

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

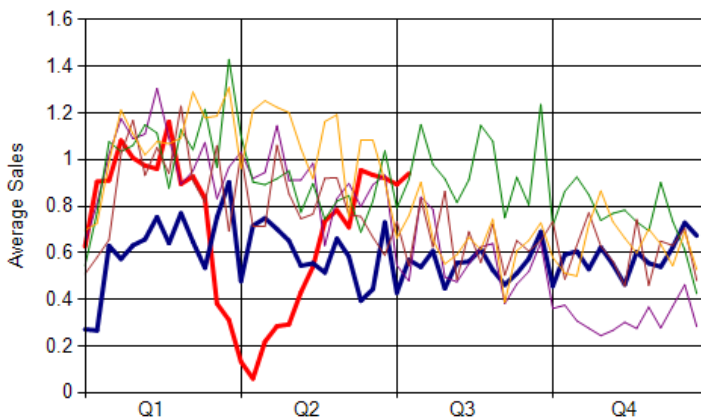
Bay Area

Week 28

Ending: Sunday, July 12, 2020

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales	Sales	Avg.	Diff.	Avg.	Diff.
Alameda			45	433	37	2	35	0.78	0.63	24%	0.48	63%
Contra Costa			29	358	39	6	33	1.14	0.76	49%	0.72	59%
Sonoma, Napa			7	64	6	0	6	0.86	0.71	20%	0.57	50%
San Francisco, Marin			1	4	0	0	0	0.00	0.26	-100%	0.08	-100%
San Mateo			6	35	2	1	1	0.17	0.52	-68%	0.35	-53%
Santa Clara			31	341	23	2	21	0.68	0.75	-10%	0.50	37%
Monterey, Santa Cruz, San Benito			16	416	30	2	28	1.75	0.87	102%	0.98	79%
Solano			15	253	19	2	17	1.13	0.67	69%	0.66	71%
Current Week Totals		Traffic : Sales 12 : 1	150	1904	156	15	141	0.94	0.71	32%	0.60	57%
Per Project Average			13 1.04 0.10 0.94									
Year Ago - 07/14/2019		Traffic : Sales 24 : 1	165	2541	108	14	94	0.57	0.60	-5%	0.59	-3%
% Change			-9%	-25%	44%	7%	50%	65%	19%	2%		

52 Weeks Comparison



Year to Date Averages Through Week 28


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	105	38	1.15	0.10	1.05	0.85
■	2016	129	31	0.93	0.10	0.82	0.73
■	2017	141	31	1.05	0.10	0.95	0.90
■	2018	126	31	1.01	0.08	0.93	0.70
■	2019	155	17	0.69	0.10	0.60	0.58
■	2020	152	12	0.83	0.12	0.71	0.71
% Change:		-2%	-28%	19%	24%	19%	22%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	24,000 new and resale home transactions closed escrow in California during May 2020. The number of homes sold was 39% lower than a year earlier. Expect to see this sharp decrease continue through much of 2020, the result of economic volatility, historic job losses and coronavirus social distancing. 2019 ended with 437,500 home sales in California. This was 4,400 fewer home sales than took place in 2018, amounting to a 1% annual decrease. 2019's slightly down performance follows a 4% decrease in 2018. For greater perspective, 2019's 442,000 home sales volume was 42% below peak sales volume experienced in 2005. Home sales volume will see a significantly steeper year-over-year decrease in 2020, slashing the flow of agent fees. Fixed rate mortgage rates remain at all-time lows in July 2020, following the Federal Reserve cutting their benchmark interest rate to zero and bond market investors turning to the safety of U.S. Treasuries. Interest rates will remain low as we head deeper into the 2020 recession, giving buyer purchasing power and home prices a boost. Still, home sales volume won't recover until well after the pandemic response has ended. Then, California's housing market will need to emerge from the underlying recession and financial market crash, a recovery not likely to even begin until 2022-2023. Source: First Tuesday Journal Market Watch
	2.89%	3.16%	
FHA	2.85%	3.42%	
10 Yr Yield	0.66%		
			



The Ryness Report

Week Ending
Sunday, July 12, 2020

Bay Area
Page 1 of 7

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	33	4	5	6	2	0	28	28	1.02	1.00
Enclave - Cascade Collection	Century	FR		ATMJ	43	0	5	6	2	1	17	17	0.62	0.61
Enclave - Sierra Collection	Century	FR		ATMJ	70	6	5	5	5	0	15	15	0.41	0.54
Camellia at Sanctuary Village	DR Horton	NK		DTMJ	85	0	5	7	0	0	80	24	1.11	0.86
Motion at Mssion Crossing	KB Home	HY		ATMJ	35	0	7	9	0	0	27	22	0.63	0.79
Rosebriar at Sanctuary Village	KB Home	NK		DTMJ	96	0	6	10	0	0	85	17	1.07	0.61
Reverie	Lafferty	CV	Rsv's	DTMJ	17	0	5	8	0	0	11	8	0.16	0.29
Skylark at Sanctuary Village	Landsea	NK	Rsv's	DTMJ	108	0	4	30	2	0	74	31	1.17	1.11
Fuse at Innovation	Lennar	FR		ATMJ	289	0	10	4	1	0	71	18	0.62	0.64
Revo at Innovation	Lennar	FR		ATMJ	251	0	6	4	0	0	63	12	0.55	0.43
Bishops Ridge	Meritage	LS		ATMJ	56	4	8	4	1	0	38	20	0.57	0.71
Mission Crossing	Meritage	HY		ATST	140	0	6	18	4	0	69	38	0.74	1.36
Centerville Station	Nuvera Homes	FR		ATST	52	2	3	11	0	0	46	26	0.74	0.93
Boulevard Heights	Pulte	FR		ATMJ	67	0	3	0	0	0	64	12	0.65	0.43
Parkside Heights	Pulte	HY		DTMJ	97	0	8	7	0	0	62	32	0.83	1.14
Renato II	Pulte	FR		ATMJ	20	0	5	0	0	0	12	9	0.23	0.32
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	3	7	0	0	80	28	0.77	1.00
Theory at Innovation	Shea	FR		ATMJ	132	0	9	13	0	0	46	4	0.35	0.14
Savant at Irvington	SiliconSage	FR		ATMJ	93	0	24	7	2	0	69	13	0.72	0.46
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	33	13	0	0	48	14	0.48	0.50
Front at SoHay	Taylor Morrison	HY		ATMJ	76	0	3	17	2	0	57	30	0.88	1.07
Line at SoHay	Taylor Morrison	HY		ATMJ	198	0	19	17	2	0	35	21	0.54	0.75
Prime at SoHay	Taylor Morrison	HY		ATMJ	126	0	10	16	0	0	42	22	0.65	0.79
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	4	6	0	0	6	6	0.86	0.86
Palm	TRI Pointe	FR		DTMJ	31	0	4	14	1	0	22	11	0.23	0.39
Leeward at Alameda Point	Trumark	AL		ATMJ	64	7	11	27	1	0	17	17	0.89	0.89
Baker + Jamison	Van Daele	CV		ATST	20	2	5	10	1	0	15	12	0.47	0.43
TOTALS: No. Reporting: 27		Avg. Sales: 0.93		Traffic to Sales: 11 : 1			216	276	26	1	1199	507	Net: 25	
City Codes: FR = Fremont, NK = Newark, HY = Hayward, CV = Castro Valley, LS = San Leandro, OK = Oakland, AL = Alameda														

Development Name	Developer	City Code	Notes	Type										
Amador Valley					Projects Participating: 18							In Area : 18		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Fillmore at Boulevard	Brookfield	DB		ATMJ	80	0	5	13	0	0	55	19	0.65	0.68
Huntington at Boulevard	Brookfield	DB		DTMJ	106	0	7	11	0	0	79	13	0.53	0.46
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	11	5	2	0	19	19	1.06	1.06
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	0	1	13	0	0	28	17	0.49	0.61
Wilshire at Boulevard	Brookfield	DB		ATMJ	75	0	10	11	1	0	57	7	0.50	0.25
Auburn Grove	Lennar	LV		ATMJ	100	0	6	3	1	1	42	16	0.69	0.57
Downing at Boulevard	Lennar	DB		ATMJ	48	0	1	16	2	0	31	22	0.62	0.79
Lincoln at Boulevard	Lennar	DB		DTMJ	45	0	1	1	0	0	44	4	0.46	0.14
Newbury at Boulevard	Lennar	DB		DTMJ	49	0	6	8	0	0	37	17	0.42	0.61
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	2	11	2	0	22	16	0.61	0.57
Sunset at Boulevard	Lennar S/O	DB		DTMJ	60	0	S/O	1	1	0	60	13	0.47	0.46
Union at Boulevard	Lennar	DB		ATMJ	62	0	6	2	1	0	51	3	0.34	0.11
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	8	21	0	0	51	18	0.57	0.64
Rose Avenue Estates	Ponderosa	PL		DTMJ	16	0	1	0	0	0	15	4	0.15	0.14
Sycamore	Ponderosa	PL		DTMJ	36	0	5	9	0	0	16	2	0.22	0.07
Sage - Harmony	Shea	LV		ATMJ	105	0	5	10	0	0	71	13	0.40	0.46
Sage - Synergy	Shea	LV		ATMJ	179	0	5	10	0	0	174	17	0.74	0.61
Onyx at Jordan Ranch	TRI Pointe	DB		DTST	105	0	3	12	1	0	102	14	0.64	0.50
TOTALS: No. Reporting: 18		Avg. Sales: 0.56		Traffic to Sales: 14 : 1				83	157	11	1	954	234	Net: 10
City Codes: DB = Dublin, LV = Livermore, PL = Pleasanton														

Diablo Valley					Projects Participating: 4							In Area : 4		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Davidon At Wilder	Davidon	OR	DTMJ	60	0	5	7	1	0	54	13	0.35	0.46	
Mbraga Tow n Center	KB Home	MG	ATMJ	36	0	7	7	1	1	10	7	0.22	0.25	
Wilder	Taylor Morrison	OR	DTMJ	61	0	8	8	1	0	40	8	0.18	0.29	
Greyson Place	TRI Pointe	PH	DTMJ	44	0	2	3	0	0	42	16	0.68	0.57	
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 8 : 1			22	25	3	1	146	44	Net: 2	
City Codes: OR= Orinda, MG= Mbraga, PH= Pleasant Hill														

San Ramon Valley					Projects Participating: 4							In Area : 4		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Foothills at The Preserve	Lennar	SR	DTMJ	72	0	1	7	0	0	71	6	0.65	0.21	
Highlands at The Preserve	Lennar	SR	DTMJ	121	0	9	7	1	0	63	16	0.58	0.57	
Hillcrest at the Preserve	Lennar	SR	New	ATMJ	104	0	2	8	1	0	1	0.88	0.88	
Meadows at The Preserve	Lennar	SR	DTMJ	63	0	2	7	2	0	57	18	0.52	0.64	
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 7 : 1			14	29	4	0	192	41	Net: 4	
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	9	4	0	0	5	1	0.09	0.04
Waterline Point Richmond	Shea	RM		ATMJ	60	0	5	3	0	0	38	6	0.30	0.21
Places at NOMA	Taylor Morrison	RM		DTST	95	0	4	13	0	1	53	11	0.57	0.39
Rows at NOMA	Taylor Morrison	RM		ATMJ	98	0	4	13	2	0	57	21	0.72	0.75
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 17 : 1				22	33	2	1	153	39	Net: 1
City Codes: EC = El Cerrito, RM = Richmond														

Antioch/Pittsburg					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
Qelo at Sand Creek - Brio	Century	AN	DTMJ	22	4	9	8	3	0	13	13	0.72	0.72	
Qelo at Sand Creek - Prosper	Century	AN	DTMJ	21	0	5	7	0	0	16	16	0.89	0.89	
Qelo at Sand Creek - Sol	Century	AN	DTMJ	21	4	8	7	1	0	5	5	0.71	0.71	
Park Ridge	Davidon	AN	DTMJ	144	0	13	13	1	0	131	27	0.89	0.96	
Riverview at Monterra	K Hovnanian	AN	DTMJ	100	4	8	9	3	1	45	30	0.76	1.07	
Verona	Meritage	AN	DTMJ	117	4	6	15	4	0	84	39	1.01	1.39	
TOTALS: No. Reporting: 6		Avg. Sales: 1.83		Traffic to Sales: 5 : 1			49	59	12	1	294	130	Net: 11	
City Codes: AN= Antioch														

East Contra Costa					Projects Participating: 11							In Area : 11		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Easton at Delaney Park	Brookfield	OY	DTMJ	80	0	6	34	3	0	21	20	0.62	0.71	
Southport at Delaney Park	Brookfield	OY	DTMJ	104	0	5	34	2	0	25	23	0.73	0.82	
Northpoint at Delaney Park	DR Horton	OY	DTST	197	0	10	18	2	0	69	44	0.98	1.57	
2700 Empire	K Hovnanian	BT	DTMJ	48	0	11	13	3	0	20	20	0.31	0.71	
Westerly at Delaney Park	KB Home	OY	DTST	103	4	7	25	3	0	38	38	0.95	1.36	
Regatta at the Lakes	Kiper	DB	Rsv's	DTMJ	124	0	1	6	1	1	123	36	0.81	1.29
Palermo	Meritage	BT	DTMJ	96	3	6	11	2	0	90	34	0.86	1.21	
Harper Parc	Nuvera Homes	BT	DTMJ	84	0	6	24	2	0	72	29	0.65	1.04	
Terrene	Pulte	BT	DTMJ	326	0	13	27	0	2	130	68	1.78	2.43	
Middlefield at Delaney Park	Richmond American	OY	DTMJ	96	0	6	6	0	0	10	10	0.51	0.51	
Lark Hill	Shea	BT	DTMJ	50	0	7	14	0	0	31	18	0.48	0.64	
TOTALS: No. Reporting: 11		Avg. Sales: 1.36		Traffic to Sales: 12 : 1			78	212	18	3	629	340	Net: 15	
City Codes: OY = Oakley, BT = Brentwood, DB = Discovery Bay														

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 7							In Area : 7		
					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	4	7	14	4	0	102	61	1.02	2.18
Live Oak at University	KB Home	RP		DTST	104	0	6	26	1	0	29	17	0.56	0.61
Aspect	Lafferty	PET		DTMJ	18	0	7	2	0	0	5	1	0.09	0.04
Blume	Lafferty	RS		DTMJ	57	0	5	3	0	0	43	12	0.42	0.43
Juniper at University	Richmond American	RP		DTMJ	150	0	6	15	1	0	89	31	0.78	1.11
Preserve at Kessing Ranch	Richmond American	IC		DTMJ	47	0	7	2	0	0	5	5	0.24	0.24
Pear Tree	Taylor Morrison	NP		ATMJ	71	0	18	2	0	0	6	5	0.19	0.18
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 11 : 1			56	64	6	0	279	132	Net: 6	
City Codes: PET = Petaluma, 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. Sl's /Week	Av. Sl's /YTD
Hamilton Cottages	Ryder	NV	DTMJ	18	0	4	4	0	0	4	4	0.21	0.21	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	4	0	0	4	4	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. Sl's /Week	Av. Sl's /YTD
Residences at Anson	DR Horton	BU	ATMJ	22	0	19	3	0	0	3	3	0.33	0.33
Skyline Ridge	DR Horton	SB	DTMJ	40	0	9	12	0	0	1	1	0.19	0.19
Link 33	KB Home	RC	ATMJ	33	0	4	4	0	0	2	2	0.19	0.19
Residences at Wheeler Plaza	KB Home	CS	ATMJ	109	0	8	6	0	0	69	35	1.30	1.25
Foster Square	Lennar	FC	ATMJ	200	4	6	5	1	0	155	21	0.73	0.75
Waverly Cove	SummerHill	FC	ATMJ	20	0	1	5	1	1	10	10	0.43	0.43
TOTALS: No. Reporting: 6		Avg. Sales: 0.17		Traffic to Sales: 18 : 1			47	35	2	1	240	72	Net: 1
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: 31							In Area : 31		
					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
Asana	DeNova	SJ		DTMJ	250	0	6	17	2	0	116	44	1.32	1.57
Prism	Dividend	SV		ATMJ	62	0	6	21	2	0	14	14	1.69	1.69
Santorini	DR Horton	SV		ATMJ	18	0	10	1	0	0	8	8	0.29	0.29
Catalyst at Communications Hill	KB Home	SJ		ATMJ	98	0	5	6	1	0	55	37	0.93	1.32
Circuit	KB Home	ML		ATMJ	144	0	6	2	0	0	134	25	1.06	0.89
Metro II at Communications Hill	KB Home	SJ		ATMJ	150	0	7	11	1	0	76	23	0.88	0.82
Platinum II at Communications Hill	KB Home	SJ		DTMJ	33	0	5	8	1	0	15	8	0.23	0.29
Catalina	Landsea	SC	Rsv's	ATMJ	54	0	8	7	0	0	36	27	0.72	0.96
Burgundy at Glen Loma	Lennar	GL		DTMJ	52	0	5	42	1	0	47	18	0.77	0.64
Estancia - Towns	Lennar	MV		ATMJ	61	0	17	5	1	0	38	9	0.34	0.32
Graham	Lennar	ML		ATMJ	215	0	7	1	0	0	3	3	0.10	0.11
Lexington at Avenue One	Lennar	SJ		ATMJ	190	0	7	7	1	1	114	26	0.90	0.93
Margaux at Glen Loma	Lennar	GL		DTMJ	84	0	8	42	2	0	50	32	0.82	1.14
Provence at Glen Loma	Lennar	GL		DTMJ	43	0	2	42	1	0	36	17	0.42	0.61
Capitol - Haven	Pulte	SJ		ATMJ	93	0	6	6	0	0	67	26	0.93	0.93
Capitol - Retreat	Pulte	SJ		ATST	95	0	4	5	0	0	52	23	0.72	0.82
UrbanOak Residences	Pulte	SJ		DTMJ	60	4	7	8	1	0	43	18	0.60	0.64
UrbanOak Rows	Pulte	SJ		ATMJ	97	0	10	9	0	0	49	23	0.68	0.82
UrbanOak Towns	Pulte	SJ		ATMJ	72	0	6	9	1	1	34	34	1.31	1.31
UrbanOak Vistas	Pulte	SJ		ATMJ	66	0	6	9	1	0	3	3	0.72	0.72
Montecito Place	SummerHill	MV		ATMJ	83	4	4	2	1	0	16	16	0.76	0.76
Nuevo - E-Towns	SummerHill	SC		ATMJ	114	0	3	1	1	0	54	23	0.69	0.82
Nuevo - Terraces	SummerHill	SC		ATMJ	176	0	23	12	0	0	67	30	0.86	1.07
Nuevo E-States	SummerHill	SC		DTMJ	41	0	7	1	0	0	16	13	0.38	0.46
Elev8tion- Duets/SFD	Taylor Morrison	SV		DTMJ	22	0	7	7	0	0	15	13	0.47	0.46
Elev8tion- Towns	Taylor Morrison	SV		ATMJ	96	0	13	8	0	0	15	13	0.47	0.46
Glen Loma Ranch - Noir	TRI Pointe	GL		DTMJ	67	0	9	12	4	0	45	28	0.77	1.00
Glen Loma Ranch- Blanc	TRI Pointe	GL		DTMJ	49	0	2	10	1	0	47	27	0.81	0.96
Veneto TWH	Van Daele	MH		ATMJ	60	0	3	2	0	0	57	19	0.73	0.68
Waverly Detached	Warrington	MV		DTMJ	4	0	2	14	0	0	0	0	0.00	0.00
Waverly Townhomes	Warrington	MV		ATMJ	22	0	3	14	0	0	12	12	0.46	0.46
TOTALS: No. Reporting: 31		Avg. Sales: 0.68		Traffic to Sales: 15 : 1				214	341	23	2	1334	612	Net: 21
City Codes: SJ = San Jose, SV = Sunnyvale, ML = Milpitas, SC = Santa Clara, GL = Gilroy, MV = Mountain View, MH = Morgan Hill														

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'd	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cerrato	Century	HO		DTMJ	223	5	3	20	5	0	213	45	1.55	1.61
East Garrison - Monarch	Century	EG		DTST	66	0	5	10	1	0	53	11	0.66	0.39
East Garrison- The Grove	Century	EG		DTST	95	6	7	10	4	0	69	27	0.87	0.96
East Garrison- The Liberty	Century	EG		ATMJ	150	0	6	2	1	0	96	3	1.20	0.11
Meadows at Allendale	DeNova	HO		DTST	111	0	6	12	0	0	45	35	1.12	1.25
Bennett Ranch	K Hovnanian	HO		DTST	84	4	8	25	4	0	40	26	0.70	0.93
Monte Bella II	KB Home	SL		DTST	78	0	5	10	2	1	31	31	2.13	2.13
Sunnyside Estates	KB Home	HO		DTMJ	107	0	6	22	2	1	60	31	0.91	1.11
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	5	22	0	0	61	27	0.96	0.96
Carousel at Westfield	Kiper	HO	Rsv's	DTMJ	92	0	6	116	0	0	26	26	1.36	1.36
Mayfair at Westfield	Kiper	HO	New/Rsv's	DTMJ	50	0	0	116	0	0	0	0	0.00	0.00
Serenity at Santana Ranch	Legacy	HO		DTMJ	143	4	12	15	4	0	121	25	0.81	0.89
Rancho Vista	Meritage	SJB		DTMJ	85	0	5	12	1	0	75	25	0.66	0.89
Solorio	Meritage	HO		DTST	65	4	8	10	3	0	24	24	0.96	0.96
Solorio - 27's	Meritage	HO		ATST	36	0	5	3	2	0	17	17	0.68	0.68
Maple Park	Stone Bridge	HO	Rsv's	DTST	49	5	6	11	1	0	34	34	1.23	1.21
TOTALS: No. Reporting: 16		Avg. Sales: 1.75		Traffic to Sales: 14 : 1				93	416	30	2	965	387	Net: 28
City Codes: HO = Hollister, EG = East Garrison, SL = Salinas, SJB = San Juan Bautista														

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	6	9	13	5	0	43	29	0.93	1.04	
Brookline	Meritage	FF	DTMJ	76	0	4	10	3	0	66	39	0.84	1.39	
Cambridge at Brighton Landing	Meritage	VC	DTMJ	67	0	6	28	1	0	26	26	1.04	1.04	
Cerrito at Vanden Estates	Richmond American	VC	DTMJ	50	0	6	6	0	0	4	4	0.33	0.33	
Enclave at Vanden Estates	Richmond American	VC	DTMJ	37	0	6	7	0	0	30	15	0.47	0.54	
Montera at Vanden Estates	Richmond American	VC	DTST	64	0	5	4	0	0	48	28	0.72	1.00	
Orchards at Valley Glen II	Richmond American	DX	DTMJ	122	0	4	18	0	0	66	21	0.77	0.75	
Piedmont at Vanden Estates	Richmond American	VC	DTMJ	47	0	8	8	0	0	30	10	0.45	0.36	
Saratoga at Vanden Estates	Richmond American	VC	DTMJ	97	0	7	8	0	0	47	21	0.71	0.75	
Bristol at Brighton Landing	The New Home Co	VC	DTMJ	64	0	6	24	2	1	24	5	0.31	0.18	
Oxford at Brighton Landings	The New Home Co	VC	DTMJ	80	0	5	24	2	0	26	9	0.35	0.32	
Preston at Brighton Landing	The New Home Co	VC	DTST	87	0	6	38	2	0	46	27	0.76	0.96	
Sheffield at Brighton Landing	The New Home Co	VC	DTST	120	4	7	38	3	0	29	12	0.48	0.43	
Lantana at the Village	TRI Pointe	FF	Rsv's	DTMJ	133	0	6	23	0	0	85	22	0.93	0.79
Addington at Brighton Landing	Woodside	VC	DTST	190	0	4	4	1	1	186	23	1.00	0.82	
TOTALS: No. Reporting: 15		Avg. Sales: 1.13		Traffic to Sales: 13 : 1			89	253	19	2	756	291	Net: 17	
City Codes: DX = Dixon, FF = Fairfield, VC= Vacaville														

The Ryness Report

Week Ending
Sunday, July 12, 2020

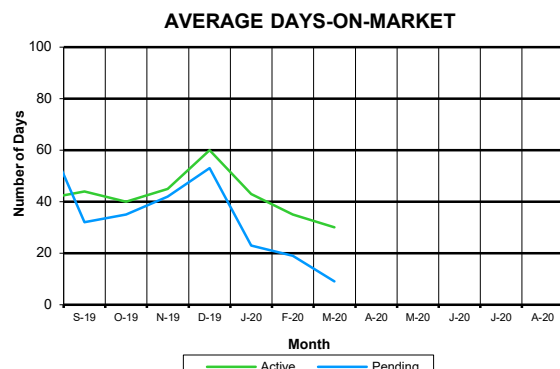
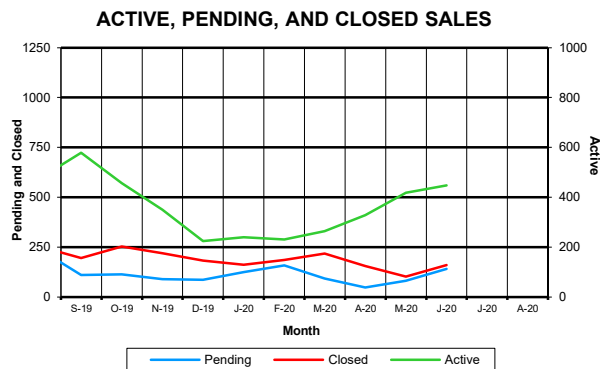
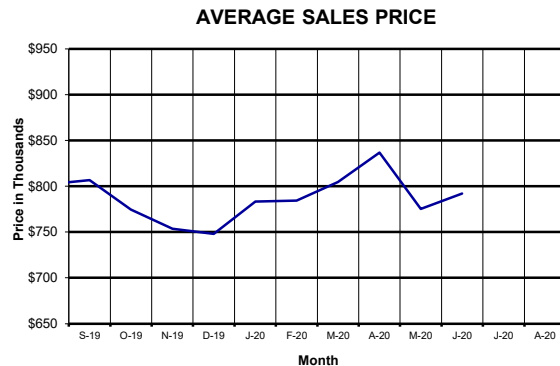
Bay Area Page
7 of 7

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
GRAND TOTALS: No. Reporting: 150	Avg. Sales: 0.94	Traffic to Sales: 12 : 1	987	1904	156	15	7145	2833	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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached										

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

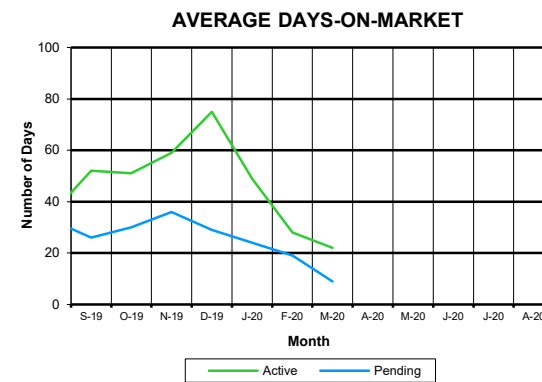
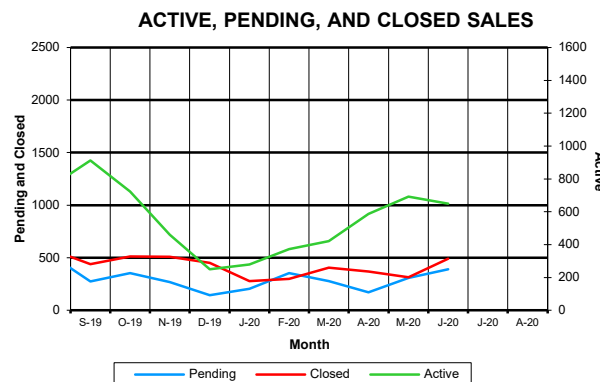
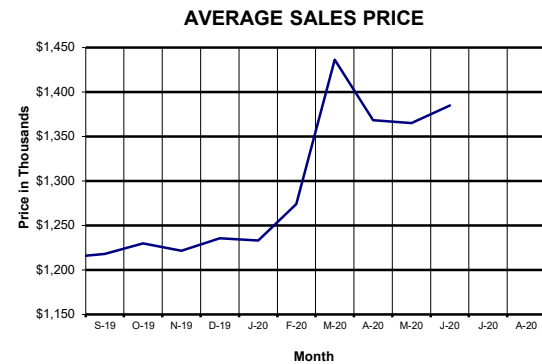
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	350	45	89	42	219	\$753,665
Dec-19	224	60	86	53	182	\$748,089
Jan-20	240	43	124	23	162	\$783,393
Feb-20	231	35	159	19	185	\$784,414
Mar-20	264	30	93	9	217	\$804,428
Apr-20	328	N/A	48	N/A	155	\$836,867
May-20	418	N/A	81	N/A	102	\$775,188
Jun-20	448	29	140	19	160	\$791,847



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

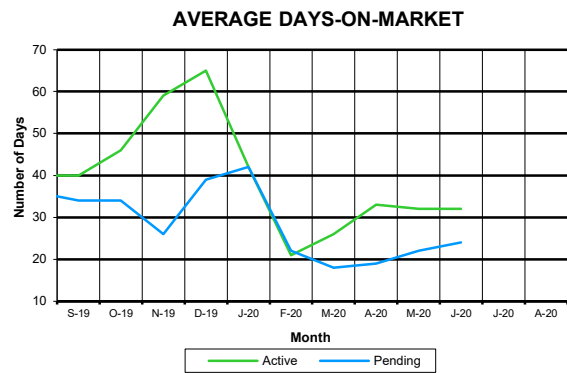
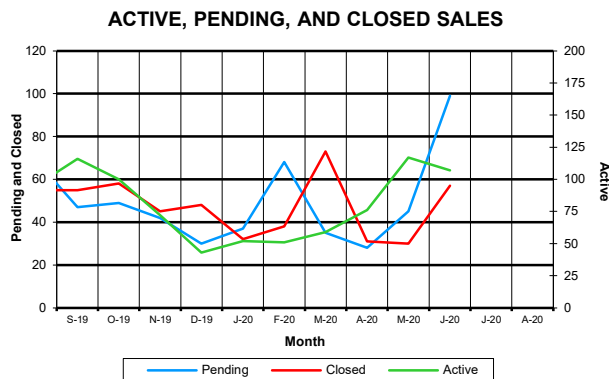
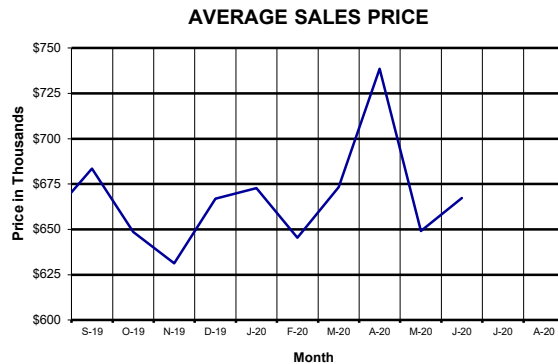
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	461	59	269	36	509	\$1,221,407
Dec-19	250	75	144	29	450	\$1,235,638
Jan-20	280	49	206	24	278	\$1,233,249
Feb-20	372	28	355	19	299	\$1,274,191
Mar-20	422	22	277	9	406	\$1,436,423
Apr-20	586	N/A	171	N/A	368	\$1,368,416
May-20	692	N/A	307	N/A	313	\$1,365,204
Jun-20	649	30	390	15	490	\$1,384,959



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

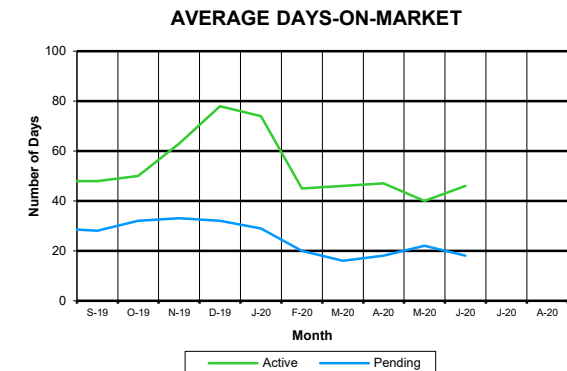
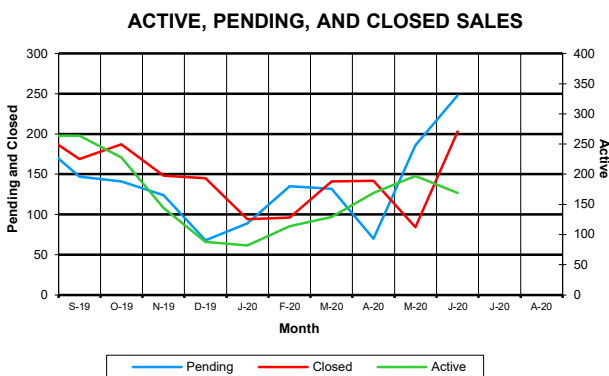
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	72	59	42	26	45	\$631,361
Dec-19	43	65	30	39	48	\$666,867
Jan-20	52	42	37	42	32	\$672,787
Feb-20	51	21	68	22	38	\$645,334
Mar-20	59	26	35	18	73	\$673,281
Apr-20	76	33	28	19	31	\$738,515
May-20	117	32	45	22	30	\$649,119
Jun-20	107	32	99	24	57	\$667,268



Amador Valley SFD Monthly MLS Survey

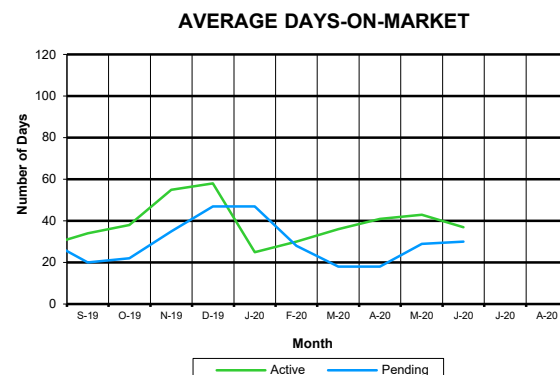
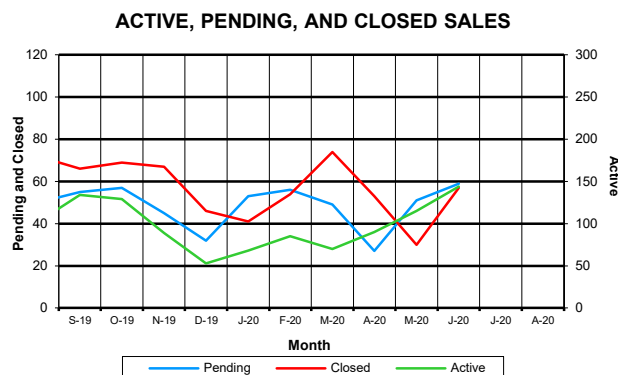
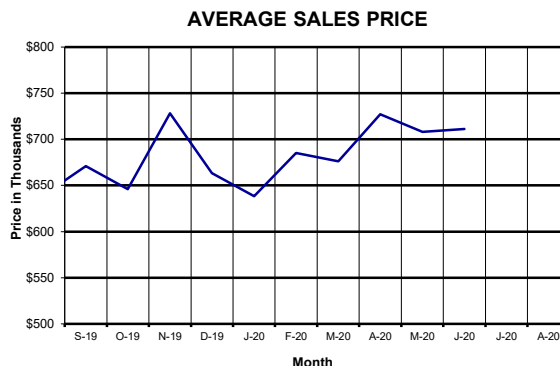
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	144	63	124	33	148	\$1,110,927
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



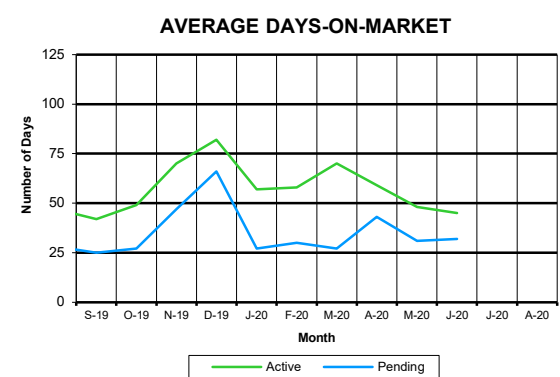
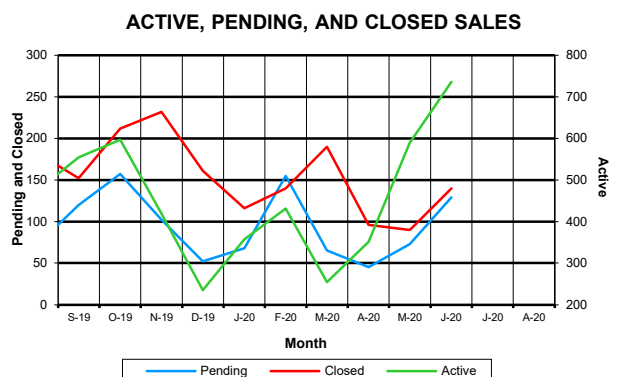
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	89	55	45	35	67	\$728,154
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



San Francisco Attd. Monthly MLS Survey

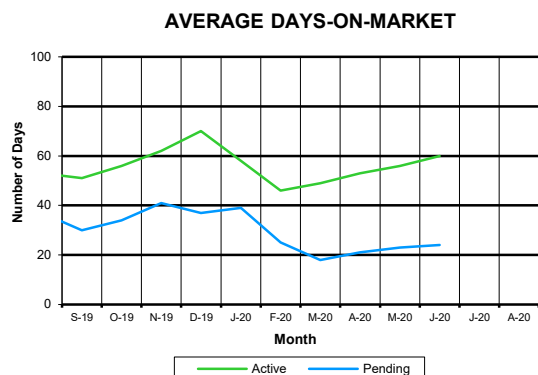
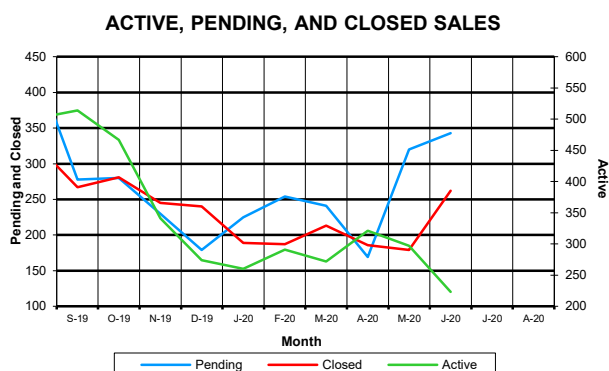
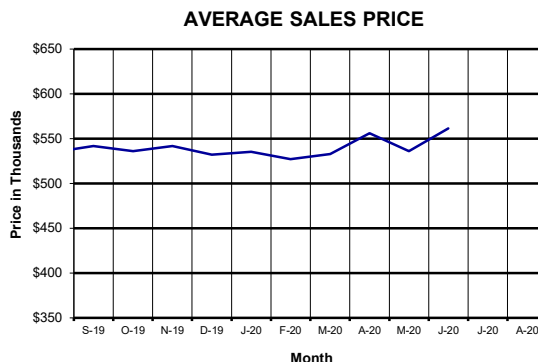
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	419	70	102	47	232	\$1,326,832
Dec-19	235	82	52	66	161	\$1,271,198
Jan-20	357	57	68	27	116	\$1,304,861
Feb-20	431	58	155	30	140	\$1,378,748
Mar-20	254	70	65	27	190	\$1,388,459
Apr-20	351	59	45	43	96	\$1,374,844
May-20	590	48	73	31	90	\$1,230,256
Jun-20	736	45	129	32	140	\$1,374,713



E. Contra Costa SFD Monthly MLS Survey

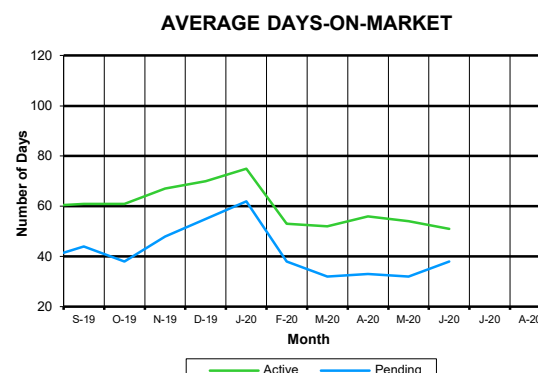
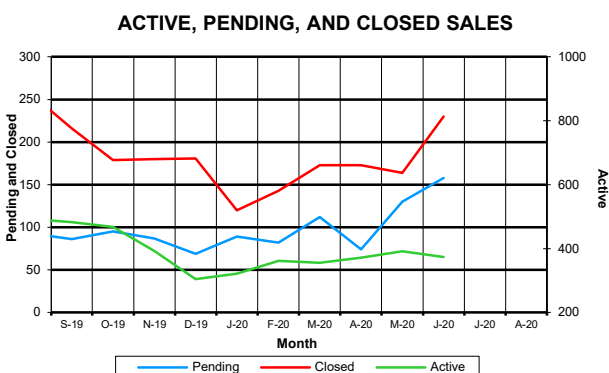
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	341	62	230	41	245	\$541,925
Dec-19	274	70	179	37	240	\$532,342
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



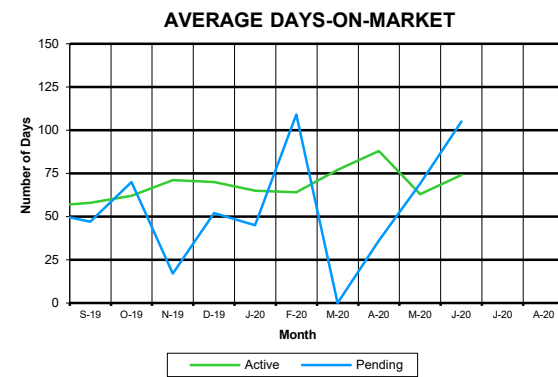
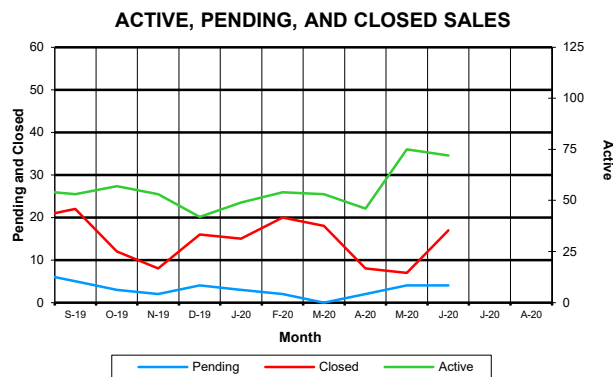
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	393	67	87	48	180	\$487,735
Dec-19	305	70	69	55	181	\$548,516
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



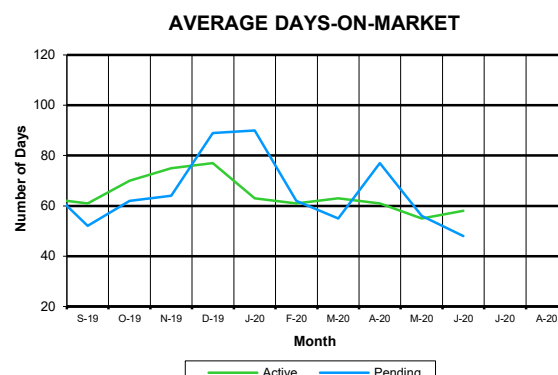
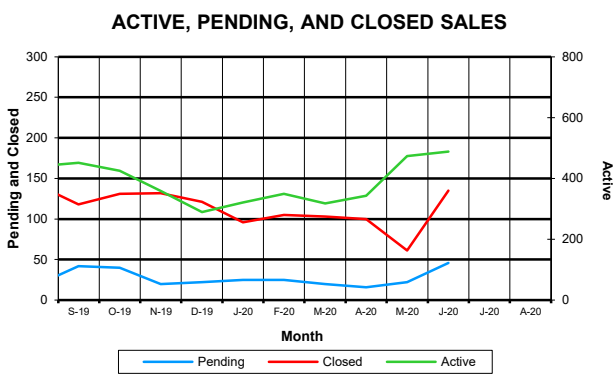
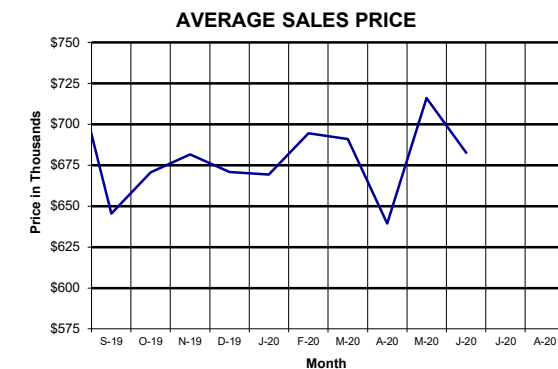
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	53	71	2	17	8	\$420,688
Dec-19	42	70	4	52	16	\$352,588
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



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	359	75	20	64	132	\$681,582
Dec-19	290	77	22	89	121	\$670,944
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



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

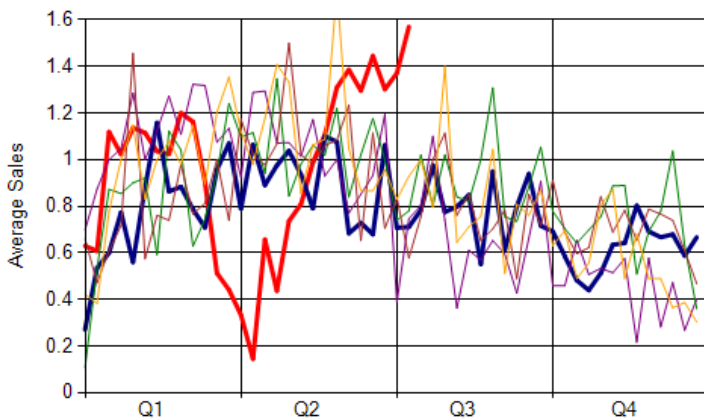
Central Valley

Ending: Sunday, July 12, 2020

Week 28

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	21	830	46	2	44	2.10	0.97	116%	0.87	141%
San Joaquin County	30	663	61	11	50	1.67	1.11	50%	1.18	42%
Stanislaus County	3	44	6	2	4	1.33	1.07	25%	1.13	18%
Merced County	21	261	30	5	25	1.19	0.74	60%	0.84	41%
Madera County	6	102	4	3	1	0.17	0.77	-78%	0.92	-82%
Fresno County	12	166	24	2	22	1.83	1.22	51%	1.47	25%
Current Week Totals	93	2066	171	25	146	1.57	0.99	59%	1.04	50%
Per Project Average		22	1.84	0.27	1.57					
Year Ago - 07/14/2019	83	1939	78	19	59	0.71	0.83	-15%	0.90	-21%
% Change	12%	7%	119%	32%	147%	121%	19%		16%	

52 Weeks Comparison



Year to Date Averages Through Week 28

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	47	33	1.17	0.16	1.02	0.87
■	2016	47	27	1.02	0.13	0.89	0.81
■	2017	50	30	1.03	0.11	0.92	0.87
■	2018	68	24	1.18	0.15	1.03	0.80
■	2019	77	22	0.98	0.14	0.83	0.77
■	2020	83	21	1.19	0.20	0.99	0.99
% Change:		7%	-2%	22%	40%	19%	28%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>24,000 new and resale home transactions closed escrow in California during May 2020. The number of homes sold was 39% lower than a year earlier. Expect to see this sharp decrease continue through much of 2020, the result of economic volatility, historic job losses and coronavirus social distancing. 2019 ended with 437,500 home sales in California. This was 4,400 fewer home sales than took place in 2018, amounting to a 1% annual decrease. 2019's slightly down performance follows a 4% decrease in 2018. For greater perspective, 2019's 442,000 home sales volume was 42% below peak sales volume experienced in 2005. Home sales volume will see a significantly steeper year-over-year decrease in 2020, slashing the flow of agent fees. Fixed rate mortgage rates remain at all-time lows in July 2020, following the Federal Reserve cutting their benchmark interest rate to zero and bond market investors turning to the safety of U.S. Treasuries. Interest rates will remain low as we head deeper into the 2020 recession, giving buyer purchasing power and home prices a boost. Still, home sales volume won't recover until well after the pandemic response has ended. Then, California's housing market will need to emerge from the underlying recession and financial market crash, a recovery not likely to even begin until 2022-2023. Source: First Tuesday Journal Market Watch</p>
FHA	2.89%	3.16%	
	2.85%	3.42%	
10 Yr Yield	0.66%		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					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
Expression at College Park	Century	MH		DTMJ	51	7	7	23	6	0	36	25	0.79	0.89
Heritage at College Park	Century	MH		DTMJ	48	1	3	22	5	0	45	36	0.98	1.29
Provenance at College Park	Century	MH		DTMJ	36	4	5	22	3	0	23	23	0.92	0.92
Reflection at College Park	Century	MH		DTMJ	45	6	7	23	4	1	27	27	1.07	1.07
Meadowview II at Mountain House	K Hovnanian	MH		DTMJ	50	0	5	21	4	0	35	35	1.45	1.45
Amber at Tracy Hills	Lennar	TH		DTMJ	160	0	3	70	3	0	61	23	0.95	0.82
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	0	6	70	2	0	42	24	0.65	0.86
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	13	70	0	0	45	15	0.70	0.54
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	11	70	1	0	41	22	0.62	0.79
Primrose II	Lennar	TR		DTMJ	67	0	1	2	0	1	66	9	0.68	0.32
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	6	43	2	0	23	17	0.57	0.61
Vantage at Tracy Hills	Meritage	TH		DTST	182	7	11	40	6	0	83	57	1.17	2.04
Blissagaray Ranch	Ponderosa	TR		DTMJ	47	0	2	5	0	0	18	4	0.30	0.14
Oliveto at Mountain House	Richmond American	MH		DTMJ	88	0	1	0	0	0	87	28	0.75	1.00
Briar Square at Mountain House	Shea	MH		DTMJ	173	0	7	101	3	0	43	43	1.78	1.78
Langston at Mountain House	Shea	MH		ATST	131	0	6	76	2	0	57	57	2.36	2.36
Vente at Tracy Hills	Shea	TH		DTMJ	74	0	11	102	2	0	36	20	0.51	0.71
Sungold	Taylor Morrison	TR		DTMJ	62	7	4	18	3	0	11	11	2.14	2.14
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	4	11	0	0	1	1	0.32	0.32
Stanford at Ellis	Woodside	TR		DTMJ	51	0	3	28	0	0	2	2	0.64	0.64
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	4	13	0	0	1	1	0.32	0.32
TOTALS: No. Reporting: 21		Avg. Sales: 2.10		Traffic to Sales: 18 : 1				120	830	46	2	783	480	Net: 44
City Codes: MH= Mountain House, TH= Tracy Hills														

Stockton/Lodi					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
Aspire at River Terrace	K Hovnanian	SK	DTST	67	0	2	23	2	2	65	65	4.60	4.60	
Encantada at Vineyard Terrace	K Hovnanian	LD	DTMJ	112	0	6	6	2	0	20	20	0.83	0.83	
Lavaux at Vineyard Terrace	K Hovnanian	LD	DTMJ	116	8	7	17	2	0	57	57	2.36	2.36	
Montevello	KB Home	SK	DTST	154	0	7	11	2	1	143	28	1.06	1.00	
Keys at Westlake	Lennar	SK	New DTMJ	101	0	2	1	1	0	1	1	1.00	1.00	
Villa Point at Destinations	Richmond American	SK	DTST	122	0	8	13	0	0	89	26	0.74	0.93	
TOTALS: No. Reporting: 6		Avg. Sales: 1.00		Traffic to Sales: 8 : 1			32	71	9	3	375	197	Net: 6	
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 24							In Area : 24		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Haven at River Islands	Anthem United	LP		DTST	128	4	6	1	3	1	52	35	0.83	1.25
Reflections at River Island	Anthem United	LP		DTMJ	77	0	1	4	1	0	66	25	0.61	0.89
Turnleaf at the Collective	Anthem United	MN		DTMJ	84	0	8	3	0	0	6	3	0.13	0.11
Solera	Atherton	MN		DTMJ	354	0	6	76	4	2	296	41	1.35	1.46
Arlington	DR Horton	MN		DTST	148	6	7	22	5	0	106	53	1.60	1.89
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	4	7	18	5	0	17	17	0.73	0.73
Haven Villas at Sundance	KB Home	MN		DTST	152	4	7	11	4	0	82	45	1.52	1.61
Catalina at River Island	Kiper	LP		DTMJ	72	1	4	50	4	0	26	26	2.84	2.84
Newport at River Islands	Kiper	LP		DTMJ	131	0	7	82	3	0	58	38	1.25	1.36
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	11	34	0	0	76	13	0.34	0.46
Stanford Crossing	Meritage	LP		DTMJ	66	6	6	31	5	0	47	47	4.22	4.22
Zinnia at Terra Ranch	Meritage	MN		DTMJ	72	4	7	20	3	0	38	38	1.52	1.52
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	8	0	2	1	12	12	0.57	0.57
Passport	Raymus	MN		DTST	135	0	8	36	0	0	100	60	1.85	2.14
Fox Chase at Woodward	Richmond American	MN		ATMJ	130	0	8	21	0	1	105	34	1.08	1.21
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	9	32	0	0	7	7	0.57	0.57
Watermark at River Islands	Richmond American	LP		DTST	102	0	6	5	1	1	63	23	0.85	0.82
Venture at The Collective	Taylor Morrison	MN		DTST	115	0	17	17	3	0	13	10	0.30	0.36
Tidewater at River Islands	The New Home Co	LP		DTMJ	131	0	4	9	1	0	124	16	0.64	0.57
Crystal Cove at River Island	Tim Lewis	LP		DTMJ	97	0	1	7	0	0	96	9	0.50	0.32
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	6	8	33	3	0	12	12	2.90	2.90
Origin at the Collection	Trumark	MN		DTMJ	59	7	7	8	1	1	6	6	0.15	0.21
Bridgeport at River Islands	Van Daele	LP		DTMJ	91	4	8	40	2	1	78	43	0.80	1.54
Latitude at River Islands II	Van Daele	LP		DTMJ	78	4	1	32	2	0	77	36	0.90	1.29
TOTALS: No. Reporting: 24		Avg. Sales: 1.83		Traffic to Sales: 11 : 1				162	592	52	8	1563	649	Net: 44
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	PR	DTST	69	4	6	10	2	1	26	26	1.53	1.53	
Turnleaf at Patterson Ranch	KB Home	PR	DTST	99	4	6	21	3	1	15	15	1.35	1.35	
Monarch Country Living	Ramson	NW	DTST	47	0	3	13	1	0	39	9	0.41	0.32	
TOTALS: No. Reporting: 3		Avg. Sales: 1.33		Traffic to Sales: 7 : 1			15	44	6	2	80	50	Net: 4	
City Codes: PR = 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	2	4	10	0	0	39	18	0.64	0.64
Sundance Village	Bright	LT		DTST	64	3	6	5	0	0	33	13	0.60	0.46
Bell Crossing	DR Horton	AT		DTST	151	4	4	26	4	1	39	39	1.41	1.39
Brookshire	DR Horton	LB		DTST	50	5	7	4	3	0	6	6	0.60	0.60
Mission Village South	DR Horton	LB		DTMJ	91	0	4	5	2	0	47	18	0.81	0.64
Monterra	DR Horton	MD		DTST	103	0	3	10	1	1	31	31	1.12	1.11
Panorama	DR Horton	MD		DTST	192	0	2	12	0	1	48	28	0.83	1.00
Shaunessy	DR Horton	LB		DTST	70	0	3	4	0	0	1	1	0.11	0.11
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	0	12	12	0	1	68	15	0.82	0.54
Aspire at Sierra Vista	K Hovnanian	MD		DTST	91	0	6	3	3	0	85	16	0.79	0.57
Manzanita	Legacy	LT		DTMJ	172	0	8	34	0	0	86	27	0.85	0.96
Sunflower	Legacy	MD		DTST	143	4	9	0	3	0	63	28	0.81	1.00
Moraga - Chateau II	Lennar	MD		DTMJ	52	0	2	11	0	0	3	3	1.40	1.40
Moraga - Skye II	Lennar	MD		DTMJ	66	0	1	10	0	0	9	9	2.86	2.86
Moraga - Summer II	Lennar	MD		DTMJ	115	4	2	11	2	0	2	2	0.93	0.93
Bellevue Ranch	Stonefield Home	MD		DTST	69	0	4	39	3	0	65	33	0.97	1.18
Brookshire	Stonefield Home	LB		DTMJ	172	0	3	27	2	0	145	43	0.83	1.54
Cypress Terrace	Stonefield Home	MD		DTST	82	1	3	8	0	0	32	4	0.71	0.14
Shaunessey Village	Stonefield Home	LB		DTST	81	4	4	22	5	1	26	24	0.79	0.86
University Park II	Stonefield Home	MD		DTST	52	0	4	2	0	0	48	8	0.81	0.29
Villas, The	Stonefield Home	LB		DTST	50	0	3	6	2	0	35	14	0.55	0.50
TOTALS: No. Reporting: 21		Avg. Sales: 1.19		Traffic to Sales: 9 : 1				94	261	30	5	911	380	Net: 25
City Codes: MD = Merced, LT = Livingston, AT = Atwater, LB = Los Banos														

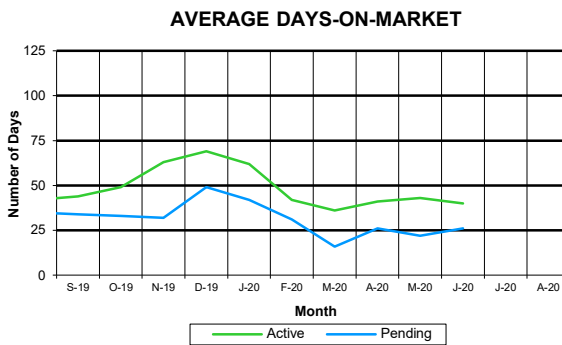
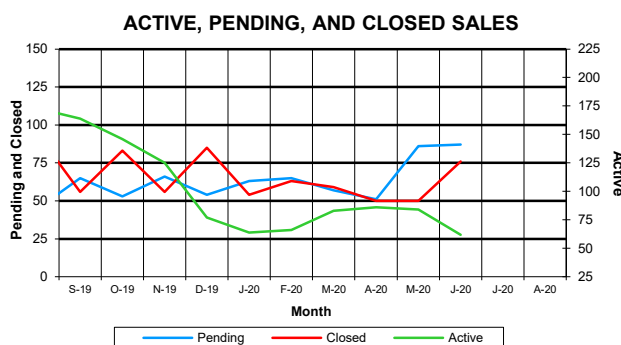
Madera County				Projects Participating: 6							In Area : 6		
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Tesoro Viejo- Bluffs	DR Horton	MDA	DTMJ	39	0	5	35	1	0	20	20	0.73	0.71
Aspire at River Bend	K Hovnanian	MDA	DTMJ	171	0	8	12	0	0	65	32	1.01	1.14
Vista Bella at Tesoro Viejo	K Hovnanian	MDA	DTST	112	0	13	10	0	2	15	10	0.26	0.36
Riverstone Coronet	Lennar	MDA	DTST	103	0	6	16	1	0	8	8	2.00	2.00
Riverstone- Pinnacle	Lennar	MDA	DTMJ	57	0	5	14	1	1	28	10	0.42	0.36
Riverstone Skye	Lennar	MDA	DTST	67	0	6	15	1	0	48	18	0.72	0.64
TOTALS: No. Reporting: 6		Avg. Sales: 0.17		Traffic to Sales: 26 : 1			43	102	4	3	184	98	Net: 1
City Codes: MDA = Madera													

Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 12							In Area : 12		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Dakota	DR Horton	FR		DTST	93	0	2	8	1	0	91	18	1.14	0.64
Oliveta	DR Horton	SAN		DTST	195	0	3	14	0	0	188	29	1.43	1.04
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	4	8	12	2	1	61	31	0.90	1.11
Inspirado	K Hovnanian	FR		DTST	109	10	6	19	4	0	59	59	2.14	2.11
Laurel Grove	KB Home	FR		DTST	144	0	8	22	0	1	102	35	1.36	1.25
Seville	KB Home	FR		DTST	129	0	6	29	2	0	22	22	1.36	1.36
Carriage House V- Chateau	Lennar	FR		DTST	92	0	6	13	1	0	82	17	0.97	0.61
Chateau at Summer Grove	Lennar	FR		DTST	202	0	5	22	2	0	157	27	1.21	0.96
Copper River- Pinnacle	Lennar	FR		DTMJ	94	6	7	14	4	0	64	34	0.76	1.21
Fancher Creek California	Lennar	FR		ATST	68	4	7	3	3	0	7	7	0.26	0.26
Fancher Creek- Chateau	Lennar	FR		ATST	115	0	5	1	1	0	7	7	0.26	0.26
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	4	7	9	4	0	58	28	0.95	1.00
TOTALS: No. Reporting: 12		Avg. Sales: 1.83		Traffic to Sales: 7 : 1			70	166	24	2	898	314	Net: 22	
City Codes: FR = Fresno, SAN = Sanger, FO = Fowler														

Central Valley			Projects Participating: 93					In Area : 93	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 93	Avg. Sales: 1.57	Traffic to Sales: 12 : 1	536	2066	171	25	4794	2168	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 = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									

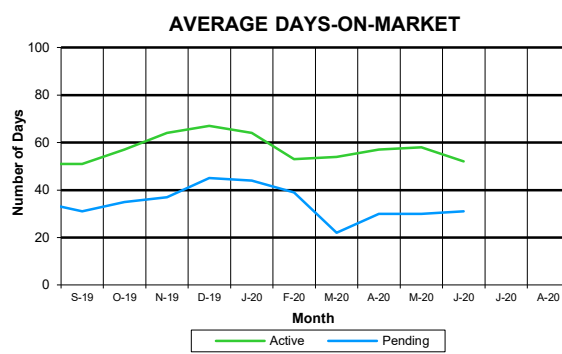
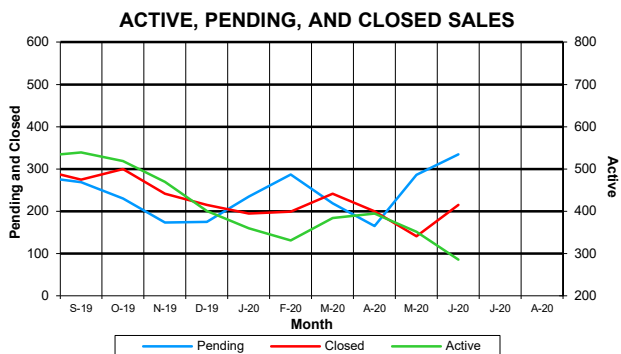
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	125	63	66	32	56	489,893
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



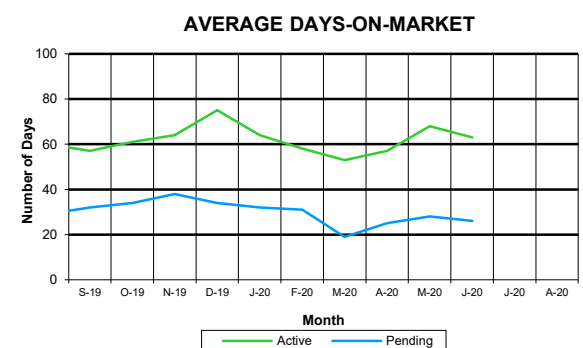
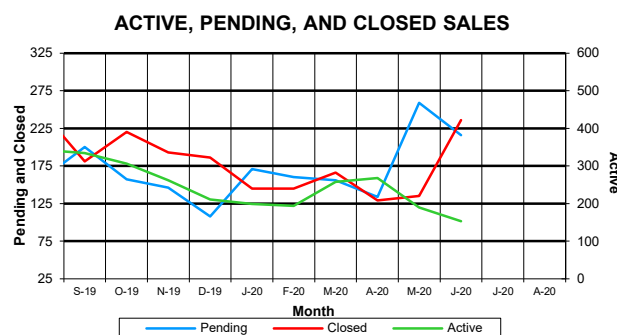
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	470	64	174	37	242	\$334,688
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



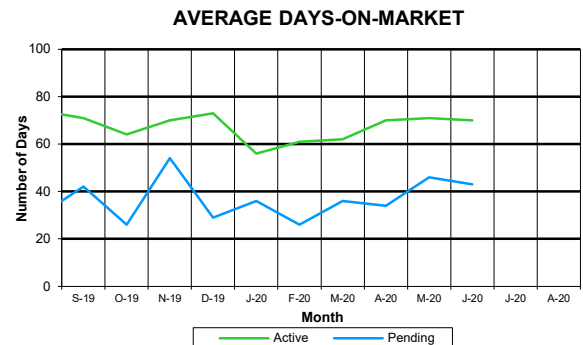
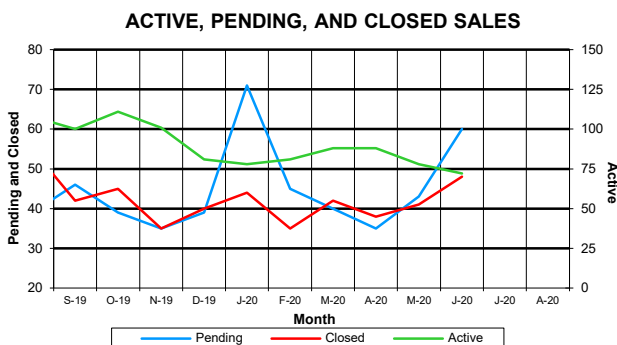
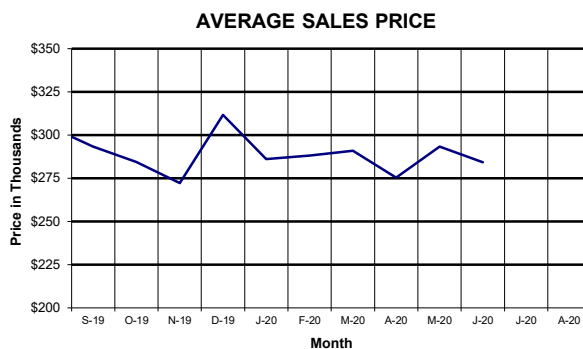
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	262	64	146	38	193	\$341,183
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



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	101	70	35	54	35	\$272,198
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



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

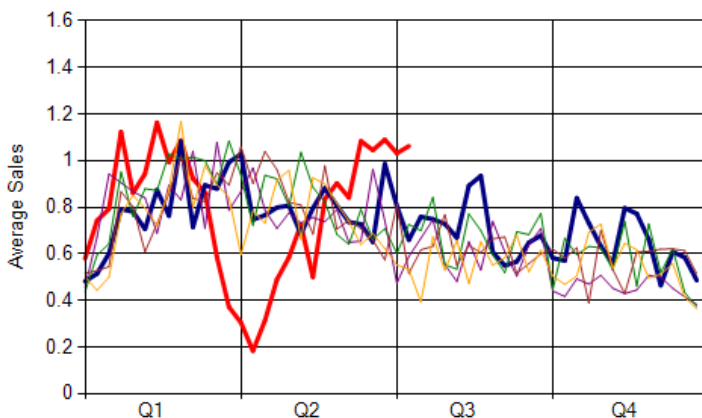
Sacramento

Ending: Sunday, July 12, 2020

Week 28

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.
South Sacramento		28	466	28	6	22	0.79	0.70	12%	0.69	15%	
Central & North Sacramento		39	794	46	8	38	0.97	0.84	16%	0.75	31%	
Folsom		12	235	8	2	6	0.50	0.73	-32%	0.76	-34%	
El Dorado		9	110	10	0	10	1.11	0.75	48%	0.74	49%	
Placer & Nevada		51	768	61	5	56	1.10	0.85	29%	0.77	43%	
Yolo		13	110	25	2	23	1.77	0.60	197%	0.50	254%	
Northern Counties		9	200	17	1	16	1.78	0.95	88%	1.10	62%	
Current Week Totals	Traffic : Sales 14 : 1	161	2683	195	24	171	1.06	0.79	35%	0.74	43%	
Per Project Average		17		1.21	0.15	1.06						
Year Ago - 07/14/2019	Traffic : Sales 29 : 1	141	3459	120	27	93	0.66	0.78	-16%	0.78	-16%	
% Change		14%	-22%	63%	-11%	84%	61%	0%	-5%			

52 Weeks Comparison



Year to Date Averages Through Week 28

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	96	28	0.88	0.12	0.76	0.66
■	2016	132	27	0.91	0.13	0.78	0.69
■	2017	141	28	0.97	0.15	0.82	0.73
■	2018	128	26	0.92	0.13	0.78	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	148	16	0.95	0.16	0.79	0.79
% Change:		5%	-32%	5%	39%	0%	7%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>24,000 new and resale home transactions closed escrow in California during May 2020. The number of homes sold was 39% lower than a year earlier. Expect to see this sharp decrease continue through much of 2020, the result of economic volatility, historic job losses and coronavirus social distancing. 2019 ended with 437,500 home sales in California. This was 4,400 fewer home sales than took place in 2018, amounting to a 1% annual decrease. 2019's slightly down performance follows a 4% decrease in 2018. For greater perspective, 2019's 442,000 home sales volume was 42% below peak sales volume experienced in 2005. Home sales volume will see a significantly steeper year-over-year decrease in 2020, slashing the flow of agent fees. Fixed rate mortgage rates remain at all-time lows in July 2020, following the Federal Reserve cutting their benchmark interest rate to zero and bond market investors turning to the safety of U.S. Treasuries. Interest rates will remain low as we head deeper into the 2020 recession, giving buyer purchasing power and home prices a boost. Still, home sales volume won't recover until well after the pandemic response has ended. Then, California's housing market will need to emerge from the underlying recession and financial market crash, a recovery not likely to even begin until 2022-2023. Source: First Tuesday Journal Market Watch</p>
FHA	2.89%	3.16%	
	2.85%	3.42%	
10 Yr Yield	0.66%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 28							In Area : 28		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Woodbury Estates at River Oaks	Elliott	GT		DTST	70	0	6	12	1	0	64	28	1.00	1.00
Murieta Gardens	K Hovnanian	RM		DTST	78	0	9	6	4	1	56	21	0.80	0.75
Bridgewater	KB Home	SO		DTST	85	0	8	28	0	0	17	17	1.00	1.00
Sheldon Terrace	KB Home	LN		DTST	175	0	7	24	2	0	97	27	1.14	0.96
Locale	Lafferty	SO		DTMJ	31	4	9	13	1	0	3	3	0.09	0.11
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	7	28	1	0	48	31	0.89	1.11
Bordeaux at Vineyard Creek	Lennar	SO		DTST	150	0	7	25	0	0	143	21	0.86	0.75
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	4	8	28	2	0	60	21	0.95	0.75
Cascade at Parkside II	Lennar	VN		DTMJ	22	0	6	9	2	0	16	15	0.49	0.54
Elements at Sterling Meadows	Lennar	LN		DTST	159	0	5	43	3	0	121	35	1.27	1.25
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	0	7	12	1	0	153	28	0.87	1.00
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	4	28	3	0	59	28	0.93	1.00
Redwood at Parkside	Lennar	VN		DTMJ	244	0	5	9	1	0	236	12	0.88	0.43
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	0	6	9	1	0	48	21	0.85	0.75
Marbella	Meritage	VN		DTST	56	0	4	0	0	0	52	19	0.67	0.68
Park One II	Northwest Home Co	SO	Rsv's	DTST	12	0	9	3	0	0	3	3	0.17	0.17
Laguna Ranch	Richmond American	LN		DTMJ	80	0	10	45	0	1	29	20	0.62	0.71
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	9	6	0	1	63	25	0.94	0.89
Woodberry at Bradshaw Crossing	Richmond American	SO		DTST	202	0	8	14	0	0	15	15	1.64	1.64
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	2	11	3	2	1	24	17	0.65	0.61
Milestone	Taylor Morrison	VN		DTST	121	1	10	12	1	0	51	31	0.83	1.11
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	50	0	10	3	1	0	14	11	0.39	0.39
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	100	1	11	3	1	1	20	14	0.54	0.50
Classics at Poppy Lane	TimLewis	LN		DTMJ	75	0	3	13	1	0	44	18	0.44	0.64
Latitudes	TimLewis	VN		DTST	159	0	17	43	0	0	106	30	0.93	1.07
Legacy at Poppy Lane	TimLewis	LN		DTMJ	54	0	1	9	0	0	35	13	0.37	0.46
Traditions at Poppy Lane	TimLewis	LN		DTST	94	0	4	24	0	1	52	21	0.58	0.75
Glendon Vineyards	Woodside	VN		DTST	103	0	6	14	0	0	32	19	0.60	0.68
TOTALS: No. Reporting: 28		Avg. Sales: 0.79		Traffic to Sales: 17 : 1			207	466	28	6	1661	564	Net: 22	
City Codes: GT = Galt, RM= Rancho Murieta, SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 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	6	4	15	3	0	6	6	2.80	2.80
Crocker Village- Courts	Black Pine	SO	New	DTMJ	83	0	0	14	0	0	0	0	0.00	0.00
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	4	5	15	1	0	3	3	1.40	1.40
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	98	0	13	68	1	0	38	18	0.86	0.64
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	25	65	0	0	33	27	0.75	0.96
Anthology at Anatolia	DR Horton	RO		DTST	102	0	6	13	2	1	86	52	1.23	1.86
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	5	13	1	0	34	16	0.57	0.57
Veranda at Stone Creek	Elliott	RO		DTST	163	0	5	28	2	0	54	9	0.47	0.32
Clara at Anatolia	Lennar	RO		DTMJ	139	4	8	39	5	1	118	29	0.98	1.04
Ventana	Lennar	RO		ATST	160	4	9	15	3	0	47	31	0.92	1.11
Verdant	Lennar	RO		DTST	99	0	6	32	0	0	26	26	1.98	1.98
Viridian	Lennar	RO		DTST	342	0	8	15	0	0	49	24	0.90	0.86
Montelena	Premier Homes	RO		DTMJ	169	0	7	35	3	1	39	26	1.02	0.93
Classics at Sutter Park	TimLewis	SO		DTMJ	25	4	9	23	0	0	13	3	0.39	0.11
Garden Homes at Sutter Park	TimLewis	SO		DTMJ	29	2	10	23	0	0	11	2	0.33	0.07
Traditionals at Sutter Park	TimLewis	SO		DTMJ	34	6	12	29	0	0	8	3	0.24	0.11
Alderwood	Watt	RO		DTMJ	54	0	2	15	0	0	10	10	1.94	1.94
Hidden Ridge	Watt	FO		DTMJ	22	0	1	2	0	0	21	3	0.22	0.11
Cottonwood at Cypress	Woodside	RO		DTST	84	0	5	5	1	0	23	18	0.51	0.64
Eucalyptus at Cypress	Woodside	RO		DTST	51	0	6	12	0	0	14	11	0.31	0.39
Magnolia at Cypress	Woodside	RO		DTST	178	0	6	15	0	0	26	23	0.58	0.82
Sequoia at Cypress	Woodside	RO		DTST	62	0	6	6	0	0	10	7	0.22	0.25
TOTALS: No. Reporting: 22		Avg. Sales: 0.86		Traffic to Sales: 23 : 1				158	497	22	3	669	347	Net: 19
City Codes: SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 17							In Area : 17		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTMJ	145	3	16	8	2	0	17	12	0.43	0.43
Brownstones at Natomas Field	Beazer	SO		DTST	189	0	2	4	0	0	187	16	0.77	0.57
Cottages at Natomas Field	Beazer	SO		DTST	179	0	1	3	0	0	174	32	0.81	1.14
Edgewood - The Cove	Beazer	SO		ATST	156	0	24	21	0	0	2	2	0.64	0.64
Villas at Natomas Field	Beazer	SO		ATST	198	0	3	14	1	0	195	14	0.80	0.50
Westward - The Cove	Beazer	SO		DTMJ	122	0	24	13	0	0	5	5	0.33	0.33
Windrow - The Cove	Beazer	SO		DTST	167	0	8	24	4	1	32	27	0.91	0.96
Bloom	DR Horton	SO		DTST	84	4	8	39	2	0	45	45	2.97	2.97
Castile at Parkebridge	DR Horton	SO		DTST	152	6	8	20	4	1	89	51	1.39	1.82
Ravenna at Parkebridge	DR Horton	SO		DTST	106	4	9	42	4	1	39	39	2.05	2.05
Verano at Parkebridge	DR Horton	SO		DTMJ	136	0	6	23	2	0	105	50	1.59	1.79
Montauk at the Hamptons	KB Home	SO		DTMJ	342	4	7	17	2	1	329	44	1.35	1.57
Amberwood at Natomas Meadows	Lennar	SO		DTST	75	0	5	9	1	1	70	12	0.97	0.43
Elverta Park	Silverado	AO		DTST	225	0	4	21	2	0	221	20	1.10	0.71
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	6	14	0	0	5	5	0.36	0.36
Mystique	Watt	SO		ATST	57	0	3	25	0	0	17	17	0.46	0.61
Hamlet at Natomas Meadows	Woodside	SO		DTST	143	0	7	0	0	0	50	31	0.96	1.11
TOTALS: No. Reporting: 17		Avg. Sales: 1.12		Traffic to Sales: 12 : 1			141	297	24	5	1582	422	Net: 19	
City Codes: SO = Sacramento, AO = Antelope														

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	7	10	1	1	13	13	0.72	0.72	
Farmhouse at Willow Creek	Black Pine	FM	DTMJ	126	0	5	24	0	0	100	20	0.83	0.71	
Copperwood at Folsom Ranch	Lennar	FM	DTMJ	100	4	7	14	1	0	91	23	0.87	0.82	
Oakleaf at Folsom Ranch	Lennar	FM	DTMJ	81	0	3	14	0	0	78	19	0.75	0.68	
Steel Canyon at Russell Ranch	Meritage	FM	DTMJ	114	4	8	23	2	0	16	16	0.69	0.69	
Ladera at White Rock	Richmond American	FM	DTMJ	56	0	6	6	0	0	3	3	0.42	0.42	
Mesa at White Rock	Richmond American	FM	DTMJ	13	0	2	7	0	0	1	1	0.47	0.47	
Folsom Ranch-Azure II	Taylor Morrison	FM	DTMJ	113	1	10	25	1	0	28	23	0.82	0.82	
Folsom Ranch-Dakota II	Taylor Morrison	FM	DTMJ	111	1	11	26	1	0	31	31	1.00	1.11	
Silver Crest at Russell Ranch	The New Home Co	FM	DTMJ	108	4	8	34	1	0	14	14	0.70	0.70	
Brookstone at Folsom Ranch	TRI Pointe	FM	DTMJ	145	0	8	26	1	0	40	36	1.22	1.29	
Waterstone at Folsom Ranch	TRI Pointe	FM	DTMJ	77	0	10	26	0	1	28	19	0.85	0.68	
TOTALS: No. Reporting: 12	Avg. Sales: 0.50		Traffic to Sales: 29 : 1			85	235	8	2	443	218	Net: 6		
City Codes: FM= Folsom														

The Ryness Report

Week Ending
Sunday, July 12, 2020

Sacramento Page 4 of 7

Development Name	Developer	City Code	Notes	Type										
El Dorado County					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
Cypress at Serrano	Lennar	EH		DTMJ	65	0	4	15	3	0	57	18	0.49	0.64
Hawk View at Bass Lake Hills	Lennar	EH		DTMJ	114	7	11	18	3	0	29	28	0.93	1.00
Heritage El Dorado Hills-Estates	Lennar	EH		DTST	97	0	7	8	0	0	47	16	0.49	0.57
Heritage El Dorado Hills-Legends	Lennar	EH		DTST	164	0	5	8	1	0	97	32	1.02	1.14
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTST	369	0	7	8	0	0	80	33	0.84	1.18
Heritage El Dorado Hills-Reflections	Lennar	EH		DTST	140	0	2	10	1	0	138	29	0.97	1.04
Ridgeview Estates at Blackstone	Lennar	EH		DTMJ	24	0	2	5	1	0	13	7	0.33	0.25
Sienna Ridge Estates	Lennar	EH		DTMJ	76	0	6	20	1	0	38	20	0.56	0.71
Collina at Serrano	Woodside	EH		DTMJ	72	0	5	18	0	0	7	6	0.18	0.21
TOTALS: No. Reporting: 9	Avg. Sales: 1.11		Traffic to Sales: 11 : 1				49	110	10	0	506	189	Net: 10	
City Codes: EH= El Dorado Hills														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 50							In Area : 50		
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cerrada	DR Horton	LL		DTMJ	166	0	7	4	0	0	7	7	0.37	0.37
Veranda at Stoneridge	Elliott	RV		DTST	149	0	2	6	0	0	147	27	1.13	0.96
Avenue, The	JMC	LL		DTMJ	50	0	3	20	1	0	47	12	0.49	0.43
Broadlands	JMC	LL	New	DTST	77	0	3	18	3	0	3	3	2.33	2.33
Monument Village at Sierra Vista	JMC	RV		DTST	92	0	5	45	0	0	81	33	1.42	1.18
Palisade Village	JMC	RV		DTST	88	0	5	37	2	0	79	65	1.94	2.32
Pinnacle Village	JMC	RV		DTMJ	83	0	6	22	0	0	60	27	1.03	0.96
Ridge at Whitney Ranch II	JMC	RK		DTST	48	0	5	32	0	0	13	13	0.57	0.57
Sentinel	JMC	RV		DTST	132	0	5	77	3	0	35	35	1.94	1.94
Summerwood at Fiddymment Farm	JMC S/O	RV		DTST	124	0	S/O	2	2	0	124	16	0.54	0.57
Valleybrook at Fiddymment Farm	JMC	RV		DTMJ	78	0	6	26	1	0	72	25	0.76	0.89
Westview at Whitney Ranch	JMC	RK		DTMJ	97	4	8	23	3	0	69	25	1.01	0.89
Wildwood	JMC	RV		DTMJ	134	4	6	34	2	0	125	31	0.69	1.11
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	4	3	0	0	25	25	2.06	2.06
Creekside Preserve	K Hovnanian	LL		DTMJ	50	0	8	11	1	1	11	11	0.46	0.46
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	4	7	4	1	0	48	25	0.74	0.89
Cadence at WestPark	KB Home	RV		DTST	88	0	7	13	2	1	75	41	1.12	1.46
Oak Vista	KB Home	RK		DTMJ	59	0	5	12	1	0	48	21	0.81	0.75
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	6	15	1	0	59	37	1.00	1.32
Corvara at Fiddymment Farm	Lennar	RV		DTMJ	134	0	7	17	3	2	88	44	1.13	1.57
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	5	11	2	0	100	26	0.88	0.93
Heritage Solaire-Larissa	Lennar	RV		AASF	162	0	3	11	1	0	89	16	0.78	0.57
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	7	11	2	0	110	26	0.94	0.93
LaMaison II at Diamond Creek	Lennar	RV		DTMJ	50	4	6	16	3	1	17	14	0.43	0.50
Monterosa at Fiddymment Farm	Lennar	RV		DTMJ	67	0	2	0	0	0	65	13	0.84	0.46
Novara at Fiddymment	Lennar	RV	New	DTMJ	105	0	2	6	1	0	1	1	1.00	1.00
Pavia at Fiddymment Farm	Lennar	RV		DTMJ	94	0	2	6	0	0	1	1	0.47	0.47
Sausalito Walk	Lennar	RV		DTST	100	0	4	13	0	0	1	1	0.14	0.14
Durango	Meritage	RK		DTST	122	0	5	17	1	0	111	28	0.89	1.00
Summit II, The	Meritage	RV		DTMJ	92	4	7	28	2	0	47	27	0.82	0.96
Sierra Oaks	Next New Homes	CF		DTMJ	34	0	3	5	1	0	7	7	0.29	0.29
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	6	8	0	0	3	3	0.95	0.95
Fieldstone at Fiddymment Ranch	Richmond American	RV		DTST	71	0	6	14	0	0	17	17	0.94	0.94
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	2	10	5	2	0	11	11	1.79	1.79
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	1	10	5	1	0	13	13	2.12	2.12
Catalina at Fiddymment Farm	Taylor Morrison	RV		DTST	47	1	9	5	1	0	21	21	0.91	0.91
Liberty Village	Taylor Morrison	RV		DTST	53	1	10	21	1	0	38	31	0.90	1.11
Monarch at Fiddymment Farm	Taylor Morrison	RV		DTMJ	91	3	10	7	3	0	20	16	0.54	0.57
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	10	2	0	0	13	13	2.12	2.12
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	6	21	0	0	72	15	0.59	0.54
Park View at Whitney Ranch	The New Home Co	RK		DTST	60	0	7	11	0	0	35	12	0.51	0.43
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	9	18	1	0	24	13	0.53	0.46
La Madera at Twelve Bridges	TRI PoinTE	LL		DTST	102	0	8	24	0	0	46	19	0.77	0.68
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	7	14	1	0	14	13	0.66	0.66
Cottages at Spring Valley	Woodside	RK		DTMJ	210	4	5	15	3	0	201	29	0.90	1.04

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 50							In Area : 50		
					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
Hills at Paradiso	Woodside	RV		DTST	58	4	7	11	2	0	40	18	0.57	0.64
Flamonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	6	5	0	0	30	14	0.42	0.50
Ridge at Paradiso	Woodside	RV		DTST	42	4	7	9	2	0	25	13	0.36	0.46
Tramonte at Twelve Bridges	Woodside	LL		DTMJ	100	4	7	18	4	0	29	19	0.41	0.68
Villas at Spring Valley	Woodside S/O	RK		DTST	160	0	S/O	1	1	0	160	12	0.71	0.43
TOTALS: No. Reporting: 50		Avg. Sales: 1.12		Traffic to Sales: 12 : 1			291	759	61	5	2577	985	Net: 56	
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, CF = Colfax														

Nevada County					Projects Participating: 1						In Area : 1			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberw	ood Estates	Hilbers	GV	DTST	45	0	5	9	0	0	6	2	0.07	0.07
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			5	9	0	0	6	2	Net: 0	
City Codes: GV = Grass Valley														

Yolo County				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
Riverchase	Anthem United	WS	DTMJ	222	5	3	12	3	0	114	33	0.83	1.18
Aspire at Stone's Throw	K Hovnanian	WN	DTST	100	6	5	13	3	0	47	30	0.98	1.07
Bradford at Spring Lake	KB Home	WL	DTST	112	4	9	25	3	0	45	25	0.67	0.89
Magnolia at Spring Lake	Lennar	WL	DTMJ	78	0	3	9	1	0	27	8	0.51	0.29
Orchard at Spring Lake	Lennar	WL	DTST	103	0	1	0	0	0	102	9	0.75	0.32
Summerstone at Spring Lake	Lennar	WL	DTST	87	0	5	9	4	1	38	27	0.72	0.96
Sunflower at Spring Lake	Lennar	WL	DTMJ	85	0	7	9	1	0	40	16	0.77	0.57
Cannery - Tilton	Shea	DV	DTMJ	76	0	2	2	1	0	74	2	0.29	0.07
Spring Lake - Ivy	Taylor Morrison	WL	DTMJ	44	0	10	5	0	0	27	11	0.25	0.39
Spring Lake - Laurel	Taylor Morrison	WL	DTMJ	100	2	12	5	2	0	49	16	0.45	0.57
Spring Lake - Olive	Taylor Morrison	WL	DTMJ	70	4	11	7	2	0	53	20	0.49	0.71
Cannery - Gala	The New Home Co	DV	ATMJ	120	0	6	4	2	0	64	9	0.44	0.32
Pines at Spring Lake	Woodside	WL	DTMJ	83	4	8	10	3	1	14	14	0.61	0.61
TOTALS: No. Reporting: 13		Avg. Sales: 1.77		Traffic to Sales: 4 : 1			82	110	25	2	694	220	Net: 23
City Codes: WS = West Sacramento, WN= Winters, WL = Woodland, DV = Davis													

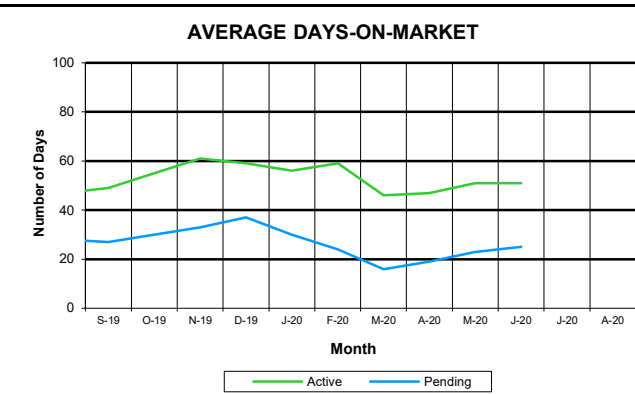
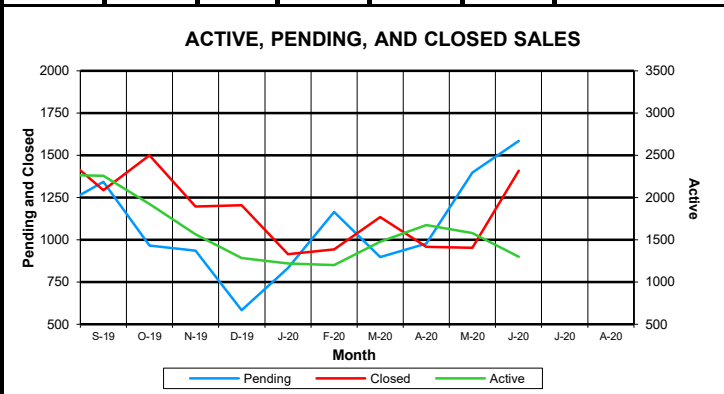
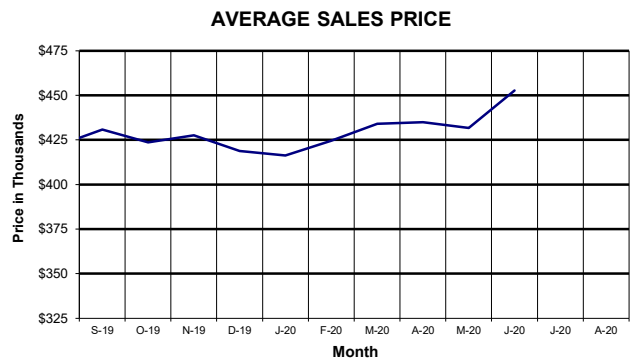
Sutter County					Projects Participating: 1							In Area : 1			
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen		K Hovnanian		LO	DTMJ	170	8	6	22	3	0	27	27	1.67	1.67
TOTALS: No. Reporting: 1		Avg. Sales: 3.00			Traffic to Sales: 7 : 1			6	22	3	0	27	27	Net: 3	
City Codes: LO = Live Oak															

Development Name	Developer	City Code	Notes	Type										
Yuba County					Projects Participating: 8							In Area : 8		
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Bluffs at Flumas Ranch	Cresleigh	FLK		DTST	28	0	2	15	3	0	12	12	0.85	0.85
Cresleigh Meadows at Flumas Ranch	Cresleigh	FLK		DTMJ	147	0	4	44	0	0	13	13	0.61	0.61
Cresleigh Riverside at Flumas Ranch	Cresleigh	FLK		DTMJ	87	0	16	31	0	0	9	9	0.43	0.43
Dorado	DR Horton	FLK		DTST	57	4	7	19	2	0	38	38	1.46	1.46
Sunset at The Orchards	JMC	MS		DTST	60	0	5	16	3	1	20	20	2.46	2.46
Sunhaven at The Orchard	JMC	MS		DTST	71	4	8	27	4	0	58	28	0.85	1.00
Rio Del Oro	K Hovnanian	FLK		DTST	68	0	1	3	0	0	67	19	0.96	0.68
Sonoma Ranch	Lennar	FLK		DTST	137	0	4	23	2	0	130	38	1.07	1.36
TOTALS: No. Reporting: 8		Avg. Sales: 1.63		Traffic to Sales: 13 : 1			47	178	14	1	347	177	Net: 13	
City Codes: FLK = Flumas Lake, MS = Marysville														

Sacramento			Projects Participating: 161					In Area : 161	
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 161	Avg. Sales: 1.06	Traffic to Sales: 14 : 1	1071	2683	195	24	8512	3151	Net: 171
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									

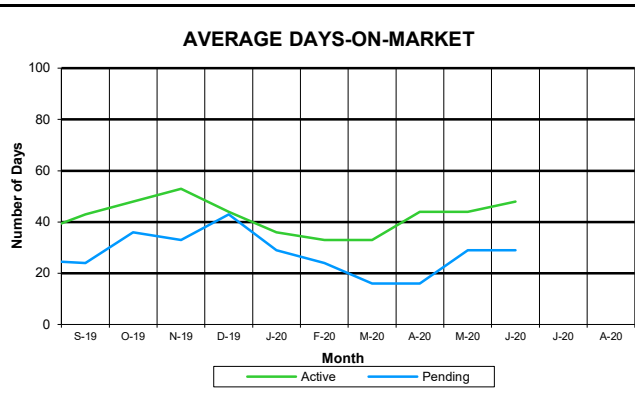
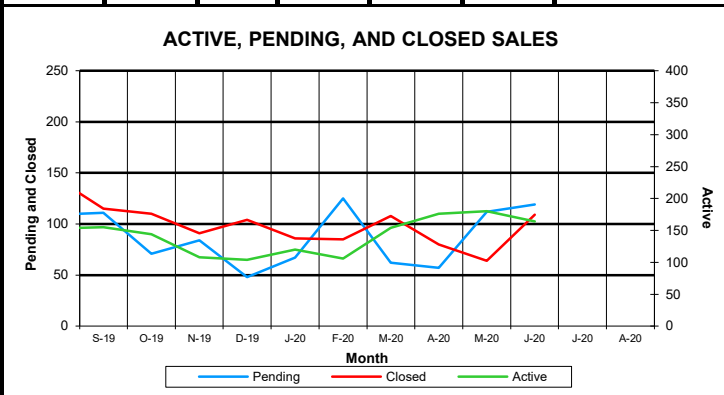
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	1,566	61	936	33	1,198	\$427,554
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



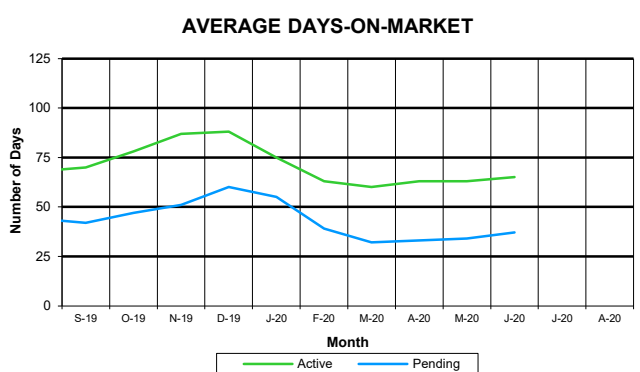
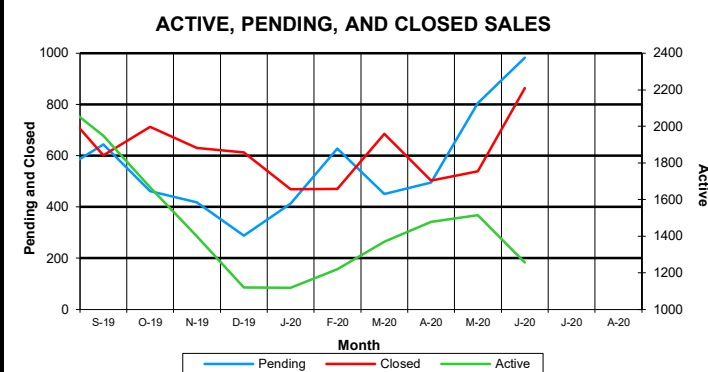
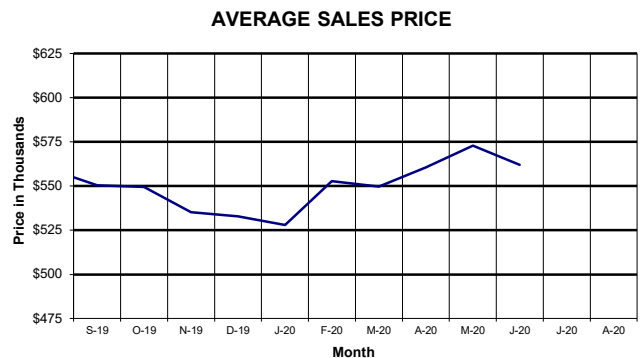
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	108	53	84	33	91	\$259,443
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



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	1,400	87	418	51	630	\$535,136
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



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-19	227	76	83	47	98	\$510,871
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

