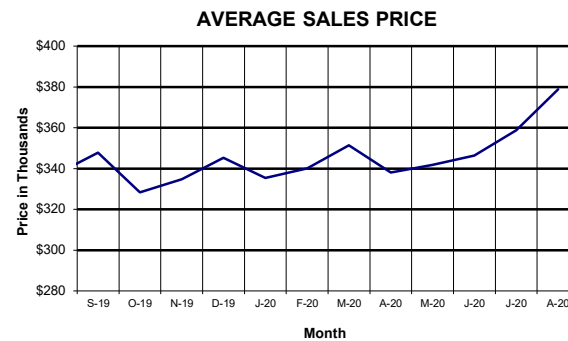
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 64 | 62 | 63 | 42 | 54 | 520,763 |
| Feb-20 | 66 | 42 | 65 | 31 | 63 | 571,529 |
| Mar-20 | 83 | 36 | 57 | 16 | 59 | 524,464 |
| 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 |



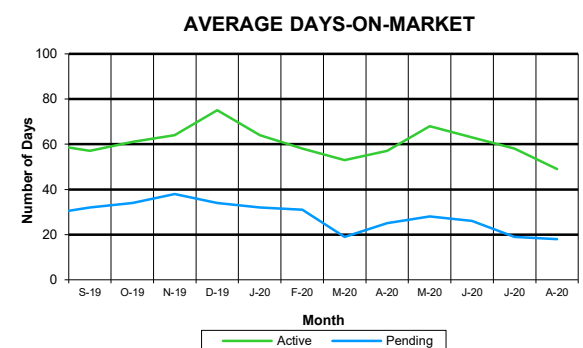
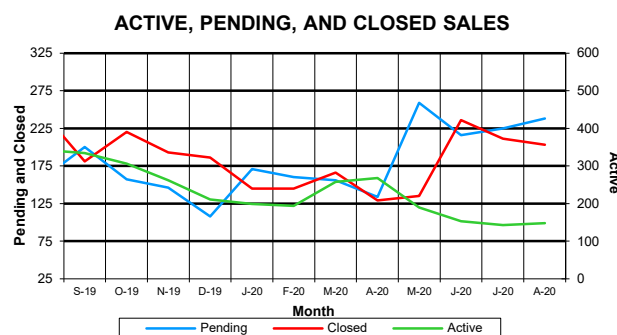
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 360 | 64 | 235 | 44 | 195 | \$335,318 |
| Feb-20 | 331 | 53 | 287 | 39 | 199 | \$340,114 |
| Mar-20 | 384 | 54 | 219 | 22 | 242 | \$351,456 |
| 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 |



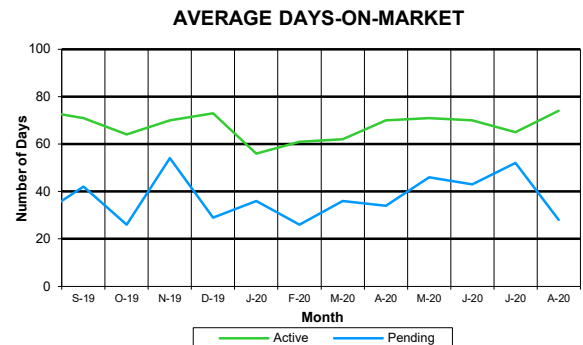
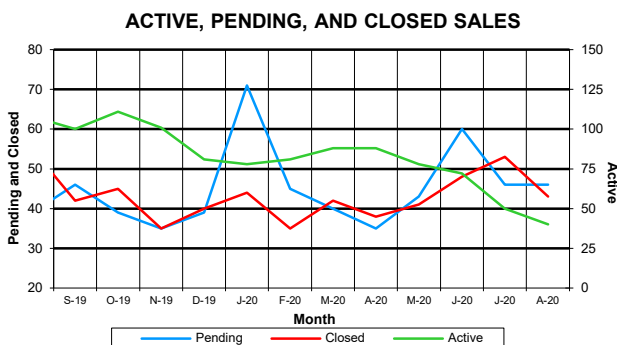
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 199 | 64 | 171 | 32 | 145 | \$325,222 |
| Feb-20 | 194 | 58 | 160 | 31 | 145 | \$335,874 |
| Mar-20 | 258 | 53 | 156 | 19 | 166 | \$352,972 |
| 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 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 78 | 56 | 71 | 36 | 44 | \$286,136 |
| Feb-20 | 81 | 61 | 45 | 26 | 35 | \$288,122 |
| Mar-20 | 88 | 62 | 40 | 36 | 42 | \$290,965 |
| 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 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

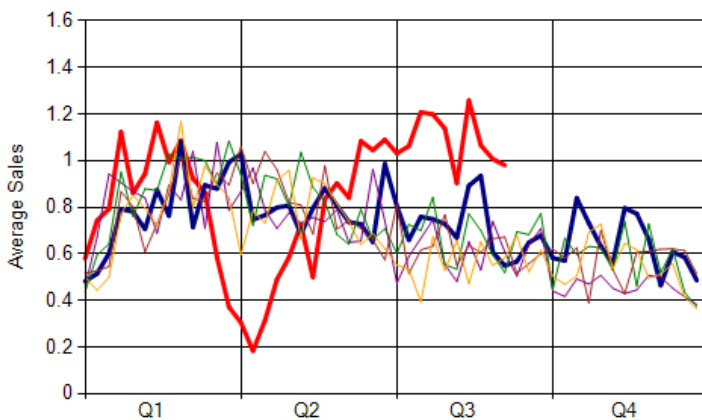
Sacramento

Ending: Sunday, September 6, 2020

Week 36

| Counties / Groups | | | | | | | Net | Avg. | | Year to Date | | Prev. 13 Wks. | |
|----------------------------|--|-----------------|----------|---------|-------|---------|-------|-------|------|--------------|------|---------------|------|
| | | | Projects | Traffic | Sales | Cancels | Sales | Sales | Avg. | Diff. | Avg. | Diff. | |
| South Sacramento | | | 26 | 496 | 27 | 1 | 26 | 1.00 | 0.82 | 22% | 1.13 | -11% | |
| Central & North Sacramento | | | 35 | 635 | 34 | 2 | 32 | 0.91 | 0.88 | 4% | 1.00 | -9% | |
| Folsom | | | 12 | 290 | 18 | 0 | 18 | 1.50 | 0.84 | 79% | 1.09 | 38% | |
| El Dorado | | | 12 | 189 | 12 | 0 | 12 | 1.00 | 0.80 | 24% | 0.97 | 3% | |
| Placer & Nevada | | | 45 | 751 | 44 | 5 | 39 | 0.87 | 0.90 | -3% | 1.07 | -19% | |
| Yolo | | | 12 | 98 | 16 | 1 | 15 | 1.25 | 0.69 | 82% | 1.04 | 20% | |
| Northern Counties | | | 9 | 185 | 7 | 1 | 6 | 0.67 | 1.04 | -36% | 1.35 | -51% | |
| Current Week Totals | | Traffic : Sales | 17 : 1 | 151 | 2644 | 158 | 10 | 148 | 0.98 | 0.86 | 14% | 1.07 | -9% |
| Per Project Average | | | | 18 | 1.05 | 0.07 | 0.98 | | | | | | |
| Year Ago - 09/08/2019 | | Traffic : Sales | 31 : 1 | 142 | 3114 | 102 | 24 | 78 | 0.55 | 0.77 | -29% | 0.76 | -28% |
| % Change | | | | 6% | -15% | 55% | -58% | 90% | 78% | 11% | 41% | | |

52 Weeks Comparison



Year to Date Averages Through Week 36

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 | 98 | 33 | 0.84 | 0.12 | 0.71 | 0.66 |
| ■ | 2016 | 131 | 27 | 0.89 | 0.15 | 0.75 | 0.69 |
| ■ | 2017 | 138 | 27 | 0.94 | 0.15 | 0.79 | 0.73 |
| ■ | 2018 | 129 | 26 | 0.89 | 0.14 | 0.74 | 0.66 |
| ■ | 2019 | 141 | 23 | 0.90 | 0.13 | 0.77 | 0.73 |
| ■ | 2020 | 150 | 16 | 1.01 | 0.15 | 0.86 | 0.86 |
| % Change: | | 6% | -30% | 12% | 19% | 11% | 17% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>Sales of new homes in the US soared to their highest level since December 2006 in July as Americans took advantage of historically low interest rates. Single-family home sales leaped 13.9% to a seasonally adjusted annual rate of 901,000 units, according to data released by the US Census Bureau. Median sales price gained 7.2% to \$330,600 from the year-ago period. Economists surveyed by Bloomberg expected a rate of 790,000 sales. The seasonally adjusted estimate for new houses for sale at the end of the month was 299,000, according to the Census Bureau. That level represents a four-month supply of homes should the sales rate hold steady. The summer sales boom was largely fueled by low borrowing costs and a lack of listings for existing homes. Mortgage rates sank through July before hitting record lows in early August. Surging homebuilding activity further fueled the spree, but July's rate is likely unsustainable and could cave to a weakened economic backdrop, Oxford Economists said in a note. "While strong demand and lower mortgage rates are supportive of further growth in sales, the slow recovery and weak labor market pose downside risks," the firm said. Source: Ben Winck - Markets Insider</p> |
| FHA | 2.83% | 3.15% | |
| | 2.78% | 3.45% | |
| 10 Yr Yield | 0.67% | | |



The Ryness Report

Week Ending
Sunday, September 6, 2020

Sacramento Page 1 of 6

| 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 |
| Murieta Gardens | K Hovnanian | RM | | DTST | 78 | 0 | 11 | 2 | 0 | 0 | 58 | 23 | 0.74 | 0.64 |
| Bridgewater | KB Home | SO | | DTST | 85 | 4 | 9 | 27 | 2 | 0 | 40 | 40 | 1.60 | 1.60 |
| Sheldon Terrace | KB Home | LN | | DTST | 175 | 0 | 4 | 15 | 3 | 0 | 117 | 47 | 1.25 | 1.31 |
| Locale | Lafferty | SO | Rsv's | DTMJ | 31 | 0 | 11 | 10 | 0 | 0 | 5 | 5 | 0.13 | 0.14 |
| Avila at Fieldstone | Lennar | VN | | DTMJ | 134 | 0 | 7 | 24 | 1 | 0 | 56 | 39 | 0.90 | 1.08 |
| Bordeaux at Vineyard Creek | Lennar | SO | | DTST | 150 | 0 | 1 | 9 | 1 | 0 | 149 | 27 | 0.86 | 0.75 |
| Camarillo at Fieldstone | Lennar | VN | | DTMJ | 110 | 0 | 7 | 24 | 0 | 0 | 65 | 26 | 0.91 | 0.72 |
| Cascade at Parkside II | Lennar S/O | VN | | DTMJ | 22 | 0 | S/O | 5 | 1 | 0 | 22 | 21 | 0.54 | 0.58 |
| Elements at Sterling Meadows | Lennar | LN | | DTST | 159 | 0 | 5 | 37 | 1 | 0 | 129 | 43 | 1.25 | 1.19 |
| Heritage Vineyard Creek | Lennar | SO | | DTMJ | 208 | 4 | 9 | 13 | 3 | 0 | 166 | 41 | 0.91 | 1.14 |
| Oceano at Fieldstone | Lennar | VN | | DTMJ | 120 | 0 | 10 | 24 | 0 | 0 | 63 | 32 | 0.89 | 0.89 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 244 | 0 | 4 | 5 | 1 | 0 | 240 | 16 | 0.87 | 0.44 |
| Silveroak at Vineyard Creek | Lennar | SO | | DTST | 79 | 0 | 6 | 11 | 1 | 0 | 60 | 33 | 0.94 | 0.92 |
| Park One II | Northwest Home Co S/O | SO | | DTST | 12 | 0 | S/O | 0 | 1 | 0 | 12 | 12 | 0.46 | 0.46 |
| Laguna Ranch | Richmond American | LN | | DTMJ | 80 | 0 | 8 | 66 | 1 | 0 | 43 | 34 | 0.78 | 0.94 |
| Seasons at Sterling Meadows | Richmond American | LN | | DTMJ | 75 | 0 | 1 | 16 | 0 | 0 | 74 | 36 | 0.99 | 1.00 |
| Woodberry at Bradshaw Crossing | Richmond American | SO | | DTST | 202 | 0 | 8 | 10 | 0 | 1 | 29 | 29 | 1.69 | 1.69 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 0 | 5 | 36 | 1 | 0 | 48 | 41 | 1.07 | 1.14 |
| Milestone | Taylor Morrison | VN | | DTST | 121 | 0 | 6 | 1 | 1 | 0 | 66 | 46 | 0.95 | 1.28 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 50 | 0 | 5 | 37 | 3 | 0 | 27 | 24 | 0.61 | 0.67 |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 100 | 0 | 18 | 33 | 0 | 0 | 27 | 21 | 0.60 | 0.58 |
| Classics at Poppy Lane | TimLewis | LN | | DTMJ | 75 | 3 | 2 | 32 | 3 | 0 | 54 | 28 | 0.49 | 0.78 |
| Latitudes | TimLewis | VN | | DTST | 159 | 0 | 9 | 0 | 1 | 0 | 127 | 51 | 1.04 | 1.42 |
| Legacy at Poppy Lane | TimLewis TSO | LN | | DTMJ | 54 | 0 | TSO | 17 | 0 | 0 | 38 | 16 | 0.37 | 0.44 |
| Traditions at Poppy Lane | TimLewis | LN | | DTST | 94 | 3 | 2 | 29 | 1 | 0 | 63 | 32 | 0.65 | 0.89 |
| Glendon Vineyards | Woodside | VN | | DTST | 103 | 0 | 6 | 13 | 1 | 0 | 40 | 27 | 0.65 | 0.75 |
| TOTALS: No. Reporting: 26 | | Avg. Sales: 1.00 | | Traffic to Sales: 18 : 1 | | | 154 | 496 | 27 | 1 | 1818 | 790 | Net: 26 | |
| City Codes: RM= Rancho Murieta, SO= Sacramento, LN= Elk Grove Laguna, VN= Elk Grove Vineyard | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|---------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|---------------|--------------|
| Central Sacramento | | | | | 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 |
| Crocker Village- Ally Row | Black Pine | SO | | DTMJ | 67 | 0 | 7 | 15 | 0 | 0 | 12 | 12 | 1.18 | 1.18 |
| Crocker Village- Courts | Black Pine | SO | | DTMJ | 83 | 0 | 4 | 8 | 1 | 0 | 4 | 4 | 0.44 | 0.44 |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 15 | 15 | 1 | 0 | 8 | 8 | 0.79 | 0.79 |
| Brighton Station at Cresleigh Ranch | Cresleigh TSO | RO | | DTMJ | 98 | 0 | TSO | 62 | 2 | 0 | 51 | 31 | 0.98 | 0.86 |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 116 | 0 | 9 | 62 | 3 | 0 | 49 | 43 | 0.94 | 1.19 |
| Anthology at Anatolia | DR Horton | RO | | DTST | 102 | 0 | 4 | 3 | 3 | 0 | 96 | 62 | 1.23 | 1.72 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 94 | 0 | 7 | 17 | 0 | 0 | 40 | 22 | 0.60 | 0.61 |
| Veranda at Stone Creek | Elliott | RO | | DTST | 163 | 0 | 5 | 29 | 4 | 0 | 78 | 33 | 0.63 | 0.92 |
| Clara at Anatolia | Lennar | RO | | DTMJ | 139 | 0 | 9 | 22 | 0 | 1 | 121 | 32 | 0.94 | 0.89 |
| Ventana | Lennar | RO | | ATST | 160 | 0 | 8 | 16 | 0 | 0 | 52 | 36 | 0.88 | 1.00 |
| Verdant | Lennar | RO | | DTST | 99 | 0 | 6 | 0 | 0 | 0 | 30 | 30 | 1.42 | 1.42 |
| Viridian | Lennar | RO | | DTST | 342 | 0 | 10 | 16 | 0 | 0 | 53 | 28 | 0.85 | 0.78 |
| Montelena | Premier Homes | RO | | DTMJ | 169 | 0 | 6 | 56 | 3 | 0 | 56 | 43 | 1.21 | 1.19 |
| Classics at Sutter Park | TimLewis | SO | | DTMJ | 25 | 0 | 8 | 8 | 0 | 0 | 14 | 4 | 0.34 | 0.11 |
| Garden Homes at Sutter Park | TimLewis | SO | | DTMJ | 29 | 0 | 14 | 6 | 0 | 0 | 12 | 3 | 0.29 | 0.08 |
| Traditionals at Sutter Park | TimLewis | SO | | DTMJ | 34 | 0 | 9 | 9 | 1 | 0 | 12 | 7 | 0.29 | 0.19 |
| Alderwood | Watt | RO | | DTMJ | 54 | 0 | 5 | 32 | 0 | 0 | 15 | 15 | 1.14 | 1.14 |
| Hidden Ridge | Watt | FO | | DTMJ | 22 | 0 | 1 | 0 | 0 | 0 | 21 | 3 | 0.20 | 0.08 |
| Cottonwood at Cypress | Woodside | RO | | DTST | 84 | 0 | 7 | 13 | 0 | 0 | 33 | 28 | 0.62 | 0.78 |
| Eucalyptus at Cypress | Woodside | RO | | DTST | 51 | 4 | 10 | 15 | 2 | 0 | 28 | 25 | 0.53 | 0.69 |
| Magnolia at Cypress | Woodside | RO | | DTST | 178 | 0 | 5 | 17 | 2 | 0 | 37 | 34 | 0.70 | 0.94 |
| Sequoia at Cypress | Woodside | RO | | DTST | 62 | 0 | 5 | 8 | 0 | 0 | 15 | 12 | 0.28 | 0.33 |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 0.95 | | Traffic to Sales: 20 : 1 | | | | 154 | 429 | 22 | 1 | 837 | 515 | Net: 21 |
| City Codes: SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks | | | | | | | | | | | | | | |

| North Sacramento | | | | 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 | |
| Artisan - The Cove | Beazer | SO | DTMJ | 145 | 0 | 15 | 7 | 0 | 0 | 22 | 17 | 0.46 | 0.47 | |
| Edgeview - The Cove | Beazer | SO | ATST | 156 | 0 | 26 | 27 | 0 | 0 | 8 | 8 | 0.72 | 0.72 | |
| Westward - The Cove | Beazer | SO | DTMJ | 122 | 0 | 9 | 9 | 1 | 0 | 21 | 21 | 0.91 | 0.91 | |
| Windrow - The Cove | Beazer | SO | DTST | 167 | 0 | 6 | 13 | 1 | 0 | 42 | 37 | 0.97 | 1.03 | |
| Bloom | DR Horton | SO | DTST | 84 | 0 | 10 | 13 | 1 | 1 | 60 | 60 | 2.59 | 2.59 | |
| Castile at Parkebridge | DR Horton | SO | DTST | 152 | 0 | 8 | 20 | 0 | 0 | 99 | 61 | 1.37 | 1.69 | |
| Mbraga | DR Horton | AO | DTMJ | 162 | 0 | 6 | 8 | 2 | 0 | 8 | 8 | 1.30 | 1.30 | |
| Ravenna at Parkebridge | DR Horton | SO | DTST | 106 | 6 | 9 | 15 | 4 | 0 | 53 | 53 | 1.96 | 1.96 | |
| Verano at Parkebridge | DR Horton | SO | DTMJ | 136 | 0 | 6 | 15 | 0 | 0 | 121 | 66 | 1.63 | 1.83 | |
| Montauk at the Hamptons | KB Home | SO | DTMJ | 342 | 0 | 2 | 16 | 0 | 0 | 340 | 55 | 1.35 | 1.53 | |
| Amberwood at Natomas Meadows | Lennar | SO | DTST | 75 | 0 | 1 | 1 | 0 | 0 | 74 | 16 | 0.92 | 0.44 | |
| NUVO Artisan Square | The New Home Co | SO | ATST | 115 | 0 | 7 | 28 | 1 | 0 | 12 | 12 | 0.55 | 0.55 | |
| Mystique | Watt | SO | ATST | 57 | 4 | 5 | 34 | 2 | 0 | 23 | 23 | 0.51 | 0.64 | |
| TOTALS: No. Reporting: 13 | | Avg. Sales: 0.85 | | Traffic to Sales: 17 : 1 | | | 110 | 206 | 12 | 1 | 883 | 437 | Net: 11 | |
| City Codes: SO = Sacramento, AO = Antelope | | | | | | | | | | | | | | |

| 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 Russel Ranch | Anthem United | FM | | DTMJ | 97 | 0 | 6 | 21 | 1 | 0 | 19 | 19 | 0.73 | 0.73 |
| Farmhouse at Willow Creek | Black Pine | FM | | DTMJ | 126 | 0 | 4 | 28 | 4 | 0 | 113 | 33 | 0.88 | 0.92 |
| Copperwood at Folsom Ranch | Lennar | FM | | DTMJ | 100 | 0 | 1 | 10 | 2 | 0 | 99 | 31 | 0.88 | 0.86 |
| Oakleaf at Folsom Ranch | Lennar | FM | | DTMJ | 81 | 0 | 1 | 10 | 0 | 0 | 80 | 21 | 0.71 | 0.58 |
| Steel Canyon at Russell Ranch | Meritage | FM | | DTMJ | 114 | 0 | 8 | 30 | 1 | 0 | 28 | 28 | 0.89 | 0.89 |
| Ladera at White Rock | Richmond American | FM | | DTMJ | 56 | 0 | 9 | 8 | 0 | 0 | 10 | 10 | 0.66 | 0.66 |
| Mesa at White Rock | Richmond American | FM | | DTMJ | 13 | 0 | 5 | 4 | 0 | 0 | 4 | 4 | 0.39 | 0.39 |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 0 | 10 | 16 | 0 | 0 | 32 | 27 | 0.76 | 0.75 |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | | DTMJ | 111 | 0 | 5 | 17 | 5 | 0 | 49 | 49 | 1.25 | 1.36 |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 0 | 5 | 50 | 2 | 0 | 21 | 21 | 0.75 | 0.75 |
| Brookstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 145 | 0 | 8 | 48 | 0 | 0 | 56 | 52 | 1.37 | 1.44 |
| Waterstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 77 | 4 | 9 | 48 | 3 | 0 | 45 | 36 | 1.10 | 1.00 |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 1.50 | | Traffic to Sales: 16 : 1 | | | | 71 | 290 | 18 | 0 | 556 | 331 | Net: 18 |
| City Codes: FM= Folsom | | | | | | | | | | | | | | |

| El Dorado 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 | |
| Manzanita at Saratoga | Elliott | EH | DTMJ | 202 | 5 | 3 | 36 | 2 | 0 | 2 | 2 | 0.93 | 0.93 | |
| Saratoga Estates- Alder | Elliott | EH | DTMJ | 115 | 0 | 8 | 47 | 0 | 0 | 12 | 12 | 1.65 | 1.65 | |
| Hidden Lake at Serrano | K Hovnanian | EH | DTMJ | 40 | 4 | 7 | 16 | 3 | 0 | 6 | 6 | 1.91 | 1.91 | |
| Cypress at Serrano | Lennar | EH | DTMJ | 65 | 0 | 3 | 6 | 0 | 0 | 62 | 23 | 0.50 | 0.64 | |
| Hawk View at Bass Lake Hills | Lennar | EH | DTMJ | 114 | 0 | 8 | 16 | 0 | 0 | 39 | 38 | 1.00 | 1.06 | |
| Heritage El Dorado Hills-Estates | Lennar | EH | DTST | 97 | 0 | 9 | 8 | 0 | 0 | 49 | 18 | 0.48 | 0.50 | |
| Heritage El Dorado Hills-Legends | Lennar | EH | DTST | 164 | 0 | 11 | 8 | 0 | 0 | 101 | 36 | 0.98 | 1.00 | |
| Heritage El Dorado Hills-Mosaic | Lennar | EH | DTST | 369 | 0 | 8 | 8 | 1 | 0 | 94 | 47 | 0.91 | 1.31 | |
| Heritage El Dorado Hills-Reflections | Lennar | EH | DTST | 140 | 0 | 1 | 6 | 0 | 0 | 139 | 30 | 0.93 | 0.83 | |
| Ridgeview Estates at Blackstone | Lennar | EH | DTMJ | 24 | 0 | 7 | 5 | 1 | 0 | 16 | 10 | 0.34 | 0.28 | |
| Sienna Ridge Estates | Lennar | EH | DTMJ | 76 | 0 | 6 | 16 | 3 | 0 | 46 | 28 | 0.60 | 0.78 | |
| Collina at Serrano | Woodside | EH | DTMJ | 72 | 0 | 7 | 17 | 2 | 0 | 21 | 20 | 0.45 | 0.56 | |
| TOTALS: No. Reporting: 12 | Avg. Sales: 1.00 | | Traffic to Sales: 16 : 1 | | | | 78 | 189 | 12 | 0 | 587 | 270 | Net: 12 | |
| City Codes: EH = El Dorado Hills | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|--------------|----------------|---------------|
| Placer County | | | | | Projects Participating: 44 | | | | | | | In Area : 44 | | |
| | | | | | 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 |
| Cerrada | DR Horton | LL | | DTMJ | 166 | 4 | 7 | 6 | 3 | 0 | 22 | 22 | 0.81 | 0.81 |
| Broadlands | JMC | LL | | DTST | 77 | 5 | 8 | 23 | 3 | 0 | 15 | 15 | 1.62 | 1.62 |
| Monument Village at Sierra Vista | JMC | RV | | DTST | 92 | 0 | 5 | 50 | 0 | 0 | 81 | 33 | 1.24 | 0.92 |
| Palisade Village | JMC | RV | | DTST | 88 | 0 | 5 | 55 | 0 | 0 | 79 | 65 | 1.62 | 1.81 |
| Pinnacle Village | JMC | RV | | DTMJ | 83 | 0 | 5 | 41 | 1 | 0 | 65 | 32 | 0.98 | 0.89 |
| Ridge at Whitney Ranch II | JMC | RK | | DTST | 48 | 0 | 8 | 22 | 0 | 0 | 27 | 27 | 0.87 | 0.87 |
| Sentinel | JMC | RV | | DTST | 132 | 0 | 7 | 52 | 1 | 1 | 51 | 51 | 1.96 | 1.96 |
| Valleybrook at Fiddymment Farm | JMC | RV | | DTMJ | 78 | 0 | 1 | 4 | 0 | 0 | 77 | 30 | 0.75 | 0.83 |
| Westview at Whitney Ranch | JMC | RK | | DTMJ | 97 | 4 | 7 | 30 | 4 | 0 | 78 | 34 | 1.02 | 0.94 |
| Wildwood | JMC | RV | | DTMJ | 134 | 0 | 3 | 17 | 1 | 1 | 131 | 37 | 0.69 | 1.03 |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 6 | 3 | 2 | 0 | 41 | 41 | 2.04 | 2.04 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 50 | 0 | 7 | 5 | 0 | 0 | 16 | 16 | 0.50 | 0.50 |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 4 | 9 | 2 | 1 | 0 | 54 | 31 | 0.74 | 0.86 |
| Cadence at WestPark | KB Home | RV | | DTST | 88 | 5 | 8 | 26 | 2 | 0 | 79 | 45 | 1.05 | 1.25 |
| Oak Vista | KB Home | RK | | DTMJ | 59 | 0 | 2 | 13 | 1 | 0 | 57 | 30 | 0.85 | 0.83 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 4 | 10 | 17 | 1 | 0 | 75 | 53 | 1.12 | 1.47 |
| Corvara at Fiddymment Farm | Lennar | RV | | DTMJ | 134 | 0 | 8 | 14 | 0 | 0 | 95 | 51 | 1.10 | 1.42 |
| Heritage Solaire-Eclipse | Lennar | RV | | AASF | 155 | 0 | 6 | 13 | 2 | 0 | 115 | 41 | 0.95 | 1.14 |
| Heritage Solaire-Larissa | Lennar | RV | | AASF | 162 | 0 | 12 | 13 | 0 | 0 | 92 | 19 | 0.75 | 0.53 |
| Heritage Solaire-Meridian | Lennar | RV | | AASF | 176 | 0 | 6 | 13 | 0 | 0 | 117 | 33 | 0.93 | 0.92 |
| LaMaison II at Diamond Creek | Lennar | RV | | DTMJ | 50 | 0 | 9 | 5 | 0 | 0 | 26 | 23 | 0.55 | 0.64 |
| Novara at Fiddymment | Lennar | RV | | DTMJ | 105 | 4 | 9 | 10 | 1 | 0 | 10 | 10 | 1.11 | 1.11 |
| Pavia at Fiddymment Farm | Lennar | RV | | DTMJ | 94 | 0 | 9 | 10 | 0 | 1 | 10 | 10 | 0.99 | 0.99 |
| Sausalito Walk | Lennar | RV | | DTST | 100 | 0 | 7 | 5 | 1 | 0 | 11 | 11 | 0.73 | 0.73 |
| Durango | Meritage | RK | | DTST | 122 | 0 | 2 | 10 | 2 | 0 | 120 | 37 | 0.90 | 1.03 |
| Summit II, The | Meritage | RV | | DTMJ | 92 | 4 | 8 | 33 | 6 | 1 | 66 | 46 | 1.02 | 1.28 |
| Sierra Oaks | Next New Homes | CF | | DTMJ | 34 | 0 | 6 | 6 | 0 | 0 | 8 | 8 | 0.25 | 0.25 |
| Eastridge at Whitney Ranch | Richmond American | RK | | DTMJ | 75 | 0 | 7 | 43 | 0 | 0 | 10 | 10 | 0.90 | 0.90 |
| Fieldstone at Fiddymment Ranch | Richmond American | RV | | DTST | 71 | 0 | 7 | 9 | 1 | 1 | 34 | 34 | 1.31 | 1.31 |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 150 | 0 | 7 | 11 | 0 | 0 | 21 | 21 | 1.48 | 1.48 |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 62 | 0 | 9 | 3 | 0 | 0 | 17 | 17 | 1.20 | 1.20 |
| Catalina at Fiddymment Farm | Taylor Morrison | RV | | DTST | 47 | 0 | 7 | 11 | 2 | 0 | 26 | 26 | 0.83 | 0.83 |
| Liberty Village | Taylor Morrison | RV | | DTST | 53 | 0 | 8 | 9 | 0 | 0 | 45 | 38 | 0.90 | 1.06 |
| Monarch at Fiddymment Farm | Taylor Morrison | RV | | DTMJ | 91 | 0 | 6 | 10 | 2 | 0 | 36 | 32 | 0.80 | 0.89 |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 82 | 0 | 8 | 9 | 0 | 0 | 17 | 17 | 1.20 | 1.20 |
| Canyon View Whitney Ranch | The New Home Co | RK | | DTMJ | 92 | 0 | 4 | 21 | 0 | 0 | 78 | 21 | 0.60 | 0.58 |
| Park View at Whitney Ranch | The New Home Co | RK | | DTST | 60 | 0 | 7 | 15 | 0 | 0 | 39 | 16 | 0.51 | 0.44 |
| Summit at Whitney Ranch | TimLewis | RK | | DTMJ | 82 | 0 | 8 | 29 | 1 | 0 | 30 | 19 | 0.56 | 0.53 |
| La Madera at Twelve Bridges | TRI Pointe | LL | | DTST | 102 | 4 | 8 | 19 | 1 | 0 | 54 | 27 | 0.79 | 0.75 |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 9 | 20 | 0 | 0 | 36 | 35 | 1.24 | 1.24 |
| Hills at Paradise | Woodside | RV | | DTST | 58 | 4 | 7 | 9 | 2 | 0 | 48 | 26 | 0.61 | 0.72 |
| Flamonte at Twelve Bridges | Woodside | LL | | DTMJ | 95 | 0 | 12 | 13 | 2 | 0 | 40 | 24 | 0.51 | 0.67 |
| Ridge at Paradise | Woodside | RV | | DTST | 42 | 0 | 7 | 4 | 0 | 0 | 29 | 17 | 0.37 | 0.47 |
| Tramonte at Twelve Bridges | Woodside | LL | | DTMJ | 100 | 0 | 6 | 10 | 0 | 0 | 34 | 24 | 0.44 | 0.67 |
| TOTALS: No. Reporting: 44 | | Avg. Sales: 0.86 | | Traffic to Sales: 17 : 1 | | | | 307 | 743 | 43 | 5 | 2212 | 1255 | Net: 38 |
| City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, CF = Colfax | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-------------------------------|-----------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|
| 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. Sl's /Week | Av. Sl's /YTD |
| Timberwood Estates | Hilbers | GV | | DTST | 45 | 0 | 7 | 8 | 1 | 0 | 8 | 4 | 0.09 | 0.11 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 8 : 1 | | | 7 | 8 | 1 | 0 | 8 | 4 | Net: 1 | |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | | |

| Yolo 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. Sl's /Week | Av. Sl's /YTD |
| Riverchase | Anthem United | WS | DTMJ | 222 | 6 | 7 | 5 | 3 | 0 | 134 | 53 | 0.92 | 1.47 |
| Aspire at Stone's Throw | K Hovnanian | VN | DTST | 100 | 0 | 5 | 3 | 2 | 0 | 60 | 43 | 1.07 | 1.19 |
| Bradford at Spring Lake | KB Home | WL | DTST | 112 | 0 | 2 | 27 | 3 | 0 | 56 | 36 | 0.75 | 1.00 |
| Magnolia at Spring Lake | Lennar | WL | DTMJ | 78 | 4 | 7 | 8 | 1 | 1 | 33 | 14 | 0.54 | 0.39 |
| Summerstone at Spring Lake | Lennar | WL | DTST | 87 | 0 | 4 | 8 | 1 | 0 | 47 | 36 | 0.77 | 1.00 |
| Sunflower at Spring Lake | Lennar | WL | DTMJ | 85 | 4 | 9 | 8 | 3 | 0 | 54 | 30 | 0.90 | 0.83 |
| Cannery - Tilton | Shea | DV | DTMJ | 76 | 0 | 2 | 1 | 0 | 0 | 74 | 2 | 0.28 | 0.06 |
| Spring Lake - Ivy | Taylor Morrison | WL | DTMJ | 44 | 0 | 10 | 2 | 0 | 0 | 31 | 15 | 0.26 | 0.42 |
| Spring Lake - Laurel | Taylor Morrison | WL | DTMJ | 100 | 0 | 10 | 21 | 0 | 0 | 56 | 23 | 0.48 | 0.64 |
| Spring Lake - Olive | Taylor Morrison | WL | DTMJ | 70 | 0 | 8 | 7 | 1 | 0 | 61 | 28 | 0.53 | 0.78 |
| Cannery - Gala | The New Home Co | DV | ATMJ | 120 | 0 | 7 | 2 | 0 | 0 | 67 | 12 | 0.44 | 0.33 |
| Pines at Spring Lake | Woodside | WL | DTMJ | 83 | 0 | 6 | 6 | 2 | 0 | 20 | 20 | 0.65 | 0.65 |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 1.25 | | Traffic to Sales: 6 : 1 | | | 77 | 98 | 16 | 1 | 693 | 312 | Net: 15 |
| City Codes: WS = West Sacramento, VN=Winters, WL = Woodland, DV = Davis | | | | | | | | | | | | | |

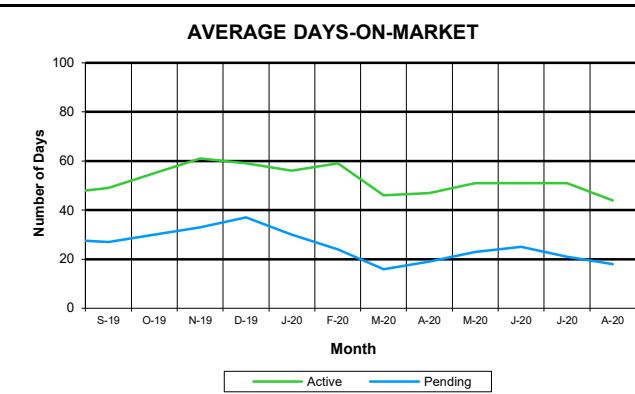
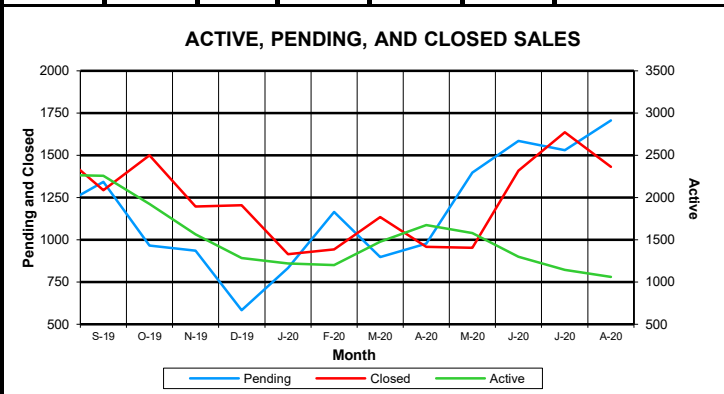
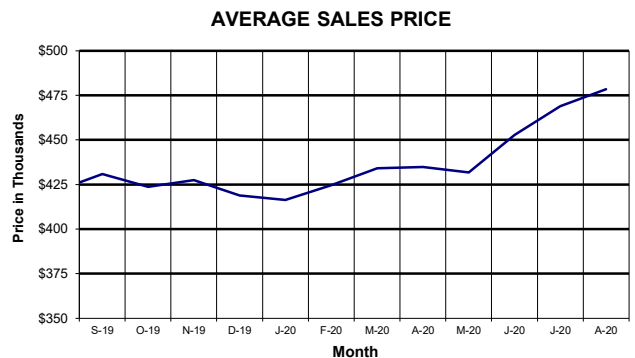
| Sutter County | | | | | Projects Participating: 1 | | | | | | | In Area : 1 | | | |
|---------------------------|--|------------------|--|----|---------------------------|----------|------------|---------|------------|-----------|--------------|-------------|----------------|---------------|------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD | |
| Aspire at Garden Glen | | K Hovnanian | | LO | DTMJ | 170 | 0 | 7 | 11 | 2 | 1 | 53 | 53 | 2.20 | 2.20 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | | Traffic to Sales: 6 : 1 | | | 7 | 11 | 2 | 1 | 53 | 53 | Net: 1 | |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | | |

| 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. Sl's /Week | Av. Sl's /YTD |
| Cresleigh Bluffs at Flumas Ranch | Cresleigh TSO | FLK | DTST | 28 | 0 | TSO | 2 | 0 | 0 | 14 | 14 | 0.63 | 0.63 |
| Cresleigh Meadows at Flumas Ranch | Cresleigh | FLK | DTMJ | 147 | 0 | 4 | 40 | 4 | 0 | 28 | 28 | 0.96 | 0.96 |
| Cresleigh Riverside at Flumas Ranch | Cresleigh | FLK | DTMJ | 87 | 0 | 10 | 61 | 1 | 0 | 15 | 15 | 0.51 | 0.51 |
| Dorado | DR Horton | FLK | DTST | 57 | 0 | 8 | 29 | 0 | 0 | 49 | 49 | 1.44 | 1.44 |
| Summerset at The Orchards | JMC | MS | DTST | 60 | 0 | 8 | 15 | 0 | 0 | 33 | 33 | 2.04 | 2.04 |
| Sunhaven at The Orchard | JMC | MS | DTST | 71 | 0 | 3 | 5 | 0 | 0 | 68 | 38 | 0.89 | 1.06 |
| Sonoma Ranch | Lennar | FLK | DTST | 208 | 0 | 7 | 10 | 0 | 0 | 141 | 49 | 1.09 | 1.36 |
| Seasons at Thoroughbred Acres | Richmond American | OL | DTMJ | 139 | 0 | 1 | 12 | 0 | 0 | 2 | 2 | 0.93 | 0.93 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.63 | | Traffic to Sales: 35 : 1 | | | 41 | 174 | 5 | 0 | 350 | 228 | Net: 5 |
| City Codes: FLK = Flumas Lake, MS = Marysville, OL = Olivehurst | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | |
|---|------------------|-----------|--------------------------|------|-----------------------------|---------|------------|-----------|--------------|---------------|-----------|--|
| 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: 0.98 | | Traffic to Sales: 17 : 1 | | 1006 | 2644 | 158 | 10 | 7997 | 4195 | Net: 148 | |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | | | | |

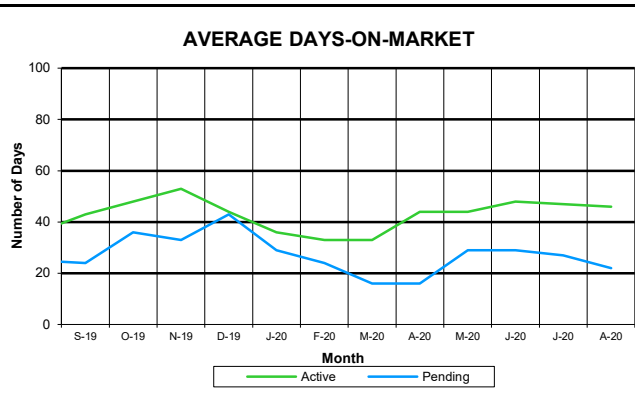
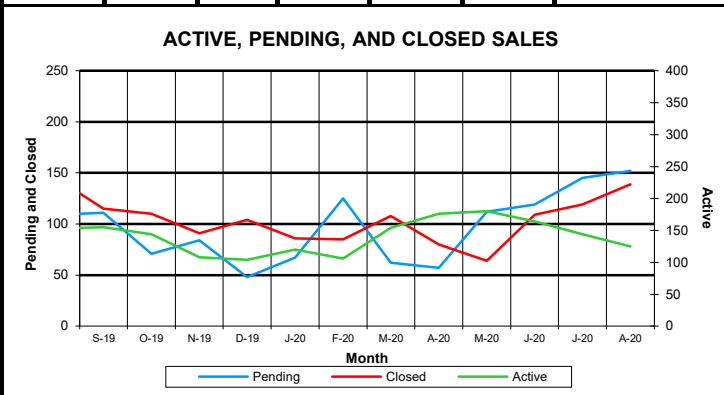
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 1,219 | 56 | 834 | 30 | 915 | \$416,266 |
| Feb-20 | 1,201 | 59 | 1,165 | 24 | 943 | \$424,530 |
| Mar-20 | 1,478 | 46 | 898 | 16 | 1,134 | \$434,110 |
| 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 |



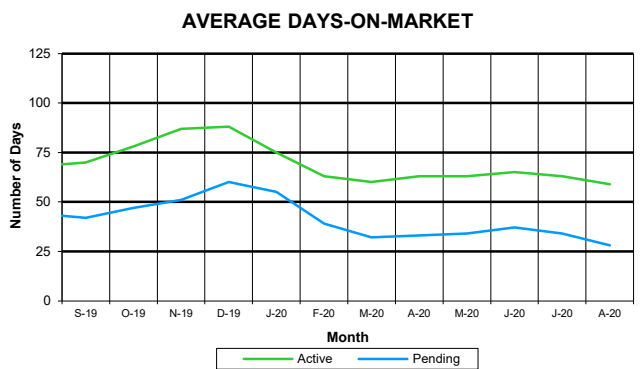
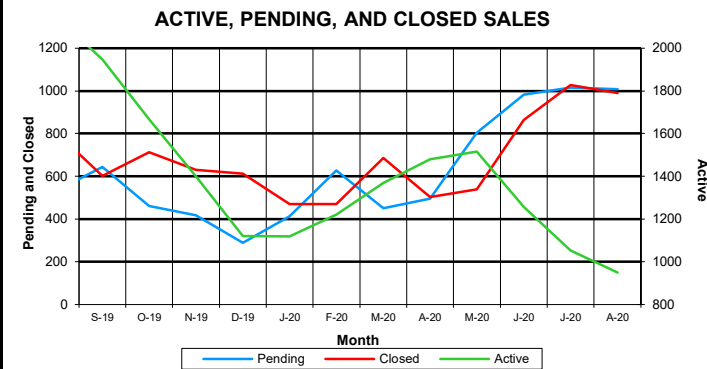
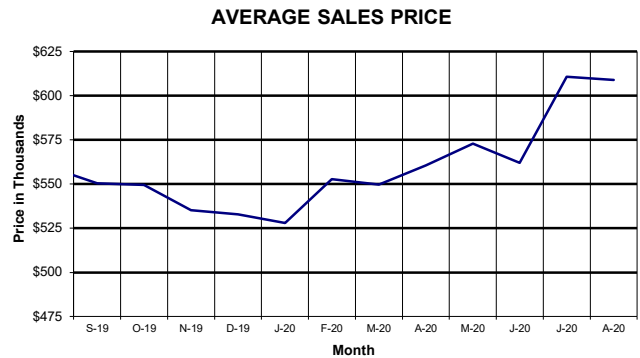
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 120 | 36 | 67 | 29 | 86 | \$253,652 |
| Feb-20 | 106 | 33 | 125 | 24 | 85 | \$248,818 |
| Mar-20 | 154 | 33 | 62 | 16 | 108 | \$274,597 |
| 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 |



Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 1,119 | 75 | 413 | 55 | 469 | \$528,029 |
| Feb-20 | 1,220 | 63 | 627 | 39 | 470 | \$552,805 |
| Mar-20 | 1,369 | 60 | 450 | 32 | 685 | \$549,616 |
| 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 |



Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jan-20 | 198 | 65 | 67 | 38 | 89 | \$495,834 |
| Feb-20 | 180 | 71 | 115 | 26 | 89 | \$493,057 |
| Mar-20 | 234 | 58 | 88 | 30 | 111 | \$548,466 |
| 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 |

