

# Happy Holidays from The Ryness Company

Thank you for your participation in  
The Ryness Report. We wish you and your  
families a safe and festive holiday season  
and a prosperous New Year!



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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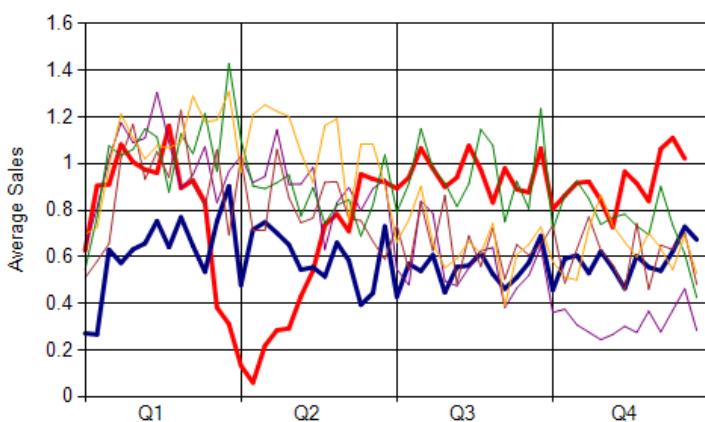
NATIONAL BUILDER DIVISION

**Ending: Sunday, December 20, 2020**

## Bay Area Week 51

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
Alameda	37	544	33	2	31	0.84	0.69	21%	0.81	3%
Contra Costa	31	381	45	2	43	1.39	0.92	51%	1.07	30%
Sonoma, Napa	8	56	3	0	3	0.38	0.70	-46%	0.58	-35%
San Francisco, Marin	3	30	2	0	2	0.67	0.45	48%	0.41	61%
San Mateo	6	67	6	0	6	1.00	0.46	116%	0.50	100%
Santa Clara	24	214	22	0	22	0.92	0.78	18%	0.86	7%
Monterey, Santa Cruz, San Benito	12	116	15	1	14	1.17	1.03	13%	1.08	8%
Solano	17	285	23	3	20	1.18	0.94	26%	1.23	-4%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>11 : 1</b>	<b>138</b>	<b>1693</b>	<b>149</b>	<b>8</b>	<b>141</b>	<b>1.02</b>	<b>0.81</b>	<b>26%</b>
Per Project Average			12	1.08	0.06	1.02				
<b>Year Ago - 12/22/2019</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>155</b>	<b>1884</b>	<b>126</b>	<b>13</b>	<b>113</b>	<b>0.73</b>	<b>0.58</b>	<b>25%</b>
% Change			-11%	-10%	18%	-38%	25%	40%	39%	61%

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	110	33	0.97	0.11	0.86	0.85
■	2016	134	28	0.85	0.11	0.74	0.73
■	2017	142	32	1.01	0.10	0.91	0.90
■	2018	127	24	0.80	0.10	0.70	0.70
■	2019	160	16	0.68	0.10	0.58	0.58
■	2020	149	12	0.91	0.10	0.81	0.81
% Change:		-7%	-27%	34%	3%	39%	39%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>2.61%</b>	APR <b>2.92%</b>	
FHA	<b>2.25%</b>	<b>2.91%</b>	The housing market's hot streak continued in October as existing home sales blew past expectations and reached a 6.85-million-unit annualized pace, the highest reading since 2006. Inventories dropped to 1.42 million, 19.8% below year-ago levels, and month's supply fell to 2.5 months, the lowest on record. Home prices are soaring thanks to scarce supply and robust demand. Median single-family home price rose 16% from a year ago to \$317,700. While we expect this strong pace of sales to continue, the rate of improvement may soon slow. Pending home sales, which lead existing sales by a month or two, fell 2.0% in September. Similarly, mortgage purchase applications have started to come back down from the lofty heights reached this summer. We look for a modest decline in November's existing home sales to a 6.78-million-unit annualized pace. Even at this slightly lower level, however, the housing sector remains a bright spot of the 2020 economic recovery. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary
10 Yr Yield	<b>0.93%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25								In Area : 25		
Alameda County				Units	New Rel.	Rel'd Rn'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	11	0	0	0	22	22	0.44	0.43	
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	5	0	0	1	25	25	0.49	0.49	
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	6	0	0	0	14	14	0.24	0.27	
Bungalows at Bridgeway	Lennar	NK		DTMJ	38	0	4	37	1	0	8	8	0.66	0.66	
Cottages at Bridgeway	Lennar	NK		DTMJ	56	4	7	37	4	1	13	13	1.07	1.07	
Fuse at Innovation	Lennar	FR		ATMJ	289	0	7	4	0	0	94	41	0.69	0.80	
Revo at Innovation	Lennar	FR		ATMJ	251	0	5	4	2	0	94	43	0.69	0.84	
Towns at Bridgeway	Lennar	NK		ATMJ	103	4	9	37	0	0	2	2	0.50	0.50	
Villas at Bridgeway	Lennar	NK		DTMJ	136	4	9	37	3	0	11	11	0.91	0.91	
Mission Crossing	Meritage	HY		ATMJ	140	0	7	23	0	0	96	65	0.83	1.27	
Centerville Station	Nuvera Homes TSO	FR		ATST	52	0	TSO	11	0	0	50	30	0.58	0.59	
Parkside Heights	Rulte	HY		DTST	97	0	3	2	0	0	94	64	0.96	1.25	
Promontory at Stonebrae	Richmond American	HY		DTMJ	96	0	4	18	0	0	92	40	0.72	0.78	
Theory at Innovation	Shea	FR		ATMJ	132	0	7	16	0	0	64	22	0.42	0.43	
Savant at Irvington	SiliconSage	FR		ATMJ	93	0	10	11	1	0	83	27	0.70	0.53	
Locale @ State Street Condos	SummerHill	FR		ATMJ	81	0	7	N/A	0	0	74	40	0.61	0.78	
Front at SoHay	Taylor Morrison	HY		ATST	76	0	1	0	0	0	74	47	0.85	0.92	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	18	10	1	0	79	65	0.90	1.27	
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	3	7	2	0	72	52	0.82	1.02	
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	4	7	12	2	0	11	11	0.37	0.37	
Palm	TRI Pointe S/O	FR		DTMJ	31	0	S/O	9	1	0	31	20	0.26	0.39	
Compass Bay- Dover	Trumark	NK		DTMJ	138	0	1	25	0	0	16	16	0.99	0.99	
Compass Bay- Newport	Trumark	NK		ATMJ	86	0	7	25	1	0	8	8	0.50	0.50	
Orest at Alameda	Trumark	AL		ATMJ	60	0	2	15	3	0	4	4	1.00	1.00	
Leeward at Alameda Point	Trumark	AL		ATMJ	64	0	7	15	0	0	37	37	0.88	0.88	
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 0.79</b>		<b>Traffic to Sales: 17 : 1</b>				<b>147</b>	<b>355</b>	<b>21</b>	<b>2</b>	<b>1168</b>	<b>727</b>	<b>Net: 19</b>		

City Codes: FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland, AL = Alameda

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13								In Area : 13		
Amador Valley					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Fillmore at Boulevard	Brookfield	DB		ATMU	80	0	3	13	0	0	77	41	0.72	0.80	
Huntington at Boulevard	Brookfield	DB		DTMJ	106	0	8	20	2	0	95	29	0.55	0.57	
Hyde Park at Boulevard	Brookfield	DB		ATMU	102	0	5	10	2	0	43	43	1.05	1.05	
Mulholland at Boulevard	Brookfield	DB		DTMJ	80	0	2	28	0	0	49	38	0.61	0.75	
Wilshire at Boulevard	Brookfield	DB		ATMU	75	0	9	8	1	0	66	16	0.48	0.31	
Auburn Grove	Lennar	LV		ATST	100	0	7	7	1	0	71	45	0.84	0.88	
Downing at Boulevard	Lennar	DB		ATST	48	7	6	25	3	0	42	33	0.57	0.65	
Skyline at Boulevard	Lennar	DB		ATMU	114	0	3	22	1	0	42	36	0.71	0.71	
Union at Boulevard	Lennar	DB		ATMU	62	0	1	1	0	0	61	13	0.35	0.25	
Homestead at Irby Ranch	Meritage	PL		DTMJ	87	0	3	25	1	0	84	51	0.75	1.00	
Sycamore	Ponderosa TSO	PL		DTMJ	36	0	TSO	3	0	0	27	13	0.29	0.25	
Sage - Harmony	Shea	LV		ATMU	105	0	6	11	0	0	88	30	0.44	0.59	
Uptown	Taylor Morrison	LV		ATMU	44	0	5	16	1	0	5	5	1.17	1.17	
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.92</b>			<b>Traffic to Sales: 16 : 1</b>				<b>58</b>	<b>189</b>	<b>12</b>	<b>0</b>	<b>750</b>	<b>393</b>	<b>Net: 12</b>

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

Diablo Valley					Projects Participating: 5							In Area : 5			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Woodbury Highlands	Davidon	LF		ATMU	99	0	19	1	0	0	2	2	0.15	0.15	
Mbraga Town Center	KB Home	MG		ATMU	36	0	7	10	1	0	15	12	0.22	0.24	
Relevae at Wilder	Landsea	OR	Rsv's	DTMJ	34	4	4	34	1	0	10	10	1.23	1.23	
Reserve at Pleasant Hill	Ponderosa	PH		DTMJ	17	0	2	7	0	0	1	1	0.10	0.10	
Wilder	Taylor Morrison	OR		DTMU	61	0	4	3	0	0	49	17	0.20	0.33	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 28 : 1</b>				<b>36</b>	<b>55</b>	<b>2</b>	<b>0</b>	<b>77</b>	<b>42</b>	<b>Net: 2</b>

City Codes: LF = Lafayette, MG = Mbraga, OR = Orinda, PH = Pleasant Hill

San Ramon Valley					Projects Participating: 4							In Area : 4			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Highlands at The Preserve	Lennar	SR		DTMU	121	4	8	22	2	0	90	43	0.68	0.84	
Hilcrest at the Preserve	Lennar	SR		ATMU	104	0	3	22	2	0	21	21	0.87	0.87	
Ridgeview at the Preserve	Lennar	SR		ATMU	52	0	5	22	3	0	18	18	0.78	0.78	
Edendale	Trumark S/O	DN		DTMU	18	0	S/O	0	2	0	18	18	1.37	1.37	
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 2.25</b>			<b>Traffic to Sales: 7 : 1</b>				<b>16</b>	<b>66</b>	<b>9</b>	<b>0</b>	<b>147</b>	<b>100</b>	<b>Net: 9</b>

City Codes: SR = San Ramon, DN = Danville

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4								In Area : 4		
West Contra Costa					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Village 29	Lafferty	EC		ATMU	29	0	11	3	0	0	11	6	0.14	0.12	
Waterline Point Richmond	Shea	RM		ATMU	60	0	5	12	0	0	46	14	0.31	0.27	
Places at NOMA	Taylor Morrison	RM		DTST	95	0	7	6	2	0	77	35	0.66	0.69	
Rows at NOMA	Taylor Morrison	RM		ATMU	98	0	1	6	1	0	88	52	0.86	1.02	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 9 : 1</b>				<b>24</b>	<b>27</b>	<b>3</b>	<b>0</b>	<b>222</b>	<b>107</b>	<b>Net: 3</b>
City Codes: EC = El Cerrito, RM = Richmond															

Antioch/Pittsburg					Projects Participating: 9								In Area : 9		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cielo at Sand Creek- Horizon	Century	AN		DTMU	175	4	4	7	2	0	25	25	1.46	1.46	
Cielo at Sand Creek- Vista	Century	AN		DTMU	96	0	4	7	1	0	19	19	1.11	1.11	
Crest at Park Ridge	Davidon	AN		DTMU	300	0	1	3	1	0	170	66	1.00	1.29	
Hills at Park Ridge	Davidon	AN		DTMU	225	0	5	6	3	1	10	10	1.23	1.23	
Landing at Wildflower Station	DeNova	AN		ATST	98	0	6	10	3	0	16	16	2.60	2.60	
Stella at Aviano	DeNova	AN		DTST	127	0	4	28	3	0	29	29	2.86	2.86	
Riverview at Monterra	K Hovnanian	AN		DTMU	100	0	7	13	2	0	69	54	0.84	1.06	
Verona	Meritage	AN		DTMU	117	0	4	18	1	0	113	68	1.06	1.33	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	4	13	0	0	17	17	2.38	2.38	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.67</b>		<b>Traffic to Sales: 7 : 1</b>				<b>39</b>	<b>105</b>	<b>16</b>	<b>1</b>	<b>468</b>	<b>304</b>	<b>Net: 15</b>
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 9								In Area : 9		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Easton at Delaney Park	Brookfield	OY		DTST	80	0	8	18	1	1	52	52	0.91	1.02	
Southport at Delaney Park	Brookfield	OY		DTMU	104	0	15	18	1	0	50	48	0.88	0.94	
Northpoint at Delaney Park	DR Horton	OY		DTST	197	0	8	13	1	0	122	97	1.31	1.90	
2700 Empire	K Hovnanian	BT	Rsv's	DTMU	48	0	2	7	0	0	46	46	0.53	0.90	
Ashbury	KB Home	OY		ATST	69	0	4	23	1	0	16	16	0.93	0.93	
Westerly at Delaney Park	KB Home	OY		DTMU	103	6	9	10	2	0	75	75	1.19	1.47	
Alicante	Meritage	OY		DTMU	133	6	4	12	3	0	5	5	2.33	2.33	
Terrene	Pulte	BT		DTMU	326	0	7	18	4	0	207	145	2.16	2.84	
Middlefield at Delaney Park	Richmond American	OY		DTMU	96	0	6	9	2	0	44	44	1.03	1.03	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.56</b>		<b>Traffic to Sales: 9 : 1</b>				<b>63</b>	<b>128</b>	<b>15</b>	<b>1</b>	<b>617</b>	<b>528</b>	<b>Net: 14</b>
City Codes: OY = Oakley, BT = Brentwood															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Mockingbird Lane	DeNova	SX		DTST	16	0	5	4	1	0	9	9	0.39	0.39	
Live Oak at University	KB Home	RP		DTMJ	104	4	8	17	1	0	43	31	0.57	0.61	
Aspect	Lafferty	PET		DTMJ	18	0	2	2	0	0	8	2	0.10	0.04	
Blume	Lafferty	RS		DTMJ	67	0	5	3	0	0	50	17	0.40	0.33	
Juniper at University	Richmond American	RP		DTMJ	150	0	8	6	0	0	113	55	0.82	1.08	
Preserve at Kissing Ranch	Richmond American	IC		DTMJ	47	0	9	10	1	0	17	17	0.39	0.39	
Pear Tree	Taylor Morrison	NP		ATST	71	0	12	6	0	0	28	27	0.52	0.53	
Riverfront	TRI Pointe	PET		DTMJ	134	0	6	8	0	0	9	9	1.47	1.47	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 19 : 1</b>				55	56	3	0	277	167	<b>Net: 3</b>
City Codes: SX = Sonoma, RP = Rohnert Park, PET = Petaluma, RS = Santa Rosa, IC = Cotati, NP = Napa															

Marin County					Projects Participating: 3								In Area : 3		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Atherton Place	KB Home	NV		ATMJ	50	4	5	25	1	0	2	2	0.15	0.15	
Bahia Heights	Ryder <b>TSO</b>	NV		DTMJ	9	0	TSO	2	0	0	5	5	0.81	0.81	
Hamilton Cottages	Ryder	NV		AASF	16	0	3	3	1	0	13	13	0.31	0.31	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 15 : 1</b>				8	30	2	0	20	20	<b>Net: 2</b>
City Codes: NV = Novato															

San Mateo County					Projects Participating: 6								In Area : 6		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Residences at Anson	DR Horton	BU		ATMU	22	0	10	12	2	0	12	12	0.37	0.37	
Skyline Ridge	DR Horton	SB		DTMJ	40	0	8	5	1	0	14	14	0.49	0.49	
Link 33	KB Home	RC		ATMU	33	0	6	20	0	0	5	5	0.15	0.15	
Residences at Wheeler Plaza	KB Home	CS		ATMU	109	0	7	19	1	0	86	52	1.13	1.02	
Foster Square	Lennar	FC		AAAT	200	0	4	1	1	0	161	27	0.69	0.53	
Bayview 22	Warmington	SS		ATMU	22	0	1	10	1	0	19	19	1.45	1.45	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 11 : 1</b>				36	67	6	0	297	129	<b>Net: 6</b>
City Codes: BU = Burlingame, SB = San Bruno, RC = Redwood City, CS = San Carlos, FC = Foster City, SS = So. San Francisco															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 28								In Area : 28		
Santa Clara County					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Classics at North Fair Oaks	Classics	SV		ATMU	14	0	1	16	1	0	12	12	0.60	0.60	
Asana	DeNova	SJ	Rsv's	DTMJ	250	0	6	19	3	0	168	96	1.51	1.88	
Prism	Dividend	SV	Rsv's	ATMU	62	1	10	19	0	0	37	37	1.18	1.18	
Amalfi	DR Horton	MV		ATMU	58	0	6	8	0	0	2	2	0.33	0.33	
Santorini	DR Horton	SV		ATMU	18	0	2	8	0	0	16	16	0.32	0.31	
Catalyst at Communications Hill	KB Home	SJ		ATMU	98	0	6	13	2	0	77	59	0.94	1.16	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	4	22	2	0	21	21	1.16	1.16	
Metro II at Communications Hill	KB Home	SJ		ATMU	150	0	7	14	1	0	100	47	0.92	0.92	
Platinum II at Communications Hill	KB Home	SJ		ATMU	33	0	6	5	0	0	27	20	0.30	0.39	
Catalina	Landsea	SC	Rsv's	ATMU	93	0	5	15	0	0	52	43	0.71	0.84	
Estancia	Lennar	MV		ATMU	75	0	4	2	2	0	59	16	0.44	0.31	
Lexington at Avenue One	Lennar	SJ		ATMU	190	0	6	10	0	0	135	47	0.91	0.92	
Margaux at Glen Loma	Lennar	GL		DTMJ	84	0	6	3	2	0	75	57	0.89	1.12	
Provence at Glen Loma	Lennar	GL		DTMJ	43	0	2	3	0	0	41	22	0.38	0.43	
Capitol - Haven	Pulte S/O	SJ		ATST	93	0	S/O	3	1	0	93	52	0.98	1.02	
Capitol - Retreat	Pulte	SJ		ATST	95	0	5	3	3	0	72	43	0.76	0.84	
UrbanOak Rows	Pulte	SJ		ATMU	97	0	6	4	1	0	73	47	0.77	0.92	
UrbanOak Towns	Pulte	SJ		ATMU	72	4	6	4	2	0	63	63	1.29	1.29	
UrbanOak Vistas	Pulte	SJ		ATMU	66	4	6	4	2	0	32	32	1.18	1.18	
Montecito Place	SummerHill	MV		ATMU	83	0	8	N/A	0	0	44	44	1.00	1.00	
Nuevo - E-Towns	SummerHill	SC		ATMU	114	0	8	N/A	0	0	76	45	0.75	0.88	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	11	N/A	0	0	79	42	0.78	0.82	
Nuevo E-States	SummerHill	SC		DTMJ	41	0	1	N/A	0	0	22	19	0.34	0.37	
Elevation- Towns	Taylor Morrison	SV		ATMU	96	0	23	6	0	0	46	44	0.83	0.86	
Glen Loma Ranch - Noir	TRI Pointe	GL	Rsv's	DTMJ	67	0	4	8	0	0	63	46	0.78	0.90	
Glen Loma Ranch- Blanc	TRI Pointe	GL		DTMJ	53	0	2	4	0	0	51	31	0.63	0.61	
Harmony	Trumark	SV		DTMU	58	0	6	13	0	0	10	10	0.52	0.52	
Waverly Detached	Warmington	MV		DTMU	4	0	2	8	0	0	2	2	0.04	0.04	
<b>TOTALS: No. Reporting: 24</b>		<b>Avg. Sales: 0.92</b>			<b>Traffic to Sales: 10 : 1</b>				<b>159</b>	<b>214</b>	<b>22</b>	<b>0</b>	<b>1548</b>	<b>1015</b>	<b>Net: 22</b>

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

# The Ryness Report

Week Ending  
Sunday, December 20, 2020

Bay Area

Page  
6 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 12								In Area : 12		
Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cerrato	Century	HO		DTMJ	223	0	9	0	0	0	214	80	1.33	1.57	
Meadows at Allendale	DeNova	HO		DTST	111	4	6	10	3	0	102	92	1.62	1.80	
Bennett Ranch	K Hovnanian	HO	Rsv's	DTMJ	84	0	5	1	0	0	79	65	0.99	1.27	
Monte Bella II	KB Home	SL		DTST	78	0	6	17	1	0	64	64	1.70	1.70	
Sunnyside Estates	KB Home	HO		DTMJ	107	0	3	21	1	0	99	70	1.11	1.37	
Sunnyside Estates 6000's	KB Home	HO		DTMJ	91	0	4	2	1	0	87	53	1.01	1.04	
Carousel at Westfield	Kiper	HO		DTST	92	4	6	27	4	0	58	58	1.38	1.38	
Mayfair at Westfield	Kiper	HO		DTMJ	50	0	7	27	0	0	22	22	0.92	0.92	
Solorio	Meritage	HO		DTMJ	65	4	7	7	2	0	51	51	1.06	1.06	
Solorio - 27's	Meritage	HO		ATST	36	0	2	1	1	1	34	34	0.71	0.71	
Cove Scotts Valley	Ryder	SV		ATMJ	25	1	2	2	2	0	23	23	1.00	1.00	
Maple Park	Stone Bridge	HO		DTMJ	49	0	3	1	0	0	46	46	0.91	0.90	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 1.17</b>		<b>Traffic to Sales: 8 : 1</b>				<b>60</b>	<b>116</b>	<b>15</b>	<b>1</b>	<b>879</b>	<b>658</b>	<b>Net: 14</b>	

City Codes: HO = Hollister, SL = Salinas, SV = Scotts Valley

Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 17								In Area : 17		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ava at Villages	DR Horton	FF		DTST	87	4	8	32	2	0	38	38	2.89	2.89	
Savannah at Homestead	DR Horton	DX		DTST	85	0	7	29	0	0	15	15	1.48	1.48	
Copperleaf at Homestead	KB Home	DX		DTST	71	6	6	14	4	0	11	11	1.79	1.79	
Creston at One Lake	Lennar	FF		DTMJ	70	4	6	9	2	0	19	19	1.71	1.71	
Cambridge at Brighton Landing	Meritage	VC		DTMJ	67	0	5	14	1	0	55	55	1.15	1.15	
Cerrito at Vanden Estates	Richmond American	VC		DTMJ	50	0	10	20	1	0	28	28	0.79	0.79	
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	5	4	1	0	26	26	1.29	1.29	
Orchards at Valley Glen II	Richmond American	DX		DTMJ	122	0	10	3	0	2	112	67	1.03	1.31	
Piedmont at Vanden Estates	Richmond American	VC		DTMJ	47	0	1	0	0	0	46	26	0.52	0.51	
Saratoga at Vanden Estates	Richmond American	VC		DTMJ	97	0	7	7	3	1	78	52	0.87	1.02	
Farmstead Square	Taylor Morrison	VC		DTMJ	130	5	7	22	1	0	7	7	2.23	2.23	
Bristol at Brighton Landing	The New Home Co	VC		DTMJ	64	4	5	30	3	0	53	34	0.52	0.67	
Oxford at Brighton Landings	The New Home Co	VC		DTMJ	80	0	6	30	0	0	37	20	0.38	0.39	
Preston at Brighton Landing	The New Home Co	VC		DTMJ	87	0	6	19	0	0	70	51	0.84	1.00	
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	8	19	0	0	51	34	0.61	0.67	
Lantana at the Village	TRI Pointe	FF		DTST	133	0	3	2	0	0	130	59	1.14	1.16	
Shimmer at One Lake	TRI Pointe	FF		DTMJ	45	0	8	31	5	0	8	8	1.22	1.22	
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 1.18</b>		<b>Traffic to Sales: 12 : 1</b>				<b>108</b>	<b>285</b>	<b>23</b>	<b>3</b>	<b>784</b>	<b>550</b>	<b>Net: 20</b>	

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

# The Ryness Report

*Week Ending*  
Sunday, December 20, 2020

Bay Area

Page  
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Development Name	Developer	City Code	Notes	Type	Projects Participating: 143						In Area : 143	
Bay Area					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 138</b>					809	1693	149	8	7254	4740	Net: 141	

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



# The Ryness Company

Marketing Research Department

AFTER A TEMPORARY SUSPENSION, SANTA CLARA  
MLS DOM ARE NOW BEING CALCULATED

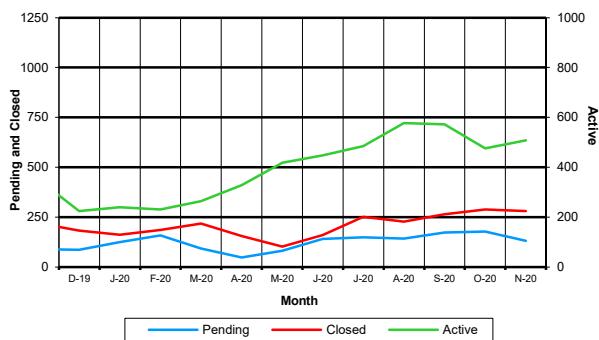
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

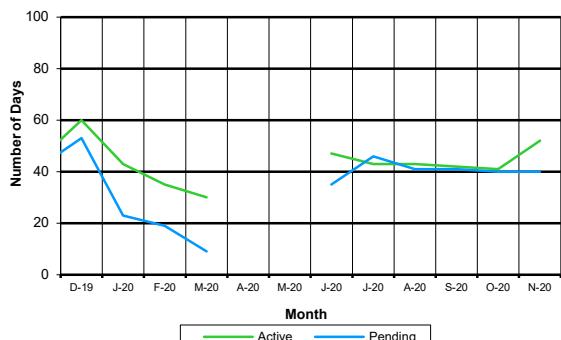
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Apr-20	328	0	48	0	155	\$836,867
May-20	418	0	81	0	102	\$775,188
Jun-20	448	47	140	35	160	\$791,847
Jul-20	485	43	149	46	251	\$818,151
Aug-20	577	43	142	41	228	\$842,417
Sep-20	572	42	172	41	265	\$810,503
Oct-20	476	41	178	40	288	\$803,096
Nov-20	508	52	131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



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

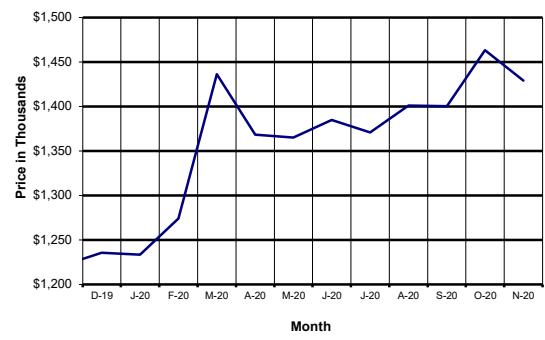


## San Jose Metro SFD Monthly MLS Survey

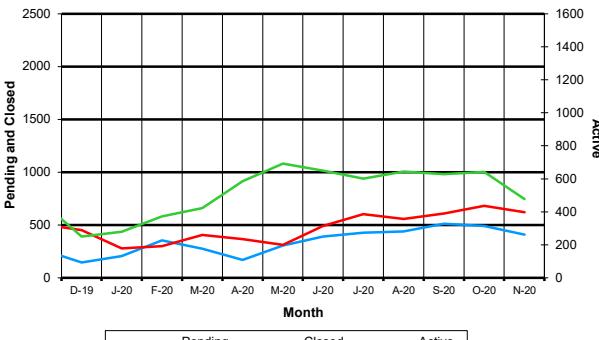
San Jose, Santa Clara & Sunnyvale

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

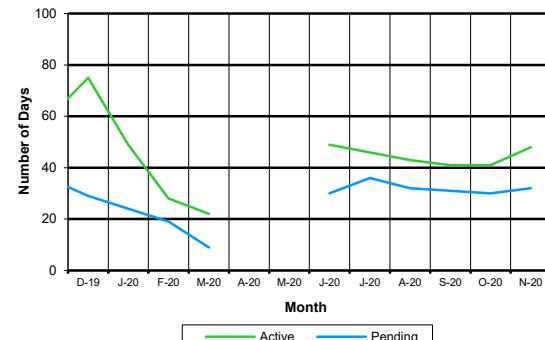
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

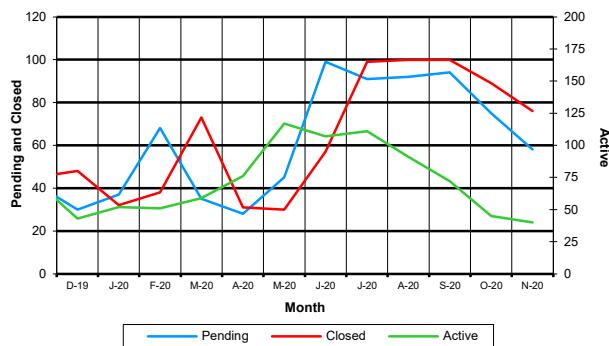
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

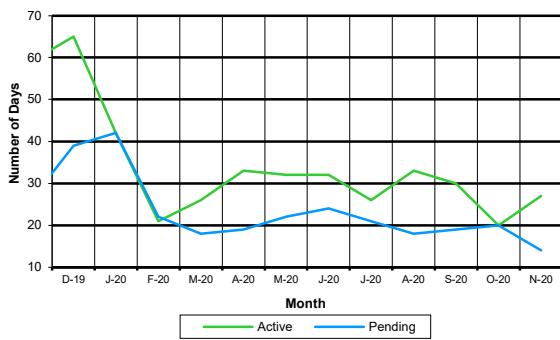
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-20	76	33	28	19	31	\$738,515
May-20	117	32	45	22	30	\$649,119
Jun-20	107	32	99	24	57	\$667,268
Jul-20	111	26	91	21	99	\$699,711
Aug-20	91	33	92	18	100	\$700,734
Sep-20	72	30	94	19	100	\$679,710
Oct-20	45	20	75	20	89	\$706,312
Nov-20	40	27	58	14	76	\$732,178



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

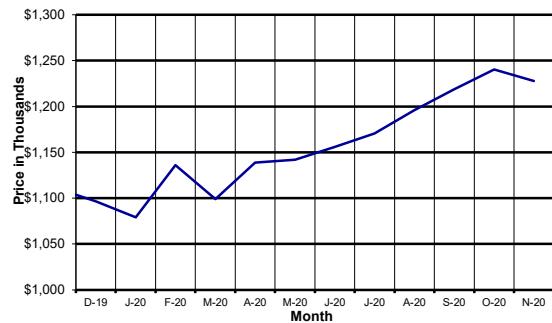


## Amador Valley SFD Monthly MLS Survey

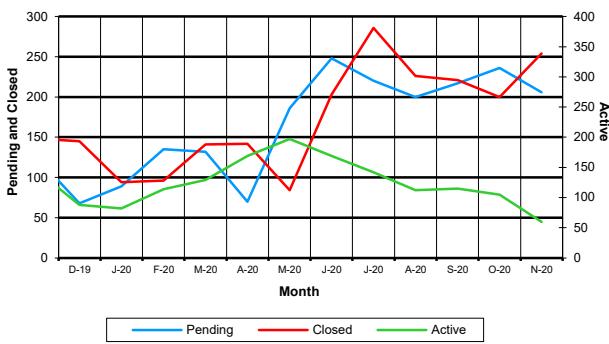
Dublin, Livermore & Pleasanton

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

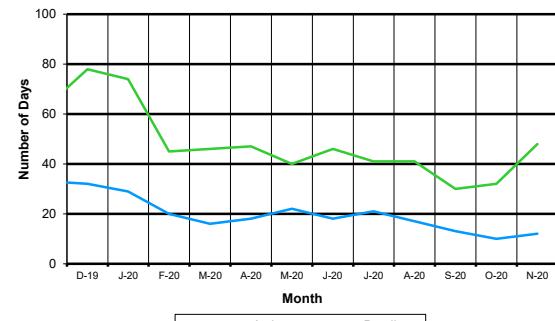
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



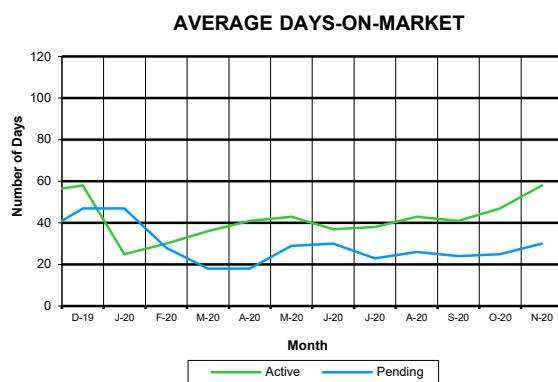
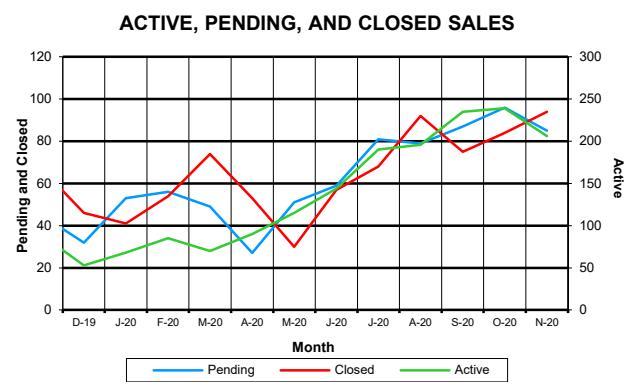


# The Ryness Company

Marketing Research Department

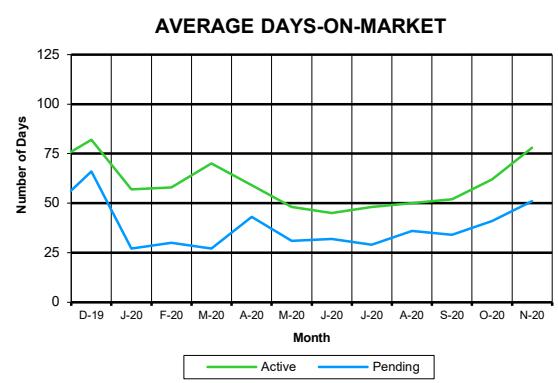
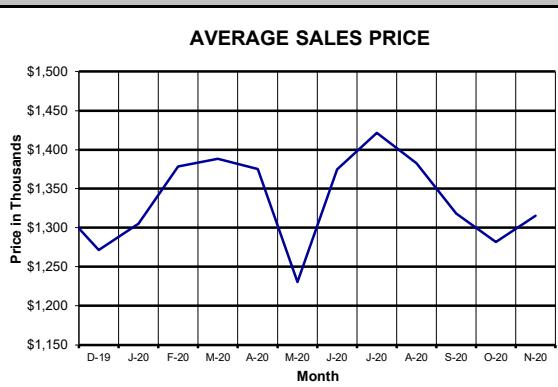
## Oakland-Emeryville Attd. Monthly MLS Survey

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



## San Francisco Attd. Monthly MLS Survey

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





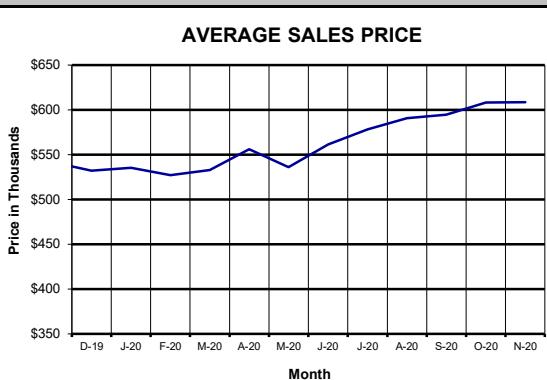
# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

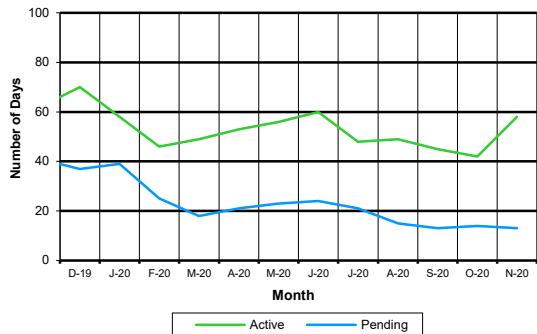
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Apr-20	321	53	169	21	\$556,220
May-20	297	56	320	23	\$536,187
Jun-20	223	60	343	24	\$561,397
Jul-20	205	48	366	21	\$578,252
Aug-20	193	49	348	15	\$590,593
Sep-20	186	45	348	13	\$594,715
Oct-20	221	42	354	14	\$608,156
Nov-20	164	58	307	13	\$608,552



### ACTIVE, PENDING, AND CLOSED SALES



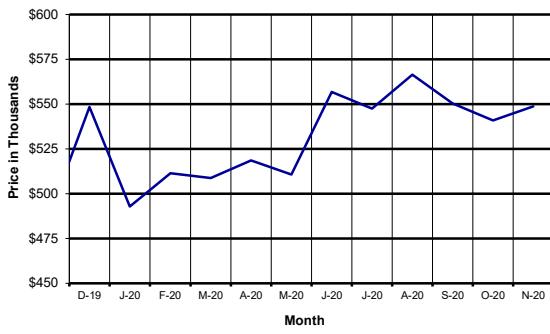
### AVERAGE DAYS-ON-MARKET



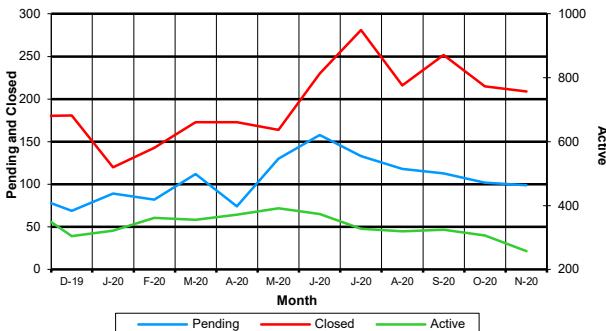
## Fairfield-Vacaville SFD Monthly MLS Survey

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

### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

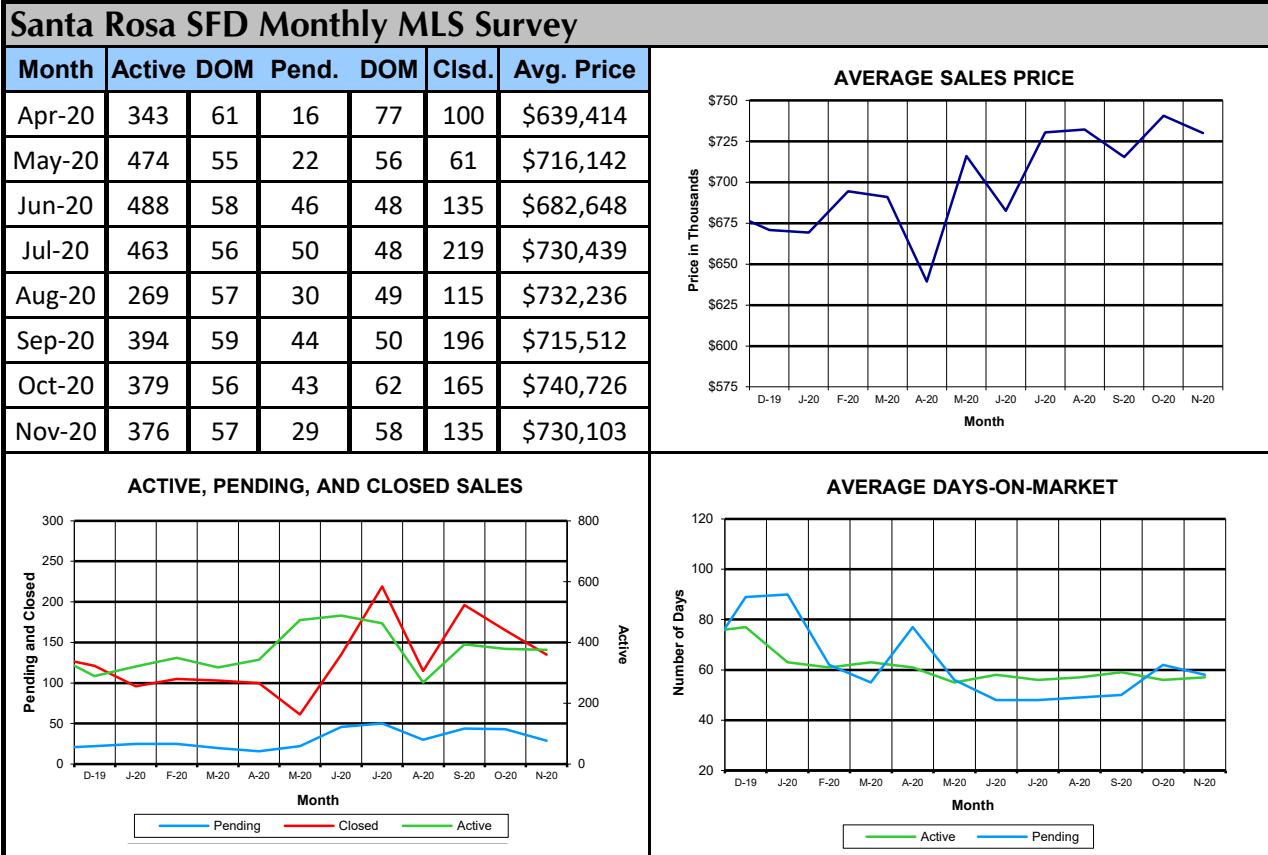
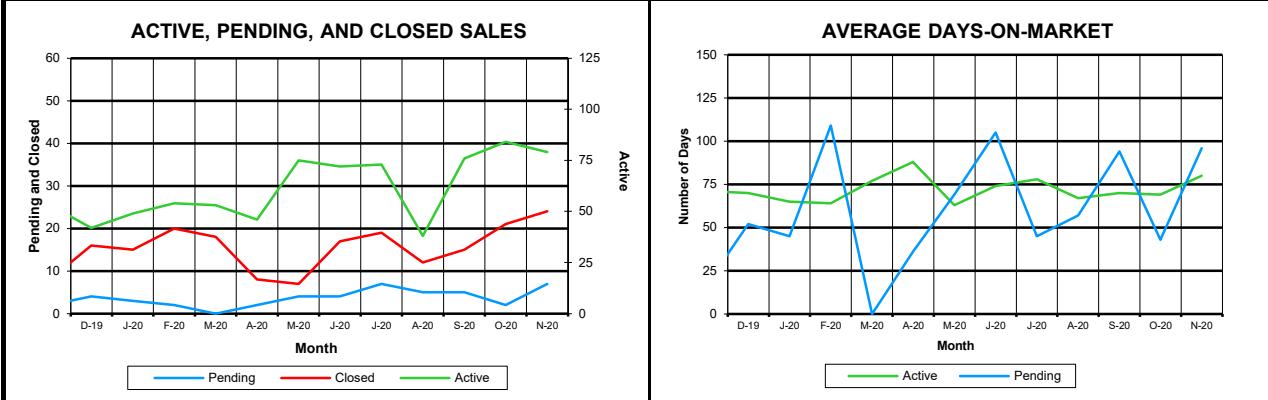


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Apr-20	46	88	2	\$442,500
May-20	75	63	4	\$319,500
Jun-20	72	74	4	\$365,807
Jul-20	73	78	7	\$385,526
Aug-20	38	67	5	\$409,792
Sep-20	76	70	5	\$392,200
Oct-20	84	69	2	\$370,643
Nov-20	79	80	7	\$393,667



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

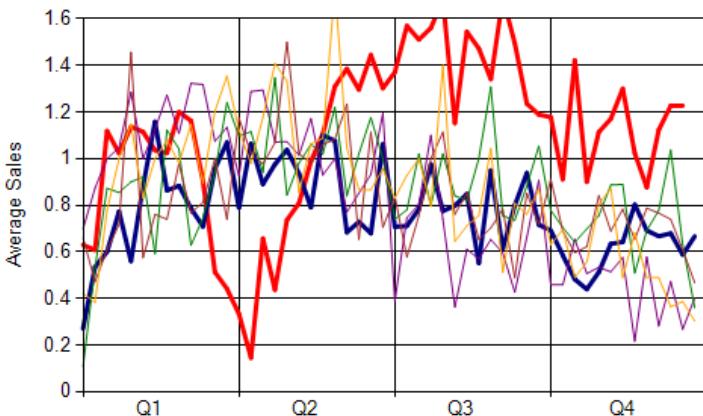
## Central Valley

Week 51

Ending: Sunday, December 20, 2020

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		22	575	25	3	22	1.00	1.19	-16%	1.31	-24%	
San Joaquin County		27	473	44	4	40	1.48	1.19	24%	1.07	39%	
Stanislaus County		2	24	3	1	2	1.00	1.31	-24%	1.42	-30%	
Merced County		17	148	27	1	26	1.53	0.98	57%	1.27	20%	
Madera County		8	68	6	0	6	0.75	0.84	-11%	0.69	9%	
Fresno County		12	68	15	3	12	1.00	1.18	-16%	0.95	5%	
<b>Current Week Totals</b>	Traffic : Sales	11 : 1	<b>88</b>	<b>1356</b>	<b>120</b>	<b>12</b>	<b>108</b>	<b>1.23</b>	<b>1.13</b>	<b>9%</b>	<b>1.13</b>	<b>9%</b>
Per Project Average				15	1.36	0.14	1.23					
<b>Year Ago - 12/22/2019</b>	Traffic : Sales	21 : 1	<b>80</b>	<b>1132</b>	<b>53</b>	<b>6</b>	<b>47</b>	<b>0.59</b>	<b>0.77</b>	<b>-24%</b>	<b>0.65</b>	<b>-10%</b>
<b>% Change</b>			10%	20%	126%	100%	130%	109%	46%		73%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2015	46	30	1.05	0.16	0.88	0.87
■	2016	47	27	0.95	0.12	0.83	0.81
■	2017	51	28	1.00	0.12	0.88	0.87
■	2018	70	21	0.98	0.17	0.81	0.80
■	2019	79	22	0.92	0.14	0.77	0.77
■	2020	86	21	1.31	0.18	1.13	1.13
% Change:		9%	-5%	43%	26%	46%	46%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			
<b>RATE</b>			
<b>2.61%</b>			<b>2.92%</b>
<b>FHA</b>			<b>2.25%</b>
<b>APR</b>			<b>2.91%</b>
<b>10 Yr Yield</b>			<b>0.93%</b>
			The housing market's hot streak continued in October as existing home sales blew past expectations and reached a 6.85-million-unit annualized pace, the highest reading since 2006. Inventories dropped to 1.42 million, 19.8% below year-ago levels, and month's supply fell to 2.5 months, the lowest on record. Home prices are soaring thanks to scarce supply and robust demand. Median single-family home price rose 16% from a year ago to \$317,700. While we expect this strong pace of sales to continue, the rate of improvement may soon slow. Pending home sales, which lead existing sales by a month or two, fell 2.0% in September. Similarly, mortgage purchase applications have started to come back down from the lofty heights reached this summer. We look for a modest decline in November's existing home sales to a 6.78-million-unit annualized pace. Even at this slightly lower level, however, the housing sector remains a bright spot of the 2020 economic recovery. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

# The Ryness Report

Week Ending  
Sunday, December 20, 2020

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magnolia Park	Bright	TR		DTMJ	42	0	2	11	0	0	21	21	1.32	1.32	
Expression at College Park	Century	MH		DTMJ	72	0	5	19	1	0	64	54	0.94	1.06	
Heritage at College Park	Century	MH		DTMJ	96	0	5	19	2	0	63	54	0.91	1.06	
Legacy at College Park	Century	MH		DTMJ	133	4	8	18	1	0	7	7	1.14	1.14	
Portfolio at College Park	Century	MH		DTMJ	112	0	7	16	0	2	8	8	1.30	1.30	
Provenance at College Park	Century	MH		DTMJ	68	4	5	16	3	0	49	49	1.02	1.02	
Reflection at College Park	Century	MH		DTMJ	87	0	5	16	0	0	59	59	1.23	1.23	
Santosha	DeNova	TR		DTMJ	71	4	6	15	4	0	61	61	2.65	2.65	
Amber at Tracy Hills	Lennar	TH		DTMJ	160	4	4	45	1	0	86	48	0.99	0.94	
Larimar at Tracy Hills	Lennar	TH		DTMJ	133	4	4	45	2	0	75	57	0.86	1.12	
Opal at Tracy Hills	Lennar	TH		DTMJ	103	0	3	45	1	0	77	47	0.88	0.92	
Pearl at Tracy Hills	Lennar	TH		DTMJ	196	0	2	45	0	0	67	48	0.75	0.94	
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	4	23	0	0	46	40	0.73	0.78	
Vantage at Tracy Hills	Meritage	TH		DTMJ	182	0	5	49	0	1	115	89	1.22	1.75	
Elssagaray Ranch	Ponderosa TSO	TR		DTMJ	47	0	TSO	0	0	0	26	12	0.31	0.24	
Briar Square at Mbtain House	Shea	MH		DTMJ	173	6	7	70	6	0	89	89	1.89	1.89	
Langston at Mbtain House	Shea	MH		ATMJ	131	0	7	61	0	0	102	102	2.16	2.16	
Vente at Tracy Hills	Shea	TH		DTMJ	74	0	1	20	0	0	73	57	0.78	1.12	
Sungold	Taylor Morrison	TR		DTMJ	62	0	4	24	0	0	45	45	1.60	1.60	
Berkshire at Ellis	Woodside	TR		DTMJ	95	0	6	11	0	0	32	32	1.22	1.22	
Stanford at Ellis	Woodside	TR		DTMJ	51	0	3	1	4	0	48	48	1.84	1.84	
Zephyr at Ellis	Woodside	TR		DTMJ	76	0	7	6	0	0	31	31	1.19	1.19	
<b>TOTALS: No. Reporting: 22</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 23 : 1</b>				<b>100</b>	<b>575</b>	<b>25</b>	<b>3</b>	<b>1244</b>	<b>1058</b>	<b>Net: 22</b>

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

Stockton/Lodi					Projects Participating: 8								In Area : 8		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
The Cove at Westlake	Caresco	SK		DTMJ	46	0	11	11	1	0	17	17	0.94	0.94	
Aspire at River Terrace	K Hovnanian	SK		DTST	83	0	3	3	1	0	80	80	2.15	2.15	
Encantada at Vineyard Terrace	K Hovnanian	LD		DTMJ	112	0	7	14	1	0	41	41	0.87	0.87	
Lavaux at Vineyard Terrace	K Hovnanian	LD		DTMJ	116	0	3	10	3	0	105	105	2.23	2.23	
Montevello II	KB Home	SK		DTST	154	0	4	16	3	1	10	10	1.52	1.52	
Keys at Westlake	Lennar	SK		DTMJ	101	0	6	33	1	0	17	17	0.71	0.71	
Seasons at Westlake Village	Richmond American	SK		DTMJ	41	4	7	7	2	0	24	24	1.49	1.49	
Villa Point at Destinations	Richmond American	SK		DTMJ	122	4	7	6	3	0	112	49	0.78	0.96	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 1.75</b>		<b>Traffic to Sales: 7 : 1</b>				<b>48</b>	<b>100</b>	<b>15</b>	<b>1</b>	<b>406</b>	<b>343</b>	<b>Net: 14</b>

City Codes: SK = Stockton, LD = Lodi

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19								In Area : 19		
San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Haven at River Island	Anthem United	LP		DTMJ	128	6	9	12	0	0	90	73	1.06	1.43	
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	16	6	1	1	9	6	0.13	0.12	
Arlington	DR Horton	MN		DTMJ	148	4	7	18	4	0	129	76	1.45	1.49	
Bella Vita	DR Horton	LP		DTMJ	76	5	8	21	2	0	38	38	1.65	1.65	
Haven Cottages at Sundance	KB Home	MN		DTMJ	38	0	5	0	0	0	31	31	0.67	0.67	
Haven Villas at Sundance	KB Home	MN		DTMJ	152	0	6	29	1	0	124	87	1.61	1.71	
Catalina at River Island	Kiper	LP		DTMJ	72	4	3	31	2	0	57	57	1.77	1.77	
Newport at River Islands	Kiper	LP		DTMJ	131	6	7	48	6	0	90	70	1.30	1.37	
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	7	29	0	0	91	28	0.37	0.55	
Sundance	Meritage	MN		DTST	64	0	7	15	0	0	19	19	1.87	1.87	
Zinnia at Terra Ranch	Meritage S/O	MN		DTMJ	72	0	S/O	7	1	0	72	72	1.50	1.50	
Daybreak at River Islands	Pulte	LP		DTMJ	74	0	6	18	0	1	47	47	1.06	1.06	
Passport North	Raymus	MN		DTMJ	36	0	6	31	0	0	19	19	1.71	1.71	
Fox Chase at Woodward	Richmond American	MN		DTMJ	130	0	3	2	0	0	127	56	1.06	1.10	
Northpointe at Stanford Crossing	Richmond American	LP		DTMJ	91	0	7	9	4	0	48	48	1.36	1.36	
Venture at The Collective	Taylor Morrison	MN		DTMJ	115	0	4	10	2	0	29	26	0.44	0.51	
Breakwater at River Island	TRI Pointe	LP		DTMJ	106	0	7	29	2	0	48	48	1.77	1.77	
Origin at the Collective	Trumark	MN		DTMJ	59	0	6	9	1	0	19	19	0.30	0.37	
Hideaway at River Islands	Van Daele	LP		DTMJ	120	0	6	49	3	1	50	50	2.26	2.26	
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 1.37</b>			<b>Traffic to Sales: 13 : 1</b>				<b>120</b>	<b>373</b>	<b>29</b>	<b>3</b>	<b>1137</b>	<b>870</b>	<b>Net: 26</b>

City Codes: LP = Lathrop, MN = Manteca

Stanislaus County					Projects Participating: 2							In Area : 2			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Apricot Grove	K Hovnanian	PR		DTST	219	0	7	2	1	1	63	63	1.58	1.58	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	99	6	8	22	2	0	62	62	1.82	1.82	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 8 : 1</b>				<b>15</b>	<b>24</b>	<b>3</b>	<b>1</b>	<b>125</b>	<b>125</b>	<b>Net: 2</b>

City Codes: PR = Patterson

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17								In Area : 17		
Merced County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Summer Creek	Bright	MD		DTMU	120	0	4	16	0	0	63	42	0.75	0.82	
Bell Crossing	DR Horton	AT		DTST	151	0	7	11	1	0	67	67	1.32	1.31	
Brookshire	DR Horton	LB		DTST	50	0	10	1	0	0	31	31	0.94	0.94	
Mission Village South	DR Horton	LB		DTMU	91	0	9	5	1	0	82	53	1.01	1.04	
Monterra	DR Horton	MD		DTST	103	0	4	1	2	0	74	74	1.46	1.45	
Panorama	DR Horton	MD		DTST	192	0	3	7	1	0	83	63	1.02	1.24	
Shaunessey	DR Horton	LB		DTST	70	0	7	4	2	0	24	24	0.75	0.75	
Aspire at Bellevue Ranch II	K Hovnanian	MD		DTST	175	7	5	11	7	1	98	45	0.92	0.88	
Manzanita	Legacy	LT	Rsv's	DTMU	172	0	6	20	1	0	116	57	0.93	1.12	
Sunflower	Legacy	MD		DTST	143	4	6	12	3	0	91	56	0.90	1.10	
Mbraga - Chateau II	Lennar	MD		DTMU	52	5	6	5	3	0	32	32	1.27	1.27	
Mbraga - Skye II	Lennar	MD		DTMU	66	4	9	4	2	0	44	44	1.68	1.68	
Mbraga - Summer II	Lennar	MD		DTMU	115	0	6	3	2	0	22	22	0.88	0.88	
Bellevue Ranch	Stonefield Home	MD		DTST	123	0	7	23	1	0	92	62	1.02	1.22	
Brookshire	Stonefield Home	LB		DTMU	172	0	6	4	0	0	152	50	0.77	0.98	
Cypress Terrace	Stonefield Home	MD		DTST	82	0	7	12	1	0	64	36	0.94	0.71	
Shaunessey Village	Stonefield Home	LB		DTST	81	0	1	9	0	0	52	50	0.93	0.98	
<b>TOTALS: No. Reporting: 17</b>															<b>Net: 26</b>
City Codes: MD = Merced, AT = Atwater, LB = Los Banos, LT = Livingston															

Madera County					Projects Participating: 8								In Area : 8		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Tesoro Viejo- Bluffs	DR Horton	MDA		DTMU	39	0	5	18	0	0	31	31	0.61	0.61	
Aspire at River Bend	K Hovnanian	MDA		DTMU	171	0	7	7	1	0	92	59	1.05	1.16	
Vista Bella at Tesoro Viejo	K Hovnanian	MDA		DTST	112	0	10	10	0	0	18	13	0.23	0.25	
Fielding Cottages	KB Home	MDA		DTST	26	0	2	24	3	0	8	8	2.00	2.00	
Fielding Villas	KB Home	MDA		DTST	6	2	3	1	1	0	3	3	0.75	0.75	
Riverstone Coronet	Lennar	MDA		DTST	103	0	5	2	0	0	37	37	1.37	1.37	
Riverstone- Pinnacle	Lennar	MDA		DTMU	57	0	6	1	0	0	51	32	0.57	0.63	
Riverstone Skye II	Lennar	MDA		DTST	67	0	7	5	1	0	32	32	1.51	1.51	
<b>TOTALS: No. Reporting: 8</b>															<b>Net: 6</b>
City Codes: MDA = Madera															

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12							In Area : 12			
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	7	10	0	1	95	65	1.04	1.27	
Inspirado	K Hovnanian	FR		DTST	109	0	7	9	2	2	95	95	1.88	1.86	
Laurel Grove	KB Home	FR		DTST	144	0	6	10	0	0	130	63	1.32	1.24	
Seville	KB Home	FR		DTST	129	0	2	18	2	0	49	49	1.25	1.25	
Copper River- Pinnacle	Lennar	FR		DTMJ	94	0	6	0	0	0	87	46	0.81	0.90	
Fancher Creek California	Lennar	FR		ATST	68	0	4	5	1	0	56	56	1.12	1.12	
Fancher Creek- Chateau	Lennar	FR		ATST	117	0	4	5	2	0	56	56	1.12	1.12	
Heirloom Ranch- Chateau Series	Lennar	FR		DTST	208	4	6	4	4	0	112	86	1.33	1.69	
Heritage Grove - Clementine	Lennar	CV		DTST	21	0	8	1	0	0	8	8	0.53	0.53	
Heritage Grove - Coronet	Lennar	CV		DTST	63	4	8	2	3	0	13	13	0.86	0.86	
Heritage Grove - Homestead	Lennar	CV		DTMJ	44	0	5	2	1	0	11	11	0.73	0.73	
Heritage Grove- Pinnacle	Lennar	CV		DTMJ	47	0	3	2	0	0	2	2	0.13	0.13	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 5 : 1</b>				<b>66</b>	<b>68</b>	<b>15</b>	<b>3</b>	<b>714</b>	<b>550</b>	<b>Net: 12</b>

City Codes: FO = Fowler, FR = Fresno, CV = Clovis

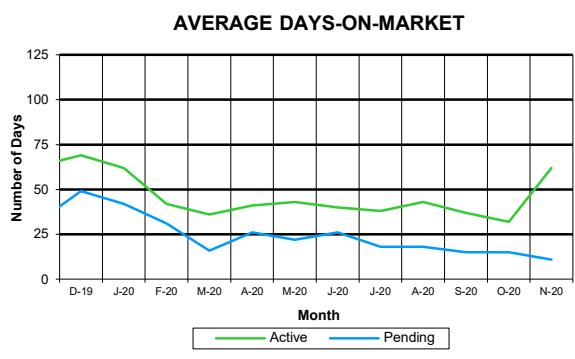
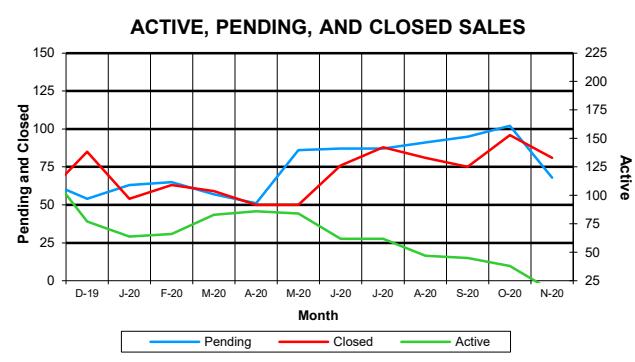
Central Valley			Projects Participating: 88					In Area : 88			
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 88</b>		<b>Avg. Sales: 1.23</b>	<b>Traffic to Sales: 11 : 1</b>		<b>497</b>	<b>1356</b>	<b>120</b>	<b>12</b>	<b>5085</b>	<b>3969</b>	<b>Net: 108</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											

# The Ryness Company

Marketing Research Department

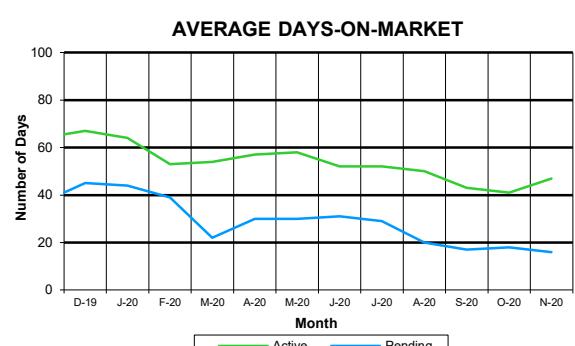
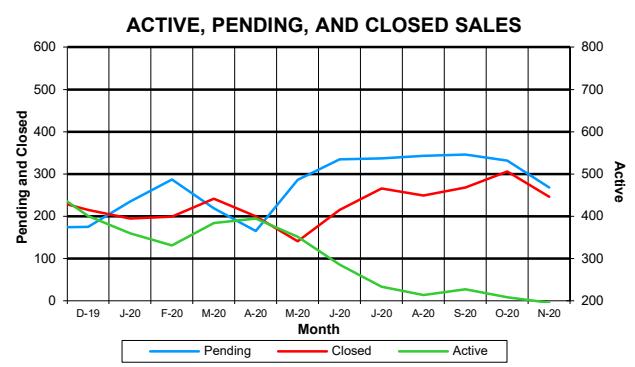
## Tracy SFD Monthly MLS Survey

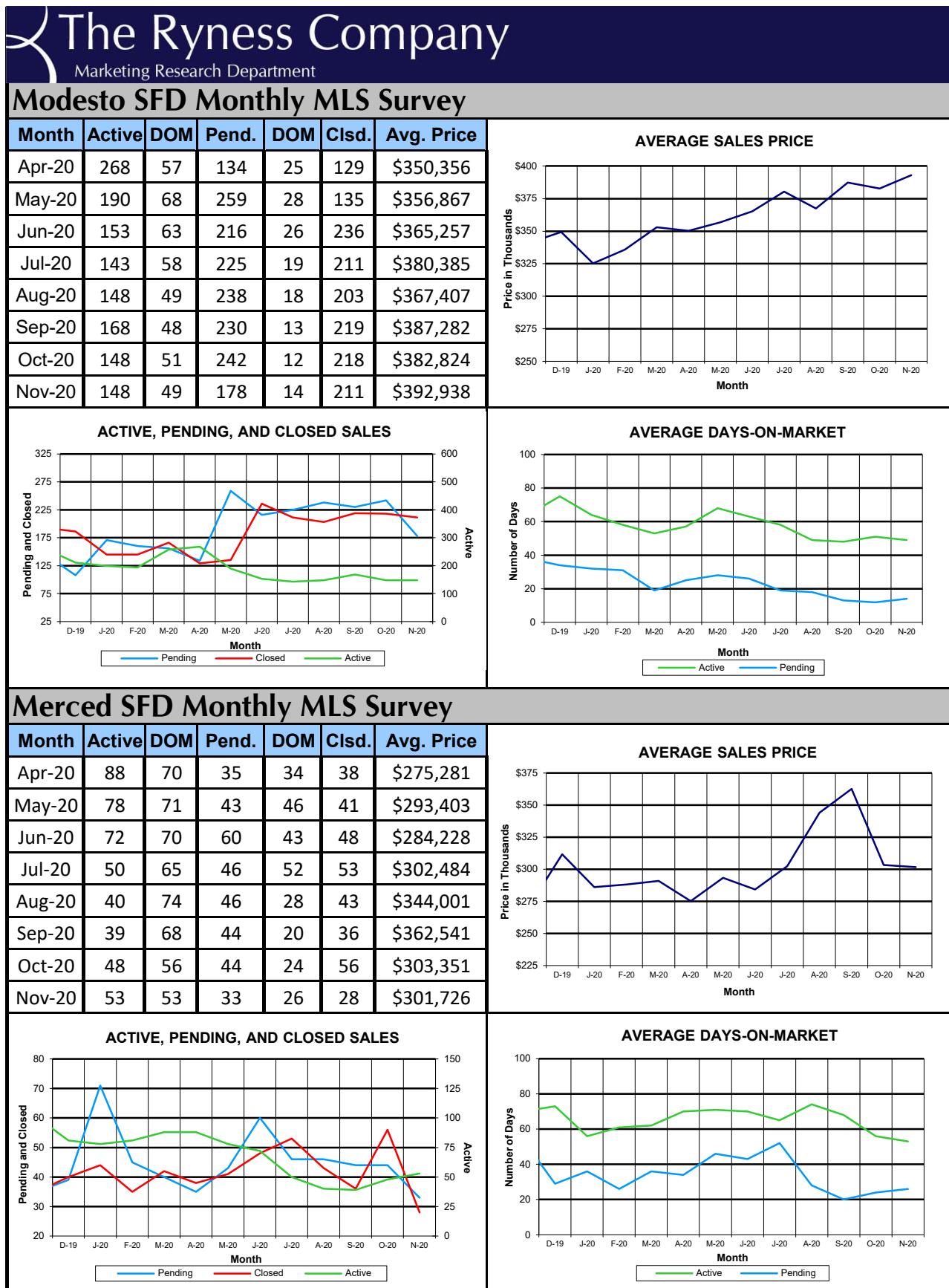
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-20	86	41	51	26	50	532,536
May-20	84	43	86	22	50	500,008
Jun-20	62	40	87	26	76	542,180
Jul-20	62	38	87	18	88	540,378
Aug-20	47	43	91	18	81	563,141
Sep-20	45	37	95	15	75	575,059
Oct-20	38	32	102	15	96	572,838
Nov-20	16	62	68	11	81	596,343



## Stockton SFD Monthly MLS Survey

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





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

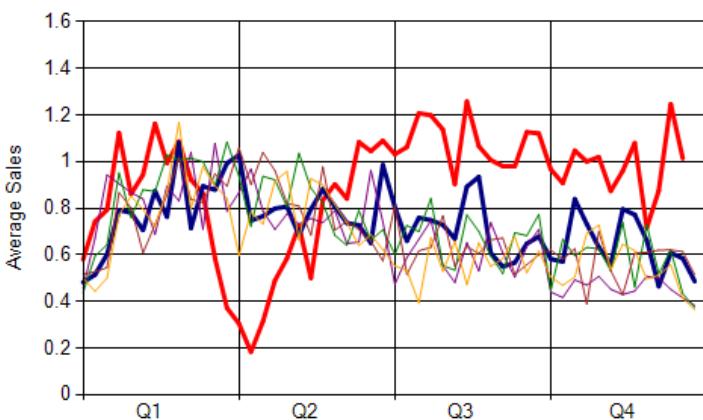
**Ending: Sunday, December 20, 2020**

## Sacramento

### Week 51

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.	
South Sacramento		26	373	31	3	28	1.08	0.89	21%	1.06	2%	
Central & North Sacramento		35	517	41	2	39	1.11	0.92	21%	1.02	10%	
Folsom		13	183	15	1	14	1.08	0.93	15%	1.22	-12%	
El Dorado		10	144	12	1	11	1.10	0.81	36%	0.83	32%	
Placer & Nevada		47	644	51	3	48	1.02	0.92	11%	0.97	6%	
Yolo		11	64	8	2	6	0.55	0.73	-26%	0.89	-39%	
Northern Counties		9	94	8	1	7	0.78	1.02	-24%	0.92	-16%	
<b>Current Week Totals</b>	Traffic : Sales	12:1	151	2019	166	13	153	1.01	0.90	13%	0.99	2%
Per Project Average				13	1.10	0.09	1.01					
<b>Year Ago - 12/22/2019</b>	Traffic : Sales	19:1	142	1847	96	13	83	0.58	0.74	-21%	0.66	-11%
% Change			6%	9%	73%	0%	84%	73%	22%		51%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### 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	104	29	0.79	0.12	0.66	0.66
■	2016	133	27	0.84	0.14	0.70	0.69
■	2017	136	25	0.89	0.15	0.74	0.73
■	2018	131	24	0.81	0.14	0.67	0.66
■	2019	141	21	0.86	0.13	0.74	0.73
■	2020	150	16	1.04	0.14	0.90	0.90
% Change:		7%	-24%	20%	9%	22%	23%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>2.61%</b>	<b>APR</b> <b>2.92%</b>	The housing market's hot streak continued in October as existing home sales blew past expectations and reached a 6.85-million-unit annualized pace, the highest reading since 2006. Inventories dropped to 1.42 million, 19.8% below year-ago levels, and month's supply fell to 2.5 months, the lowest on record. Home prices are soaring thanks to scarce supply and robust demand. Median single-family home price rose 16% from a year ago to \$317,700. While we expect this strong pace of sales to continue, the rate of improvement may soon slow. Pending home sales, which lead existing sales by a month or two, fell 2.0% in September. Similarly, mortgage purchase applications have started to come back down from the lofty heights reached this summer. We look for a modest decline in November's existing home sales to a 6.78-million-unit annualized pace. Even at this slightly lower level, however, the housing sector remains a bright spot of the 2020 economic recovery. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary
<b>FHA</b>	<b>2.25%</b>	<b>2.91%</b>	
<b>10 Yr Yield</b>	<b>0.93%</b>		

# The Ryness Report

Week Ending  
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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 26								In Area : 26		
South Sacramento					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	
Veranda at River Oaks	Elliott	GT		DTST	60	0	5	4	0	1	4	4	0.30	0.30	
Murieta Gardens	K Hovnanian	RM		DTMJ	78	0	6	4	0	1	72	37	0.77	0.73	
Bridgewater	KB Home	SO		DTMJ	85	4	7	10	1	0	66	66	1.65	1.65	
Sheldon Terrace	KB Home	LN		DTST	175	5	7	9	3	0	145	75	1.34	1.47	
Locale	Lafferty	SO		DTMJ	31	1	1	1	1	0	11	11	0.20	0.22	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	96	4	6	3	3	0	15	15	1.48	1.48	
Avila at Fieldstone	Lennar	VN		DTMJ	134	0	6	23	0	0	69	52	0.90	1.02	
Camarillo at Fieldstone	Lennar	VN		DTMJ	110	4	7	23	2	0	81	42	0.94	0.82	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	5	16	2	1	145	59	1.23	1.16	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	6	7	17	2	0	13	13	1.60	1.60	
Heritage Vineyard Creek	Lennar	SO		DTMJ	208	4	8	15	1	0	183	58	0.92	1.14	
Oceano at Fieldstone	Lennar	VN		DTMJ	120	0	6	23	1	0	77	46	0.89	0.90	
Redwood at Parkside	Lennar	VN		DTMJ	300	0	5	5	2	0	253	29	0.87	0.57	
Silveroak at Vineyard Creek	Lennar	SO		DTST	79	0	5	12	1	0	74	47	0.94	0.92	
Laguna Ranch	Richmond American	LN		DTMJ	80	0	8	26	2	0	60	51	0.86	1.00	
Seasons at Sterling Meadows	Richmond American	LN		DTMJ	75	0	2	2	0	0	73	35	0.81	0.69	
Woodberry at Bradshaw Crossing	Richmond American	SO		DTMJ	202	6	8	8	3	0	51	51	1.59	1.59	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	1	9	29	2	0	56	49	0.93	0.96	
Milestone	Taylor Morrison	VN		DTMJ	121	1	5	14	1	0	92	72	1.09	1.41	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	112	1	9	36	1	0	47	44	0.80	0.86	
Valencia at Madeira Meadows	Taylor Morrison	LN		DTMJ	111	0	8	31	1	0	46	40	0.77	0.78	
Classics at Poppy Lane	Tim Lewis	LN		DTMJ	75	0	2	6	0	0	66	40	0.53	0.78	
Latitudes	Tim Lewis	LN		DTST	159	0	4	21	0	0	152	76	1.11	1.49	
Legacy at Poppy Lane	Tim Lewis TSO	LN		DTMJ	54	0	TSO	6	0	0	44	22	0.37	0.43	
Traditions at Poppy Lane	Tim Lewis	LN		DTMJ	94	0	1	9	0	0	74	43	0.66	0.84	
Gledon Vineyards	Woodside	VN		DTST	103	4	9	20	2	0	57	44	0.75	0.86	
<b>TOTALS: No. Reporting: 26</b>			<b>Avg. Sales: 1.08</b>					<b>Traffic to Sales: 12 : 1</b>	<b>146</b>	<b>373</b>	<b>31</b>	<b>3</b>	<b>2026</b>	<b>1121</b>	<b>Net: 28</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22								In Area : 22		
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	8	18	1	0	9	9	0.98	0.98	
Crocker Village- Ally Row	Black Pine	SO		DTMJ	67	0	4	10	1	0	19	19	0.76	0.76	
Crocker Village- Courts	Black Pine	SO		DTST	83	0	7	12	0	0	13	13	0.54	0.54	
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	4	10	1	0	19	19	0.76	0.76	
Brighton Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	102	3	4	42	3	0	62	42	0.92	0.82	
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	100	4	2	39	4	0	66	60	0.98	1.18	
Heritage at Gum Ranch	Elliott	FO		DTMJ	94	0	4	7	1	0	51	33	0.62	0.65	
Veranda at Stone Creek	Elliott	RO		DTST	163	0	5	15	0	0	116	71	0.84	1.39	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	6	9	17	1	0	4	4	1.27	1.27	
Qara at Anatolia	Lennar	RO		DTMJ	139	0	1	4	1	0	138	49	0.96	0.96	
Ventana	Lennar	RO		DTMJ	160	0	6	11	2	0	66	50	0.89	0.98	
Verdant	Lennar	RO		DTST	157	0	5	1	1	0	43	43	1.19	1.19	
Viridian	Lennar	RO		DTST	342	0	7	11	1	0	64	39	0.83	0.76	
Montelena	Premier Homes	RO		DTST	169	6	10	24	3	0	108	95	1.77	1.86	
Classics at Sutter Park	Tim Lewis	SO		DTMJ	25	0	7	6	0	1	15	5	0.27	0.10	
Garden Homes at Sutter Park	Tim Lewis	SO		DTST	29	0	8	6	0	0	18	9	0.32	0.18	
Traditionals at Sutter Park	Tim Lewis	SO		DTMJ	34	0	12	4	0	0	16	11	0.29	0.22	
Alderwood	Watt	RO		DTMJ	54	0	4	17	0	0	20	20	0.71	0.71	
Cottonwood at Cypress	Woodside	RO		DTST	84	0	8	10	0	0	48	43	0.71	0.84	
Eucalyptus at Cypress	Woodside	RO		DTST	51	5	9	12	1	0	42	39	0.62	0.76	
Magnolia at Cypress	Woodside	RO		DTMJ	178	4	10	25	1	0	54	51	0.79	1.00	
Sequoia at Cypress	Woodside	RO		DTMJ	62	4	6	16	3	0	36	33	0.53	0.65	
<b>TOTALS: No. Reporting: 22</b>			<b>Avg. Sales: 1.09</b>		<b>Traffic to Sales: 13 : 1</b>				<b>140</b>	<b>317</b>	<b>25</b>	<b>1</b>	<b>1027</b>	<b>757</b>	<b>Net: 24</b>

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

North Sacramento					Projects Participating: 13								In Area : 13		
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Artisan - The Cove	Beazer	SO		DTST	145	0	12	6	1	0	33	28	0.52	0.55	
Edgeview - The Cove	Beazer	SO		ATST	156	2	23	9	3	0	24	24	0.92	0.92	
Westward - The Cove	Beazer	SO		DTST	122	0	14	5	0	0	28	28	0.73	0.73	
Windrow - The Cove	Beazer	SO		DTST	167	1	1	8	1	0	64	59	1.10	1.16	
Bloom	DR Horton	SO		DTST	84	0	6	6	0	0	77	77	2.02	2.02	
Castile at Parkebridge	DR Horton	SO		DTMJ	152	0	6	20	0	0	115	77	1.32	1.51	
Mbraga	DR Horton	AO		DTMJ	162	4	7	19	3	0	31	31	1.47	1.47	
Ravenna at Parkebridge	DR Horton	SO		DTMJ	106	4	8	56	4	1	80	80	1.90	1.90	
Garnet at Barrett Ranch	Lennar	AO		DTST	120	0	5	7	1	0	11	11	0.91	0.91	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	150	4	8	6	1	0	7	7	0.58	0.58	
NUVO Artisan Square	The New Home Co	SO		ATST	115	0	9	37	0	0	32	32	0.86	0.86	
Mystique	Watt	SO		ATST	57	0	8	4	0	0	36	36	0.60	0.71	
Portisol at Artisan Square	Watt	SO		ATST	112	0	5	17	2	0	11	11	1.20	1.20	
<b>TOTALS: No. Reporting: 13</b>			<b>Avg. Sales: 1.15</b>		<b>Traffic to Sales: 13 : 1</b>				<b>112</b>	<b>200</b>	<b>16</b>	<b>1</b>	<b>549</b>	<b>501</b>	<b>Net: 15</b>

City Codes: SO = Sacramento, AO = Antelope

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13								In Area : 13		
Folsom Area					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Iron Ridge at Russell Ranch	Anthem United	FM		DTMJ	97	6	11	13	1	0	41	41	1.00	1.00	
Farmhouse at Willow Creek	Black Pine	FM		DTST	126	0	1	2	0	0	125	45	0.87	0.88	
Sycamore Creek	JMC	FM	New	DTMJ	86	0	2	4	2	0	2	2	1.75	1.75	
Enclave at Folsom Ranch	KB Home	FM		DTST	111	4	8	21	2	0	7	7	1.75	1.75	
Steel Canyon at Russell Ranch	Meritage	FM		DTMJ	114	0	7	23	1	0	47	47	1.02	1.02	
Ladera at White Rock	Richmond American	FM		DTMJ	56	0	5	7	2	0	22	22	0.73	0.73	
Mesa at White Rock	Richmond American	FM		DTMJ	64	0	8	3	2	0	23	23	0.91	0.91	
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	2	10	16	2	0	61	56	1.07	1.10	
Folsom Ranch-Dakota II	Taylor Morrison	FM		DTMJ	111	0	8	16	0	0	71	71	1.31	1.39	
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	4	7	30	2	0	14	14	1.53	1.53	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	6	28	0	0	37	37	0.86	0.86	
Brookstone at Folsom Ranch	TRI Pointe	FM		DTMJ	145	0	8	10	1	1	72	68	1.29	1.33	
Waterstone at Folsom Ranch	TRI Pointe	FM		DTMJ	77	0	6	10	0	0	56	47	1.00	0.92	
<b>TOTALS: No. Reporting: 13</b>					<b>Traffic to Sales: 12 : 1</b>				<b>87</b>	<b>183</b>	<b>15</b>	<b>1</b>	<b>578</b>	<b>480</b>	<b>Net: 14</b>

City Codes: FM = Folsom

El Dorado County					Projects Participating: 10							In Area : 10			
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Manzanita at Saratoga	Elliott	BH		DTMJ	202	0	6	28	0	0	15	15	0.88	0.88	
Saratoga Estates- Alder	Elliott	BH		DTMJ	115	0	5	30	3	1	27	27	1.21	1.21	
Hidden Lake at Serrano	K Hovnanian	BH		DTMJ	40	0	6	20	3	0	15	15	0.83	0.83	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	7	3	0	0	3	3	0.75	0.75	
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	4	8	26	1	0	51	50	0.94	0.98	
Heritage El Dorado Hills-Estates	Lennar	BH		DTMJ	97	0	6	6	0	0	60	29	0.51	0.57	
Heritage El Dorado Hills-Legends	Lennar	BH		DTMJ	164	0	7	6	0	0	112	47	0.95	0.92	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	369	0	6	7	1	0	104	57	0.88	1.12	
Sienna Ridge Estates	Lennar	BH		DTMJ	76	4	6	10	4	0	64	46	0.70	0.90	
Collina at Serrano	Woodside	BH		DTMJ	72	0	7	8	0	0	37	36	0.60	0.71	
<b>TOTALS: No. Reporting: 10</b>					<b>Traffic to Sales: 12 : 1</b>				<b>64</b>	<b>144</b>	<b>12</b>	<b>1</b>	<b>488</b>	<b>325</b>	<b>Net: 11</b>

City Codes: BH = El Dorado Hills

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Placer County				Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Cerrada	DR Horton	LL		DTST	166	4	6	13	4	0	39	39	0.93	0.93	
Broadlands	JMC	LL		DTST	77	0	7	16	0	0	30	30	1.24	1.24	
Monument Village at Sierra Vista	JMC	RV		DTST	187	0	6	22	0	0	110	62	1.37	1.22	
Palisade Village	JMC	RV		DTST	157	33	35	54	5	0	98	84	1.54	1.65	
Pinnacle Village	JMC	RV		DTMJ	128	4	8	51	3	0	87	54	1.07	1.06	
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	6	59	1	0	15	15	1.14	1.14	
Ridge at Whitney Ranch II	JMC	RK		DTST	48	0	3	13	0	0	40	40	0.87	0.87	
Sentinel	JMC	RV		DTST	132	0	5	43	0	0	75	75	1.83	1.83	
Westview at Whitney Ranch	JMC	RK		DTMJ	97	0	7	8	0	0	82	38	0.90	0.75	
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	11	8	1	0	56	56	1.59	1.59	
Creekside Preserve	K Hovnanian	LL		DTMJ	50	0	6	12	0	0	17	17	0.36	0.36	
Dorado at Twelve Bridges	K Hovnanian	LL		DTMJ	133	0	6	8	0	0	74	51	0.84	1.00	
Granite Bluff	KB Home	RK		DTMJ	73	4	9	9	1	0	12	12	1.47	1.47	
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	6	7	14	2	0	100	78	1.22	1.53	
Andorra at Sierra West	Lennar	RV		DTMJ	101	0	7	1	1	0	5	5	0.45	0.45	
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	5	14	1	0	5	5	0.70	0.70	
Corvara at Fiddymont Farm	Lennar	RV		DTMJ	134	4	7	14	3	0	113	69	1.12	1.35	
Heritage Solaire-Eclipse	Lennar	RV		AASF	155	0	6	5	0	0	123	49	0.90	0.96	
Heritage Solaire-Larissa	Lennar	RV		AASF	162	4	7	5	1	0	109	36	0.79	0.71	
Heritage Solaire-Meridian	Lennar	RV		AASF	176	0	5	5	1	0	133	49	0.95	0.96	
LaMaison II at Diamond Creek	Lennar	RV		DTST	57	0	2	19	3	1	48	45	0.77	0.88	
Lumiere at Sierra West	Lennar	RV		DTMJ	74	0	6	1	0	0	7	7	0.58	0.58	
Meribel at Sierra West	Lennar	RV		DTMJ	98	0	6	1	1	0	15	15	0.99	0.99	
Novara at Fiddymont	Lennar	RV		DTST	105	0	9	8	0	0	30	30	1.25	1.25	
Pavia at Fiddymont Farm	Lennar	RV		DTST	94	4	7	8	2	0	28	28	1.11	1.11	
Sausalito Walk at Campus Oaks	Lennar	RV		DTST	100	0	10	14	1	0	31	31	1.03	1.03	
St. Moritz at Sierra	Lennar	RV		DTMJ	143	0	10	1	0	0	3	3	0.23	0.23	
Summit II, The	Meritage	RV		DTMJ	92	0	2	16	2	0	90	70	1.13	1.37	
Eastridge at Whitney Ranch	Richmond American	RK		DTMJ	75	0	8	28	2	0	23	23	0.88	0.88	
Fieldstone at Fiddymont Ranch	Richmond American	RV		DTMJ	71	0	6	11	3	0	55	55	1.34	1.34	
Sagewood at Sierra Pne	Richmond American	RK		DTMJ	66	4	8	7	2	0	11	11	1.35	1.35	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	150	0	7	5	2	0	40	40	1.37	1.37	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	62	0	9	8	0	0	22	22	0.75	0.75	
Catalina at Fiddymont Farm	Taylor Morrison	RV		DTMJ	47	0	4	2	0	0	43	43	0.93	0.93	
Monarch at Fiddymont Farm	Taylor Morrison	RV		DTMJ	91	3	9	6	3	0	55	51	0.92	1.00	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	82	0	10	3	0	0	28	28	0.96	0.96	
Canyon View Whitney Ranch	The New Home Co	RK		DTMJ	92	0	7	9	0	0	85	28	0.59	0.55	
Park View at Whitney Ranch	The New Home Co	RK		DTMJ	60	0	5	18	1	0	49	26	0.54	0.51	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	6	3	2	0	38	27	0.56	0.53	
La Madera at Twelve Bridges	TRI Pointe	LL		DTMJ	102	0	8	34	1	1	70	43	0.84	0.84	
Timbercove at Sierra Pne	TRI Pointe	RK		DTST	76	0	5	20	2	0	12	12	1.95	1.95	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	8	25	0	1	45	44	1.02	1.02	
Hills at Paradiso	Woodside	RV		DTST	58	0	3	1	0	0	55	33	0.59	0.65	
Ramonte at Twelve Bridges	Woodside	LL		DTMJ	95	0	8	9	0	0	56	40	0.59	0.78	
Ridge at Paradiso	Woodside	RV		DTST	42	0	6	0	0	0	34	22	0.37	0.43	

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Placer County (Continued ...)					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	
Tramonte at Twelve Bridges	Woodside	LL		DTMU	100	0	7	10	0	0	53	43	0.57	0.84	
<b>TOTALS: No. Reporting: 46</b>			<b>Avg. Sales: 1.04</b>					<b>Traffic to Sales: 13 : 1</b>	<b>335</b>	<b>641</b>	<b>51</b>	<b>3</b>	<b>2349</b>	<b>1684</b>	<b>Net: 48</b>
City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin															
Nevada County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	5	3	0	0	10	6	0.10	0.12	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>5</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>10</b>	<b>6</b>	<b>Net: 0</b>
City Codes: GV = Grass Valley															
Yolo County					Projects Participating: 11								In Area : 11		
					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	
Riverchase	Anthem United	WS		DTST	222	1	2	6	2	0	163	82	1.02	1.61	
Aspire at Stone's Throw	K Hovnanian	WN		DTST	100	0	4	8	2	1	73	56	1.03	1.10	
Bradford at Spring Lake	KB Home	WL		DTST	112	0	7	5	1	0	83	63	0.92	1.24	
Magnolia at Spring Lake	Lennar	WL		DTMU	78	0	8	7	2	0	44	25	0.58	0.49	
Summerstone at Spring Lake	Lennar	WL		DTST	87	4	7	6	0	0	56	45	0.74	0.88	
Sunflower at Spring Lake	Lennar	WL		DTMU	85	0	5	7	0	1	70	46	0.93	0.90	
Spring Lake - Ivy	Taylor Morrison	WL		DTST	44	0	10	3	0	0	32	16	0.24	0.31	
Spring Lake - Laurel	Taylor Morrison	WL		DTMU	100	1	9	1	1	0	80	47	0.61	0.92	
Spring Lake - Olive	Taylor Morrison	WL		DTST	70	0	1	6	0	0	69	36	0.53	0.71	
Cannery - Gala	The New Home Co	DV		ATMU	120	0	5	2	0	0	73	18	0.43	0.35	
Pines at Spring Lake	Woodside	WL		DTMU	83	0	8	13	0	0	30	30	0.65	0.65	
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.55</b>					<b>Traffic to Sales: 8 : 1</b>	<b>66</b>	<b>64</b>	<b>8</b>	<b>2</b>	<b>773</b>	<b>464</b>	<b>Net: 6</b>
City Codes: WS = West Sacramento, WN = Winters, WL = Woodland, DV = Davis															

Sutter County					Projects Participating: 1								In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	8	8	0	0	70	70	1.79	1.79	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>8</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>70</b>	<b>70</b>	<b>Net: 0</b>

City Codes: LO = Live Oak

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8								In Area : 8		
Yuba County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTST	28	0	3	11	0	0	25	25	0.67	0.67	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	147	3	3	29	3	0	39	39	0.88	0.88	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	87	2	2	16	3	1	33	33	0.75	0.75	
Sumerset at The Orchards	JMC	MS		DTST	60	0	4	6	0	0	49	49	1.57	1.57	
Sunhaven at The Orchard	JMC	MS		DTST	71	0	3	2	0	0	68	38	0.74	0.75	
Sonoma Ranch	Lennar	PLK		DTST	208	0	4	14	1	0	156	64	1.08	1.25	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	5	1	0	0	9	9	0.74	0.74	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	7	7	1	0	20	20	1.17	1.17	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.88</b>			<b>Traffic to Sales: 11 : 1</b>				31	86	8	1	399	277	<b>Net: 7</b>

City Codes: PLK = Plumas Lake, MS = Marysville, OL = Olivehurst

Sacramento			Projects Participating: 151					In Area : 151		
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 151</b>	<b>Avg. Sales: 1.01</b>		<b>Traffic to Sales: 12 : 1</b>	<b>994</b>	<b>2019</b>	<b>166</b>	<b>13</b>	<b>8269</b>	<b>5685</b>	<b>Net: 153</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										

# The Ryness Company

Marketing Research Department

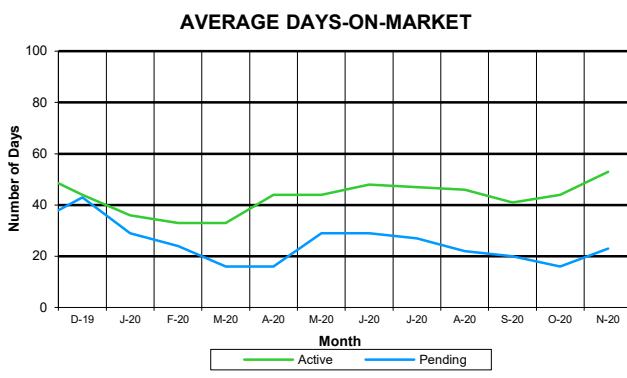
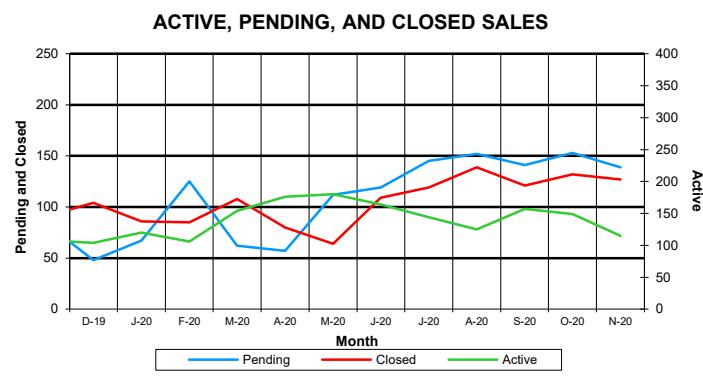
## Sacramento County SFD Monthly MLS Survey

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



## Sacramento County Attd. Monthly MLS Survey

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



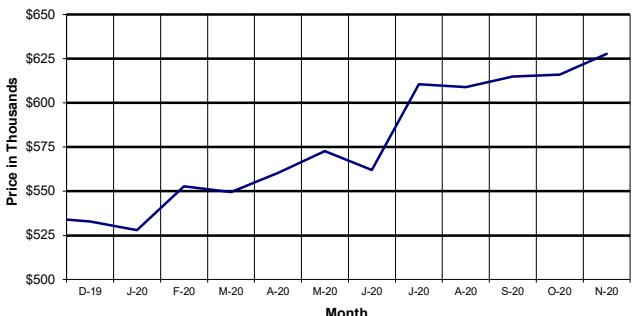
# The Ryness Company

Marketing Research Department

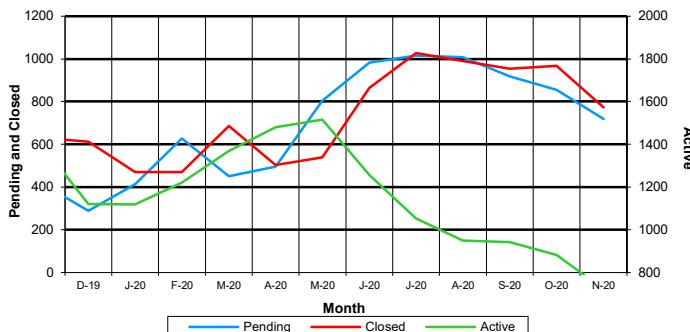
## Placer - El Dorado Counties SFD Monthly MLS Survey

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

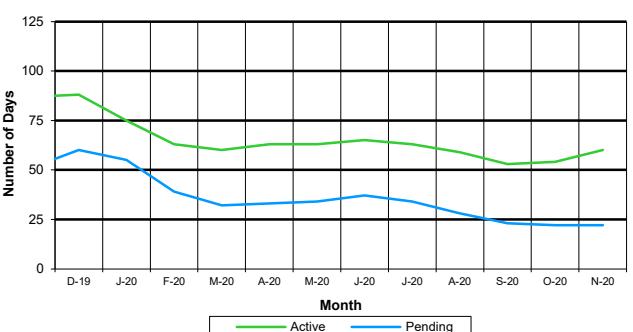
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



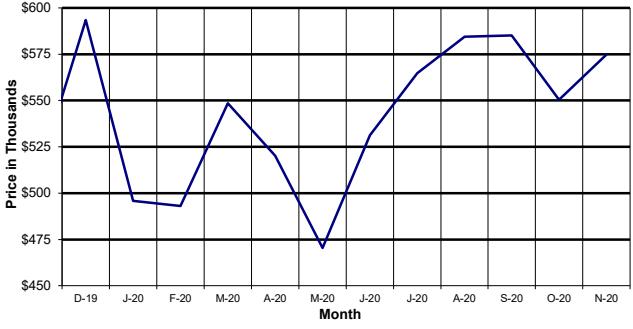
AVERAGE DAYS-ON-MARKET



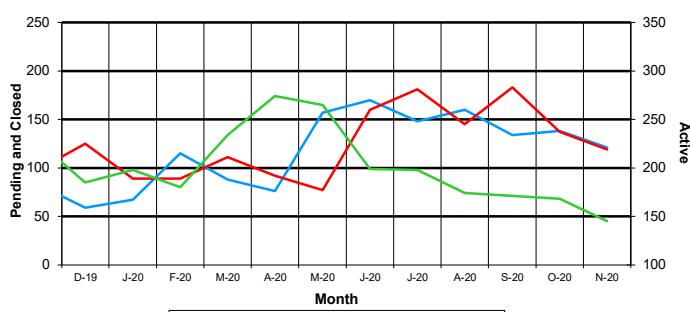
## Yolo County SFD Monthly MLS Survey

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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

