

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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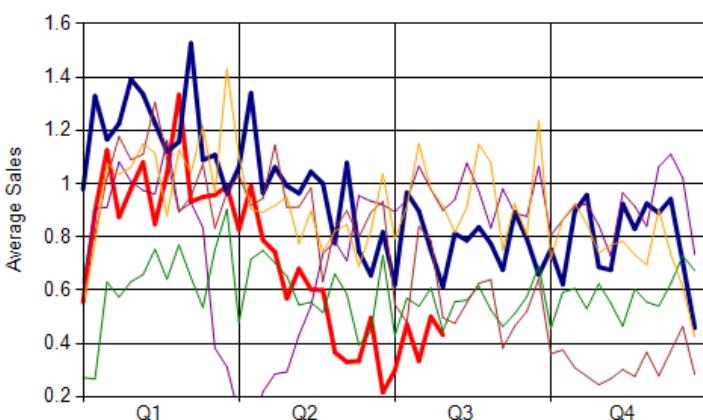


Ending: Sunday, August 7, 2022

Bay Area Week 31

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Alameda	26	286	8	3	5	0.19	0.72	-73%	0.63	-69%	
Contra Costa	19	291	19	5	14	0.74	0.70	5%	0.40	86%	
Sonoma, Napa	11	222	9	1	8	0.73	0.52	40%	0.36	102%	
San Francisco, Marin	3	17	1	0	1	0.33	0.44	-24%	0.24	37%	
San Mateo	5	54	1	0	1	0.20	0.66	-69%	0.28	-28%	
Santa Clara	13	142	2	1	1	0.08	0.82	-91%	0.33	-77%	
Monterey, Santa Cruz, San Benito	7	56	6	0	6	0.86	0.85	1%	0.58	48%	
Solano	25	277	16	5	11	0.44	0.74	-41%	0.39	13%	
Current Week Totals	Traffic : Sales	22 : 1	109	1345	62	15	0.43	0.71	-40%	0.44	-3%
Per Project Average			12	0.57	0.14	0.43					
Year Ago - 08/08/2021	Traffic : Sales	18 : 1	116	1441	78	7	0.61	1.03	-41%	0.87	-30%
% Change			-6%	-7%	-21%	114%	-34%	-30%	-31%	-49%	

52 Weeks Comparison



Year to Date Averages Through Week 31

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	141	32	1.06	0.10	0.96	0.90
■	2018	125	30	0.99	0.09	0.91	0.70
■	2019	156	17	0.69	0.10	0.59	0.58
■	2020	152	12	0.85	0.12	0.74	0.80
■	2021	117	15	1.10	0.07	1.03	0.93
■	2022	103	11	0.83	0.12	0.71	0.71
% Change:		-12%	-25%	-25%	66%	-31%	-24%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
CONV								
RATE								
5.25%								
FHA								
4.88%								
10 Yr Yield								
2.76%								
The housing market is one of the most interest-rate sensitive parts of the economy. Between the Fed's recent rate hikes and the likelihood of recession next year, mortgage rates have turned increasingly volatile. As of August 4, the average 30-year mortgage rate was 4.99%, according to Freddie Mac, up 2.22% from one year ago. Significantly higher rates have raised the costs of obtaining a mortgage, and in the second quarter, there was \$75BB in newly originated mortgage debt. Mortgage balances increased by \$207B this quarter and stood at \$11.39T, up 9% from last year. Although foreclosures have been low due to the moratoria on new foreclosures and mortgage forbearances, they increased by 46% quarter-over quarter to 35,000 people; this suggests the beginning of a return to normal after the culmination of low mortgage rates, pandemic-induced stimulus and greater housing demand seen the past two years. We forecast that the Fed will continue to hike interest rates through the end of this year; this in turn will likely adversely affect the housing market, and we can expect mortgage debt to continue to increase. Source: Wells Fargo Bank Weekly Economic & Financial Commentary								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20									
Alameda 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
Enclave - Alpine Collection	Century	FR		DTMJ	81	0	3	7	0	1	78	6	0.58	0.19
Enclave - Cascade Collection	Century	FR		ATMJ	81	0	1	10	0	1	80	30	0.59	0.97
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	1	10	1	0	58	19	0.40	0.61
Atlas at Mission Village	KB Home	HY		ATMJ	72	0	2	13	0	0	41	41	3.38	3.38
Aspect at Innovation	Lennar	FR		ATMJ	167	0	5	12	0	0	39	20	0.94	0.65
Bungalows at Bridgewater	Lennar	NK		DTMJ	91	0	2	14	0	0	89	29	0.92	0.94
Chroma at Innovation	Lennar	FR		ATMJ	146	0	2	13	2	0	16	16	1.32	1.32
Courts at Bridgewater	Lennar	NK		ATMJ	81	0	2	14	0	0	70	12	0.92	0.39
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	5	13	0	0	23	17	0.62	0.55
Matrix at Innovation	Lennar	FR		ATMJ	53	0	2	19	0	0	33	15	0.75	0.48
Terraces at Bridgewater	Lennar	NK		ATMJ	96	3	3	14	1	0	46	16	0.90	0.52
Towns at Bridgewater	Lennar	NK		ATMJ	103	0	3	14	1	0	74	18	0.83	0.58
Villas at Bridgewater	Lennar	NK		DTMJ	137	0	3	14	1	0	100	26	1.03	0.84
Breeze at Bay37	Pulte	AL		DTMJ	30	0	2	4	0	0	28	9	0.35	0.29
Compass at Bay37	Pulte	AL		ATMJ	93	0	1	3	0	0	50	15	0.62	0.48
Landing at Bay37	Pulte	AL		ATMJ	96	0	3	3	0	0	72	41	0.89	1.32
Lookout at Bay37	Pulte	AL		ATMJ	138	0	1	3	0	0	39	12	0.48	0.39
Line at SoHay	Taylor Morrison	HY		ATST	198	0	5	12	0	0	174	43	1.01	1.39
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	0	0	0	91	0	0.53	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	4	0	0	62	25	0.54	0.81
TOTALS: No. Reporting: 20		Avg. Sales: 0.20			Traffic to Sales: 33 : 1			47	196	6	2	1263	410	Net: 4

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

Amador Valley					Projects Participating: 6									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Broadway at Boulevard	Brookfield	DB		ATMJ	110	0	18	7	1	0	92	20	1.12	0.65
Hyde Park at Boulevard	Brookfield	DB		ATMJ	102	0	1	0	1	1	101	17	0.80	0.55
Melrose at Boulevard	Brookfield	DB		DTMJ	75	0	10	35	0	0	26	26	1.70	1.70
Lombard at Boulevard	Lennar	DB		DTMJ	100	0	8	20	0	0	10	10	0.82	0.82
Skyline at Boulevard	Lennar	DB		ATMJ	114	0	3	8	0	0	108	20	0.75	0.65
Venice at Boulevard	Lennar	DB		ATMJ	91	3	7	20	0	0	12	12	0.98	0.98
TOTALS: No. Reporting: 6		Avg. Sales: 0.17			Traffic to Sales: 45 : 1			47	90	2	1	349	105	Net: 1

City Codes: DB = Dublin

Diablo Valley					Projects Participating: 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
Oak Park	Davidon	PH		DTMJ	34	0	10	33	0	0	7	7	0.24	0.24
Woodbury Highlands	Davidon	LF		ATMJ	99	0	13	9	1	0	29	17	0.30	0.55
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 42 : 1			23	42	1	0	36	24	Net: 1

City Codes: PH = Pleasant Hill, LF = Lafayette

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					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	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	4	1	1	1	97	13	0.89	0.42	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: 1 : 1	4	1	1	1	97	13	Net: 0
City Codes: SR = San Ramon															

Antioch/Pittsburg					Projects Participating: 9										
					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	
Oelo at Sand Creek- Horizon	Century	AN		DTMJ	175	3	4	21	1	0	150	32	1.47	1.03	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	8	27	0	0	242	26	0.95	0.84	
Hills at Park Ridge	Davidon	AN		DTMJ	225	1	9	24	1	1	92	27	0.99	0.87	
Luca at Aviano	DeNova	AN		DTMJ	194	2	3	24	2	0	96	54	1.85	1.74	
Luna at Aviano	Lennar	AN		DTMJ	102	0	3	5	2	2	34	23	0.94	0.74	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	4	5	1	0	37	26	1.02	0.84	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	2	8	3	0	50	15	0.60	0.48	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	5	7	1	0	75	22	0.81	0.71	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	8	3	0	0	39	27	0.71	0.87	
TOTALS: No. Reporting: 9		Avg. Sales: 0.89						Traffic to Sales: 11 : 1	46	124	11	3	815	252	Net: 8
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMJ	81	0	4	21	0	0	77	8	0.50	0.26	
Chandler	Brookfield	BT		DTMJ	160	0	16	10	0	0	62	31	1.23	1.00	
Bennett Estates	DeNova	BT		DTMJ	14	0	4	13	1	0	8	8	0.64	0.64	
Cypress Crossings	KB Home	OY		DTMJ	98	0	3	37	0	0	2	2	0.88	0.88	
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	1	4	3	0	34	34	1.40	1.40	
Alicante	Meritage	OY		DTMJ	157	0	21	14	2	1	136	47	1.56	1.52	
Orchard Trails	Shea	BT		DTMJ	78	0	3	25	0	0	31	21	0.78	0.68	
TOTALS: No. Reporting: 7		Avg. Sales: 0.71						Traffic to Sales: 21 : 1	52	124	6	1	350	151	Net: 5
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Sonoma, Napa 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
Willow at University District	DR Horton	RP		DTMJ	128	0	4	17	1	0	28	28	1.26	1.26
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	8	0	0	30	13	0.58	0.42
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.10	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	4	10	0	0	4	4	0.48	0.48
Seasons at University District	Richmond American	RP		DTMJ	52	0	3	10	0	0	12	12	0.54	0.54
Meadow Creek	Ryder	SR		DTMJ	48	1	1	21	0	0	35	11	0.58	0.35
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	10	0	0	80	22	0.88	0.71
City 44	W Marketing	SR		ATMJ	44	0	4	20	0	0	20	13	0.41	0.42
Kerry Ranch	W Marketing	SR		DTMJ	30	0	6	61	1	1	7	7	6.13	6.13
Paseo Vista	W Marketing	TSO	SR	DTST	128	0	TSO	0	0	0	60	3	0.24	0.10
Portello	W Marketing	WD	New	DTMJ	68	18	11	65	7	0	7	7	49.00	49.00
TOTALS: No. Reporting: 11		Avg. Sales: 0.73			Traffic to Sales: 25 : 1			38	222	9	1	299	120	Net: 8
City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 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
Verandah	Landsea	NV		ATMJ	80	2	2	13	1	0	27	19	0.54	0.61
The Strand (Detached)	Trumark	SN		DTMJ	37	0	12	3	0	0	10	10	0.26	0.32
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 16 : 1			14	16	1	0	37	29	Net: 1
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	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	3	1	0	0	18	5	0.24	0.16
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			3	1	0	0	18	5	Net: 0
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 5									
					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
One 90 - Borelle	Pulte	SM		DTMJ	29	0	4	8	0	0	24	3	0.30	0.10
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	2	8	0	0	18	18	0.59	0.58
One 90 - Indigo	Pulte	SM		ATMJ	54	0	2	8	1	0	39	34	1.05	1.10
One 90 - Slate	Pulte	SM		ATMJ	57	0	2	8	0	0	49	19	0.60	0.61
Laguna Vista	SummerHill	FC		ATMJ	70	0	4	22	0	0	22	22	1.09	1.09
TOTALS: No. Reporting: 5		Avg. Sales: 0.20			Traffic to Sales: 54 : 1			14	54	1	0	152	96	Net: 1
City Codes: SM = San Mateo, FC = Foster City														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13										
Santa Clara 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	
Andalusia	Dividend	MH	Rsv's	ATMU	46	0	9	11	0	0	10	10	0.76	0.76	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	2	12	0	0	60	39	1.57	1.26	
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	0	5	4	1	1	30	11	0.73	0.35	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	2	5	0	0	158	12	1.53	0.39	
Lavender	Landsea	SV		ATMU	128	0	3	14	0	0	40	30	0.95	0.97	
Gateway at Central	Pulte	SJ		ATMU	72	0	3	30	0	0	9	9	0.74	0.74	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	4	9	0	0	44	26	0.84	0.84	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	9	11	0	0	39	14	0.61	0.45	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	10	9	0	0	36	17	0.56	0.55	
Nuevo - Terraces	SummerHill	SC		ATST	176	0	9	20	1	0	167	16	0.90	0.52	
Ovation	Taylor Morrison	SV		ATMU	107	0	9	8	0	0	70	32	1.12	1.03	
Lotus at Urban Oak	TRI Pointe	SJ	Rsv's	DTMJ	123	0	10	6	0	0	0	0	0.00	0.00	
Jasper	Trumark	MH		ATMU	101	0	9	3	0	0	20	20	0.83	0.83	
TOTALS: No. Reporting: 13					Traffic to Sales: 71 : 1				84	142	2	1	683	236	Net: 1

City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Roberts Ranch	KB Home	HO		DTMJ	192	3	3	22	2	0	136	42	1.76	1.35	
Polo Ranch	Lennar	SV		DTMJ	40	0	2	1	1	0	32	19	0.78	0.61	
Montclair	Meritage	HO		DTMJ	99	0	5	6	0	0	72	44	1.16	1.42	
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	2	13	0	0	63	33	1.19	1.06	
Enclave, The	Shea	SS		DTMJ	61	0	2	4	1	0	34	19	0.55	0.61	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	3	2	0	0	44	19	0.83	0.61	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	2	8	2	0	25	16	0.47	0.52	
TOTALS: No. Reporting: 7					Traffic to Sales: 9 : 1				19	56	6	0	406	192	Net: 6

City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Fairfield, Vacaville, Suisun, Dixon					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
Horizon at One Lake	Brookfield	FF		ATMU	50	0	11	36	0	0	7	7	0.46	0.46
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	17	42	0	0	5	5	0.33	0.33
Mbnte Verde	Century	FF		DTMJ	124	3	3	28	1	0	9	9	0.97	0.97
Luminescence at Liberty	DeNova	RV		AASF	311	0	4	17	0	0	66	44	1.17	1.42
One56 at One Lake	DeNova	FF	Rsv's	DTMJ	56	0	5	32	0	0	6	6	1.45	1.45
Savannah II at Homestead	DR Horton	DX		DTST	74	0	3	7	2	1	36	36	1.27	1.27
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	3	8	0	0	2	2	0.61	0.61
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	2	1	1	0	2	2	0.61	0.61
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	3	4	7	2	0	36	31	0.90	1.00
Creston at One Lake	Lennar	FF		DTMJ	130	0	4	5	1	1	101	32	1.05	1.03
Reserve at Browns Valley II	Lennar	VC		DTMJ	29	0	3	6	0	0	26	16	0.63	0.52
Homestead	Meritage	DX		DTMJ	99	0	3	12	2	1	83	34	1.12	1.10
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	5	4	7	3	0	8	8	0.46	0.46
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	2	5	0	0	10	10	0.52	0.52
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	5	2	1	0	81	5	0.77	0.16
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	3	1	0	0	24	17	0.52	0.55
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	5	4	0	0	10	10	0.55	0.55
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	7	3	1	1	57	20	0.79	0.65
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	9	1	14	0	0	41	41	1.93	1.93
Farmstead Square	Taylor Morrison	VC		DTMJ	130	9	4	6	0	0	84	27	0.95	0.87
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	3	7	1	1	29	24	0.91	0.77
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	4	4	0	0	116	5	0.69	0.16
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	1	1	0	0	95	27	1.03	0.87
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	4	13	1	0	67	15	0.73	0.48
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	3	9	0	0	54	18	0.71	0.58
TOTALS: No. Reporting: 25	Avg. Sales: 0.44				Traffic to Sales: 17 : 1			108	277	16	5	1055	451	Net: 11
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 109						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 109	Avg. Sales: 0.43	Traffic to Sales: 22 : 1	499	1345	62	15	5560	2084	Net: 47
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 , DTMJ = 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									

The Ryness Company

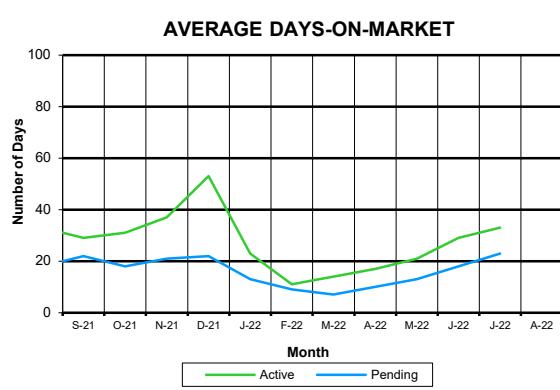
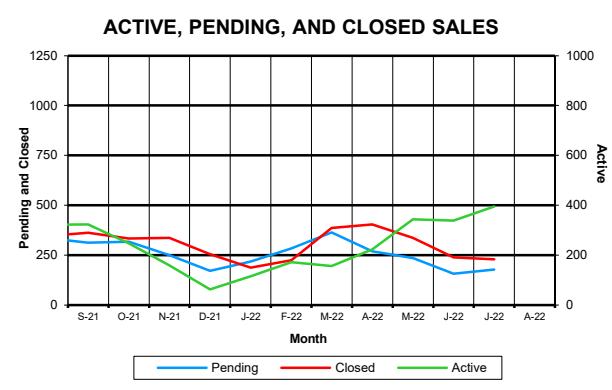
Marketing Research Department

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

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

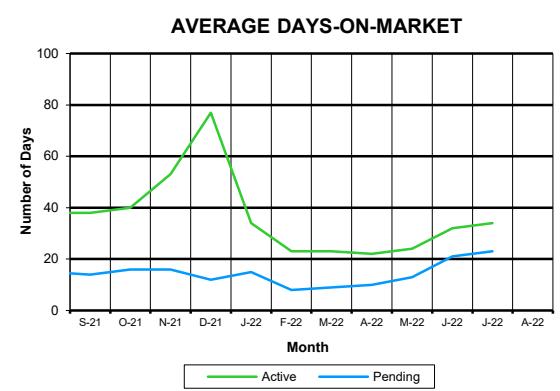
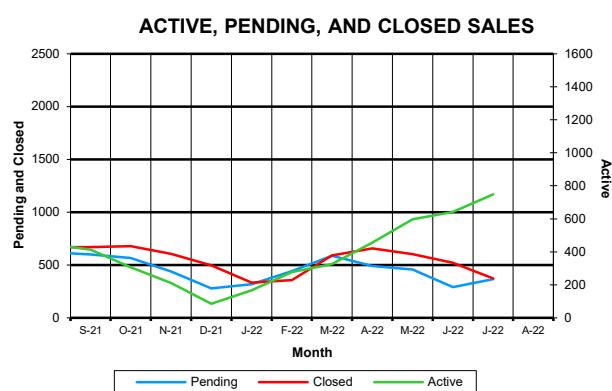
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Dec-21	62	53	171	22	961,501
Jan-22	115	23	217	13	891,286
Feb-22	172	11	284	9	981,926
Mar-22	156	14	363	7	1,053,845
Apr-22	223	17	269	10	1,057,560
May-22	343	21	235	13	1,035,397
Jun-22	338	29	156	18	973,041
Jul-22	395	33	178	23	949,220



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-21	85	77	279	12	497	1,700,281
Jan-22	166	34	318	15	334	1,723,298
Feb-22	278	23	443	8	357	1,809,662
Mar-22	326	23	587	9	592	1,811,625
Apr-22	455	22	490	10	656	1,904,125
May-22	598	24	458	13	603	1,927,395
Jun-22	641	32	292	21	521	1,822,266
Jul-22	748	34	368	23	372	1,674,580





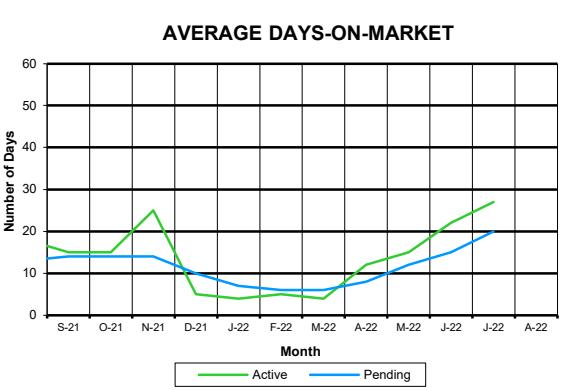
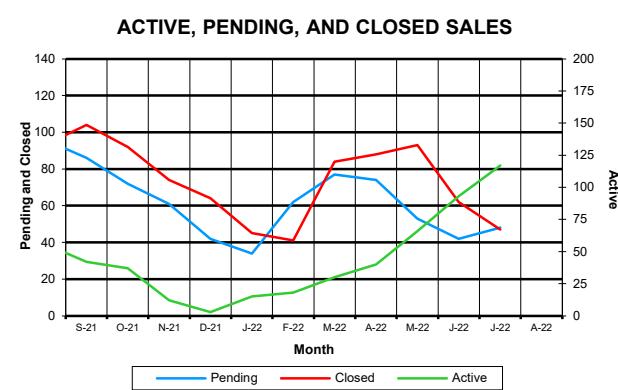
The Ryness Company

Marketing Research Department

Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

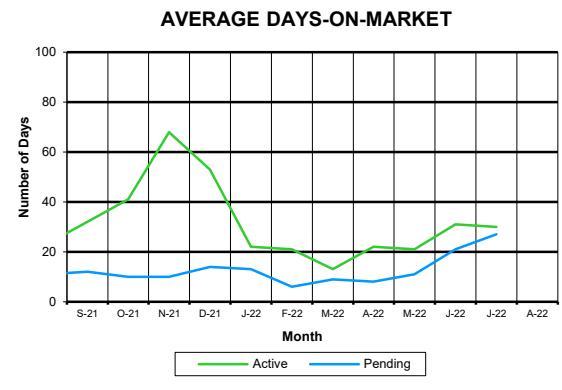
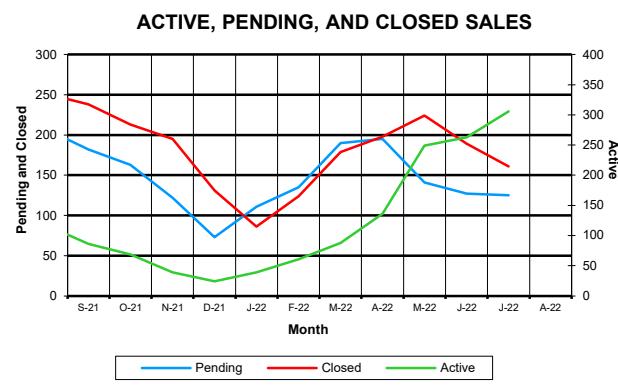
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	3	5	42	10	64	867,477
Jan-22	15	4	34	7	45	890,832
Feb-22	18	5	62	6	41	926,881
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875
May-22	66	15	53	12	93	999,018
Jun-22	93	22	42	15	62	932,604
Jul-22	117	27	48	20	47	865,021



Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	24	53	73	14	131	1,533,107
Jan-22	39	22	111	13	86	1,631,792
Feb-22	61	21	135	6	124	1,606,440
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648
May-22	249	21	141	11	224	1,910,805
Jun-22	263	31	127	21	189	1,659,661
Jul-22	306	30	125	27	161	1,596,195





The Ryness Company

Marketing Research Department

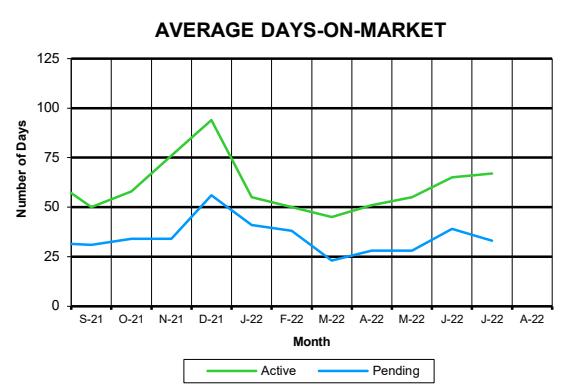
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	80	77	63	56	98	666,852
Jan-22	138	47	60	47	62	716,423
Feb-22	151	45	82	31	71	600,788
Mar-22	159	36	85	30	109	692,157
Apr-22	147	33	82	32	110	730,835
May-22	168	36	68	22	103	771,182
Jun-22	206	43	63	28	93	681,923
Jul-22	215	42	51	38	72	672,759



San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	334	94	172	56	358	1,556,407
Jan-22	541	55	241	41	215	1,417,904
Feb-22	628	50	252	38	297	1,526,995
Mar-22	787	45	396	23	457	1,562,537
Apr-22	917	51	329	28	452	1,492,500
May-22	1,033	55	334	28	458	1,571,470
Jun-22	989	65	260	39	415	1,584,763
Jul-22	954	67	205	33	289	1,535,921



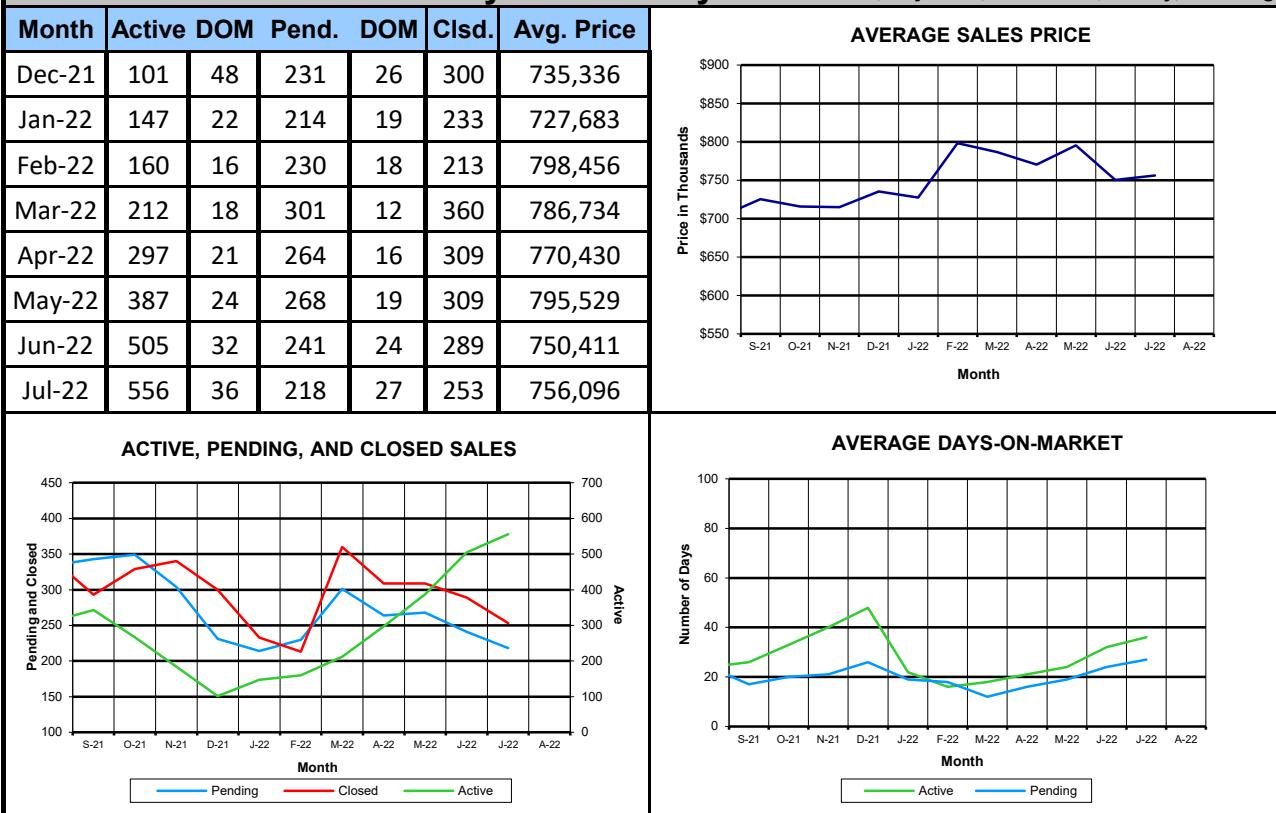


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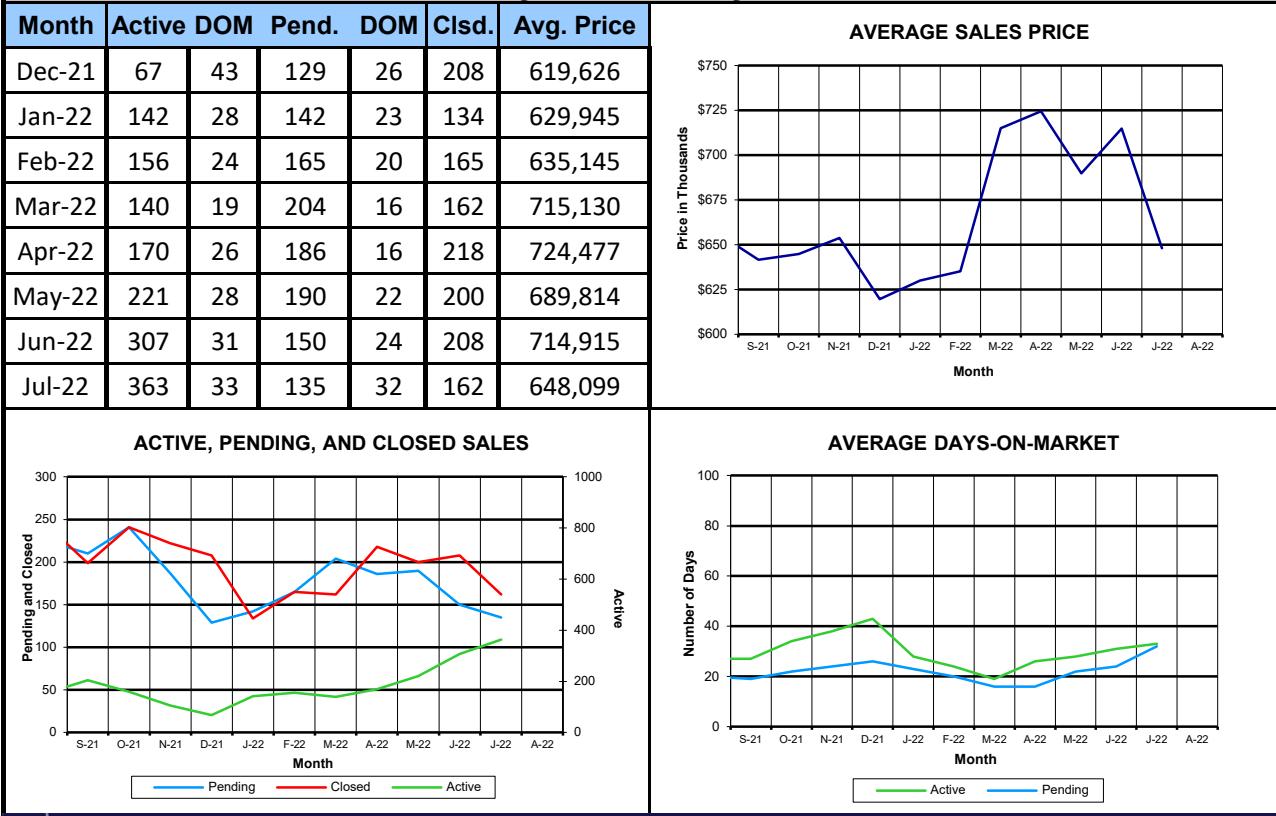
Marketing Research Department

E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



Fairfield-Vacaville SFD Monthly MLS Survey



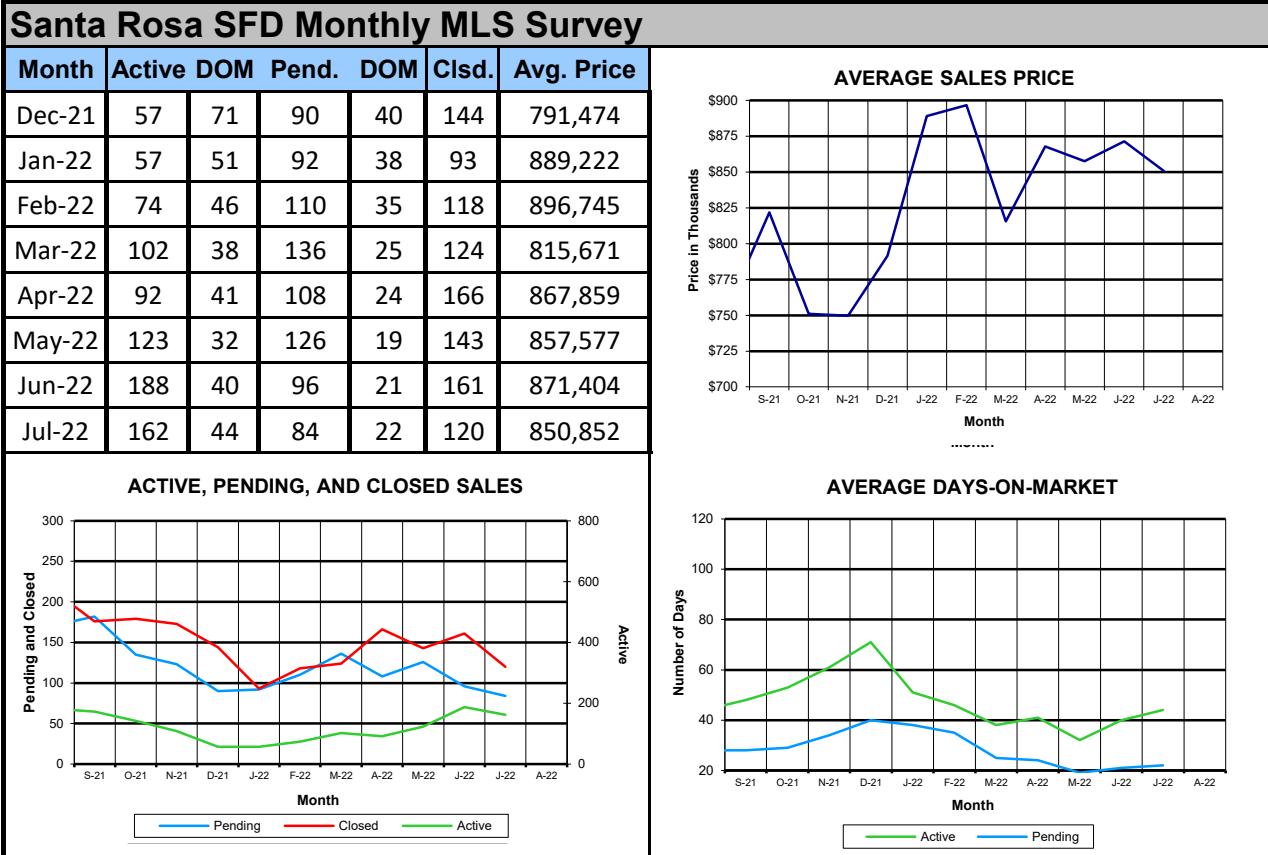
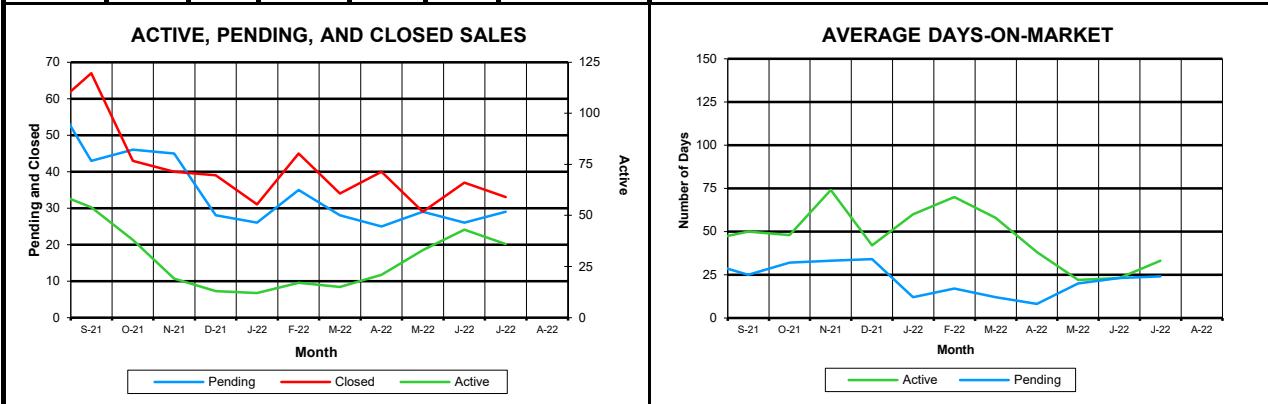


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Marketing Research Department

Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-21	13	42	28	34	39	511,893
Jan-22	12	60	26	12	31	604,378
Feb-22	17	70	35	17	45	605,400
Mar-22	15	58	28	12	34	602,058
Apr-22	21	38	25	8	40	589,647
May-22	33	22	29	20	29	547,477
Jun-22	43	23	26	23	37	622,768
Jul-22	36	33	29	24	33	512,235



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

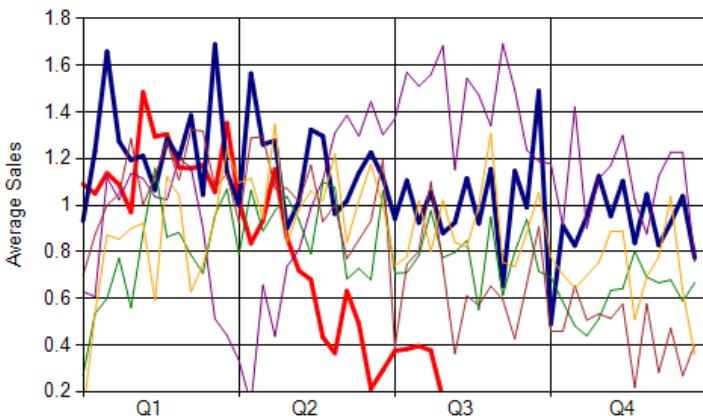
Central Valley

Week 31

Ending: Sunday, August 7, 2022

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		11	148	4	5	-1	-0.09	0.82	-111%	0.56	-116%	
San Joaquin County		48	716	21	13	8	0.17	0.92	-82%	0.54	-69%	
Stanislaus County		7	47	5	2	3	0.43	1.02	-58%	0.69	-37%	
Merced County		11	83	7	1	6	0.55	0.57	-4%	0.22	153%	
Madera County		3	3	1	1	0	0.00	0.86	-100%	0.56	-100%	
Fresno County		21	92	13	12	1	0.05	0.77	-94%	0.36	-87%	
Current Week Totals	Traffic : Sales	21 : 1	101	1089	51	34	17	0.17	0.83	-80%	0.48	-65%
Per Project Average				11	0.50	0.34	0.17					
Year Ago - 08/08/2021	Traffic : Sales	12 : 1	108	1293	106	11	95	0.88	1.17	-25%	1.08	-18%
% Change			-6%	-16%	-52%	209%	-82%	-81%	-29%		-56%	

52 Weeks Comparison



Year to Date Averages Through Week 31

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	50	30	1.04	0.11	0.92	0.87
■	2018	68	24	1.17	0.16	1.01	0.80
■	2019	78	22	0.98	0.14	0.83	0.77
■	2020	84	22	1.25	0.20	1.05	1.11
■	2021	105	16	1.29	0.12	1.17	1.09
■	2022	102	13	1.03	0.19	0.83	0.83
% Change:		-3%	-17%	-20%	68%	-29%	-24%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV			
RATE			
5.25%			5.30%
FHA			4.88%
APR			4.99%
10 Yr Yield			2.76%
			The housing market is one of the most interest-rate sensitive parts of the economy. Between the Fed's recent rate hikes and the likelihood of recession next year, mortgage rates have turned increasingly volatile. As of August 4, the average 30-year mortgage rate was 4.99%, according to Freddie Mac, up 2.22% from one year ago. Significantly higher rates have raised the costs of obtaining a mortgage, and in the second quarter, there was \$75BB in newly originated mortgage debt. Mortgage balances increased by \$207B this quarter and stood at \$11.39T, up 9% from last year. Although foreclosures have been low due to the moratoria on new foreclosures and mortgage forbearances, they increased by 46% quarter-over quarter to 35,000 people; this suggests the beginning of a return to normal after the culmination of low mortgage rates, pandemic-induced stimulus and greater housing demand seen the past two years. We forecast that the Fed will continue to hike interest rates through the end of this year; this in turn will likely adversely affect the housing market, and we can expect mortgage debt to continue to increase. Source: Wells Fargo Bank Weekly Economic & Financial Commentary

The Ryness Report

Week Ending
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					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
Legacy at College Park	Century	MH		DTMJ	133	0	2	11	0	0	129	40	1.42	1.29
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	6	17	0	2	76	26	1.38	0.84
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	1	17	0	0	37	16	0.67	0.52
Townsend at Ellis	Landsea	TR		DTMJ	104	0	6	17	0	0	98	59	2.21	1.90
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	4	19	1	0	36	36	1.27	1.27
Hillview	Lennar	TH		DTMJ	214	0	6	1	1	0	6	6	0.66	0.66
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	8	10	0	1	154	22	0.88	0.71
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	2	17	1	1	125	23	0.84	0.74
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	3	17	0	0	97	26	1.31	0.84
Langston at Mountain House	Shea	MH		ATMJ	171	0	4	17	0	0	163	21	1.23	0.68
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	1	5	1	1	97	8	0.87	0.26
TOTALS: No. Reporting: 11		Avg. Sales: -0.09			Traffic to Sales: 37 : 1			43	148	4	5	1018	283	Net: -1
City Codes: MH = Mountain House, TR = Tracy, TH = Tracy Hills														

Stockton/Lodi					Projects Participating: 11									
					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
Solari Ranch II	DR Horton	SK		DTST	65	0	2	3	1	1	60	50	1.30	1.61
Talavera	DR Horton	LD		DTMJ	27	0	2	3	1	0	3	3	0.48	0.48
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	6	1	0	0	70	20	1.01	0.65
Encantada at Vineyard Terrace	K Hovnanian S/O	LD		DTMJ	108	0	S/O	4	2	1	108	2	0.82	0.06
Montevello II	KB Home	SK		DTST	103	0	1	17	0	0	102	23	1.11	0.74
Santorini	KB Home	SK		DTMJ	86	0	5	36	1	0	63	32	1.19	1.03
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	18	0	0	71	34	1.05	1.10
Keys at Westlake	Lennar	SK		DTMJ	101	0	4	12	0	0	87	23	0.80	0.74
Westlake	Meritage	SK		DTMJ	84	4	4	9	1	0	26	26	1.23	1.23
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	2	1	0	23	23	0.99	0.99
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	3	13	0	0	17	17	0.80	0.80
TOTALS: No. Reporting: 11		Avg. Sales: 0.45			Traffic to Sales: 17 : 1			34	118	7	2	630	253	Net: 5
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 37									
San Joaquin County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	2	3	3	1	82	18	0.53	0.58
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	2	45	2	0	120	54	2.13	1.74
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	3	5	25	1	0	72	44	1.59	1.42
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	6	11	0	0	17	17	0.93	0.93
Summit at North Main	DR Horton	MN		DTST	67	4	3	11	2	0	27	27	1.27	1.27
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	3	15	0	0	2	2	0.47	0.47
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	4	12	1	2	92	20	1.15	0.65
Balboa at River Islands	Kiper	LP		DTMJ	77	0	6	26	0	0	61	24	1.05	0.77
Catalina II at River Islands	Kiper TSO	LP		DTMJ	101	0	TSO	19	0	0	76	25	1.03	0.81
Freestone	Kiper	MN		DTMJ	60	0	2	53	0	0	26	26	1.12	1.12
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	41	0	0	33	33	0.84	1.06
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	11	5	0	0	110	5	0.33	0.16
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	10	0	0	101	49	1.33	1.58
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	6	7	2	2	108	49	1.42	1.58
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	4	8	0	0	50	35	1.10	1.13
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	19	0	0	94	38	1.23	1.23
Laguna at River Islands	Pulte	LP		DTMJ	110	0	8	8	1	0	35	24	0.91	0.77
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	5	9	0	0	43	31	1.12	1.00
Sunset at River Islands	Pulte	LP		DTMJ	122	0	1	1	0	1	121	36	1.49	1.16
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	3	15	0	0	46	46	1.11	1.48
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	2	15	0	0	67	49	1.58	1.58
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	5	0	0	0	8	8	0.50	0.50
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	3	0	0	72	31	1.29	1.00
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	6	3	0	0	11	11	0.68	0.68
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	8	0	0	22	22	0.78	0.78
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	60	0	6	15	1	0	36	28	1.02	0.90
Venture at The Collective	Taylor Morrison TSO	MN		DTMJ	115	0	TSO	6	0	0	113	21	0.75	0.68
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	8	29	0	1	43	27	0.95	0.87
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	0	4	0	0	0	102	0	0.91	0.00
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	3	2	1	0	3	3	0.49	0.49
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	4	12	0	0	23	23	1.03	1.03
Avalon at River Islands	Trumark	LP		DTMJ	57	0	8	37	0	2	28	28	0.96	0.96
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	5	37	0	0	28	28	1.20	1.20
Dawn at The Collective	Trumark	MN		AASF	76	0	7	23	0	0	3	3	0.15	0.15
Vida at The Collective	Trumark	MN		AASF	103	0	9	23	0	0	8	8	0.33	0.33
Hdeaway II at River Islands	Van Daele	LP		ATST	108	0	1	16	0	0	5	5	0.60	0.60
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	6	26	0	2	84	21	1.09	0.68
TOTALS: No. Reporting: 37	Avg. Sales: 0.08		Traffic to Sales: 43 : 1			159	598	14	11	1972	919	Net: 3		

City Codes: MN = Manteca, LP = Lathrop

The Ryness Report

Week Ending
Sunday, August 7, 2022

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Stanislaus 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
Bruin Heights	DR Horton	WF		DTST	51	0	8	5	1	1	28	28	1.15	1.15
Edgewater	DR Horton	WF		DTST	75	0	4	2	0	0	68	28	1.07	0.90
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	2	4	1	1	84	33	1.44	1.06
Fieldstone II	KB Home	HG		DTST	50	0	3	12	1	0	15	15	0.98	0.98
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	3	4	8	1	0	148	32	1.24	1.03
TOTALS: No. Reporting: 5		Avg. Sales: 0.40			Traffic to Sales: 8 : 1			21	31	4	2	343	136	Net: 2
City Codes: WF = Waterford, PR = Patterson, HG = Hughson														

Turlock					Projects Participating: 2									
					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
Marcona	Bright	KY		DTMJ	116	2	6	11	1	0	12	12	1.06	1.06
Les Chateaux	KB Home	TK		DTMJ	60	0	5	5	0	0	23	23	0.95	0.95
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 16 : 1			11	16	1	0	35	35	Net: 1
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 11									
					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		DTMJ	120	2	3	3	0	0	117	1	0.69	0.03
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	8	6	0	0	11	11	0.45	0.45
Monterra V	DR Horton	MD		DTST	35	0	2	14	1	0	30	30	1.06	1.06
Pacheco Pointe	DR Horton	LB		DTST	118	0	8	0	0	0	110	45	1.39	1.45
Panorama	DR Horton	MD		DTST	192	0	12	14	0	0	180	13	1.08	0.42
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	4	7	2	1	33	22	0.67	0.71
Sunrise Ranch	Meritage	LB		DTMJ	87	0	30	13	1	0	31	25	0.81	0.81
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	2	13	1	0	41	24	0.97	0.77
Cypress Terrace	Stonefield Home	MD		DTST	125	3	3	5	1	0	106	15	0.69	0.48
Sunrise Ranch	Stonefield Home	LB		ATST	14	0	4	0	0	0	10	5	0.19	0.16
Villas II, The	Stonefield Home	LB		DTST	191	0	2	8	1	0	78	21	0.97	0.68
TOTALS: No. Reporting: 11		Avg. Sales: 0.55			Traffic to Sales: 12 : 1			78	83	7	1	747	212	Net: 6
City Codes: MD = Merced, LB = Los Banos														

Madera County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	0	7	1	0	0	6	6	0.31	0.31
Pheasant Run	Century	CW		DTMJ	70	3	10	1	0	0	48	37	1.20	1.19
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	5	1	1	1	86	33	1.07	1.06
TOTALS: No. Reporting: 3		Avg. Sales: 0.00			Traffic to Sales: 3 : 1			22	3	1	1	140	76	Net: 0
City Codes: CW = Chowchilla, MDA = Madera														

The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
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
Bravado	Century	REE		DTMU	182	0	7	4	0	0	33	25	0.78	0.81
Meadowood II	Century	FR		ATMU	127	0	7	0	1	0	85	49	1.60	1.58
Monarch	Century	KB		DTMU	64	3	9	1	0	0	31	29	0.58	0.94
Olivewood	Century	FR		DTMU	169	8	10	0	0	0	110	68	1.83	2.19
The Crossings II	Century	KER		DTMU	104	0	9	6	0	0	32	32	1.32	1.32
River Pointe	DR Horton	REE		DTMU	84	0	7	0	2	2	73	32	1.04	1.03
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	1	0	0	126	0	0.72	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	3	2	0	0	22	22	0.75	0.75
Centrella Villas	KB Home	FR		DTMU	146	3	3	21	1	0	7	7	3.06	3.06
Marshall Estates	KB Home	FO		DTST	76	3	2	18	2	0	67	29	1.21	0.94
Anatole- Clementine	Lennar	FR		DTMU	137	0	5	7	1	2	79	35	1.10	1.13
Anatole- Coronet	Lennar	FR		DTMU	99	0	2	7	0	0	61	7	0.85	0.23
Arboralla - Clementine	Lennar	CV		DTST	137	0	4	8	0	2	89	38	1.29	1.23
Brambles- Starling	Lennar	FR		ATST	150	0	2	3	0	0	71	20	0.99	0.65
Brambles- Wilde	Lennar	FR		DTST	89	0	4	3	2	1	60	12	0.83	0.39
Daffodil Hill - Clementine	Lennar	FR		DTMU	109	0	4	1	0	0	29	29	1.30	1.30
Fancher Creek - Coronet	Lennar	FR		ATST	80	0	5	2	0	0	60	4	0.70	0.13
Fancher Creek - Coronet II	Lennar	FR		DTMU	138	0	9	2	0	2	16	3	0.37	0.10
Fancher Creek California II	Lennar	FR		DTMU	106	0	2	2	1	1	45	18	0.92	0.58
Sterling Acres- Coronet	Lennar	FR		DTMU	95	0	6	3	3	1	29	29	1.25	1.25
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	160	0	9	1	0	1	44	15	0.65	0.48
TOTALS: No. Reporting: 21		Avg. Sales: 0.05			Traffic to Sales: 7 : 1			115	92	13	12	1169	503	Net: 1

City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis

Central Valley			Projects Participating: 101						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 101	Avg. Sales: 0.17	Traffic to Sales: 21 : 1	483	1089	51	34	6054	2417	Net: 17
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									

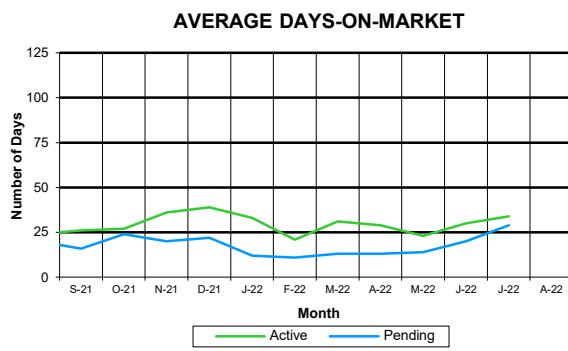


The Ryness Company

Marketing Research Department

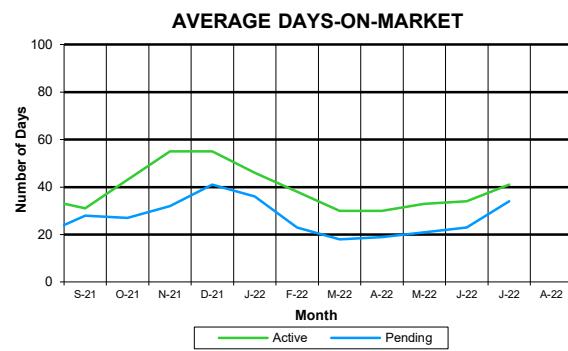
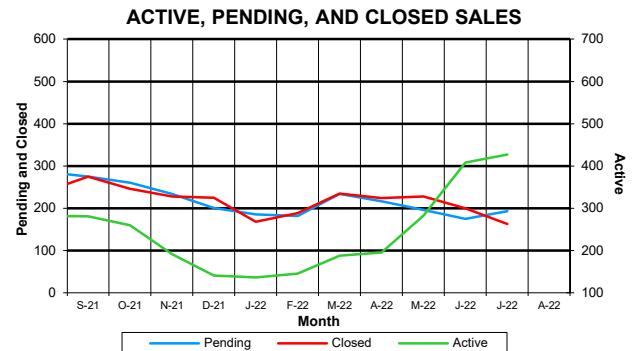
Tracy SFD Monthly MLS Survey

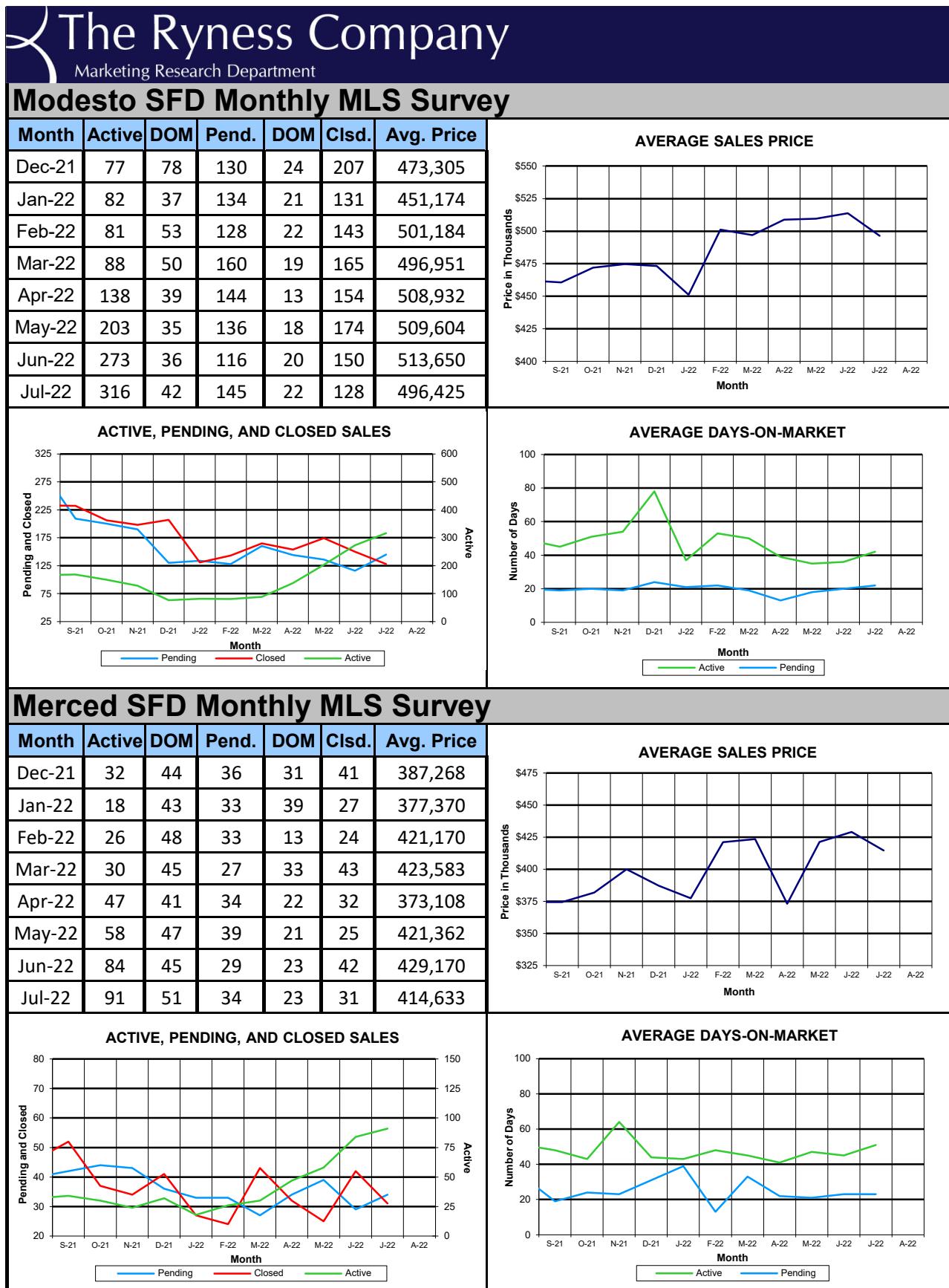
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	23	39	55	22	99	774,259
Jan-22	25	33	54	12	60	739,033
Feb-22	43	21	53	11	58	781,671
Mar-22	41	31	81	13	83	868,542
Apr-22	52	29	66	13	84	863,320
May-22	120	23	42	14	77	884,642
Jun-22	163	30	49	20	61	825,886
Jul-22	181	34	62	29	57	787,514



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	141	55	201	41	225	437,410
Jan-22	137	46	186	36	168	432,133
Feb-22	146	38	182	23	189	466,753
Mar-22	188	30	234	18	235	491,466
Apr-22	196	30	217	19	224	501,793
May-22	283	33	196	21	228	488,636
Jun-22	408	34	175	23	200	491,522
Jul-22	427	41	193	34	163	487,015





THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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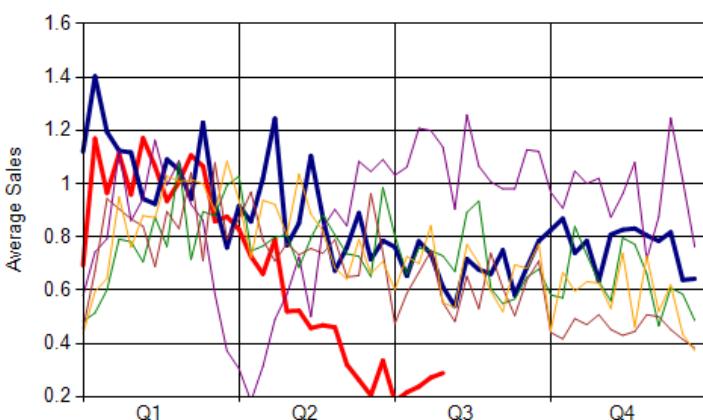
NATIONAL BUILDER DIVISION

Ending: Sunday, August 7, 2022

Sacramento Week 31

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento	19	202	5	2	3	0.16	0.70	-77%	0.33	-51%	
Central & North Sacramento	40	443	16	10	6	0.15	0.70	-79%	0.34	-56%	
Folsom	17	248	9	1	8	0.47	0.59	-21%	0.27	75%	
El Dorado	10	80	3	2	1	0.10	0.52	-81%	0.29	-66%	
Placer & Nevada	72	903	41	10	31	0.43	0.66	-34%	0.35	23%	
Yolo	5	37	0	0	0	0.00	0.64	-100%	0.44	-100%	
Amador County	1	0	0	0	0	0.00	0.23	-100%	0.23	-100%	
Northern Counties	13	74	5	3	2	0.15	0.80	-81%	0.44	-65%	
Current Week Totals	Traffic : Sales	25 : 1	177	1987	79	28	0.29	0.66	-57%	0.34	-16%
Per Project Average			11	0.45	0.16	0.29					
Year Ago - 08/08/2021	Traffic : Sales	23 : 1	165	2571	112	11	0.61	0.93	-34%	0.80	-23%
% Change			7%	-23%	-29%	155%	-50%	-53%	-28%	-57%	

52 Weeks Comparison



Year to Date Averages Through Week 31

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	140	27	0.96	0.15	0.81	0.73
■	2018	129	26	0.91	0.14	0.77	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.99	0.16	0.83	0.89
■	2021	160	18	1.02	0.09	0.93	0.85
■	2022	172	14	0.81	0.15	0.66	0.66
% Change:		8%	-24%	-20%	60%	-28%	-22%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary		
CONV	RATE 5.25%	APR 5.30%			
FHA	4.88%	4.99%			
10 Yr Yield		2.76%			
			The housing market is one of the most interest-rate sensitive parts of the economy. Between the Fed's recent rate hikes and the likelihood of recession next year, mortgage rates have turned increasingly volatile. As of August 4, the average 30-year mortgage rate was 4.99%, according to Freddie Mac, up 2.22% from one year ago. Significantly higher rates have raised the costs of obtaining a mortgage, and in the second quarter, there was \$75BB in newly originated mortgage debt. Mortgage balances increased by \$207B this quarter and stood at \$11.39T, up 9% from last year. Although foreclosures have been low due to the moratoria on new foreclosures and mortgage forbearances, they increased by 46% quarter-over quarter to 35,000 people; this suggests the beginning of a return to normal after the culmination of low mortgage rates, pandemic-induced stimulus and greater housing demand seen the past two years. We forecast that the Fed will continue to hike interest rates through the end of this year; this in turn will likely adversely affect the housing market, and we can expect mortgage debt to continue to increase. Source: Wells Fargo Bank Weekly Economic & Financial Commentary		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19										
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
The Retreats	K Hovnanian	RM		DTMJ	62	0	1	0	1	0	2	2	0.22	0.22	
Allegro	KB Home	LN		ATMJ	72	0	5	10	0	2	30	30	1.10	1.10	
Pleridae	KB Home	GT		DTST	69	0	1	5	0	0	68	18	0.95	0.58	
Traviso	KB Home	LN		DTMJ	422	0	2	9	0	0	27	27	0.89	0.87	
Vintage Park	KB Home	SO		DTST	81	0	2	9	0	0	78	18	1.26	0.58	
Antinori at Vineyard Creek	Lennar	SO		DTMJ	95	0	1	8	1	0	84	20	0.88	0.65	
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	5	9	0	0	241	41	1.19	1.32	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	9	1	0	91	23	0.98	0.74	
Redwood at Parkside	Lennar	VN		DTMJ	344	0	6	6	0	0	338	28	0.90	0.90	
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	16	0	0	5	5	0.31	0.31	
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	3	8	1	0	7	7	0.43	0.43	
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	2	18	0	0	7	7	0.75	0.75	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	29	0	0	68	28	1.18	0.90	
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	4	4	0	0	11	11	0.49	0.49	
Woodberry at Bradshaw Crossing II	Richmond American	TSO SO		DTMJ	120	0	TSO	8	0	0	1	1	0.24	0.24	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	108	0	2	15	0	0	106	10	0.73	0.32	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	4	15	0	0	98	16	0.68	0.52	
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	8	1	0	37	22	0.72	0.71	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	16	0	0	49	21	0.79	0.68	
TOTALS: No. Reporting: 19			Avg. Sales: 0.16				Traffic to Sales: 40 : 1		52	202	5	2	1348	335	Net: 3

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20													
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	6	0	0	0	40	8	0.42	0.26				
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	2	4	0	0	65	6	0.59	0.19				
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	6	4	0	0	46	0	0.42	0.00				
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	2	0	0	0	111	19	0.73	0.61				
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	2	17	0	0	119	8	0.71	0.26				
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	1	23	0	0	4	4	1.22	1.22				
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	1	3	0	0	30	30	1.06	1.06				
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	4	0	0	1	36	36	1.27	1.27				
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	5	1	1	65	65	2.30	2.30				
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	7	3	0	0	99	35	1.28	1.13				
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	7	2	0	0	65	15	0.74	0.48				
Ventana	Lennar	RO		DTMJ	160	0	4	11	0	0	141	39	0.89	1.26				
Verdant	Lennar	RO		DTST	157	0	5	11	1	0	117	23	0.97	0.74				
Viridian	Lennar	RO		DTST	185	3	3	11	2	0	152	26	0.94	0.84				
Echelon	Premier Homes	RO		DTMJ	57	0	1	49	1	0	4	4	0.76	0.76				
Elevate at Montelena	Premier Homes	RO		DTMJ	152	0	4	10	0	1	1	1	0.07	0.07				
Village 8 at Montelena	Premier Homes	RO		DTMJ	81	0	2	15	0	0	8	8	0.57	0.57				
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	7	30	0	1	18	18	0.81	0.81				
Acacia at Cypress	Woodside	RO		DTMJ	99	0	5	2	0	0	58	31	0.71	1.00				
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	5	4	0	1	142	28	0.93	0.90				
TOTALS: No. Reporting: 20			Avg. Sales: 0.00		Traffic to Sales: 41 : 1				76	204	5	5	1321	404				
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks																		
Net: 0																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20													
North 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				
Artisan - The Cove	Beazer	SO		DTST	145	0	2	5	0	0	109	16	0.74	0.52				
Edgeview - The Cove	Beazer	SO		ATST	156	0	6	5	1	1	109	19	0.98	0.61				
Westward - The Cove	Beazer	SO		DTST	122	0	4	6	0	0	74	20	0.60	0.65				
Windrow - The Cove	Beazer	SO		DTST	167	0	3	5	0	1	123	17	0.86	0.55				
Provence	Blue Mountain	SO		ATST	185	0	2	16	1	0	115	14	0.81	0.45				
Mbraga	DR Horton	AO		DTMJ	162	0	2	3	0	0	160	44	1.51	1.42				
Citrine at Barrett Ranch	Lennar	AO		DTST	53	4	4	16	4	0	37	23	0.75	0.74				
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	3	14	0	0	85	24	0.88	0.77				
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	4	16	0	0	82	16	0.84	0.52				
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	14	1	0	80	30	0.99	0.97				
Northlake - Bleau	Lennar	SO		DTMJ	236	0	3	14	1	0	79	26	0.97	0.84				
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	5	14	0	0	65	19	0.80	0.61				
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	14	1	0	66	26	0.91	0.84				
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	2	14	1	1	67	18	0.83	0.58				
Northlake - Shor	Lennar	SO		DTMJ	140	2	2	14	1	0	78	25	0.96	0.81				
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	4	14	0	0	70	17	0.86	0.55				
Northlake - Wavmrr	Lennar	SO		DTMJ	153	0	2	14	0	0	74	24	0.91	0.77				
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	4	12	0	1	41	27	0.80	0.87				
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	3	6	0	0	140	16	1.15	0.52				
Portisol at Artisan Square	Williams	SO		ATST	95	0	9	23	0	1	59	31	0.63	1.00				
TOTALS: No. Reporting: 20		Avg. Sales: 0.30			Traffic to Sales: 22 : 1				70	239	11	5	1713	452				
City Codes: SO = Sacramento, AO = Antelope																		
Net: 6																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17									
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
Sycamore Creek	JMC	FM		DTMJ	86	0	6	12	0	0	39	5	0.45	0.16
Enclave at Folsom Ranch	KB Home	FM		DTST	111	0	2	12	0	0	109	34	1.22	1.10
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	3	1	18	4	0	95	42	1.37	1.35
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	2	8	2	0	45	19	0.77	0.61
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	4	6	0	0	5	5	0.35	0.35
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	4	10	0	0	12	12	0.85	0.85
Lunaria at White Rock Springs	Lennar	FM		DTMJ	45	0	2	6	0	0	43	16	0.73	0.52
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	1	12	0	0	11	11	0.97	0.97
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	3	8	0	1	69	15	0.88	0.48
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	6	4	0	0	45	20	0.67	0.65
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	5	0	0	23	18	0.64	0.58
Folsom Ranch-Azure II	Taylor Morrison	FM		DTMJ	113	0	1	0	0	0	112	11	0.79	0.35
Gold Hill at Russell Ranch	The New Home Co	FM		DTMJ	77	0	2	2	0	0	75	14	0.80	0.45
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	3	25	0	0	98	17	0.77	0.55
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	1	22	1	0	66	15	0.86	0.48
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	3	3	49	1	0	4	4	0.56	0.56
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	6	49	1	0	2	2	0.28	0.28
TOTALS: No. Reporting: 17														Net: 8
City Codes: FM = Folsom														

El Dorado County					Projects Participating: 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
Revere	Blue Mountain	RE		DTMJ	51	0	2	11	0	0	34	5	0.51	0.16
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	5	11	1	1	88	21	0.82	0.68
Manzanita at Saratoga	Elliott	BH		DTMJ	103	3	3	10	1	0	57	17	0.56	0.55
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	4	0	0	8	8	0.46	0.46
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	11	0	1	42	14	0.47	0.45
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	2	5	0	0	102	19	0.73	0.61
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	4	9	1	0	206	40	1.01	1.29
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	3	6	0	0	8	8	0.32	0.32
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	4	6	0	0	19	4	0.33	0.13
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	2	7	0	0	24	19	0.58	0.61
TOTALS: No. Reporting: 10														Net: 1
City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer 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
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	11	11	1	0	45	15	0.76	0.48
Millstone at Sierra Pne	Black Pine	R/K		DTST	61	0	7	11	0	0	54	23	0.62	0.74
Carnelian	Blue Mountain	GB		ATMJ	28	0	3	5	0	0	25	5	0.33	0.16
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	8	1	0	22	15	0.44	0.48
Balboa	DR Horton	R/V		DTST	127	6	2	15	6	0	119	58	1.72	1.87
Balboa II	DR Horton	R/V	New	DTST	172	4	3	1	1	0	1	1	3.50	3.50
Heartland at Independence	DR Horton	LL		DTMJ	98	0	3	6	2	0	59	34	1.20	1.10
Melrose at Mason Trails	DR Horton	R/V		DTMJ	93	0	2	4	1	0	4	4	0.65	0.65
Traditions at Independence	DR Horton	LL		DTST	97	0	6	3	0	1	60	34	1.11	1.10
Winding Creek- The Wilds	DR Horton	R/V		DTST	120	3	1	16	3	0	117	49	1.61	1.58
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	4	44	0	0	39	17	0.67	0.55
Edgefield Place	JMC	R/K		DTMJ	83	0	2	24	0	0	15	15	0.70	0.70
Excelsior Village at Sierra Vista	JMC	R/V		DTMJ	80	0	8	21	0	0	2	2	0.13	0.13
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	0	5	18	0	0	51	15	0.75	0.48
Meadow brook at Fiddymont Farms	JMC	R/V		DTMJ	80	0	2	35	1	0	52	14	0.76	0.45
Monument Village at Sierra Vista	JMC	R/V		DTST	187	0	4	8	0	0	183	4	1.11	0.13
Palisade Village	JMC	R/V		DTST	232	0	2	16	0	0	207	25	1.39	0.81
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	3	29	0	0	75	12	0.76	0.39
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	0	5	33	1	0	53	18	0.78	0.58
Sentinel	JMC	R/V		DTST	132	0	2	19	0	0	126	0	1.00	0.00
Tribute Pointe	JMC	R/K		DTMJ	99	0	6	38	0	0	7	7	0.33	0.33
Wrenwood at Whitney Ranch	JMC	R/K		DTMJ	158	0	6	4	0	0	4	4	0.22	0.22
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	4	1	0	0	123	21	1.02	0.68
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	0	4	1	1	2	18	12	0.44	0.39
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	3	0	0	65	19	0.49	0.61
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	4	3	0	0	70	32	0.97	1.03
Bartlett at Mason Trails	KB Home	R/V		DTMJ	53	0	2	12	1	0	28	28	1.07	1.07
Copper Ridge	KB Home	LL		DTMJ	79	0	3	11	0	0	31	24	0.88	0.77
Cortland at Mason Trails	KB Home	R/V		DTMJ	110	0	5	13	0	0	31	31	1.18	1.18
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	7	7	0	1	215	51	1.29	1.65
Andorra at Sierra West	Lennar	R/V		DTMJ	193	0	2	13	1	0	77	24	0.80	0.77
Belle Maison at Campus Oaks	Lennar	R/V		DTMJ	132	0	3	6	0	1	81	19	0.88	0.61
Breckenridge at Sierra West	Lennar	R/V		DTMJ	182	0	1	12	0	0	20	16	0.46	0.52
Chantilly at Campus Oaks	Lennar	R/V		DTMJ	86	0	4	5	0	0	36	19	0.79	0.61
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	3	9	2	0	67	20	0.79	0.65
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	257	0	1	12	2	0	39	34	0.76	1.10
Heritage Solaire-Larissa	Lennar	R/V		AASF	162	0	2	2	0	0	160	10	0.72	0.32
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	311	3	3	12	3	0	32	30	0.59	0.97
Lumiere at Sierra West	Lennar	R/V		DTMJ	205	0	3	12	0	0	84	28	0.86	0.90
Meribel at Sierra West	Lennar	R/V		DTMJ	167	0	2	12	0	0	79	21	0.79	0.68
Moblise at Heritage Placer Vineyards	Lennar	R/V		DTST	178	0	2	12	1	1	42	35	0.84	1.13
Novara at Fiddymont	Lennar	R/V		DTST	105	0	1	8	1	0	95	23	0.87	0.74
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	0	6	8	1	1	88	19	0.80	0.61
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	101	0	6	9	0	1	95	14	0.83	0.45
St. Mritz at Sierra	Lennar	R/V		DTMJ	144	0	5	12	1	1	80	23	0.82	0.74

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Windham at Sierra West	Lennar	RV		DTMJ	105	0	2	7	1	0	22	17	0.64	0.55
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	44	5	0	0	21	21	0.94	0.94
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	10	1	0	59	23	0.93	0.74
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	2	9	1	0	30	23	0.76	0.74
Premier Soleil	Premier Homes	GB		DTMJ	52	3	2	29	1	0	1	1	0.44	0.44
Revere at Independence	Richmond American	LL		DTMJ	122	0	5	2	0	1	87	21	1.06	0.68
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	2	1	0	0	3	3	0.57	0.57
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	2	4	0	0	4	4	0.17	0.17
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	2	24	0	0	29	20	0.72	0.65
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	17	3	1	0	111	19	0.97	0.61
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	14	1	0	0	67	11	0.59	0.35
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	19	14	1	0	66	23	1.00	0.74
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	34	14	0	0	7	7	0.24	0.24
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	17	14	1	0	60	23	0.91	0.74
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	20	14	0	0	58	24	0.88	0.77
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	7	27	0	0	13	13	1.15	1.15
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	22	8	0	0	64	21	0.56	0.68
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	13	7	0	0	27	27	1.07	1.07
Eureka Grove	The New Home Co	GB		DTMJ	72	0	1	25	0	0	47	31	1.04	1.00
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	1	30	0	0	7	7	0.62	0.62
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	10	0	0	76	9	0.50	0.29
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	4	15	2	0	2	2	0.25	0.25
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	8	21	1	0	68	21	0.95	0.68
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	1	15	0	0	3	3	0.37	0.37
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	4	21	0	0	63	22	0.88	0.71
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	5	7	0	0	116	26	0.90	0.84
TOTALS: No. Reporting: 71		Avg. Sales: 0.44			Traffic to Sales: 22 : 1			420	901	41	10	4087	1346	Net: 31

City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers TSO	GV		DTST	45	0	TSO	2	0	0	26	6	0.14	0.19
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			0	2	0	0	26	6	Net: 0

City Codes: GV = Grass Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Yolo 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
Iris	Lennar	WL		DTMJ	97	0	3	6	0	0	3	3	0.29	0.29
Lavender	Lennar	WL		DTMJ	78	0	1	6	0	0	3	3	0.58	0.58
The Hideaway	Meritage	WN		DTMJ	148	0	5	1	0	0	6	6	0.72	0.72
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	4	5	0	0	59	25	0.86	0.81
Revival	Tim Lewis	WL		DTST	72	0	2	19	0	0	8	8	0.57	0.57
TOTALS: No. Reporting: 5			Avg. Sales: 0.00		Traffic to Sales: NA			15	37	0	0	79	45	Net: 0
City Codes: WL = Woodland, WN = Winters														

Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	1	0	0	0	16	7	0.32	0.23
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: NA			1	0	0	0	16	7	Net: 0

Butte County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Sparrow	DR Horton	CO		DTMJ	86	0	3	2	0	1	0	0	0.00	0.00
TOTALS: No. Reporting: 1			Avg. Sales: -1.00		Traffic to Sales: NA			3	2	0	1	0	0	Net: -1

Shasta County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Ro	DR Horton	RD		DTST	50	0	1	10	0	0	7	7	0.77	0.77
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: NA			1	10	0	0	7	7	Net: 0

City Codes: RD = Redding

Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	2	3	1	1	142	32	1.14	1.03
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: 3:1			2	3	1	1	142	32	Net: 0

City Codes: LO = Live Oak

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
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 Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	5	14	0	0	87	25	0.67	0.81
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	52	0	1	0	0	0	46	1	0.36	0.03
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	2	7	1	0	78	55	1.56	1.77
Sumerset at The Orchards	JMC	MS		DTST	96	0	2	3	0	0	94	7	0.81	0.23
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	4	6	0	0	16	16	0.88	0.88
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	3	3	15	3	1	35	35	1.73	1.73
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	5	0	0	71	27	0.73	0.87
Crosswinds at River Oaks	Meritage	PLK		DTMJ	72	0	4	4	0	0	66	31	1.04	1.00
Seasons at River Oaks	Richmond American	OL		DTST	83	0	5	3	0	0	70	17	0.85	0.55
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	5	2	0	0	91	18	0.89	0.58
TOTALS: No. Reporting: 10			Avg. Sales: 0.30		Traffic to Sales: 15 : 1				33	59	4	1	654	232
City Codes: PLK = Plumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 177						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 177		Avg. Sales: 0.29		Traffic to Sales: 25 : 1	753	1987	79	28	10834
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

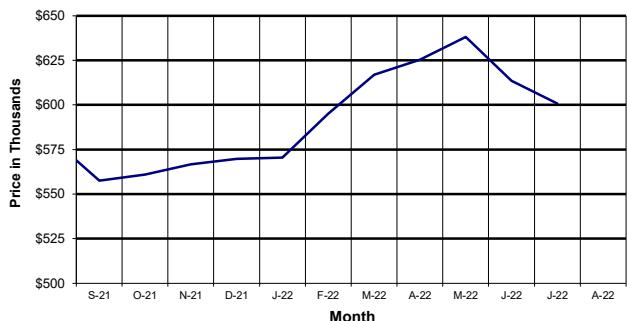
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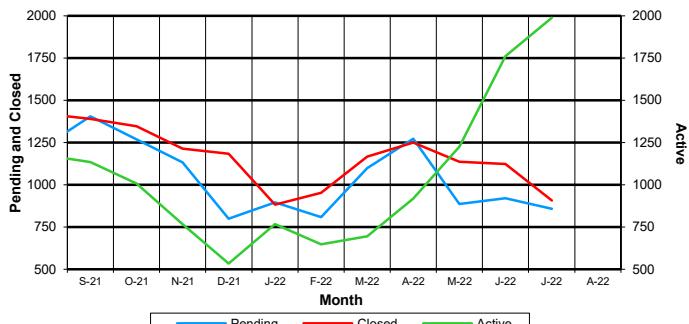
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	535	48	799	30	1,183	569,728
Jan-22	768	40	897	24	882	570,426
Feb-22	648	30	809	19	953	595,141
Mar-22	695	29	1,098	17	1,167	617,037
Apr-22	918	29	1,272	16	1,250	625,390
May-22	1,226	30	886	18	1,137	638,117
Jun-22	1,762	34	920	22	1,124	613,511
Jul-22	1,988	38	858	28	908	600,773

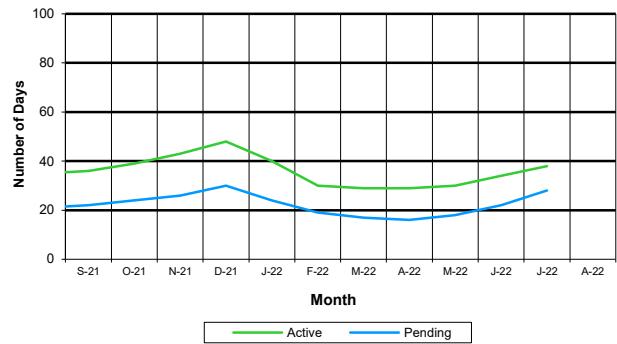
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



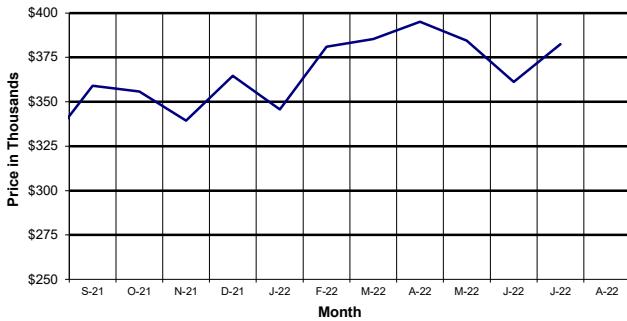
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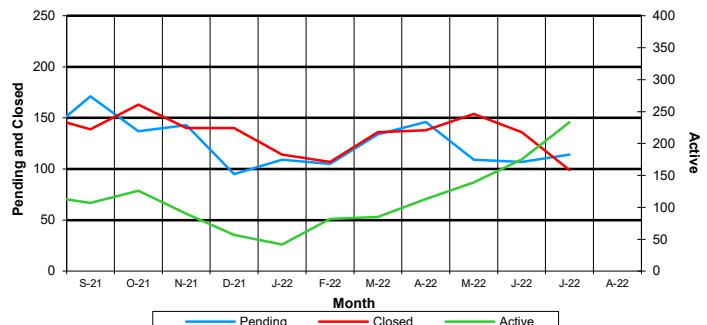
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	57	33	95	34	140	364,570
Jan-22	42	40	109	30	114	345,660
Feb-22	82	25	105	20	107	381,093
Mar-22	85	22	134	20	136	385,298
Apr-22	113	26	146	16	138	394,990
May-22	139	25	109	24	154	384,452
Jun-22	175	29	107	17	136	361,194
Jul-22	233	33	114	20	99	382,416

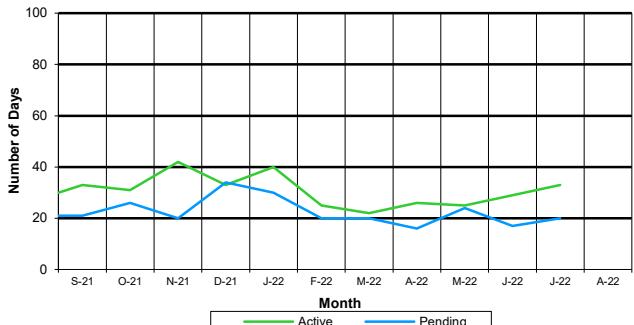
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



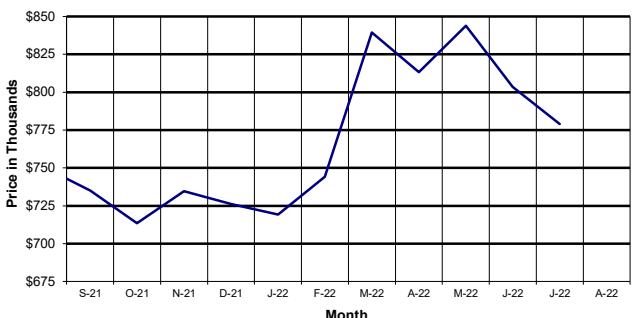
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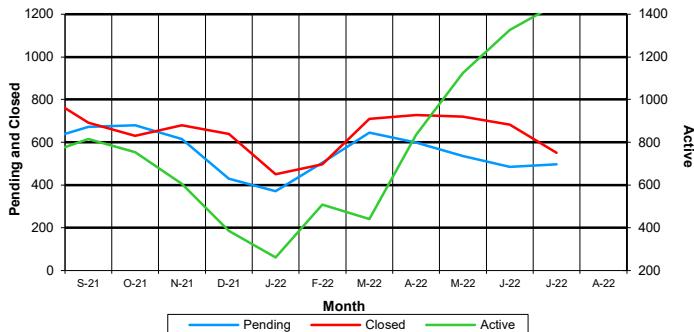
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	385	65	429	42	639	726,154
Jan-22	261	43	371	24	450	719,233
Feb-22	508	37	504	25	497	744,259
Mar-22	440	31	645	21	710	839,492
Apr-22	834	33	598	17	728	813,132
May-22	1,124	36	535	19	720	843,754
Jun-22	1,327	41	484	26	683	803,529
Jul-22	1,449	47	496	29	550	779,001

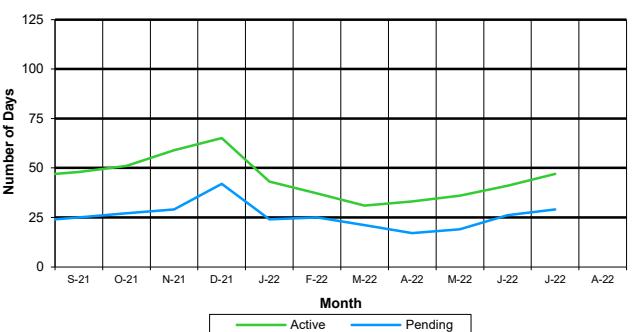
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



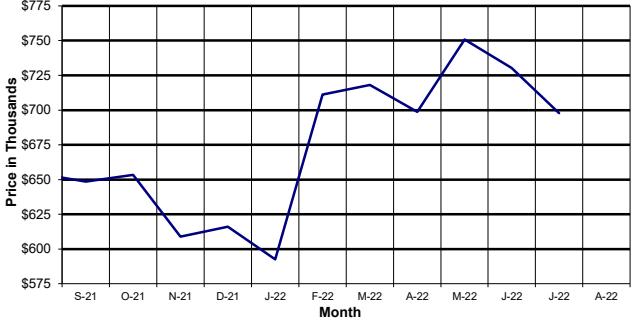
AVERAGE DAYS-ON-MARKET



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-21	79	54	57	50	115	616,097
Jan-22	65	51	98	27	76	592,505
Feb-22	80	45	86	34	95	711,203
Mar-22	86	44	91	22	133	718,155
Apr-22	114	38	103	15	109	698,720
May-22	152	34	97	27	128	750,961
Jun-22	214	37	89	22	121	730,190
Jul-22	242	41	103	34	103	697,744

AVERAGE SALES PRICE



AVERAGE DAYS-ON-MARKET

