

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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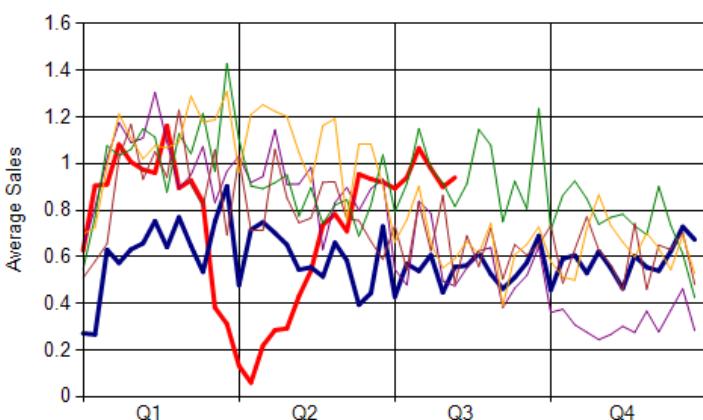


**Ending: Sunday, August 9, 2020**

## Bay Area Week 32

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
Alameda	43	441	31	3	28	0.65	0.64	1%	0.65	0%
Contra Costa	28	350	39	4	35	1.25	0.82	53%	1.03	21%
Sonoma, Napa	8	64	5	0	5	0.63	0.74	-16%	0.78	-20%
San Francisco, Marin	1	6	2	1	1	1.00	0.39	156%	0.38	160%
San Mateo	6	24	0	0	0	0.00	0.44	-100%	0.32	-100%
Santa Clara	31	348	26	2	24	0.77	0.74	5%	0.66	17%
Monterey, Santa Cruz, San Benito	17	332	27	0	27	1.59	0.95	68%	1.31	21%
Solano	16	272	29	8	21	1.31	0.76	72%	1.02	29%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>150</b>	<b>1837</b>	<b>159</b>	<b>18</b>	<b>141</b>	<b>0.94</b>	<b>0.74</b>	<b>27%</b>
Per Project Average			12	1.06	0.12	0.94				
<b>Year Ago - 08/11/2019</b>	<b>Traffic : Sales</b>	<b>26 : 1</b>	<b>169</b>	<b>2732</b>	<b>105</b>	<b>11</b>	<b>94</b>	<b>0.56</b>	<b>0.59</b>	<b>-6%</b>
% Change			-11%	-33%	51%	64%	50%	69%	26%	53%

### 52 Weeks Comparison



### Year to Date Averages Through Week 32

### 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	106	38	1.10	0.10	1.00	0.85
■	2016	130	31	0.91	0.11	0.81	0.73
■	2017	141	32	1.06	0.11	0.95	0.90
■	2018	125	30	0.98	0.09	0.89	0.70
■	2019	156	17	0.69	0.10	0.59	0.58
■	2020	152	12	0.86	0.12	0.74	0.74
% Change:		-3%	-28%	25%	22%	26%	27%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>2.81%</b>	APR <b>3.13%</b>	In a sign the housing market is leading the economy during the coronavirus outbreak sales of newly built, single-family homes rose to their highest level since the Great Recession, up 13.8% to a seasonally adjusted annual rate of 776,000 units in June, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The June rate is 6.9% higher than the June 2019 pace. "While Wall Street may have been expecting a smaller gain, anyone following the NAHB/Wells Fargo Housing Market Index would know these numbers are in line with what we are hearing from builders," said Chuck Fowke, chairman of the NAHB. "Builders are moving to ramp up production to meet growing demand." "Along with rising builder sentiment, we are seeing increasing consumer demand in the suburbs, exurbs and rural areas," said NAHB Chief Economist Robert Dietz. "At the same time, builders are dealing with supply-side concerns such as rising material costs, particularly lumber, which surpassed its 2018 price peak this week. Nonetheless, low inventory levels point to construction gains ahead." Source: National Association of Home Builders
FHA	RATE <b>2.70%</b>	APR <b>3.44%</b>	
10 Yr Yield	<b>0.57%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 27								In Area : 27		
Alameda County					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Enclave - Alpine Collection	Century	FR		DTMJ	33	0	2	6	1	0	31	31	0.98	0.97	
Enclave - Cascade Collection	Century	FR		ATMJ	43	4	6	5	4	0	24	24	0.76	0.75	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	4	5	1	0	16	16	0.40	0.50	
Camellia at Sanctuary Village	DR Horton	NK		DTMJ	85	0	3	8	0	0	82	26	1.08	0.81	
Motion at Mission Crossing	KB Home	HY		ATMJ	35	0	5	8	0	0	30	25	0.64	0.78	
Rosebriar at Sanctuary Village	KB Home	NK		DTMJ	96	0	3	13	2	0	93	25	1.11	0.78	
Reverie	Lafferty	CV		DTMJ	17	0	3	6	0	0	14	11	0.20	0.34	
Skylark at Sanctuary Village	Landsea	NK	Rsv's	DTMJ	108	0	3	20	0	0	81	38	1.21	1.19	
Fuse at Innovation	Lennar	FR		ATMJ	289	0	7	30	1	0	74	21	0.63	0.66	
Revo at Innovation	Lennar	FR		ATMJ	251	4	8	30	2	0	69	18	0.58	0.56	
Bishops Ridge	Meritage	LS		ATMJ	56	0	9	4	0	0	37	19	0.52	0.59	
Mission Crossing	Meritage	HY		ATST	140	0	9	9	0	0	74	43	0.76	1.34	
Centerville Station	Nuvera Homes	FR		ATST	52	0	3	7	0	1	46	26	0.69	0.81	
Boulevard Heights	Pulte	FR		ATMJ	67	0	3	3	0	0	64	12	0.63	0.38	
Parkside Heights	Pulte	HY		DTMJ	97	0	11	16	0	0	67	37	0.85	1.16	
Renato II	Pulte	FR		ATMJ	20	3	6	13	0	0	14	11	0.25	0.34	
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	5	18	0	0	84	32	0.78	1.00	
Theory at Innovation	Shea	FR		ATMJ	132	0	7	23	0	0	48	6	0.36	0.19	
Savant at Irvington	SiliconSage	FR		ATMJ	93	0	19	10	2	0	74	18	0.74	0.56	
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	31	14	0	0	50	16	0.48	0.50	
Front at SoHay	Taylor Morrison	HY		ATMJ	76	0	1	15	1	0	59	32	0.86	1.00	
Line at SoHay	Taylor Morrison	HY		ATMJ	198	0	21	15	3	0	41	27	0.60	0.84	
Prime at SoHay	Taylor Morrison	HY		ATMJ	126	0	6	12	1	1	46	26	0.67	0.81	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	3	5	0	0	7	7	0.64	0.64	
Palm	TRI Pointe	FR		DTMJ	31	0	3	14	0	0	23	12	0.23	0.38	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	10	10	0	0	18	18	0.78	0.78	
Baker + Jamison	Van Daele S/O	CV		ATST	20	0	S/O	5	2	0	20	17	0.56	0.53	
<b>TOTALS: No. Reporting: 27</b>	<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 16 : 1</b>				<b>191</b>	<b>324</b>	<b>20</b>	<b>2</b>	<b>1286</b>	<b>594</b>	<b>Net: 18</b>		

City Codes: FR = Fremont, NK = Newark, HY = Hayward, CV = Castro Valley, LS = San Leandro, OK = Oakland, AL = Alameda

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16								In Area : 16		
Amador Valley					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Fillmore at Boulevard	Brookfield	DB		ATMU	80	4	8	13	1	0	56	20	0.63	0.63	
Huntington at Boulevard	Brookfield	DB		DTMJ	106	0	9	13	0	0	81	15	0.53	0.47	
Hyde Park at Boulevard	Brookfield	DB		ATMU	102	0	13	11	1	0	23	23	1.05	1.05	
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	0	2	15	2	0	31	20	0.51	0.63	
Wilshire at Boulevard	Brookfield	DB		ATMU	75	0	8	8	0	0	59	9	0.50	0.28	
Auburn Grove	Lennar	LV		ATMU	100	0	7	2	0	0	45	19	0.69	0.59	
Downing at Boulevard	Lennar <b>TSO</b>	DB		ATMU	48	0	TSO	13	0	0	35	26	0.65	0.81	
Newbury at Boulevard	Lennar	DB		DTMJ	49	1	5	10	1	0	41	21	0.44	0.66	
Skyline at Boulevard	Lennar	DB		ATMU	114	2	3	12	1	0	27	21	0.67	0.66	
Union at Boulevard	Lennar	DB		ATMU	62	1	4	0	1	0	54	6	0.35	0.19	
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	5	5	1	0	54	21	0.58	0.66	
Rose Avenue Estates	Ponderosa	PL		DTMJ	16	0	1	0	0	0	15	4	0.15	0.13	
Sycamore	Ponderosa	PL		DTMJ	36	0	4	0	0	0	17	3	0.23	0.09	
Sage - Harmony	Shea	LV		ATMU	105	0	7	4	1	0	75	17	0.41	0.53	
Sage - Synergy	Shea	LV		ATMU	179	0	4	4	0	0	175	18	0.73	0.56	
Onyx at Jordan Ranch	TRI Pointe	DB		DTST	105	0	1	7	2	1	104	16	0.64	0.50	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 11 : 1</b>				<b>81</b>	<b>117</b>	<b>11</b>	<b>1</b>	<b>892</b>	<b>259</b>	<b>Net: 10</b>

City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton

Diablo Valley					Projects Participating: 3							In Area : 3			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Davidon At Wilder	Davidon	OR		DTMJ	60	0	4	2	0	0	55	14	0.35	0.44	
Mbraga Town n Center	KB Home	MG		ATMU	36	0	6	10	0	0	11	8	0.22	0.25	
Wilder	Taylor Morrison	OR		DTMJ	61	0	7	8	0	0	41	9	0.18	0.28	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>17</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>107</b>	<b>31</b>	<b>Net: 0</b>

City Codes: OR = Orinda, MG = Mbraga

San Ramon Valley					Projects Participating: 5							In Area : 5			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Foothills at The Preserve	Lennar	SR		DTMJ	72	0	1	17	0	0	71	6	0.63	0.19	
Highlands at The Preserve	Lennar	SR		DTMJ	121	0	9	17	0	0	63	16	0.56	0.50	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	2	17	0	0	1	1	0.19	0.19	
Meadows at The Preserve	Lennar	SR		DTMJ	63	0	1	17	2	0	62	23	0.55	0.72	
Ridgeview at the Preserve	Lennar	SR		ATMU	52	0	1	17	0	0	2	2	0.50	0.50	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 43 : 1</b>				<b>14</b>	<b>85</b>	<b>2</b>	<b>0</b>	<b>199</b>	<b>48</b>	<b>Net: 2</b>

City Codes: SR = San Ramon

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4								In Area : 4		
West Contra Costa					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC		ATMU	29	0	10	0	0	0	4	0	0.07	0.00	
Waterline Point Richmond	Shea	RM		ATMU	60	0	5	7	0	0	38	6	0.29	0.19	
Places at NOMA	Taylor Morrison	RM		DTST	95	0	9	13	0	0	55	13	0.57	0.41	
Rows at NOMA	Taylor Morrison	RM		ATMU	98	0	5	13	1	0	63	27	0.75	0.84	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.25</b>		<b>Traffic to Sales: 33 : 1</b>				<b>29</b>	<b>33</b>	<b>1</b>	<b>0</b>	<b>160</b>	<b>46</b>	<b>Net: 1</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 6								In Area : 6		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Celo at Sand Creek - Brio	Century	AN		DTMU	22	0	7	6	1	0	15	15	0.68	0.68	
Celo at Sand Creek - Prosper	Century	AN		DTMU	21	0	5	6	0	0	16	16	0.73	0.73	
Celo at Sand Creek - Sol	Century	AN		DTMU	21	4	7	6	3	0	10	10	0.91	0.91	
Park Ridge	Davidon	AN		DTMU	144	0	6	21	2	0	138	34	0.91	1.06	
Riverview at Monterra	K Hovnanian	AN		DTMU	100	0	5	7	1	0	52	37	0.82	1.16	
Verona	Meritage	AN		DTMU	117	4	6	1	3	0	88	43	1.01	1.34	
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 1.67</b>		<b>Traffic to Sales: 5 : 1</b>				<b>36</b>	<b>47</b>	<b>10</b>	<b>0</b>	<b>319</b>	<b>155</b>	<b>Net: 10</b>
City Codes: AN = Antioch															

East Contra Costa					Projects Participating: 10								In Area : 10		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Easton at Delaney Park	Brookfield	OY		DTMU	80	0	13	11	0	0	26	25	0.68	0.78	
Southport at Delaney Park	Brookfield	OY		DTMU	104	0	9	11	0	0	28	26	0.73	0.81	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	10	7	29	4	0	82	57	1.11	1.78	
2700 Empire	K Hovnanian	BT		DTMU	48	0	6	14	2	1	29	29	0.43	0.91	
Westerly at Delaney Park	KB Home	OY		DTST	103	4	6	41	3	0	47	47	1.06	1.47	
Palermo	Meritage <span style="color:red">S/O</span>	BT		DTMU	96	0	S/O	10	2	1	96	40	0.89	1.25	
Harper Parc	Nuvera Homes	BT		DTMU	84	0	4	10	0	1	76	33	0.66	1.03	
Terrene	Pulte	BT		DTMU	326	15	15	14	11	0	161	99	2.09	3.09	
Middlefield at Delaney Park	Richmond American	OY		DTMU	96	0	6	8	2	0	16	16	0.67	0.67	
Lark Hill	Shea	BT		DTMU	50	0	6	17	2	1	36	23	0.53	0.72	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 2.20</b>		<b>Traffic to Sales: 6 : 1</b>				<b>72</b>	<b>165</b>	<b>26</b>	<b>4</b>	<b>597</b>	<b>395</b>	<b>Net: 22</b>
City Codes: OY = Oakley, BT = Brentwood															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8										In Area : 8		
Sonoma, Napa Counties					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			
Mil Creek at Brody Ranch	DeNova	PET		ATST	138	4	10	10	3	0	113	72	1.09	2.25			
Mockingbird Lane	DeNova	SX		DTMJ	16	0	1	5	0	0	2	2	0.50	0.50			
Live Oak at University	KB Home	RP		DTST	104	4	9	14	1	0	30	18	0.53	0.56			
Aspect	Lafferty	PET		DTMJ	18	0	6	2	0	0	6	2	0.10	0.06			
Blume	Lafferty	RS	Rsv's	DTMJ	57	0	6	4	0	0	46	15	0.43	0.47			
Juniper at University	Richmond American	RP		DTMJ	150	0	6	17	1	0	95	37	0.80	1.16			
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	8	9	0	0	8	8	0.32	0.32			
Pear Tree	Taylor Morrison	NP		ATMJ	71	0	16	3	0	0	8	7	0.23	0.22			
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 13 : 1</b>				<b>62</b>	<b>64</b>	<b>5</b>	<b>0</b>	<b>308</b>	<b>161</b>	<b>Net: 5</b>		
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.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Hamilton Cottages	Ryder	NV		DTMJ	18	0	3	6	2	1	7	7	0.30	0.30		
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 3 : 1</b>				<b>3</b>	<b>6</b>	<b>2</b>	<b>1</b>	<b>7</b>	<b>7</b>	<b>Net: 1</b>	

San Mateo County					Projects Participating: 6							In Area : 6				
					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		
Residences at Anson	DR Horton	BU		ATMJ	22	0	18	3	0	0	4	4	0.30	0.30		
Skyline Ridge	DR Horton	SB		DTMJ	40	0	8	9	0	0	2	2	0.22	0.22		
Link 33	KB Home	RC		ATMU	33	5	9	3	0	0	2	2	0.14	0.14		
Residences at Wheeler Plaza	KB Home	CS		ATMJ	109	0	7	4	0	0	70	36	1.23	1.13		
Foster Square	Lennar	FC		ATMJ	200	0	6	0	0	0	155	21	0.72	0.66		
Waverly Cove	SummerHill	FC		ATMJ	20	0	1	5	0	0	10	10	0.37	0.37		
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>49</b>	<b>24</b>	<b>0</b>	<b>0</b>	<b>243</b>	<b>75</b>	<b>Net: 0</b>	
City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City																

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 31								In Area : 31		
Santa Clara County					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Asana	DeNova	SJ		DTMJ	250	4	9	26	1	0	121	49	1.31	1.53	
Prism	Dividend	SV	Rsv's	ATMJ	62	0	6	21	0	0	18	18	1.47	1.47	
Santorini	DR Horton	SV		ATMJ	18	0	7	3	1	0	11	11	0.35	0.34	
Catalyst at Communications Hill	KB Home	SJ		ATMJ	98	4	7	7	2	0	57	39	0.90	1.22	
Circuit	KB Home	ML		ATMJ	144	0	5	4	0	0	135	26	1.03	0.81	
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	4	7	12	2	0	84	31	0.93	0.97	
Platinum II at Communications Hill	KB Home	SJ		DTMJ	33	0	6	3	1	0	18	11	0.26	0.34	
Catalina	Landsea	SC	Rsv's	ATMJ	54	0	7	8	0	0	37	28	0.68	0.88	
Burgundy at Glen Loma	Lennar	GL		DTMJ	52	0	3	28	0	0	49	20	0.75	0.63	
Estancia - Towns	Lennar	MV		ATMJ	61	0	16	3	0	0	39	10	0.34	0.31	
Graham	Lennar	ML		ATMJ	215	0	7	0	0	0	3	3	0.09	0.09	
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	7	7	1	0	118	30	0.91	0.94	
Margaux at Glen Loma	Lennar	GL		DTMJ	84	4	8	28	1	0	54	36	0.83	1.13	
Provence at Glen Loma	Lennar	GL		DTMJ	43	0	5	28	0	0	38	19	0.42	0.59	
Capitol - Haven	Pulte	SJ		ATMJ	93	4	9	5	2	0	72	31	0.95	0.97	
Capitol - Retreat	Pulte	SJ		ATST	95	0	9	6	0	1	52	23	0.68	0.72	
UrbanOak Residences	Pulte	SJ		DTMJ	60	2	7	7	3	0	53	28	0.70	0.88	
UrbanOak Rows	Pulte	SJ		ATMJ	97	0	8	8	2	1	51	25	0.67	0.78	
UrbanOak Towns	Pulte	SJ		ATMJ	72	0	6	7	1	0	39	39	1.30	1.30	
UrbanOak Vistas	Pulte	SJ		ATMJ	66	4	9	8	3	0	8	8	0.98	0.98	
Montecito Place	SummerHill	MV		ATMJ	83	6	5	8	3	0	21	21	0.84	0.84	
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	4	3	4	1	0	58	27	0.71	0.84	
Nuevo - Terraces	SummerHill	SC		ATMJ	176	0	22	15	0	0	68	31	0.83	0.97	
Nuevo E-States	SummerHill	SC		DTMJ	41	0	7	1	0	0	16	13	0.35	0.41	
Elev8tion- Duets/SFD	Taylor Morrison	SV		DTMJ	22	0	7	5	0	0	15	13	0.42	0.41	
Elev8tion- Towns	Taylor Morrison	SV		ATMJ	96	0	11	5	0	0	17	15	0.47	0.47	
Glen Loma Ranch - Noir	TRI Pointe	GL		DTMJ	67	0	6	33	0	0	48	31	0.77	0.97	
Glen Loma Ranch- Blanc	TRI Pointe	GL		DTMJ	53	4	4	9	1	0	49	29	0.79	0.91	
Harmony	Trumark	SV	New	DTMJ	58	0	4	5	0	0	0	0	0.00	0.00	
Waverly Detached	Warmington	MV		DTMJ	4	0	2	22	0	0	0	0	0.00	0.00	
Waverly Townhomes	Warmington	MV		ATMJ	22	0	2	22	1	0	13	13	0.43	0.43	
<b>TOTALS: No. Reporting: 31</b>		<b>Avg. Sales: 0.77</b>		<b>Traffic to Sales: 13 : 1</b>				<b>221</b>	<b>348</b>	<b>26</b>	<b>2</b>	<b>1362</b>	<b>678</b>	<b>Net: 24</b>	

City Codes: SJ = San Jose, SV = Sunnyvale, ML = Milpitas, SC = Santa Clara, GL = Gilroy, MV = Mountain View

# The Ryness Report

Week Ending  
Sunday, August 9, 2020

Bay Area

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17								In Area : 17		
Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rmr'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cerrato	Century	HO		DTMJ	223	3	7	40	2	0	216	48	1.52	1.50	
East Garrison - Mnarch	Century	EG		DTST	66	0	4	14	1	0	62	20	0.74	0.63	
East Garrison- The Grove	Century	EG		DTST	95	4	8	14	1	0	72	30	0.86	0.94	
East Garrison- The Liberty	Century	EG		ATMJ	150	0	6	14	0	0	96	3	1.15	0.09	
Meadows at Allendale	DeNova	HO	Rsv's	DTST	111	6	7	21	6	0	56	46	1.27	1.44	
Bennett Ranch	K Hovnanian	HO		DTST	84	4	6	16	4	0	46	32	0.75	1.00	
Monte Bella II	KB Home	SL		DTST	78	0	4	11	3	0	40	40	2.15	2.15	
Sunnyside Estates	KB Home	HO		DTMJ	107	0	5	22	2	0	67	38	0.96	1.19	
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	6	13	1	0	64	30	0.95	0.94	
Carousel at Westfield	Kiper	HO	Rsv's	DTMJ	92	0	4	56	0	0	34	34	1.47	1.47	
Mayfair at Westfield	Kiper	HO		DTMJ	50	4	6	56	0	0	8	8	1.60	1.60	
Serenity at Santana Ranch	Legacy	HO		DTMJ	143	0	6	15	2	0	127	31	0.83	0.97	
Rancho Vista	Meritage	SJB		DTMJ	85	0	1	7	2	0	84	34	0.71	1.06	
Solorio	Meritage	HO		DTST	65	0	7	12	3	0	31	31	1.07	1.07	
Solorio - 27's	Meritage	HO		ATST	36	0	11	1	0	0	17	17	0.59	0.59	
Cove Scotts Valley	Ryder	SV		ATMJ	25	2	10	8	0	0	0	0	0.00	0.00	
Maple Park	Stone Bridge	HO		DTST	49	0	3	12	0	0	42	42	1.33	1.31	
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 1.59</b>			<b>Traffic to Sales: 12 : 1</b>				<b>101</b>	<b>332</b>	<b>27</b>	<b>0</b>	<b>1062</b>	<b>484</b>	<b>Net: 27</b>

City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SJB = San Juan Bautista, SV = Scotts Valley

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16								In Area : 16		
					Units	New Rel.	Rel'd Rmr'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Greenwich at Parklane	DR Horton	DX		DTST	83	4	7	12	3	1	57	43	1.14	1.34	
Brookline	Meritage	FF		DTMJ	76	0	3	2	3	1	73	46	0.89	1.44	
Cambridge at Brighton Landing	Meritage	VC		DTMJ	67	4	9	3	1	0	35	35	1.21	1.21	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	0	7	49	2	0	7	7	0.43	0.43	
Enclave at Vanden Estates	Richmond American	VC		DTMJ	37	0	5	2	0	0	32	17	0.47	0.53	
Midway Grove	Richmond American	DX	New	DTMJ	88	4	1	3	3	0	3	3	2.63	2.63	
Monterra at Vanden Estates	Richmond American	VC		DTST	64	0	10	5	3	2	54	34	0.77	1.06	
Orchards at Valley Glen II	Richmond American	DX		DTMJ	122	0	9	9	4	1	87	42	0.97	1.31	
Piedmont at Vanden Estates	Richmond American	VC		DTMJ	47	4	9	4	2	1	33	13	0.47	0.41	
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	0	11	3	1	0	50	24	0.71	0.75	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	0	6	37	1	0	28	9	0.34	0.28	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	0	6	37	0	1	25	8	0.32	0.25	
Preston at Brighton Landing	The New Home Co	VC		DTST	87	4	8	40	3	0	52	33	0.81	1.03	
Sheffield at Brighton Landing	The New Home Co	VC		DTST	120	4	5	40	2	0	35	18	0.55	0.56	
Lantana at the Village	TRI Pointe	FF	Rsv's	DTMJ	133	4	7	22	1	1	92	29	0.97	0.91	
Addington at Brighton Landing	Woodside	VC		DTST	190	0	3	4	0	0	187	24	0.99	0.75	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 1.31</b>			<b>Traffic to Sales: 9 : 1</b>				<b>106</b>	<b>272</b>	<b>29</b>	<b>8</b>	<b>850</b>	<b>385</b>	<b>Net: 21</b>

City Codes: DX = Dixon, FF = Fairfield, VC = Vacaville

# The Ryness Report

*Week Ending*  
Sunday, August 9, 2020

Bay Area

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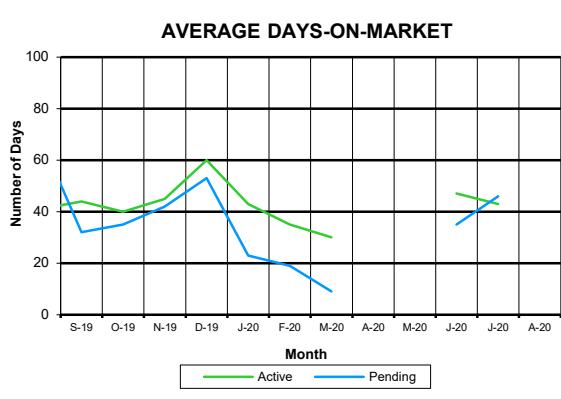
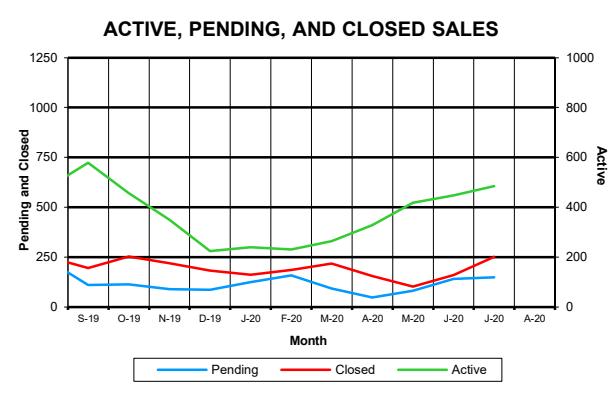
Development Name	Developer	City Code	Notes	Type	Projects Participating: 150						In Area : 150	
Bay Area					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 150</b>					982	1837	159	18	7392	3318	Net: 141	

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

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

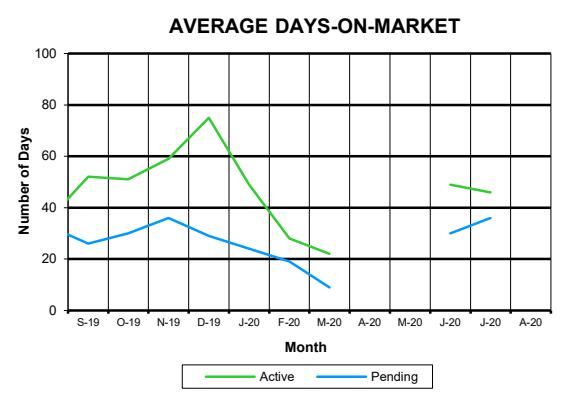
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-19	224	60	86	53	182	\$748,089
Jan-20	240	43	124	23	162	\$783,393
Feb-20	231	35	159	19	185	\$784,414
Mar-20	264	30	93	9	217	\$804,428
Apr-20	328	N/A	48	N/A	155	\$836,867
May-20	418	N/A	81	N/A	102	\$775,188
Jun-20	448	47	140	35	160	\$791,847
Jul-20	485	43	149	46	251	\$818,151



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-19	250	75	144	29	450	\$1,235,638
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	N/A	171	N/A	368	\$1,368,416
May-20	692	N/A	307	N/A	313	\$1,365,204
Jun-20	649	49	390	30	490	\$1,384,959
Jul-20	601	46	426	36	604	\$1,370,879





# The Ryness Company

Marketing Research Department

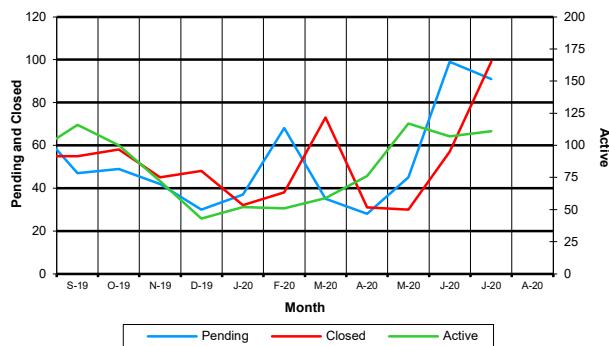
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

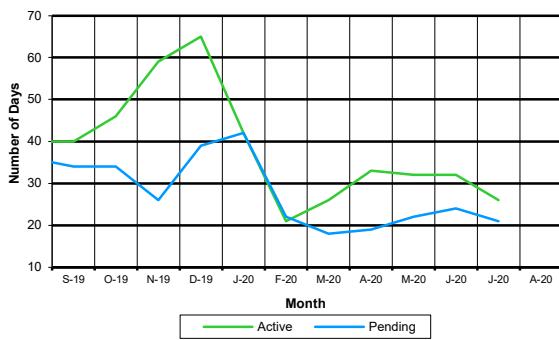
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	43	65	30	39	48	\$666,867
Jan-20	52	42	37	42	32	\$672,787
Feb-20	51	21	68	22	38	\$645,334
Mar-20	59	26	35	18	73	\$673,281
Apr-20	76	33	28	19	31	\$738,515
May-20	117	32	45	22	30	\$649,119
Jun-20	107	32	99	24	57	\$667,268
Jul-20	111	26	91	21	99	\$699,711



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

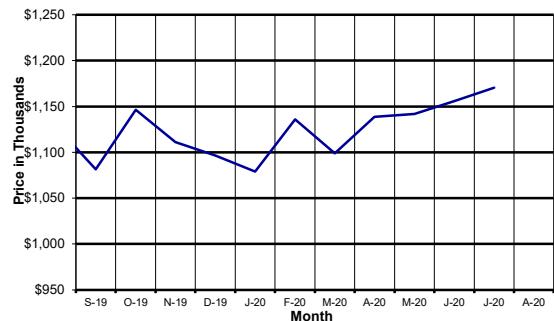


## Amador Valley SFD Monthly MLS Survey

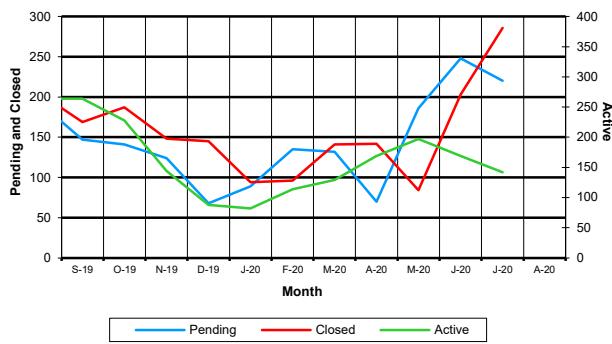
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	88	78	68	32	145	\$1,096,532
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

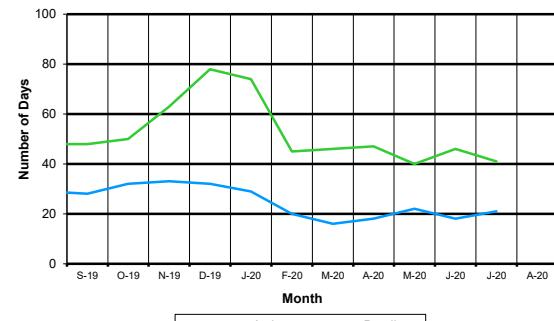
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



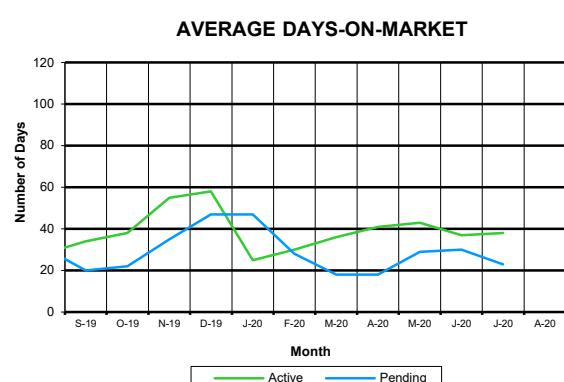


# The Ryness Company

Marketing Research Department

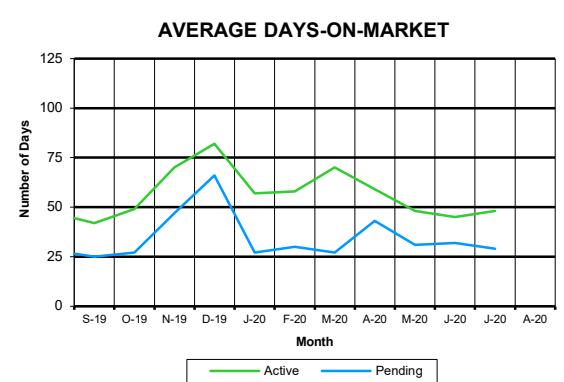
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	53	58	32	47	46	\$663,449
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



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	235	82	52	66	161	\$1,271,198
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





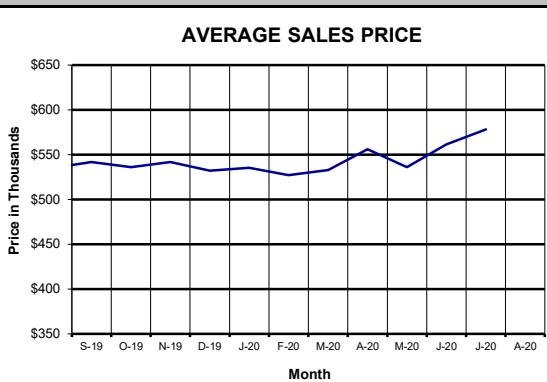
# The Ryness Company

Marketing Research Department

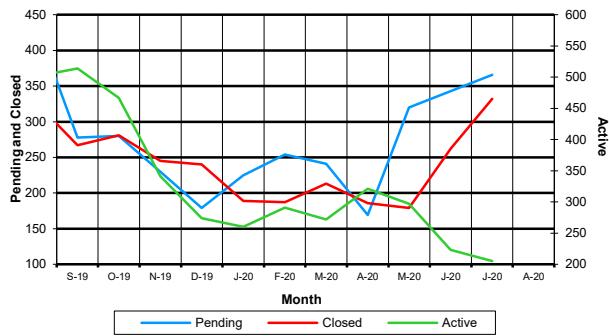
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

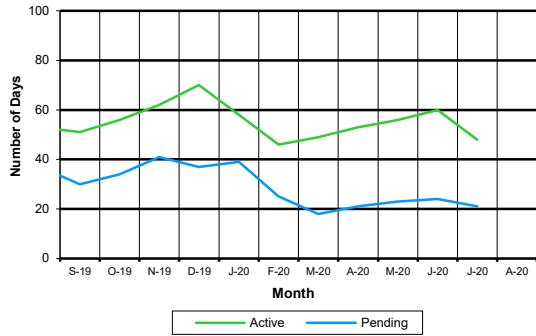
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-19	274	70	179	\$532,342
Jan-20	260	58	225	\$535,540
Feb-20	291	46	254	\$527,153
Mar-20	272	49	241	\$533,030
Apr-20	321	53	169	\$556,220
May-20	297	56	320	\$536,187
Jun-20	223	60	343	\$561,397
Jul-20	205	48	366	\$578,252



### ACTIVE, PENDING, AND CLOSED SALES



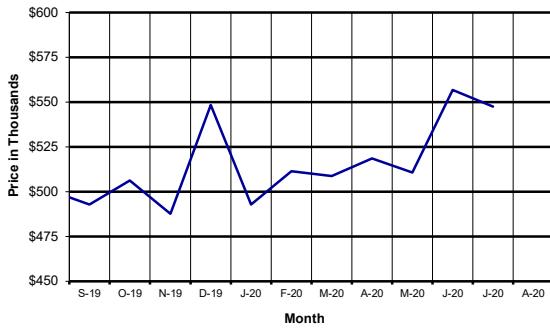
### AVERAGE DAYS-ON-MARKET



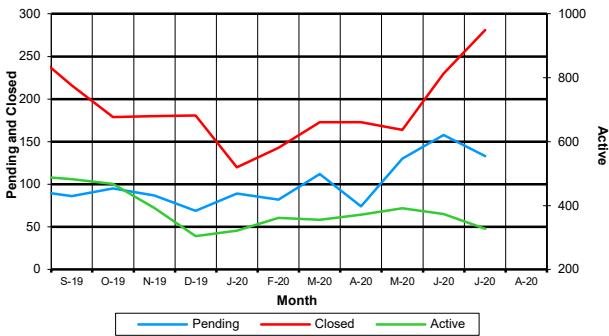
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-19	305	70	69	\$548,516
Jan-20	322	75	89	\$492,825
Feb-20	362	53	82	\$511,392
Mar-20	356	52	112	\$508,780
Apr-20	372	56	74	\$518,680
May-20	392	54	130	\$510,767
Jun-20	374	51	158	\$556,773
Jul-20	328	47	133	\$547,595

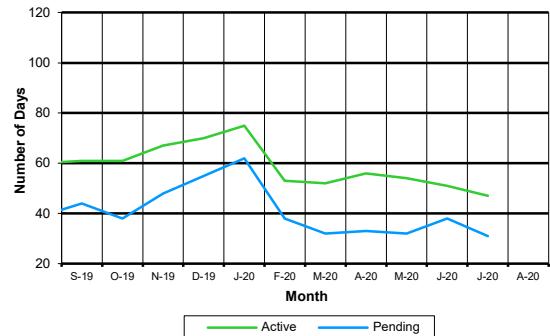
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



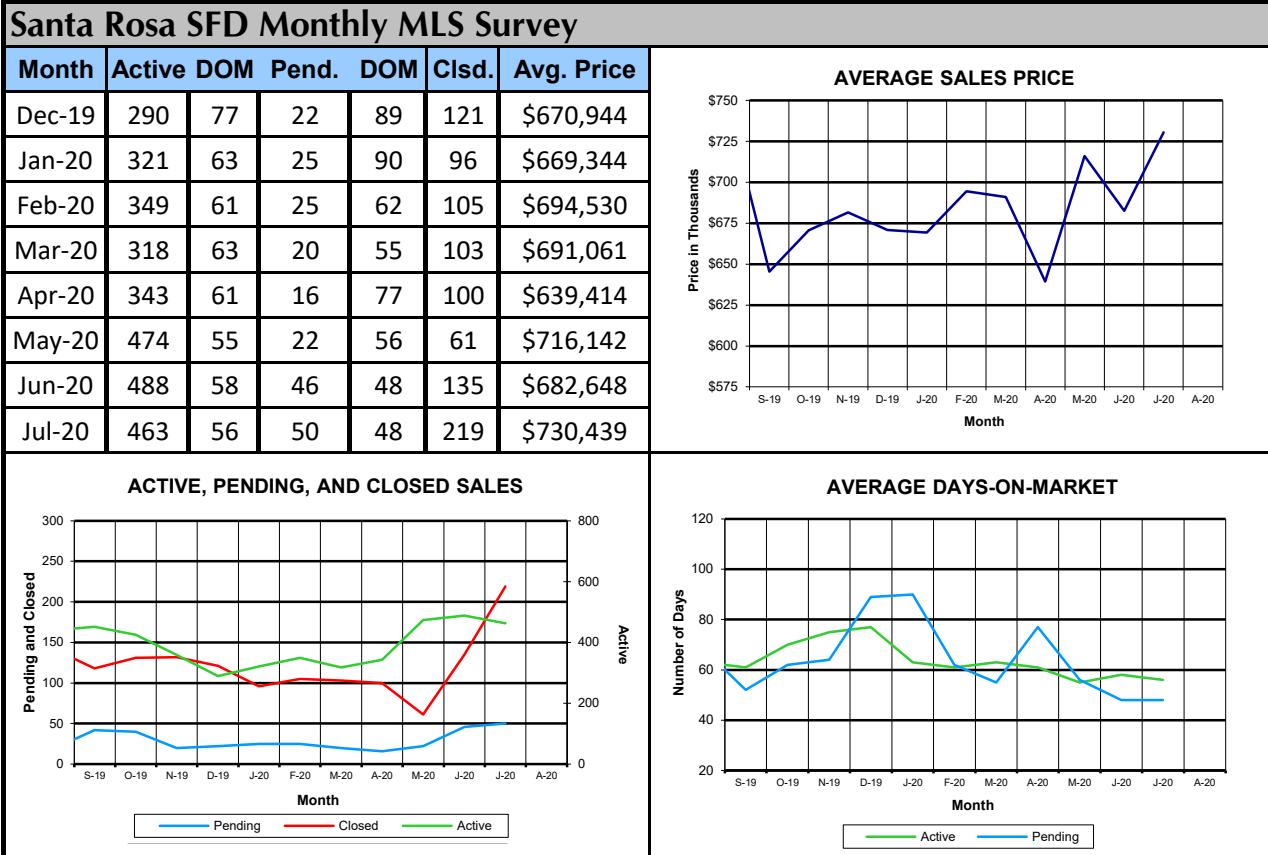
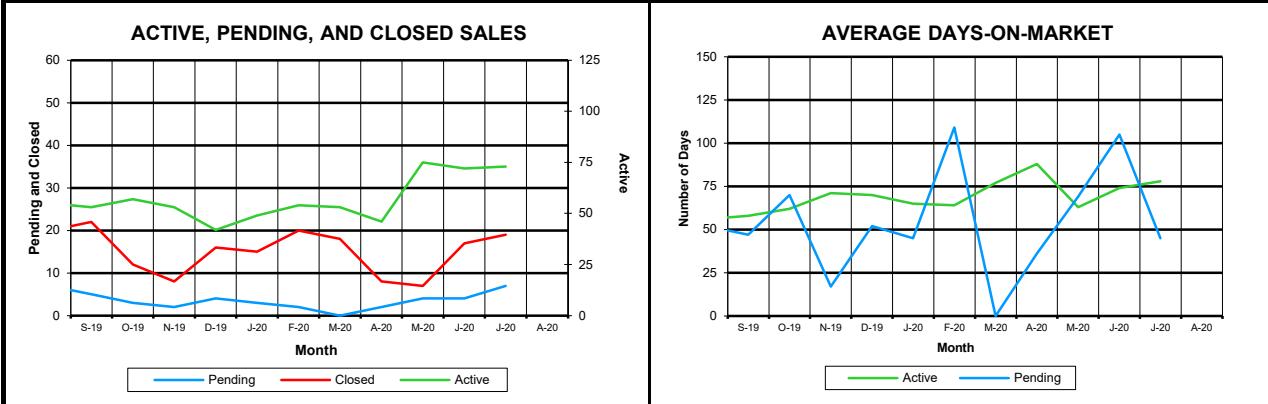


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Dec-19	42	70	4	\$352,588
Jan-20	49	65	3	\$362,939
Feb-20	54	64	2	\$382,438
Mar-20	53	77	0	\$394,247
Apr-20	46	88	2	\$442,500
May-20	75	63	4	\$319,500
Jun-20	72	74	4	\$365,807
Jul-20	73	78	7	\$385,526



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

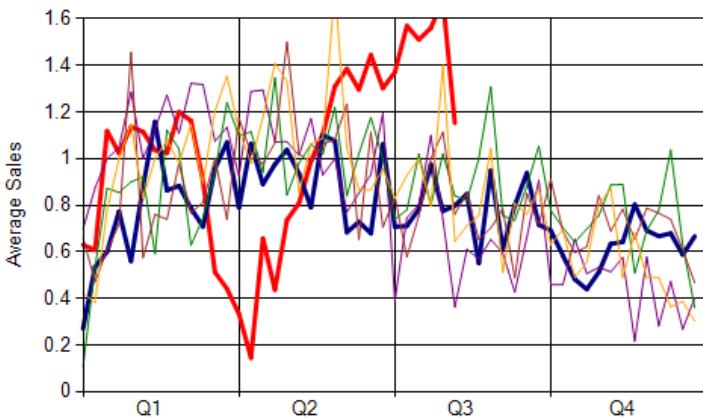
## Central Valley

Week 32

Ending: Sunday, August 9, 2020

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		19	821	29	3	26	1.37	1.08	27%	1.31	4%	
San Joaquin County		31	679	45	12	33	1.06	1.16	-8%	1.55	-31%	
Stanislaus County		3	43	4	0	4	1.33	1.14	17%	1.22	10%	
Merced County		21	355	33	6	27	1.29	0.80	61%	1.04	24%	
Madera County		7	115	9	0	9	1.29	0.84	53%	0.97	33%	
Fresno County		11	95	10	3	7	0.64	1.28	-50%	1.71	-63%	
<b>Current Week Totals</b>	Traffic : Sales	<b>16 : 1</b>	<b>92</b>	<b>2108</b>	<b>130</b>	<b>24</b>	<b>106</b>	<b>1.15</b>	<b>1.06</b>	<b>9%</b>	<b>1.35</b>	<b>-14%</b>
Per Project Average				23	1.41	0.26	1.15					
<b>Year Ago - 08/11/2019</b>	Traffic : Sales	<b>26 : 1</b>	<b>79</b>	<b>1853</b>	<b>70</b>	<b>7</b>	<b>63</b>	<b>0.80</b>	<b>0.83</b>	<b>-4%</b>	<b>0.85</b>	<b>-6%</b>
<b>% Change</b>				16%	14%	86%	243%	68%	44%	27%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 32

### 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	47	33	1.17	0.16	1.01	0.87
■	2016	47	27	1.01	0.12	0.89	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	24	1.15	0.16	0.99	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	84	22	1.26	0.20	1.06	1.06
% Change:		8%	-2%	29%	45%	27%	37%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			In a sign the housing market is leading the economy during the coronavirus outbreak sales of newly built, single-family homes rose to their highest level since the Great Recession, up 13.8% to a seasonally adjusted annual rate of 776,000 units in June, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The June rate is 6.9% higher than the June 2019 pace. "While Wall Street may have been expecting a smaller gain, anyone following the NAHB/Wells Fargo Housing Market Index would know these numbers are in line with what we are hearing from builders," said Chuck Fowke, chairman of the NAHB. "Builders are moving to ramp up production to meet growing demand." "Along with rising builder sentiment, we are seeing increasing consumer demand in the suburbs, exurbs and rural areas," said NAHB Chief Economist Robert Dietz. "At the same time, builders are dealing with supply-side concerns such as rising material costs, particularly lumber, which surpassed its 2018 price peak this week. Nonetheless, low inventory levels point to construction gains ahead." Source: National Association of Home Builders
<b>FHA</b>			
<b>10 Yr Yield</b>			
			

# The Ryness Report

Week Ending  
Sunday, August 9, 2020

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Expression at College Park	Century	MH		DTMJ	51	0	7	36	0	0	44	33	0.89	1.03	
Provenance at College Park	Century	MH		DTMJ	36	4	5	41	1	0	27	27	0.93	0.93	
Reflection at College Park	Century	MH		DTMJ	45	4	8	40	2	1	34	34	1.17	1.17	
Santosha	DeNova	TR		DTST	71	4	7	29	3	0	13	13	3.25	3.25	
Meadowview II at Mountain House	K Hovnanian	MH		DTMJ	59	4	3	29	4	1	51	51	1.81	1.81	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	2	2	65	1	0	64	26	0.94	0.81	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	3	2	65	3	0	51	33	0.75	1.03	
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	3	65	3	0	55	25	0.81	0.78	
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	9	65	1	0	43	24	0.61	0.75	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	5	32	0	0	24	18	0.54	0.56	
Vantage at Tracy Hills	Meritage	TH		DTST	182	0	4	37	2	1	96	70	1.28	2.19	
Elissagaray Ranch	Ponderosa	TR		DTMJ	47	0	3	10	0	0	23	9	0.36	0.28	
Briar Square at Mountain House	Shea	MH		DTMJ	173	6	7	79	6	0	55	55	1.95	1.95	
Langston at Mountain House	Shea	MH		ATST	131	0	5	68	0	0	68	68	2.42	2.42	
Vente at Tracy Hills	Shea	TH		DTMJ	74	2	9	87	0	0	44	28	0.59	0.88	
Sungold	Taylor Morrison	TR		DTMJ	62	0	4	21	0	0	15	15	1.64	1.64	
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	4	11	0	0	5	5	0.70	0.70	
Stanford at Ellis	Woodside	TR		DTMJ	51	4	5	28	3	0	12	12	1.68	1.68	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	10	13	0	0	2	2	0.28	0.28	
<b>TOTALS: No. Reporting: 19</b>			<b>Avg. Sales: 1.37</b>		<b>Traffic to Sales: 28 : 1</b>				<b>102</b>	<b>821</b>	<b>29</b>	<b>3</b>	<b>726</b>	<b>548</b>	<b>Net: 26</b>

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

Stockton/Lodi					Projects Participating: 7							In Area : 7			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Solari Ranch	DR Horton	SK		DTST	20	4	7	3	1	0	3	3	1.40	1.40	
Aspire at River Terrace	K Hovnanian	SK		DTST	67	0	3	1	0	1	64	64	3.53	3.53	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	112	4	8	8	1	0	27	27	0.96	0.96	
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	116	4	6	22	2	1	70	70	2.49	2.49	
Montevello	KB Home	SK		DTST	154	0	4	13	1	0	150	35	1.08	1.09	
Keys at Westlake	Lennar	SK		DTMJ	101	4	6	3	0	0	1	1	0.20	0.20	
Villa Point at Destinations	Richmond American	SK		DTST	122	0	10	8	0	0	95	32	0.77	1.00	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.43</b>		<b>Traffic to Sales: 12 : 1</b>				<b>44</b>	<b>58</b>	<b>5</b>	<b>2</b>	<b>410</b>	<b>232</b>	<b>Net: 3</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
Sunday, August 9, 2020

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24								In Area : 24		
San Joaquin County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Haven at River Island	Anthem United	LP		DTST	128	8	6	0	4	0	60	43	0.91	1.34	
Reflections at River Island	Anthem United	LP		DTMJ	77	0	1	0	2	0	76	35	0.68	1.09	
Turnleaf at the Collective	Anthem United	MN		DTMJ	84	0	6	4	0	0	8	5	0.16	0.16	
Solera	Atherton	MN		DTMJ	354	0	6	46	3	2	318	49	1.42	1.53	
Arlington	DR Horton	MN		DTST	148	0	5	22	2	0	108	55	1.54	1.72	
Bella Vita	DR Horton	LP		DTST	76	4	6	7	4	1	10	10	2.50	2.50	
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	0	7	23	0	0	21	21	0.77	0.77	
Haven Villas at Sundance	KB Home	MN		DTST	152	6	7	65	3	0	94	57	1.62	1.78	
Catalina at River Island	Kiper	LP		DTMJ	72	0	7	58	0	0	33	33	2.51	2.51	
Newport at River Islands	Kiper	LP		DTMJ	131	0	5	72	2	2	60	40	1.19	1.25	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	7	43	2	1	80	17	0.35	0.53	
Stanford Crossing	Meritage	LP		DTMJ	66	3	7	4	2	0	59	59	3.90	3.90	
Zinnia at Terra Ranch	Meritage	MN		DTMJ	72	0	6	16	2	0	49	49	1.69	1.69	
Daybreak at River Islands	Pulte	LP		DTMJ	74	4	9	24	3	0	20	20	0.80	0.80	
Passport	Raymus	MN		DTST	135	4	8	49	1	0	108	68	1.86	2.13	
Fox Chase at Woodward	Richmond American	MN		ATMJ	130	0	8	16	2	1	115	44	1.14	1.38	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	6	14	3	0	15	15	0.92	0.92	
Watermark at River Islands	Richmond American	LP		DTST	102	0	9	13	0	0	70	30	0.90	0.94	
Venture at The Collective	Taylor Morrison	MN		DTST	115	0	15	12	0	0	15	12	0.32	0.38	
Tidewater at River Islands	The New Home Co	LP		DTMJ	131	3	4	18	0	0	127	19	0.65	0.59	
Breakwater at River Island	TRI Pointe	LP	Rsv's	DTMJ	106	0	5	42	1	0	19	19	2.33	2.33	
Origin at the Collective	Trumark	MN		DTMJ	59	0	6	13	0	0	7	7	0.16	0.22	
Bridgeport at River Islands	Van Daele	LP		DTMJ	86	0	4	42	3	2	82	47	0.81	1.47	
Hideaway at River Islands	Van Daele	LP		DTST	120	0	2	18	1	1	8	8	2.55	2.55	
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 1.25</b>		<b>Traffic to Sales: 16 : 1</b>				<b>152</b>	<b>621</b>	<b>40</b>	<b>10</b>	<b>1562</b>	<b>762</b>	<b>Net: 30</b>		

City Codes: LP = Lathrop, MN = Manteca

Stanislaus County					Projects Participating: 3								In Area : 3		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Apricot Grove	K Hovnanian	PR		DTST	69	4	7	12	2	0	33	33	1.57	1.57	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	0	5	22	2	0	25	25	1.65	1.65	
Monarch Country Living	Ramson	NW		DTST	47	0	5	9	0	0	42	12	0.42	0.38	
<b>TOTALS: No. Reporting: 3</b>	<b>Avg. Sales: 1.33</b>		<b>Traffic to Sales: 11 : 1</b>				<b>17</b>	<b>43</b>	<b>4</b>	<b>0</b>	<b>100</b>	<b>70</b>	<b>Net: 4</b>		

City Codes: PR = Patterson, NW = Newman

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21								In Area : 21		
Merced County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMJ	120	0	2	14	1	0	45	24	0.69	0.75	
Sundance Village	Bright	LT		DTST	64	3	4	18	2	0	41	21	0.69	0.66	
Bell Crossing	DR Horton	AT		DTST	151	0	3	32	0	0	40	40	1.27	1.25	
Brookshire	DR Horton	LB		DTST	50	4	5	7	2	0	12	12	0.86	0.86	
Mission Village South	DR Horton	LB		DTMJ	91	0	3	10	2	1	53	24	0.85	0.75	
Monterra	DR Horton	MD		DTST	103	0	4	10	3	1	40	40	1.27	1.25	
Panorama	DR Horton	MD		DTST	192	6	4	12	3	0	58	38	0.93	1.19	
Shaunessey	DR Horton	LB		DTST	70	0	6	1	2	0	6	6	0.46	0.46	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	9	19	2	2	75	22	0.86	0.69	
Aspire at Sierra Vista	K Hovnanian	MD		DTST	91	0	5	2	2	0	86	17	0.77	0.53	
Manzanita	Legacy	LT		DTMJ	172	9	16	37	1	0	91	32	0.87	1.00	
Sunflower	Legacy	MD		DTST	143	0	5	21	4	1	71	36	0.86	1.13	
Mbraga - Chateau II	Lennar	MD		DTMJ	52	0	5	13	1	0	4	4	0.65	0.65	
Mbraga - Skye II	Lennar	MD		DTMJ	66	0	6	11	2	0	14	14	1.96	1.96	
Mbraga - Summer II	Lennar	MD		DTMJ	115	0	4	38	0	0	4	4	0.65	0.65	
Bellevue Ranch	Stonefield Home	MD		DTST	69	0	5	43	1	0	64	34	0.90	1.06	
Brookshire	Stonefield Home	LB		DTMJ	172	0	5	21	1	0	147	45	0.82	1.41	
Cypress Terrace	Stonefield Home	MD		DTST	82	0	8	8	0	1	31	3	0.63	0.09	
Shaunessey Village	Stonefield Home	LB		DTST	81	0	5	24	2	0	30	28	0.81	0.88	
University Park II	Stonefield Home	MD		DTST	52	0	3	8	1	0	49	9	0.78	0.28	
Villas, The	Stonefield Home	LB		DTST	50	0	4	6	1	0	39	18	0.57	0.56	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 1.29</b>			<b>Traffic to Sales: 11 : 1</b>				111	355	33	6	1000	471	<b>Net: 27</b>

City Codes: MD = Merced, LT = Livingston, AT = Atwater, LB = Los Banos

Madera County					Projects Participating: 7							In Area : 7			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Tesoro Viejo- Bluffs	DR Horton	MDA		DTMJ	39	0	5	31	2	0	23	23	0.73	0.72	
Aspire at River Bend	K Hovnanian	MDA		DTMJ	171	4	6	7	3	0	77	44	1.13	1.38	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA		DTST	112	0	12	2	1	0	16	11	0.26	0.34	
Riverstone Coronet	Lennar	MDA		DTST	103	0	7	34	0	0	11	11	1.38	1.38	
Riverstone- Pinnacle	Lennar	MDA		DTMJ	57	0	5	4	1	0	32	14	0.45	0.44	
Riverstone Skye	Lennar	MDA		DTST	67	4	5	3	1	0	53	23	0.75	0.72	
Riverstone Skye II	Lennar	MDA		DTST	67	6	8	34	1	0	2	2	0.93	0.93	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 1.29</b>			<b>Traffic to Sales: 13 : 1</b>				48	115	9	0	214	128	<b>Net: 9</b>

City Codes: MDA = Madera

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11								In Area : 11		
Fresno County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Oliveta	DR Horton S/O	SAN		DTST	195	0	S/O	1	1	1	195	36	1.44	1.13	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	8	5	2	0	71	41	0.98	1.28	
Inspirado	K Hovnanian	FR		DTST	109	0	7	16	0	1	67	67	2.12	2.09	
Laurel Grove	KB Home	FR		DTST	144	0	6	21	1	0	108	41	1.36	1.28	
Seville	KB Home	FR		DTST	129	0	8	14	0	0	29	29	1.44	1.44	
Carriage House V- Chateau	Lennar	FR		DTST	92	0	6	16	0	1	82	17	0.93	0.53	
Chateau at Summer Grove	Lennar	FR		DTST	202	0	5	2	1	0	161	31	1.20	0.97	
Copper River- Pinnacle	Lennar	FR		DTMU	94	0	6	3	0	0	69	39	0.78	1.22	
Fancher Creek California	Lennar	FR		ATST	68	4	8	3	2	0	18	18	0.58	0.58	
Fancher Creek- Chateau	Lennar	FR		ATST	115	0	5	3	0	0	11	11	0.35	0.35	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	4	8	11	3	0	72	42	1.10	1.31	
<b>TOTALS: No. Reporting: 11</b>		<b>Avg. Sales: 0.64</b>			<b>Traffic to Sales: 10 : 1</b>				<b>67</b>	<b>95</b>	<b>10</b>	<b>3</b>	<b>883</b>	<b>372</b>	<b>Net: 7</b>
City Codes: SAN = Sanger, FO = Fowler, FR = Fresno															

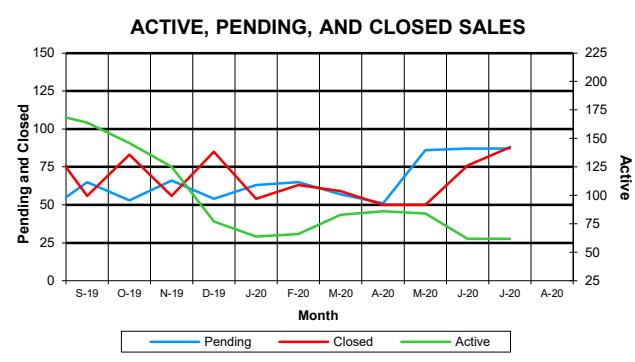
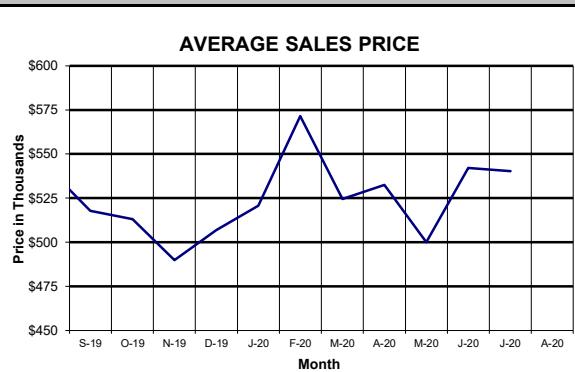
Central Valley			Projects Participating: 92					In Area : 92		
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 92</b>	<b>Avg. Sales: 1.15</b>	<b>Traffic to Sales: 16 : 1</b>	<b>541</b>	<b>2108</b>	<b>130</b>	<b>24</b>	<b>4895</b>	<b>2583</b>	<b>Net: 106</b>	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										

# The Ryness Company

Marketing Research Department

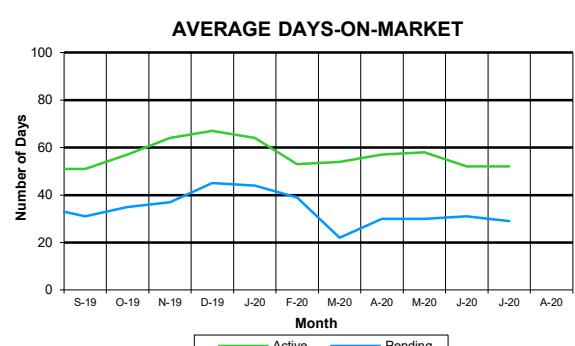
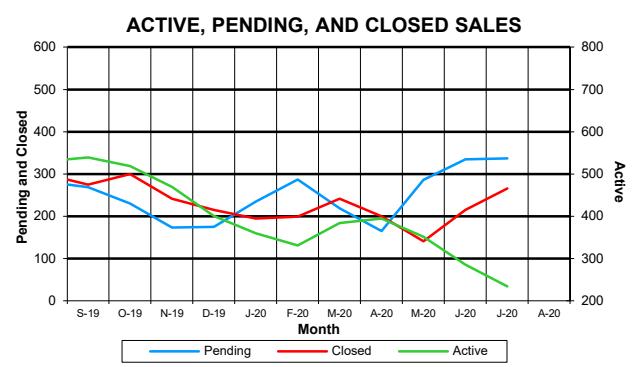
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	77	69	54	49	85	506,885
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



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	401	67	175	45	215	\$345,201
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



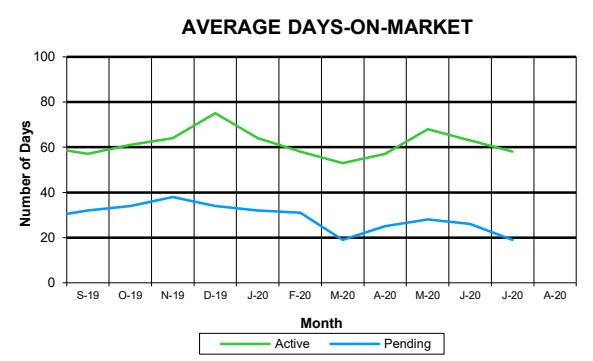
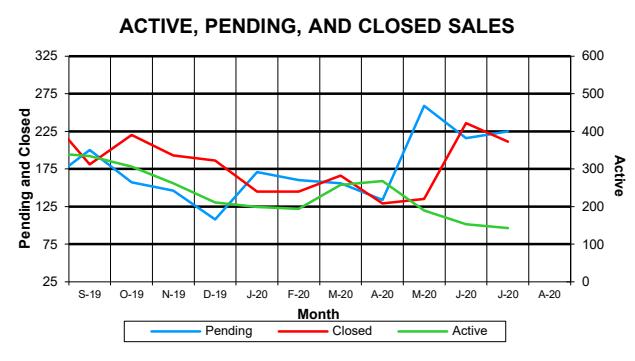


# The Ryness Company

Marketing Research Department

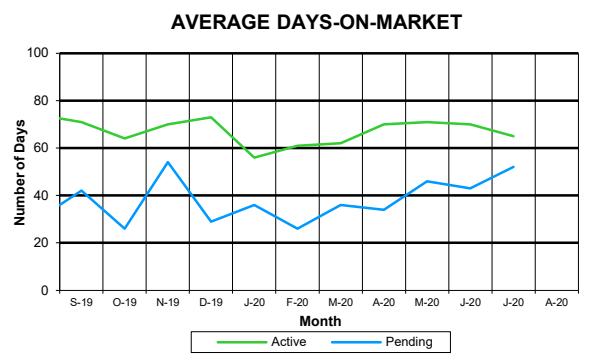
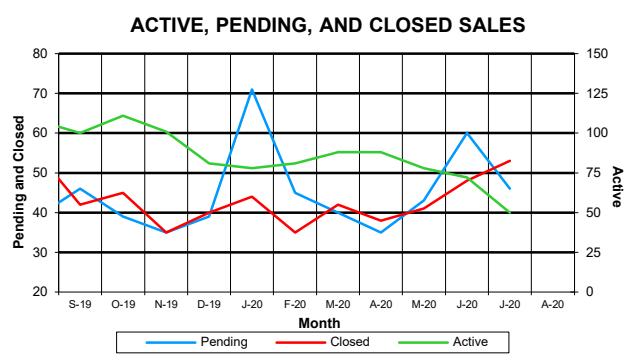
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	211	75	108	34	186	\$349,314
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



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	81	73	39	29	40	\$311,656
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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

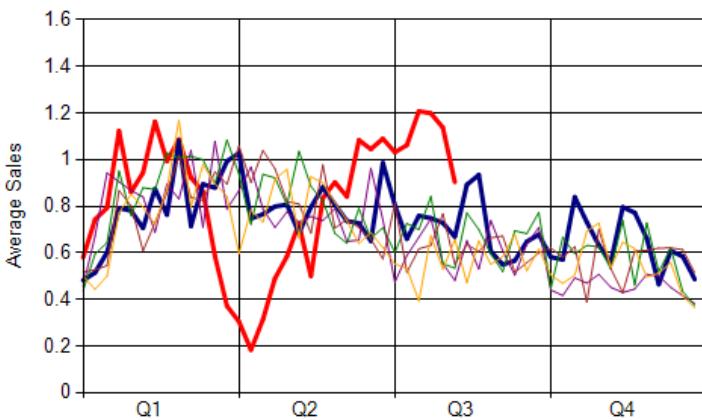
**Ending: Sunday, August 9, 2020**

## Sacramento

### Week 32

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		27	621	26	4	22	0.81	0.77	5%	0.96	-15%	
Central & North Sacramento		37	652	35	1	34	0.92	0.86	7%	0.91	1%	
Folsom		12	307	15	1	14	1.17	0.78	49%	0.98	19%	
El Dorado		10	206	9	1	8	0.80	0.81	-1%	0.97	-18%	
Placer & Nevada		48	775	41	3	38	0.79	0.88	-10%	1.01	-22%	
Yolo		12	167	10	2	8	0.67	0.65	3%	0.84	-20%	
Northern Counties		9	194	16	0	16	1.78	1.01	75%	1.30	37%	
<b>Current Week Totals</b>	Traffic : Sales	19 : 1	<b>155</b>	<b>2922</b>	<b>152</b>	<b>12</b>	<b>140</b>	<b>0.90</b>	<b>0.83</b>	<b>9%</b>	<b>0.98</b>	<b>-7%</b>
Per Project Average			19	0.98	0.08	0.90						
<b>Year Ago - 08/11/2019</b>	Traffic : Sales	26 : 1	<b>139</b>	<b>3075</b>	<b>118</b>	<b>25</b>	<b>93</b>	<b>0.67</b>	<b>0.78</b>	<b>-14%</b>	<b>0.77</b>	<b>-13%</b>
% Change			12%	-5%	29%	-52%	51%	35%	7%		27%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 32

### 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	97	28	0.85	0.12	0.73	0.66
■	2016	131	27	0.90	0.14	0.76	0.69
■	2017	140	27	0.95	0.15	0.80	0.73
■	2018	129	26	0.90	0.14	0.76	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.99	0.16	0.83	0.83
% Change:		6%	-31%	10%	32%	7%	13%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>								
<b>FHA</b>								
<b>10 Yr Yield</b>								
<b>EQUAL OPPORTUNITY LENDER</b>								
<b>RATE</b>								
<b>2.81%</b>								
<b>2.70%</b>								
<b>APR</b>								
<b>3.13%</b>								
<b>3.44%</b>								
<p>In a sign the housing market is leading the economy during the coronavirus outbreak sales of newly built, single-family homes rose to their highest level since the Great Recession, up 13.8% to a seasonally adjusted annual rate of 776,000 units in June, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The June rate is 6.9% higher than the June 2019 pace. "While Wall Street may have been expecting a smaller gain, anyone following the NAHB/Wells Fargo Housing Market Index would know these numbers are in line with what we are hearing from builders," said Chuck Fowke, chairman of the NAHB. "Builders are moving to ramp up production to meet growing demand." "Along with rising builder sentiment, we are seeing increasing consumer demand in the suburbs, exurbs and rural areas," said NAHB Chief Economist Robert Dietz. "At the same time, builders are dealing with supply-side concerns such as rising material costs, particularly lumber, which surpassed its 2018 price peak this week. Nonetheless, low inventory levels point to construction gains ahead." Source: National Association of Home Builders</p>								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 27								In Area : 27		
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Woodbury Estates at River Oaks	Elliott	GT		DTST	70	0	6	14	1	0	64	28	0.94	0.88	
Murieta Gardens	K Hovnanian	RM		DTST	78	0	11	1	0	0	58	23	0.78	0.72	
Bridgewater	KB Home	SO		DTST	85	4	7	25	2	0	30	30	1.43	1.43	
Sheldon Terrace	KB Home	LN		DTST	175	5	6	26	5	0	107	37	1.20	1.16	
Locale	Lafferty	SO		DTMJ	31	0	8	8	1	0	4	4	0.11	0.13	
Avila at Fieldstone	Lennar	VN		DTMJ	134	4	9	43	1	0	54	37	0.93	1.16	
Bordeaux at Vineyard Creek	Lennar	SO		DTST	150	0	3	18	2	0	147	25	0.86	0.78	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	0	8	73	0	0	64	25	0.95	0.78	
Cascade at Parkside II	Lennar	VN		DTMJ	22	0	4	0	0	1	18	17	0.49	0.53	
Elements at Sterling Meadows	Lennar	LN		DTST	159	0	5	18	0	0	129	43	1.30	1.34	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	14	19	0	0	157	32	0.88	1.00	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	6	9	73	1	0	64	33	0.95	1.03	
Redwood at Parkside	Lennar	VN		DTMJ	244	0	5	15	1	0	239	15	0.87	0.47	
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	0	5	16	1	0	57	30	0.95	0.94	
Park One II	Northwest Home Co	SO	Rsv's	DTST	12	0	6	12	0	0	6	6	0.27	0.27	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	8	61	0	0	35	26	0.68	0.81	
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	2	28	0	0	73	35	1.03	1.09	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTST	202	0	4	11	0	0	19	19	1.45	1.45	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	4	10	11	5	1	33	26	0.80	0.81	
Milestone	Taylor Morrison	VN		DTST	121	2	10	17	2	0	59	39	0.91	1.22	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	50	0	10	6	1	1	17	14	0.43	0.44	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	100	0	10	1	0	0	26	20	0.63	0.63	
Classics at Poppy Lane	Tim Lewis	LN		DTMJ	75	0	1	13	1	0	49	23	0.47	0.72	
Latitudes	Tim Lewis	VN		DTST	159	0	11	46	2	1	117	41	0.99	1.28	
Legacy at Poppy Lane	Tim Lewis	LN		DTMJ	54	0	1	24	0	0	35	13	0.35	0.41	
Traditions at Poppy Lane	Tim Lewis	LN		DTST	94	3	3	28	0	0	56	25	0.60	0.78	
Glendon Vineyards	Woodside	VN		DTST	103	0	5	14	0	0	37	24	0.65	0.75	
<b>TOTALS: No. Reporting: 27</b>		<b>Avg. Sales: 0.81</b>			<b>Traffic to Sales: 24 : 1</b>				<b>181</b>	<b>621</b>	<b>26</b>	<b>4</b>	<b>1754</b>	<b>690</b>	<b>Net: 22</b>

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

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Central Sacramento					Units	New Rel.	Re'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	4	8	20	0	0	11	11	1.79	1.79	
Crocker Village- Courts	Black Pine	SO		DTMJ	83	4	6	4	0	0	2	2	0.39	0.39	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	15	17	25	2	0	6	6	0.98	0.98	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	5	57	1	0	46	26	0.96	0.81	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	16	58	2	0	42	36	0.87	1.13	
Anthology at Anatolia	DR Horton	RO		DTST	102	0	5	9	1	1	87	53	1.17	1.66	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	8	0	0	0	35	17	0.55	0.53	
Veranda at Stone Creek	Elliott	RO		DTST	163	6	8	28	4	0	65	20	0.55	0.63	
Gaura at Anatolia	Lennar	RO		DTMJ	139	4	7	19	1	0	123	34	0.98	1.06	
Ventana	Lennar	RO		ATST	160	0	6	25	0	0	50	34	0.91	1.06	
Verdant	Lennar	RO		DTST	99	4	6	4	0	0	30	30	1.75	1.75	
Viridian	Lennar	RO		DTST	342	6	9	25	2	0	54	29	0.92	0.91	
Montelena	Premier Homes	RO		DTMJ	169	0	6	46	1	0	48	35	1.14	1.09	
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	8	2	0	0	14	4	0.38	0.13	
Garden Homes at Sutter Park	Tim Lewis	SO		DTMJ	29	0	9	1	0	0	12	3	0.32	0.09	
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	10	2	1	0	10	5	0.27	0.16	
Alderwood	Watt	RO		DTMJ	54	4	6	11	0	0	14	14	1.53	1.53	
Hidden Ridge	Watt	FO		DTMJ	22	0	1	4	0	0	21	3	0.21	0.09	
Cottonwood at Cypress	Woodside	RO		DTST	84	0	5	5	1	0	27	22	0.55	0.69	
Eucalyptus at Cypress	Woodside	RO		DTST	51	0	5	12	2	0	19	16	0.39	0.50	
Magnolia at Cypress	Woodside	RO		DTST	178	0	6	15	0	0	30	27	0.61	0.84	
Sequoia at Cypress	Woodside	RO		DTST	62	0	5	6	0	0	11	8	0.22	0.25	
<b>TOTALS: No. Reporting: 22</b>			<b>Avg. Sales: 0.77</b>		<b>Traffic to Sales: 21 : 1</b>				<b>162</b>	<b>378</b>	<b>18</b>	<b>1</b>	<b>757</b>	<b>435</b>	<b>Net: 17</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15								In Area : 15		
North Sacramento				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Artisan - The Cove	Beazer	SO		DTMJ	145	0	15	9	0	0	20	15	0.45	0.47	
Edgewood - The Cove	Beazer	SO		ATST	156	0	22	19	0	0	4	4	0.56	0.56	
Westward - The Cove	Beazer	SO		DTMJ	122	0	21	13	2	0	8	8	0.42	0.42	
Windrow - The Cove	Beazer	SO		DTST	167	0	5	14	3	0	38	33	0.97	1.03	
Bloom	DR Horton	SO		DTST	84	0	7	10	3	0	56	56	2.93	2.93	
Castile at Parkebridge	DR Horton	SO		DTST	152	0	8	32	0	0	89	51	1.31	1.59	
Mbraga	DR Horton	AO		DTMJ	162	4	7	22	2	0	3	3	1.40	1.40	
Ravenna at Parkebridge	DR Horton	SO		DTST	106	0	6	30	0	0	42	42	1.83	1.83	
Verano at Parkebridge	DR Horton	SO		DTMJ	136	0	5	26	4	0	113	58	1.61	1.81	
Montauk at the Hamptons	KB Home	SO		DTMJ	342	0	5	18	0	0	335	50	1.35	1.56	
Amberwood at Natomas Meadows	Lennar	SO		DTST	75	0	3	9	0	0	72	14	0.95	0.44	
Everts Park	Silverado	AO	Rsv's	DTST	225	0	3	31	1	0	222	21	1.08	0.66	
NUVO Artisan Square	The New Home Co	SO		ATST	115	4	7	26	2	0	8	8	0.44	0.44	
Mystique	Watt	SO		ATST	57	0	6	15	0	0	18	18	0.44	0.56	
Harriet at Natomas Meadows	Woodside	SO		DTST	143	0	7	0	0	0	50	31	0.89	0.97	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 1.13</b>			<b>Traffic to Sales: 16 : 1</b>				<b>127</b>	<b>274</b>	<b>17</b>	<b>0</b>	<b>1078</b>	<b>412</b>	<b>Net: 17</b>
City Codes: SO = Sacramento, AO = Antelope															

Folsom Area				Projects Participating: 12								In Area : 12			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Iron Ridge at Russel Ranch	Anthem United	FM		DTMJ	97	0	7	22	0	0	13	13	0.59	0.59	
Farmhouse at Willow Creek	Black Pine	FM		DTMJ	126	0	5	21	1	0	104	24	0.83	0.75	
Copperwood at Folsom Ranch	Lennar	FM		DTMJ	100	0	3	24	0	0	97	29	0.89	0.91	
Oakleaf at Folsom Ranch	Lennar	FM		DTMJ	81	0	1	24	0	0	80	21	0.74	0.66	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	6	10	0	1	22	22	0.81	0.81	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	9	13	0	0	6	6	0.54	0.54	
Mesa at White Rock	Richmond American	FM		DTMJ	13	0	1	6	0	0	2	2	0.33	0.33	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	3	10	25	3	0	32	27	0.84	0.84	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	3	11	25	3	0	38	38	1.08	1.19	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	4	8	41	2	0	18	18	0.75	0.75	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	4	8	48	4	0	48	44	1.30	1.38	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	4	9	48	2	0	37	28	1.00	0.88	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 1.17</b>			<b>Traffic to Sales: 20 : 1</b>				<b>78</b>	<b>307</b>	<b>15</b>	<b>1</b>	<b>497</b>	<b>272</b>	<b>Net: 14</b>
City Codes: FM = Folsom															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10								In Area : 10		
El Dorado County				Units	New Rel.	Re'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Saratoga Estates- Alder	Elliott	BH			DTMJ	115	6	8	80	2	0	12	12	3.65	3.65
Cypress at Serrano	Lennar	BH		DTMJ	65	0	7	16	0	0	58	19	0.48	0.59	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	8	0	1	0	39	38	1.11	1.19	
Heritage El Dorado Hills-Estates	Lennar	BH		DTST	97	0	6	22	1	0	48	17	0.48	0.53	
Heritage El Dorado Hills-Legends	Lennar	BH		DTST	164	0	5	22	0	0	101	36	1.02	1.13	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTST	369	10	12	22	3	1	90	43	0.91	1.34	
Heritage El Dorado Hills-Reflections	Lennar	BH		DTST	140	0	1	3	0	0	139	30	0.95	0.94	
Ridgeview Estates at Blackstone	Lennar	BH		DTMJ	24	0	5	5	1	0	14	8	0.32	0.25	
Sienna Ridge Estates	Lennar	BH		DTMJ	76	0	11	18	0	0	37	19	0.51	0.59	
Collina at Serrano	Woodside	BH		DTMJ	72	0	7	18	1	0	13	12	0.30	0.38	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 23 : 1</b>				<b>70</b>	<b>206</b>	<b>9</b>	<b>1</b>	<b>551</b>	<b>234</b>	<b>Net: 8</b>

City Codes: BH = El Dorado Hills

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47								In Area : 47		
Placer County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Cerrada	DR Horton	LL		DTMJ	166	0	6	3	1	1	14	14	0.61	0.61	
Avenue, The	JMC	LL		DTMJ	50	0	3	7	0	0	47	12	0.47	0.38	
Broadlands	JMC	LL		DTST	77	0	6	25	2	0	8	8	1.51	1.51	
Monument Village at Sierra Vista	JMC	R/V		DTST	92	0	5	53	0	0	81	33	1.32	1.03	
Palisade Village	JMC	R/V		DTST	88	0	7	41	0	0	77	63	1.72	1.97	
Pinnacle Village	JMC	R/V		DTMJ	83	0	7	32	0	1	59	26	0.95	0.81	
Ridge at Whitney Ranch II	JMC	R/K		DTST	48	0	6	26	2	0	21	21	0.78	0.78	
Sentinel	JMC	R/V		DTST	132	4	8	62	2	0	50	50	2.27	2.27	
Valleybrook at Fiddymont Farm	JMC	R/V		DTMJ	78	0	4	10	0	0	74	27	0.75	0.84	
Westview at Whitney Ranch	JMC	R/K		DTMJ	97	0	6	19	0	0	71	27	0.98	0.84	
Wildwood	JMC	R/V		DTMJ	134	0	5	22	0	0	129	35	0.69	1.09	
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	9	4	0	0	34	34	2.11	2.11	
Creekside Preserve	K Hovnanian	LL		DTMJ	50	4	8	10	2	0	15	15	0.53	0.53	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	7	1	1	0	52	29	0.75	0.91	
Cadence at WestPark	KB Home	R/V		DTST	88	0	7	24	0	0	75	41	1.05	1.28	
Oak Vista	KB Home	R/K		DTMJ	59	0	5	8	0	0	54	27	0.86	0.84	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	6	17	3	0	69	47	1.09	1.47	
Corvara at Fiddymont Farm	Lennar	R/V		DTMJ	134	0	8	14	1	0	95	51	1.16	1.59	
Heritage Solaire-Eclipse	Lennar	R/V		AASF	155	6	10	32	2	0	111	37	0.95	1.16	
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	6	12	32	1	0	92	19	0.78	0.59	
Heritage Solaire-Meridian	Lennar	R/V		AASF	176	0	8	32	0	0	115	31	0.95	0.97	
LaMaison II at Diamond Creek	Lennar	R/V		DTMJ	50	4	8	3	2	0	23	20	0.53	0.63	
Monterosa at Fiddymont Farm	Lennar	R/V		DTMJ	67	0	2	0	0	0	65	13	0.80	0.41	
Novara at Fiddymont	Lennar	R/V		DTMJ	105	0	5	22	0	0	6	6	1.20	1.20	
Pavia at Fiddymont Farm	Lennar	R/V		DTMJ	94	4	9	22	3	0	6	6	0.98	0.98	
Sausalito Walk	Lennar	R/V		DTST	100	5	9	9	2	0	5	5	0.45	0.45	
Durango	Meritage	R/K		DTST	122	0	4	7	1	0	116	33	0.90	1.03	
Summit II, The	Meritage	R/V		DTMJ	92	4	7	8	2	0	58	38	0.95	1.19	
Sierra Oaks	Next New Homes	CF		DTMJ	34	0	6	3	0	0	8	8	0.28	0.28	
Eastridge at Whitney Ranch	Richmond American	R/K		DTMJ	75	0	9	22	0	0	4	4	0.56	0.56	
Fieldstone at Fiddymont Ranch	Richmond American	R/V		DTST	71	0	10	6	0	0	27	27	1.23	1.23	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	10	6	0	0	14	14	1.38	1.38	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	10	6	0	0	14	14	1.38	1.38	
Catalina at Fiddymont Farm	Taylor Morrison	R/V		DTST	47	0	9	5	0	0	24	24	0.88	0.88	
Liberty Village	Taylor Morrison	R/V		DTST	53	4	10	20	3	0	42	35	0.91	1.09	
Monarch at Fiddymont Farm	Taylor Morrison	R/V		DTMJ	91	0	10	12	0	0	25	21	0.61	0.66	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	10	2	0	0	13	13	1.28	1.28	
Canyon View Whitney Ranch	The New Home Co	R/K		DTMJ	92	4	8	19	1	1	74	17	0.59	0.53	
Park View at Whitney Ranch	The New Home Co	R/K		DTST	60	4	8	23	1	0	38	15	0.53	0.47	
Summit at Whitney Ranch	Tim Lewis	R/K		DTMJ	82	0	9	22	2	0	24	13	0.49	0.41	
La Madera at Twelve Bridges	TRI Pointe	LL		DTST	102	0	7	14	1	0	51	24	0.80	0.75	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	4	14	1	0	21	20	0.84	0.84	
Cottages at Spring Valley	Woodside S/O	R/K		DTMJ	210	0	S/O	9	2	0	210	38	0.92	1.19	
Hills at Paradiso	Woodside	R/V		DTST	58	0	5	11	0	0	42	20	0.57	0.63	
Ramonte at Twelve Bridges	Woodside	LL		DTMJ	95	16	16	5	2	0	36	20	0.48	0.63	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47								In Area : 47		
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ridge at Paradiso	Woodside	RV		DTST	42	0	6	9	0	0	26	14	0.35	0.44	
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	0	5	18	1	0	31	21	0.42	0.66	
<b>TOTALS: No. Reporting: 47</b>			<b>Avg. Sales: 0.81</b>		<b>Traffic to Sales: 19 : 1</b>				339	771	41	3	2346	1130	<b>Net: 38</b>
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, CF = Colfax															

Nevada County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	5	4	0	0	6	2	0.07	0.06	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				5	4	0	0	6	2	<b>Net: 0</b>
City Codes: GV = Grass Valley															

Yolo County					Projects Participating: 12								In Area : 12		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Riverchase	Anthem United	WS		DTMU	222	5	6	4	0	0	121	40	0.86	1.25	
Aspire at Stone's Throw	K Hovnanian	WN		DTST	100	0	5	5	0	0	56	39	1.07	1.22	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	7	17	1	1	51	31	0.72	0.97	
Magnolia at Spring Lake	Lennar	WL		DTMU	78	0	4	41	1	0	32	13	0.56	0.41	
Summerstone at Spring Lake	Lennar	WL		DTST	87	4	7	41	2	1	44	33	0.77	1.03	
Sunflower at Spring Lake	Lennar	WL		DTMU	85	4	9	41	2	0	46	22	0.82	0.69	
Cannery - Tilton	Shea	DV		DTMU	76	0	2	0	0	0	74	2	0.28	0.06	
Spring Lake - Ivy	Taylor Morrison	WL		DTMU	44	0	10	1	0	0	29	13	0.26	0.41	
Spring Lake - Laurel	Taylor Morrison	WL		DTMU	100	2	12	5	2	0	53	20	0.47	0.63	
Spring Lake - Olive	Taylor Morrison	WL		DTMU	70	2	11	1	2	0	57	24	0.51	0.75	
Cannery - Gala	The New Home Co	DV		ATMU	120	0	5	1	0	0	65	10	0.44	0.31	
Pines at Spring Lake	Woodside	WL		DTMU	83	0	6	10	0	0	16	16	0.59	0.59	
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 17 : 1</b>				84	167	10	2	644	263	<b>Net: 8</b>
City Codes: WS = West Sacramento, WN = Winters, WL = Woodland, DV = Davis															

Sutter County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	4	6	12	3	0	41	41	2.04	2.04	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 3.00</b>		<b>Traffic to Sales: 4 : 1</b>				6	12	3	0	41	41	<b>Net: 3</b>
City Codes: LO = Live Oak															

# The Ryness Report

Week Ending  
Sunday, August 9, 2020

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Yuba County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Bluffs at Plumas Ranch	Cresleigh TSO	PLK		DTST	28	0	TSO	17	0	0	14	14	0.77	0.77	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	147	0	1	52	1	0	16	16	0.64	0.64	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	87	0	13	63	1	0	12	12	0.48	0.48	
Dorado	DR Horton	PLK		DTST	57	0	3	0	2	0	46	46	1.53	1.53	
Summerset at The Orchards	JMC	MS		DTST	60	4	8	16	3	0	25	25	2.06	2.06	
Sunhaven at The Orchard	JMC	MS		DTST	71	0	5	12	3	0	66	36	0.91	1.13	
Rio Del Oro	K Hovnanian	PLK		DTST	68	0	1	2	0	0	67	19	0.90	0.59	
Sonoma Ranch	Lennar	PLK		DTST	208	7	5	20	3	0	139	47	1.11	1.47	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 1.63</b>			<b>Traffic to Sales: 14 : 1</b>				<b>36</b>	<b>182</b>	<b>13</b>	<b>0</b>	<b>385</b>	<b>215</b>	<b>Net: 13</b>
City Codes: PLK = Plumas Lake, MS = Marysville															

Sacramento			Projects Participating: 155					In Area : 155			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 155</b>			<b>Avg. Sales: 0.90</b>	<b>Traffic to Sales: 19 : 1</b>	<b>1088</b>	<b>2922</b>	<b>152</b>	<b>12</b>	<b>8059</b>	<b>3694</b>	<b>Net: 140</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											



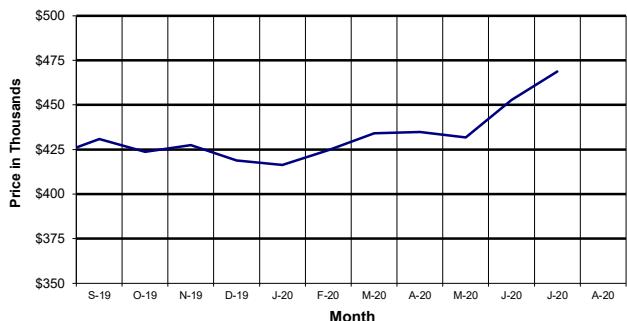
# The Ryness Company

Marketing Research Department

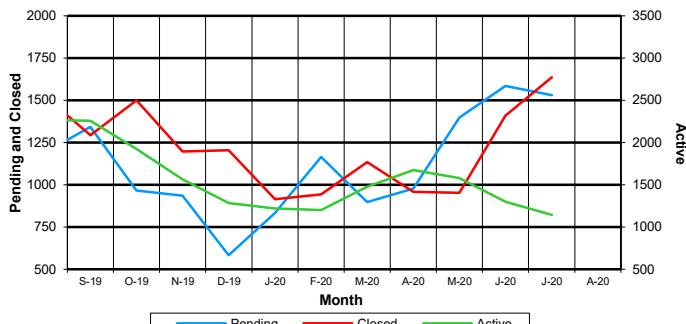
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	1,285	59	583	37	1,204	\$418,860
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

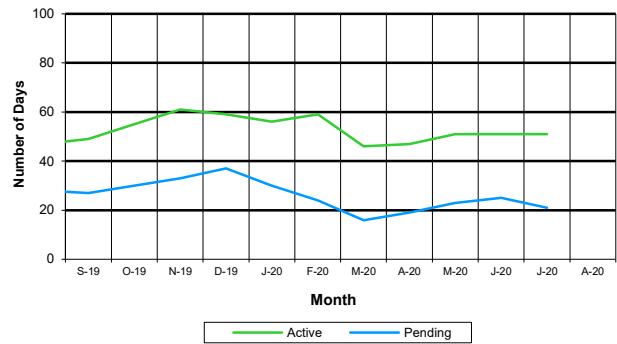
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



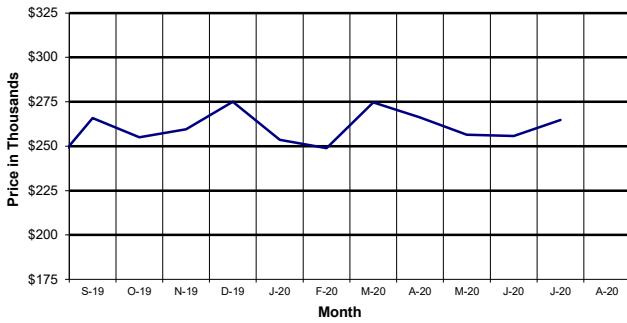
AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	104	44	48	43	104	\$275,072
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

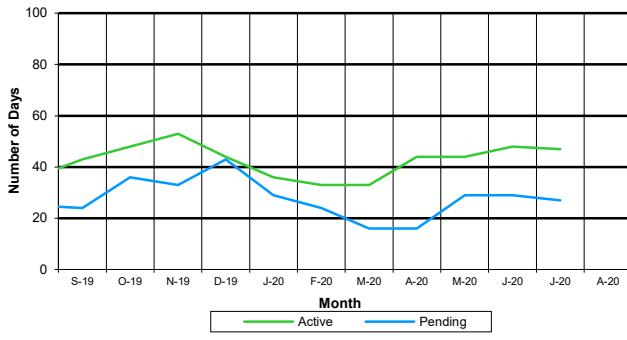
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

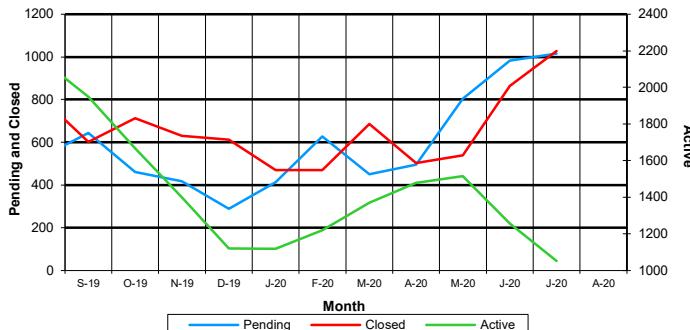
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	1,120	88	288	60	612	\$532,891
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

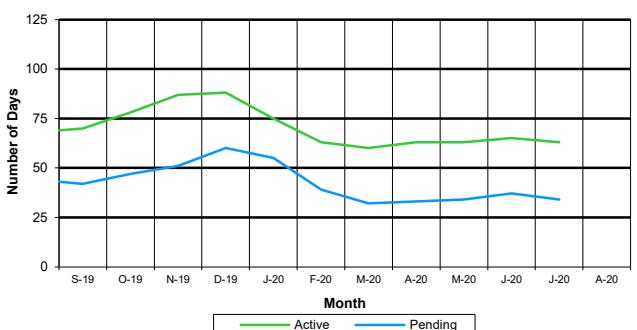
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



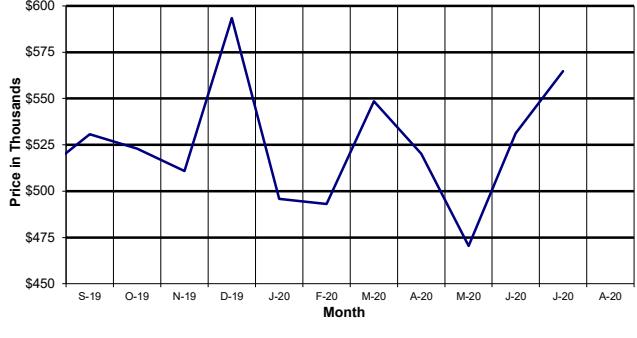
AVERAGE DAYS-ON-MARKET



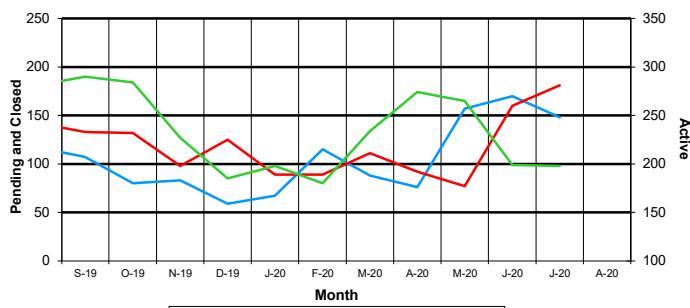
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-19	185	73	59	52	125	\$593,399
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

