

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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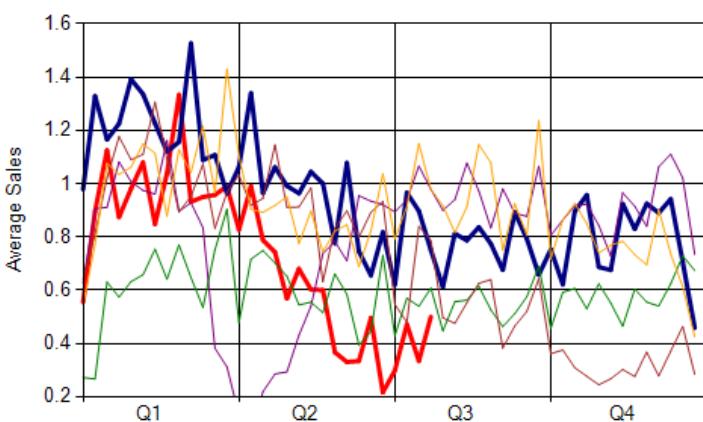
NATIONAL BUILDER DIVISION

Ending: Sunday, July 31, 2022

Bay Area Week 30

| Counties / Groups | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. |
|----------------------------------|------------------------|---------------|------------|-------------|-----------|------------|-------------------|-------------|--------------------|-------------|
| Alameda | 26 | 347 | 17 | 7 | 10 | 0.38 | 0.74 | -48% | 0.64 | -39% |
| Contra Costa | 19 | 362 | 13 | 3 | 10 | 0.53 | 0.70 | -25% | 0.45 | 18% |
| Sonoma, Napa | 10 | 240 | 10 | 0 | 10 | 1.00 | 0.51 | 96% | 0.31 | 224% |
| San Francisco, Marin | 3 | 23 | 0 | 0 | 0 | 0.00 | 0.44 | -100% | 0.24 | -100% |
| San Mateo | 5 | 41 | 3 | 0 | 3 | 0.60 | 0.67 | -11% | 0.26 | 129% |
| Santa Clara | 13 | 239 | 5 | 2 | 3 | 0.23 | 0.84 | -73% | 0.35 | -33% |
| Monterey, Santa Cruz, San Benito | 7 | 60 | 7 | 0 | 7 | 1.00 | 0.85 | 17% | 0.53 | 88% |
| Solano | 25 | 246 | 15 | 4 | 11 | 0.44 | 0.75 | -42% | 0.45 | -2% |
| Current Week Totals | Traffic : Sales | 22 : 1 | 108 | 1558 | 70 | 16 | 54 | 0.50 | 0.72 | -31% |
| Per Project Average | | | 14 | 0.65 | 0.15 | 0.50 | | | | |
| Year Ago - 08/01/2021 | Traffic : Sales | 14 : 1 | 116 | 1333 | 95 | 8 | 87 | 0.75 | 1.05 | -28% |
| % Change | | | -7% | 17% | -26% | 100% | -38% | -33% | -31% | -48% |

52 Weeks Comparison



Year to Date Averages Through Week 30

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 141 | 31 | 1.06 | 0.10 | 0.96 | 0.90 |
| ■ | 2018 | 126 | 30 | 1.00 | 0.09 | 0.92 | 0.70 |
| ■ | 2019 | 155 | 17 | 0.69 | 0.10 | 0.60 | 0.58 |
| ■ | 2020 | 152 | 12 | 0.85 | 0.12 | 0.73 | 0.80 |
| ■ | 2021 | 117 | 15 | 1.12 | 0.07 | 1.05 | 0.93 |
| ■ | 2022 | 103 | 11 | 0.84 | 0.11 | 0.72 | 0.72 |
| % Change: | | -12% | -26% | -25% | 64% | -31% | -23% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary | | | | | | |
|---------------------------------|--|--------------|-------------------|---|--|--|--|--|--|
| CONV | | RATE | APR | Last week was a busy week for the U.S. economic data and events. The week started with another data point showing that output is contracting in the housing sector. New home sales for June registered a 590K annualized pace, an 8.1% decline from May and the slowest pace of new home sales since April 2020. Higher interest rates have caused many would-be home buyers to cancel contracts or delay home buying, as they can no longer afford the higher monthly mortgage payments. One side effect of slowing new home sales has been rising inventories of new homes for sale. The inventory of new homes has risen to a 9.3-month supply at the current sales pace, which is the highest it has been since May 2010. Despite the slowdown in sales, home price growth has not yet fully rolled over. S&P CoreLogic Case-Shiller home price data released on Tuesday last week, showed that home prices in its 20-city index rose 1.32% over the month in May. For context, average monthly home price gains using the metric for 2019 were just 0.23%. Source: Wells Fargo Bank Weekly Economic & Financial Commentary | | | | | |
| FHA | | 5.03% | 5.13% | | | | | | |
| 10 Yr Yield | | 4.88% | 4.99% | | | | | | |
| 2.59% | | | | | | | | | |
| EQUAL OPPORTUNITY LENDER | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Bay Area

Page
1 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 20 | | | | | | | | | | |
|----------------------------------|--|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| Alameda County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Enclave - Alpine Collection | Century | FR | | DTMJ | 81 | 0 | 2 | 8 | 0 | 0 | 79 | 7 | 0.59 | 0.23 | |
| Enclave - Cascade Collection | Century S/O | FR | | ATMJ | 81 | 0 | S/O | 8 | 1 | 1 | 81 | 31 | 0.60 | 1.03 | |
| Enclave - Sierra Collection | Century | FR | | ATMJ | 70 | 0 | 2 | 8 | 3 | 1 | 57 | 18 | 0.40 | 0.60 | |
| Atlas at Mission Village | KB Home | HY | | ATMJ | 72 | 0 | 2 | 31 | 1 | 1 | 41 | 41 | 3.68 | 3.68 | |
| Aspect at Innovation | Lennar | FR | | ATMJ | 167 | 0 | 5 | 18 | 0 | 0 | 39 | 20 | 0.97 | 0.67 | |
| Bungalows at Bridgewater | Lennar | NK | | DTMJ | 91 | 0 | 2 | 16 | 0 | 1 | 89 | 29 | 0.93 | 0.97 | |
| Chroma at Innovation | Lennar | FR | | ATMJ | 146 | 0 | 4 | 23 | 0 | 0 | 14 | 14 | 1.26 | 1.26 | |
| Courts at Bridgewater | Lennar | NK | | ATMJ | 81 | 0 | 2 | 16 | 0 | 0 | 70 | 12 | 0.93 | 0.40 | |
| Lumiere at Innovation | Lennar | FR | | ATMJ | 156 | 0 | 5 | 23 | 2 | 1 | 23 | 17 | 0.64 | 0.57 | |
| Matrix at Innovation | Lennar | FR | | ATMJ | 53 | 0 | 2 | 18 | 0 | 0 | 33 | 15 | 0.76 | 0.50 | |
| Terraces at Bridgewater | Lennar | NK | | ATMJ | 96 | 0 | 1 | 16 | 0 | 0 | 45 | 15 | 0.89 | 0.50 | |
| Towns at Bridgewater | Lennar | NK | | ATMJ | 103 | 0 | 4 | 16 | 1 | 0 | 73 | 17 | 0.83 | 0.57 | |
| Villas at Bridgewater | Lennar | NK | | DTMJ | 137 | 0 | 4 | 16 | 1 | 1 | 99 | 25 | 1.03 | 0.83 | |
| Breeze at Bay37 | Pulte | AL | | DTMJ | 30 | 0 | 2 | 3 | 0 | 0 | 28 | 9 | 0.35 | 0.30 | |
| Compass at Bay37 | Pulte | AL | | ATMJ | 93 | 0 | 1 | 3 | 2 | 0 | 50 | 15 | 0.62 | 0.50 | |
| Landing at Bay37 | Pulte | AL | | ATMJ | 96 | 0 | 3 | 3 | 0 | 0 | 72 | 41 | 0.90 | 1.37 | |
| Lookout at Bay37 | Pulte | AL | | ATMJ | 138 | 0 | 1 | 3 | 1 | 0 | 39 | 12 | 0.49 | 0.40 | |
| Line at SoHay | Taylor Morrison | HY | | ATST | 198 | 0 | 5 | 8 | 2 | 0 | 174 | 43 | 1.02 | 1.43 | |
| Prime at SoHay | Taylor Morrison TSO | HY | | ATST | 126 | 0 | TSO | 0 | 0 | 0 | 91 | 0 | 0.53 | 0.00 | |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 1 | 7 | 1 | 0 | 62 | 25 | 0.54 | 0.83 | |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 0.45 | | | Traffic to Sales: 16 : 1 | | | | 48 | 244 | 15 | 6 | 1259 | 406 | Net: 9 |

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

| Amador Valley | | | | | Projects Participating: 6 | | | | | | | | | | |
|---------------------------------|------------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Broadway at Boulevard | Brookfield | DB | | ATMJ | 110 | 0 | 19 | 8 | 1 | 0 | 91 | 19 | 1.12 | 0.63 | |
| Hyde Park at Boulevard | Brookfield | DB | | ATMJ | 102 | 0 | 1 | 2 | 0 | 0 | 101 | 17 | 0.81 | 0.57 | |
| Melrose at Boulevard | Brookfield | DB | | DTMJ | 75 | 0 | 10 | 40 | 1 | 0 | 26 | 26 | 1.82 | 1.82 | |
| Lombard at Boulevard | Lennar | DB | | DTMJ | 100 | 0 | 8 | 20 | 0 | 0 | 10 | 10 | 0.90 | 0.90 | |
| Skyline at Boulevard | Lennar | DB | | ATMJ | 114 | 0 | 4 | 15 | 0 | 1 | 107 | 19 | 0.75 | 0.63 | |
| Venice at Boulevard | Lennar | DB | | ATMJ | 91 | 0 | 2 | 18 | 0 | 0 | 14 | 14 | 1.24 | 1.24 | |
| TOTALS: No. Reporting: 6 | | Avg. Sales: 0.17 | | | Traffic to Sales: 52 : 1 | | | | 44 | 103 | 2 | 1 | 349 | 105 | Net: 1 |

City Codes: DB = Dublin

| Diablo Valley | | | | | Projects Participating: 2 | | | | | | | | | | |
|---------------------------------|---------|-------------------------|--|------|------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Oak Park | Davidon | PH | | DTMJ | 34 | 0 | 10 | 121 | 0 | 0 | 7 | 7 | 0.25 | 0.25 | |
| Woodbury Highlands | Davidon | LF | | ATMJ | 99 | 0 | 14 | 9 | 0 | 0 | 28 | 16 | 0.29 | 0.53 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.00 | | | Traffic to Sales: N/A | | | | 24 | 130 | 0 | 0 | 35 | 23 | Net: 0 |

City Codes: PH = Pleasant Hill, LF = Lafayette

The Ryness Report

Week Ending
Sunday, July 31, 2022

Bay Area

Page
2 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|-----------|-----------|-------------------------|------|---------------------------|----------|------------|-----------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| San Ramon Valley | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Hillcrest at the Preserve | Lennar | SR | | ATMU | 104 | 0 | 4 | 3 | 0 | 0 | 97 | 13 | 0.90 | 0.43 | |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 0.00 | | | | | Traffic to Sales: NA | 4 | 3 | 0 | 0 | 97 | 13 | Net: 0 |
| City Codes: SR = San Ramon | | | | | | | | | | | | | | | |

| Antioch/Pittsburg | | | | | Projects Participating: 9 | | | | | | | | | | |
|--|-----------------|-------------------------|------|-----|---------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Cielo at Sand Creek- Horizon | Century | AN | DTMJ | 175 | 0 | 2 | 12 | 2 | 0 | 149 | 31 | 1.47 | 1.03 | | |
| Crest at Park Ridge | Davidon | AN | DTMJ | 300 | 0 | 8 | 27 | 0 | 0 | 242 | 26 | 0.95 | 0.87 | | |
| Hills at Park Ridge | Davidon | AN | DTMJ | 225 | 0 | 8 | 25 | 1 | 1 | 92 | 27 | 1.00 | 0.90 | | |
| Luca at Aviano | DeNova | AN | DTMJ | 194 | 0 | 3 | 35 | 2 | 1 | 94 | 52 | 1.85 | 1.73 | | |
| Luna at Aviano | Lennar | AN | DTMJ | 102 | 0 | 3 | 3 | 1 | 0 | 34 | 23 | 0.96 | 0.77 | | |
| Oriana at Aviano | Lennar | AN | DTMJ | 115 | 0 | 5 | 3 | 0 | 1 | 36 | 25 | 1.02 | 0.83 | | |
| Haven at Vista Del Mar | Taylor Morrison | PT | DTST | 60 | 0 | 7 | 4 | 0 | 0 | 45 | 10 | 0.55 | 0.33 | | |
| Retreat at Vista Del Mar | Taylor Morrison | PT | DTMJ | 142 | 0 | 5 | 7 | 0 | 0 | 75 | 22 | 0.82 | 0.73 | | |
| Serene at Vista Del Mar | Taylor Morrison | PT | DTMJ | 120 | 0 | 16 | 1 | 0 | 0 | 31 | 19 | 0.57 | 0.63 | | |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 0.33 | | | | | | Traffic to Sales: 20 : 1 | 57 | 117 | 6 | 3 | 798 | 235 | Net: 3 |
| City Codes: AN = Antioch, PT = Pittsburg | | | | | | | | | | | | | | | |

| East Contra Costa | | | | | Projects Participating: 7 | | | | | | | | | | |
|---|---------------|-------------------------|------|-----|---------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Delta Coves | Blue Mountain | BI | DTMJ | 81 | 0 | 4 | 10 | 0 | 0 | 77 | 8 | 0.51 | 0.27 | | |
| Chandler | Brookfield | BT | DTMJ | 160 | 0 | 16 | 6 | 1 | 0 | 62 | 31 | 1.26 | 1.03 | | |
| Bennett Estates | DeNova | BT | DTMJ | 14 | 0 | 5 | 26 | 0 | 0 | 7 | 7 | 0.60 | 0.60 | | |
| Cypress Crossings | KB Home | OY | DTMJ | 98 | 0 | 3 | 38 | 0 | 0 | 2 | 2 | 1.56 | 1.56 | | |
| Woodbury at Emerson Ranch | Lennar | OY | DTMJ | 104 | 5 | 4 | 4 | 5 | 0 | 31 | 31 | 1.33 | 1.33 | | |
| Alicante | Meritage | OY | DTMJ | 157 | 0 | 22 | 8 | 0 | 0 | 135 | 46 | 1.57 | 1.53 | | |
| Orchard Trails | Shea | BT | DTMJ | 78 | 0 | 3 | 20 | 1 | 0 | 31 | 21 | 0.80 | 0.70 | | |
| TOTALS: No. Reporting: 7 | | Avg. Sales: 1.00 | | | | | | Traffic to Sales: 16 : 1 | 57 | 112 | 7 | 0 | 345 | 146 | Net: 7 |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Bay Area

Page
3 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 10 | | | | | | | | | | |
|-------------------------------------|-------------------|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Sonoma, Napa Counties | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Willow at University District | DR Horton | RP | | DTMJ | 128 | 0 | 5 | 8 | 0 | 0 | 27 | 27 | 1.27 | 1.27 | |
| Sterling Hills at Quarry Heights II | KB Home | PET | | DTMJ | 91 | 0 | 2 | 1 | 0 | 0 | 30 | 13 | 0.59 | 0.43 | |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 1 | 0 | 0 | 0 | 16 | 0 | 0.10 | 0.00 | |
| Sandalwood at University District | Richmond American | RP | | DTMJ | 26 | 0 | 4 | 3 | 0 | 0 | 4 | 4 | 0.55 | 0.55 | |
| Seasons at University District | Richmond American | RP | | DTMJ | 52 | 0 | 3 | 3 | 2 | 0 | 12 | 12 | 0.56 | 0.56 | |
| Meadow Creek | Ryder TSO | SR | Rsv's | DTMJ | 48 | 1 | TSO | 22 | 3 | 0 | 35 | 11 | 0.59 | 0.37 | |
| Riverfront | TRI Pointe | PET | | DTMJ | 134 | 0 | 2 | 8 | 0 | 0 | 80 | 22 | 0.89 | 0.73 | |
| City 44 | W Marketing | SR | | ATMJ | 44 | 2 | 4 | 15 | 0 | 0 | 20 | 13 | 0.42 | 0.43 | |
| Kerry Ranch | W Marketing | SR | New | DTMJ | 30 | 13 | 6 | 180 | 5 | 0 | 7 | 7 | 49.00 | 49.00 | |
| Paseo Vista | W Marketing TSO | SR | | DTST | 128 | 0 | TSO | 0 | 0 | 0 | 60 | 3 | 0.24 | 0.10 | |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 1.00 | | | Traffic to Sales: 24 : 1 | | | | 27 | 240 | 10 | 0 | 291 | 112 | Net: 10 |

City Codes: RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa

| Marin County | | | | | Projects Participating: 2 | | | | | | | | | | |
|---------------------------------|---------|-------------------------|-------|------|-----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Verandah | Landsea | NV | Rsv's | ATMJ | 80 | 0 | 1 | 14 | 0 | 0 | 26 | 18 | 0.53 | 0.60 | |
| The Strand (Detached) | Trumark | SN | | DTMJ | 37 | 0 | 12 | 5 | 0 | 0 | 10 | 10 | 0.27 | 0.33 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 0.00 | | | Traffic to Sales: NA | | | | 13 | 19 | 0 | 0 | 36 | 28 | Net: 0 |

City Codes: NV = Novato, SN = San Rafael

| San Francisco County | | | | | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|------------|-------------------------|--|------|-----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Lofton at Portola | TRI Pointe | SF | | ATMJ | 54 | 0 | 3 | 4 | 0 | 0 | 18 | 5 | 0.25 | 0.17 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | | Traffic to Sales: NA | | | | 3 | 4 | 0 | 0 | 18 | 5 | Net: 0 |

City Codes: SF = San Francisco

| San Mateo County | | | | | Projects Participating: 5 | | | | | | | | | | |
|---------------------------------|------------|-------------------------|--|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| One 90 - Borelle | Pulte | SM | | DTMJ | 29 | 0 | 4 | 5 | 0 | 0 | 24 | 3 | 0.30 | 0.10 | |
| One 90 - Cobalt | Pulte | SM | | ATMJ | 54 | 0 | 2 | 4 | 2 | 0 | 18 | 18 | 0.61 | 0.60 | |
| One 90 - Indigo | Pulte | SM | | ATMJ | 54 | 0 | 3 | 5 | 1 | 0 | 38 | 33 | 1.05 | 1.10 | |
| One 90 - Slate | Pulte | SM | | ATMJ | 57 | 0 | 2 | 4 | 0 | 0 | 49 | 19 | 0.61 | 0.63 | |
| Laguna Vista | SummerHill | FC | | ATMJ | 70 | 0 | 4 | 23 | 0 | 0 | 22 | 22 | 1.15 | 1.15 | |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 0.60 | | | Traffic to Sales: 14 : 1 | | | | 15 | 41 | 3 | 0 | 151 | 95 | Net: 3 |

City Codes: SM = San Mateo, FC = Foster City

The Ryness Report

Week Ending
Sunday, July 31, 2022

Bay Area

Page
4 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 13 | | | | | | | | | | |
|--|-----------------|-----------|-------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
| Santa Clara County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Andalusia | Dividend | MH | | ATMU | 46 | 3 | 10 | 24 | 1 | 0 | 9 | 9 | 0.74 | 0.74 | |
| Ascent at Glen Loma Ranch | KB Home | GL | | ATMU | 124 | 0 | 2 | 15 | 2 | 1 | 60 | 39 | 1.61 | 1.30 | |
| Asher at Glen Loma Ranch | KB Home | GL | | DTMJ | 35 | 0 | 5 | 2 | 0 | 1 | 30 | 11 | 0.74 | 0.37 | |
| Latitude at Communications Hill | KB Home | SJ | | ATMU | 160 | 0 | 2 | 1 | 0 | 0 | 158 | 12 | 1.55 | 0.40 | |
| Lavender | Landsea | SV | Rsv's | ATMU | 128 | 0 | 3 | 99 | 0 | 0 | 40 | 30 | 0.97 | 1.00 | |
| Gateway at Central | Pulte | SJ | | ATMU | 72 | 0 | 3 | 31 | 1 | 0 | 9 | 9 | 0.81 | 0.81 | |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill | LG | | ATMU | 76 | 0 | 4 | 12 | 0 | 0 | 44 | 26 | 0.86 | 0.87 | |
| Bellaterra - Flats | SummerHill | LG | | ATMU | 80 | 0 | 9 | 8 | 0 | 0 | 39 | 14 | 0.62 | 0.47 | |
| Bellaterra - Towns | SummerHill | LG | | ATMU | 97 | 0 | 10 | 12 | 0 | 0 | 36 | 17 | 0.57 | 0.57 | |
| Nuevo - Terraces | SummerHill | SC | | ATST | 176 | 0 | 10 | 16 | 0 | 0 | 166 | 15 | 0.90 | 0.50 | |
| Ovation | Taylor Morrison | SV | | ATMU | 107 | 0 | 10 | 8 | 1 | 0 | 69 | 31 | 1.13 | 1.03 | |
| Lotus at Urban Oak | TRI Pointe | SJ | | DTMJ | 123 | 0 | 10 | 6 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Jasper | Trumark | MH | | ATMU | 101 | 0 | 9 | 5 | 0 | 0 | 20 | 20 | 0.86 | 0.86 | |
| TOTALS: No. Reporting: 13 | | | | | Avg. Sales: 0.23 | | | Traffic to Sales: 48 : 1 | 87 | 239 | 5 | 2 | 680 | 233 | Net: 3 |

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

| Monterey, Santa Cruz, San Benito Counties | | | | | Projects Participating: 7 | | | | | | | | | | |
|---|----------|----|--|------|---------------------------|----------|------------|--------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Roberts Ranch | KB Home | HO | | DTMJ | 192 | 4 | 2 | 23 | 4 | 0 | 134 | 40 | 1.76 | 1.33 | |
| Polo Ranch | Lennar | SV | | DTMJ | 40 | 0 | 3 | 4 | 0 | 0 | 31 | 18 | 0.77 | 0.60 | |
| Montclair | Meritage | HO | | DTMJ | 99 | 0 | 5 | 4 | 0 | 0 | 72 | 44 | 1.17 | 1.47 | |
| Beach House II at the Dunes | Shea | MA | | DTMJ | 92 | 0 | 2 | 7 | 2 | 0 | 63 | 33 | 1.21 | 1.10 | |
| Enclave, The | Shea | SS | | DTMJ | 61 | 0 | 3 | 10 | 1 | 0 | 33 | 18 | 0.54 | 0.60 | |
| Sea House II at The Dunes | Shea | MA | | ATMU | 79 | 0 | 3 | 7 | 0 | 0 | 44 | 19 | 0.84 | 0.63 | |
| Surf House II at The Dunes | Shea | MA | | DTMJ | 48 | 0 | 4 | 5 | 0 | 0 | 23 | 14 | 0.44 | 0.47 | |
| TOTALS: No. Reporting: 7 | | | | | Avg. Sales: 1.00 | | | Traffic to Sales: 9 : 1 | 22 | 60 | 7 | 0 | 400 | 186 | Net: 7 |

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

The Ryness Report

Week Ending
Sunday, July 31, 2022

Bay Area

Page
5 of 5

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 25 | | | | | | | | | |
|--|-------------------------|-----------|-------|------|---------------------------------|----------|------------|------------|------------|-----------|--------------|-------------|----------------|----------------|
| Fairfield, Vacaville, Suisun, Dixon | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Horizon at One Lake | Brookfield | FF | | ATMU | 50 | 0 | 11 | 6 | 1 | 0 | 7 | 7 | 0.49 | 0.49 |
| Lakeside at One Lake | Brookfield | FF | | ATMU | 58 | 0 | 17 | 23 | 0 | 0 | 5 | 5 | 0.35 | 0.35 |
| Monte Verde | Century | FF | | DTMJ | 124 | 0 | 1 | 29 | 2 | 0 | 8 | 8 | 0.97 | 0.97 |
| Luminescence at Liberty | DeNova | RV | Rsv's | AASF | 311 | 3 | 4 | 12 | 1 | 0 | 66 | 44 | 1.19 | 1.47 |
| One56 | DeNova | FF | | DTMJ | 56 | 0 | 5 | 46 | 1 | 0 | 6 | 6 | 1.91 | 1.91 |
| Savannah II at Homestead | DR Horton | DX | | DTST | 74 | 0 | 4 | 4 | 0 | 1 | 35 | 35 | 1.28 | 1.28 |
| Four Seasons at Homestead- Autumn | K Hovnanian | DX | | AASF | 152 | 0 | 3 | 6 | 0 | 0 | 2 | 2 | 0.88 | 0.88 |
| Four Seasons at Homestead- Spring | K Hovnanian | DX | | AASF | 150 | 0 | 3 | 6 | 1 | 1 | 1 | 1 | 0.44 | 0.44 |
| Wildhawk at Roberts Ranch | KB Home | VC | | DTMJ | 88 | 0 | 3 | 7 | 3 | 1 | 34 | 29 | 0.88 | 0.97 |
| Creston at One Lake | Lennar | FF | | DTMJ | 130 | 0 | 4 | 11 | 1 | 0 | 101 | 32 | 1.06 | 1.07 |
| Reserve at Browns Valley II | Lennar | VC | | DTMJ | 29 | 0 | 3 | 7 | 0 | 0 | 26 | 16 | 0.65 | 0.53 |
| Homestead | Meritage | DX | | DTMJ | 99 | 0 | 4 | 13 | 1 | 0 | 82 | 33 | 1.12 | 1.10 |
| Tramore Village at Vanden Meadows | Meritage | VC | | DTMJ | 111 | 0 | 2 | 5 | 0 | 0 | 5 | 5 | 0.31 | 0.31 |
| Waterford Vanden Meadows 60s | Meritage | VC | | DTMJ | 83 | 0 | 2 | 14 | 0 | 0 | 10 | 10 | 0.55 | 0.55 |
| Midway Grove at Homestead | Richmond American | DX | | DTMJ | 88 | 0 | 6 | 2 | 0 | 0 | 80 | 4 | 0.77 | 0.13 |
| Orchards at Valley Glenn III | Richmond American | DX | | DTMJ | 80 | 0 | 3 | 1 | 1 | 0 | 24 | 17 | 0.53 | 0.57 |
| Seasons at Homestead | Richmond American | DX | | DTMJ | 85 | 0 | 5 | 2 | 0 | 0 | 10 | 10 | 0.58 | 0.58 |
| Sutton at Parklane | Richmond American | DX | | DTMJ | 121 | 0 | 7 | 4 | 0 | 0 | 57 | 20 | 0.80 | 0.67 |
| Carmello at Roberts Ranch | Taylor Morrison TSO | VC | | DTMJ | 74 | 0 | TSO | 17 | 1 | 0 | 33 | 33 | 1.63 | 1.63 |
| Farmstead Square | Taylor Morrison TSO | VC | | DTMJ | 130 | 0 | TSO | 7 | 0 | 0 | 79 | 22 | 0.91 | 0.73 |
| Meadow Wood at Homestead | Taylor Morrison | DX | | DTMJ | 60 | 0 | 3 | 7 | 0 | 1 | 29 | 24 | 0.94 | 0.80 |
| Sheffield at Brighton Landing | The New Home Co | VC | | DTMJ | 120 | 0 | 4 | 4 | 0 | 0 | 116 | 5 | 0.69 | 0.17 |
| Marigold at The Villages | TRI Pointe | FF | | DTMJ | 119 | 0 | 1 | 5 | 1 | 0 | 95 | 27 | 1.04 | 0.90 |
| Shimmer at One Lake | TRI Pointe | FF | | DTMJ | 96 | 0 | 5 | 2 | 0 | 0 | 66 | 14 | 0.73 | 0.47 |
| Splash at One Lake | TRI Pointe | FF | | DTMJ | 72 | 3 | 3 | 6 | 1 | 0 | 54 | 18 | 0.72 | 0.60 |
| TOTALS: No. Reporting: 25 | Avg. Sales: 0.44 | | | | Traffic to Sales: 16 : 1 | | | 103 | 246 | 15 | 4 | 1031 | 427 | Net: 11 |
| City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville | | | | | | | | | | | | | | |

| Bay Area | | | Projects Participating: 108 | | | | | | |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 108 | Avg. Sales: 0.50 | Traffic to Sales: 22 : 1 | 504 | 1558 | 70 | 16 | 5490 | 2014 | Net: 54 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |



The Ryness Company

Marketing Research Department

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

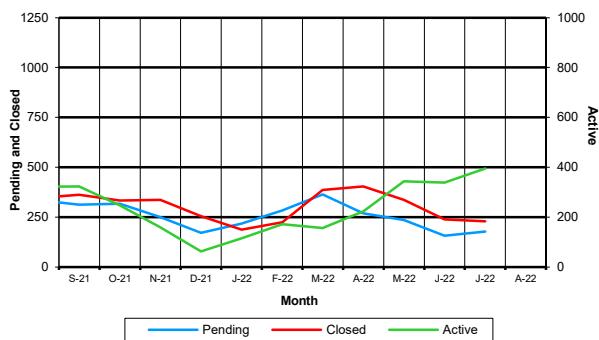
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

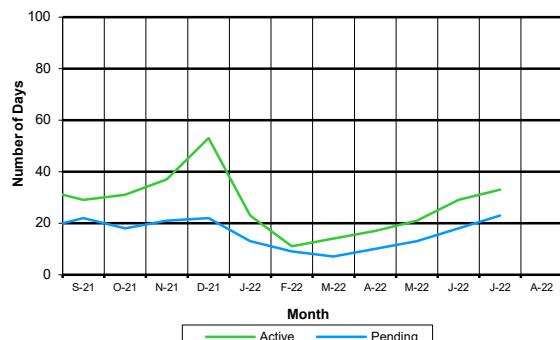
| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price | | |
|--------|------------|-----------|-------|------------|-----|-----------|
| Dec-21 | 62 | 53 | 171 | 22 | 255 | 961,501 |
| Jan-22 | 115 | 23 | 217 | 13 | 187 | 891,286 |
| Feb-22 | 172 | 11 | 284 | 9 | 224 | 981,926 |
| Mar-22 | 156 | 14 | 363 | 7 | 386 | 1,053,845 |
| Apr-22 | 223 | 17 | 269 | 10 | 404 | 1,057,560 |
| May-22 | 343 | 21 | 235 | 13 | 336 | 1,035,397 |
| Jun-22 | 338 | 29 | 156 | 18 | 239 | 973,041 |
| Jul-22 | 395 | 33 | 178 | 23 | 229 | 949,220 |



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

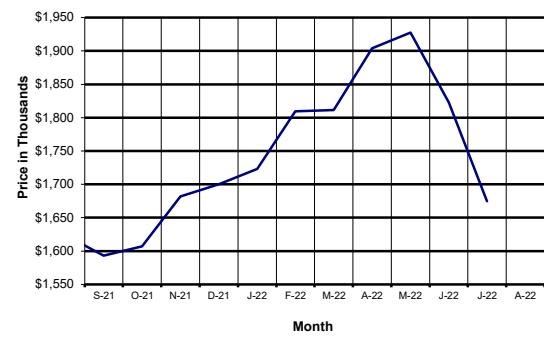


San Jose Metro SFD Monthly MLS Survey

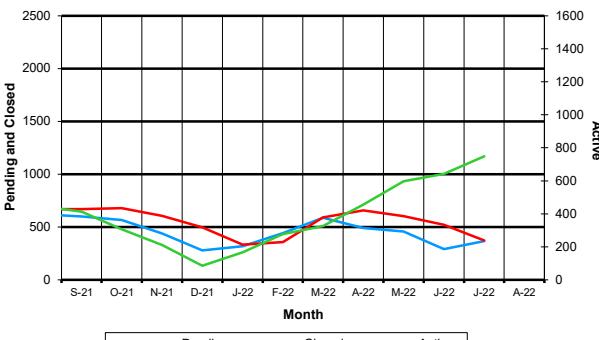
San Jose, Santa Clara & Sunnyvale

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

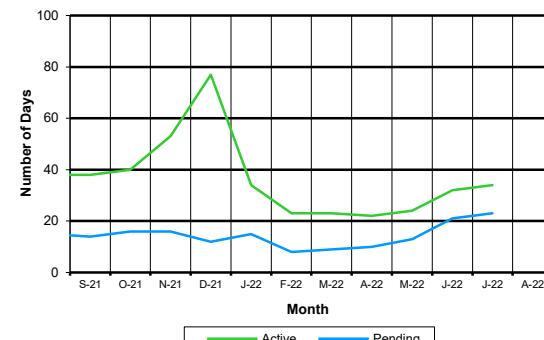
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





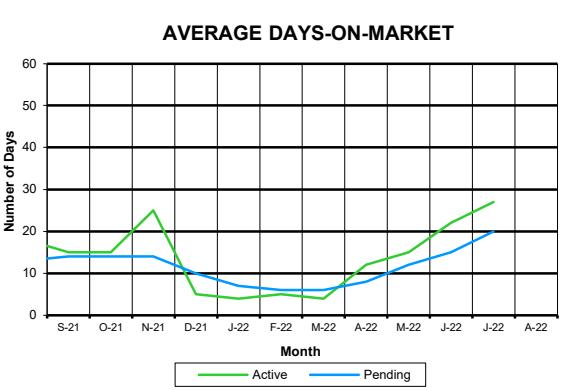
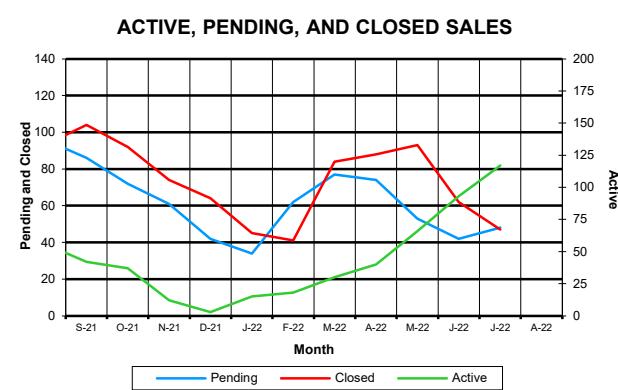
The Ryness Company

Marketing Research Department

Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

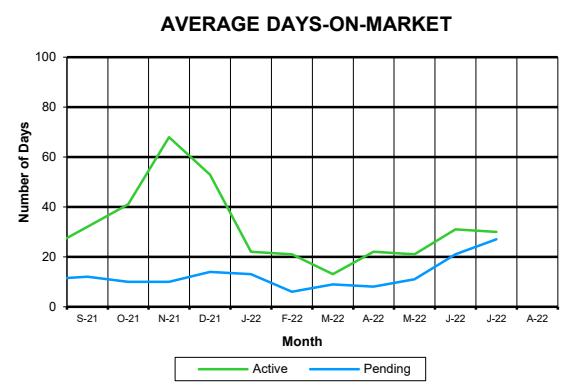
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 3 | 5 | 42 | 10 | 64 | 867,477 |
| Jan-22 | 15 | 4 | 34 | 7 | 45 | 890,832 |
| Feb-22 | 18 | 5 | 62 | 6 | 41 | 926,881 |
| Mar-22 | 30 | 4 | 77 | 6 | 84 | 993,418 |
| Apr-22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



Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

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



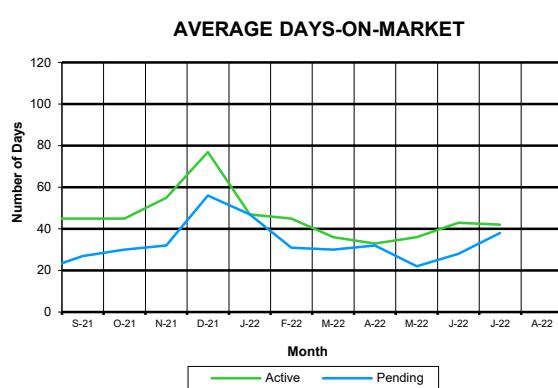


The Ryness Company

Marketing Research Department

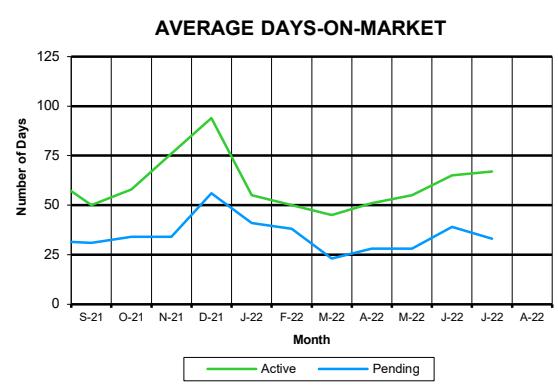
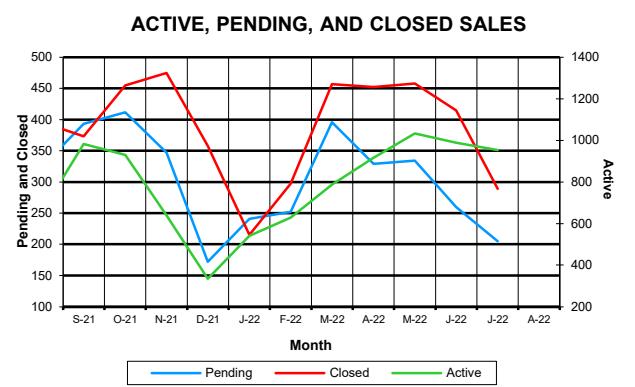
Oakland-Emeryville Attd. Monthly MLS Survey

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



San Francisco Attd. Monthly MLS Survey

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



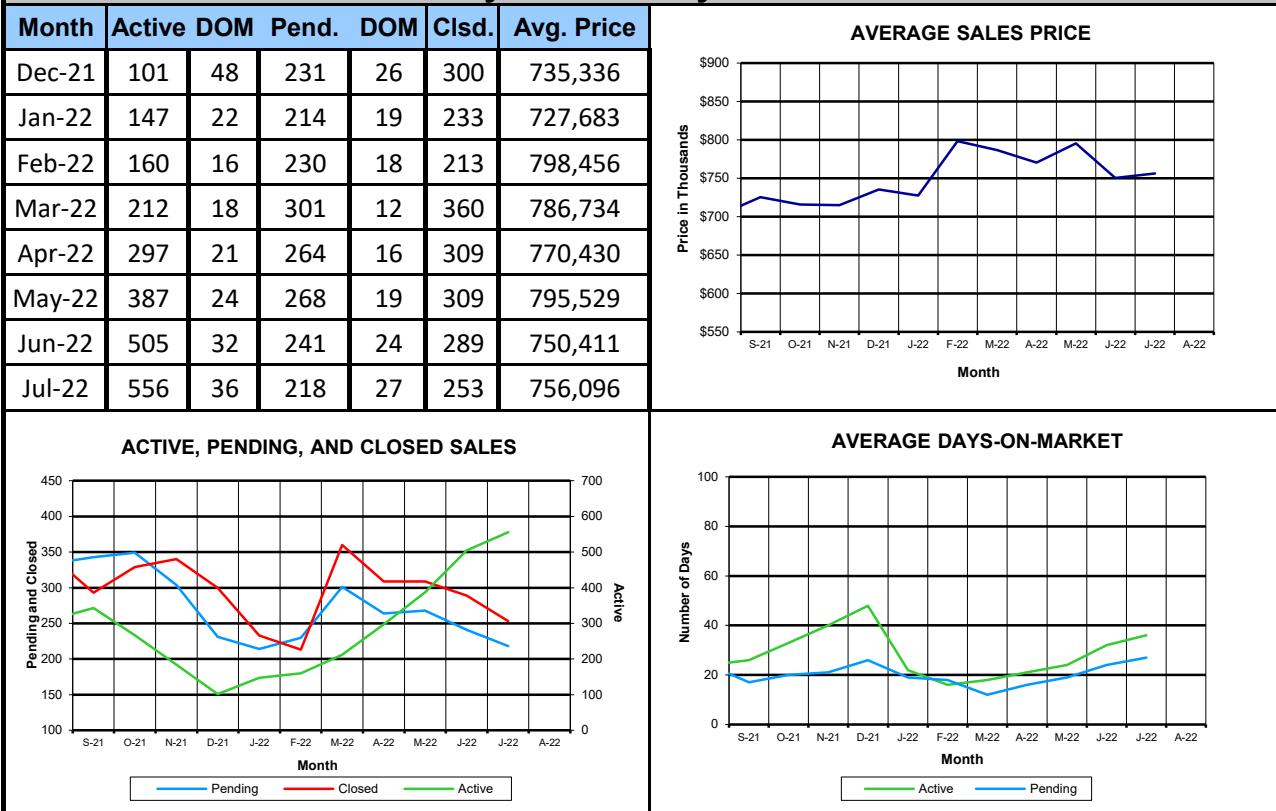


The Ryness Company

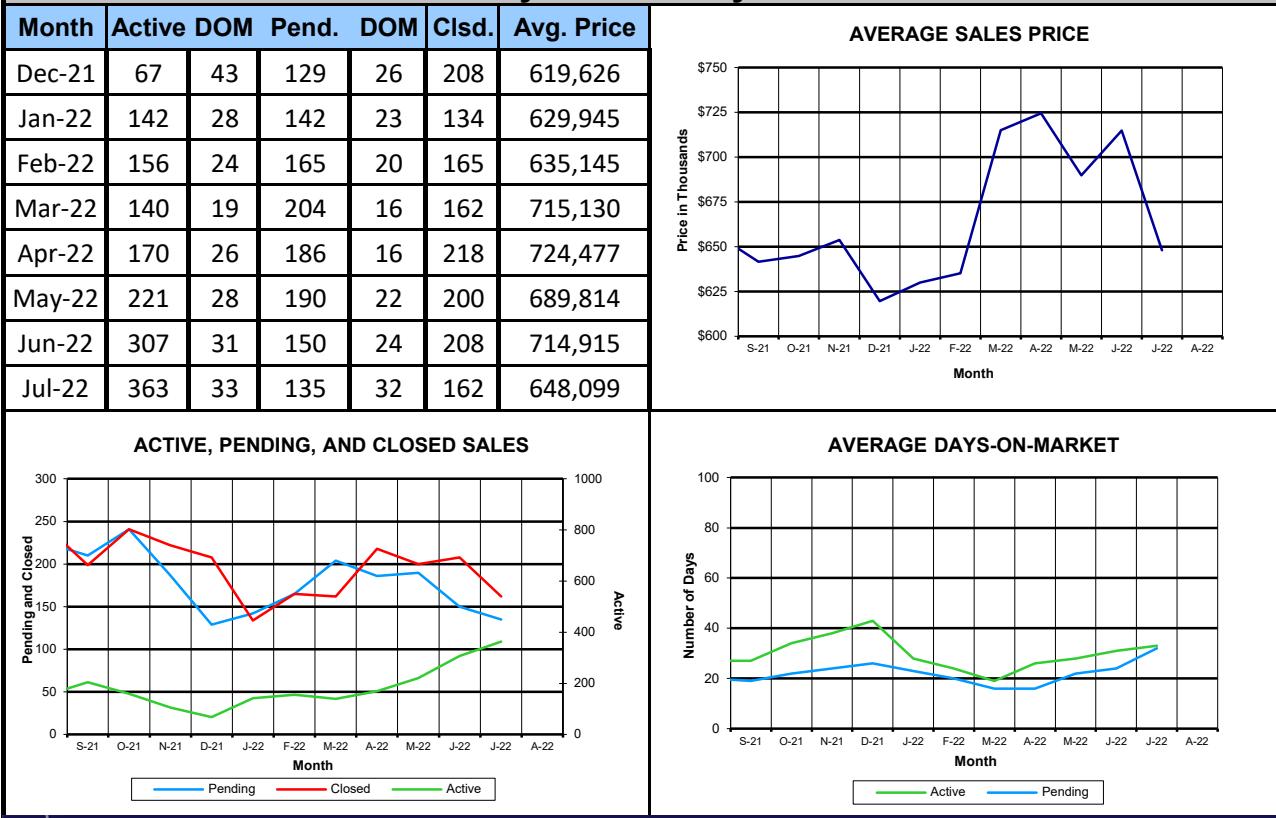
Marketing Research Department

E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



Fairfield-Vacaville SFD Monthly MLS Survey



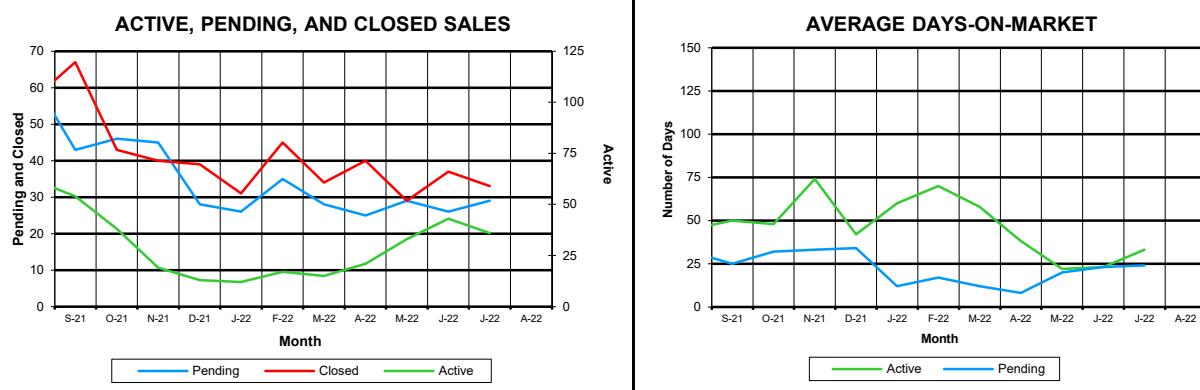


The Ryness Company

Marketing Research Department

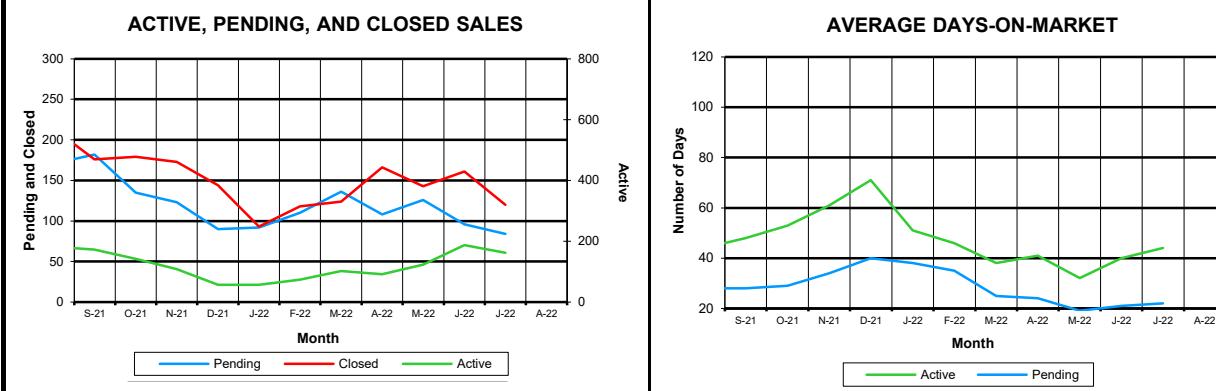
Santa Rosa Attd. Monthly MLS Survey

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



Santa Rosa SFD Monthly MLS Survey

| Month | Active DOM | Pend. DOM | Clsd. | Avg. Price | | |
|--------|------------|-----------|-------|------------|-----|---------|
| 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 |
| May-22 | 123 | 32 | 126 | 19 | 143 | 857,577 |
| Jun-22 | 188 | 40 | 96 | 21 | 161 | 871,404 |
| Jul-22 | 162 | 44 | 84 | 22 | 120 | 850,852 |



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

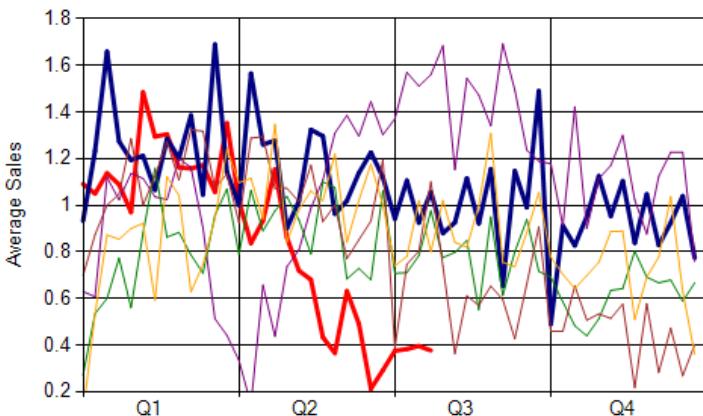
Central Valley

Week 30

Ending: Sunday, July 31, 2022

| Counties / Groups | | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Year to Date Diff. | Prev. 13 Wks. Avg. | Prev. 13 Wks. Diff. | |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|-------------|
| Tracy/Mountain House | | 11 | 152 | 6 | 2 | 4 | 0.36 | 0.85 | -57% | 0.63 | -42% | |
| San Joaquin County | | 48 | 684 | 21 | 12 | 9 | 0.19 | 0.95 | -80% | 0.64 | -71% | |
| Stanislaus County | | 7 | 49 | 12 | 4 | 8 | 1.14 | 1.04 | 9% | 0.68 | 68% | |
| Merced County | | 11 | 99 | 4 | 1 | 3 | 0.27 | 0.57 | -52% | 0.23 | 21% | |
| Madera County | | 3 | 13 | 3 | 2 | 1 | 0.33 | 0.88 | -62% | 0.60 | -45% | |
| Fresno County | | 21 | 92 | 21 | 8 | 13 | 0.62 | 0.79 | -22% | 0.36 | 72% | |
| Current Week Totals | Traffic : Sales | 16 : 1 | 101 | 1089 | 67 | 29 | 38 | 0.38 | 0.85 | -56% | 0.54 | -30% |
| Per Project Average | | | | 11 | 0.66 | 0.29 | 0.38 | | | | | |
| Year Ago - 08/01/2021 | Traffic : Sales | 9 : 1 | 107 | 1220 | 131 | 18 | 113 | 1.06 | 1.18 | -11% | 1.10 | -4% |
| % Change | | | -6% | -11% | -49% | 61% | -66% | -64% | -28% | | -51% | |

52 Weeks Comparison



Year to Date Averages Through Week 30

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 50 | 30 | 1.03 | 0.11 | 0.92 | 0.87 |
| ■ | 2018 | 68 | 24 | 1.18 | 0.16 | 1.02 | 0.80 |
| ■ | 2019 | 78 | 22 | 0.98 | 0.14 | 0.84 | 0.77 |
| ■ | 2020 | 84 | 22 | 1.23 | 0.20 | 1.03 | 1.11 |
| ■ | 2021 | 105 | 16 | 1.30 | 0.12 | 1.18 | 1.09 |
| ■ | 2022 | 102 | 14 | 1.04 | 0.19 | 0.85 | 0.85 |
| % Change: | | -3% | -17% | -20% | 63% | -28% | -22% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary |
|--------------------|--------------|--------------|---|
| CONV | RATE | APR | |
| | 5.03% | 5.13% | Last week was a busy week for the U.S. economic data and events. The week started with another data point showing that output is contracting in the housing sector. New home sales for June registered a 590K annualized pace, an 8.1% decline from May and the slowest pace of new home sales since April 2020. Higher interest rates have caused many would-be home buyers to cancel contracts or delay home buying, as they can no longer afford the higher monthly mortgage payments. One side effect of slowing new home sales has been rising inventories of new homes for sale. The inventory of new homes has risen to a 9.3-month supply at the current sales pace, which is the highest it has been since May 2010. Despite the slowdown in sales, home price growth has not yet fully rolled over. S&P CoreLogic Case-Shiller home price data released on Tuesday last week, showed that home prices in its 20-city index rose 1.32% over the month in May. For context, average monthly home price gains using the metric for 2019 were just 0.23%. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| FHA | 4.88% | 4.99% | |
| 10 Yr Yield | 2.59% | | |
| | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Central Valley

Page
1 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 11 | | | | | | | | | |
|---|-----------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|
| Tracy/Mountain House | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Legacy at College Park | Century | MH | | DTMJ | 133 | 0 | 2 | 6 | 2 | 0 | 129 | 40 | 1.43 | 1.33 |
| Hartwell at Ellis | Landsea | TR | | DTMJ | 121 | 0 | 4 | 23 | 0 | 0 | 78 | 28 | 1.44 | 0.93 |
| Kinbridge at Ellis | Landsea | TR | | DTMJ | 83 | 0 | 1 | 23 | 0 | 0 | 37 | 16 | 0.68 | 0.53 |
| Townsend at Ellis | Landsea | TR | | DTMJ | 104 | 0 | 6 | 23 | 0 | 0 | 98 | 59 | 2.26 | 1.97 |
| Amethyst at Tracy Hills | Lennar | TH | | ATMJ | 132 | 3 | 5 | 20 | 2 | 0 | 35 | 35 | 1.28 | 1.28 |
| Hillview | Lennar | TH | | DTMJ | 214 | 0 | 7 | 2 | 1 | 0 | 5 | 5 | 0.61 | 0.61 |
| Pearl at Tracy Hills | Lennar | TH | | DTMJ | 200 | 0 | 6 | 5 | 0 | 2 | 155 | 23 | 0.90 | 0.77 |
| Topaz at Tracy Hills | Lennar | TH | | DTMJ | 139 | 0 | 2 | 23 | 1 | 0 | 125 | 23 | 0.85 | 0.77 |
| Bergamo at Mountain House | Shea | MH | | DTMJ | 137 | 0 | 3 | 12 | 0 | 0 | 97 | 26 | 1.33 | 0.87 |
| Langston at Mountain House | Shea | MH | | ATMJ | 171 | 0 | 4 | 11 | 0 | 0 | 163 | 21 | 1.24 | 0.70 |
| Berkshire at Ellis | Woodside | TR | | DTMJ | 98 | 0 | 1 | 4 | 0 | 0 | 97 | 8 | 0.88 | 0.27 |
| TOTALS: No. Reporting: 11 | | | Avg. Sales: 0.36 | | Traffic to Sales: 25 : 1 | | | | 41 | 152 | 6 | 2 | 1019 | 284 |
| City Codes: MH = Mountain House, TR = Tracy, TH = Tracy Hills | | | | | | | | | | | | | | |

| Stockton/Lodi | | | | | Projects Participating: 11 | | | | | | | | | |
|--------------------------------------|-------------------|----|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Solari Ranch II | DR Horton | SK | | DTST | 65 | 2 | 2 | 5 | 1 | 0 | 60 | 50 | 1.32 | 1.67 |
| Talavera | DR Horton | LD | | DTMJ | 27 | 0 | 3 | 10 | 0 | 0 | 2 | 2 | 0.38 | 0.38 |
| Aspire at River Terrace II | K Hovnanian | SK | | DTMJ | 107 | 0 | 6 | 1 | 0 | 1 | 70 | 20 | 1.03 | 0.67 |
| Encantada at Vineyard Terrace | K Hovnanian | LD | | DTMJ | 108 | 0 | 1 | 4 | 1 | 0 | 107 | 1 | 0.82 | 0.03 |
| Montevello II | KB Home | SK | | DTST | 103 | 0 | 1 | 3 | 2 | 0 | 102 | 23 | 1.13 | 0.77 |
| Santorini | KB Home | SK | | DTMJ | 86 | 0 | 6 | 12 | 0 | 1 | 62 | 31 | 1.20 | 1.03 |
| Verona at Destinations | KB Home | SK | | ATMJ | 106 | 0 | 3 | 13 | 0 | 0 | 71 | 34 | 1.06 | 1.13 |
| Keys at Westlake | Lennar | SK | | DTMJ | 101 | 0 | 4 | 11 | 1 | 0 | 87 | 23 | 0.81 | 0.77 |
| Westlake | Meritage | SK | | DTMJ | 84 | 0 | 1 | 12 | 1 | 0 | 25 | 25 | 1.24 | 1.24 |
| Autumn Trails at Westlake | Richmond American | SK | | DTMJ | 112 | 0 | 5 | 10 | 1 | 1 | 22 | 22 | 0.99 | 0.99 |
| Summers Bend at Westlake | Richmond American | SK | | DTMJ | 96 | 0 | 3 | 11 | 1 | 0 | 17 | 17 | 0.84 | 0.84 |
| TOTALS: No. Reporting: 11 | | | Avg. Sales: 0.45 | | Traffic to Sales: 12 : 1 | | | | 35 | 92 | 8 | 3 | 625 | 248 |
| City Codes: SK = Stockton, LD = Lodi | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Central Valley

Page
2 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 37 | | | | | | | | | |
|----------------------------------|-------------------------|-----------|---------------------------------|------|----------------------------|------------|------------|-----------|------------|-------------|--------------|---------------|----------------|---------------|
| San Joaquin County | | | | | Units | New Rel. | Rel'd Rn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Turnleaf at the Collective | Anthem United | MN | | AASF | 84 | 0 | 4 | 2 | 0 | 0 | 80 | 16 | 0.52 | 0.53 |
| Griffin Park | Atherton | MN | Rsv's | DTMJ | 156 | 0 | 4 | 48 | 0 | 1 | 118 | 52 | 2.13 | 1.73 |
| Cascade at Stanford Crossing | DR Horton | LP | | DTMJ | 100 | 0 | 3 | 14 | 0 | 1 | 71 | 43 | 1.60 | 1.43 |
| Pinnacle at North Main | DR Horton | MN | | DTMJ | 87 | 0 | 6 | 8 | 0 | 3 | 17 | 17 | 0.98 | 0.98 |
| Summit at North Main | DR Horton | MN | | DTST | 67 | 0 | 1 | 8 | 2 | 0 | 25 | 25 | 1.23 | 1.23 |
| Iron Pointe at Stanford Crossing | KB Home | LP | | DTMJ | 98 | 0 | 3 | 7 | 0 | 0 | 2 | 2 | 0.61 | 0.61 |
| Riverchase at Stanford Crossing | KB Home | LP | | DTMJ | 96 | 0 | 3 | 12 | 0 | 0 | 93 | 21 | 1.18 | 0.70 |
| Balboa at River Islands | Kiper | LP | | DTMJ | 77 | 0 | 6 | 28 | 0 | 0 | 61 | 24 | 1.06 | 0.80 |
| Catalina II at River Islands | Kiper TSO | LP | | DTMJ | 101 | 0 | TSO | 24 | 0 | 0 | 76 | 25 | 1.04 | 0.83 |
| Freestone | Kiper | MN | | DTMJ | 60 | 2 | 2 | 14 | 1 | 1 | 26 | 26 | 1.17 | 1.17 |
| Skye at River Islands | Kiper | LP | | DTMJ | 155 | 3 | 2 | 42 | 1 | 0 | 33 | 33 | 0.86 | 1.10 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 11 | 9 | 0 | 0 | 110 | 5 | 0.33 | 0.17 |
| Horizon at River Islands | Lennar | LP | | DTMJ | 143 | 0 | 3 | 10 | 2 | 0 | 101 | 49 | 1.34 | 1.63 |
| Arbor Bend - Cypress | Meritage | MN | | DTMJ | 175 | 0 | 6 | 4 | 1 | 1 | 108 | 49 | 1.44 | 1.63 |
| Arbor Bend - Hawthorn | Meritage | MN | | DTMJ | 212 | 0 | 4 | 36 | 0 | 0 | 50 | 35 | 1.13 | 1.17 |
| Arbor Bend- Linden | Meritage | MN | | DTMJ | 268 | 0 | 4 | 22 | 1 | 0 | 94 | 38 | 1.25 | 1.27 |
| Laguna at River Islands | Pulte | LP | | DTMJ | 110 | 0 | 9 | 8 | 0 | 1 | 34 | 23 | 0.91 | 0.77 |
| Sanctuary at River Islands | Pulte | LP | | DTMJ | 91 | 0 | 5 | 7 | 0 | 1 | 43 | 31 | 1.15 | 1.03 |
| Sunset at River Islands | Pulte S/O | LP | | DTMJ | 122 | 0 | S/O | 0 | 1 | 0 | 122 | 37 | 1.52 | 1.23 |
| Dolcinea at Griffin Park | Raymus | MN | | DTMJ | 57 | 0 | 3 | 19 | 0 | 0 | 46 | 46 | 1.14 | 1.53 |
| Passport at Griffin Park | Raymus | MN | | DTMJ | 101 | 0 | 2 | 19 | 1 | 0 | 67 | 49 | 1.62 | 1.63 |
| Birch at Arbor Bend | Richmond American | MN | | ATST | 60 | 0 | 5 | 2 | 0 | 0 | 8 | 8 | 0.53 | 0.53 |
| Encore at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 1 | 4 | 0 | 0 | 72 | 31 | 1.31 | 1.03 |
| Magnolia at Arbor Bend | Richmond American | MN | | DTMJ | 52 | 0 | 6 | 4 | 0 | 0 | 11 | 11 | 0.73 | 0.73 |
| Seasons at Stanford Crossing IV | Richmond American | LP | | DTST | 113 | 0 | 4 | 7 | 0 | 0 | 22 | 22 | 0.81 | 0.81 |
| Legacy at Stanford Crossing | Taylor Morrison | LP | | DTMJ | 60 | 0 | 7 | 12 | 0 | 0 | 35 | 27 | 1.02 | 0.90 |
| Venture at The Collective | Taylor Morrison | MN | | DTMJ | 115 | 0 | 6 | 10 | 2 | 0 | 107 | 15 | 0.71 | 0.50 |
| Waypointe at River Islands | The New Home Co | LP | | DTMJ | 94 | 0 | 7 | 21 | 0 | 0 | 44 | 28 | 0.99 | 0.93 |
| Breakwater at River Islands | TRI Pointe | LP | | DTMJ | 106 | 0 | 4 | 0 | 0 | 0 | 102 | 0 | 0.92 | 0.00 |
| Journey at Stanford Crossing | TRI Pointe | LP | | DTMJ | 81 | 0 | 4 | 5 | 0 | 0 | 2 | 2 | 0.39 | 0.39 |
| The Cove at River Islands | TRI Pointe | LP | | DTMJ | 77 | 0 | 4 | 19 | 0 | 0 | 23 | 23 | 1.08 | 1.08 |
| Avalon at River Islands | Trumark | LP | | DTMJ | 57 | 0 | 6 | 38 | 0 | 0 | 30 | 30 | 1.07 | 1.07 |
| Avalon Point at River Islands | Trumark | LP | | DTMJ | 69 | 0 | 5 | 38 | 0 | 0 | 28 | 28 | 1.26 | 1.26 |
| Dawn at The Collective | Trumark | MN | | AASF | 76 | 0 | 7 | 24 | 0 | 0 | 3 | 3 | 0.16 | 0.16 |
| Vida at The Collective | Trumark | MN | | AASF | 103 | 0 | 9 | 24 | 1 | 0 | 8 | 8 | 0.34 | 0.34 |
| Hdeaway II at River Islands | Van Daele | LP | | ATST | 108 | 0 | 1 | 18 | 0 | 0 | 5 | 5 | 0.69 | 0.69 |
| Veranda at River Islands | Van Daele | LP | | DTMJ | 101 | 0 | 4 | 25 | 0 | 0 | 86 | 23 | 1.13 | 0.77 |
| TOTALS: No. Reporting: 37 | Avg. Sales: 0.11 | | Traffic to Sales: 46 : 1 | | | 161 | 592 | 13 | 9 | 1963 | 910 | Net: 4 | | |

City Codes: MN = Manteca, LP = Lathrop

The Ryness Report

Week Ending
Sunday, July 31, 2022

Central Valley

Page
3 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 5 | | | | | | | | | |
|--|-------------|-------------------------|-------|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Stanislaus County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Bruin Heights | DR Horton | WF | | DTST | 51 | 7 | 8 | 5 | 2 | 2 | 28 | 28 | 1.20 | 1.20 |
| Edgewater | DR Horton | WF | | DTST | 75 | 0 | 4 | 2 | 2 | 1 | 68 | 28 | 1.09 | 0.93 |
| Aspire at Apricot Grove II | K Hovnanian | PR | | DTMJ | 150 | 0 | 2 | 3 | 1 | 1 | 84 | 33 | 1.47 | 1.10 |
| Fieldstone II | KB Home | HG | | DTST | 50 | 0 | 4 | 6 | 1 | 0 | 14 | 14 | 0.98 | 0.98 |
| Turnleaf at Patterson Ranch | KB Home | PR | | DTST | 190 | 0 | 2 | 10 | 3 | 0 | 147 | 31 | 1.24 | 1.03 |
| TOTALS: No. Reporting: 5 | | Avg. Sales: 1.00 | | | Traffic to Sales: 3 : 1 | | | 20 | 26 | 9 | 4 | 341 | 134 | Net: 5 |
| City Codes: WF = Waterford, PR = Patterson, HG = Hughson | | | | | | | | | | | | | | |

| Turlock | | | | | Projects Participating: 2 | | | | | | | | | |
|--------------------------------------|---------|-------------------------|--|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Marcona | Bright | KY | | DTMJ | 116 | 0 | 5 | 15 | 2 | 0 | 11 | 11 | 1.07 | 1.07 |
| Les Chateaux | KB Home | TK | | DTMJ | 60 | 0 | 5 | 8 | 1 | 0 | 23 | 23 | 0.99 | 0.99 |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 1.50 | | | Traffic to Sales: 8 : 1 | | | 10 | 23 | 3 | 0 | 34 | 34 | Net: 3 |
| City Codes: KY = Keyes, TK = Turlock | | | | | | | | | | | | | | |

| Merced County | | | | | Projects Participating: 11 | | | | | | | | | |
|---|-----------------|-------------------------|--|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Summer Creek | Bright | MD | | DTMJ | 120 | 0 | 1 | 0 | 0 | 0 | 117 | 1 | 0.70 | 0.03 |
| Silhouette at Sunrise Ranch | Century | LB | | DTMJ | 95 | 0 | 8 | 10 | 1 | 0 | 11 | 11 | 0.47 | 0.47 |
| Monterra V | DR Horton | MD | | DTST | 35 | 0 | 3 | 15 | 0 | 0 | 29 | 29 | 1.06 | 1.06 |
| Pacheco Pointe | DR Horton | LB | | DTST | 118 | 0 | 8 | 2 | 0 | 0 | 110 | 45 | 1.41 | 1.50 |
| Panorama | DR Horton | MD | | DTST | 192 | 0 | 12 | 15 | 0 | 0 | 180 | 13 | 1.09 | 0.43 |
| The Pointe at Stonecreek | Legacy | LB | | DTMJ | 109 | 0 | 5 | 16 | 0 | 0 | 32 | 21 | 0.66 | 0.70 |
| Sunrise Ranch | Meritage | LB | | DTMJ | 87 | 0 | 31 | 17 | 0 | 0 | 30 | 24 | 0.80 | 0.80 |
| Bellevue Ranch Phase 4 | Stonefield Home | MD | | DTST | 45 | 0 | 3 | 11 | 2 | 0 | 40 | 23 | 0.97 | 0.77 |
| Cypress Terrace | Stonefield Home | MD | | DTST | 125 | 0 | 1 | 7 | 0 | 0 | 105 | 14 | 0.69 | 0.47 |
| Sunrise Ranch | Stonefield Home | LB | | ATST | 14 | 0 | 4 | 2 | 1 | 1 | 10 | 5 | 0.20 | 0.17 |
| Villas II, The | Stonefield Home | LB | | DTST | 191 | 0 | 3 | 4 | 0 | 0 | 77 | 20 | 0.97 | 0.67 |
| TOTALS: No. Reporting: 11 | | Avg. Sales: 0.27 | | | Traffic to Sales: 25 : 1 | | | 79 | 99 | 4 | 1 | 741 | 206 | Net: 3 |
| City Codes: MD = Merced, LB = Los Banos | | | | | | | | | | | | | | |

| Madera County | | | | | Projects Participating: 3 | | | | | | | | | |
|---|---------|-------------------------|--|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Greenhills Estates | Century | CW | | DTMJ | 70 | 0 | 7 | 3 | 1 | 0 | 6 | 6 | 0.33 | 0.33 |
| Pheasant Run | Century | CW | | DTMJ | 70 | 0 | 7 | 5 | 1 | 1 | 48 | 37 | 1.23 | 1.23 |
| Riverstone - Clementine I | Lennar | MDA | | DTST | 108 | 0 | 5 | 5 | 1 | 1 | 86 | 33 | 1.09 | 1.10 |
| TOTALS: No. Reporting: 3 | | Avg. Sales: 0.33 | | | Traffic to Sales: 4 : 1 | | | 19 | 13 | 3 | 2 | 140 | 76 | Net: 1 |
| City Codes: CW = Chowchilla, MDA = Madera | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Central Valley

Page
4 of 4

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 21 | | | | | | | | | |
|----------------------------------|-------------|-------------------------|-------|------|--------------------------------|----------|-------------|-----------|------------|-----------|--------------|-------------|----------------|----------------|
| Fresno County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Bravado | Century | REE | | DTMU | 182 | 0 | 7 | 4 | 1 | 0 | 33 | 25 | 0.80 | 0.83 |
| Meadowood II | Century | FR | | ATMU | 127 | 3 | 8 | 7 | 2 | 0 | 84 | 48 | 1.61 | 1.60 |
| Monarch | Century | KB | | DTMU | 64 | 0 | 6 | 7 | 1 | 0 | 31 | 29 | 0.59 | 0.97 |
| Olivewood | Century | FR | | DTMU | 169 | 3 | 2 | 9 | 1 | 0 | 110 | 68 | 1.86 | 2.27 |
| The Crossings II | Century | KER | | DTMU | 104 | 0 | 9 | 9 | 0 | 0 | 32 | 32 | 1.37 | 1.37 |
| River Pointe | DR Horton | REE | | DTMU | 84 | 0 | 7 | 6 | 1 | 0 | 73 | 32 | 1.06 | 1.07 |
| Aspire at Sunnyside | K Hovnanian | FO | | DTST | 132 | 0 | 6 | 0 | 0 | 0 | 126 | 0 | 0.72 | 0.00 |
| Aspire at Sunnyside II | K Hovnanian | FO | | DTST | 143 | 0 | 3 | 2 | 1 | 1 | 22 | 22 | 0.78 | 0.78 |
| Centrella Villas | KB Home | FR | | DTMU | 146 | 4 | 1 | 12 | 3 | 0 | 6 | 6 | 4.67 | 4.67 |
| Marshall Estates | KB Home | FO | | DTST | 76 | 0 | 1 | 5 | 1 | 0 | 65 | 27 | 1.20 | 0.90 |
| Anatole- Clementine | Lennar | FR | | DTMU | 137 | 0 | 4 | 3 | 1 | 2 | 80 | 36 | 1.13 | 1.20 |
| Anatole- Coronet | Lennar | FR | | DTMU | 99 | 0 | 2 | 1 | 1 | 0 | 61 | 7 | 0.86 | 0.23 |
| Arboralla - Clementine | Lennar | CV | | DTST | 137 | 1 | 2 | 4 | 3 | 0 | 91 | 40 | 1.34 | 1.33 |
| Brambles- Starling | Lennar | FR | | ATST | 150 | 0 | 2 | 5 | 2 | 0 | 71 | 20 | 1.00 | 0.67 |
| Brambles- Wilde | Lennar | FR | | DTST | 89 | 0 | 5 | 8 | 1 | 0 | 59 | 11 | 0.83 | 0.37 |
| Daffodil Hill - Clementine | Lennar | FR | | DTMU | 109 | 0 | 4 | 2 | 1 | 0 | 29 | 29 | 1.36 | 1.36 |
| Fancher Creek - Coronet | Lennar | FR | | ATST | 80 | 0 | 5 | 1 | 0 | 0 | 60 | 4 | 0.71 | 0.13 |
| Fancher Creek - Coronet II | Lennar | FR | | DTMU | 138 | 0 | 7 | 1 | 0 | 2 | 18 | 5 | 0.43 | 0.17 |
| Fancher Creek California II | Lennar | FR | | DTMU | 106 | 0 | 2 | 1 | 1 | 1 | 45 | 18 | 0.94 | 0.60 |
| Sterling Acres- Coronet | Lennar | FR | | DTMU | 95 | 0 | 8 | 3 | 0 | 1 | 27 | 27 | 1.21 | 1.21 |
| Veneto Park - Starling Townhomes | Lennar | CV | | ATMU | 160 | 0 | 8 | 2 | 0 | 1 | 45 | 16 | 0.67 | 0.53 |
| TOTALS: No. Reporting: 21 | | Avg. Sales: 0.62 | | | Traffic to Sales: 4 : 1 | | | 99 | 92 | 21 | 8 | 1168 | 502 | Net: 13 |

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

| Central Valley | | | Projects Participating: 101 | | | | | | |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
| | | | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 101 | Avg. Sales: 0.38 | Traffic to Sales: 16 : 1 | 464 | 1089 | 67 | 29 | 6031 | 2394 | Net: 38 |
| 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 | | | | | | | | | |

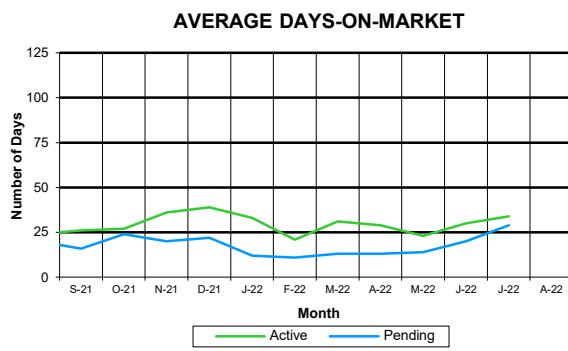


The Ryness Company

Marketing Research Department

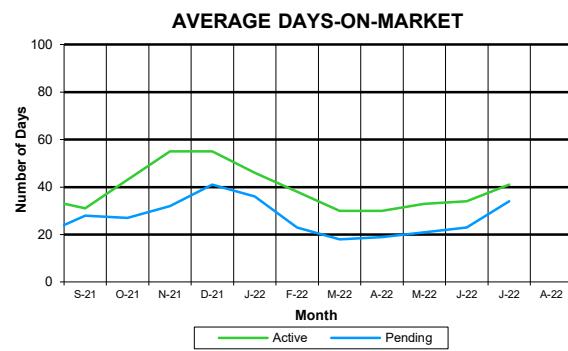
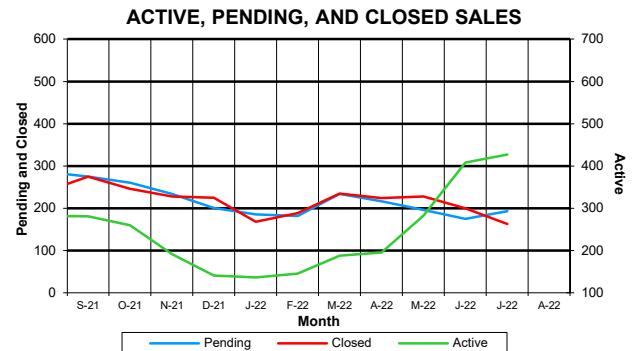
Tracy SFD Monthly MLS Survey

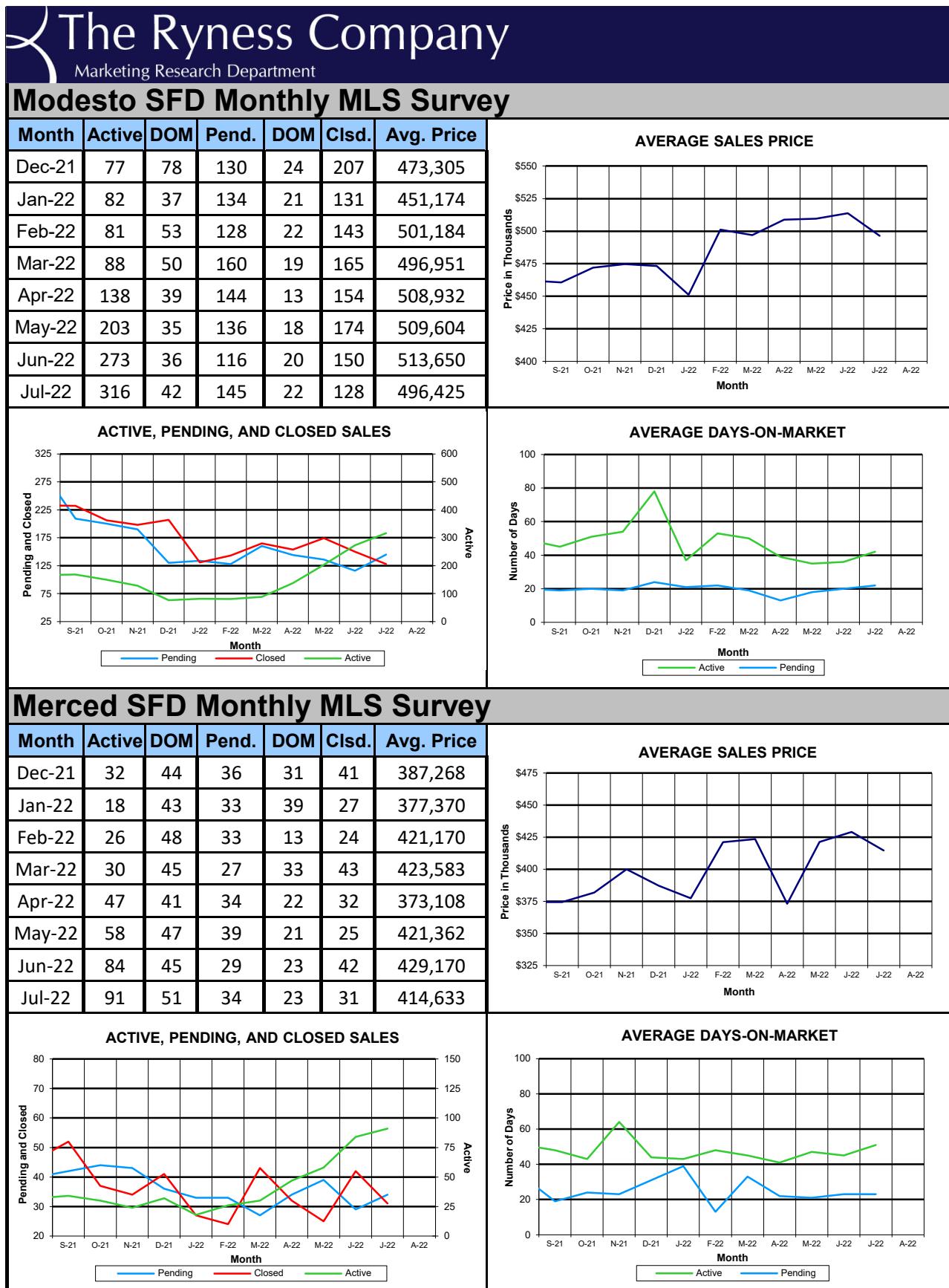
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-21 | 23 | 39 | 55 | 22 | 99 | 774,259 |
| Jan-22 | 25 | 33 | 54 | 12 | 60 | 739,033 |
| Feb-22 | 43 | 21 | 53 | 11 | 58 | 781,671 |
| Mar-22 | 41 | 31 | 81 | 13 | 83 | 868,542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



Stockton SFD Monthly MLS Survey

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





THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



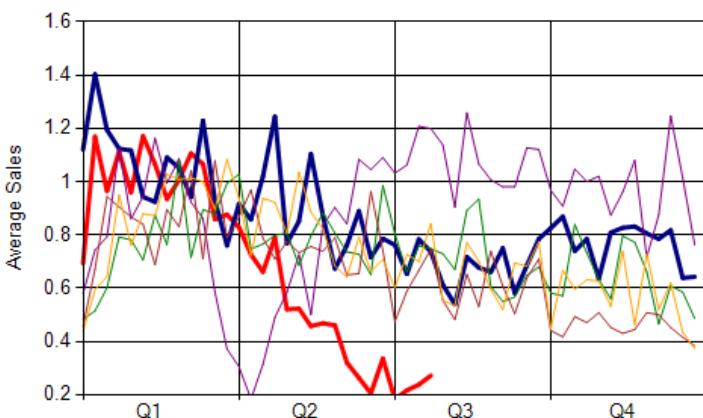
NATIONAL BUILDER DIVISION

Ending: Sunday, July 31, 2022

Sacramento Week 30

| Counties / Groups | Projects | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Diff. | Prev. 13 Wks. Avg. | Diff. | |
|------------------------------|------------------------|---------------|------------|-------------|------------|------------|-------------------|-------------|--------------------|-------------|-------------|
| South Sacramento | 19 | 208 | 6 | 5 | 1 | 0.05 | 0.72 | -93% | 0.41 | -87% | |
| Central & North Sacramento | 40 | 458 | 16 | 6 | 10 | 0.25 | 0.72 | -65% | 0.39 | -36% | |
| Folsom | 18 | 283 | 12 | 4 | 8 | 0.44 | 0.60 | -26% | 0.32 | 40% | |
| El Dorado | 10 | 80 | 1 | 1 | 0 | 0.00 | 0.53 | -100% | 0.35 | -100% | |
| Placer & Nevada | 71 | 819 | 43 | 19 | 24 | 0.34 | 0.66 | -49% | 0.37 | -9% | |
| Yolo | 5 | 31 | 3 | 2 | 1 | 0.20 | 0.66 | -70% | 0.51 | -61% | |
| Amador County | 1 | 6 | 0 | 0 | 0 | 0.00 | 0.23 | -100% | 0.23 | -100% | |
| Northern Counties | 13 | 60 | 10 | 6 | 4 | 0.31 | 0.82 | -63% | 0.48 | -36% | |
| Current Week Totals | Traffic : Sales | 21 : 1 | 177 | 1945 | 91 | 43 | 0.27 | 0.68 | -60% | 0.38 | -29% |
| Per Project Average | | | 11 | 0.51 | 0.24 | 0.27 | | | | | |
| Year Ago - 08/01/2021 | Traffic : Sales | 20 : 1 | 167 | 2803 | 138 | 15 | 0.74 | 0.94 | -21% | 0.83 | -12% |
| % Change | | | 6% | -31% | -34% | 187% | -61% | -63% | -28% | -54% | |

52 Weeks Comparison



Year to Date Averages Through Week 30

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2017 | 140 | 27 | 0.97 | 0.15 | 0.82 | 0.73 |
| ■ | 2018 | 128 | 26 | 0.91 | 0.14 | 0.78 | 0.66 |
| ■ | 2019 | 141 | 23 | 0.90 | 0.12 | 0.78 | 0.73 |
| ■ | 2020 | 149 | 16 | 0.98 | 0.16 | 0.81 | 0.89 |
| ■ | 2021 | 160 | 18 | 1.03 | 0.09 | 0.94 | 0.85 |
| ■ | 2022 | 172 | 14 | 0.82 | 0.15 | 0.68 | 0.68 |
| % Change: | | 8% | -24% | -20% | 58% | -28% | -20% |

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

| Financing | | | Market Commentary | | | | |
|--------------------|--------------|--------------|---|--|--|--|--|
| CONV | RATE | APR | | | | | |
| | 5.03% | 5.13% | | | | | |
| FHA | 4.88% | 4.99% | | | | | |
| 10 Yr Yield | 2.59% | | Last week was a busy week for the U.S. economic data and events. The week started with another data point showing that output is contracting in the housing sector. New home sales for June registered a 590K annualized pace, an 8.1% decline from May and the slowest pace of new home sales since April 2020. Higher interest rates have caused many would-be home buyers to cancel contracts or delay home buying, as they can no longer afford the higher monthly mortgage payments. One side effect of slowing new home sales has been rising inventories of new homes for sale. The inventory of new homes has risen to a 9.3-month supply at the current sales pace, which is the highest it has been since May 2010. Despite the slowdown in sales, home price growth has not yet fully rolled over. S&P CoreLogic Case-Shiller home price data released on Tuesday last week, showed that home prices in its 20-city index rose 1.32% over the month in May. For context, average monthly home price gains using the metric for 2019 were just 0.23%. Source: Wells Fargo Bank Weekly Economic & Financial Commentary | | | | |
| | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
1 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 19 | | | | | | | | | |
|-----------------------------------|-------------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|
| South Sacramento | | | | | Units | New Rel. | Rel'd Rmr'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| The Retreats | K Hovnanian | RM | | DTMJ | 62 | 0 | 2 | 1 | 0 | 0 | 1 | 1 | 0.12 | 0.12 |
| Allegro | KB Home | LN | | ATMJ | 72 | 0 | 3 | 9 | 2 | 2 | 32 | 32 | 1.22 | 1.22 |
| Pleridae | KB Home | GT | | DTST | 69 | 0 | 1 | 3 | 0 | 0 | 68 | 18 | 0.96 | 0.60 |
| Traviso | KB Home | LN | | DTMJ | 422 | 0 | 2 | 15 | 0 | 0 | 27 | 27 | 0.92 | 0.90 |
| Vintage Park | KB Home | SO | | DTST | 81 | 2 | 2 | 25 | 1 | 0 | 78 | 18 | 1.28 | 0.60 |
| Antinori at Vineyard Creek | Lennar | SO | | DTMJ | 95 | 0 | 2 | 5 | 1 | 0 | 83 | 19 | 0.88 | 0.63 |
| Elements at Sterling Meadows | Lennar | LN | | DTMJ | 289 | 0 | 5 | 6 | 0 | 0 | 241 | 41 | 1.19 | 1.37 |
| Essentia at Sterling Meadows | Lennar | LN | | DTST | 139 | 0 | 2 | 8 | 1 | 1 | 90 | 22 | 0.98 | 0.73 |
| Redwood at Parkside | Lennar | VN | | DTMJ | 344 | 0 | 6 | 4 | 0 | 0 | 338 | 28 | 0.90 | 0.93 |
| Cornerstone Commons | Meritage | LN | | DTMJ | 83 | 0 | 4 | 17 | 0 | 0 | 5 | 5 | 0.33 | 0.33 |
| Cornerstone Crossings | Meritage | LN | | DTMJ | 78 | 0 | 4 | 17 | 0 | 0 | 6 | 6 | 0.39 | 0.39 |
| Laguna Ranch II | Richmond American | LN | | DTMJ | 100 | 0 | 2 | 12 | 1 | 1 | 7 | 7 | 0.84 | 0.84 |
| Seasons at Stonebrook | Richmond American | LN | | DTMJ | 102 | 0 | 2 | 18 | 0 | 0 | 68 | 28 | 1.20 | 0.93 |
| Seasons at the Farm | Richmond American | GT | | DTMJ | 87 | 0 | 4 | 8 | 0 | 1 | 11 | 11 | 0.52 | 0.52 |
| Woodberry at Bradshaw Crossing II | Richmond American | TSO SO | | DTMJ | 120 | 0 | TSO | 8 | 0 | 0 | 1 | 1 | 0.32 | 0.32 |
| Barcelona at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 108 | 0 | 2 | 10 | 0 | 0 | 106 | 10 | 0.74 | 0.33 |
| Sevilla at Madeira Meadows | Taylor Morrison | LN | | DTMJ | 102 | 0 | 4 | 10 | 0 | 0 | 98 | 16 | 0.69 | 0.53 |
| Cedar Creek | Tim Lewis | GT | | DTMJ | 112 | 0 | 5 | 9 | 0 | 0 | 36 | 21 | 0.72 | 0.70 |
| Reflections at Poppy Lane | Tim Lewis | LN | | DTMJ | 73 | 0 | 3 | 23 | 0 | 0 | 49 | 21 | 0.81 | 0.70 |
| TOTALS: No. Reporting: 19 | | | Avg. Sales: 0.05 | | Traffic to Sales: 35 : 1 | | | | 55 | 208 | 6 | 5 | 1345 | 332 |
| Net: 1 | | | | | | | | | | | | | | |

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

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
2 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 20 | | | | | | | | | | | | | |
|---|-------------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|------------|--------------|----------|----------------|---------------|--|--|--|--|
| Central Sacramento | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | | | | |
| Abbeys Gate at Northridge | Black Pine | CH | | DTMJ | 46 | 0 | 6 | 0 | 0 | 0 | 40 | 8 | 0.43 | 0.27 | | | | |
| Crocker Village- Alley Row | Black Pine | SO | | DTMJ | 67 | 0 | 2 | 2 | 0 | 0 | 65 | 6 | 0.60 | 0.20 | | | | |
| Crocker Village- Main Street | Black Pine | SO | | DTMJ | 52 | 0 | 6 | 12 | 0 | 0 | 46 | 0 | 0.42 | 0.00 | | | | |
| Mills Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 116 | 0 | 2 | 10 | 0 | 0 | 111 | 19 | 0.73 | 0.63 | | | | |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 251 | 0 | 2 | 14 | 0 | 0 | 119 | 8 | 0.72 | 0.27 | | | | |
| Sutter at Rio Del Oro | Elliott | RO | | DTMJ | 136 | 0 | 1 | 40 | 1 | 0 | 4 | 4 | 1.75 | 1.75 | | | | |
| Montrose at The Ranch | K Hovnanian | RO | | DTMJ | 113 | 0 | 1 | 0 | 0 | 0 | 30 | 30 | 1.10 | 1.10 | | | | |
| Sagebrush at The Ranch | K Hovnanian | RO | | DTMJ | 116 | 0 | 3 | 2 | 0 | 0 | 37 | 37 | 1.36 | 1.36 | | | | |
| Springs at The Ranch | K Hovnanian | RO | | DTMJ | 173 | 0 | 2 | 2 | 1 | 1 | 65 | 65 | 2.38 | 2.38 | | | | |
| Canyon at Mitchell Village | KB Home | CH | | DTST | 109 | 0 | 7 | 4 | 0 | 0 | 99 | 35 | 1.30 | 1.17 | | | | |
| Heritage at Mitchell Village | KB Home | CH | | DTMJ | 72 | 0 | 7 | 2 | 1 | 0 | 65 | 15 | 0.75 | 0.50 | | | | |
| Ventana | Lennar | RO | | DTMJ | 160 | 0 | 4 | 10 | 1 | 0 | 141 | 39 | 0.89 | 1.30 | | | | |
| Verdant | Lennar | RO | | DTST | 157 | 0 | 6 | 7 | 0 | 1 | 116 | 22 | 0.97 | 0.73 | | | | |
| Viridian | Lennar | RO | | DTST | 185 | 0 | 2 | 10 | 0 | 0 | 150 | 24 | 0.93 | 0.80 | | | | |
| Echelon | Premier Homes | RO | | DTMJ | 57 | 0 | 2 | 86 | 1 | 0 | 3 | 3 | 0.70 | 0.70 | | | | |
| Elevate at Montelena | Premier Homes | RO | | DTMJ | 152 | 0 | 3 | 12 | 0 | 0 | 2 | 2 | 0.15 | 0.15 | | | | |
| Village 8 at Montelena | Premier Homes | RO | | DTMJ | 81 | 0 | 2 | 25 | 0 | 0 | 8 | 8 | 0.61 | 0.61 | | | | |
| Seasons at Montelena | Richmond American | RO | | DTMJ | 125 | 0 | 6 | 19 | 1 | 0 | 19 | 19 | 0.89 | 0.89 | | | | |
| Acacia at Cypress | Woodside | RO | | DTMJ | 99 | 0 | 5 | 4 | 0 | 0 | 58 | 31 | 0.72 | 1.03 | | | | |
| Magnolia at Cypress | Woodside | RO | | DTMJ | 178 | 0 | 4 | 6 | 0 | 0 | 143 | 29 | 0.94 | 0.97 | | | | |
| TOTALS: No. Reporting: 20 | | | Avg. Sales: 0.20 | | Traffic to Sales: 45 : 1 | | | | 73 | 267 | 6 | 2 | 1321 | 404 | | | | |
| City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks | | | | | | | | | | | | | | | | | | |
| Net: 4 | | | | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
3 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 20 | | | | | | | | | | | | | |
|--|-----------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|--|--|--|--|
| North Sacramento | | | | | Units | New Rel. | Rel'd Rnrg | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | | | | |
| Artisan - The Cove | Beazer | SO | | DTST | 145 | 0 | 2 | 3 | 0 | 0 | 109 | 16 | 0.74 | 0.53 | | | | |
| Edgeview - The Cove | Beazer | SO | | ATST | 156 | 0 | 6 | 5 | 0 | 0 | 109 | 19 | 0.99 | 0.63 | | | | |
| Westward - The Cove | Beazer | SO | | DTST | 122 | 3 | 4 | 3 | 0 | 0 | 74 | 20 | 0.61 | 0.67 | | | | |
| Windrow - The Cove | Beazer | SO | | DTST | 167 | 0 | 2 | 4 | 0 | 0 | 124 | 18 | 0.87 | 0.60 | | | | |
| Provence | Blue Mountain | SO | Rsv's | ATST | 185 | 0 | 3 | 11 | 1 | 0 | 114 | 13 | 0.81 | 0.43 | | | | |
| Mbraga | DR Horton | AO | | DTMJ | 162 | 0 | 2 | 1 | 1 | 1 | 160 | 44 | 1.52 | 1.47 | | | | |
| Citrine at Barrett Ranch | Lennar | AO | | DTST | 53 | 0 | 4 | 14 | 2 | 1 | 33 | 19 | 0.68 | 0.63 | | | | |
| Garnet at Barrett Ranch | Lennar | AO | | DTST | 149 | 0 | 3 | 13 | 1 | 1 | 85 | 24 | 0.88 | 0.80 | | | | |
| Lapis at Barrett Ranch | Lennar | AO | | DTMJ | 149 | 0 | 4 | 11 | 0 | 0 | 82 | 16 | 0.85 | 0.53 | | | | |
| Northlake - Atla | Lennar | SO | | DTMJ | 116 | 0 | 4 | 12 | 0 | 0 | 79 | 29 | 0.99 | 0.97 | | | | |
| Northlake - Bleau | Lennar | SO | | DTMJ | 236 | 0 | 4 | 12 | 0 | 0 | 78 | 25 | 0.97 | 0.83 | | | | |
| Northlake - Crestvue | Lennar | SO | | DTMJ | 97 | 0 | 5 | 12 | 0 | 0 | 65 | 19 | 0.81 | 0.63 | | | | |
| Northlake - Drifton | Lennar | SO | | DTMJ | 134 | 0 | 4 | 12 | 0 | 0 | 65 | 25 | 0.90 | 0.83 | | | | |
| Northlake - Lakelet | Lennar | SO | | DTMJ | 134 | 0 | 2 | 12 | 0 | 0 | 67 | 18 | 0.84 | 0.60 | | | | |
| Northlake - Shor | Lennar | SO | | DTMJ | 140 | 0 | 1 | 12 | 2 | 0 | 77 | 24 | 0.96 | 0.80 | | | | |
| Northlake - Watersyde | Lennar | SO | | DTMJ | 127 | 0 | 4 | 12 | 0 | 1 | 70 | 17 | 0.87 | 0.57 | | | | |
| Northlake - Wavmrr | Lennar | SO | | DTMJ | 153 | 0 | 2 | 12 | 1 | 0 | 74 | 24 | 0.92 | 0.80 | | | | |
| Sunstone at Barrett Ranch | Lennar | AO | | DTMJ | 131 | 0 | 3 | 10 | 0 | 0 | 42 | 28 | 0.83 | 0.93 | | | | |
| NUVO Artisan Square | The New Home Co | SO | | ATST | 145 | 0 | 3 | 4 | 0 | 0 | 140 | 16 | 1.16 | 0.53 | | | | |
| Portisal at Artisan Square | Williams | SO | | ATST | 95 | 0 | 8 | 16 | 2 | 0 | 60 | 32 | 0.64 | 1.07 | | | | |
| TOTALS: No. Reporting: 20 | | Avg. Sales: 0.30 | | | Traffic to Sales: 19 : 1 | | | | 70 | 191 | 10 | 4 | 1707 | 446 | | | | |
| City Codes: SO = Sacramento, AO = Antelope | | | | | | | | | | | | | | | | | | |
| Net: 6 | | | | | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
4 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 18 | | | | | | | | | | |
|-----------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
| Folsom Area | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Sycamore Creek | JMC | FM | | DTMJ | 86 | 0 | 6 | 9 | 0 | 0 | 39 | 5 | 0.46 | 0.17 | |
| Enclave at Folsom Ranch | KB Home | FM | | DTST | 111 | 0 | 2 | 11 | 0 | 0 | 109 | 34 | 1.24 | 1.13 | |
| Soleil at Folsom Ranch | KB Home | FM | | DTMJ | 109 | 0 | 2 | 24 | 2 | 0 | 91 | 38 | 1.34 | 1.27 | |
| Aster at White Rock Springs | Lennar | FM | | DTMJ | 90 | 0 | 4 | 6 | 0 | 1 | 43 | 17 | 0.75 | 0.57 | |
| Brass Pointe at Russell Ranch | Lennar | FM | | DTMJ | 142 | 0 | 4 | 6 | 0 | 0 | 5 | 5 | 0.38 | 0.38 | |
| Gold Cliff at Russell Ranch | Lennar | FM | | DTMJ | 63 | 0 | 4 | 7 | 0 | 0 | 12 | 12 | 0.91 | 0.91 | |
| Lunaria at White Rock Springs | Lennar | FM | | DTMJ | 45 | 0 | 2 | 7 | 0 | 0 | 43 | 16 | 0.75 | 0.53 | |
| Platinum Peak at Russell Ranch | Lennar | FM | | DTMJ | 100 | 0 | 1 | 9 | 0 | 0 | 11 | 11 | 1.07 | 1.07 | |
| Rockcress at Folsom Ranch | Lennar | FM | | DTMJ | 118 | 0 | 2 | 5 | 0 | 0 | 70 | 16 | 0.91 | 0.53 | |
| Stone Bluff at White Rock Springs | Richmond American | FM | | DTMJ | 81 | 0 | 6 | 23 | 2 | 2 | 45 | 20 | 0.68 | 0.67 | |
| Stone Haven at White Rock Springs | Richmond American | FM | | DTMJ | 42 | 0 | 2 | 9 | 1 | 1 | 23 | 18 | 0.65 | 0.60 | |
| Folsom Ranch-Azure II | Taylor Morrison | FM | | DTMJ | 113 | 0 | 1 | 2 | 1 | 0 | 112 | 11 | 0.79 | 0.37 | |
| Gold Hill at Russell Ranch | The New Home Co | FM | | DTMJ | 77 | 0 | 2 | 1 | 0 | 0 | 75 | 14 | 0.81 | 0.47 | |
| Silver Crest at Russell Ranch | The New Home Co | FM | | DTMJ | 108 | 0 | 3 | 26 | 1 | 0 | 98 | 17 | 0.77 | 0.57 | |
| Brookstone at Folsom Ranch | TRI Pointe S/O | FM | | DTMJ | 145 | 0 | S/O | 15 | 2 | 0 | 145 | 27 | 1.04 | 0.90 | |
| Creekstone at Folsom Ranch | TRI Pointe | FM | | DTMJ | 71 | 0 | 2 | 15 | 1 | 0 | 65 | 14 | 0.85 | 0.47 | |
| Eastwood at Folsom Ranch | TRI Pointe | FM | | DTMJ | 72 | 0 | 1 | 54 | 2 | 0 | 3 | 3 | 0.49 | 0.49 | |
| Lonestar at Folsom Ranch | TRI Pointe | FM | | DTMJ | 90 | 0 | 7 | 54 | 0 | 0 | 1 | 1 | 0.16 | 0.16 | |
| TOTALS: No. Reporting: 18 | | | | | Avg. Sales: 0.44 | | | Traffic to Sales: 24 : 1 | 51 | 283 | 12 | 4 | 990 | 279 | Net: 8 |

City Codes: FM = Folsom

| El Dorado County | | | | | Projects Participating: 10 | | | | | | | | | | |
|---|---------------|----|--|------|----------------------------|----------|------------|---------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Revere | Blue Mountain | RE | | DTMJ | 51 | 0 | 2 | 13 | 0 | 0 | 34 | 5 | 0.52 | 0.17 | |
| Alder at Saratoga Estates | Elliott | BH | | DTMJ | 115 | 0 | 5 | 13 | 1 | 1 | 88 | 21 | 0.83 | 0.70 | |
| Manzanita at Saratoga | Elliott | BH | | DTMJ | 103 | 0 | 1 | 8 | 0 | 0 | 56 | 16 | 0.55 | 0.53 | |
| Ponderosa at Saratoga | Elliott | BH | | DTMJ | 56 | 0 | 3 | 5 | 0 | 0 | 8 | 8 | 0.49 | 0.49 | |
| Emerald Peak at Bass Lake | Lennar | BH | | DTMJ | 113 | 0 | 2 | 8 | 0 | 0 | 43 | 15 | 0.49 | 0.50 | |
| Hawk View at Bass Lake Hills | Lennar | BH | | DTMJ | 114 | 0 | 2 | 4 | 0 | 0 | 102 | 19 | 0.74 | 0.63 | |
| Heritage El Dorado Hills-Mesaic | Lennar | BH | | DTMJ | 373 | 0 | 5 | 7 | 0 | 0 | 205 | 39 | 1.01 | 1.30 | |
| Sapphire Cliff at Bass Lake Hills - CP | Lennar | CK | | DTMJ | 31 | 0 | 3 | 5 | 0 | 0 | 8 | 8 | 0.33 | 0.33 | |
| Sapphire Cliff at Bass Lake Hills - EDH | Lennar | BH | | DTMJ | 23 | 0 | 4 | 5 | 0 | 0 | 19 | 4 | 0.34 | 0.13 | |
| Edgelake at Serrano | TRI Pointe | BH | | DTMJ | 65 | 0 | 2 | 12 | 0 | 0 | 24 | 19 | 0.60 | 0.63 | |
| TOTALS: No. Reporting: 10 | | | | | Avg. Sales: 0.00 | | | Traffic to Sales: 80 : 1 | 29 | 80 | 1 | 1 | 587 | 154 | Net: 0 |

City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
5 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 70 | | | | | | | | | |
|-------------------------------------|---------------|-----------|-------|------|----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Placer County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Verrado at Solaire | Beazer | R/V | | DTMU | 76 | 0 | 12 | 2 | 0 | 0 | 44 | 14 | 0.75 | 0.47 |
| Millstone at Sierra Pne | Black Pine | R/K | | DTST | 61 | 0 | 7 | 11 | 0 | 0 | 54 | 23 | 0.62 | 0.77 |
| Carnelian | Blue Mountain | GB | Rsv's | ATMU | 28 | 0 | 3 | 4 | 0 | 0 | 25 | 5 | 0.33 | 0.17 |
| Cresleigh Havenwood | Cresleigh | LL | | DTMU | 83 | 0 | 4 | 9 | 0 | 0 | 21 | 14 | 0.43 | 0.47 |
| Balboa | DR Horton | R/V | | DTST | 127 | 0 | 2 | 8 | 2 | 0 | 113 | 52 | 1.66 | 1.73 |
| Heartland at Independence | DR Horton | LL | | DTMU | 98 | 0 | 5 | 4 | 1 | 0 | 57 | 32 | 1.18 | 1.07 |
| Melrose at Mason Trails | DR Horton | R/V | | DTMU | 93 | 0 | 3 | 7 | 0 | 0 | 3 | 3 | 0.58 | 0.58 |
| Traditions at Independence | DR Horton | LL | | DTST | 97 | 0 | 5 | 5 | 0 | 1 | 61 | 35 | 1.15 | 1.17 |
| Winding Creek- The Wilds | DR Horton | R/V | | DTST | 120 | 0 | 1 | 15 | 0 | 0 | 114 | 46 | 1.59 | 1.53 |
| Turkey Creek Estates | Elliott | LL | | DTMU | 240 | 0 | 4 | 31 | 0 | 0 | 39 | 17 | 0.68 | 0.57 |
| Edgefield Place | JMC | R/K | | DTMU | 83 | 0 | 2 | 17 | 1 | 0 | 15 | 15 | 0.74 | 0.74 |
| Excelsior Village at Sierra Vista | JMC | R/V | | DTMU | 80 | 0 | 8 | 7 | 0 | 0 | 2 | 2 | 0.14 | 0.14 |
| Fairbrook at Fiddymont Farms | JMC | R/V | | DTMU | 115 | 0 | 5 | 22 | 0 | 0 | 51 | 15 | 0.76 | 0.50 |
| Meadow brook at Fiddymont Farms | JMC | R/V | | DTMU | 80 | 0 | 3 | 39 | 2 | 1 | 51 | 13 | 0.76 | 0.43 |
| Monument Village at Sierra Vista | JMC | R/V | | DTST | 187 | 0 | 4 | 1 | 0 | 0 | 183 | 4 | 1.11 | 0.13 |
| Palisade Village | JMC | R/V | | DTST | 232 | 0 | 2 | 17 | 2 | 0 | 207 | 25 | 1.40 | 0.83 |
| Prominence at Whitney Ranch | JMC | R/K | | DTMU | 92 | 0 | 3 | 27 | 0 | 0 | 75 | 12 | 0.77 | 0.40 |
| Sagebrook at Fiddymont Farms | JMC | R/V | | DTMU | 122 | 0 | 6 | 29 | 0 | 1 | 52 | 17 | 0.77 | 0.57 |
| Sentinel | JMC | R/V | | DTST | 132 | 0 | 2 | 10 | 0 | 0 | 126 | 0 | 1.01 | 0.00 |
| Tribute Pointe | JMC | R/K | | DTMU | 99 | 0 | 6 | 32 | 0 | 0 | 7 | 7 | 0.35 | 0.35 |
| Wrenwood at Whitney Ranch | JMC | R/K | | DTMU | 158 | 0 | 6 | 3 | 0 | 0 | 4 | 4 | 0.23 | 0.23 |
| Aspire at Solaire | K Hovnanian | R/V | | DTMU | 147 | 0 | 4 | 0 | 0 | 0 | 123 | 21 | 1.03 | 0.70 |
| Aspire at Solaire II | K Hovnanian | R/V | | DTST | 33 | 0 | 3 | 0 | 0 | 0 | 19 | 13 | 0.47 | 0.43 |
| Creekside Preserve | K Hovnanian | LL | | DTMU | 71 | 0 | 3 | 1 | 1 | 0 | 65 | 19 | 0.50 | 0.63 |
| Firefly at Winding Creek | K Hovnanian | R/V | | DTMU | 86 | 0 | 4 | 2 | 1 | 0 | 70 | 32 | 0.98 | 1.07 |
| Bartlett at Mason Trails | KB Home | R/V | | DTMU | 53 | 0 | 3 | 16 | 0 | 0 | 27 | 27 | 1.07 | 1.07 |
| Copper Ridge | KB Home | LL | | DTMU | 79 | 0 | 3 | 11 | 2 | 1 | 31 | 24 | 0.90 | 0.80 |
| Cortland at Mason Trails | KB Home | R/V | | DTMU | 110 | 0 | 5 | 15 | 0 | 0 | 31 | 31 | 1.23 | 1.23 |
| Ventana - Twelve Bridges | KB Home | LL | | DTMU | 240 | 0 | 6 | 13 | 1 | 2 | 216 | 52 | 1.30 | 1.73 |
| Andorra at Sierra West | Lennar | R/V | | DTMU | 193 | 0 | 3 | 7 | 0 | 0 | 76 | 23 | 0.80 | 0.77 |
| Belle Maison at Campus Oaks | Lennar | R/V | | DTMU | 132 | 0 | 2 | 8 | 1 | 0 | 82 | 20 | 0.90 | 0.67 |
| Breckenridge at Sierra West | Lennar | R/V | | DTMU | 182 | 0 | 1 | 11 | 1 | 0 | 20 | 16 | 0.47 | 0.53 |
| Chantilly at Campus Oaks | Lennar | R/V | | DTMU | 86 | 0 | 4 | 7 | 0 | 0 | 36 | 19 | 0.81 | 0.63 |
| Covara II at Campus Oaks | Lennar | R/V | | DTMU | 112 | 0 | 5 | 7 | 0 | 0 | 65 | 18 | 0.77 | 0.60 |
| Emilia at Heritage Placer Vineyards | Lennar | R/V | | DTMU | 257 | 3 | 3 | 14 | 3 | 0 | 37 | 32 | 0.73 | 1.07 |
| Heritage Solaire-Larissa | Lennar | R/V | | AASF | 162 | 0 | 2 | 0 | 0 | 0 | 160 | 10 | 0.72 | 0.33 |
| Lazio at Heritage Placer Vineyards | Lennar | R/V | | AASF | 311 | 0 | 3 | 11 | 1 | 0 | 29 | 27 | 0.54 | 0.90 |
| Lumiere at Sierra West | Lennar | R/V | | DTMU | 205 | 0 | 3 | 10 | 1 | 0 | 84 | 28 | 0.87 | 0.93 |
| Meribel at Sierra West | Lennar | R/V | | DTMU | 167 | 0 | 2 | 11 | 1 | 0 | 79 | 21 | 0.80 | 0.70 |
| Mblise at Heritage Placer Vineyards | Lennar | R/V | | DTST | 178 | 0 | 2 | 13 | 2 | 1 | 42 | 35 | 0.85 | 1.17 |
| Nvara at Fiddymont | Lennar | R/V | | DTST | 105 | 0 | 2 | 6 | 0 | 0 | 94 | 22 | 0.87 | 0.73 |
| Pavia at Fiddymont Farm | Lennar | R/V | | DTST | 94 | 0 | 6 | 6 | 0 | 2 | 88 | 19 | 0.81 | 0.63 |
| Sausalito Walk at Campus Oaks | Lennar | R/V | | DTST | 101 | 0 | 5 | 6 | 0 | 0 | 96 | 15 | 0.84 | 0.50 |
| St. Moritz at Sierra | Lennar | R/V | | DTMU | 144 | 0 | 5 | 6 | 0 | 1 | 80 | 23 | 0.82 | 0.77 |
| Windham at Sierra West | Lennar | R/V | | DTMU | 105 | 0 | 3 | 6 | 0 | 0 | 21 | 16 | 0.63 | 0.53 |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
6 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 70 | | | | | | | | | | |
|-------------------------------------|-------------------------|-----------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|-----------|----------------|---------------|----------------|
| Placer County (Continued ...) | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Encore at Meadowlands | Meritage | LL | | DTMJ | 83 | 0 | 44 | 16 | 1 | 1 | 21 | 21 | 0.99 | 0.99 | |
| Meadowlands 60s | Meritage | LL | | DTMJ | 92 | 0 | 3 | 19 | 1 | 1 | 58 | 22 | 0.93 | 0.73 | |
| Roam at Winding Creek | Meritage | RV | | DTMJ | 95 | 0 | 3 | 15 | 1 | 0 | 29 | 22 | 0.76 | 0.73 | |
| Premier Soleil | Premier Homes | GB | | DTMJ | 52 | 0 | 0 | 50 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Revere at Independence | Richmond American | LL | | DTMJ | 122 | 4 | 4 | 8 | 5 | 1 | 88 | 22 | 1.08 | 0.73 | |
| Seasons at Mason Trails | Richmond American | RV | | DTMJ | 77 | 0 | 2 | 3 | 1 | 0 | 3 | 3 | 0.70 | 0.70 | |
| Seasons at Sierra Vista | Richmond American | RV | | DTMJ | 143 | 0 | 2 | 0 | 0 | 0 | 4 | 4 | 0.18 | 0.18 | |
| Windsong at Winding Creek | Richmond American | RV | | DTMJ | 71 | 0 | 2 | 25 | 2 | 2 | 29 | 20 | 0.74 | 0.67 | |
| Arlington at Twelve Bridges | Taylor Morrison | LL | | DTST | 129 | 0 | 18 | 8 | 0 | 0 | 110 | 18 | 0.97 | 0.60 | |
| Belmont at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 81 | 0 | 14 | 0 | 0 | 0 | 67 | 11 | 0.59 | 0.37 | |
| Esplanade at Turkey Creek- Classics | Taylor Morrison | LL | | AASF | 243 | 0 | 20 | 10 | 0 | 0 | 65 | 22 | 1.00 | 0.73 | |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison | LL | | AASF | 180 | 0 | 34 | 10 | 1 | 0 | 7 | 7 | 0.25 | 0.25 | |
| Esplanade at Turkey Creek- Estates | Taylor Morrison | LL | | AASF | 180 | 0 | 18 | 15 | 0 | 0 | 59 | 22 | 0.90 | 0.73 | |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison | LL | | AASF | 260 | 0 | 20 | 10 | 1 | 0 | 58 | 24 | 0.89 | 0.80 | |
| Fiddymont Farm - Magnolia | Taylor Morrison | RV | | DTMJ | 99 | 0 | 7 | 26 | 0 | 1 | 13 | 13 | 1.26 | 1.26 | |
| Saratoga at Twelve Bridges | Taylor Morrison | LL | | DTMJ | 96 | 0 | 22 | 4 | 0 | 0 | 64 | 21 | 0.57 | 0.70 | |
| Solaire- Vail | Taylor Morrison | RV | | DTMJ | 74 | 0 | 13 | 10 | 0 | 1 | 27 | 27 | 1.11 | 1.11 | |
| Eureka Grove | The New Home Co | GB | | DTMJ | 72 | 0 | 1 | 24 | 2 | 0 | 47 | 31 | 1.06 | 1.03 | |
| Rocklin Meadows | The New Home Co | RK | | DTMJ | 27 | 0 | 1 | 20 | 3 | 0 | 7 | 7 | 0.68 | 0.68 | |
| Summit at Whitney Ranch | Tim Lewis | RK | | DTMJ | 82 | 0 | 4 | 11 | 0 | 0 | 76 | 9 | 0.50 | 0.30 | |
| Barrington at Independence | TRI Pointe | LL | | DTMJ | 94 | 0 | 6 | 10 | 0 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Illumination at Solaire | TRI Pointe | RV | | DTMJ | 107 | 0 | 9 | 10 | 1 | 0 | 67 | 20 | 0.95 | 0.67 | |
| Lansdale at Independence | TRI Pointe | LL | | DTMJ | 90 | 0 | 1 | 10 | 0 | 0 | 3 | 3 | 0.42 | 0.42 | |
| Radiance at Solaire | TRI Pointe | RV | | DTMJ | 106 | 0 | 4 | 10 | 1 | 2 | 63 | 22 | 0.89 | 0.73 | |
| Bolero at Twelve Bridges | Woodside | LL | | DTMJ | 144 | 0 | 5 | 4 | 0 | 0 | 116 | 26 | 0.91 | 0.87 | |
| TOTALS: No. Reporting: 70 | Avg. Sales: 0.34 | | | | Traffic to Sales: 19 : 1 | | | | 432 | 815 | 43 | 19 | 4056 | 1315 | Net: 24 |

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

| Nevada County | | | | | Projects Participating: 1 | | | | | | | | | | |
|---------------------------------|-------------------------|----|--|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD | |
| Timberwood Estates | Hilbers TSO | GV | | DTST | 45 | 0 | TSO | 4 | 0 | 0 | 26 | 6 | 0.14 | 0.20 | |
| TOTALS: No. Reporting: 1 | Avg. Sales: 0.00 | | | | Traffic to Sales: NA | | | | 0 | 4 | 0 | 0 | 26 | 6 | Net: 0 |

City Codes: GV = Grass Valley

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
7 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 5 | | | | | | | | | |
|---|-------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Yolo County | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Iris | Lennar | WL | | DTMJ | 97 | 0 | 3 | 6 | 0 | 0 | 3 | 3 | 0.32 | 0.32 |
| Lavender | Lennar | WL | | DTMJ | 78 | 0 | 1 | 6 | 2 | 0 | 3 | 3 | 0.72 | 0.72 |
| The Hideaway | Meritage | WN | | DTMJ | 148 | 0 | 5 | 2 | 0 | 1 | 6 | 6 | 0.82 | 0.82 |
| Harvest at Spring Lake | Richmond American | WL | | DTMJ | 84 | 0 | 4 | 5 | 0 | 1 | 59 | 25 | 0.87 | 0.83 |
| Revival | Tim Lewis | WL | | DTST | 72 | 0 | 2 | 12 | 1 | 0 | 8 | 8 | 0.61 | 0.61 |
| TOTALS: No. Reporting: 5 | | | Avg. Sales: 0.20 | | Traffic to Sales: 10 : 1 | | | | 15 | 31 | 3 | 2 | 79 | 45 |
| City Codes: WL = Woodland, WN = Winters | | | | | | | | | | | | | | |

| Amador County | | | | | Projects Participating: 1 | | | | | | | | | |
|---------------------------------|-----------|-----|-------------------------|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Zinfandel Ridge II | Tim Lewis | PLY | | DTMJ | 40 | 0 | 1 | 6 | 0 | 0 | 16 | 7 | 0.33 | 0.23 |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 1 | 6 | 0 | 0 | 16 | 7 |
| City Codes: PLY = Plymouth | | | | | | | | | | | | | | |

| Butte County | | | | | Projects Participating: 1 | | | | | | | | | |
|---------------------------------|-----------|----|-------------------------|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Sparrow | DR Horton | CO | | DTMJ | 86 | 0 | 2 | 0 | 0 | 0 | 1 | 1 | 0.14 | 0.14 |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 2 | 0 | 0 | 0 | 1 | 1 |
| City Codes: CO = Chico | | | | | | | | | | | | | | |

| Shasta County | | | | | Projects Participating: 1 | | | | | | | | | |
|---------------------------------|-----------|----|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Ro | DR Horton | RD | | DTST | 50 | 0 | 1 | 4 | 2 | 1 | 7 | 7 | 0.86 | 0.86 |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 1.00 | | Traffic to Sales: 2 : 1 | | | | 1 | 4 | 2 | 1 | 7 | 7 |
| City Codes: RD = Redding | | | | | | | | | | | | | | |

| Sutter County | | | | | Projects Participating: 1 | | | | | | | | | |
|---------------------------------|-------------|----|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Aspire at Garden Glen | K Hovnanian | LO | | DTMJ | 170 | 0 | 2 | 2 | 1 | 0 | 142 | 32 | 1.15 | 1.07 |
| TOTALS: No. Reporting: 1 | | | Avg. Sales: 1.00 | | Traffic to Sales: 2 : 1 | | | | 2 | 2 | 1 | 0 | 142 | 32 |
| City Codes: LO = Live Oak | | | | | | | | | | | | | | |

The Ryness Report

Week Ending
Sunday, July 31, 2022

Sacramento

Page
8 of 8

| Development Name | Developer | City Code | Notes | Type | Projects Participating: 10 | | | | | | | | | |
|---|-------------------|-----------|-------|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Yuba County | | | | | Units | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Cresleigh Meadows at Plumas Ranch | Cresleigh | PLK | | DTMJ | 111 | 0 | 5 | 11 | 0 | 0 | 87 | 25 | 0.68 | 0.83 |
| Cresleigh Riverside at Plumas Ranch | Cresleigh | PLK | | DTMJ | 52 | 0 | 1 | 1 | 0 | 0 | 46 | 1 | 0.36 | 0.03 |
| Diamante at Plumas Lake | DR Horton | PLK | | DTST | 94 | 0 | 3 | 10 | 0 | 1 | 77 | 54 | 1.57 | 1.80 |
| Sumerset at The Orchards | JMC | MS | | DTST | 96 | 0 | 2 | 2 | 0 | 0 | 94 | 7 | 0.82 | 0.23 |
| Aspire at Caliterra Ranch | K Hovnanian | WH | | DTMJ | 145 | 0 | 4 | 3 | 0 | 0 | 16 | 16 | 0.93 | 0.93 |
| Butte Vista at Cobblestone | KB Home | PLK | | DTMJ | 147 | 0 | 2 | 14 | 2 | 0 | 33 | 33 | 1.71 | 1.71 |
| Windsor Crossing at River Oaks | Lennar | PLK | | DTST | 168 | 0 | 2 | 3 | 1 | 0 | 71 | 27 | 0.74 | 0.90 |
| Crosswinds at River Oaks | Meritage | PLK | | DTMJ | 72 | 0 | 4 | 7 | 0 | 1 | 66 | 31 | 1.06 | 1.03 |
| Seasons at River Oaks | Richmond American | OL | | DTST | 83 | 0 | 5 | 1 | 1 | 2 | 70 | 17 | 0.86 | 0.57 |
| Seasons at Thoroughbred Acres | Richmond American | OL | | DTMJ | 139 | 0 | 5 | 2 | 3 | 1 | 91 | 18 | 0.90 | 0.60 |
| TOTALS: No. Reporting: 10 | | | | | Traffic to Sales: 8 : 1 | | | | 33 | 54 | 7 | 5 | 651 | 229 |
| City Codes: PLK = Plumas Lake, MS = Marysville, WH = Wheatland, OL = Olivehurst | | | | | | | | | | | | | | |

| Sacramento | | | Projects Participating: 177 | | | | | | |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
| | | | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 177 | Avg. Sales: 0.27 | Traffic to Sales: 21 : 1 | 764 | 1945 | 91 | 43 | 10928 | 3257 | Net: 48 |
| 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 | | | | | | | | | |

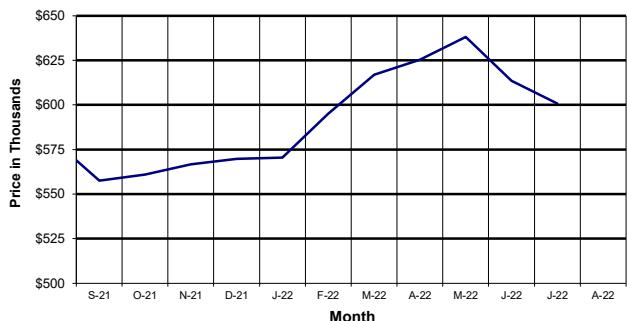
The Ryness Company

Marketing Research Department

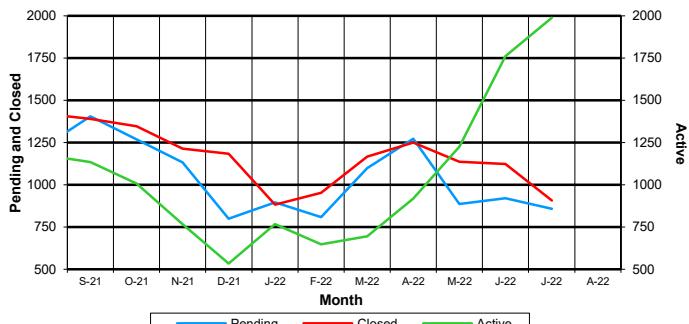
Sacramento County SFD Monthly MLS Survey

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

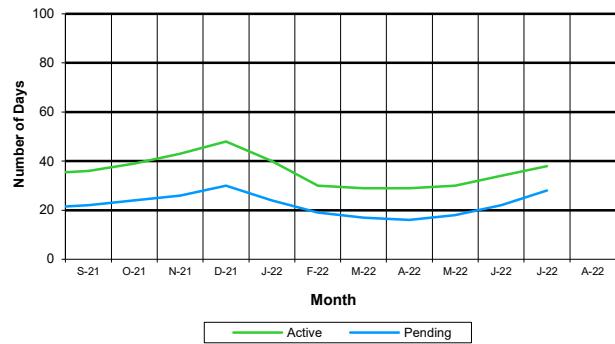
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



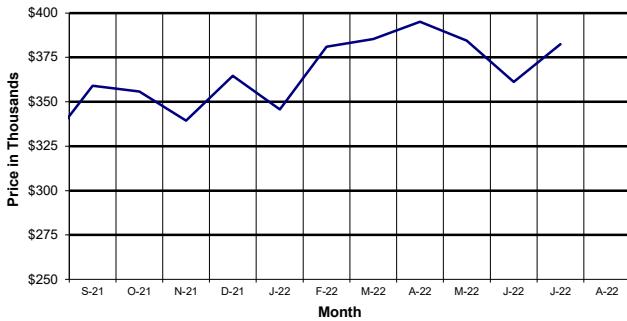
AVERAGE DAYS-ON-MARKET



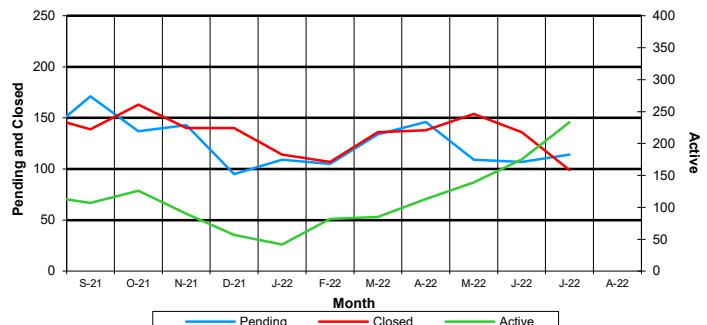
Sacramento County Attd. Monthly MLS Survey

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

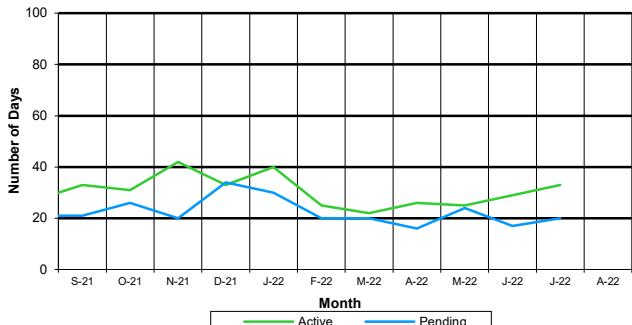
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



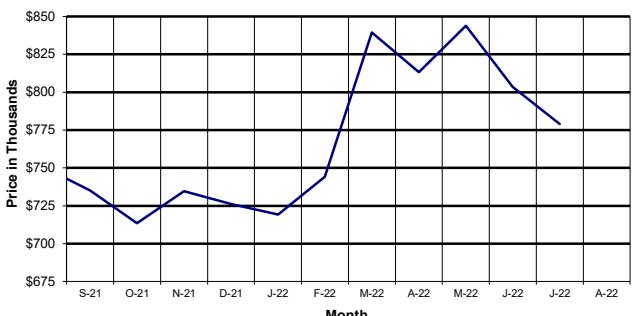
The Ryness Company

Marketing Research Department

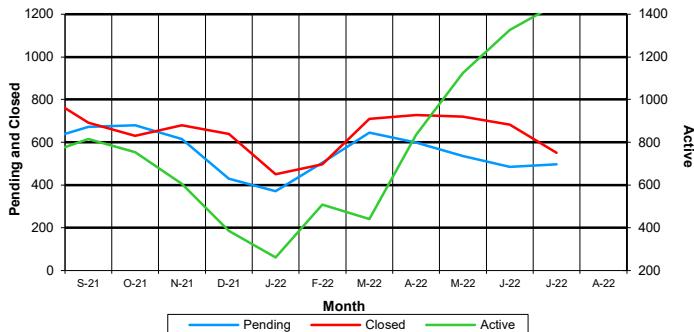
Placer - El Dorado Counties SFD Monthly MLS Survey

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

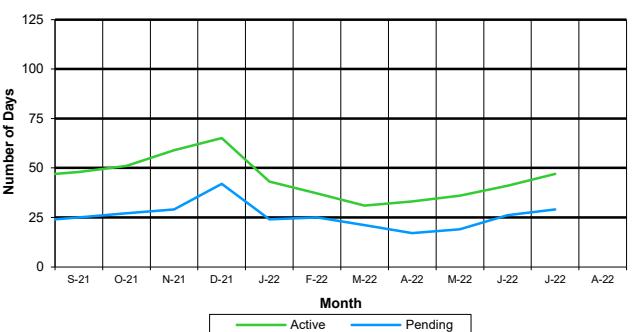
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



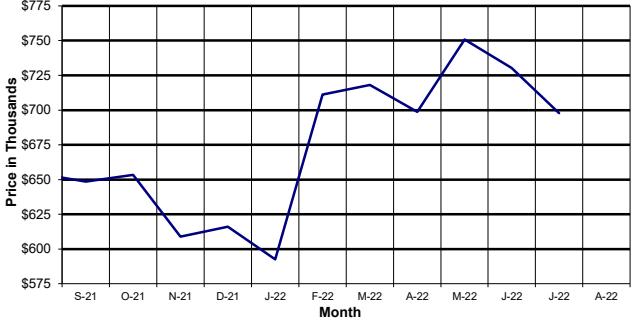
AVERAGE DAYS-ON-MARKET



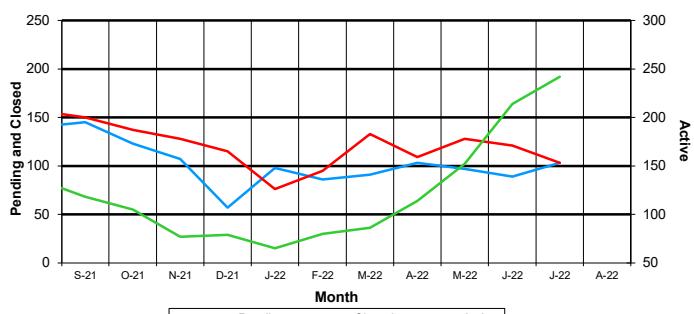
Yolo County SFD Monthly MLS Survey

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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

