

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



CALIBER
HOME LOANS

NATIONAL BUILDER DIVISION

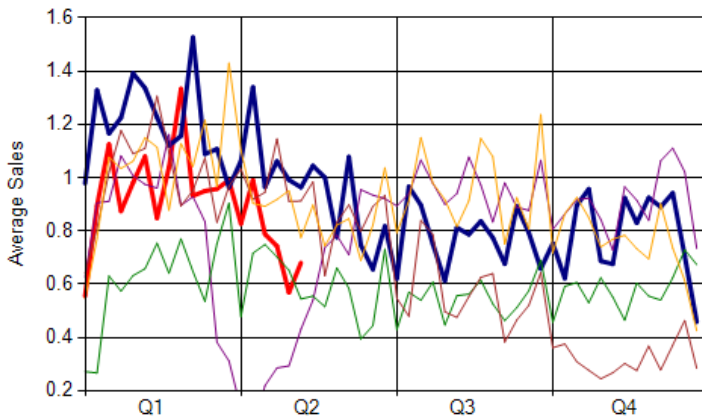
Bay Area

Week 19

Ending: Sunday, May 15, 2022

| Counties / Groups | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. |
|----------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|-------------|--------------------|-------------|
| Alameda | 28 | 266 | 26 | 3 | 23 | 0.82 | 0.84 | -2% | 0.84 | -2% |
| Contra Costa | 20 | 176 | 16 | 4 | 12 | 0.60 | 0.86 | -31% | 0.93 | -35% |
| Sonoma, Napa | 9 | 41 | 2 | 0 | 2 | 0.22 | 0.58 | -62% | 0.67 | -67% |
| San Francisco, Marin | 3 | 47 | 2 | 0 | 2 | 0.67 | 0.56 | 19% | 0.51 | 30% |
| San Mateo | 5 | 53 | 2 | 0 | 2 | 0.40 | 0.93 | -57% | 1.02 | -61% |
| Santa Clara | 12 | 102 | 13 | 1 | 12 | 1.00 | 1.18 | -15% | 1.19 | -16% |
| Monterey, Santa Cruz, San Benito | 8 | 65 | 7 | 0 | 7 | 0.88 | 0.99 | -12% | 0.97 | -10% |
| Solano | 18 | 193 | 13 | 3 | 10 | 0.56 | 1.04 | -47% | 1.05 | -47% |
| Current Week Totals | Traffic : Sales | 12 : 1 | 103 | 943 | 81 | 11 | 70 | 0.68 | 0.90 | -25% |
| Per Project Average | | | 9 | 0.79 | 0.11 | 0.68 | | | | |
| Year Ago - 05/16/2021 | Traffic : Sales | 14 : 1 | 109 | 1594 | 116 | 11 | 105 | 0.96 | 1.16 | -17% |
| % Change | | | -6% | -41% | -30% | 0% | -33% | -29% | -22% | -19% |

52 Weeks Comparison



Year to Date Averages Through Week 19

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 143 | 31 | 1.10 | 0.10 | 1.00 | 0.90 |
| ■ | 2018 | 129 | 33 | 1.07 | 0.08 | 0.99 | 0.70 |
| ■ | 2019 | 150 | 18 | 0.72 | 0.10 | 0.63 | 0.58 |
| ■ | 2020 | 153 | 13 | 0.78 | 0.12 | 0.66 | 0.80 |
| ■ | 2021 | 118 | 16 | 1.23 | 0.07 | 1.16 | 0.93 |
| ■ | 2022 | 103 | 12 | 1.00 | 0.10 | 0.90 | 0.90 |
| % Change: | | -13% | -28% | -18% | 40% | -22% | -3% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|-------|-------|---|
| CONV | RATE | APR | Demand for housing has ripped higher throughout the pandemic amid a change in preferences and an acceleration in already-favorable demographic tailwinds. But rapid demand has been met with an inadequate supply of homes available for sale, which has given way to a rapid rise in home building. Housing starts were 16% above the prior cycle peak through March. Affordability is a growing concern with home prices up nearly 20% on a year-ago basis and mortgage rates at a 13-year high. We thus expect momentum in home building began to top out in April and look for housing starts to decline slightly to an 1.789-million-unit pace. The National Association of Home Builders/Wells Fargo Housing Market Index has been trending lower, falling two points in April to 77. While home builder confidence remains historically high, the index has fallen two points in each of the past three months, with buyer traffic and expectations for future sales leading the index lower. Furthermore, the backlog of single-family homes that have been authorized but have not yet been started appears to be leveling off-a precursor to a modest pullback in single-family starts over the course of the year. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| FHA | 5.14% | 5.16% | |
| | 4.45% | 4.79% | |
| 10 Yr Yield | 2.88% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Alameda County | | | | | Projects Participating: 22 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Enclave - Alpine Collection | Century | FR | | DTMJ | 81 | 0 | 9 | 6 | 0 | 0 | 72 | 6 | 0.58 | 0.32 |
| Enclave - Cascade Collection | Century | FR | | ATMJ | 81 | 0 | 3 | 6 | 0 | 1 | 69 | 24 | 0.56 | 1.26 |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 4 | 5 | 0 | 0 | 47 | 12 | 0.36 | 0.63 |
| Hideaway, The | DR Horton | HY | | ATMJ | 59 | 0 | 1 | 3 | 0 | 0 | 58 | 21 | 1.13 | 1.11 |
| Atlas at Mssion Village | KB Home | HY | New | ATMJ | 72 | 10 | 3 | 28 | 7 | 0 | 7 | 7 | 49.00 | 49.00 |
| Aspect at Innovation | Lennar | FR | | ATMJ | 167 | 4 | 6 | 6 | 2 | 0 | 38 | 19 | 1.30 | 1.00 |
| Bungalows at Bridgeway | Lennar | NK | | DTMJ | 91 | 0 | 4 | 2 | 0 | 0 | 87 | 27 | 1.02 | 1.42 |
| Chroma at Innovation | Lennar | FR | New | ATMJ | 146 | 6 | 3 | 7 | 3 | 0 | 3 | 3 | 21.00 | 21.00 |
| Courts at Bridgeway | Lennar | NK | | ATMJ | 81 | 0 | 1 | 0 | 0 | 0 | 71 | 13 | 1.11 | 0.68 |
| Lumiere at Innovation | Lennar | FR | | ATMJ | 156 | 0 | 4 | 3 | 0 | 0 | 20 | 14 | 0.80 | 0.74 |
| Matrix at Innovation | Lennar | FR | | ATMJ | 53 | 0 | 3 | 5 | 0 | 0 | 26 | 8 | 0.81 | 0.42 |
| Terraces at Bridgeway | Lennar | NK | | ATMJ | 96 | 4 | 3 | 2 | 2 | 0 | 40 | 10 | 1.02 | 0.53 |
| Towns at Bridgeway | Lennar | NK | | ATMJ | 103 | 0 | 2 | 2 | 0 | 0 | 70 | 14 | 0.91 | 0.74 |
| Villas at Bridgeway | Lennar | NK | | DTMJ | 137 | 4 | 4 | 4 | 1 | 0 | 96 | 22 | 1.13 | 1.16 |
| Aventura | Nuvera Homes | FR | | ATMJ | 16 | 0 | 1 | 3 | 0 | 0 | 15 | 4 | 0.58 | 0.21 |
| Breeze at Bay37 | Pulte | AL | | DTMJ | 30 | 0 | 2 | 4 | 0 | 0 | 28 | 9 | 0.40 | 0.47 |
| Compass at Bay37 | Pulte | AL | | ATMJ | 93 | 0 | 4 | 4 | 0 | 0 | 44 | 9 | 0.64 | 0.47 |
| Landing at Bay37 | Pulte | AL | | ATMJ | 96 | 0 | 2 | 3 | 1 | 1 | 67 | 36 | 0.97 | 1.89 |
| Lookout at Bay37 | Pulte | AL | | ATMJ | 138 | 0 | 2 | 3 | 0 | 0 | 35 | 8 | 0.51 | 0.42 |
| Line at SoHay | Taylor Morrison | HY | | ATST | 198 | 0 | 10 | 4 | 0 | 0 | 153 | 27 | 0.95 | 1.42 |
| Prime at SoHay | Taylor Morrison TSO | HY | | ATST | 126 | 0 | TSO | 4 | 0 | 0 | 91 | 0 | 0.57 | 0.00 |
| Ellis at Central Station | TRI Pointe | OK | Rsv's | ATMJ | 128 | 4 | 3 | 15 | 2 | 0 | 46 | 9 | 0.45 | 0.47 |
| TOTALS: No. Reporting: 22 | | Avg. Sales: 0.73 | | Traffic to Sales: 7 : 1 | | | | 74 | 119 | 18 | 2 | 1183 | 302 | Net: 16 |
| City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland | | | | | | | | | | | | | | |

| Amador Valley | | | | | Projects Participating: 6 | | | | | | | | | |
|--------------------------|----------------|------------------|-----|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Broadway at Boulevard | Brookfield | DB | | ATMJ | 110 | 0 | 4 | 5 | 0 | 0 | 88 | 16 | 1.25 | 0.84 |
| Hyde Park at Boulevard | Brookfield TSO | DB | | ATMJ | 102 | 0 | TSO | 0 | 0 | 0 | 99 | 15 | 0.87 | 0.79 |
| Melrose at Boulevard | Brookfield | DB | | DTMJ | 75 | 4 | 9 | 99 | 2 | 0 | 9 | 9 | 2.74 | 2.74 |
| Lombard @ Boulevard | Lennar | DB | New | DTMJ | 100 | 8 | 4 | 20 | 4 | 0 | 4 | 4 | 28.00 | 28.00 |
| Skyline at Boulevard | Lennar | DB | | ATMJ | 114 | 0 | 4 | 3 | 0 | 1 | 104 | 16 | 0.79 | 0.84 |
| Venice at Boulevard | Lennar | DB | New | ATMJ | 91 | 6 | 4 | 20 | 2 | 0 | 2 | 2 | 7.00 | 7.00 |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 1.17 | | Traffic to Sales: 18 : 1 | | | | 25 | 147 | 8 | 1 | 306 | 62 | Net: 7 |
| City Codes: DB = Dublin | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Diablo Valley | | | | | Projects Participating: 4 | | | | | | | | | |
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Oak Park | Davidon | PH | | DTMJ | 34 | 0 | 10 | 4 | 0 | 0 | 7 | 7 | 0.41 | 0.41 |
| Woodbury Highlands | Davidon | LF | | ATMJ | 99 | 0 | 13 | 4 | 1 | 1 | 29 | 17 | 0.34 | 0.89 |
| The Brant | Lennar | LF | | ATMJ | 66 | 0 | 3 | 0 | 0 | 0 | 9 | 7 | 0.36 | 0.37 |
| Reserve at Pleasant Hill | Ponderosa | PH | | DTMJ | 17 | 0 | 1 | 10 | 0 | 0 | 16 | 4 | 0.19 | 0.21 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.00 | | Traffic to Sales: 18 : 1 | | | | 27 | 18 | 1 | 1 | 61 | 35 | Net: 0 |
| City Codes: PH = Pleasant Hill, LF = Lafayette | | | | | | | | | | | | | | |

| San Ramon Valley | | | | | Projects Participating: 1 | | | | | | | | | | |
|----------------------------|--|------------------|--|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Hillcrest at the Preserve | | Lennar | | SR | ATMJ | 104 | 0 | 2 | 0 | 0 | 0 | 99 | 15 | 1.02 | 0.79 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 2 | 0 | 0 | 0 | 99 | 15 | Net: 0 | | |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | | |

| West Contra Costa | | | | | Projects Participating: 1 | | | | | | | | | |
|-----------------------------|----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Village 29 | Lafferty | EC | ATMU | 29 | 0 | 1 | 3 | 0 | 0 | 28 | 5 | 0.18 | 0.26 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 1 | 3 | 0 | 0 | 28 | 5 | Net: 0 | |
| City Codes: EC = El Cerrito | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | Projects Participating: 9 | | | | | | | | | |
|---|------------------|----|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Cielo at Sand Creek- Horizon | Century | AN | DTMJ | 175 | 0 | 2 | 22 | 2 | 0 | 145 | 27 | 1.61 | 1.42 |
| Crest at Park Ridge | Davidon | AN | DTMJ | 300 | 0 | 2 | 13 | 1 | 0 | 240 | 24 | 0.99 | 1.26 |
| Hills at Park Ridge | Davidon | AN | DTMJ | 225 | 4 | 3 | 15 | 2 | 0 | 91 | 26 | 1.12 | 1.37 |
| Luca at Aviano | DeNova | AN | DTMJ | 194 | 0 | 5 | 34 | 0 | 0 | 74 | 32 | 1.86 | 1.68 |
| Luna at Aviano | Lennar | AN | DTMJ | 102 | 0 | 4 | 0 | 0 | 1 | 26 | 15 | 1.07 | 0.79 |
| Oriana at Aviano | Lennar | AN | DTMJ | 115 | 0 | 5 | 0 | 0 | 0 | 33 | 22 | 1.36 | 1.16 |
| Haven at Vista Del Mar | Taylor Morrison | PT | DTST | 60 | 0 | 2 | 3 | 0 | 1 | 42 | 7 | 0.59 | 0.37 |
| Retreat at Vista Del Mar | Taylor Morrison | PT | DTMJ | 142 | 0 | 1 | 3 | 0 | 0 | 74 | 21 | 0.92 | 1.11 |
| Serene at Vista Del Mar | Taylor Morrison | PT | DTMJ | 120 | 0 | 5 | 6 | 1 | 0 | 29 | 17 | 0.67 | 0.89 |
| TOTALS: No. Reporting: 9 | Avg. Sales: 0.44 | | Traffic to Sales: 16 : 1 | | | | 29 | 96 | 6 | 2 | 754 | 191 | Net: 4 |
| | | | | | | | | | | | | | |
| City Codes: AN= Antioch, PT = Pittsburg | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| East Contra Costa | | | | | Projects Participating: 5 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Delta Coves | Blue Mountain | BI | Rsv's | DTMJ | 81 | 4 | 2 | 17 | 3 | 0 | 71 | 2 | 0.50 | 0.11 |
| Chandler | Brookfield | BT | | DTMJ | 160 | 0 | 7 | 11 | 1 | 0 | 59 | 28 | 1.54 | 1.47 |
| Woodbury at Emerson Ranch | Lennar | OY | | DTMJ | 104 | 4 | 5 | 0 | 3 | 1 | 22 | 22 | 1.79 | 1.79 |
| Alicante | Meritage | OY | | DTMJ | 133 | 4 | 3 | 10 | 2 | 0 | 127 | 38 | 1.69 | 2.00 |
| Orchard Trails | Shea | BT | | DTMJ | 78 | 0 | 5 | 21 | 0 | 0 | 26 | 16 | 0.93 | 0.84 |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 1.60 | | Traffic to Sales: 7 : 1 | | | | 22 | 59 | 9 | 1 | 305 | 106 | Net: 8 |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley | | | | | | | | | | | | | | |

| Sonoma, Napa Counties | | | | Projects Participating: 9 | | | | | | | | | |
|---|-------------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Willow at University District | DR Horton | RP | DTMJ | 128 | 4 | 4 | 18 | 1 | 0 | 19 | 19 | 1.85 | 1.85 |
| Sterling Hills at Quarry Heights II | KB Home | PET | DTMJ | 91 | 0 | 3 | 7 | 0 | 0 | 29 | 12 | 0.73 | 0.63 |
| Aspect | Lafferty | PET | DTMJ | 18 | 0 | 1 | 0 | 0 | 0 | 16 | 0 | 0.11 | 0.00 |
| Seasons at University District | Richmond American | RP | DTMJ | 52 | 0 | 3 | 1 | 0 | 0 | 5 | 5 | 0.49 | 0.49 |
| Meadow Creek | Ryder | SR | DTMJ | 48 | 0 | 2 | 12 | 0 | 0 | 30 | 6 | 0.62 | 0.32 |
| Riverfront | TRI Pointe | PET | DTMJ | 134 | 4 | 4 | 3 | 1 | 0 | 75 | 17 | 0.95 | 0.89 |
| Arden | W Marketing | HB | DTMJ | 29 | 0 | 1 | 0 | 0 | 0 | 28 | 19 | 0.39 | 1.00 |
| City 44 | W Marketing | SR | ATMJ | 44 | 0 | 2 | 0 | 0 | 0 | 20 | 13 | 0.55 | 0.68 |
| Paseo Vista | W Marketing TSO | SR | DTST | 128 | 0 | TSO | 0 | 0 | 0 | 60 | 3 | 0.25 | 0.16 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 0.22 | | Traffic to Sales: 21 : 1 | | | 20 | 41 | 2 | 0 | 282 | 94 | Net: 2 |
| City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa, HB = Healdsburg | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 2 | | | | | | | | | |
|--|---------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Verandah | Landsea | NV | Rsv's | ATMJ | 80 | 0 | 1 | 38 | 0 | 0 | 22 | 14 | 0.58 | 0.74 |
| The Strand (Detached) | Trumark | SN | | DTMJ | 37 | 0 | 10 | 6 | 2 | 0 | 12 | 12 | 0.46 | 0.63 |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 1.00 | | Traffic to Sales: 22 : 1 | | | | 11 | 44 | 2 | 0 | 34 | 26 | Net: 2 |
| City Codes: NV = Novato, SN = San Rafael | | | | | | | | | | | | | | |

| San Francisco County | | | | | Projects Participating: 1 | | | | | | | | | | |
|--------------------------------|--|------------------|--|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Lofton at Portola | | TRI Pointe | | SF | ATMJ | 54 | 0 | 3 | 3 | 0 | 0 | 18 | 5 | 0.29 | 0.26 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 3 | 3 | 0 | 0 | 18 | 5 | Net: 0 | |
| City Codes: SF = San Francisco | | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Mateo County | | | | | Projects Participating: 5 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| One 90 - Borelle | Pulte | SM | | DTMJ | 29 | 0 | 4 | 4 | 0 | 0 | 24 | 3 | 0.35 | 0.16 |
| One 90 - Cobalt | Pulte | SM | | ATMJ | 54 | 0 | 3 | 3 | 0 | 0 | 13 | 13 | 0.71 | 0.68 |
| One 90 - Indigo | Pulte | SM | | ATMJ | 54 | 0 | 1 | 4 | 1 | 0 | 36 | 31 | 1.42 | 1.63 |
| One 90 - Slate | Pulte | SM | | ATMJ | 57 | 0 | 4 | 4 | 0 | 0 | 47 | 17 | 0.68 | 0.89 |
| Laguna Vista | SummerHill | FC | | ATMJ | 70 | 0 | 2 | 38 | 1 | 0 | 18 | 18 | 2.21 | 2.21 |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 0.40 | | Traffic to Sales: 27 : 1 | | | | 14 | 53 | 2 | 0 | 138 | 82 | Net: 2 |
| City Codes: SM= San Mateo, FC= Foster City | | | | | | | | | | | | | | |

| Santa Clara County | | | | | Projects Participating: 12 | | | | | | | | | |
|--|-----------------|------------------|------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Alina at Glen Loma Ranch | KB Home S/O | GL | DTMJ | 46 | 1 | S/O | 6 | 1 | 0 | 46 | 29 | 1.57 | 1.53 | |
| Ascent at Glen Loma Ranch | KB Home | GL | ATMJ | 124 | 0 | 5 | 6 | 0 | 0 | 57 | 36 | 2.17 | 1.89 | |
| Asher at Glen Loma Ranch | KB Home | GL | DTMJ | 35 | 0 | 4 | 4 | 0 | 0 | 31 | 12 | 1.06 | 0.63 | |
| Latitude at Communications Hill | KB Home | SJ | ATMJ | 160 | 0 | 2 | 6 | 0 | 0 | 158 | 12 | 1.73 | 0.63 | |
| Lavender | Landsea | SV | ATMJ | 128 | 4 | 2 | 13 | 3 | 0 | 38 | 28 | 1.25 | 1.47 | |
| Gateway at Central | Pulte | SJ | New | ATMJ | 100 | 8 | 4 | 11 | 4 | 0 | 4 | 4 | 28.00 | 28.00 |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill | LG | ATMJ | 76 | 0 | 6 | 12 | 0 | 0 | 39 | 21 | 0.97 | 1.11 | |
| Bellaterra - Flats | SummerHill | LG | ATMJ | 80 | 0 | 9 | 10 | 2 | 0 | 39 | 14 | 0.75 | 0.74 | |
| Bellaterra - Towns | SummerHill | LG | ATMJ | 97 | 0 | 3 | 9 | 1 | 0 | 35 | 16 | 0.67 | 0.84 | |
| Nuevo - Terraces | SummerHill | SC | ATST | 176 | 0 | 11 | 17 | 0 | 1 | 165 | 14 | 0.95 | 0.74 | |
| Ov8tion | Taylor Morrison | SV | ATMJ | 107 | 0 | 1 | 8 | 1 | 0 | 66 | 28 | 1.31 | 1.47 | |
| Jasper | Trumark | MH | ATMJ | 101 | 0 | 6 | 0 | 1 | 0 | 19 | 19 | 1.56 | 1.56 | |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 1.00 | | Traffic to Sales: 8 : 1 | | | 53 | 102 | 13 | 1 | 697 | 233 | Net: 12 | |
| City Codes: GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara, MH = Morgan Hill | | | | | | | | | | | | | | |

| Monterey, Santa Cruz, San Benito Counties | | | | Projects Participating: 8 | | | | | | | | | |
|---|------------|------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Roberts Ranch | KB Home | HO | DTMJ | 192 | 0 | 1 | 16 | 0 | 0 | 127 | 33 | 1.95 | 1.74 |
| Serenity at Santana Ranch II | Legacy S/O | HO | DTMJ | 31 | 0 | S/O | 5 | 0 | 0 | 31 | 12 | 0.70 | 0.63 |
| Polo Ranch | Lennar | SV | DTMJ | 40 | 0 | 2 | 2 | 2 | 0 | 28 | 15 | 0.96 | 0.79 |
| Montclair | Meritage | HO | DTMJ | 99 | 6 | 4 | 11 | 3 | 0 | 66 | 38 | 1.31 | 2.00 |
| Beach House II at the Dunes | Shea | MA | DTMJ | 92 | 0 | 2 | 13 | 0 | 0 | 48 | 18 | 1.17 | 0.95 |
| Enclave, The | Shea | SS | DTMJ | 26 | 0 | 2 | 2 | 0 | 0 | 23 | 8 | 0.46 | 0.42 |
| Sea House II at The Dunes | Shea | MA | ATMJ | 79 | 0 | 3 | 6 | 0 | 0 | 41 | 16 | 1.00 | 0.84 |
| Surf House II at The Dunes | Shea | MA | DTMJ | 48 | 0 | 1 | 10 | 2 | 0 | 20 | 11 | 0.49 | 0.58 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.88 | | Traffic to Sales: 9 : 1 | | | 15 | 65 | 7 | 0 | 384 | 151 | Net: 7 |
| City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside | | | | | | | | | | | | | |

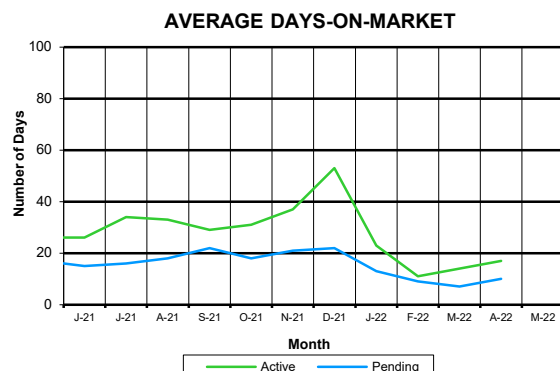
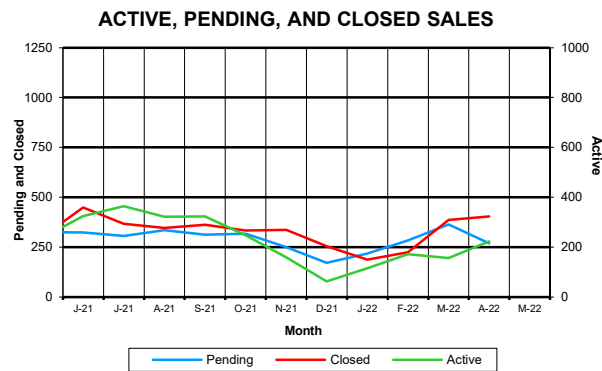
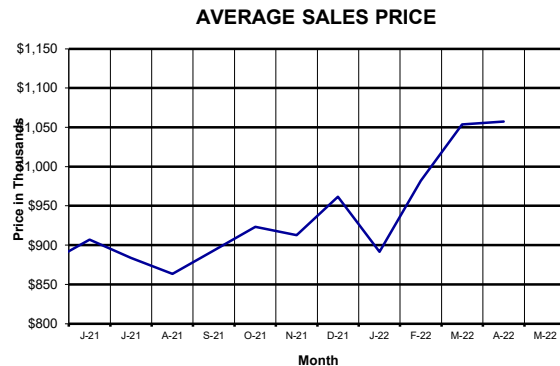
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Fairfield, Vacaville, Suisun, Dixon | | | | | Projects Participating: 21 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Hrizon at One Lake | Brookfield | FF | | ATMJ | 50 | 0 | 4 | 18 | 2 | 0 | 4 | 4 | 1.22 | 1.22 |
| Lakeside at One Lake | Brookfield | FF | Rsv's | ATMJ | 58 | 0 | 5 | 19 | 0 | 0 | 3 | 3 | 0.91 | 0.91 |
| Luminescence at Liberty | DeNova | RV | Rsv's | AASF | 311 | 4 | 3 | 23 | 2 | 0 | 52 | 30 | 1.17 | 1.58 |
| Savannah II at Homestead | DR Horton | DX | | DTST | 74 | 3 | 4 | 9 | 1 | 0 | 28 | 28 | 1.72 | 1.72 |
| Wildhaw k at Roberts Ranch | KB Home | VC | | DTMJ | 88 | 0 | 1 | 10 | 2 | 1 | 30 | 25 | 1.08 | 1.32 |
| Oreston at One Lake | Lennar | FF | | DTMJ | 130 | 0 | 1 | 10 | 1 | 0 | 91 | 22 | 1.08 | 1.16 |
| Reserve at Browns Valley II | Lennar | VC | | DTMJ | 29 | 0 | 3 | 0 | 1 | 0 | 26 | 16 | 0.89 | 0.84 |
| Homestead | Meritage | DX | | DTMJ | 99 | 0 | 3 | 18 | 0 | 0 | 79 | 30 | 1.27 | 1.58 |
| Tramore Village at Vanden Meadows | Meritage | VC | | DTMJ | 111 | 0 | 3 | 10 | 0 | 0 | 4 | 4 | 0.76 | 0.76 |
| Waterford Vanden Meadows 60s | Meritage | VC | | DTMJ | 83 | 0 | 1 | 6 | 0 | 0 | 5 | 5 | 0.70 | 0.70 |
| Midway Grove at Homestead | Richmond American | DX | | DTMJ | 88 | 0 | 8 | 7 | 0 | 0 | 78 | 2 | 0.84 | 0.11 |
| Orchards at Valley Glenn III | Richmond American | DX | | DTMJ | 80 | 0 | 2 | 1 | 0 | 0 | 22 | 15 | 0.64 | 0.79 |
| Seasons at Homestead | Richmond American | DX | | DTMJ | 85 | 0 | 3 | 3 | 0 | 0 | 5 | 5 | 0.80 | 0.80 |
| Sutton at Parklane | Richmond American | DX | | DTMJ | 121 | 0 | 2 | 6 | 1 | 0 | 62 | 25 | 1.04 | 1.32 |
| Carmello at Roberts Ranch | Taylor Morrison | VC | | DTMJ | 74 | 4 | 2 | 41 | 2 | 0 | 18 | 18 | 1.94 | 1.94 |
| Farmstead Square | Taylor Morrison | VC | | DTMJ | 130 | 0 | 4 | 7 | 1 | 1 | 76 | 19 | 1.00 | 1.00 |
| Meadow Wood at Homestead | Taylor Morrison | DX | | DTMJ | 60 | 0 | 2 | 5 | 0 | 1 | 24 | 19 | 1.21 | 1.00 |
| Sheffield at Brighton Landing | The New Home Co | VC | | DTMJ | 120 | 0 | 1 | 0 | 0 | 0 | 119 | 8 | 0.76 | 0.42 |
| Marigold at The Villages | TRI Pointe | FF | | DTMJ | 119 | 0 | 4 | NA | 0 | 0 | 92 | 24 | 1.15 | 1.26 |
| Shimmer at One Lake | TRI Pointe | FF | | DTMJ | 96 | 0 | 5 | NA | 0 | 0 | 66 | 14 | 0.83 | 0.74 |
| Splash at One Lake | TRI Pointe | FF | | DTMJ | 72 | 0 | 3 | NA | 0 | 0 | 51 | 15 | 0.80 | 0.79 |
| TOTALS: No. Reporting: 18 | | Avg. Sales: 0.56 | | Traffic to Sales: 15 : 1 | | | | 64 | 193 | 13 | 3 | 935 | 331 | Net: 10 |
| City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville | | | | | | | | | | | | | | |

| Bay Area | | | Projects Participating: 106 | | | | | | |
|---|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 103 | Avg. Sales: 0.68 | Traffic to Sales: 12 : 1 | 360 | 943 | 81 | 11 | 5224 | 1638 | Net: 70 |
| 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 | | | | | | | | | |

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

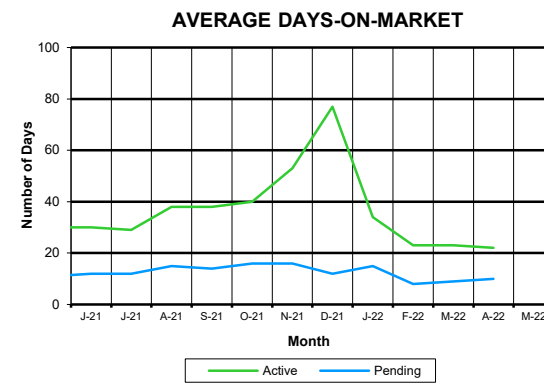
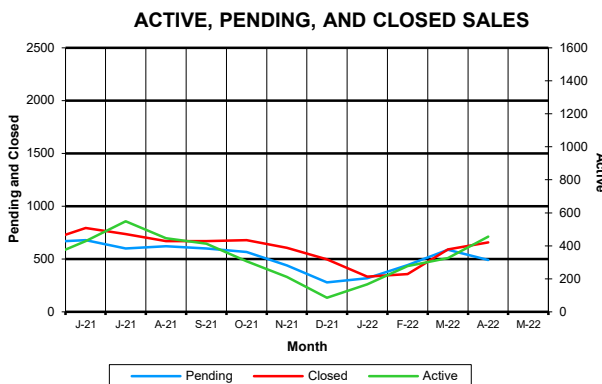
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 323 | 29 | 313 | 22 | 362 | 893,271 |
| Oct-21 | 247 | 31 | 318 | 18 | 333 | 923,235 |
| Nov-21 | 159 | 37 | 250 | 21 | 337 | 912,541 |
| Dec-21 | 62 | 53 | 171 | 22 | 255 | 961,501 |
| Jan-22 | 115 | 23 | 217 | 13 | 187 | 891,286 |
| Feb-22 | 172 | 11 | 284 | 9 | 224 | 981,926 |
| Mar-22 | 156 | 14 | 363 | 7 | 386 | 1,053,845 |
| Apr-22 | 223 | 17 | 269 | 10 | 404 | 1,057,560 |



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 412 | 38 | 601 | 14 | 671 | 1,593,222 |
| Oct-21 | 306 | 40 | 566 | 16 | 678 | 1,606,899 |
| Nov-21 | 212 | 53 | 438 | 16 | 607 | 1,682,047 |
| Dec-21 | 85 | 77 | 279 | 12 | 497 | 1,700,281 |
| Jan-22 | 166 | 34 | 318 | 15 | 334 | 1,723,298 |
| 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 |

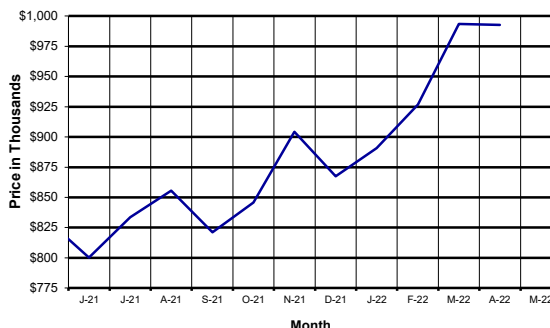


Amador Valley Attd. Monthly MLS Survey

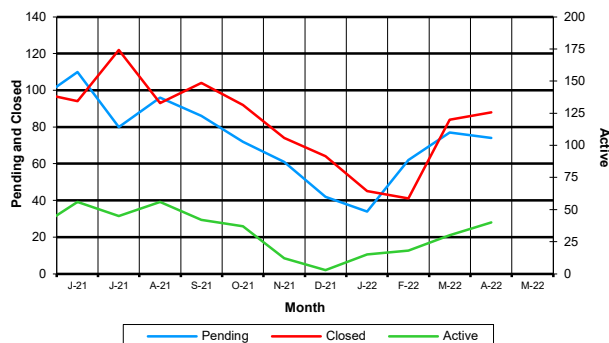
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 42 | 15 | 86 | 14 | 104 | 821,059 |
| Oct-21 | 37 | 15 | 72 | 14 | 92 | 845,875 |
| Nov-21 | 12 | 25 | 61 | 14 | 74 | 904,216 |
| Dec-21 | 3 | 5 | 42 | 10 | 64 | 867,477 |
| Jan-22 | 15 | 4 | 34 | 7 | 45 | 890,832 |
| 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 |

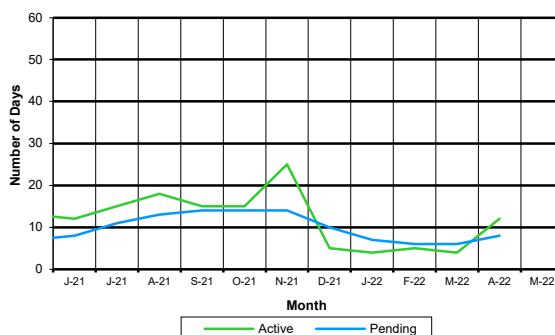
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

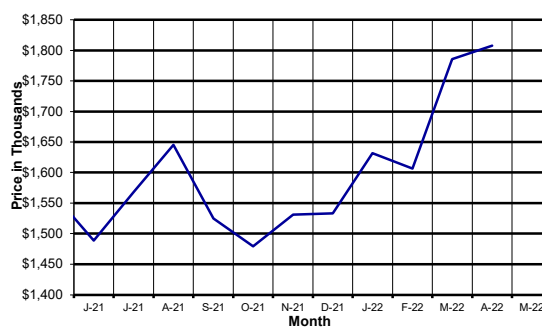


Amador Valley SFD Monthly MLS Survey

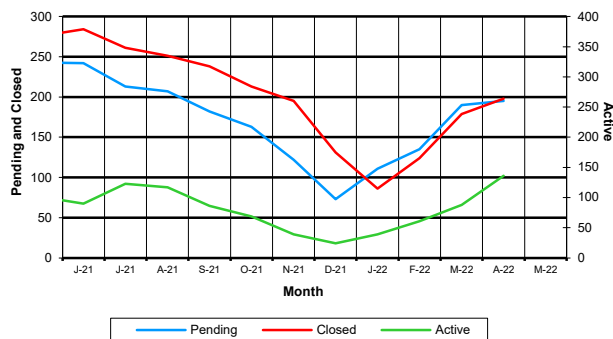
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 86 | 32 | 182 | 12 | 238 | 1,525,102 |
| Oct-21 | 69 | 41 | 163 | 10 | 213 | 1,479,419 |
| Nov-21 | 39 | 68 | 122 | 10 | 195 | 1,531,337 |
| Dec-21 | 24 | 53 | 73 | 14 | 131 | 1,533,107 |
| Jan-22 | 39 | 22 | 111 | 13 | 86 | 1,631,792 |
| 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 |

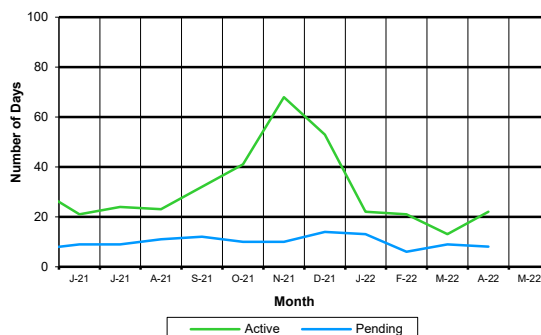
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES

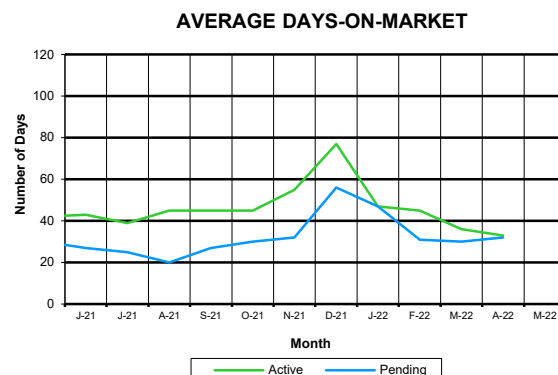
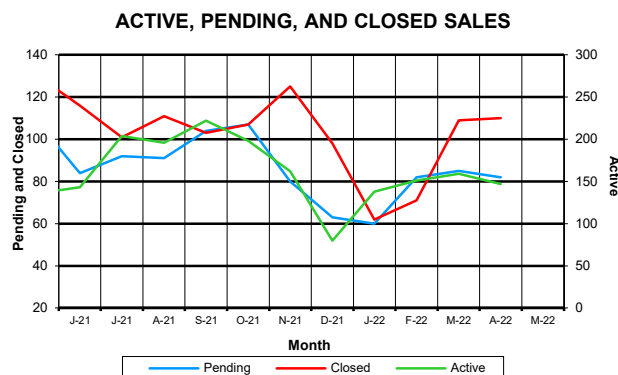
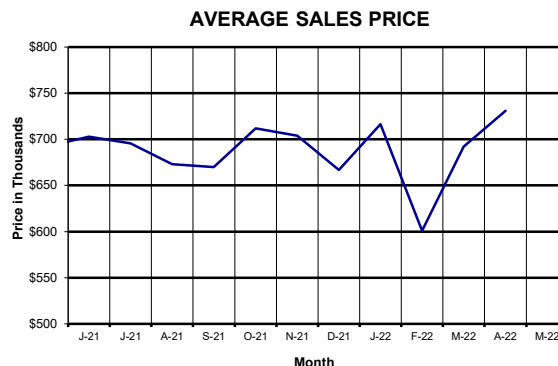


AVERAGE DAYS-ON-MARKET



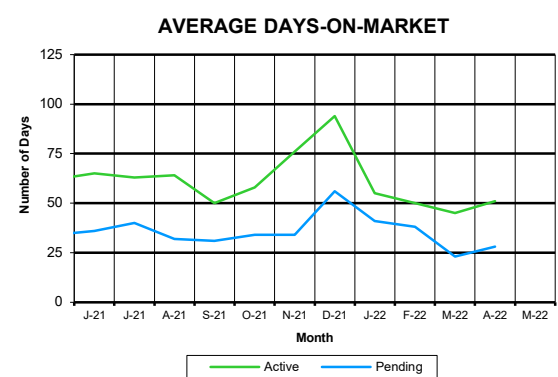
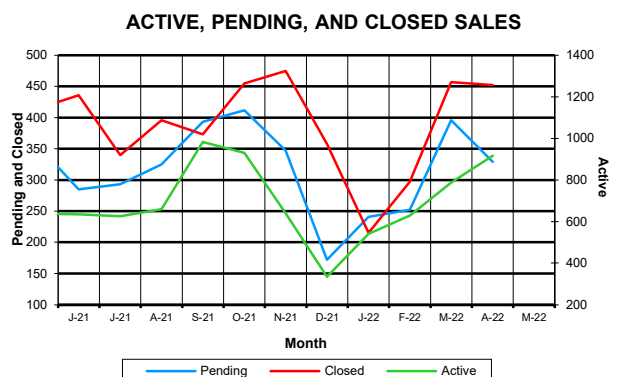
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 222 | 45 | 104 | 27 | 103 | 670,000 |
| Oct-21 | 198 | 45 | 107 | 30 | 107 | 711,796 |
| Nov-21 | 162 | 55 | 80 | 32 | 125 | 703,983 |
| Dec-21 | 80 | 77 | 63 | 56 | 98 | 666,852 |
| Jan-22 | 138 | 47 | 60 | 47 | 62 | 716,423 |
| 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 |



San Francisco Attd. Monthly MLS Survey

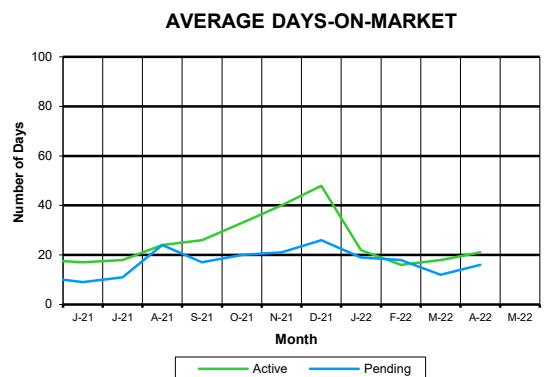
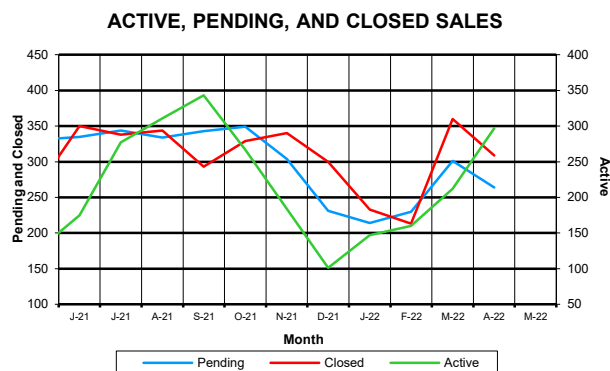
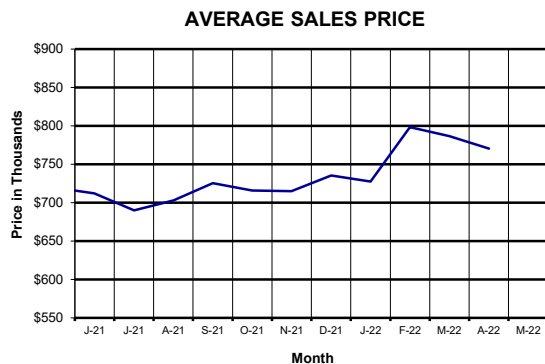
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 983 | 50 | 393 | 31 | 373 | 1,510,985 |
| Oct-21 | 930 | 58 | 412 | 34 | 455 | 1,589,937 |
| Nov-21 | 640 | 76 | 347 | 34 | 475 | 1,636,971 |
| Dec-21 | 334 | 94 | 172 | 56 | 358 | 1,556,407 |
| Jan-22 | 541 | 55 | 241 | 41 | 215 | 1,417,904 |
| 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 |



E. Contra Costa SFD Monthly MLS Survey

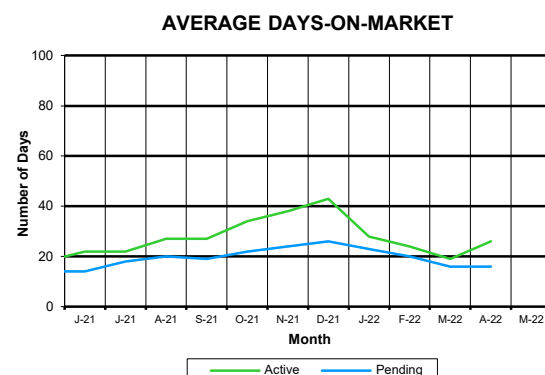
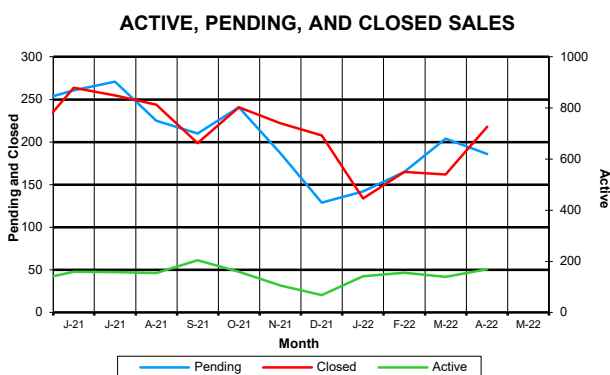
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 343 | 26 | 343 | 17 | 293 | 725,260 |
| Oct-21 | 267 | 33 | 349 | 20 | 329 | 715,975 |
| Nov-21 | 184 | 40 | 304 | 21 | 340 | 714,891 |
| Dec-21 | 101 | 48 | 231 | 26 | 300 | 735,336 |
| Jan-22 | 147 | 22 | 214 | 19 | 233 | 727,683 |
| Feb-22 | 160 | 16 | 230 | 18 | 213 | 798,456 |
| Mar-22 | 212 | 18 | 301 | 12 | 360 | 786,734 |
| Apr-22 | 297 | 21 | 264 | 16 | 309 | 770,430 |



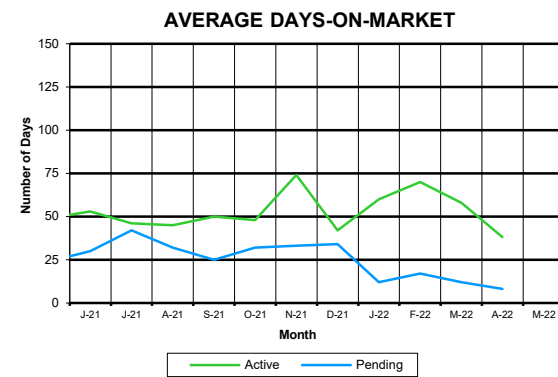
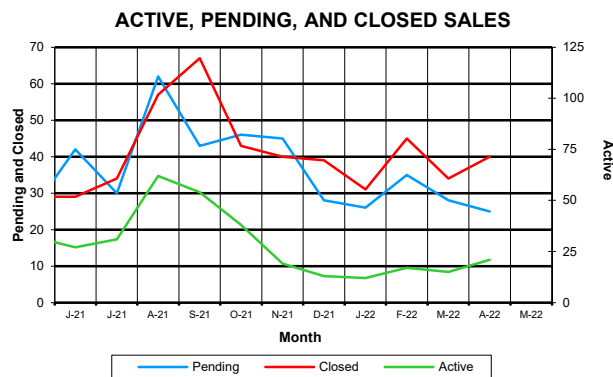
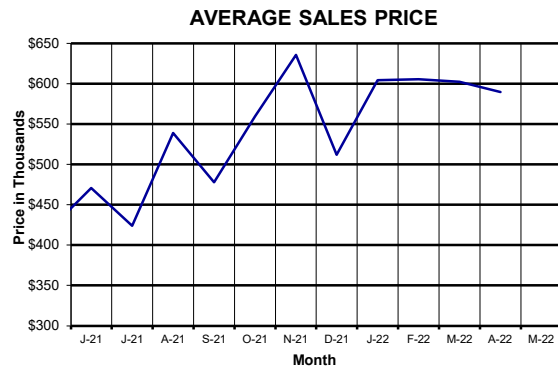
Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 204 | 27 | 210 | 19 | 199 | 641,608 |
| Oct-21 | 160 | 34 | 241 | 22 | 241 | 644,817 |
| Nov-21 | 105 | 38 | 187 | 24 | 222 | 653,746 |
| Dec-21 | 67 | 43 | 129 | 26 | 208 | 619,626 |
| Jan-22 | 142 | 28 | 142 | 23 | 134 | 629,945 |
| Feb-22 | 156 | 24 | 165 | 20 | 165 | 635,145 |
| Mar-22 | 140 | 19 | 204 | 16 | 162 | 715,130 |
| Apr-22 | 170 | 26 | 186 | 16 | 218 | 724,477 |



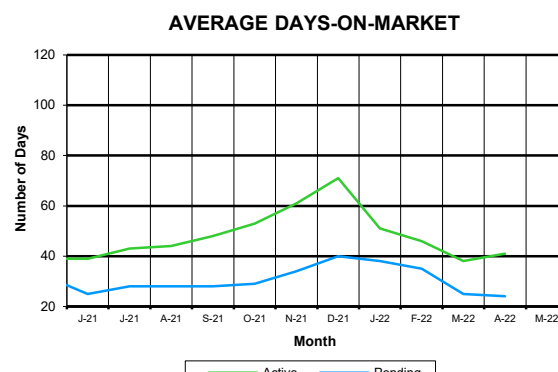
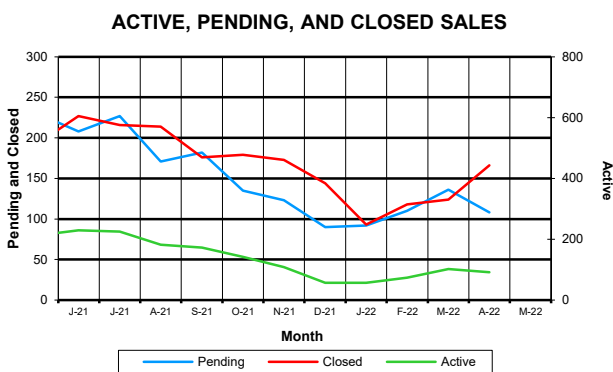
Santa Rosa Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 54 | 50 | 43 | 25 | 67 | 477,925 |
| Oct-21 | 38 | 48 | 46 | 32 | 43 | 559,334 |
| Nov-21 | 19 | 74 | 45 | 33 | 40 | 635,579 |
| Dec-21 | 13 | 42 | 28 | 34 | 39 | 511,893 |
| Jan-22 | 12 | 60 | 26 | 12 | 31 | 604,378 |
| 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 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 173 | 48 | 182 | 28 | 176 | 821,798 |
| Oct-21 | 142 | 53 | 135 | 29 | 179 | 751,115 |
| Nov-21 | 109 | 61 | 123 | 34 | 173 | 749,803 |
| Dec-21 | 57 | 71 | 90 | 40 | 144 | 791,474 |
| Jan-22 | 57 | 51 | 92 | 38 | 93 | 889,222 |
| Feb-22 | 74 | 46 | 110 | 35 | 118 | 896,745 |
| Mar-22 | 102 | 38 | 136 | 25 | 124 | 815,671 |
| Apr-22 | 92 | 41 | 108 | 24 | 166 | 867,859 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

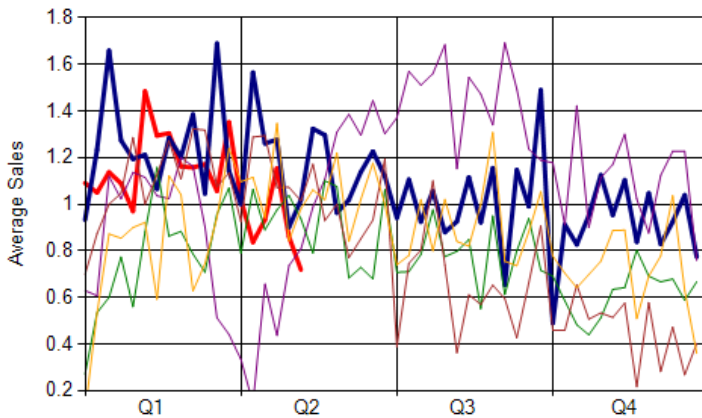
Central Valley

Ending: Sunday, May 15, 2022

Week 19

| Counties / Groups | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. |
|------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------|--------------------|-------------|
| Tracy/Mountain House | 11 | 105 | 11 | 1 | 10 | 0.91 | 1.02 | -11% | 1.04 | -13% |
| San Joaquin County | 46 | 521 | 43 | 8 | 35 | 0.76 | 1.27 | -40% | 1.31 | -42% |
| Stanislaus County | 6 | 54 | 4 | 0 | 4 | 0.67 | 1.32 | -50% | 1.43 | -54% |
| Merced County | 12 | 123 | 8 | 3 | 5 | 0.42 | 0.74 | -44% | 0.72 | -42% |
| Madera County | 3 | 9 | 2 | 0 | 2 | 0.67 | 1.01 | -34% | 0.86 | -22% |
| Fresno County | 18 | 128 | 14 | 1 | 13 | 0.72 | 1.04 | -31% | 1.12 | -35% |
| Current Week Totals | 96 | 940 | 82 | 13 | 69 | 0.72 | 1.10 | -35% | 1.14 | -37% |
| Per Project Average | | 10 | 0.85 | 0.14 | 0.72 | | | | | |
| Year Ago - 05/16/2021 | 111 | 1688 | 134 | 21 | 113 | 1.02 | 1.23 | -17% | 1.23 | -18% |
| % Change | -14% | -44% | -39% | -38% | -39% | -29% | -10% | | -8% | |

52 Weeks Comparison



Year to Date Averages Through Week 19

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 | 32 | 1.00 | 0.11 | 0.89 | 0.87 |
| ■ | 2018 | 66 | 26 | 1.25 | 0.14 | 1.10 | 0.80 |
| ■ | 2019 | 76 | 21 | 0.97 | 0.14 | 0.83 | 0.77 |
| ■ | 2020 | 79 | 22 | 1.01 | 0.20 | 0.81 | 1.11 |
| ■ | 2021 | 105 | 18 | 1.35 | 0.12 | 1.23 | 1.09 |
| ■ | 2022 | 103 | 15 | 1.25 | 0.15 | 1.10 | 1.10 |
| % Change: | | -3% | -16% | -7% | 27% | -10% | 1% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|-------|-------|---|
| CONV | RATE | APR | Demand for housing has ripped higher throughout the pandemic amid a change in preferences and an acceleration in already-favorable demographic tailwinds. But rapid demand has been met with an inadequate supply of homes available for sale, which has given way to a rapid rise in home building. Housing starts were 16% above the prior cycle peak through March. Affordability is a growing concern with home prices up nearly 20% on a year-ago basis and mortgage rates at a 13-year high. We thus expect momentum in home building began to top out in April and look for housing starts to decline slightly to an 1.789-million-unit pace. The National Association of Home Builders/Wells Fargo Housing Market Index has been trending lower, falling two points in April to 77. While home builder confidence remains historically high, the index has fallen two points in each of the past three months, with buyer traffic and expectations for future sales leading the index lower. Furthermore, the backlog of single-family homes that have been authorized but have not yet been started appears to be leveling off-a precursor to a modest pullback in single-family starts over the course of the year. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| FHA | 5.14% | 5.16% | |
| | 4.45% | 4.79% | |
| 10 Yr Yield | 2.88% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Tracy/Mountain House | | | | | Projects Participating: 11 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Magnolia Park | Bright | TR | | DTMJ | 42 | 0 | 1 | 4 | 0 | 0 | 41 | 0 | 0.46 | 0.00 |
| Legacy at College Park | Century | MH | | DTMJ | 133 | 0 | 4 | 32 | 0 | 0 | 121 | 33 | 1.53 | 1.74 |
| Hartwell at Ellis | Landsea | TR | Rsv's | DTMJ | 121 | 8 | 2 | 0 | 6 | 0 | 72 | 22 | 1.67 | 1.16 |
| Kinbridge at Ellis | Landsea | TR | Rsv's | DTMJ | 83 | 0 | 10 | 0 | 0 | 0 | 28 | 7 | 0.65 | 0.37 |
| Townsend at Ellis | Landsea | TR | | DTMJ | 104 | 0 | 5 | 0 | 0 | 0 | 93 | 54 | 2.88 | 2.84 |
| Amethyst at Tracy Hills | Lennar | TH | | ATMJ | 132 | 0 | 5 | 6 | 0 | 0 | 26 | 26 | 1.60 | 1.60 |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 200 | 0 | 2 | 23 | 2 | 0 | 151 | 19 | 0.93 | 1.00 |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 0 | 2 | 16 | 0 | 0 | 115 | 13 | 0.84 | 0.68 |
| Bergamo at Mountain House | Shea | MH | | DTMJ | 137 | 0 | 2 | 8 | 1 | 0 | 95 | 24 | 1.54 | 1.26 |
| Langston at Mountain House | Shea | MH | | ATMJ | 171 | 0 | 1 | 13 | 2 | 0 | 163 | 21 | 1.36 | 1.11 |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 98 | 0 | 3 | 3 | 0 | 1 | 95 | 6 | 0.96 | 0.32 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.91 | | Traffic to Sales: 10 : 1 | | | | 37 | 105 | 11 | 1 | 1000 | 225 | Net: 10 |
| City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | Projects Participating: 11 | | | | | | | | | |
|--------------------------------------|-------------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Palomino at Westlake | DR Horton | SK | DTMJ | 116 | 0 | 4 | 0 | 0 | 0 | 112 | 38 | 1.81 | 2.00 |
| Solari Ranch II | DR Horton | SK | DTST | 65 | 0 | 5 | 6 | 1 | 1 | 35 | 25 | 1.02 | 1.32 |
| Aspire at River Terrace II | K Hovnanian | SK | DTMJ | 107 | 0 | 2 | 0 | 0 | 0 | 70 | 20 | 1.23 | 1.05 |
| Encantada at Vineyard Terrace | K Hovnanian | LD | DTMJ | 108 | 0 | 1 | 0 | 0 | 0 | 107 | 1 | 0.89 | 0.05 |
| Montevello II | KB Home | SK | DTST | 103 | 0 | 1 | 1 | 0 | 0 | 102 | 23 | 1.28 | 1.21 |
| Santorini | KB Home | SK | DTMJ | 86 | 4 | 4 | 6 | 2 | 0 | 58 | 27 | 1.42 | 1.42 |
| Verona at Destinations | KB Home TSO | SK | ATMJ | 106 | 0 | TSO | 7 | 2 | 0 | 70 | 33 | 1.25 | 1.74 |
| Keys at Westlake | Lennar | SK | DTMJ | 101 | 4 | 5 | 14 | 1 | 0 | 80 | 17 | 0.82 | 0.89 |
| Westlake | Meritage | SK | DTMJ | 84 | 0 | 2 | 8 | 0 | 0 | 13 | 13 | 1.42 | 1.42 |
| Autumn Trails at Westlake | Richmond American | SK | DTMJ | 112 | 0 | 4 | 4 | 0 | 0 | 16 | 16 | 1.42 | 1.42 |
| Summers Bend at Westlake | Richmond American | SK | DTMJ | 96 | 0 | 3 | 1 | 1 | 0 | 10 | 10 | 1.08 | 1.08 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.55 | | Traffic to Sales: 7 : 1 | | | 31 | 47 | 7 | 1 | 673 | 223 | Net: 6 |
| City Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------------------|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Joaquin County | | | | | Projects Participating: 35 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Turnleaf at the Collective | Anthem United | MN | | AASF | 84 | 0 | 1 | 3 | 0 | 0 | 80 | 16 | 0.56 | 0.84 |
| Griffin Park | Atherton | MN | | DTMJ | 156 | 6 | 5 | 47 | 4 | 1 | 105 | 39 | 2.37 | 2.05 |
| Cascade at Stanford Crossing | DR Horton | LP | | DTMJ | 100 | 4 | 5 | 7 | 1 | 1 | 69 | 41 | 2.07 | 2.16 |
| Pinnacle at North Main | DR Horton | MN | | DTMJ | 87 | 0 | 4 | 10 | 1 | 1 | 13 | 13 | 2.07 | 2.07 |
| Summit at North Main | DR Horton | MN | | DTST | 67 | 0 | 4 | 10 | 0 | 0 | 13 | 13 | 1.40 | 1.40 |
| Haven Villas at Sundance | KB Home TSO | MN | | DTMJ | 235 | 0 | TSO | 7 | 3 | 2 | 228 | 26 | 1.52 | 1.37 |
| Riverchase at Stanford Crossing | KB Home | LP | | DTMJ | 96 | 0 | 1 | 7 | 1 | 0 | 91 | 19 | 1.34 | 1.00 |
| Balboa at River Islands | Kiper | LP | | DTMJ | 77 | 3 | 4 | 28 | 3 | 0 | 60 | 23 | 1.30 | 1.21 |
| Catalina II at River Islands | Kiper | LP | | DTMJ | 101 | 0 | 4 | 32 | 0 | 0 | 72 | 24 | 1.16 | 1.26 |
| Freestone | Kiper | MN | | DTMJ | 60 | 0 | 3 | 40 | 0 | 0 | 23 | 23 | 2.04 | 2.04 |
| Skye at River Islands | Kiper | LP | | DTMJ | 155 | 2 | 4 | 26 | 1 | 0 | 22 | 22 | 0.81 | 1.16 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 12 | 12 | 0 | 0 | 109 | 4 | 0.34 | 0.21 |
| Horizon at River Islands | Lennar | LP | | DTMJ | 143 | 0 | 2 | 12 | 3 | 0 | 86 | 34 | 1.34 | 1.79 |
| Arbor Bend - Cypress | Meritage | MN | | DTMJ | 175 | 0 | 4 | 8 | 1 | 1 | 98 | 39 | 1.53 | 2.05 |
| Arbor Bend - Hawthorn | Meritage | MN | | DTMJ | 212 | 0 | 1 | 12 | 1 | 0 | 44 | 29 | 1.32 | 1.53 |
| Arbor Bend- Linden | Meritage TSO | MN | | DTMJ | 268 | 0 | TSO | 7 | 0 | 0 | 92 | 36 | 1.43 | 1.89 |
| Laguna at River Islands | Pulte | LP | | DTMJ | 110 | 0 | 5 | 1 | 1 | 0 | 38 | 27 | 1.45 | 1.42 |
| Sanctuary at River Islands | Pulte | LP | | DTMJ | 91 | 0 | 1 | 3 | 0 | 0 | 41 | 30 | 1.56 | 1.58 |
| Sunset at River Islands | Pulte | LP | | DTMJ | 122 | 0 | 3 | 1 | 1 | 0 | 119 | 35 | 1.72 | 1.84 |
| Passport at Griffin Park | Raymus | MN | Rsv's | DTMJ | 100 | 0 | 1 | 9 | 3 | 0 | 81 | 53 | 2.67 | 2.79 |
| Birch at Arbor Bend | Richmond American | MN | | ATST | 60 | 0 | 3 | 2 | 1 | 0 | 5 | 5 | 1.21 | 1.21 |
| Encore at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 2 | 4 | 1 | 0 | 71 | 30 | 1.62 | 1.58 |
| Magnolia at Arbor Bend | Richmond American | MN | | DTMJ | 52 | 0 | 3 | 6 | 2 | 0 | 10 | 10 | 2.41 | 2.41 |
| Seasons at Stanford Crossing IV | Richmond American | LP | | DTST | 113 | 0 | 3 | 8 | 0 | 0 | 20 | 20 | 1.23 | 1.23 |
| Legacy at Stanford Crossing | Taylor Morrison | LP | | DTMJ | 60 | 4 | 3 | 11 | 1 | 0 | 36 | 28 | 1.55 | 1.47 |
| Venture at The Collective | Taylor Morrison | MN | | DTMJ | 115 | 0 | 4 | 2 | 0 | 0 | 101 | 9 | 0.73 | 0.47 |
| Waypointe at River Islands | The New Home Co | LP | | DTMJ | 94 | 0 | 3 | 41 | 1 | 0 | 36 | 20 | 1.08 | 1.05 |
| Breakwater at River Islands | TRI Pointe | LP | | DTMJ | 106 | 0 | 2 | 0 | 0 | 0 | 103 | 1 | 1.03 | 0.05 |
| The Cove at River Islands | TRI Pointe | LP | Rsv's | DTMJ | 77 | 0 | 1 | 15 | 0 | 0 | 19 | 19 | 1.85 | 1.85 |
| Avalon at River Islands | Trumark | LP | | DTMJ | 57 | 4 | 3 | 25 | 2 | 0 | 25 | 25 | 1.46 | 1.46 |
| Avalon Point at River Islands | Trumark | LP | | DTMJ | 69 | 0 | 3 | 25 | 2 | 1 | 15 | 15 | 1.33 | 1.33 |
| Dawn at The Collective | Trumark | MN | | AASF | 76 | 0 | 7 | 10 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Vida at The Collective | Trumark | MN | | AASF | 103 | 0 | 9 | 10 | 0 | 0 | 8 | 8 | 0.65 | 0.65 |
| Hideaway at River Islands | Van Daele | LP | | DTMJ | 120 | 0 | 3 | 0 | 0 | 0 | 115 | 15 | 1.21 | 0.79 |
| Veranda at River Islands | Van Daele | LP | | DTMJ | 101 | 4 | 3 | 33 | 2 | 0 | 80 | 17 | 1.23 | 0.89 |
| TOTALS: No. Reporting: 35 | | Avg. Sales: 0.83 | | Traffic to Sales: 13 : 1 | | | | 116 | 474 | 36 | 7 | 2128 | 768 | Net: 29 |
| City Codes: MN= Manteca, LP= Lathrop | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|---------------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Stanislaus County | | | | | Projects Participating: 5 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Bruin Heights | DR Horton TSO | WF | | DTST | 51 | 0 | TSO | 7 | 0 | 0 | 9 | 9 | 0.73 | 0.73 |
| Edgewater | DR Horton | WF | | DTST | 75 | 0 | 1 | 0 | 0 | 0 | 69 | 29 | 1.35 | 1.53 |
| Aspire at Apricot Grove II | K Hovnanian | FR | | DTMJ | 150 | 4 | 5 | 5 | 1 | 0 | 81 | 30 | 1.75 | 1.58 |
| Fieldstone II | KB Home | HG | | DTST | 50 | 0 | 1 | 7 | 1 | 0 | 4 | 4 | 1.22 | 1.22 |
| Turnleaf at Patterson Ranch | KB Home | FR | | DTST | 190 | 0 | 2 | 20 | 2 | 0 | 141 | 25 | 1.32 | 1.32 |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 0.80 | | Traffic to Sales: 10 : 1 | | | 9 | 39 | 4 | 0 | 304 | 97 | Net: 4 | |
| City Codes: WF = Waterford, FR = Patterson, HG = Hughson | | | | | | | | | | | | | | |

| Turlock | | | | | Projects Participating: 1 | | | | | | | | | |
|--------------------------|---------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Les Chateaux | KB Home | TK | DTMJ | 60 | 0 | 1 | 15 | 0 | 0 | 19 | 19 | 1.55 | 1.55 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 1 | 15 | 0 | 0 | 19 | 19 | Net: 0 | |
| City Codes: TK = Turlock | | | | | | | | | | | | | | |

| Merced County | | | | Projects Participating: 13 | | | | | | | | | |
|---|-----------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Summer Creek | Bright | MD | DTMJ | 120 | 0 | 1 | 5 | 0 | 0 | 117 | 1 | 0.74 | 0.05 |
| Silhouette at Sunrise Ranch | Century | LB | DTMJ | 95 | 0 | 7 | N/A | 0 | 0 | 6 | 6 | 0.49 | 0.49 |
| Monterra V | DR Horton | MD | DTST | 35 | 0 | 2 | 9 | 1 | 1 | 27 | 27 | 1.66 | 1.66 |
| Pacheco Pointe | DR Horton | LB | DTST | 118 | 0 | 3 | 7 | 3 | 2 | 111 | 46 | 1.65 | 2.42 |
| Panorama | DR Horton | MD | DTST | 192 | 0 | 7 | 4 | 1 | 0 | 183 | 16 | 1.19 | 0.84 |
| Manzanita | Legacy | LT | DTMJ | 172 | 0 | 1 | 5 | 0 | 0 | 171 | 3 | 0.87 | 0.16 |
| Sunflower | Legacy | MD | DTST | 144 | 0 | 1 | 2 | 0 | 0 | 142 | 1 | 0.82 | 0.05 |
| The Pointe at Stonecreek | Legacy | LB | DTMJ | 109 | 0 | 5 | 18 | 0 | 0 | 32 | 21 | 0.86 | 1.11 |
| Sunrise Ranch | Meritage | LB | DTMJ | 87 | 0 | 3 | 17 | 0 | 0 | 25 | 19 | 0.95 | 1.00 |
| Bellevue Ranch Phase 4 | Stonefield Home | MD | DTST | 45 | 0 | 4 | 19 | 1 | 0 | 36 | 19 | 1.19 | 1.00 |
| Cypress Terrace | Stonefield Home | MD | DTST | 125 | 0 | 3 | 7 | 0 | 0 | 100 | 9 | 0.71 | 0.47 |
| Sunrise Ranch | Stonefield Home | LB | ATST | 14 | 0 | 4 | 17 | 1 | 0 | 7 | 2 | 0.18 | 0.11 |
| Villas II, The | Stonefield Home | LB | DTST | 191 | 0 | 1 | 13 | 1 | 0 | 75 | 18 | 1.10 | 0.95 |
| TOTALS: No. Reporting: 12 | | Avg. Sales: 0.42 | | Traffic to Sales: 15 : 1 | | | 42 | 123 | 8 | 3 | 1032 | 188 | Net: 5 |
| City Codes: MD= Merced, LB = Los Banos, LT = Livingston | | | | | | | | | | | | | |

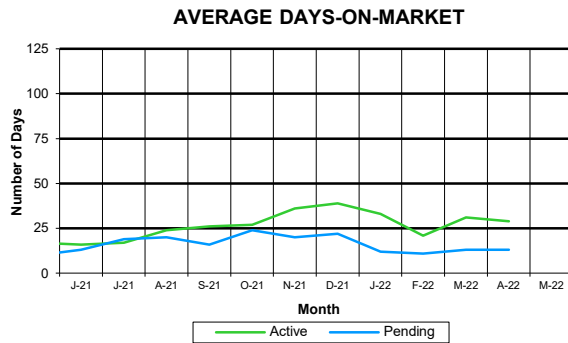
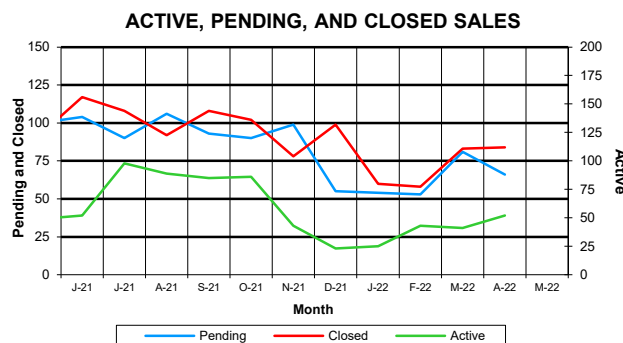
| Madera County | | | | | Projects Participating: 5 | | | | | | | | |
|--|-------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week |
| Greenhills Estates | Century | CW | DTMJ | 70 | 0 | 8 | N/A | 0 | 0 | 1 | 1 | 0.14 | 0.14 |
| Pheasant Run | Century | CW | DTMJ | 70 | 0 | 4 | N/A | 0 | 0 | 32 | 21 | 1.14 | 1.11 |
| Aspire at River Bend | K Hovnanian | MDA | DTMJ | 171 | 0 | 2 | 1 | 0 | 0 | 169 | 17 | 1.05 | 0.89 |
| Fielding Villas | KB Home | MDA | DTST | 87 | 0 | 2 | 3 | 1 | 0 | 85 | 17 | 1.10 | 0.89 |
| Riverstone - Clementine I | Lennar | MDA | DTST | 108 | 0 | 3 | 5 | 1 | 0 | 81 | 28 | 1.19 | 1.47 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.67 | | Traffic to Sales: 5 : 1 | | | 19 | 9 | 2 | 0 | 368 | 84 | Net: 2 |
| City Codes: CW = Chow chilla, MDA = Madera | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Fresno County | | | | | Projects Participating: 23 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Bravado | Century | REE | | DTMJ | 182 | 0 | 8 | NA | 0 | 0 | 16 | 8 | 0.53 | 0.42 |
| Meadowood II | Century | FR | | ATMJ | 127 | 0 | 7 | NA | 0 | 0 | 82 | 46 | 1.99 | 2.42 |
| Monarch | Century | KB | | DTMJ | 64 | 0 | 5 | NA | 0 | 0 | 18 | 16 | 0.44 | 0.84 |
| Olivewood | Century | FR | | DTMJ | 169 | 0 | 7 | NA | 0 | 0 | 96 | 54 | 1.99 | 2.84 |
| The Crossings II | Century | KER | | DTMJ | 104 | 0 | 7 | NA | 0 | 0 | 25 | 25 | 2.03 | 2.03 |
| River Pointe | DR Horton | REE | | DTMJ | 84 | 0 | 4 | 3 | 2 | 1 | 64 | 23 | 1.11 | 1.21 |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 6 | 3 | 0 | 0 | 126 | 0 | 0.77 | 0.00 |
| Aspire at Sunnyside II | K Hovnanian | FO | | DTST | 143 | 0 | 3 | 1 | 0 | 0 | 14 | 14 | 0.82 | 0.82 |
| Marshall Estates | KB Home TSO | FO | | DTST | 76 | 0 | TSO | 6 | 1 | 0 | 59 | 21 | 1.36 | 1.11 |
| Anatole- Clementine | Lennar | FR | | DTMJ | 137 | 0 | 3 | 3 | 0 | 0 | 81 | 37 | 1.35 | 1.95 |
| Anatole- Coronet | Lennar | FR | | DTMJ | 99 | 0 | 2 | 0 | 0 | 0 | 61 | 7 | 1.02 | 0.37 |
| Arboralla - Clementine | Lennar | CV | | DTST | 137 | 5 | 4 | 8 | 4 | 0 | 84 | 33 | 1.48 | 1.74 |
| Brambles- Starling | Lennar | FR | | ATST | 150 | 0 | 3 | 26 | 1 | 0 | 66 | 15 | 1.10 | 0.79 |
| Brantles- Wilde | Lennar | FR | | DTST | 89 | 0 | 2 | 44 | 1 | 0 | 59 | 11 | 0.99 | 0.58 |
| Daffodil Hill - Clementine | Lennar | FR | | DTMJ | 109 | 0 | 2 | 0 | 0 | 0 | 24 | 24 | 2.33 | 2.33 |
| Fancher Creek - Coronet | Lennar | FR | | ATST | 80 | 0 | 3 | 6 | 0 | 0 | 58 | 2 | 0.79 | 0.11 |
| Fancher Creek - Coronet II | Lennar | FR | | DTMJ | 138 | 0 | 4 | 6 | 1 | 0 | 21 | 8 | 0.67 | 0.42 |
| Fancher Creek California II | Lennar | FR | | DTMJ | 106 | 0 | 2 | 6 | 0 | 0 | 45 | 18 | 1.22 | 0.95 |
| Heirloom Ranch- Coronet | Lennar | FR | | ATST | 89 | 0 | 3 | 2 | 0 | 0 | 82 | 17 | 1.12 | 0.89 |
| Heritage Grove - Coronet | Lennar | CV | | DTST | 63 | 0 | 3 | 1 | 1 | 0 | 60 | 6 | 0.68 | 0.32 |
| Heritage Grove - Homestead | Lennar | CV | | DTMJ | 44 | 0 | 3 | 0 | 0 | 0 | 41 | 2 | 0.47 | 0.11 |
| Sterling Acres- Coronet | Lennar | FR | | DTMJ | 95 | 5 | 3 | 7 | 3 | 0 | 29 | 29 | 2.57 | 2.57 |
| Veneto Park - Starling Townhomes | Lennar | CV | | ATMJ | 160 | 0 | 6 | 6 | 0 | 0 | 47 | 18 | 0.84 | 0.95 |
| TOTALS: No. Reporting: 18 | | Avg. Sales: 0.72 | | Traffic to Sales: 9 : 1 | | | 90 | 128 | 14 | 1 | 1258 | 434 | Net: 13 | |
| City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis | | | | | | | | | | | | | | |

| Central Valley | | | Projects Participating: 104 | | | | | | |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 96 | Avg. Sales: 0.72 | Traffic to Sales: 11 : 1 | 345 | 940 | 82 | 13 | 6782 | 2038 | Net: 69 |
| 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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |

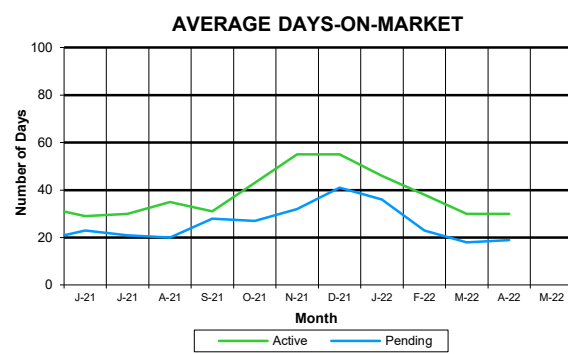
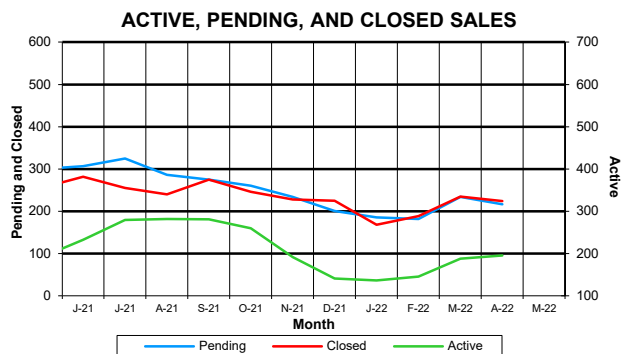
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 85 | 26 | 93 | 16 | 108 | 693,990 |
| Oct-21 | 86 | 27 | 90 | 24 | 102 | 725,387 |
| Nov-21 | 43 | 36 | 99 | 20 | 78 | 772,891 |
| Dec-21 | 23 | 39 | 55 | 22 | 99 | 774,259 |
| Jan-22 | 25 | 33 | 54 | 12 | 60 | 739,033 |
| 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 |



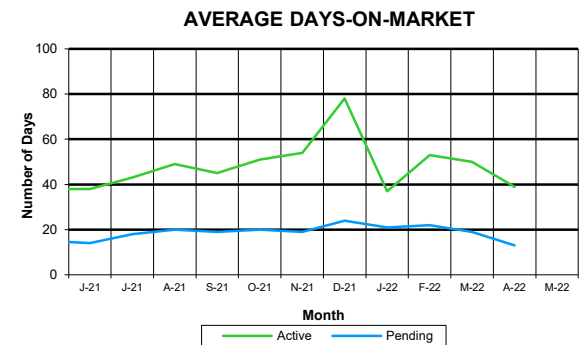
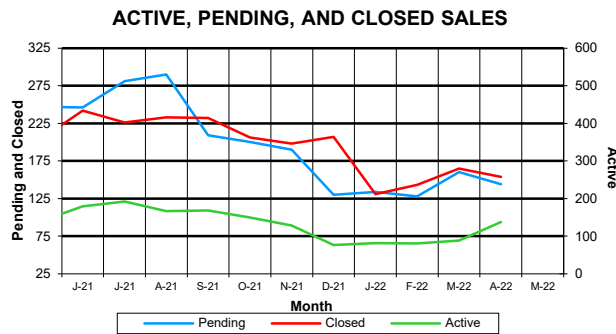
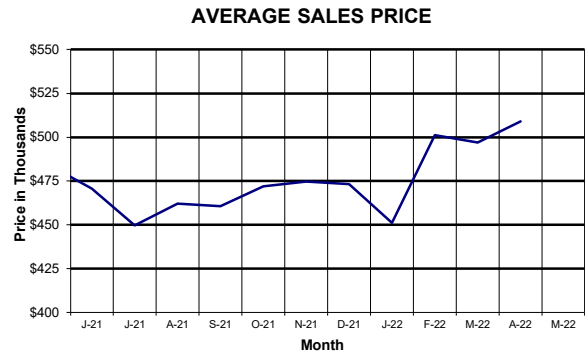
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 281 | 31 | 275 | 28 | 275 | 459,173 |
| Oct-21 | 260 | 43 | 261 | 27 | 246 | 435,363 |
| Nov-21 | 192 | 55 | 234 | 32 | 228 | 447,367 |
| Dec-21 | 141 | 55 | 201 | 41 | 225 | 437,410 |
| Jan-22 | 137 | 46 | 186 | 36 | 168 | 432,133 |
| 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 |



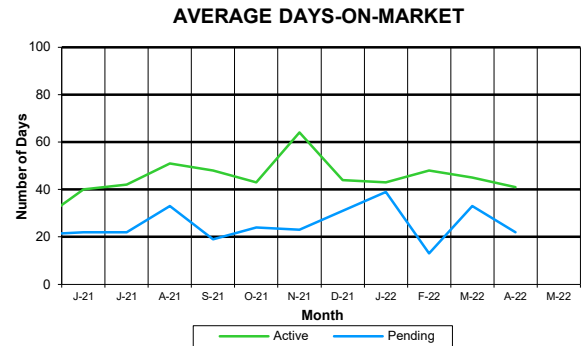
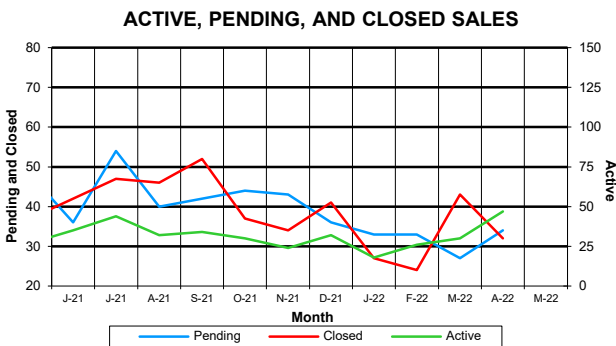
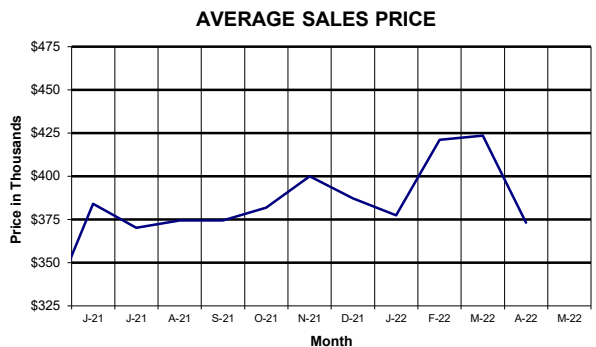
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 168 | 45 | 209 | 19 | 232 | 460,727 |
| Oct-21 | 150 | 51 | 200 | 20 | 206 | 471,994 |
| Nov-21 | 128 | 54 | 190 | 19 | 198 | 474,799 |
| Dec-21 | 77 | 78 | 130 | 24 | 207 | 473,305 |
| Jan-22 | 82 | 37 | 134 | 21 | 131 | 451,174 |
| Feb-22 | 81 | 53 | 128 | 22 | 143 | 501,184 |
| Mar-22 | 88 | 50 | 160 | 19 | 165 | 496,951 |
| Apr-22 | 138 | 39 | 144 | 13 | 154 | 508,932 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 34 | 48 | 42 | 19 | 52 | 374,429 |
| Oct-21 | 30 | 43 | 44 | 24 | 37 | 381,895 |
| Nov-21 | 24 | 64 | 43 | 23 | 34 | 400,070 |
| Dec-21 | 32 | 44 | 36 | 31 | 41 | 387,268 |
| Jan-22 | 18 | 43 | 33 | 39 | 27 | 377,370 |
| Feb-22 | 26 | 48 | 33 | 13 | 24 | 421,170 |
| Mar-22 | 30 | 45 | 27 | 33 | 43 | 423,583 |
| Apr-22 | 47 | 41 | 34 | 22 | 32 | 373,108 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



CALIBER
HOME LOANS

NATIONAL BUILDER DIVISION

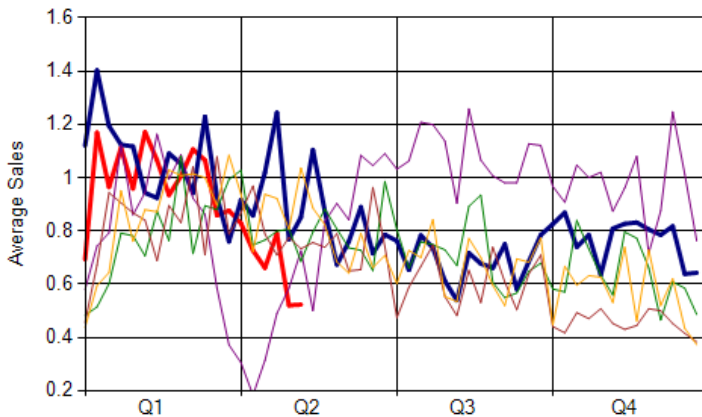
Sacramento

Ending: Sunday, May 15, 2022

Week 19

| Counties / Groups | | | | | | | Net Sales | Avg. Sales | Year to Date | | Prev. 13 Wks. | |
|----------------------------|--|------------------------|-------------------|---------|-------|--------|-----------|------------|--------------|-------|---------------|-------|
| | | | Projects | Traffic | Sales | Cancel | | | Avg. | Diff. | Avg. | Diff. |
| South Sacramento | | | 17 | 189 | 16 | 1 | 15 | 0.88 | 0.99 | -11% | 0.91 | -3% |
| Central & North Sacramento | | | 42 | 483 | 37 | 2 | 35 | 0.83 | 0.96 | -14% | 0.97 | -14% |
| Folsom | | | 16 | 165 | 9 | 7 | 2 | 0.13 | 0.81 | -85% | 0.85 | -85% |
| El Dorado | | | 10 | 123 | 5 | 1 | 4 | 0.40 | 0.68 | -41% | 0.55 | -27% |
| Placer & Nevada | | | 73 | 753 | 35 | 11 | 24 | 0.33 | 0.86 | -62% | 0.88 | -63% |
| Yolo | | | 4 | 30 | 4 | 1 | 3 | 0.75 | 0.90 | -17% | 0.98 | -23% |
| Amador County | | | 1 | 9 | 1 | 0 | 1 | 1.00 | 0.26 | 280% | 0.15 | 550% |
| Northern Counties | | | 11 | 117 | 10 | 3 | 7 | 0.64 | 1.09 | -42% | 1.09 | -41% |
| Current Week Totals | | Traffic : Sales 16 : 1 | 174 | 1869 | 117 | 26 | 91 | 0.52 | 0.89 | -42% | 0.89 | -41% |
| Per Project Average | | | 11 0.67 0.15 0.52 | | | | | | | | | |
| Year Ago - 05/16/2021 | | Traffic : Sales 17 : 1 | 161 | 2509 | 147 | 10 | 137 | 0.85 | 1.02 | -17% | 0.97 | -13% |
| % Change | | | 8% | -26% | -20% | 160% | -34% | -39% | -13% | -9% | | |

52 Weeks Comparison



Year to Date Averages Through Week 19

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 142 | 28 | 1.02 | 0.15 | 0.87 | 0.73 |
| ■ | 2018 | 126 | 26 | 0.95 | 0.13 | 0.82 | 0.66 |
| ■ | 2019 | 141 | 23 | 0.90 | 0.11 | 0.79 | 0.73 |
| ■ | 2020 | 145 | 16 | 0.87 | 0.16 | 0.71 | 0.89 |
| ■ | 2021 | 156 | 19 | 1.12 | 0.09 | 1.02 | 0.85 |
| ■ | 2022 | 170 | 16 | 1.03 | 0.14 | 0.89 | 0.89 |
| % Change: | | 9% | -17% | -8% | 45% | -13% | 6% |

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



WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|-------------|-------|-------|---|
| CONV | RATE | APR | Demand for housing has ripped higher throughout the pandemic amid a change in preferences and an acceleration in already-favorable demographic tailwinds. But rapid demand has been met with an inadequate supply of homes available for sale, which has given way to a rapid rise in home building. Housing starts were 16% above the prior cycle peak through March. Affordability is a growing concern with home prices up nearly 20% on a year-ago basis and mortgage rates at a 13-year high. We thus expect momentum in home building began to top out in April and look for housing starts to decline slightly to an 1.789-million-unit pace. The National Association of Home Builders/Wells Fargo Housing Market Index has been trending lower, falling two points in April to 77. While home builder confidence remains historically high, the index has fallen two points in each of the past three months, with buyer traffic and expectations for future sales leading the index lower. Furthermore, the backlog of single-family homes that have been authorized but have not yet been started appears to be leveling off-a precursor to a modest pullback in single-family starts over the course of the year. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| FHA | 5.14% | 5.16% | |
| | 4.45% | 4.79% | |
| 10 Yr Yield | 2.88% | | |



| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| South Sacramento | | | | | Projects Participating: 17 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Allegro | KB Home | LN | | ATMJ | 72 | 0 | 3 | 8 | 1 | 0 | 29 | 29 | 1.90 | 1.90 |
| Fleridae | KB Home | GT | | DTST | 69 | 0 | 1 | 3 | 1 | 0 | 68 | 18 | 1.14 | 0.95 |
| Travisso | KB Home | LN | | DTMJ | 422 | 0 | 4 | 9 | 0 | 0 | 25 | 25 | 1.37 | 1.32 |
| Vintage Park | KB Home | SO | | DTST | 81 | 0 | 3 | 5 | 1 | 0 | 75 | 15 | 1.50 | 0.79 |
| Antinori at Vineyard Creek | Lennar | SO | | DTMJ | 95 | 0 | 2 | 11 | 0 | 0 | 80 | 16 | 0.96 | 0.84 |
| Elements at Sterling Meadows | Lennar TSO | LN | | DTMJ | 289 | 0 | TSO | 7 | 1 | 0 | 240 | 40 | 1.26 | 2.11 |
| Essentia at Sterling Meadows | Lennar | LN | | DTST | 139 | 0 | 3 | 11 | 0 | 0 | 82 | 14 | 1.01 | 0.74 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 344 | 0 | 2 | 8 | 1 | 0 | 333 | 23 | 0.91 | 1.21 |
| Cornerstone Commons | Meritage | LN | | DTMJ | 83 | 0 | 5 | 0 | 0 | 0 | 4 | 4 | 0.93 | 0.93 |
| Cornerstone Crossings | Meritage | LN | | DTMJ | 78 | 4 | 4 | 0 | 1 | 0 | 6 | 6 | 1.40 | 1.40 |
| Seasons at Stonebrook | Richmond American | LN | | DTMJ | 102 | 0 | 1 | 8 | 2 | 0 | 62 | 22 | 1.35 | 1.16 |
| Seasons at the Farm | Richmond American | GT | | DTMJ | 87 | 0 | 3 | 10 | 1 | 0 | 8 | 8 | 0.78 | 0.78 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 0 | 2 | 23 | 0 | 0 | 106 | 10 | 0.80 | 0.53 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 102 | 0 | 8 | 24 | 1 | 1 | 94 | 12 | 0.71 | 0.63 |
| Valencia at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 121 | 0 | 4 | 25 | 3 | 0 | 117 | 22 | 0.88 | 1.16 |
| Cedar Creek | TimLewis | GT | | DTMJ | 112 | 0 | 4 | 19 | 0 | 0 | 34 | 19 | 0.87 | 1.00 |
| Reflections at Poppy Lane | TimLewis TSO | LN | | DTMJ | 73 | 0 | TSO | 18 | 3 | 0 | 42 | 14 | 0.84 | 0.74 |
| TOTALS: No. Reporting: 17 | | Avg. Sales: 0.88 | | Traffic to Sales: 12 : 1 | | | 49 | 189 | 16 | 1 | 1405 | 297 | Net: 15 | |
| City Codes: LN= Elk Grove Laguna, GT= Galt, SO= Sacramento, VN= Elk Grove Vineyard | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Central Sacramento | | | | | Projects Participating: 21 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Abbeys Gate at Northridge | Black Pine | CH | | DTMJ | 46 | 0 | 4 | 4 | 0 | 0 | 42 | 10 | 0.51 | 0.53 |
| Crocker Village- Alley Row | Black Pine TSO | SO | | DTMJ | 67 | 0 | TSO | 4 | 0 | 0 | 54 | 6 | 0.55 | 0.32 |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 5 | 4 | 0 | 0 | 41 | 1 | 0.42 | 0.05 |
| Brighton Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 98 | 0 | 1 | 4 | 0 | 0 | 97 | 4 | 0.69 | 0.21 |
| Mlls Station at Cresleigh Ranch | Cresleigh | RO | Rsv's | DTMJ | 116 | 4 | 4 | 15 | 2 | 0 | 106 | 14 | 0.76 | 0.74 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 121 | 5 | 4 | 26 | 2 | 0 | 114 | 3 | 0.73 | 0.16 |
| Montrose at The Ranch | K Hovnanian | RO | | DTMJ | 113 | 4 | 3 | 1 | 3 | 0 | 21 | 21 | 1.29 | 1.29 |
| Sagebrush at The Ranch | K Hovnanian | RO | | DTMJ | 116 | 4 | 5 | 6 | 2 | 0 | 26 | 26 | 1.60 | 1.60 |
| Springs at The Ranch | K Hovnanian | RO | | DTMJ | 173 | 0 | 3 | 2 | 2 | 1 | 64 | 64 | 3.93 | 3.93 |
| Canyon at Mitchell Village | KB Home | CH | | DTST | 109 | 0 | 8 | 9 | 0 | 1 | 98 | 34 | 1.50 | 1.79 |
| Heritage at Mitchell Village | KB Home | CH | | DTMJ | 72 | 0 | 6 | 7 | 1 | 0 | 66 | 16 | 0.87 | 0.84 |
| Oaks at Mitchell Village | KB Home | CH | | DTST | 74 | 0 | 1 | 1 | 0 | 0 | 73 | 22 | 1.33 | 1.16 |
| Ventana | Lennar | RO | | DTMJ | 160 | 0 | 2 | 6 | 0 | 0 | 132 | 30 | 0.90 | 1.58 |
| Verdant | Lennar TSO | RO | | DTST | 157 | 0 | TSO | 6 | 1 | 0 | 118 | 24 | 1.08 | 1.26 |
| Viridian | Lennar | RO | | DTST | 185 | 0 | 1 | 6 | 1 | 0 | 148 | 22 | 0.98 | 1.16 |
| Elan at Montelena | Premier Homes | RO | | DTMJ | 50 | 0 | 1 | 19 | 0 | 0 | 2 | 2 | 0.93 | 0.93 |
| Elevate at Montelena | Premier Homes | RO | | DTMJ | 152 | 0 | 3 | 20 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Esprit at Montelena | Premier Homes | RO | | DTMJ | 50 | 0 | 0 | 19 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Seasons at Montelena | Richmond American | RO | | DTMJ | 125 | 0 | 1 | 9 | 2 | 0 | 13 | 13 | 1.26 | 1.26 |
| Acacia at Cypress | Woodside | RO | | DTMJ | 99 | 0 | 4 | 6 | 1 | 0 | 59 | 32 | 0.85 | 1.68 |
| Magnolia at Cypress | Woodside | RO | | DTMJ | 178 | 0 | 1 | 12 | 0 | 0 | 142 | 28 | 1.01 | 1.47 |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 0.71 | | Traffic to Sales: 11 : 1 | | | 57 | 186 | 17 | 2 | 1416 | 372 | Net: 15 | |
| City Codes: CH= Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| North Sacramento | | | | | Projects Participating: 21 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Artisan - The Cove | Beazer | SO | | DTST | 145 | 0 | 5 | 6 | 0 | 0 | 106 | 13 | 0.78 | 0.68 |
| Edgeview - The Cove | Beazer | SO | | ATST | 156 | 0 | 4 | 11 | 0 | 0 | 111 | 21 | 1.12 | 1.11 |
| Westward - The Cove | Beazer | SO | | DTST | 122 | 0 | 4 | 12 | 0 | 0 | 63 | 11 | 0.57 | 0.58 |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 0 | 3 | 9 | 0 | 0 | 122 | 16 | 0.93 | 0.84 |
| Provence | Blue Mountain | SO | Rsv's | ATST | 185 | 0 | 3 | 11 | 1 | 0 | 110 | 9 | 0.85 | 0.47 |
| Mbraga | DR Horton | AO | | DTMJ | 162 | 5 | 4 | 33 | 5 | 0 | 151 | 35 | 1.60 | 1.84 |
| Citrine at Barrett Ranch | Lennar | AO | | DTST | 53 | 0 | 5 | 18 | 0 | 0 | 28 | 14 | 0.75 | 0.74 |
| Garnet at Barrett Ranch | Lennar | AO | | DTST | 149 | 4 | 2 | 19 | 2 | 0 | 76 | 15 | 0.89 | 0.79 |
| Lapis at Barrett Ranch | Lennar | AO | | DTMJ | 149 | 0 | 2 | 19 | 0 | 0 | 77 | 11 | 0.90 | 0.58 |
| Northlake - Atla | Lennar | SO | | DTMJ | 116 | 0 | 3 | 14 | 1 | 0 | 69 | 19 | 1.00 | 1.00 |
| Northlake - Bleau | Lennar | SO | | DTMJ | 236 | 4 | 3 | 14 | 2 | 0 | 76 | 23 | 1.10 | 1.21 |
| Northlake - Crestvue | Lennar | SO | | DTMJ | 97 | 0 | 2 | 14 | 1 | 0 | 64 | 18 | 0.93 | 0.95 |
| Northlake - Drifton | Lennar TSO | SO | | DTMJ | 134 | 0 | TSO | 14 | 1 | 0 | 63 | 23 | 1.04 | 1.21 |
| Northlake - Lakelet | Lennar TSO | SO | | DTMJ | 134 | 0 | TSO | 14 | 1 | 0 | 65 | 16 | 0.94 | 0.84 |
| Northlake - Shor | Lennar | SO | | DTMJ | 140 | 0 | 1 | 14 | 2 | 0 | 74 | 21 | 1.07 | 1.11 |
| Northlake - Watersyde | Lennar | SO | | DTMJ | 127 | 0 | 1 | 14 | 0 | 0 | 68 | 15 | 0.98 | 0.79 |
| Northlake - Wavmor | Lennar | SO | | DTMJ | 153 | 0 | 1 | 14 | 0 | 0 | 72 | 22 | 1.04 | 1.16 |
| Sunstone at Barrett Ranch | Lennar | AO | | DTMJ | 131 | 4 | 3 | 11 | 2 | 0 | 42 | 28 | 1.06 | 1.47 |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 145 | 0 | 2 | 8 | 1 | 0 | 138 | 14 | 1.25 | 0.74 |
| Everly at Natomas Meadows | TRI Pointe | NA | | DTST | 94 | 0 | 3 | 3 | 0 | 0 | 91 | 24 | 1.55 | 1.26 |
| Portisol at Artisan Square | Williams | SO | | ATST | 95 | 0 | 4 | 25 | 1 | 0 | 56 | 28 | 0.68 | 1.47 |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 0.95 | | Traffic to Sales: 15 : 1 | | | | 55 | 297 | 20 | 0 | 1722 | 396 | Net: 20 |
| City Codes: SO = Sacramento, AO = Antelope, NA = Natomas | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-----------------------------------|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Folsom Area | | | | | Projects Participating: 16 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Sycamore Creek | JMC | FM | | DTMJ | 86 | 0 | 5 | 8 | 0 | 0 | 40 | 6 | 0.54 | 0.32 |
| Enclave at Folsom Ranch | KB Home | FM | | DTST | 111 | 0 | 3 | 5 | 0 | 1 | 108 | 33 | 1.40 | 1.74 |
| Soleil at Folsom Ranch | KB Home | FM | | DTMJ | 109 | 0 | 1 | 7 | 2 | 1 | 89 | 36 | 1.56 | 1.89 |
| Aster at White Rock Springs | Lennar | FM | | DTMJ | 90 | 0 | 5 | 8 | 0 | 1 | 42 | 16 | 0.90 | 0.84 |
| Brass Pointe at Russell Ranch | Lennar | FM | | DTMJ | 142 | 0 | 3 | 15 | 1 | 1 | 3 | 3 | 1.40 | 1.40 |
| Gold Cliff at Russell Ranch | Lennar | FM | | DTMJ | 63 | 0 | 2 | 6 | 0 | 0 | 4 | 4 | 1.87 | 1.87 |
| Lunaria at White Rock Springs | Lennar | FM | | DTMJ | 45 | 0 | 3 | 6 | 1 | 0 | 42 | 15 | 0.90 | 0.79 |
| Rockcress at Folsom Ranch | Lennar TSO | FM | | DTMJ | 118 | 0 | TSO | 5 | 0 | 0 | 68 | 14 | 1.03 | 0.74 |
| Stone Bluff at White Rock Springs | Richmond American | FM | | DTMJ | 81 | 0 | 6 | 4 | 1 | 3 | 42 | 17 | 0.77 | 0.89 |
| Stone Haven at White Rock Springs | Richmond American | FM | | DTMJ | 42 | 0 | 2 | 1 | 1 | 0 | 23 | 18 | 0.95 | 0.95 |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 0 | 2 | 3 | 0 | 0 | 111 | 10 | 0.85 | 0.53 |
| Folsom Ranch-Dakota II | Taylor Morrison | FM | | DTMJ | 111 | 0 | 1 | 1 | 0 | 0 | 109 | 6 | 0.86 | 0.32 |
| Gold Hill at Russell Ranch | The New Home Co | FM | | DTMJ | 77 | 0 | 3 | 25 | 0 | 0 | 74 | 13 | 0.90 | 0.68 |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 0 | 1 | 17 | 2 | 0 | 97 | 16 | 0.84 | 0.84 |
| Brookstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 145 | 0 | 2 | 27 | 1 | 0 | 136 | 18 | 1.06 | 0.95 |
| Creekstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 71 | 0 | 3 | 27 | 0 | 0 | 57 | 6 | 0.88 | 0.32 |
| TOTALS: No. Reporting: 16 | | Avg. Sales: 0.13 | | Traffic to Sales: 18 : 1 | | | | 42 | 165 | 9 | 7 | 1045 | 231 | Net: 2 |
| City Codes: FM= Folsom | | | | | | | | | | | | | | |

| El Dorado County | | | | | Projects Participating: 10 | | | | | | | | | |
|--|---------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Revere | Blue Mountain | RE | DTMJ | 51 | 0 | 1 | 7 | 0 | 0 | 35 | 6 | 0.64 | 0.32 | |
| Alder at Saratoga Estates | Elliott | EH | DTMJ | 115 | 0 | 3 | 25 | 2 | 0 | 87 | 20 | 0.91 | 1.05 | |
| Manzanita at Saratoga | Elliott | EH | DTMJ | 202 | 5 | 4 | 20 | 1 | 0 | 53 | 13 | 0.59 | 0.68 | |
| Ponderosa at Saratoga | Elliott | EH | DTMJ | 56 | 0 | 3 | 15 | 1 | 0 | 5 | 5 | 0.95 | 0.95 | |
| Emerald Peak at Bass Lake | Lennar | EH | DTMJ | 113 | 0 | 2 | 7 | 0 | 1 | 39 | 11 | 0.51 | 0.58 | |
| Hawk View at Bass Lake Hills | Lennar | EH | DTMJ | 114 | 0 | 3 | 8 | 0 | 0 | 101 | 18 | 0.79 | 0.95 | |
| Heritage El Dorado Hills-Mosaic | Lennar | EH | DTMJ | 373 | 4 | 3 | 9 | 1 | 0 | 192 | 26 | 1.00 | 1.37 | |
| Sapphire Cliff at Bass Lake Hills - CP | Lennar | CK | DTMJ | 31 | 0 | 1 | 11 | 0 | 0 | 4 | 4 | 0.30 | 0.30 | |
| Sapphire Cliff at Bass Lake Hills - EDH | Lennar | EH | DTMJ | 23 | 0 | 1 | 11 | 0 | 0 | 21 | 6 | 0.46 | 0.32 | |
| Edgelake at Serrano | TRI Pointe | EH | DTMJ | 65 | 0 | 2 | 10 | 0 | 0 | 20 | 15 | 0.68 | 0.79 | |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 0.40 | | Traffic to Sales: 25 : 1 | | | 23 | 123 | 5 | 1 | 557 | 124 | Net: 4 | |
| City Codes: RE = Rescue, EH = El Dorado Hills, CK = Cameron Park | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|-------------------------------------|---------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County | | | | | Projects Participating: 72 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Greyson at Twelve Bridges | Beazer | LL | | DTMJ | 49 | 0 | 1 | 0 | 0 | 0 | 48 | 15 | 0.88 | 0.79 |
| Verrado at Solaire | Beazer | RV | | DTMJ | 76 | 0 | 12 | 12 | 0 | 0 | 44 | 14 | 0.93 | 0.74 |
| Millstone at Sierra Fine | Black Fine | RK | | DTST | 61 | 0 | 4 | 10 | 0 | 0 | 57 | 21 | 0.75 | 1.11 |
| Carnelian | Blue Mountain | GB | | ATMJ | 28 | 0 | 2 | 2 | 0 | 1 | 26 | 6 | 0.41 | 0.32 |
| Cresleigh Havenwood | Cresleigh | LL | Rsv's | DTMJ | 83 | 4 | 6 | 10 | 0 | 0 | 19 | 12 | 0.50 | 0.63 |
| Balboa | DR Horton | RV | | DTST | 127 | 0 | 6 | 13 | 1 | 2 | 101 | 40 | 1.77 | 2.11 |
| Cerrada | DR Horton | LL | | DTST | 166 | 0 | 1 | 2 | 1 | 1 | 165 | 35 | 1.43 | 1.84 |
| Heartland at Independence | DR Horton | LL | | DTMJ | 98 | 0 | 3 | 9 | 1 | 0 | 55 | 30 | 1.48 | 1.58 |
| Traditions at Independence | DR Horton | LL | | DTST | 97 | 0 | 2 | 9 | 3 | 0 | 53 | 27 | 1.27 | 1.42 |
| Winding Creek- The Wilds | DR Horton | RV | | DTST | 120 | 4 | 4 | 9 | 4 | 0 | 103 | 35 | 1.69 | 1.84 |
| Turkey Creek Estates | Elliott TSO | LL | | DTMJ | 51 | 0 | TSO | 40 | 0 | 0 | 39 | 17 | 0.84 | 0.89 |
| Broadlands | JMC | LL | | DTST | 88 | 0 | 3 | 0 | 0 | 0 | 85 | 7 | 0.87 | 0.37 |
| Edgefield Place | JMC | RK | | DTMJ | 83 | 4 | 5 | 21 | 2 | 1 | 12 | 12 | 1.29 | 1.29 |
| Excelsior Village at Sierra Vista | JMC | RV | | DTMJ | 80 | 0 | 9 | 16 | 0 | 0 | 1 | 1 | 0.30 | 0.30 |
| Fairbrook at Fiddymment Farms | JMC | RV | | DTMJ | 115 | 0 | 1 | 20 | 0 | 0 | 52 | 16 | 0.92 | 0.84 |
| Meadowbrook at Fiddymment Farms | JMC | RV | | DTMJ | 80 | 0 | 1 | 11 | 1 | 1 | 41 | 3 | 0.73 | 0.16 |
| Monument Village at Sierra Vista | JMC | RV | | DTST | 187 | 0 | 4 | 7 | 0 | 0 | 183 | 4 | 1.19 | 0.21 |
| Palisade Village | JMC | RV | | DTST | 232 | 0 | 2 | 22 | 1 | 0 | 196 | 14 | 1.43 | 0.74 |
| Pinnacle Village | JMC | RV | | DTMJ | 127 | 0 | 2 | 0 | 0 | 0 | 121 | 0 | 0.78 | 0.00 |
| Prominence at Whitney Ranch | JMC | RK | | DTMJ | 92 | 0 | 3 | 40 | 0 | 0 | 71 | 8 | 0.82 | 0.42 |
| Sagebrook at Fiddymment Farms | JMC | RV | | DTMJ | 122 | 0 | 4 | 36 | 0 | 0 | 48 | 13 | 0.85 | 0.68 |
| Sentinel | JMC | RV | | DTST | 132 | 0 | 2 | 37 | 0 | 0 | 126 | 0 | 1.11 | 0.00 |
| Tribute Pointe | JMC | RK | | DTMJ | 99 | 0 | 6 | 7 | 0 | 0 | 7 | 7 | 0.75 | 0.75 |
| Wrenwood at Whitney Ranch | JMC | RK | | DTMJ | 158 | 0 | 1 | 4 | 1 | 0 | 9 | 9 | 1.43 | 1.43 |
| Aspire at Solaire | K Hovnanian | RV | | DTMJ | 147 | 0 | 2 | 1 | 0 | 0 | 121 | 19 | 1.12 | 1.00 |
| Aspire at Solaire II | K Hovnanian | RV | | DTST | 33 | 0 | 1 | 3 | 0 | 0 | 21 | 15 | 0.72 | 0.79 |
| Creekside Preserve | K Hovnanian | LL | | DTMJ | 71 | 0 | 3 | 4 | 0 | 0 | 65 | 19 | 0.54 | 1.00 |
| Dorado at Twelve Bridges | K Hovnanian | LL | | DTMJ | 133 | 0 | 2 | 3 | 0 | 0 | 131 | 9 | 0.81 | 0.47 |
| Firefly at Winding Creek | K Hovnanian | RV | | DTMJ | 86 | 0 | 4 | 4 | 0 | 0 | 70 | 32 | 1.16 | 1.68 |
| Bartlett at Mason Trails | KB Home | RV | | DTMJ | 53 | 0 | 2 | 14 | 0 | 0 | 24 | 24 | 1.68 | 1.68 |
| Copper Ridge | KB Home | LL | | DTMJ | 79 | 0 | 4 | 8 | 0 | 0 | 27 | 20 | 1.16 | 1.05 |
| Cortland at Mason Trails | KB Home | RV | | DTMJ | 110 | 4 | 3 | 15 | 2 | 0 | 28 | 28 | 1.96 | 1.96 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMJ | 240 | 0 | 3 | 8 | 0 | 0 | 208 | 44 | 1.34 | 2.32 |
| Andorra at Sierra West | Lennar | RV | | DTMJ | 193 | 0 | 4 | 9 | 0 | 0 | 75 | 22 | 0.89 | 1.16 |
| Belle Maison at Campus Oaks | Lennar | RV | | DTMJ | 132 | 0 | 4 | 7 | 0 | 0 | 76 | 14 | 0.95 | 0.74 |
| Breckenridge at Sierra West | Lennar | RV | | DTMJ | 182 | 0 | 2 | 8 | 0 | 0 | 16 | 12 | 0.51 | 0.63 |
| Chantilly at Campus Oaks | Lennar | RV | | DTMJ | 86 | 0 | 4 | 8 | 0 | 0 | 32 | 15 | 0.96 | 0.79 |
| Covara II at Campus Oaks | Lennar | RV | | DTMJ | 112 | 4 | 3 | 16 | 3 | 0 | 64 | 17 | 0.88 | 0.89 |
| Emilia at Heritage Placer Vineyards | Lennar | RV | | DTMJ | 257 | 4 | 3 | 18 | 2 | 0 | 21 | 16 | 0.53 | 0.84 |
| Heritage Solaire-Larissa | Lennar | RV | | AASF | 162 | 0 | 2 | 1 | 0 | 0 | 157 | 7 | 0.75 | 0.37 |
| Lazio at Heritage Placer Vineyards | Lennar TSO | RV | | AASF | 311 | 0 | TSO | 11 | 1 | 0 | 21 | 19 | 0.50 | 1.00 |
| Lumiere at Sierra West | Lennar | RV | | DTMJ | 205 | 0 | 5 | 8 | 0 | 1 | 74 | 18 | 0.87 | 0.95 |
| Meribel at Sierra West | Lennar TSO | RV | | DTMJ | 167 | 0 | TSO | 9 | 0 | 0 | 78 | 20 | 0.88 | 1.05 |
| Molise at Heritage Placer Vineyards | Lennar | RV | | DTST | 178 | 0 | 2 | 11 | 1 | 0 | 26 | 19 | 0.68 | 1.00 |
| Novara at Fiddymment | Lennar TSO | RV | | DTST | 105 | 0 | TSO | 10 | 2 | 0 | 90 | 18 | 0.93 | 0.95 |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-----------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer County (Continued ...) | | | | | Projects Participating: 72 | | | | | | | | | |
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Pavia at Fiddymont Farm | Lennar | RV | | DTST | 94 | 0 | 1 | 9 | 0 | 0 | 87 | 18 | 0.89 | 0.95 |
| Sausalito Walk at Campus Oaks | Lennar | RV | | DTST | 101 | 0 | 7 | 6 | 1 | 2 | 94 | 13 | 0.91 | 0.68 |
| St. Moritz at Sierra | Lennar | RV | | DTMJ | 144 | 0 | 3 | 11 | 0 | 0 | 79 | 22 | 0.92 | 1.16 |
| Windham at Sierra West | Lennar | RV | | DTMJ | 105 | 0 | 3 | 9 | 0 | 0 | 21 | 16 | 0.95 | 0.84 |
| Encore at Meadowlands | Meritage | LL | | DTMJ | 83 | 0 | 2 | 7 | 0 | 0 | 19 | 19 | 1.85 | 1.85 |
| Meadowlands 60s | Meritage | LL | | DTMJ | 92 | 0 | 6 | 4 | 0 | 0 | 55 | 19 | 1.07 | 1.00 |
| Meadowlands 70s | Meritage S/O | LL | | DTMJ | 15 | 0 | S/O | 3 | 0 | 0 | 15 | 3 | 0.41 | 0.16 |
| Roam at Winding Creek | Meritage | RV | | DTMJ | 95 | 0 | 1 | 2 | 0 | 0 | 26 | 19 | 0.95 | 1.00 |
| Eastridge at Whitney Ranch | Richmond American | RK | | DTMJ | 75 | 0 | 2 | 0 | 0 | 0 | 73 | 1 | 0.74 | 0.05 |
| Revere at Independence | Richmond American | LL | | DTMJ | 122 | 0 | 4 | 8 | 0 | 2 | 84 | 18 | 1.20 | 0.95 |
| Seasons at Sierra Vista | Richmond American | RV | | DTMJ | 143 | 0 | 3 | 7 | 0 | 0 | 3 | 3 | 0.27 | 0.27 |
| Windsong at Winding Creek | Richmond American TSO | RV | | DTMJ | 71 | 0 | TSO | 18 | 0 | 0 | 24 | 15 | 0.85 | 0.79 |
| Apollo at Solaire | Taylor Morrison | RV | | DTMJ | 62 | 0 | 1 | 2 | 0 | 0 | 61 | 11 | 0.92 | 0.58 |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 129 | 0 | 16 | 7 | 1 | 0 | 110 | 18 | 1.08 | 0.95 |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 81 | 0 | 13 | 0 | 0 | 0 | 68 | 12 | 0.67 | 0.63 |
| Calipso at Solaire | Taylor Morrison | RV | | DTMJ | 44 | 0 | 2 | 1 | 1 | 0 | 42 | 4 | 0.63 | 0.21 |
| Esplanade at Turkey Creek- Classics | Taylor Morrison | LL | | AASF | 243 | 0 | 23 | 15 | 1 | 0 | 61 | 18 | 1.12 | 0.95 |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison | LL | | AASF | 180 | 0 | 27 | 15 | 0 | 0 | 4 | 4 | 0.23 | 0.23 |
| Esplanade at Turkey Creek- Estates | Taylor Morrison | LL | | AASF | 180 | 0 | 15 | 15 | 2 | 0 | 54 | 17 | 0.99 | 0.89 |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison | LL | | AASF | 260 | 0 | 22 | 15 | 2 | 0 | 53 | 19 | 0.98 | 1.00 |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 96 | 0 | 15 | 9 | 0 | 0 | 61 | 18 | 0.60 | 0.95 |
| Solaire- Vail | Taylor Morrison | RV | | DTMJ | 74 | 0 | 9 | 10 | 1 | 0 | 23 | 23 | 1.73 | 1.73 |
| Eureka Grove | The New Home Co | GB | | DTMJ | 72 | 0 | 1 | 19 | 0 | 0 | 40 | 24 | 1.20 | 1.26 |
| Summit at Whitney Ranch | TimLewis | RK | | DTMJ | 82 | 0 | 3 | 16 | 0 | 0 | 77 | 10 | 0.54 | 0.53 |
| Illumination at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 11 | 8 | 0 | 0 | 65 | 18 | 1.09 | 0.95 |
| Radiance at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 3 | 8 | 0 | 0 | 60 | 19 | 1.00 | 1.00 |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 4 | 9 | 0 | 0 | 117 | 27 | 1.00 | 1.42 |
| TOTALS: No. Reporting: 72 | | Avg. Sales: 0.33 | | Traffic to Sales: 21 : 1 | | | 334 | 746 | 35 | 11 | 4563 | 1161 | Net: 24 | |
| City Codes: LL = Lincoln, RV = Roseville, RK = Rocklin, GB = Granite Bay | | | | | | | | | | | | | | |

| Nevada County | | | | | Projects Participating: 1 | | | | | | | | | |
|-------------------------------|---------|------------------|-------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Timberwood Estates | Hilbers | GV | Rsv's | DTST | 45 | 0 | 4 | 7 | 0 | 0 | 22 | 2 | 0.12 | 0.11 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 4 | 7 | 0 | 0 | 22 | 2 | Net: 0 | |
| City Codes: GV = Grass Valley | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Yolo County | | | | | Projects Participating: 4 | | | | | | | | | |
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Riverchase | Anthem United | WS | | DTST | 222 | 0 | 1 | 4 | 1 | 1 | 221 | 12 | 0.95 | 0.63 |
| Harvest at Spring Lake | Richmond American | WL | | DTMJ | 84 | 0 | 1 | 4 | 2 | 0 | 58 | 24 | 1.02 | 1.26 |
| Cannery - Gala | The New Home Co | DV | | ATMJ | 120 | 0 | 3 | 0 | 0 | 0 | 117 | 16 | 0.49 | 0.84 |
| Revival | TimLewis | WL | | DTST | 72 | 0 | 1 | 22 | 1 | 0 | 2 | 2 | 0.93 | 0.93 |
| TOTALS: No. Reporting: 4 | | Avg. Sales: 0.75 | | Traffic to Sales: 8 : 1 | | | | 6 | 30 | 4 | 1 | 398 | 54 | Net: 3 |
| City Codes: WS = West Sacramento, WL = Woodland, DV = Davis | | | | | | | | | | | | | | |

| Amador County | | | | | Projects Participating: 1 | | | | | | | | | | |
|----------------------------|--|------------------|-----|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Zinfandel Ridge II | | TimLewis | TSO | PLY | DTMJ | 40 | 0 | TSO | 9 | 1 | 0 | 14 | 5 | 0.38 | 0.26 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 9 : 1 | | | 0 | 9 | 1 | 0 | 14 | 5 | Net: 1 | | |
| City Codes: PLY = Plymouth | | | | | | | | | | | | | | | |

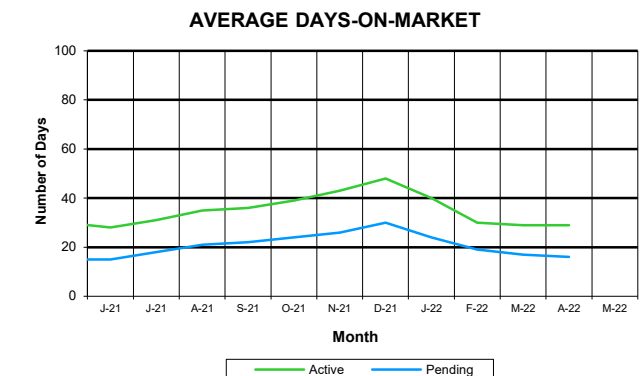
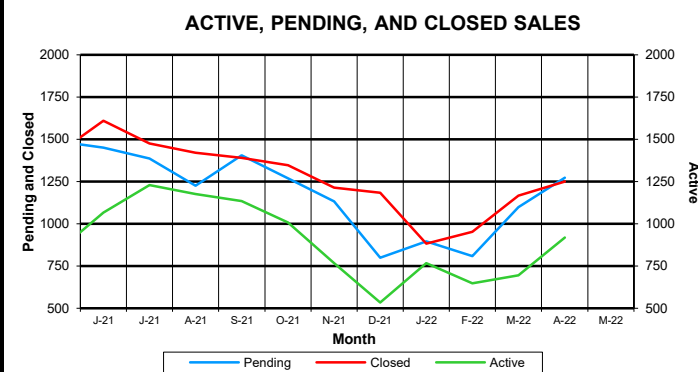
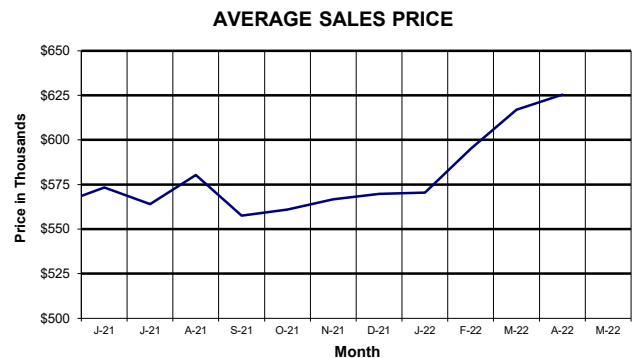
| Sutter County | | | | | Projects Participating: 1 | | | | | | | | | | |
|---------------------------|--|------------------|--|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD | |
| Aspire at Garden Glen | | K Hovnanian | | LO | DTMJ | 170 | 0 | 5 | 3 | 1 | 0 | 136 | 26 | 1.21 | 1.37 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 3 : 1 | | | 5 | 3 | 1 | 0 | 136 | 26 | Net: 1 | | |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | | |

| Yuba County | | | | | Projects Participating: 10 | | | | | | | | | |
|---|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Cresleigh Meadows at Plumas Ranch | Cresleigh TSO | FLK | Rsv's | DTMJ | 111 | 0 | TSO | 36 | 1 | 0 | 85 | 23 | 0.73 | 1.21 |
| Cresleigh Riverside at Plumas Ranch | Cresleigh | FLK | | DTMJ | 52 | 0 | 2 | 1 | 0 | 0 | 45 | 0 | 0.38 | 0.00 |
| Diamante at Plumas Lake | DR Horton | FLK | | DTST | 94 | 0 | 2 | 10 | 2 | 0 | 64 | 41 | 1.68 | 2.16 |
| Sunnyside at The Orchards | JMC | MS | | DTST | 96 | 0 | 3 | 1 | 0 | 0 | 93 | 6 | 0.89 | 0.32 |
| Aspire at Caliterra Ranch | K Hovnanian | WH | | DTMJ | 145 | 0 | 5 | 38 | 1 | 0 | 11 | 11 | 1.75 | 1.75 |
| Butte Vista at Cobblestone | KB Home | FLK | | DTMJ | 147 | 0 | 2 | 6 | 2 | 0 | 21 | 21 | 2.53 | 2.53 |
| Windsor Crossing at River Oaks | Lennar | FLK | | DTST | 168 | 0 | 1 | 9 | 1 | 0 | 66 | 22 | 0.78 | 1.16 |
| Crosswinds at River Oaks | Meritage | FLK | | DTMJ | 72 | 0 | 2 | 8 | 0 | 1 | 60 | 25 | 1.17 | 1.32 |
| Seasons at River Oaks | Richmond American | OL | | DTST | 83 | 0 | 1 | 4 | 1 | 0 | 71 | 18 | 1.01 | 0.95 |
| Seasons at Thoroughbred Acres | Richmond American | OL | | DTMJ | 139 | 0 | 7 | 1 | 1 | 2 | 89 | 16 | 0.99 | 0.84 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 0.60 | | Traffic to Sales: 13 : 1 | | | 25 | 114 | 9 | 3 | 605 | 183 | Net: 6 | |
| City Codes: FLK = Plumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst | | | | | | | | | | | | | | |

| Sacramento | | | | Projects Participating: 174 | | | | | | |
|--|------------------|--------------------------|-----|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 174 | Avg. Sales: 0.52 | Traffic to Sales: 16 : 1 | 600 | 1869 | 117 | 26 | 11883 | 2851 | Net: 91 | |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | | |

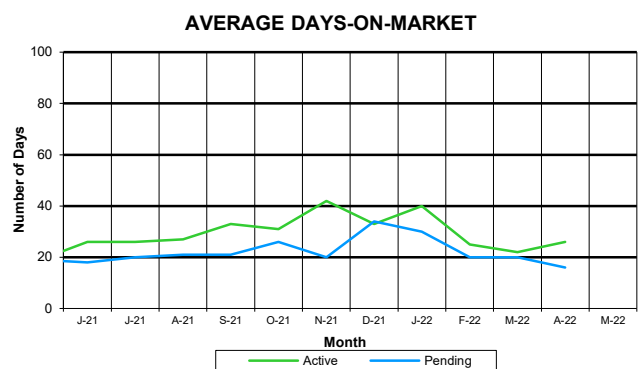
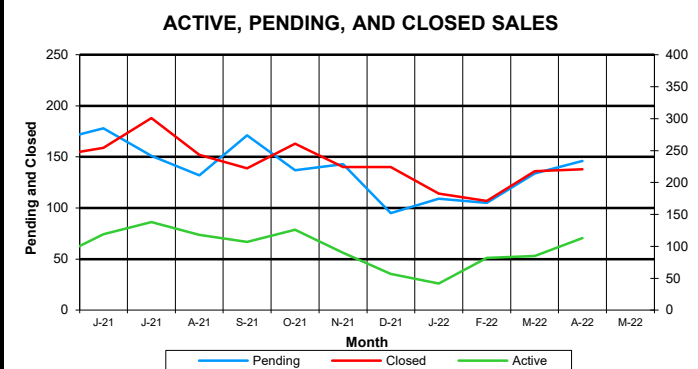
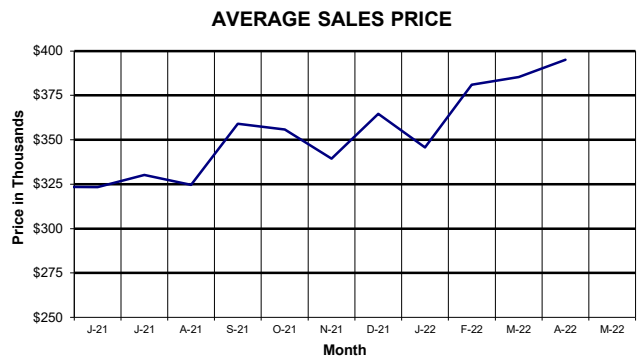
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 1,135 | 36 | 1,405 | 22 | 1,391 | 557,624 |
| Oct-21 | 1,007 | 39 | 1,269 | 24 | 1,347 | 560,893 |
| Nov-21 | 767 | 43 | 1,132 | 26 | 1,214 | 566,756 |
| 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 |



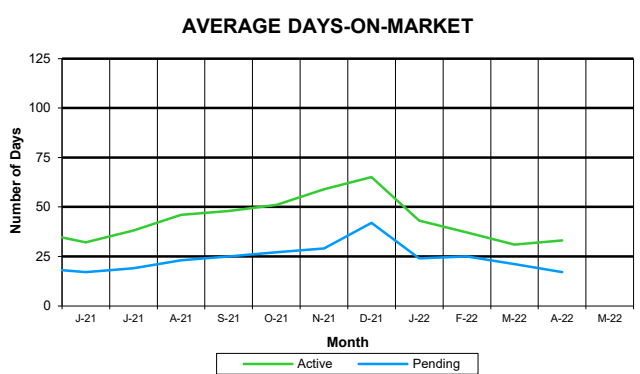
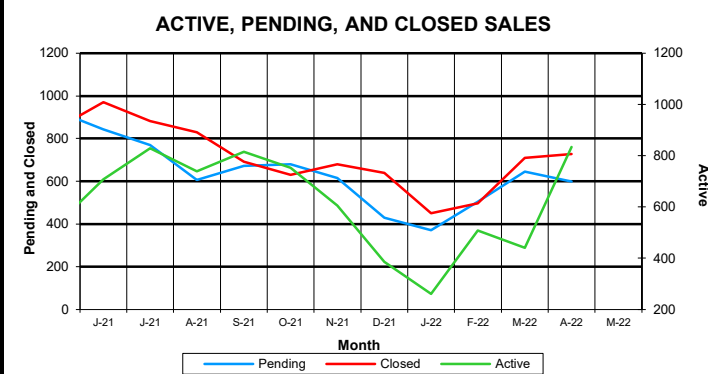
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 107 | 33 | 171 | 21 | 139 | 359,107 |
| Oct-21 | 126 | 31 | 137 | 26 | 163 | 355,793 |
| Nov-21 | 90 | 42 | 143 | 20 | 140 | 339,384 |
| Dec-21 | 57 | 33 | 95 | 34 | 140 | 364,570 |
| Jan-22 | 42 | 40 | 109 | 30 | 114 | 345,660 |
| 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 |



Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 815 | 48 | 672 | 25 | 692 | 735,158 |
| Oct-21 | 753 | 51 | 680 | 27 | 630 | 713,658 |
| Nov-21 | 605 | 59 | 615 | 29 | 680 | 734,692 |
| Dec-21 | 385 | 65 | 429 | 42 | 639 | 726,154 |
| Jan-22 | 261 | 43 | 371 | 24 | 450 | 719,233 |
| 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 |



Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Sep-21 | 118 | 44 | 145 | 28 | 150 | 648,462 |
| Oct-21 | 105 | 50 | 123 | 33 | 137 | 653,454 |
| Nov-21 | 77 | 52 | 107 | 38 | 128 | 608,995 |
| Dec-21 | 79 | 54 | 57 | 50 | 115 | 616,097 |
| Jan-22 | 65 | 51 | 98 | 27 | 76 | 592,505 |
| 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 |

