

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

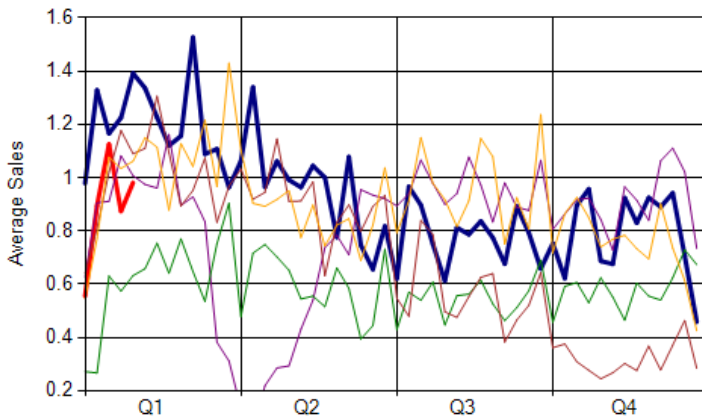
Bay Area

Ending: Sunday, February 6, 2022

Week 5

| Counties / Groups | Projects | Traffic | Sales | Cancel | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. |
|----------------------------------|-------------|-------------|-------------|------------|-------------|-------------|-------------------|------------|--------------------|------------|
| Alameda | 27 | 360 | 21 | 2 | 19 | 0.70 | 0.84 | -16% | 0.99 | -29% |
| Contra Costa | 25 | 391 | 26 | 1 | 25 | 1.00 | 0.77 | 30% | 0.68 | 47% |
| Sonoma, Napa | 6 | 79 | 4 | 0 | 4 | 0.67 | 0.44 | 52% | 0.35 | 93% |
| San Francisco, Marin | 4 | 25 | 4 | 0 | 4 | 1.00 | 0.65 | 54% | 0.43 | 132% |
| San Mateo | 5 | 58 | 11 | 1 | 10 | 2.00 | 0.84 | 138% | 0.67 | 200% |
| Santa Clara | 12 | 267 | 7 | 0 | 7 | 0.58 | 1.18 | -51% | 1.14 | -49% |
| Monterey, Santa Cruz, San Benito | 8 | 120 | 12 | 0 | 12 | 1.50 | 1.08 | 40% | 0.87 | 72% |
| Solano | 16 | 175 | 22 | 2 | 20 | 1.25 | 1.13 | 11% | 0.72 | 74% |
| Current Week Totals | 103 | 1475 | 107 | 6 | 101 | 0.98 | 0.89 | 11% | 0.81 | 22% |
| Per Project Average | | 14 | 1.04 | 0.06 | 0.98 | | | | | |
| Year Ago - 02/07/2021 | 120 | 2328 | 172 | 5 | 167 | 1.39 | 1.21 | 15% | 0.97 | 44% |
| % Change | -14% | -37% | -38% | 20% | -40% | -30% | -27% | | -17% | |

52 Weeks Comparison



Year to Date Averages Through Week 5

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------------------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 142 | 26 | 1.02 | 0.11 | 0.90 | 0.90 |
| ■ | 2018 | 138 | 39 | 1.02 | 0.08 | 0.95 | 0.70 |
| ■ | 2019 | 142 | 17 | 0.57 | 0.09 | 0.48 | 0.58 |
| ■ | 2020 | 156 | 19 | 0.98 | 0.08 | 0.90 | 0.80 |
| ■ | 2021 | 131 | 17 | 1.28 | 0.07 | 1.21 | 0.93 |
| ■ | 2022 | 110 | 13 | 0.97 | 0.08 | 0.89 | 0.89 |
| | % Change: | -16% | -22% | -25% | 14% | -27% | -5% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|------------|-----------|--|
| CONV | RATE 3.70% | APR 3.72% | While sales ended 2021 on a downbeat, several signs suggest home-buying activity will remain strong this year. Mortgage applications picked up over the first few months of January, as buyers race to get ahead of rising mortgage rates. According to Freddie Mac, the average 30-year fixed rate mortgage rose to a 3.56 % during the week ended January 20, the highest since March 2020. Higher mortgage rates will certainly test buyer demand, but rising incomes and solid job growth should provide some support to sales in 2022. Although we expect the Fed to hike rates this year and next, mortgage rates should remain historically low in the coming year. Housing activity remained solid to end the year with single-family home sales rising 11.9%- the fastest pace since March 2021. For the year as a whole, preliminary data show the median price of a new home was \$392,900, while the average price of a new home was \$457,300. Both were up more than 15% over the past year, and the gap between the two reflects strength in home sales at the high end of the market. Sales of homes priced over \$500,000 accounted for 28% of new home sales in 2021, up from 18% the prior year. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary |
| FHA | 3.25% | 3.60% | |
| 10 Yr Yield | 1.92% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Alameda County | | | | | Projects Participating: 24 | | | | | | | | | |
| | | | | | 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 |
| Enclave - Alpine Collection | Century | FR | | DTMJ | 81 | 0 | 4 | 27 | 0 | 0 | 77 | 6 | 0.70 | 1.20 |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 81 | 0 | 4 | 30 | 0 | 0 | 56 | 5 | 0.51 | 1.00 |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 5 | 30 | 0 | 0 | 39 | 0 | 0.33 | 0.00 |
| Apricot Grove | DR Horton | HY | | DTMJ | 38 | 0 | 1 | 25 | 4 | 0 | 19 | 12 | 1.34 | 2.40 |
| Hideaway, The | DR Horton | HY | | ATMJ | 59 | 0 | 1 | 28 | 1 | 0 | 42 | 5 | 1.13 | 1.00 |
| Pomegranate | DR Horton | NK | | DTMJ | 21 | 0 | 2 | 10 | 0 | 0 | 17 | 4 | 1.04 | 0.80 |
| Aspect at Innovation | Lennar | FR | | ATMJ | 167 | 0 | 1 | 1 | 0 | 0 | 22 | 3 | 1.44 | 0.60 |
| Bungalows at Bridgeway | Lennar TSO | NK | | DTMJ | 91 | 0 | TSO | 12 | 1 | 0 | 65 | 5 | 0.91 | 1.00 |
| Cottages at Bridgeway | Lennar | NK | | DTMJ | 72 | 1 | 2 | 12 | 2 | 0 | 70 | 3 | 0.98 | 0.60 |
| Courts at Bridgeway | Lennar TSO | NK | | ATMJ | 81 | 0 | TSO | 12 | 0 | 0 | 58 | 0 | 1.16 | 0.00 |
| Lumiere at Innovation | Lennar | FR | | ATMJ | 156 | 0 | 1 | 1 | 0 | 0 | 12 | 6 | 1.08 | 1.20 |
| Matrix at Innovation | Lennar | FR | | ATMJ | 53 | 0 | 2 | 1 | 0 | 0 | 20 | 2 | 1.09 | 0.40 |
| Terraces at Bridgeway | Lennar | NK | | ATMJ | 96 | 0 | 1 | 12 | 0 | 0 | 30 | 0 | 1.19 | 0.00 |
| Towns at Bridgeway | Lennar | NK | | ATMJ | 103 | 0 | 1 | 12 | 2 | 0 | 61 | 5 | 0.97 | 1.00 |
| Villas at Bridgeway | Lennar | NK | | DTMJ | 137 | 2 | 2 | 12 | 1 | 0 | 80 | 6 | 1.12 | 1.20 |
| Aventura | Nuvera Homes TSO | FR | | ATMJ | 16 | 0 | TSO | 25 | 0 | 0 | 12 | 1 | 1.01 | 0.20 |
| Breeze at Bay37 | Pulte | AL | | DTMJ | 30 | 0 | 1 | 8 | 0 | 0 | 25 | 6 | 0.45 | 1.20 |
| Compass at Bay37 | Pulte | AL | | ATMJ | 93 | 0 | 1 | 8 | 0 | 0 | 39 | 4 | 0.71 | 0.80 |
| Landing at Bay37 | Pulte | AL | | ATMJ | 96 | 3 | 3 | 8 | 3 | 1 | 41 | 10 | 0.74 | 2.00 |
| Lookout at Bay37 | Pulte | AL | | ATMJ | 138 | 3 | 3 | 7 | 1 | 0 | 29 | 2 | 0.53 | 0.40 |
| Line at SoHay | Taylor Morrison | HY | | ATST | 198 | 0 | 6 | 5 | 4 | 0 | 140 | 14 | 0.96 | 2.80 |
| Prime at SoHay | Taylor Morrison TSO | HY | | ATST | 126 | 0 | TSO | 5 | 0 | 0 | 91 | 0 | 0.62 | 0.00 |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 1 | 8 | 0 | 0 | 41 | 4 | 0.46 | 0.80 |
| Compass Bay- Newport | Trumark | NK | | ATMJ | 85 | 4 | 4 | 6 | 0 | 0 | 81 | 6 | 1.08 | 1.20 |
| TOTALS: No. Reporting: 24 | | Avg. Sales: 0.75 | | Traffic to Sales: 16 : 1 | | | 46 | 305 | 19 | 1 | 1167 | 109 | Net: 18 | |
| City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland | | | | | | | | | | | | | | |

| Amador Valley | | | | | Projects Participating: 3 | | | | | | | | | |
|--------------------------|----------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | 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 |
| Broadway at Boulevard | Brookfield TSO | DB | ATMJ | 110 | 0 | TSO | 16 | 0 | 0 | 73 | 1 | 1.30 | 0.20 | |
| Hyde Park at Boulevard | Brookfield TSO | DB | ATMJ | 102 | 0 | TSO | 13 | 0 | 0 | 84 | 0 | 0.84 | 0.00 | |
| Skyline at Boulevard | Lennar | DB | ATMJ | 114 | 3 | 2 | 26 | 2 | 1 | 93 | 5 | 0.79 | 1.00 | |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.33 | | Traffic to Sales: 28 : 1 | | | 2 | 55 | 2 | 1 | 250 | 6 | Net: 1 | |
| City Codes: DB = Dublin | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|---------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Diablo Valley | | | | | Projects Participating: 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 |
| Oak Park | Davidon | PH | | DTMJ | 34 | 0 | 7 | 11 | 1 | 0 | 4 | 4 | 1.27 | 1.27 |
| Woodbury Highlands | Davidon | LF | | ATMJ | 99 | 2 | 21 | 31 | 0 | 0 | 16 | 4 | 0.22 | 0.80 |
| The Brant | Lennar | LF | | ATMJ | 66 | 0 | 1 | 0 | 0 | 0 | 5 | 3 | 0.44 | 0.60 |
| Reserve at Pleasant Hill | Ponderosa TSO | PH | | DTMJ | 17 | 0 | TSO | 12 | 0 | 0 | 12 | 0 | 0.17 | 0.00 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.25 | | Traffic to Sales: 54 : 1 | | | 29 | 54 | 1 | 0 | 37 | 11 | Net: 1 | |
| City Codes: PH = Pleasant Hill, LF = Lafayette | | | | | | | | | | | | | | |

| San Ramon Valley | | | | | Projects Participating: 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 | |
| Hillcrest at the Preserve | | Lennar TSO | | SR | ATMJ | 104 | 0 | TSO | 3 | 0 | 0 | 88 | 4 | 1.06 | 0.80 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 0 | 3 | 0 | 0 | 88 | 4 | Net: 0 | | |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | | |

| West Contra Costa | | | | | Projects Participating: 1 | | | | | | | | |
|-----------------------------|----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week |
| Village 29 | Lafferty | EC | ATMJ | 29 | 0 | 3 | 5 | 0 | 0 | 26 | 3 | 0.19 | 0.60 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 3 | 5 | 0 | 0 | 26 | 3 | Net: 0 |
| City Codes: EC = El Cerrito | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | Projects Participating: 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 |
| Cielo at Sand Creek- Horizon | Century | AN | DTMJ | 175 | 0 | 3 | 82 | 0 | 0 | 125 | 7 | 1.64 | 1.40 |
| Cielo at Sand Creek- Vista | Century | AN | DTMJ | 96 | 0 | 1 | 0 | 1 | 0 | 95 | 1 | 1.25 | 0.20 |
| Crest at Park Ridge | Davidon | AN | DTMJ | 300 | 1 | 6 | 26 | 2 | 0 | 221 | 5 | 0.96 | 1.00 |
| Hills at Park Ridge | Davidon | AN | DTMJ | 225 | 0 | 7 | 24 | 2 | 0 | 70 | 5 | 1.04 | 1.00 |
| Luca at Aviano | DeNova | AN | DTMJ | 194 | 3 | 2 | 61 | 3 | 0 | 47 | 5 | 1.82 | 1.00 |
| Riverview at Monterra | K Hovnanian | AN | DTMJ | 100 | 0 | 1 | 1 | 0 | 0 | 99 | 0 | 0.70 | 0.00 |
| Luna at Aviano | Lennar | AN | DTMJ | 102 | 0 | 1 | 4 | 0 | 0 | 14 | 3 | 1.36 | 0.60 |
| Oriana at Aviano | Lennar | AN | DTMJ | 115 | 0 | 3 | 4 | 1 | 0 | 16 | 5 | 1.56 | 1.00 |
| Haven at Vista Del Mar | Taylor Morrison | PT | DTST | 60 | 5 | 3 | 5 | 2 | 0 | 40 | 5 | 0.70 | 1.00 |
| Retreat at Vista Del Mar | Taylor Morrison TSO | PT | DTMJ | 142 | 0 | TSO | 10 | 1 | 0 | 58 | 5 | 0.88 | 1.00 |
| Serene at Vista Del Mar | Taylor Morrison | PT | DTMJ | 120 | 0 | 2 | 9 | 2 | 0 | 19 | 7 | 0.65 | 1.40 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 1.27 | | Traffic to Sales: 16 : 1 | | | 29 | 226 | 14 | 0 | 804 | 48 | Net: 14 |
| City Codes: AN = Antioch, PT = Pittsburg | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| East Contra Costa | | | | | Projects Participating: 8 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Delta Coves | Blue Mountain TSO | BI | | DTMJ | 81 | 0 | TSO | 11 | 0 | 0 | 69 | 0 | 0.54 | 0.00 |
| Chandler | Brookfield | BT | | DTMJ | 160 | 3 | 8 | 47 | 1 | 1 | 39 | 8 | 1.61 | 1.60 |
| Southport at Delaney Park | Brookfield | OY | | DTMJ | 104 | 0 | 4 | 13 | 0 | 0 | 100 | 3 | 0.86 | 0.60 |
| Alicante | Meritage | OY | | DTMJ | 133 | 5 | 1 | 27 | 5 | 0 | 100 | 11 | 1.64 | 2.20 |
| Vines, The | Meritage | OY | | DTST | 63 | 0 | 1 | 4 | 0 | 0 | 62 | 5 | 1.10 | 1.00 |
| Terrene | Pulte S/O | BT | | DTMJ | 326 | 0 | S/O | 0 | 1 | 0 | 326 | 3 | 2.10 | 0.60 |
| Middlefield at Delaney Park | Richmond American S/O | OY | | DTMJ | 96 | 0 | S/O | 1 | 1 | 0 | 96 | 1 | 0.94 | 0.20 |
| Orchard Trails | Shea | BT | | DTMJ | 78 | 3 | 2 | 0 | 3 | 0 | 15 | 5 | 1.08 | 1.00 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 1.25 | | Traffic to Sales: 9 : 1 | | | 16 | 103 | 11 | 1 | 807 | 36 | Net: 10 | |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley | | | | | | | | | | | | | | |

| Sonoma, Napa Counties | | | | | Projects Participating: 10 | | | | | | | | | |
|---|-------------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | 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 |
| Village Station | Blue Mountain | SR | ATMJ | 110 | 0 | 1 | 5 | 2 | 0 | 102 | 5 | 0.48 | 1.00 | |
| Sterling Hills at Quarry Heights II | KB Home | PET | DTMJ | 91 | 0 | 2 | 23 | 1 | 0 | 20 | 3 | 0.77 | 0.60 | |
| Aspect | Lafferty | PET | DTMJ | 18 | 0 | 1 | 0 | 0 | 0 | 16 | 0 | 0.12 | 0.00 | |
| Juniper at University | Richmond American | RP | DTMJ | 150 | 0 | 3 | 2 | 0 | 0 | 147 | 0 | 0.75 | 0.00 | |
| Meadow Creek | Ryder TSO | SR | DTMJ | 48 | 0 | TSO | 41 | 0 | 0 | 24 | 0 | 0.70 | 0.00 | |
| Riverfront | TRI Pointe | PET | DTMJ | 134 | 3 | 3 | 8 | 1 | 0 | 66 | 8 | 1.01 | 1.60 | |
| Arden | W Marketing | HB | DTMJ | 29 | 0 | 19 | NA | 0 | 0 | 10 | 1 | 0.17 | 0.20 | |
| City 44 | W Marketing | SR | ATMJ | 44 | 0 | 3 | NA | 0 | 0 | 8 | 1 | 0.36 | 0.20 | |
| Paseo Vista | W Marketing | SR | DTST | 128 | 0 | 3 | NA | 0 | 0 | 57 | 0 | 0.25 | 0.00 | |
| The Gardens | W Marketing | SR | DTST | 87 | 0 | 3 | NA | 0 | 0 | 84 | 3 | 1.01 | 0.60 | |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.67 | | Traffic to Sales: 20 : 1 | | | 38 | 79 | 4 | 0 | 534 | 21 | Net: 4 | |
| City Codes: SR = Santa Rosa, PET = Petaluma, RP = Rohnert Park, HB = Healdsburg | | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 3 | | | | | | | | | |
|--|---------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | 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 |
| Atherton Place | KB Home | NV | | ATMJ | 50 | 2 | 2 | 2 | 1 | 0 | 46 | 5 | 0.64 | 1.00 |
| Verandah | Landsea | NV | Rsv's | ATMJ | 80 | 0 | 1 | 7 | 2 | 0 | 12 | 4 | 0.50 | 0.80 |
| The Strand | Trumark | SN | | DTMJ | 37 | 6 | 9 | 7 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 1.00 | | Traffic to Sales: 5 : 1 | | | | 12 | 16 | 3 | 0 | 58 | 9 | Net: 3 |
| City Codes: NV = Novato, SN = San Rafael | | | | | | | | | | | | | | |

| San Francisco County | | | | | Projects Participating: 1 | | | | | | | | |
|--------------------------------|------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sl's /Week |
| Lofton at Portola | TRI Pointe | SF | ATMJ | 54 | 0 | 1 | 9 | 1 | 0 | 17 | 4 | 0.36 | 0.80 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 9 : 1 | | | 1 | 9 | 1 | 0 | 17 | 4 | Net: 1 |
| City Codes: SF = San Francisco | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Mateo County | | | | | Projects Participating: 5 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Foster Square | Lennar S/O | FC | | AAAT | 200 | 0 | S/O | 1 | 1 | 0 | 200 | 3 | 0.68 | 0.60 |
| One 90 - Borelle | Pulte | SM | | DTMJ | 29 | 0 | 2 | 15 | 0 | 0 | 22 | 1 | 0.40 | 0.20 |
| One 90 - Cobalt | Pulte | SM | | ATMJ | 54 | 3 | 3 | 14 | 2 | 0 | 5 | 5 | 1.17 | 1.00 |
| One 90 - Indigo | Pulte | SM | | ATMJ | 54 | 3 | 2 | 14 | 3 | 0 | 12 | 7 | 1.06 | 1.40 |
| One 90 - Slate | Pulte | SM | | ATMJ | 57 | 5 | 4 | 14 | 5 | 1 | 35 | 5 | 0.63 | 1.00 |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 2.00 | | Traffic to Sales: 5 : 1 | | | | 11 | 58 | 11 | 1 | 274 | 21 | Net: 10 |
| City Codes: FC = Foster City, SM = San Mateo | | | | | | | | | | | | | | |

| Santa Clara County | | | | | Projects Participating: 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 |
| Maravilla | Dividend TSO | MV | ATMJ | 55 | 0 | TSO | 30 | 0 | 0 | 44 | 8 | 1.36 | 1.60 | |
| Alina at Glen Loma Ranch | KB Home | GL | DTMJ | 46 | 0 | 1 | 14 | 1 | 0 | 25 | 8 | 1.64 | 1.60 | |
| Ascent at Glen Loma Ranch | KB Home | GL | ATMJ | 124 | 3 | 3 | 18 | 2 | 0 | 30 | 9 | 2.44 | 1.80 | |
| Asher at Glen Loma Ranch | KB Home | GL | DTMJ | 35 | 0 | 1 | 9 | 1 | 0 | 23 | 4 | 1.50 | 0.80 | |
| Latitude at Communications Hill | KB Home | SJ | ATMJ | 160 | 0 | 2 | 30 | 1 | 0 | 153 | 7 | 1.98 | 1.40 | |
| Naya | KB Home | SC | ATMJ | 58 | 0 | 2 | 30 | 1 | 0 | 47 | 8 | 1.00 | 1.60 | |
| Lavender | Landsea | SV | Rsv's | ATMJ | 128 | 3 | 3 | 27 | 1 | 0 | 16 | 6 | 0.98 | 1.20 |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill | LG | ATMJ | 76 | 0 | 11 | 24 | 0 | 0 | 24 | 6 | 0.91 | 1.20 | |
| Bellaterra - Flats | SummerHill | LG | ATMJ | 80 | 0 | 9 | 18 | 0 | 0 | 31 | 6 | 0.81 | 1.20 | |
| Bellaterra - Towns | SummerHill | LG | ATMJ | 97 | 0 | 8 | 20 | 0 | 0 | 22 | 3 | 0.58 | 0.60 | |
| Nuevo - Terraces | SummerHill | SC | ATST | 176 | 0 | 6 | 39 | 0 | 0 | 154 | 3 | 0.96 | 0.60 | |
| Ov8tion | Taylor Morrison | SV | ATMJ | 107 | 0 | 4 | 8 | 0 | 0 | 47 | 9 | 1.30 | 1.80 | |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 0.58 | | Traffic to Sales: 38 : 1 | | | 50 | 267 | 7 | 0 | 616 | 77 | Net: 7 | |
| City Codes: MV = Mountain View, GL = Gilroy, SJ = San Jose, SC = Santa Clara, SV = Sunnyvale, LG = Los Gatos | | | | | | | | | | | | | | |

| Monterey, Santa Cruz, San Benito Counties | | | | | Projects Participating: 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 |
| Roberts Ranch | KB Home | HO | DTMJ | 192 | 4 | 4 | 51 | 3 | 0 | 101 | 7 | 1.97 | 1.40 | |
| Serenity at Santana Ranch II | Legacy | HO | Rsv's | DTMJ | 31 | 2 | 2 | 18 | 3 | 0 | 25 | 6 | 0.83 | 1.20 |
| Polo Ranch | Lennar | SV | DTMJ | 40 | 0 | 3 | 1 | 0 | 0 | 16 | 3 | 1.05 | 0.60 | |
| Montclair | Meritage TSO | HO | DTMJ | 99 | 5 | TSO | 21 | 5 | 0 | 40 | 12 | 1.10 | 2.40 | |
| Beach House II at the Dunes | Shea | MA | DTMJ | 92 | 0 | 3 | 13 | 1 | 0 | 34 | 4 | 1.25 | 0.80 | |
| Enclave, The | Shea | SS | DTMJ | 26 | 0 | 3 | 6 | 0 | 0 | 18 | 3 | 0.50 | 0.60 | |
| Sea House II at The Dunes | Shea | MA | ATMJ | 79 | 0 | 3 | 4 | 0 | 0 | 30 | 5 | 1.11 | 1.00 | |
| Surf House II at The Dunes | Shea | MA | DTMJ | 48 | 0 | 2 | 6 | 0 | 0 | 12 | 3 | 0.44 | 0.60 | |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 1.50 | | Traffic to Sales: 10 : 1 | | | 20 | 120 | 12 | 0 | 276 | 43 | Net: 12 | |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside | | | | | | | | | | | | | | |

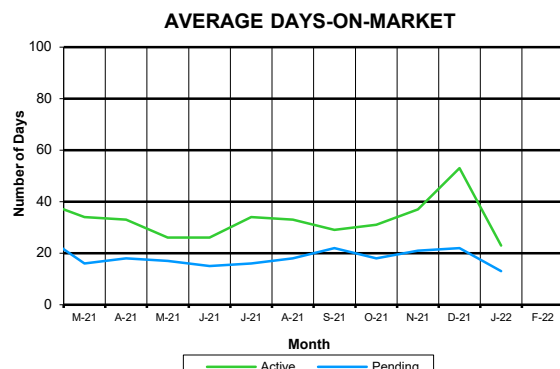
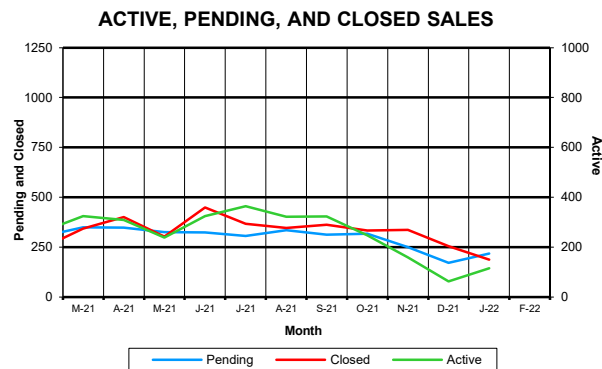
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 16 | | | | | | | | | |
| | | | | | 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 |
| Luminescence at Liberty | DeNova | RV | Rsv's | AASF | 164 | 3 | 3 | 12 | 1 | 0 | 14 | 4 | 0.46 | 0.80 |
| Luminescence at Liberty-Duets | DeNova | RV | | AAAT | 148 | 0 | 6 | 4 | 0 | 0 | 12 | 1 | 0.40 | 0.20 |
| Savannah II at Homestead | DR Horton | DX | | DTST | 74 | 0 | 2 | 17 | 0 | 0 | 10 | 10 | 4.38 | 4.38 |
| Wildhawk at Roberts Ranch | KB Home | VC | | DTMJ | 88 | 3 | 2 | 5 | 2 | 0 | 10 | 5 | 0.72 | 1.00 |
| Creston at One Lake | Lennar TSO | FF | | DTMJ | 130 | 0 | TSO | 5 | 2 | 0 | 77 | 8 | 1.10 | 1.60 |
| Reserve at Browns Valley II | Lennar | VC | | DTMJ | 29 | 0 | 1 | 2 | 1 | 0 | 12 | 2 | 0.79 | 0.40 |
| Homestead | Meritage | DX | | DTMJ | 99 | 3 | 3 | 34 | 2 | 0 | 60 | 11 | 1.25 | 2.20 |
| Midway Grove at Homestead | Richmond American | DX | | DTMJ | 88 | 0 | 3 | 7 | 0 | 0 | 79 | 3 | 1.00 | 0.60 |
| Orchards at Valley Glenn III | Richmond American | DX | | DTMJ | 80 | 0 | 4 | 4 | 0 | 0 | 10 | 3 | 0.49 | 0.60 |
| Sutton at Parklane | Richmond American | DX | | DTMJ | 121 | 6 | 6 | 8 | 4 | 1 | 44 | 7 | 0.96 | 1.40 |
| Farmstead Square | Taylor Morrison | VC | | DTMJ | 130 | 0 | 1 | 10 | 1 | 1 | 67 | 10 | 1.08 | 2.00 |
| Meadow Wood at Homestead | Taylor Morrison | DX | | DTMJ | 60 | 5 | 2 | 7 | 4 | 0 | 14 | 9 | 2.39 | 1.80 |
| Sheffield at Brighton Landing | The New Home Co | VC | | DTMJ | 120 | 0 | 2 | 17 | 0 | 0 | 115 | 4 | 0.81 | 0.80 |
| Marigold at The Villages | TRI Pointe | FF | Rsv's | DTMJ | 119 | 4 | 3 | 15 | 4 | 0 | 77 | 9 | 1.17 | 1.80 |
| Shimmer at One Lake | TRI Pointe | FF | | DTMJ | 96 | 0 | 5 | 23 | 0 | 0 | 54 | 2 | 0.82 | 0.40 |
| Splash at One Lake | TRI Pointe | FF | | DTMJ | 72 | 0 | 2 | 5 | 1 | 0 | 38 | 2 | 0.76 | 0.40 |
| TOTALS: No. Reporting: 16 | | Avg. Sales: 1.25 | | Traffic to Sales: 8 : 1 | | | | 45 | 175 | 22 | 2 | 693 | 90 | Net: 20 |
| City Codes: RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield | | | | | | | | | | | | | | |

| Bay Area | | | Projects Participating: 107 | | | | | | |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 103 | Avg. Sales: 0.98 | Traffic to Sales: 14 : 1 | 302 | 1475 | 107 | 6 | 5647 | 482 | Net: 101 |
| 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 | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

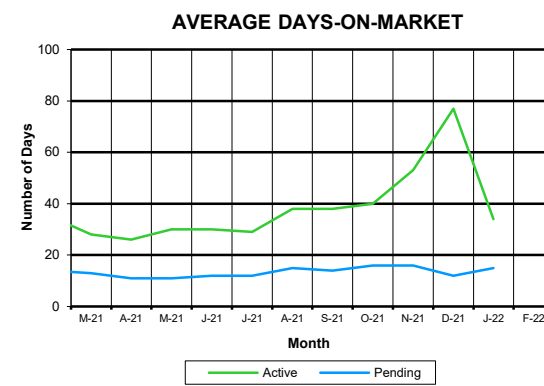
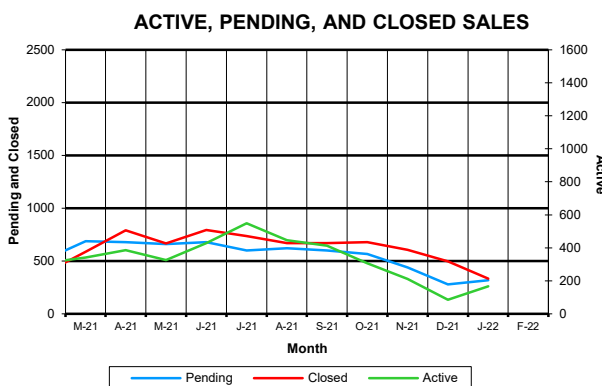
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 325 | 26 | 324 | 15 | 449 | 906,946 |
| Jul-21 | 364 | 34 | 306 | 16 | 367 | 883,790 |
| Aug-21 | 322 | 33 | 335 | 18 | 346 | 863,487 |
| Sep-21 | 323 | 29 | 313 | 22 | 362 | 893,271 |
| Oct-21 | 247 | 31 | 318 | 18 | 333 | 923,235 |
| Nov-21 | 159 | 37 | 250 | 21 | 337 | 912,541 |
| Dec-21 | 62 | 53 | 171 | 22 | 255 | 961,501 |
| Jan-22 | 115 | 23 | 217 | 13 | 187 | 891,286 |



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

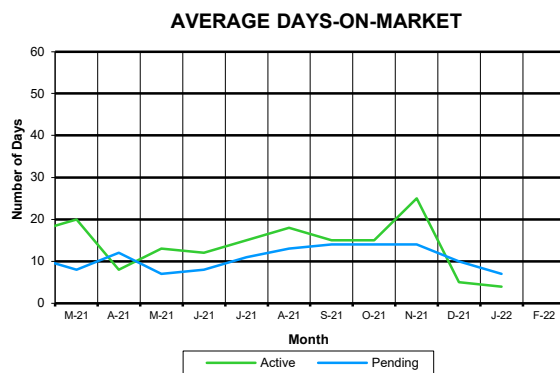
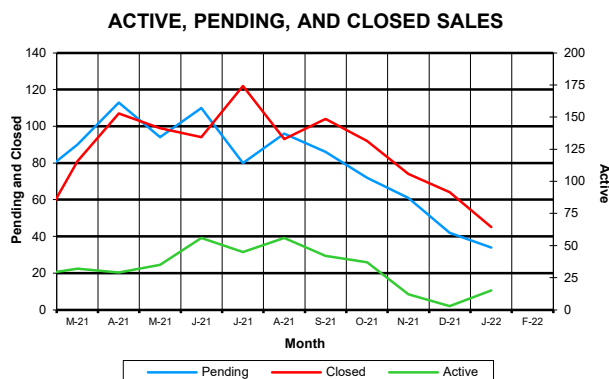
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 429 | 30 | 680 | 12 | 793 | 1,690,350 |
| Jul-21 | 548 | 29 | 600 | 12 | 737 | 1,619,904 |
| Aug-21 | 445 | 38 | 621 | 15 | 669 | 1,623,724 |
| Sep-21 | 412 | 38 | 601 | 14 | 671 | 1,593,222 |
| Oct-21 | 306 | 40 | 566 | 16 | 678 | 1,606,899 |
| Nov-21 | 212 | 53 | 438 | 16 | 607 | 1,682,047 |
| Dec-21 | 85 | 77 | 279 | 12 | 497 | 1,700,281 |
| Jan-22 | 166 | 34 | 318 | 15 | 334 | 1,723,298 |



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

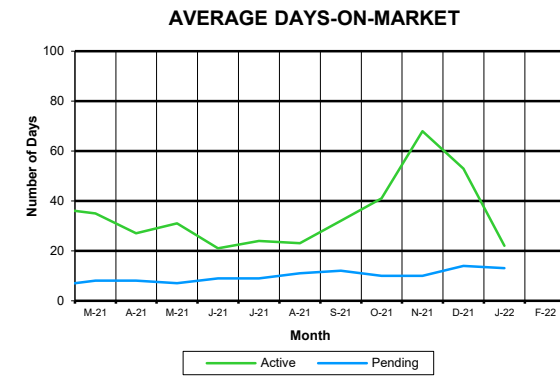
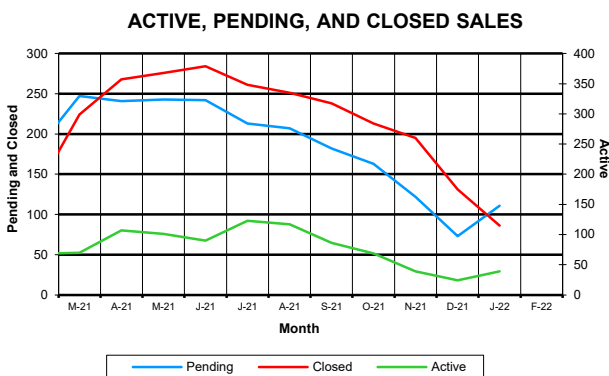
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 56 | 12 | 110 | 8 | 94 | 800,119 |
| Jul-21 | 45 | 15 | 80 | 11 | 122 | 833,465 |
| Aug-21 | 56 | 18 | 96 | 13 | 93 | 855,670 |
| Sep-21 | 42 | 15 | 86 | 14 | 104 | 821,059 |
| Oct-21 | 37 | 15 | 72 | 14 | 92 | 845,875 |
| Nov-21 | 12 | 25 | 61 | 14 | 74 | 904,216 |
| Dec-21 | 3 | 5 | 42 | 10 | 64 | 867,477 |
| Jan-22 | 15 | 4 | 34 | 7 | 45 | 890,832 |



Amador Valley SFD Monthly MLS Survey

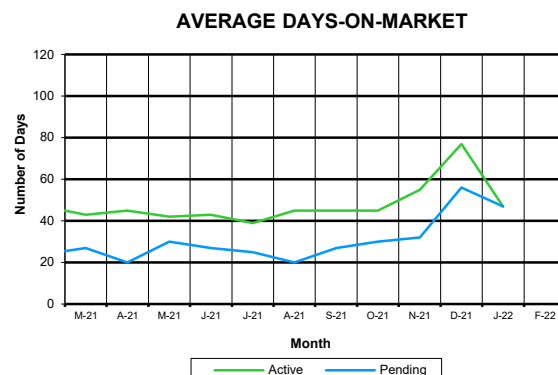
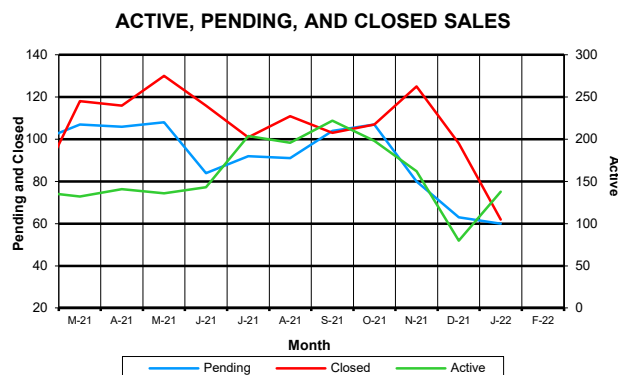
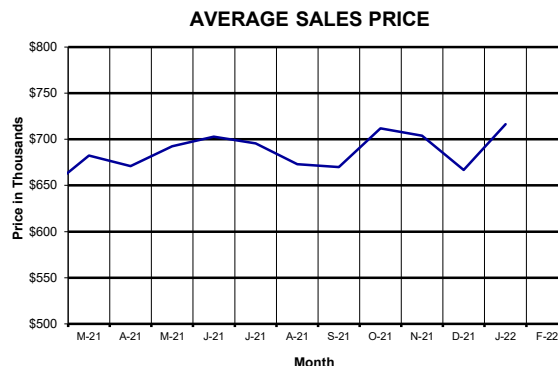
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 90 | 21 | 242 | 9 | 284 | 1,488,514 |
| Jul-21 | 123 | 24 | 213 | 9 | 261 | 1,568,178 |
| Aug-21 | 117 | 23 | 207 | 11 | 251 | 1,645,099 |
| Sep-21 | 86 | 32 | 182 | 12 | 238 | 1,525,102 |
| Oct-21 | 69 | 41 | 163 | 10 | 213 | 1,479,419 |
| Nov-21 | 39 | 68 | 122 | 10 | 195 | 1,531,337 |
| Dec-21 | 24 | 53 | 73 | 14 | 131 | 1,533,107 |
| Jan-22 | 39 | 22 | 111 | 13 | 86 | 1,631,792 |



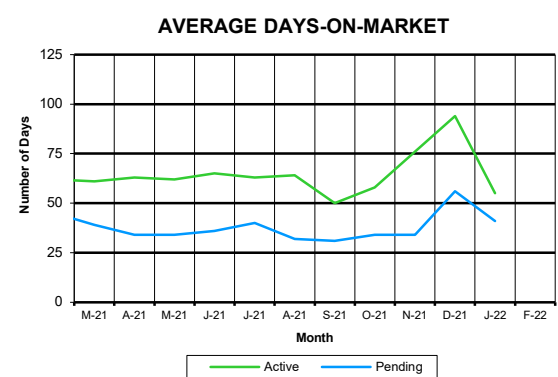
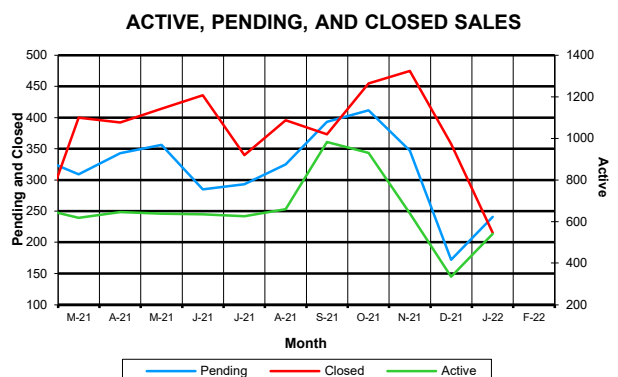
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 143 | 43 | 84 | 27 | 116 | 703,022 |
| Jul-21 | 204 | 39 | 92 | 25 | 101 | 695,719 |
| Aug-21 | 196 | 45 | 91 | 20 | 111 | 673,099 |
| Sep-21 | 222 | 45 | 104 | 27 | 103 | 670,000 |
| Oct-21 | 198 | 45 | 107 | 30 | 107 | 711,796 |
| Nov-21 | 162 | 55 | 80 | 32 | 125 | 703,983 |
| Dec-21 | 80 | 77 | 63 | 56 | 98 | 666,852 |
| Jan-22 | 138 | 47 | 60 | 47 | 62 | 716,423 |



San Francisco Attd. Monthly MLS Survey

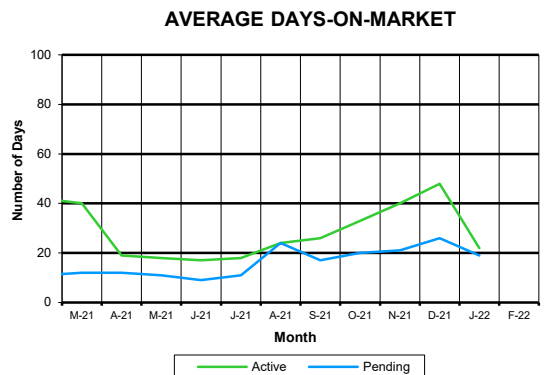
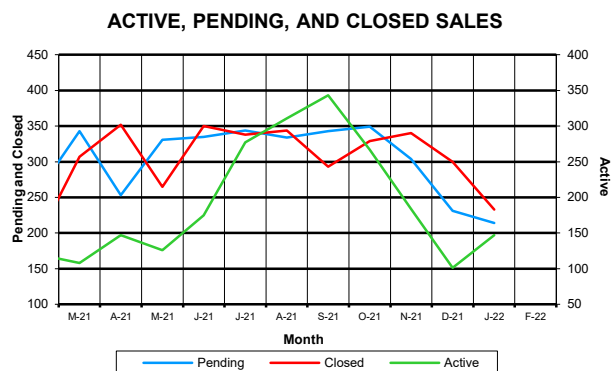
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 634 | 65 | 285 | 36 | 436 | 1,392,140 |
| Jul-21 | 625 | 63 | 293 | 40 | 340 | 1,382,088 |
| Aug-21 | 660 | 64 | 325 | 32 | 396 | 1,882,962 |
| Sep-21 | 983 | 50 | 393 | 31 | 373 | 1,510,985 |
| Oct-21 | 930 | 58 | 412 | 34 | 455 | 1,589,937 |
| Nov-21 | 640 | 76 | 347 | 34 | 475 | 1,636,971 |
| Dec-21 | 334 | 94 | 172 | 56 | 358 | 1,556,407 |
| Jan-22 | 541 | 55 | 241 | 41 | 215 | 1,417,904 |



E. Contra Costa SFD Monthly MLS Survey

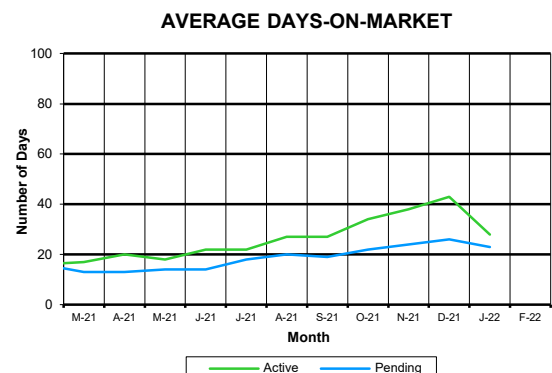
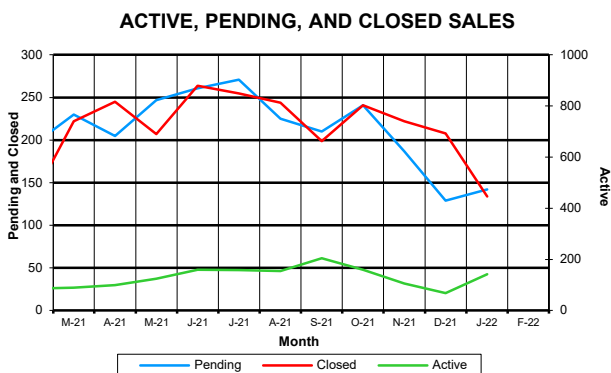
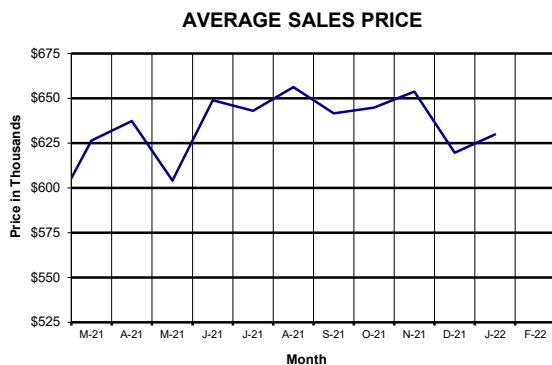
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 175 | 17 | 335 | 9 | 350 | 712,251 |
| Jul-21 | 277 | 18 | 344 | 11 | 338 | 690,100 |
| Aug-21 | 311 | 24 | 334 | 24 | 344 | 703,090 |
| Sep-21 | 343 | 26 | 343 | 17 | 293 | 725,260 |
| Oct-21 | 267 | 33 | 349 | 20 | 329 | 715,975 |
| Nov-21 | 184 | 40 | 304 | 21 | 340 | 714,891 |
| Dec-21 | 101 | 48 | 231 | 26 | 300 | 735,336 |
| Jan-22 | 147 | 22 | 214 | 19 | 233 | 727,683 |



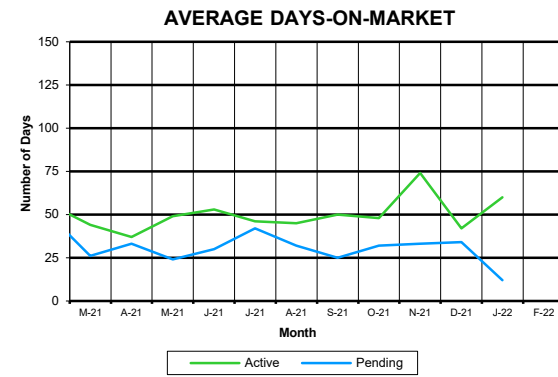
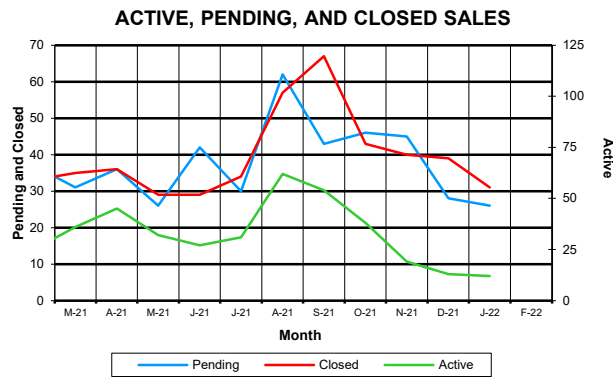
Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 160 | 22 | 261 | 14 | 264 | 648,973 |
| Jul-21 | 158 | 22 | 271 | 18 | 255 | 643,117 |
| Aug-21 | 155 | 27 | 225 | 20 | 244 | 656,348 |
| Sep-21 | 204 | 27 | 210 | 19 | 199 | 641,608 |
| Oct-21 | 160 | 34 | 241 | 22 | 241 | 644,817 |
| Nov-21 | 105 | 38 | 187 | 24 | 222 | 653,746 |
| Dec-21 | 67 | 43 | 129 | 26 | 208 | 619,626 |
| Jan-22 | 142 | 28 | 142 | 23 | 134 | 629,945 |



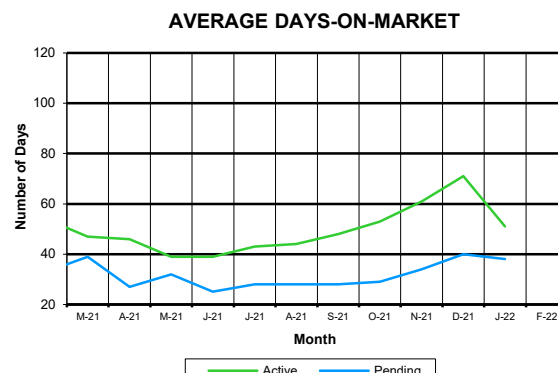
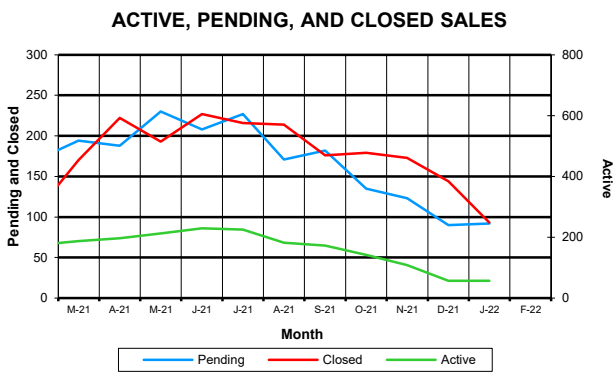
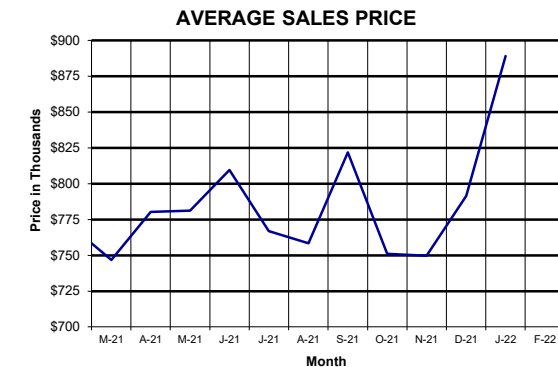
Santa Rosa Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 27 | 53 | 42 | 30 | 29 | 470,551 |
| Jul-21 | 31 | 46 | 30 | 42 | 34 | 423,838 |
| Aug-21 | 62 | 45 | 62 | 32 | 57 | 538,690 |
| Sep-21 | 54 | 50 | 43 | 25 | 67 | 477,925 |
| Oct-21 | 38 | 48 | 46 | 32 | 43 | 559,334 |
| Nov-21 | 19 | 74 | 45 | 33 | 40 | 635,579 |
| Dec-21 | 13 | 42 | 28 | 34 | 39 | 511,893 |
| Jan-22 | 12 | 60 | 26 | 12 | 31 | 604,378 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 230 | 39 | 208 | 25 | 227 | 809,641 |
| Jul-21 | 225 | 43 | 227 | 28 | 216 | 766,970 |
| Aug-21 | 182 | 44 | 171 | 28 | 214 | 758,336 |
| Sep-21 | 173 | 48 | 182 | 28 | 176 | 821,798 |
| Oct-21 | 142 | 53 | 135 | 29 | 179 | 751,115 |
| Nov-21 | 109 | 61 | 123 | 34 | 173 | 749,803 |
| Dec-21 | 57 | 71 | 90 | 40 | 144 | 791,474 |
| Jan-22 | 57 | 51 | 92 | 38 | 93 | 889,222 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

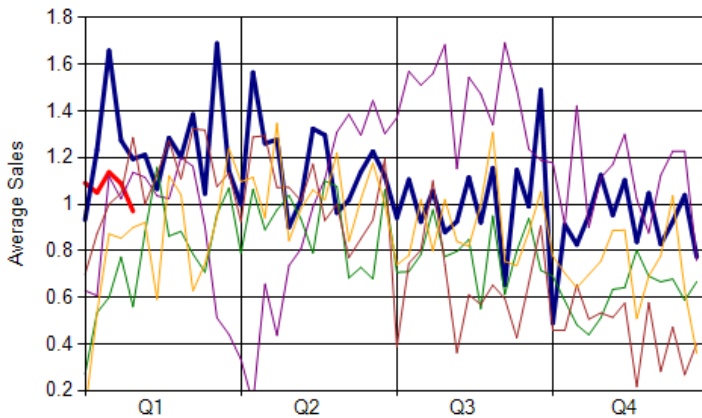
Central Valley

Ending: Sunday, February 6, 2022

Week 5

| Counties / Groups | | | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. |
|------------------------------|--|------------------------|---------------|-----------|-------------|------------|-----------|------------|-------------|-------------------|------------|--------------------|------------|
| Tracy/Mountain House | | | | 17 | 367 | 11 | 1 | 10 | 0.59 | 0.99 | -40% | 1.09 | -46% |
| San Joaquin County | | | | 35 | 985 | 49 | 5 | 44 | 1.26 | 1.27 | -1% | 1.11 | 13% |
| Stanislaus County | | | | 4 | 25 | 8 | 3 | 5 | 1.25 | 1.10 | 14% | 0.92 | 35% |
| Merced County | | | | 17 | 200 | 17 | 2 | 15 | 0.88 | 0.83 | 6% | 0.88 | 1% |
| Madera County | | | | 4 | 31 | 7 | 2 | 5 | 1.25 | 1.42 | -12% | 1.26 | -1% |
| Fresno County | | | | 22 | 185 | 23 | 6 | 17 | 0.77 | 0.89 | -13% | 0.81 | -5% |
| Current Week Totals | | Traffic : Sales | 16 : 1 | 99 | 1793 | 115 | 19 | 96 | 0.97 | 1.07 | -9% | 1.00 | -3% |
| Per Project Average | | | | | 18 | 1.16 | 0.19 | 0.97 | | | | | |
| Year Ago - 02/07/2021 | | Traffic : Sales | 15 : 1 | 98 | 1945 | 132 | 15 | 117 | 1.19 | 1.26 | -5% | 1.13 | 6% |
| % Change | | | | 1% | -8% | -13% | 27% | -18% | -19% | -15% | | -12% | |

52 Weeks Comparison



Year to Date Averages Through Week 5

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 48 | 26 | 0.78 | 0.12 | 0.66 | 0.87 |
| ■ | 2018 | 62 | 28 | 1.12 | 0.14 | 0.98 | 0.80 |
| ■ | 2019 | 74 | 18 | 0.68 | 0.13 | 0.55 | 0.77 |
| ■ | 2020 | 85 | 28 | 1.07 | 0.16 | 0.91 | 1.11 |
| ■ | 2021 | 93 | 21 | 1.38 | 0.13 | 1.26 | 1.09 |
| ■ | 2022 | 100 | 18 | 1.24 | 0.17 | 1.07 | 1.07 |
| % Change: | | 8% | -16% | -11% | 34% | -15% | -2% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | <p>While sales ended 2021 on a downbeat, several signs suggest home-buying activity will remain strong this year. Mortgage applications picked up over the first few months of January, as buyers race to get ahead of rising mortgage rates. According to Freddie Mac, the average 30-year fixed rate mortgage rose to a 3.56 % during the week ended January 20, the highest since March 2020. Higher mortgage rates will certainly test buyer demand, but rising incomes and solid job growth should provide some support to sales in 2022. Although we expect the Fed to hike rates this year and next, mortgage rates should remain historically low in the coming year. Housing activity remained solid to end the year with single-family home sales rising 11.9%- the fastest pace since March 2021. For the year as a whole, preliminary data show the median price of a new home was \$392,900, while the average price of a new home was \$457,300. Both were up more than 15% over the past year, and the gap between the two reflects strength in home sales at the high end of the market. Sales of homes priced over \$500,000 accounted for 28% of new home sales in 2021, up from 18% the prior year. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary</p> |
| FHA | 3.70% | 3.72% | |
| | 3.25% | 3.60% | |
| 10 Yr Yield | 1.92% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Tracy/Mountain House | | | | | Projects Participating: 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 |
| Magnolia Park | Bright TSO | TR | | DTMJ | 42 | 0 | TSO | 4 | 0 | 0 | 41 | 0 | 0.55 | 0.00 |
| Legacy at College Park | Century | MH | | DTMJ | 133 | 0 | 2 | 65 | 0 | 0 | 99 | 11 | 1.52 | 2.20 |
| Portfolio at College Park | Century | MH | | DTST | 112 | 0 | 3 | 45 | 0 | 1 | 99 | 5 | 1.52 | 1.00 |
| Hartwell at Ellis | Landsea | TR | | DTMJ | 121 | 3 | 2 | 1 | 1 | 0 | 57 | 5 | 1.96 | 1.00 |
| Kinbridge at Ellis | Landsea TSO | TR | | DTMJ | 83 | 0 | TSO | 0 | 0 | 0 | 21 | 0 | 0.72 | 0.00 |
| Townsend at Ellis | Landsea | TR | | DTMJ | 104 | 3 | 2 | 1 | 1 | 0 | 51 | 11 | 2.79 | 2.20 |
| Amber at Tracy Hills | Lennar TSO | TH | | DTMJ | 160 | 0 | TSO | 0 | 0 | 0 | 151 | 4 | 1.03 | 0.80 |
| Amethyst at Tracy Hills | Lennar TSO | TH | | ATMJ | 132 | 0 | TSO | 55 | 3 | 0 | 6 | 6 | 2.63 | 2.63 |
| Larimar at Tracy Hills | Lennar TSO | TH | | DTMJ | 133 | 2 | TSO | 9 | 2 | 0 | 125 | 8 | 0.85 | 1.60 |
| Pearl at Tracy Hills | Lennar TSO | TH | | DTMJ | 200 | 2 | TSO | 52 | 2 | 0 | 139 | 7 | 0.94 | 1.40 |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 2 | 1 | 32 | 1 | 0 | 104 | 2 | 0.85 | 0.40 |
| Elissagaray Ranch | Ponderosa TSO | TR | | DTMJ | 47 | 0 | TSO | 9 | 0 | 0 | 44 | 0 | 0.31 | 0.00 |
| Bergamo at Mountain House | Shea | MH | | DTMJ | 137 | 0 | 3 | 45 | 0 | 0 | 79 | 8 | 1.65 | 1.60 |
| Briar Square at Mountain House | Shea | MH | | DTMJ | 173 | 0 | 1 | 1 | 0 | 0 | 170 | 3 | 1.60 | 0.60 |
| Elan at Tracy Hills | Shea | TH | | DTMJ | 70 | 0 | 1 | 0 | 0 | 0 | 69 | 0 | 1.20 | 0.00 |
| Langston at Mountain House | Shea | MH | | ATMJ | 171 | 0 | 3 | 36 | 0 | 0 | 147 | 5 | 1.38 | 1.00 |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 95 | 0 | 1 | 12 | 1 | 0 | 92 | 3 | 1.08 | 0.60 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.59 | | Traffic to Sales: 33 : 1 | | | 19 | 367 | 11 | 1 | 1494 | 78 | Net: 10 | |
| City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | Projects Participating: 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 |
| Palomino at Westlake | DR Horton | SK | DTMJ | 116 | 0 | 1 | 45 | 2 | 0 | 86 | 12 | 1.80 | 2.40 |
| Solari Ranch II | DR Horton | SK | DTST | 65 | 3 | 2 | 42 | 3 | 0 | 23 | 13 | 1.13 | 2.60 |
| Aspire at River Terrace II | K Hovnanian | SK | DTMJ | 107 | 0 | 1 | 9 | 1 | 0 | 58 | 8 | 1.34 | 1.60 |
| Encantada at Vineyard Terrace | K Hovnanian | LD | DTMJ | 108 | 0 | 1 | 2 | 0 | 0 | 107 | 1 | 1.01 | 0.20 |
| Montevello II | KB Home | SK | DTST | 154 | 3 | 3 | 17 | 2 | 0 | 86 | 7 | 1.31 | 1.40 |
| Santorini | KB Home | SK | DTMJ | 86 | 3 | 3 | 21 | 2 | 0 | 38 | 7 | 1.41 | 1.40 |
| Verona at Destinations | KB Home | SK | ATMJ | 106 | 0 | 2 | 18 | 2 | 1 | 44 | 7 | 1.05 | 1.40 |
| Keys at Westlake | Lennar | SK | DTMJ | 101 | 4 | 3 | 15 | 1 | 0 | 68 | 5 | 0.82 | 1.00 |
| TOTALS: No. Reporting: 8 | Avg. Sales: 1.50 | | Traffic to Sales: 13 : 1 | | | | 16 | 169 | 13 | 1 | 510 | 60 | Net: 12 |
| | | | | | | | | | | | | | |
| City Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------------------|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Joaquin County | | | | | Projects Participating: 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 |
| Turnleaf at the Collective | Anthem United | MN | | AASF | 84 | 0 | 6 | 18 | 2 | 0 | 69 | 5 | 0.54 | 1.00 |
| Griffin Park | Atherton | MN | Rsv's | DTMJ | 156 | 0 | 3 | 39 | 0 | 0 | 76 | 10 | 2.51 | 2.00 |
| Cascade at Stanford Crossing | DR Horton | LP | | DTMJ | 100 | 4 | 4 | 34 | 4 | 0 | 42 | 14 | 2.18 | 2.80 |
| Haven Villas at Sundance | KB Home | MN | | DTMJ | 235 | 0 | 2 | 13 | 1 | 0 | 207 | 5 | 1.52 | 1.00 |
| Riverchase at Stanford Crossing | KB Home | LP | | DTMJ | 96 | 0 | 1 | 14 | 1 | 0 | 77 | 5 | 1.42 | 1.00 |
| Balboa at River Islands | Kiper | LP | | DTMJ | 77 | 3 | 3 | 38 | 3 | 1 | 41 | 4 | 1.27 | 0.80 |
| Catalina II at River Islands | Kiper | LP | | DTMJ | 101 | 0 | 2 | 56 | 0 | 0 | 54 | 6 | 1.13 | 1.20 |
| Skye at River Islands | Kiper | LP | | DTMJ | 155 | 0 | 0 | 32 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Bella Vista Oakwood Shores II | Lafferty TSO | MN | | DTMJ | 157 | 0 | TSO | 2 | 0 | 0 | 106 | 1 | 0.35 | 0.20 |
| Hbrizon at River Islands | Lennar | LP | | DTMJ | 143 | 3 | 2 | 29 | 3 | 0 | 64 | 12 | 1.28 | 2.40 |
| Arbor Bend - Cypress | Meritage | MN | | DTMJ | 175 | 6 | 1 | 37 | 6 | 0 | 70 | 11 | 1.40 | 2.20 |
| Arbor Bend - Hawthorn | Meritage | MN | | DTMJ | 212 | 0 | 1 | 54 | 2 | 0 | 23 | 8 | 1.19 | 1.60 |
| Arbor Bend- Linden | Meritage | MN | | DTMJ | 268 | 5 | 1 | 41 | 5 | 0 | 67 | 11 | 1.34 | 2.20 |
| Laguna at River Islands | Pulte | LP | | DTMJ | 110 | 0 | 3 | 11 | 0 | 1 | 14 | 3 | 1.14 | 0.60 |
| Sanctuary at River Islands | Pulte | LP | | DTMJ | 91 | 0 | 2 | 8 | 1 | 0 | 20 | 9 | 1.63 | 1.80 |
| Sunset at River Islands | Pulte | LP | | DTMJ | 122 | 0 | 2 | 12 | 1 | 0 | 95 | 11 | 1.72 | 2.20 |
| Passport at Griffin Park | Raymus | MN | | DTMJ | 100 | 0 | 1 | N/A | 0 | 0 | 41 | 13 | 2.52 | 2.60 |
| Domain at Terra Ranch | Richmond American | MN | | DTMJ | 50 | 0 | 2 | 3 | 0 | 1 | 48 | -1 | 0.94 | -0.20 |
| Encore at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 3 | 18 | 0 | 1 | 51 | 10 | 1.71 | 2.00 |
| Seasons at Stanford Crossing IV | Richmond American | LP | | DTST | 113 | 0 | 2 | 23 | 0 | 0 | 6 | 6 | 2.63 | 2.63 |
| Legacy at Stanford Crossing | Taylor Morrison | LP | | DTMJ | 60 | 4 | 3 | 25 | 1 | 0 | 13 | 5 | 1.40 | 1.00 |
| Venture at The Collective | Taylor Morrison | MN | | DTMJ | 115 | 0 | 3 | 9 | 2 | 0 | 98 | 6 | 0.78 | 1.20 |
| Waypointe at River Islands | The New Home Co | LP | | DTMJ | 94 | 3 | 3 | 102 | 1 | 0 | 20 | 4 | 1.04 | 0.80 |
| Breakwater at River Islands | TRI Pointe TSO | LP | | DTMJ | 106 | 0 | TSO | 14 | 0 | 0 | 102 | 0 | 1.18 | 0.00 |
| Avalon at River Islands | Trumark | LP | | DTMJ | 57 | 0 | 7 | 39 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Origin at the Collective | Trumark TSO | MN | | DTMJ | 59 | 0 | TSO | 1 | 0 | 0 | 57 | 0 | 0.46 | 0.00 |
| Hideaway at River Islands | Van Daele | LP | | DTMJ | 120 | 0 | 2 | 44 | 1 | 0 | 108 | 8 | 1.33 | 1.60 |
| Veranda at River Islands | Van Daele | LP | | DTMJ | 101 | 3 | 2 | 100 | 2 | 0 | 65 | 2 | 1.27 | 0.40 |
| TOTALS: No. Reporting: 27 | | Avg. Sales: 1.19 | | Traffic to Sales: 23 : 1 | | | | 61 | 816 | 36 | 4 | 1634 | 168 | Net: 32 |
| City Codes: MN= Manteca, LP= Lathrop | | | | | | | | | | | | | | |

| Stanislaus County | | | | Projects Participating: 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 |
| Edgewater | DR Horton | WF | DTST | 75 | 0 | 1 | 9 | 4 | 1 | 55 | 12 | 1.48 | 2.40 |
| Aspire at Apricot Grove II | K Hovnanian | FR | DTMJ | 150 | 0 | 5 | 2 | 0 | 1 | 51 | 0 | 1.58 | 0.00 |
| Fieldstone | KB Home | HG | DTST | 69 | 0 | 3 | 11 | 1 | 1 | 60 | 4 | 1.09 | 0.80 |
| Turnleaf at Patterson Ranch | KB Home | FR | DTST | 190 | 3 | 1 | 3 | 3 | 0 | 122 | 6 | 1.31 | 1.20 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 1.25 | | Traffic to Sales: 3 : 1 | | | 10 | 25 | 8 | 3 | 288 | 22 | Net: 5 |
| City Codes: WF = Waterford, FR = Patterson, HG = Hughson | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Merced County | | | | | Projects Participating: 17 | | | | | | | | | |
| | | | | | 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 |
| Summer Creek | Bright TSO | MD | | DTMJ | 120 | 0 | TSO | 13 | 0 | 0 | 117 | 1 | 0.82 | 0.20 |
| Bell Crossing | DR Horton S/O | AT | | DTST | 164 | 0 | S/O | 1 | 1 | 0 | 164 | 3 | 1.50 | 0.60 |
| Monterra V | DR Horton | MD | | DTST | 35 | 4 | 2 | 23 | 3 | 0 | 11 | 11 | 4.81 | 4.81 |
| Pacheco Pointe | DR Horton | LB | | DTST | 118 | 0 | 4 | 8 | 0 | 0 | 83 | 14 | 1.56 | 2.80 |
| Panorama | DR Horton | MD | | DTST | 192 | 0 | 7 | 13 | 0 | 0 | 172 | 1 | 1.23 | 0.20 |
| Stoneridge South | DR Horton | MD | | DTST | 96 | 3 | 2 | 7 | 2 | 1 | 88 | 7 | 1.72 | 1.40 |
| Villas, The | DR Horton | LB | | DTST | 83 | 0 | 5 | 0 | 0 | 0 | 78 | 0 | 1.47 | 0.00 |
| Aspire at Bellevue Ranch II | K Hovnanian | MD | | DTST | 175 | 0 | 1 | 6 | 0 | 0 | 174 | 0 | 1.05 | 0.00 |
| Manzanita | Legacy | LT | | DTMJ | 172 | 0 | 3 | 11 | 0 | 0 | 169 | 1 | 0.92 | 0.20 |
| Sunflower | Legacy TSO | MD | | DTST | 144 | 0 | TSO | 6 | 0 | 0 | 142 | 1 | 0.89 | 0.20 |
| The Pointe at Stonecreek | Legacy | LB | | DTMJ | 109 | 3 | 2 | 31 | 3 | 0 | 16 | 5 | 0.69 | 1.00 |
| Moraga - Summer II | Lennar | MD | | DTMJ | 115 | 0 | 1 | 1 | 1 | 1 | 114 | 0 | 1.35 | 0.00 |
| Sunrise Ranch | Meritage | LB | | DTMJ | 87 | 3 | 1 | 28 | 3 | 0 | 13 | 7 | 1.06 | 1.40 |
| Bellevue Ranch Phase 4 | Stonefield Home | MD | | DTST | 45 | 4 | 3 | 28 | 3 | 0 | 20 | 3 | 1.23 | 0.60 |
| Cypress Terrace | Stonefield Home | MD | | DTST | 125 | 0 | 5 | 6 | 0 | 0 | 91 | 0 | 0.72 | 0.00 |
| Sunrise Ranch | Stonefield Home | LB | | ATST | 14 | 0 | 1 | 9 | 0 | 0 | 6 | 1 | 0.23 | 0.20 |
| Villas II, The | Stonefield Home | LB | | DTST | 191 | 0 | 2 | 9 | 1 | 0 | 67 | 10 | 1.24 | 2.00 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.88 | | Traffic to Sales: 12 : 1 | | | 39 | 200 | 17 | 2 | 1525 | 65 | Net: 15 | |
| City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston | | | | | | | | | | | | | | |

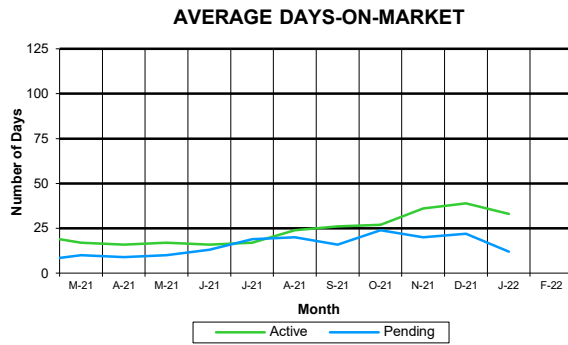
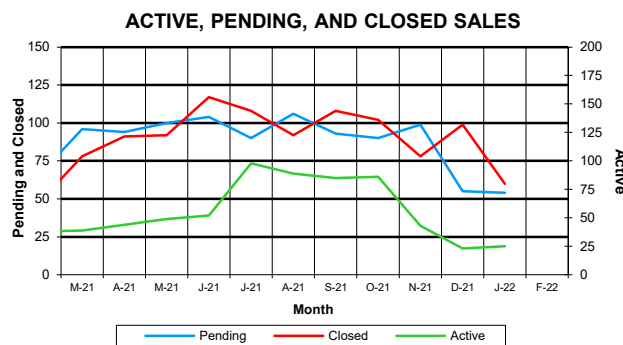
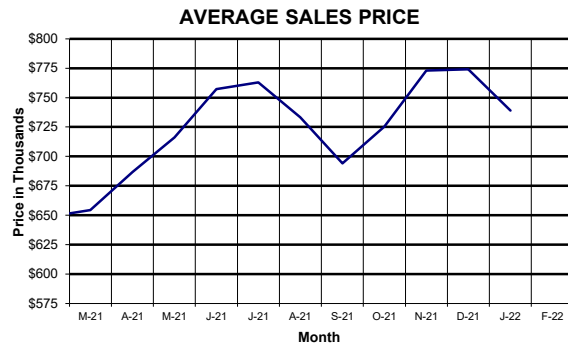
| Madera County | | | | Projects Participating: 4 | | | | | | | | | |
|--|-------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sl's /Week | Av. Sl's /YTD |
| Pheasant Run | Century | CW | DTMJ | 70 | 0 | 11 | 6 | 0 | 0 | 14 | 3 | 0.99 | 0.60 |
| Aspire at River Bend | K Hovnanian | MDA | DTMJ | 171 | 4 | 3 | 15 | 4 | 1 | 164 | 12 | 1.12 | 2.40 |
| Fielding Villas | KB Home | MDA | DTST | 87 | 0 | 2 | 6 | 2 | 0 | 73 | 5 | 1.16 | 1.00 |
| Riverstone - Clementine I | Lennar | MDA | DTST | 108 | 0 | 1 | 4 | 1 | 1 | 64 | 11 | 1.18 | 2.20 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 1.25 | | Traffic to Sales: 4 : 1 | | | 17 | 31 | 7 | 2 | 315 | 31 | Net: 5 |
| City Codes: CW = Chow chilla, MDA = Madera | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Fresno County | | | | | Projects Participating: 22 | | | | | | | | | |
| | | | | | 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 |
| Bravado | Century | REE | | DTMJ | 182 | 0 | 1 | 5 | 0 | 1 | 9 | 0 | 0.55 | 0.00 |
| Meadowood II | Century | FR | | ATMJ | 127 | 0 | 6 | 10 | 1 | 0 | 43 | 5 | 1.58 | 1.00 |
| Monarch | Century | KB | | DTMJ | 64 | 0 | 8 | 11 | 0 | 0 | 2 | 0 | 0.07 | 0.00 |
| Olivewood | Century | FR | | DTMJ | 169 | 0 | 2 | 13 | 4 | 0 | 56 | 14 | 1.64 | 2.80 |
| River Pointe | DR Horton | REE | | DTMJ | 84 | 0 | 4 | 14 | 0 | 0 | 41 | 0 | 0.93 | 0.00 |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 6 | 14 | 0 | 0 | 126 | 0 | 0.84 | 0.00 |
| Aspire at Sunnyside II | K Hovnanian | FO | | DTST | 143 | 3 | 3 | 1 | 5 | 2 | 7 | 7 | 2.23 | 2.23 |
| Marshall Estates | KB Home | FO | | DTST | 76 | 0 | 3 | 10 | 1 | 0 | 42 | 4 | 1.43 | 0.80 |
| Seville | KB Home S/O | FR | | DTST | 129 | 0 | S/O | 20 | 1 | 0 | 129 | 5 | 1.31 | 1.00 |
| Anatole- Clementine | Lennar | FR | | DTMJ | 137 | 0 | 2 | 4 | 1 | 0 | 52 | 8 | 1.13 | 1.60 |
| Anatole- Coronet | Lennar | FR | | DTMJ | 99 | 4 | 2 | 2 | 3 | 0 | 58 | 4 | 1.26 | 0.80 |
| Arboralla - Clementine | Lennar | CV | | DTST | 137 | 0 | 2 | 3 | 0 | 0 | 58 | 7 | 1.35 | 1.40 |
| Bella Vista Skye | Lennar | FT | | DTST | 54 | 0 | 1 | 3 | 3 | 0 | 53 | 10 | 0.98 | 2.00 |
| Brambles- Starling | Lennar | FR | | ATST | 150 | 0 | 4 | 2 | 0 | 2 | 55 | 4 | 1.20 | 0.80 |
| Brambles- Wilde | Lennar | FR | | DTST | 89 | 0 | 3 | 2 | 0 | 0 | 55 | 7 | 1.20 | 1.40 |
| Fancher Creek - Coronet | Lennar | FR | | ATST | 80 | 0 | 1 | 17 | 0 | 0 | 56 | 0 | 0.94 | 0.00 |
| Fancher Creek - Coronet II | Lennar | FR | | DTMJ | 138 | 0 | 3 | 17 | 0 | 0 | 18 | 5 | 1.05 | 1.00 |
| Fancher Creek California II | Lennar | FR | | DTMJ | 106 | 0 | 4 | 17 | 1 | 0 | 29 | 2 | 1.27 | 0.40 |
| Heirloom Ranch- Coronet | Lennar TSO | FR | | ATST | 89 | 0 | TSO | 5 | 2 | 0 | 72 | 7 | 1.21 | 1.40 |
| Heritage Grove - Coronet | Lennar | CV | | DTST | 63 | 0 | 1 | 5 | 0 | 0 | 54 | 0 | 0.73 | 0.00 |
| Heritage Grove - Homestead | Lennar | CV | | DTMJ | 44 | 0 | 4 | 5 | 0 | 0 | 40 | 1 | 0.54 | 0.20 |
| Veneto Park - Starling Townhomes | Lennar | CV | | ATMJ | 160 | 0 | 3 | 5 | 1 | 1 | 36 | 7 | 0.85 | 1.40 |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 0.77 | | Traffic to Sales: 8 : 1 | | | 63 | 185 | 23 | 6 | 1091 | 97 | Net: 17 | |
| City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, FO = Fowler, CV = Clovis, FT = Friant | | | | | | | | | | | | | | |

| Central Valley | | | | Projects Participating: 100 | | | | | | |
|---|------------------|--------------------------|-----|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 99 | Avg. Sales: 0.97 | Traffic to Sales: 16 : 1 | 225 | 1793 | 115 | 19 | 6857 | 521 | Net: 96 | |
| 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 | | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | | |

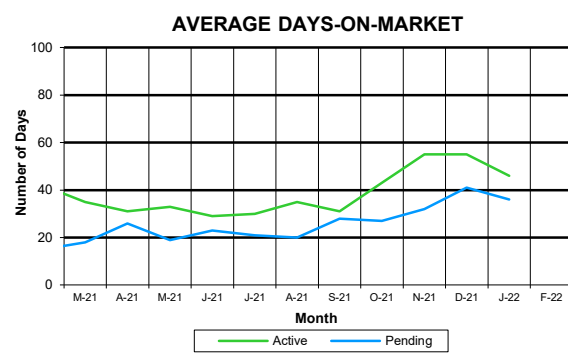
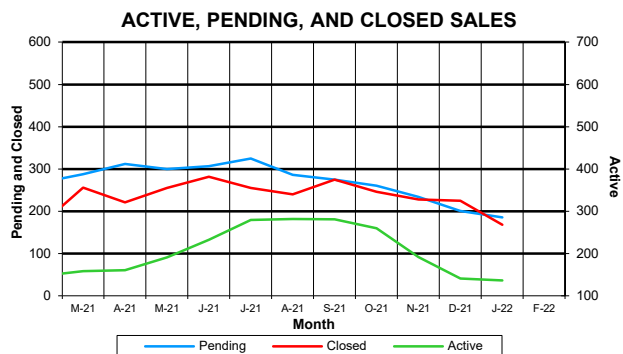
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 52 | 16 | 104 | 13 | 117 | 757,282 |
| Jul-21 | 98 | 17 | 90 | 19 | 108 | 763,042 |
| Aug-21 | 89 | 24 | 106 | 20 | 92 | 733,410 |
| Sep-21 | 85 | 26 | 93 | 16 | 108 | 693,990 |
| Oct-21 | 86 | 27 | 90 | 24 | 102 | 725,387 |
| Nov-21 | 43 | 36 | 99 | 20 | 78 | 772,891 |
| Dec-21 | 23 | 39 | 55 | 22 | 99 | 774,259 |
| Jan-22 | 25 | 33 | 54 | 12 | 60 | 739,033 |



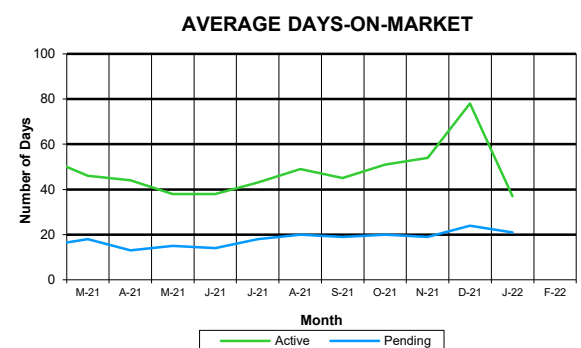
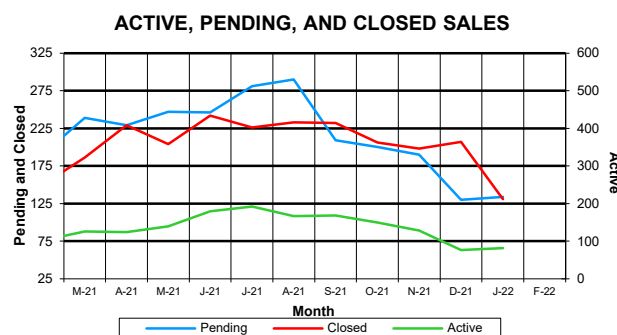
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 233 | 29 | 307 | 23 | 282 | 448,688 |
| Jul-21 | 280 | 30 | 325 | 21 | 255 | 443,210 |
| Aug-21 | 282 | 35 | 286 | 20 | 240 | 464,896 |
| Sep-21 | 281 | 31 | 275 | 28 | 275 | 459,173 |
| Oct-21 | 260 | 43 | 261 | 27 | 246 | 435,363 |
| Nov-21 | 192 | 55 | 234 | 32 | 228 | 447,367 |
| Dec-21 | 141 | 55 | 201 | 41 | 225 | 437,410 |
| Jan-22 | 137 | 46 | 186 | 36 | 168 | 432,133 |



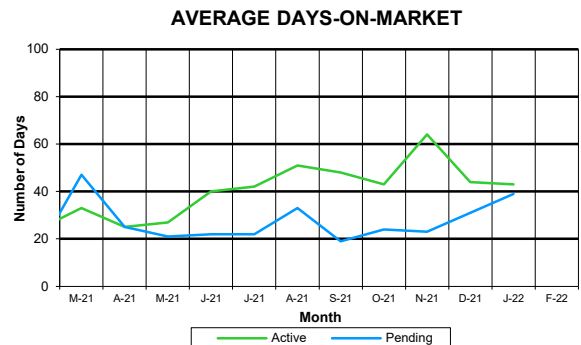
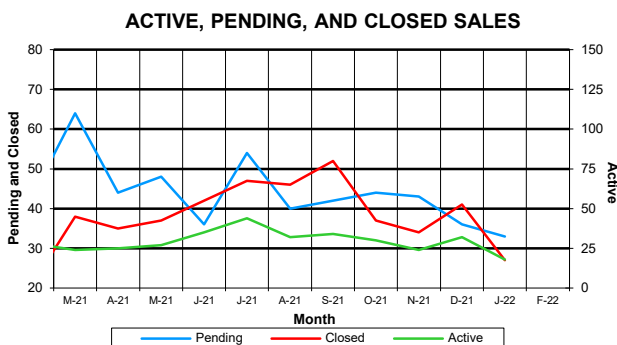
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 179 | 38 | 246 | 14 | 242 | 470,636 |
| Jul-21 | 192 | 43 | 281 | 18 | 226 | 449,793 |
| Aug-21 | 167 | 49 | 290 | 20 | 233 | 462,091 |
| Sep-21 | 168 | 45 | 209 | 19 | 232 | 460,727 |
| Oct-21 | 150 | 51 | 200 | 20 | 206 | 471,994 |
| Nov-21 | 128 | 54 | 190 | 19 | 198 | 474,799 |
| Dec-21 | 77 | 78 | 130 | 24 | 207 | 473,305 |
| Jan-22 | 82 | 37 | 134 | 21 | 131 | 451,174 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 35 | 40 | 36 | 22 | 42 | 384,074 |
| Jul-21 | 44 | 42 | 54 | 22 | 47 | 370,252 |
| Aug-21 | 32 | 51 | 40 | 33 | 46 | 374,402 |
| Sep-21 | 34 | 48 | 42 | 19 | 52 | 374,429 |
| Oct-21 | 30 | 43 | 44 | 24 | 37 | 381,895 |
| Nov-21 | 24 | 64 | 43 | 23 | 34 | 400,070 |
| Dec-21 | 32 | 44 | 36 | 31 | 41 | 387,268 |
| Jan-22 | 18 | 43 | 33 | 39 | 27 | 377,370 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



CALIBER
HOME LOANS

NATIONAL BUILDER DIVISION

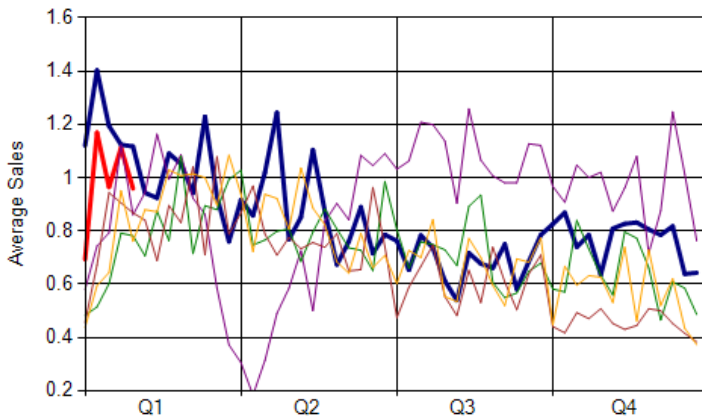
Sacramento

Ending: Sunday, February 6, 2022

Week 5

| Counties / Groups | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date | | Prev. 13 Wks. | |
|----------------------------|------------------------|----------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|
| | | | | | | | | Avg. | Diff. | Avg. | Diff. |
| South Sacramento | | 18 | 385 | 27 | 3 | 24 | 1.33 | 1.20 | 11% | 1.02 | 31% |
| Central & North Sacramento | | 41 | 734 | 50 | 5 | 45 | 1.10 | 0.98 | 11% | 0.87 | 27% |
| Folsom | | 17 | 345 | 15 | 2 | 13 | 0.76 | 0.85 | -10% | 0.76 | 0% |
| El Dorado | | 10 | 148 | 14 | 0 | 14 | 1.40 | 1.08 | 30% | 0.66 | 113% |
| Placer & Nevada | | 70 | 1295 | 65 | 14 | 51 | 0.73 | 0.92 | -21% | 0.81 | -10% |
| Yolo | | 3 | 34 | 3 | 0 | 3 | 1.00 | 0.73 | 36% | 0.81 | 24% |
| Amador County | | 1 | 13 | 1 | 0 | 1 | 1.00 | 0.40 | 150% | 0.38 | 160% |
| Northern Counties | | 10 | 200 | 14 | 2 | 12 | 1.20 | 1.20 | 0% | 0.78 | 54% |
| Current Week Totals | Traffic : Sales 17 : 1 | 170 | 3154 | 189 | 26 | 163 | 0.96 | 0.98 | -2% | 0.83 | 16% |
| Per Project Average | | | 19 | 1.11 | 0.15 | 0.96 | | | | | |
| Year Ago - 02/07/2021 | Traffic : Sales 16 : 1 | 154 | 2988 | 182 | 10 | 172 | 1.12 | 1.19 | -6% | 1.01 | 10% |
| % Change | | 10% | 6% | 4% | 160% | -5% | -14% | -18% | -18% | | |

52 Weeks Comparison



Year to Date Averages Through Week 5


Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 143 | 26 | 0.80 | 0.12 | 0.68 | 0.73 |
| ■ | 2018 | 125 | 25 | 0.91 | 0.14 | 0.77 | 0.66 |
| ■ | 2019 | 138 | 21 | 0.73 | 0.10 | 0.63 | 0.73 |
| ■ | 2020 | 136 | 23 | 0.91 | 0.09 | 0.82 | 0.89 |
| ■ | 2021 | 152 | 20 | 1.29 | 0.10 | 1.19 | 0.85 |
| ■ | 2022 | 168 | 19 | 1.11 | 0.13 | 0.98 | 0.98 |
| % Change: | | 10% | -5% | -14% | 31% | -18% | 16% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--|---------------|--------------|--|
| CONV | RATE 3.70% | APR 3.72% | While sales ended 2021 on a downbeat, several signs suggest home-buying activity will remain strong this year. Mortgage applications picked up over the first few months of January, as buyers race to get ahead of rising mortgage rates. According to Freddie Mac, the average 30-year fixed rate mortgage rose to a 3.56 % during the week ended January 20, the highest since March 2020. Higher mortgage rates will certainly test buyer demand, bur rising incomes and solid job growth should provide some support to sales in 2022. Although we expect the Fed to hike rates this year and next, mortgage rates should remain historically low in the coming year. Housing activity remained solid to end the year with single-family home sales rising 11.9%- the fastest pace since March 2021. For the year as a whole, preliminary data show the median price of a new home was \$392,900, while the average price of a new home was \$457,300. Both were up more than 15% over the past year, and the gap between the two reflects strength in home sales at the high end of the market. Sales of homes priced over \$500,000 accounted for 28% of new home sales in 2021, up from 18% the prior year. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary |
| FHA | 3.25% | 3.60% | |
| 10 Yr Yield | 1.92% | | |
|  | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| South Sacramento | | | | | Projects Participating: 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 |
| Veranda at River Oaks | Elliott | GT | | DTST | 60 | 1 | 1 | 0 | 1 | 0 | 59 | 9 | 0.82 | 1.80 |
| Allegro | KB Home | LN | | ATMJ | 72 | 0 | 1 | 9 | 1 | 0 | 2 | 2 | 1.56 | 1.56 |
| Pleridae | KB Home | GT | | DTST | 69 | 0 | 2 | 18 | 4 | 1 | 56 | 6 | 1.22 | 1.20 |
| Travisso | KB Home | LN | | DTMJ | 422 | 0 | 1 | 21 | 2 | 1 | 10 | 10 | 2.33 | 2.00 |
| Vintage Park | KB Home | SO | | DTST | 81 | 0 | 2 | 29 | 1 | 0 | 68 | 8 | 1.88 | 1.60 |
| Antinori at Vineyard Creek | Lennar | SO | | DTMJ | 96 | 0 | 2 | 0 | 0 | 0 | 68 | 4 | 0.98 | 0.80 |
| Avila at Fieldstone | Lennar | VN | | DTMJ | 134 | 0 | 2 | 20 | 1 | 0 | 127 | 3 | 0.93 | 0.60 |
| Elements at Sterling Meadows | Lennar | LN | | DTMJ | 289 | 3 | 3 | 24 | 2 | 0 | 216 | 16 | 1.22 | 3.20 |
| Essentia at Sterling Meadows | Lennar | LN | | DTST | 139 | 3 | 3 | 13 | 3 | 0 | 71 | 3 | 1.06 | 0.60 |
| Oceano at Fieldstone | Lennar | VN | | DTMJ | 120 | 0 | 1 | 20 | 0 | 0 | 115 | 3 | 0.79 | 0.60 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 344 | 3 | 2 | 2 | 2 | 1 | 319 | 9 | 0.91 | 1.80 |
| Seasons at Stonebrook | Richmond American | LN | | DTMJ | 102 | 0 | 1 | 13 | 1 | 0 | 43 | 3 | 1.35 | 0.60 |
| Woodberry at Bradshaw Crossing | Richmond American | SO | | DTMJ | 202 | 0 | 4 | 0 | 0 | 0 | 85 | 0 | 0.93 | 0.00 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 0 | 5 | 49 | 3 | 0 | 103 | 7 | 0.87 | 1.40 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 102 | 0 | 8 | 45 | 0 | 0 | 85 | 3 | 0.72 | 0.60 |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 121 | 0 | 4 | 44 | 2 | 0 | 101 | 6 | 0.85 | 1.20 |
| Cedar Creek | TimLewis | GT | | DTMJ | 112 | 0 | 2 | 11 | 1 | 0 | 24 | 9 | 0.95 | 1.80 |
| Reflections at Poppy Lane | TimLewis | LN | | DTMJ | 73 | 0 | 1 | 67 | 3 | 0 | 35 | 7 | 0.98 | 1.40 |
| TOTALS: No. Reporting: 18 | | Avg. Sales: 1.33 | | Traffic to Sales: 14 : 1 | | | | 45 | 385 | 27 | 3 | 1587 | 108 | Net: 24 |
| City Codes: GT = Galt, LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Central Sacramento | | | | | Projects Participating: 20 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Abbeys Gate at Northridge | Black Pine TSO | CH | | DTMJ | 46 | 0 | TSO | 24 | 1 | 0 | 33 | 1 | 0.48 | 0.20 |
| Crocker Village- Alley Row | Black Pine | SO | | DTMJ | 67 | 0 | 3 | 7 | 0 | 0 | 48 | 0 | 0.57 | 0.00 |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 1 | 6 | 0 | 0 | 41 | 1 | 0.49 | 0.20 |
| Brighton Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 98 | 0 | 2 | 52 | 0 | 0 | 93 | 0 | 0.74 | 0.00 |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 116 | 0 | 4 | 48 | 0 | 0 | 95 | 3 | 0.75 | 0.60 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 113 | 0 | 1 | 29 | 1 | 1 | 112 | 1 | 0.79 | 0.20 |
| Montrose at The Ranch | K Hovnanian | RO | | DTMJ | 113 | 4 | 2 | 4 | 4 | 0 | 7 | 7 | 3.06 | 3.06 |
| Sagebrush at The Ranch | K Hovnanian | RO | | DTMJ | 116 | 4 | 3 | 25 | 2 | 0 | 6 | 6 | 2.63 | 2.63 |
| Springs at The Ranch | K Hovnanian | RO | | DTMJ | 173 | 5 | 3 | 2 | 5 | 0 | 7 | 7 | 3.06 | 3.06 |
| Canyon at Mitchell Village | KB Home | CH | | DTST | 109 | 4 | 2 | 19 | 3 | 0 | 77 | 13 | 1.51 | 2.60 |
| Heritage at Mitchell Village | KB Home | CH | | DTMJ | 72 | 3 | 3 | 17 | 2 | 0 | 57 | 7 | 0.92 | 1.40 |
| Oaks at Mitchell Village | KB Home | CH | | DTST | 74 | 0 | 2 | 24 | 2 | 0 | 59 | 8 | 1.44 | 1.60 |
| Ventana | Lennar | RO | | DTMJ | 160 | 0 | 1 | 4 | 1 | 0 | 107 | 5 | 0.80 | 1.00 |
| Verdant | Lennar | RO | | DTST | 157 | 3 | 3 | 4 | 2 | 0 | 101 | 7 | 1.06 | 1.40 |
| Viridian | Lennar | RO | | DTST | 185 | 0 | 3 | 18 | 0 | 0 | 132 | 6 | 0.97 | 1.20 |
| Montelena | Premier Homes | RO | | DTST | 169 | 0 | 4 | 47 | 0 | 0 | 163 | 0 | 1.36 | 0.00 |
| Classics at Sutter Park | TimLewis TSO | SO | | DTMJ | 25 | 0 | TSO | 0 | 0 | 0 | 24 | 0 | 0.21 | 0.00 |
| Traditionals at Sutter Park | TimLewis | SO | | DTMJ | 34 | 0 | 1 | 0 | 0 | 0 | 33 | 0 | 0.29 | 0.00 |
| Acacia at Cypress | Woodside | RO | | DTMJ | 99 | 0 | 1 | 22 | 1 | 0 | 38 | 11 | 0.69 | 2.20 |
| Magnolia at Cypress | Woodside | RO | | DTMJ | 178 | 3 | 4 | 10 | 2 | 0 | 122 | 8 | 0.96 | 1.60 |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 1.25 | | Traffic to Sales: 14 : 1 | | | 43 | 362 | 26 | 1 | 1355 | 91 | Net: 25 | |
| City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| North Sacramento | | | | | Projects Participating: 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 |
| Artisan - The Cove | Beazer | SO | | DTST | 145 | 0 | 8 | 2 | 2 | 0 | 96 | 2 | 0.79 | 0.40 |
| Edgeview - The Cove | Beazer | SO | | ATST | 156 | 6 | 17 | 10 | 0 | 0 | 91 | 1 | 1.07 | 0.20 |
| Westward - The Cove | Beazer | SO | | DTST | 122 | 0 | 10 | 5 | 0 | 0 | 56 | 4 | 0.58 | 0.80 |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 0 | 6 | 17 | 0 | 0 | 110 | 4 | 0.94 | 0.80 |
| Provence | Blue Mountain | SO | | ATST | 185 | 0 | 4 | 14 | 1 | 0 | 104 | 3 | 0.90 | 0.60 |
| Mbraga | DR Horton | AO | | DTMJ | 162 | 3 | 4 | 58 | 5 | 0 | 127 | 11 | 1.58 | 2.20 |
| Citrine at Barrett Ranch | Lennar | AO | | DTST | 53 | 0 | 3 | 6 | 0 | 0 | 17 | 3 | 0.72 | 0.60 |
| Garnet at Barrett Ranch | Lennar | AO | | DTST | 149 | 0 | 2 | 27 | 0 | 1 | 62 | 1 | 0.87 | 0.20 |
| Lapis at Barrett Ranch | Lennar | AO | | DTMJ | 149 | 3 | 3 | 27 | 0 | 0 | 66 | 0 | 0.93 | 0.00 |
| Northlake - Atla | Lennar TSO | SO | | DTMJ | 116 | 0 | TSO | 10 | 0 | 0 | 55 | 5 | 1.00 | 1.00 |
| Northlake - Bleau | Lennar TSO | SO | | DTMJ | 236 | 0 | TSO | 12 | 0 | 0 | 59 | 6 | 1.07 | 1.20 |
| Northlake - Crestvue | Lennar TSO | SO | | DTMJ | 97 | 0 | TSO | 10 | 1 | 0 | 56 | 10 | 1.02 | 2.00 |
| Northlake - Drifton | Lennar TSO | SO | | DTMJ | 134 | 0 | TSO | 10 | 1 | 0 | 49 | 9 | 1.05 | 1.80 |
| Northlake - Lakelet | Lennar TSO | SO | | DTMJ | 134 | 0 | TSO | 15 | 2 | 0 | 54 | 5 | 0.98 | 1.00 |
| Northlake - Shor | Lennar | SO | | DTMJ | 140 | 0 | 1 | 12 | 1 | 0 | 59 | 6 | 1.07 | 1.20 |
| Northlake - Watersyde | Lennar TSO | SO | | DTMJ | 127 | 0 | TSO | 16 | 3 | 1 | 58 | 5 | 1.05 | 1.00 |
| Northlake - Wavmor | Lennar TSO | SO | | DTMJ | 153 | 0 | TSO | 16 | 1 | 1 | 56 | 6 | 1.02 | 1.20 |
| Sunstone at Barrett Ranch | Lennar | AO | | DTMJ | 131 | 3 | 3 | 36 | 1 | 0 | 23 | 9 | 0.90 | 1.80 |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 145 | 3 | 3 | 22 | 1 | 0 | 128 | 4 | 1.33 | 0.80 |
| Everly at Natomas Meadows | TRI Pointe | NA | | DTST | 94 | 0 | 1 | 38 | 3 | 1 | 72 | 5 | 1.61 | 1.00 |
| Portisol at Artisan Square | Williams | SO | | ATST | 95 | 0 | 6 | 9 | 2 | 0 | 30 | 2 | 0.44 | 0.40 |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 0.95 | | Traffic to Sales: 16 : 1 | | | 71 | 372 | 24 | 4 | 1428 | 101 | Net: 20 | |
| City Codes: SO = Sacramento, AO = Antelope, NA = Natomas | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-----------------------------------|-----------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Folsom Area | | | | | Projects Participating: 17 | | | | | | | | | |
| | | | | | 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 |
| Iron Ridge at Russell Ranch | Anthem United | FM | | DTMJ | 97 | 0 | 1 | 15 | 0 | 1 | 91 | -1 | 0.91 | -0.20 |
| Sycamore Creek | JMC | FM | | DTMJ | 86 | 0 | 2 | 53 | 0 | 0 | 39 | 5 | 0.65 | 1.00 |
| Enclave at Folsom Ranch | KB Home | FM | | DTST | 111 | 3 | 3 | 26 | 2 | 0 | 85 | 10 | 1.35 | 2.00 |
| Soleil at Folsom Ranch | KB Home | FM | | DTMJ | 109 | 0 | 1 | 31 | 3 | 0 | 63 | 10 | 1.46 | 2.00 |
| Aster at White Rock Springs | Lennar | FM | | DTMJ | 90 | 0 | 2 | 1 | 1 | 0 | 31 | 5 | 0.95 | 1.00 |
| Lunaria at White Rock Springs | Lennar | FM | | DTMJ | 45 | 0 | 3 | 1 | 0 | 0 | 30 | 3 | 0.92 | 0.60 |
| Rockcross at Folsom Ranch | Lennar | FM | | DTMJ | 118 | 0 | 4 | 2 | 0 | 0 | 58 | 4 | 1.11 | 0.80 |
| Ladera at White Rock | Richmond American | FM | | DTMJ | 56 | 0 | 1 | 0 | 1 | 0 | 55 | 0 | 0.62 | 0.00 |
| Mesa at White Rock | Richmond American S/O | FM | | DTMJ | 64 | 0 | S/O | 0 | 1 | 0 | 64 | 1 | 0.76 | 0.20 |
| Stone Bluff at White Rock | Richmond American | FM | | DTMJ | 81 | 4 | 4 | 14 | 2 | 0 | 30 | 5 | 0.73 | 1.00 |
| Stone Haven at White Rock Springs | Richmond American | FM | | DTMJ | 42 | 0 | 1 | 10 | 1 | 0 | 9 | 4 | 0.89 | 0.80 |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 0 | 7 | 16 | 0 | 0 | 106 | 5 | 0.91 | 1.00 |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | | DTMJ | 111 | 0 | 6 | 16 | 0 | 0 | 104 | 1 | 0.92 | 0.20 |
| Gold Hill at Russell Ranch | The New Home Co | FM | | DTMJ | 77 | 0 | 1 | 20 | 0 | 0 | 63 | 2 | 0.92 | 0.40 |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 0 | 3 | 18 | 0 | 0 | 85 | 4 | 0.83 | 0.80 |
| Brookstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 145 | 4 | 3 | 61 | 4 | 0 | 126 | 8 | 1.10 | 1.60 |
| Creekstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 71 | 0 | 3 | 61 | 0 | 1 | 54 | 3 | 1.06 | 0.60 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.76 | | Traffic to Sales: 23 : 1 | | | | 45 | 345 | 15 | 2 | 1093 | 69 | Net: 13 |
| City Codes: FM= Folsom | | | | | | | | | | | | | | |

| El Dorado County | | | | Projects Participating: 10 | | | | | | | | | |
|---|---------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | 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 |
| Revere | Blue Mountain | RE | DTMJ | 51 | 0 | 4 | 17 | 0 | 0 | 32 | 3 | 0.79 | 0.60 |
| Alder at Saratoga Estates | Elliott | EH | DTMJ | 115 | 4 | 3 | 27 | 4 | 0 | 79 | 12 | 0.97 | 2.40 |
| Manzanita at Saratoga | Elliott | EH | DTMJ | 202 | 3 | 3 | 24 | 2 | 0 | 50 | 10 | 0.66 | 2.00 |
| Emerald Peak at Bass Lake | Lennar | EH | DTMJ | 113 | 0 | 1 | 16 | 1 | 0 | 33 | 5 | 0.52 | 1.00 |
| Hawk View at Bass Lake Hills | Lennar | EH | DTMJ | 114 | 3 | 3 | 2 | 1 | 0 | 87 | 4 | 0.77 | 0.80 |
| Heritage El Dorado Hills-Estates | Lennar | EH | DTMJ | 92 | 0 | 1 | 1 | 0 | 0 | 91 | 1 | 0.51 | 0.20 |
| Heritage El Dorado Hills-Legends | Lennar | EH | DTMJ | 165 | 2 | 4 | 10 | 1 | 0 | 161 | 4 | 0.91 | 0.80 |
| Heritage El Dorado Hills-Mosaic | Lennar | EH | DTMJ | 373 | 0 | 1 | 11 | 2 | 0 | 172 | 6 | 0.97 | 1.20 |
| Sapphire Cliff at Bass Lake Hills - EDH | Lennar | EH | DTMJ | 23 | 0 | 1 | 19 | 1 | 0 | 17 | 2 | 0.54 | 0.40 |
| Edgelake at Serrano | TRI Pointe | EH | DTMJ | 65 | 0 | 1 | 21 | 2 | 0 | 12 | 7 | 0.79 | 1.40 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 1.40 | | Traffic to Sales: 11 : 1 | | | 22 | 148 | 14 | 0 | 734 | 54 | Net: 14 |
| City Codes: RE = Rescue, EH = El Dorado Hills | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-------------------------------------|---------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County | | | | | Projects Participating: 69 | | | | | | | | | |
| | | | | | 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 |
| Greyson at Twelve Bridges | Beazer | LL | | DTMJ | 49 | 10 | 13 | 10 | 0 | 0 | 35 | 2 | 0.86 | 0.40 |
| Verrado at Solaire | Beazer | RV | | DTMJ | 76 | 2 | 13 | 11 | 2 | 0 | 36 | 6 | 1.08 | 1.20 |
| Milestone at Sierra Fine | Black Pine | RK | | DTST | 61 | 0 | 2 | 17 | 1 | 0 | 40 | 4 | 0.65 | 0.80 |
| Camelian | Blue Mountain | GB | | ATMJ | 28 | 3 | 2 | 9 | 2 | 0 | 24 | 4 | 0.48 | 0.80 |
| Cresleigh Havenwood | Cresleigh | LL | Rsv's | DTMJ | 83 | 0 | 2 | 11 | 0 | 0 | 9 | 2 | 0.37 | 0.40 |
| Balboa | DR Horton | RV | | DTST | 127 | 6 | 4 | 35 | 6 | 0 | 78 | 17 | 1.81 | 3.40 |
| Cerrada | DR Horton | LL | | DTST | 166 | 0 | 2 | 32 | 0 | 0 | 136 | 6 | 1.35 | 1.20 |
| Heartland at Independence | DR Horton | LL | | DTMJ | 98 | 0 | 5 | 20 | 0 | 0 | 31 | 6 | 1.33 | 1.20 |
| Traditions at Independence | DR Horton | LL | | DTST | 97 | 0 | 4 | 21 | 0 | 0 | 30 | 4 | 1.08 | 0.80 |
| Winding Creek- The Wilds | DR Horton | RV | | DTST | 120 | 0 | 1 | 16 | 2 | 0 | 77 | 9 | 1.64 | 1.80 |
| Turkey Creek Estates | Elliott | LL | | DTMJ | 51 | 0 | 2 | 78 | 0 | 0 | 30 | 8 | 0.93 | 1.60 |
| Broadlands | JMC | LL | | DTST | 88 | 0 | 5 | 18 | 0 | 0 | 83 | 5 | 1.00 | 1.00 |
| Fairbrook at Fiddymment Farms | JMC | RV | | DTMJ | 115 | 0 | 2 | 35 | 0 | 1 | 43 | 7 | 1.02 | 1.40 |
| Meadowbrook at Fiddymment Farms | JMC | RV | | DTMJ | 80 | 0 | 1 | 90 | 0 | 0 | 41 | 3 | 0.97 | 0.60 |
| Monument Village at Sierra Vista | JMC | RV | | DTST | 187 | 0 | 5 | 25 | 0 | 0 | 180 | 1 | 1.29 | 0.20 |
| Palisade Village | JMC | RV | | DTST | 232 | 0 | 4 | 38 | 0 | 1 | 181 | -1 | 1.47 | -0.20 |
| Pinnacle Village | JMC | RV | | DTMJ | 127 | 0 | 2 | 22 | 0 | 0 | 121 | 0 | 0.86 | 0.00 |
| Prominence at Whitney Ranch | JMC | RK | | DTMJ | 92 | 0 | 2 | 82 | 0 | 0 | 68 | 5 | 0.94 | 1.00 |
| Sagebrook at Fiddymment Farms | JMC | RV | | DTMJ | 122 | 0 | 2 | 97 | 1 | 0 | 39 | 4 | 0.92 | 0.80 |
| Sentinel | JMC | RV | | DTST | 132 | 0 | 2 | 35 | 1 | 1 | 126 | 0 | 1.26 | 0.00 |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 2 | 12 | 0 | 0 | 107 | 5 | 1.14 | 1.00 |
| Aspire at Solaire II | K Hovnanian | RV | | DTST | 33 | 0 | 2 | 7 | 0 | 0 | 13 | 7 | 0.86 | 1.40 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 71 | 0 | 2 | 7 | 1 | 0 | 50 | 4 | 0.47 | 0.80 |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 0 | 2 | 10 | 2 | 1 | 128 | 6 | 0.87 | 1.20 |
| Firefly at Winding Creek | K Hovnanian | RV | | DTMJ | 86 | 0 | 2 | 11 | 2 | 1 | 53 | 15 | 1.15 | 3.00 |
| Bartlett at Mason Trails | KB Home | RV | New | DTMJ | 53 | 3 | 2 | 7 | 1 | 0 | 1 | 1 | 3.50 | 3.50 |
| Copper Ridge | KB Home | LL | | DTMJ | 79 | 0 | 2 | 14 | 0 | 0 | 12 | 5 | 1.29 | 1.00 |
| Cortland at Mason Trails | KB Home | RV | New | DTMJ | 110 | 3 | 2 | 5 | 1 | 0 | 1 | 1 | 3.50 | 3.50 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 5 | 4 | 24 | 4 | 1 | 176 | 12 | 1.25 | 2.40 |
| Andorra at Sierra West | Lennar | RV | | DTMJ | 111 | 3 | 3 | 1 | 1 | 0 | 61 | 8 | 0.87 | 1.60 |
| Belle Maison at Campus Oaks | Lennar | RV | | DTMJ | 132 | 4 | 3 | 15 | 3 | 0 | 71 | 9 | 1.07 | 1.80 |
| Breckenridge at Sierra West | Lennar | RV | | DTMJ | 181 | 0 | 4 | 1 | 0 | 0 | 7 | 3 | 0.40 | 0.60 |
| Chantilly at Campus Oaks | Lennar | RV | | DTMJ | 86 | 0 | 3 | 19 | 0 | 0 | 21 | 4 | 1.09 | 0.80 |
| Covara II at Campus Oaks | Lennar | RV | | DTMJ | 112 | 0 | 3 | 19 | 1 | 1 | 52 | 5 | 0.88 | 1.00 |
| Emilia at Heritage Placer Vineyards | Lennar | RV | | DTMJ | 117 | 0 | 3 | 6 | 0 | 0 | 7 | 2 | 0.27 | 0.40 |
| Heritage Solaire-Eclipse | Lennar | RV | | AASF | 155 | 0 | 1 | 6 | 0 | 0 | 154 | 0 | 0.79 | 0.00 |
| Heritage Solaire-Larissa | Lennar | RV | | AASF | 162 | 3 | 3 | 2 | 2 | 0 | 156 | 6 | 0.80 | 1.20 |
| Lazio at Heritage Placer Vineyards | Lennar | RV | | AASF | 142 | 0 | 1 | 10 | 0 | 0 | 2 | 0 | 0.07 | 0.00 |
| Lumiere at Sierra West | Lennar | RV | | DTMJ | 205 | 4 | 2 | 4 | 3 | 0 | 63 | 7 | 0.89 | 1.40 |
| Meribel at Sierra West | Lennar | RV | | DTMJ | 167 | 0 | 1 | 1 | 1 | 0 | 67 | 9 | 0.90 | 1.80 |
| Molise at Heritage Placer Vineyards | Lennar | RV | | DTST | 30 | 0 | 1 | 3 | 1 | 0 | 12 | 5 | 0.50 | 1.00 |
| Novara at Fiddymment | Lennar | RV | | DTST | 105 | 0 | 1 | 23 | 1 | 0 | 78 | 6 | 0.94 | 1.20 |
| Pavia at Fiddymment Farm | Lennar | RV | | DTST | 94 | 3 | 3 | 23 | 1 | 0 | 75 | 6 | 0.89 | 1.20 |
| Sausalito Walk at Campus Oaks | Lennar | RV | | DTST | 100 | 0 | 1 | 3 | 0 | 0 | 84 | 3 | 0.94 | 0.60 |
| St. Moritz at Sierra | Lennar | RV | | DTMJ | 143 | 0 | 2 | 6 | 1 | 1 | 62 | 5 | 0.86 | 1.00 |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County (Continued ...) | | | | | Projects Participating: 69 | | | | | | | | | |
| | | | | | 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 |
| Windham at Sierra West | Lennar | RV | | DTMJ | 153 | 0 | 3 | 4 | 0 | 0 | 7 | 2 | 0.86 | 0.40 |
| Meadowlands 60s | Meritage | LL | | DTMJ | 92 | 0 | 2 | 27 | 1 | 2 | 40 | 4 | 1.07 | 0.80 |
| Meadowlands 70s | Meritage | LL | | DTMJ | 15 | 0 | 3 | 4 | 0 | 0 | 12 | 0 | 0.53 | 0.00 |
| Roam at Winding Creek | Meritage | RV | | DTMJ | 95 | 0 | 3 | 27 | 1 | 0 | 16 | 9 | 1.20 | 1.80 |
| Winding Creek - Trek | Meritage | RV | | DTMJ | 74 | 3 | 3 | 11 | 1 | 0 | 63 | 3 | 1.26 | 0.60 |
| Eastridge at Whitney Ranch | Richmond American | RK | | DTMJ | 75 | 0 | 3 | 2 | 0 | 0 | 72 | 0 | 0.85 | 0.00 |
| Revere at Independence | Richmond American | LL | | DTMJ | 122 | 0 | 4 | 10 | 1 | 0 | 73 | 7 | 1.30 | 1.40 |
| Sagewood at Sierra Fine | Richmond American | RK | | DTMJ | 66 | 0 | 2 | 0 | 0 | 0 | 64 | 2 | 0.95 | 0.40 |
| Windsong at Winding Creek | Richmond American | RV | | DTMJ | 71 | 0 | 2 | 2 | 0 | 1 | 11 | 2 | 0.77 | 0.40 |
| Apollo at Solaire | Taylor Morrison | RV | | DTMJ | 62 | 0 | 9 | 9 | 1 | 0 | 53 | 3 | 1.02 | 0.60 |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 129 | 0 | 28 | 9 | 4 | 1 | 98 | 6 | 1.11 | 1.20 |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 81 | 3 | 5 | 23 | 2 | 1 | 60 | 4 | 0.68 | 0.80 |
| Calipso at Solaire | Taylor Morrison | RV | | DTMJ | 44 | 0 | 4 | 7 | 0 | 0 | 40 | 2 | 0.77 | 0.40 |
| Esplanade at Turkey Creek- Classics | Taylor Morrison | LL | | AASF | 243 | 1 | 29 | 16 | 2 | 1 | 46 | 5 | 1.14 | 1.00 |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison | LL | | AASF | 180 | 0 | 5 | 16 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Esplanade at Turkey Creek- Estates | Taylor Morrison | LL | | AASF | 180 | 5 | 18 | 19 | 2 | 0 | 38 | 3 | 0.94 | 0.60 |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison | LL | | AASF | 260 | 3 | 30 | 16 | 1 | 0 | 38 | 2 | 0.94 | 0.40 |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 96 | 1 | 18 | 8 | 0 | 0 | 46 | 3 | 0.52 | 0.60 |
| Eureka Grove | The New Home Co | GB | | DTMJ | 72 | 0 | 2 | 11 | 0 | 0 | 23 | 7 | 1.19 | 1.40 |
| Summit at Whitney Ranch | TimLewis | RK | | DTMJ | 82 | 0 | 2 | 32 | 0 | 0 | 69 | 2 | 0.54 | 0.40 |
| Illumination at Solaire | TRI Pointe | RV | | DTMJ | 106 | 3 | 2 | 40 | 2 | 0 | 52 | 5 | 1.13 | 1.00 |
| Radiance at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 2 | 40 | 1 | 0 | 47 | 6 | 1.02 | 1.20 |
| Timbercove at Sierra Fine | TRI Pointe | RK | | DTST | 71 | 0 | 1 | 2 | 0 | 0 | 70 | 0 | 1.07 | 0.00 |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 4 | 3 | 8 | 2 | 0 | 99 | 9 | 0.96 | 1.80 |
| TOTALS: No. Reporting: 69 | | Avg. Sales: 0.70 | | Traffic to Sales: 21 : 1 | | | | 313 | 1284 | 62 | 14 | 4058 | 312 | Net: 48 |
| City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay | | | | | | | | | | | | | | |

| Nevada County | | | | | Projects Participating: 1 | | | | | | | | | |
|-------------------------------|---------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Timberwood Estates | Hilbers | GV | DTST | 45 | 3 | 3 | 11 | 3 | 0 | 23 | 3 | 0.14 | 0.60 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 3.00 | | Traffic to Sales: 4 : 1 | | | 3 | 11 | 3 | 0 | 23 | 3 | Net: 3 | |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | | |

| Yolo County | | | | | Projects Participating: 3 | | | | | | | | |
|---|-------------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week |
| Riverchase | Anthem United | WS | DTST | 222 | 3 | 2 | 18 | 3 | 0 | 213 | 4 | 0.97 | 0.80 |
| Harvest at Spring Lake | Richmond American | WL | DTMJ | 84 | 0 | 1 | 11 | 0 | 0 | 38 | 4 | 0.89 | 0.80 |
| Cannery - Gala | The New Home Co | DV | ATMJ | 120 | 0 | 2 | 5 | 0 | 0 | 104 | 3 | 0.46 | 0.60 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 1.00 | | Traffic to Sales: 11 : 1 | | | 5 | 34 | 3 | 0 | 355 | 11 | Net: 3 |
| City Codes: WS = West Sacramento, WL = Woodland, DV = Davis | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|----------------------------|-----------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Amador County | | | | | Projects Participating: 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 |
| Zinfandel Ridge II | TimLewis | FLY | | DTMJ | 40 | 3 | 3 | 13 | 1 | 0 | 11 | 2 | 0.47 | 0.40 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 13 : 1 | | | 3 | 13 | 1 | 0 | 11 | 2 | Net: 1 | |
| City Codes: FLY = Plymouth | | | | | | | | | | | | | | |

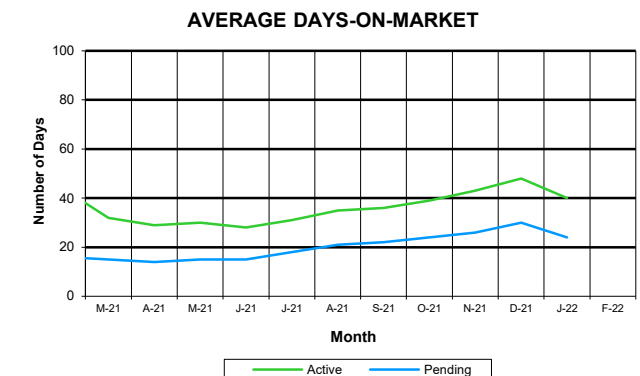
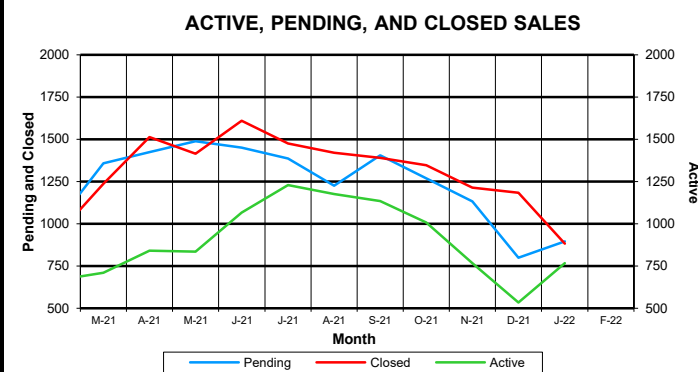
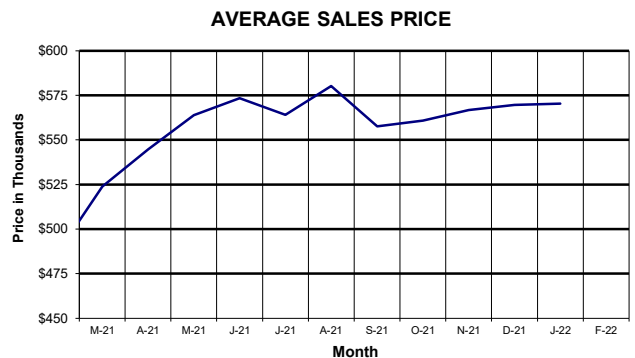
| Sutter County | | | | | Projects Participating: 1 | | | | | | | | | | |
|---------------------------|--|------------------|--|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|------|
| | | | | | 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 | |
| Aspire at Garden Glen | | K Hovnanian | | LO | DTMJ | 170 | 0 | 3 | 10 | 0 | 0 | 115 | 5 | 1.17 | 1.00 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 3 | 10 | 0 | 0 | 115 | 5 | Net: 0 | |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | | |

| Yuba County | | | | | Projects Participating: 9 | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | 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 |
| Cresleigh Meadows at Fumas Ranch | Cresleigh | FLK | Rsv's | DTMJ | 111 | 3 | 3 | 70 | 2 | 0 | 67 | 5 | 0.65 | 1.00 |
| Cresleigh Riverside at Fumas Ranch | Cresleigh | FLK | | DTMJ | 52 | 0 | 3 | 5 | 0 | 0 | 44 | -1 | 0.43 | -0.20 |
| Diamante at Fumas Lake | DR Horton | FLK | | DTST | 94 | 4 | 4 | 41 | 4 | 0 | 38 | 15 | 1.57 | 3.00 |
| Summerset at The Orchards | JMC | MS | | DTST | 96 | 0 | 1 | 7 | 0 | 0 | 92 | 5 | 1.02 | 1.00 |
| Sonoma Ranch | Lennar | FLK | | DTST | 208 | 0 | 3 | 8 | 0 | 1 | 199 | 1 | 0.98 | 0.20 |
| Windsor Crossing at River Oaks | Lennar | FLK | | DTST | 168 | 0 | 2 | 10 | 1 | 0 | 48 | 4 | 0.67 | 0.80 |
| Crosswinds at River Oaks | Meritage | FLK | | DTMJ | 72 | 5 | 1 | 30 | 5 | 0 | 47 | 12 | 1.26 | 2.40 |
| Seasons at River Oaks | Richmond American | OL | | DTST | 83 | 0 | 3 | 3 | 1 | 1 | 61 | 8 | 1.09 | 1.60 |
| Seasons at Thoroughbred Acres | Richmond American | OL | | DTMJ | 139 | 0 | 2 | 16 | 1 | 0 | 79 | 6 | 1.04 | 1.20 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 1.33 | | Traffic to Sales: 14 : 1 | | | | 22 | 190 | 14 | 2 | 675 | 55 | Net: 12 |
| City Codes: FLK = Fumas Lake, MS = Marysville, OL = Olivehurst | | | | | | | | | | | | | | |

| Sacramento | | | | Projects Participating: 170 | | | | | | |
|--|------------------|--------------------------|-----|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 170 | Avg. Sales: 0.96 | Traffic to Sales: 17 : 1 | 575 | 3154 | 189 | 26 | 11434 | 811 | Net: 163 | |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | | |

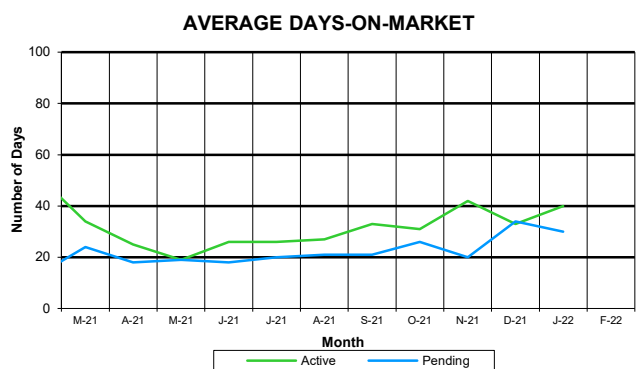
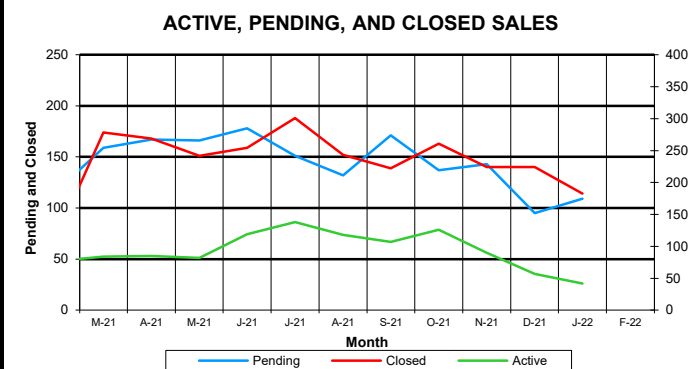
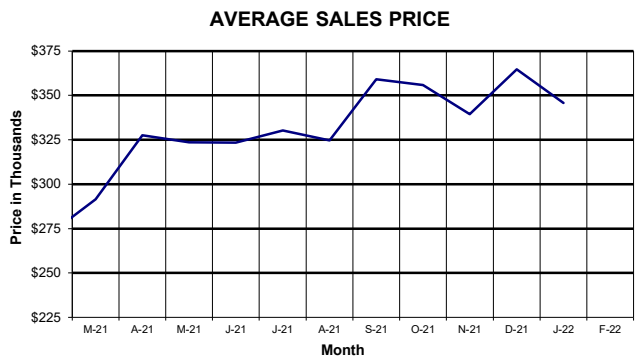
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 836 | 30 | 1,489 | 15 | 1,414 | \$563,866 |
| Jul-21 | 1,066 | 28 | 1,450 | 15 | 1,610 | \$573,377 |
| Aug-21 | 1,230 | 31 | 1,387 | 18 | 1,475 | \$564,023 |
| Sep-21 | 1,176 | 35 | 1,225 | 21 | 1,420 | \$580,299 |
| Oct-21 | 1,135 | 36 | 1,405 | 22 | 1,391 | \$557,624 |
| Nov-21 | 1,007 | 39 | 1,269 | 24 | 1,347 | \$560,893 |
| Dec-21 | 767 | 43 | 1,132 | 26 | 1,214 | \$566,756 |
| Jan-22 | 535 | 48 | 799 | 30 | 1,183 | \$569,728 |



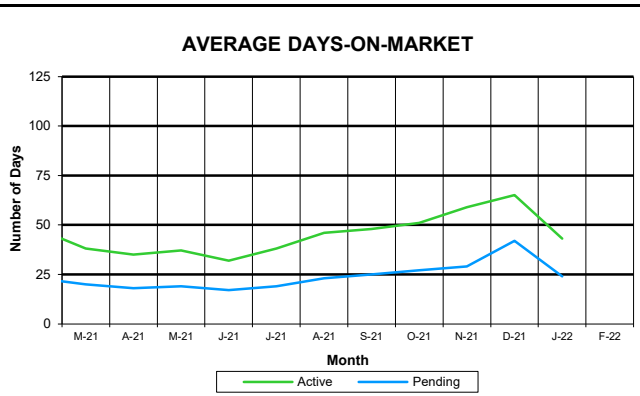
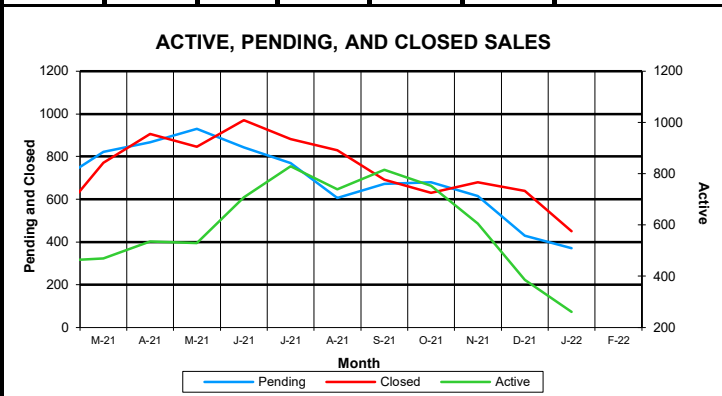
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 119 | 26 | 178 | 18 | 159 | 323,324 |
| Jul-21 | 138 | 26 | 151 | 20 | 188 | 330,251 |
| Aug-21 | 118 | 27 | 132 | 21 | 152 | 324,630 |
| Sep-21 | 107 | 33 | 171 | 21 | 139 | 359,107 |
| Oct-21 | 126 | 31 | 137 | 26 | 163 | 355,793 |
| Nov-21 | 90 | 42 | 143 | 20 | 140 | 339,384 |
| Dec-21 | 57 | 33 | 95 | 34 | 140 | 364,570 |
| Jan-22 | 42 | 40 | 109 | 30 | 114 | 345,660 |



Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 708 | 32 | 842 | 17 | 970 | 762,605 |
| Jul-21 | 829 | 38 | 769 | 19 | 882 | 743,192 |
| Aug-21 | 739 | 46 | 606 | 23 | 829 | 750,729 |
| Sep-21 | 815 | 48 | 672 | 25 | 692 | 735,158 |
| Oct-21 | 753 | 51 | 680 | 27 | 630 | 713,658 |
| Nov-21 | 605 | 59 | 615 | 29 | 680 | 734,692 |
| Dec-21 | 385 | 65 | 429 | 42 | 639 | 726,154 |
| Jan-22 | 261 | 43 | 371 | 24 | 450 | 719,233 |



Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Jun-21 | 117 | 44 | 151 | 20 | 182 | 676,184 |
| Jul-21 | 152 | 41 | 133 | 24 | 155 | 663,476 |
| Aug-21 | 136 | 48 | 140 | 22 | 157 | 654,226 |
| Sep-21 | 118 | 44 | 145 | 28 | 150 | 648,462 |
| Oct-21 | 105 | 50 | 123 | 33 | 137 | 653,454 |
| Nov-21 | 77 | 52 | 107 | 38 | 128 | 608,995 |
| Dec-21 | 79 | 54 | 57 | 50 | 115 | 616,097 |
| Jan-22 | 65 | 51 | 98 | 27 | 76 | 592,505 |

