

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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For Week 9, Ending: **March 03, 2019**

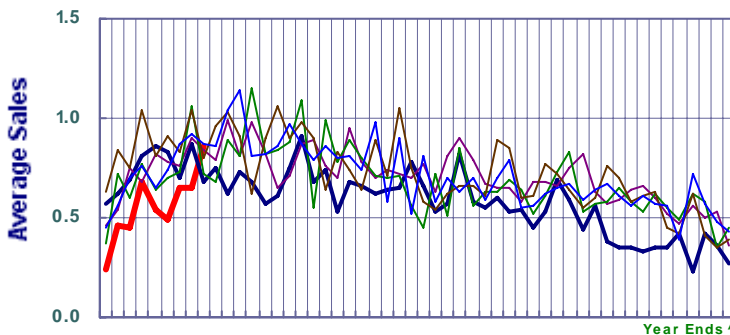
LA-Orange-North

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central-North Orange		80	2,767	58	5	53	0.66	0.51	30%	0.43	54%
Coastal-South Orange		36	704	33	2	31	0.86	0.40	117%	0.31	178%
Los Angeles		51	1,068	39	4	35	0.69	0.48	43%	0.38	81%
Santa Clarita / Antelope		16	426	23	3	20	1.25	0.53	137%	0.41	208%
Ventura		9	268	9	0	9	1.00	0.66	53%	0.53	88%
Santa Barbara-San Luis Obispo		11	250	9	2	7	0.64	0.75	-15%	0.61	5%
Kern-Tulare-Kings		24	365	45	5	40	1.67	1.01	64%	0.81	106%
Current Week Totals	Traffic : Sales 27 : 1	227	5,848	216	21	195	0.86	0.56	54%	0.45	91%
Per Project Average			26	0.95	0.09	0.86					
Year Ago - 03/04/2018	Traffic : Sales 33 : 1	171	4,787	144	27	117	0.68	0.70	-3%	0.65	6%
% Change		33%	22%	50%	-22%	67%	26%	-21%		-30%	

2019 LA-Orange-North Survey

52 Weeks Comparison



Year To Date Averages Through Week 9 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	123	53	0.77	0.10	0.67	0.71
■	2015	141	51	0.93	0.13	0.80	0.73
■	2016	178	44	0.76	0.12	0.64	0.68
■	2017	152	38	0.90	0.14	0.76	0.71
■	2018	172	30	0.84	0.10	0.74	0.58
■	2019	227	28	0.65	0.09	0.56	0.56
% Change :		32%	-8%	-23%	-5%	-25%	-4%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.43%	4.43%
FHA	3.97%	3.97%
10 Yr Yield	2.75%	



Market Commentary

Economic data out the gate this week provided some clarity on how the economy fared through the remainder of 2018. The partial government shutdown, which began in December and lasted well into January, had continued to delay important data releases, clouding analysts' assessments of the economy's performance. Data on Q4-GDP, and housing starts and personal income and spending data now available through December, confirmed our expectation of a slowdown in growth to end 2018. Housing starts tumbled at the end of 2018, dropping 11.2%. That was the third decline in four months, as builder confidence late in the year was sapped by higher mortgage rates. We expect to see a modest rebound in housing starts for January, and further improvements in the following months. Since nearly reaching 5.00% in November, mortgage rates have fallen roughly 60 bps, fueling some improvement in homebuilder sentiment. At the same time, multifamily permits have been running ahead of starts. Housing data this time of year must be interpreted with caution given that low levels of activity in the winter can lead to exaggerated readings after seasonal adjustment. With that caveat in mind, another surprisingly soft print in January would suggest that the housing sector remains in a somewhat perilous position, while at stronger-than-expected rebound would suggest that the Fed's softer stance is already feeding through to the economy. Another blowout report would raise questions about how long the FOMC many remain "patient" before lifting rates further this year. A surprisingly soft number, however, is unlikely to sway the Fed's near-term policy stance. *Source: Wells Fargo Bank. Weekly Economic & Financial Commentary*

Development Name	Developer	City Code	Notes	Type										
Central Orange					Projects			Participating : 63				In Area : 63		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Beverly at Eastwood Village	Brookfield	Ir	DTMU		80	3	7	35	0	0	35	2	0.42	0.22
Delano at Eastwood Village	Brookfield	Ir	ATMU		129	0	3	46	2	0	126	7	1.18	0.78
Legado at Portola Springs	Brookfield	Ir	DTMU		190	0	21	42	2	0	139	5	0.88	0.56
Carissa	California Pacific	Ir	ATMU		96	0	1	24	1	0	25	7	0.83	0.78
Talise	California Pacific	Ir	DTMU		112	0	6	31	0	0	34	5	0.54	0.56
C2E Irvine	Intracorp	Ir	ATMU		71	0	3	20	0	0	44	7	0.84	0.78
Lux	Intracorp	Ir	ATMU		39	0	3	25	0	0	9	9	1.66	1.66
Barcelona at Los Olivos Village	Irvine Pacific	Ir	DTMU		169	0	1	25	0	0	22	1	0.59	0.11
Como at Reserve at at Orchard Hills	Irvine Pacific	Ir	DTMU		85	0	2	30	0	0	52	2	0.72	0.22
Lago at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		123	0	3	25	1	0	40	2	0.56	0.22
Marin at Eastwood Village	Irvine Pacific	Ir	DTMU		325	0	3	34	1	0	288	3	1.81	0.33
Terra at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		135	0	3	22	1	0	43	2	0.60	0.22
Verdi at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		95	0	2	28	1	0	31	4	0.43	0.44
Vivo at Reserve at Orchard Hills	Irvine Pacific	Ir	DTMU		149	3	3	20	3	0	67	9	0.93	1.00
Deco at Cadence Park	K Hovnanian	Ir	SFD		93	0	3	5	1	0	33	2	0.71	0.22
Elderberry at Portola Springs	KB Home	Ir	DTMU		68	0	1	29	0	0	53	9	0.66	1.00
Euclid Place	KB Home	An	DTMU		39	0	4	25	0	0	3	3	0.40	0.40
Prado at Cadence Park	KB Home	Ir	ATT		87	0	4	21	0	0	14	4	0.53	0.44
Adagio at Cadence park	Lennar	Ir	DTMU		53	0	2	98	0	0	43	2	0.87	0.22
Aldea at Travata	Lennar	Ir	AASF		105	3	3	24	2	0	15	5	0.32	0.56
Aurora at Altair Irvine	Lennar	Ir	DTMU		82	0	2	64	0	0	57	6	0.68	0.67
Cantata at Cadence Park	Lennar	Ir	DTMU		67	3	4	98	1	0	32	10	0.65	1.11
Capella at Cadence Park	Lennar	Ir	DTMU		62	3	3	98	2	0	18	7	0.36	0.78
Castillo at Travata	Lennar	Ir	DTMU		77	0	4	18	0	0	53	5	0.84	0.56
Celestial at Altair Irvine	Lennar	Ir	DTMU		86	0	3	20	0	0	43	6	0.51	0.67
Chorus at Cadence Park	Lennar	Ir	ATMU		56	3	4	28	2	0	42	6	1.07	0.67
Crescendo at Cadence Park	Lennar	Ir	DTMU		63	0	3	98	0	0	9	2	0.18	0.22
Eclipse at Altair Irvine	Lennar	Ir	DTMU		79	0	3	20	0	0	55	2	0.65	0.22
Encore at Cadence Park	Lennar	Ir	DTMU		106	0	3	98	0	0	27	3	0.55	0.33
Hudson at Central Park West	Lennar	Ir	ATMU		176	3	4	25	0	0	110	5	1.88	0.56
Lumiere	Lennar	Ir	DTMU		79	0	3	38	0	1	36	1	0.51	0.11
Marcato at Cadence Park	Lennar	Ir	DTMU		48	0	3	98	0	0	31	0	0.63	0.00
Obsidian at Parasol Park	Lennar	Ir	ATMU		77	2	3	1	3	0	72	1	0.62	0.11
Palencia at Travata	Lennar	Ir	DTMU		61	3	4	29	3	0	27	3	0.40	0.33
Rockefeller Central Park West	Lennar	Ir	ATMU		22	0	2	25	0	0	14	0	0.14	0.00
Serenade at Cadence Park	Lennar	Ir	DTMU		46	0	2	98	2	0	25	2	0.51	0.22
Solstice at Altair Irvine	Lennar	Ir	DTMU		65	0	3	64	0	0	47	0	0.56	0.00
Starlight at Altair Irvine	Lennar	Ir	DTMU		91	0	4	35	0	0	41	2	0.49	0.22
Tribeca at Central Park West	Lennar	Ir	ATMU		120	0	4	25	0	0	66	1	0.71	0.11
Windchime at Parasol Park	Lennar	Ir	ATMU		118	0	3	0	0	0	112	0	1.14	0.00
Tapestry Walk	Olson	An	ATMU		120	0	8	17	0	3	111	3	1.24	0.33
Greenleaf	Pinnacle	GG	ATT		17	0	2	22	0	0	7	1	0.22	0.11
Duet at Cadence Park	Pulte	Ir	SFD		96	0	4	20	0	0	26	0	0.91	0.00
Avila at Eastwood Village	Richmond American	Ir	DTMU		83	0	2	21	2	0	62	4	0.77	0.44
Cabaletta at Cadence Park	Richmond American	Ir	ATT		70	0	11	25	0	0	11	4	0.27	0.44
Juniper at Portola Springs	Richmond American	Ir	DTMU		109	0	11	28	0	0	56	5	0.55	0.56
Artisan at South Coast	Shea	SA	DTMU		42	0	4	34	0	0	10	3	0.28	0.33
Padova at Orchid Hills	Shea	Ir	DTMU		70	0	2	84	1	0	65	1	0.66	0.11
Avery at The Grove	Taylor Morrison	SA	DTMU		22	0	6	18	1	0	1	1	0.07	0.11

Development Name	Developer	City Code	Notes	Type										
Central Orange Continued ...					Projects Participating : 63						In Area : 63			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Muse at Cadence Park	Taylor Morrison	Ir	ATMU	70	0	19	22	1	0	26	5	0.66	0.56	
Vintage at Old town	Taylor Morrison	Ts	ATMU	140	0	2	22	1	0	7	2	0.52	0.22	
Lucca at Orchard Hills	The New Home Co	Ir	DTMU	40	0	1	1	0	0	39	1	0.44	0.11	
Marywood Hills	The New Home Co	Or	DTMU	40	0	5	27	0	0	7	4	0.15	0.44	
Morro at Eastwood Village	The New Home Co	Ir	DTMU	81	0	7	20	1	0	33	1	0.41	0.11	
Lyric at Cadence Park	TRI Pointe	Ir	DTMU	70	0	10	19	0	0	20	4	0.40	0.44	
StrataPointe	TRI Pointe	BP	ATMU	149	0	9	6	0	0	140	3	1.38	0.33	
Varenna	TRI Pointe	Ir	DTMU	135	0	18	32	0	0	81	1	0.59	0.11	
Lewis + Mason	Trumark	An	ATT	153	0	14	25	2	1	40	4	1.71	0.44	
Magnolia Park I and II	Van Daele	An	SFD	53	0	15	47	0	0	36	7	0.91	0.78	
Calistoga at Eastwood	William Lyon	Ir	DTMU	60	0	3	4	0	0	57	0	0.40	0.00	
Calistoga II at Eastwood	William Lyon	Ir	DTMU	24	0	S/O	4	1	0	24	3	0.41	0.33	
Echo at Novel Park	William Lyon	Ir	DTMU	64	0		2	0	0	0	0	0.00	0.00	
Flora Park	William Lyon	Cy	AASF	244	3	2	52	4	0	147	22	3.17	2.44	
TOTALS: No. Reporting:		63	Avg. Sales: 0.59		Traffic to Sales: 51 : 1		297	2141	42	5	3039	231	Net:	37

City Codes: An = Anaheim, BP = Buena Park, Cy = Cypress, GG = Garden Grove, Ir = Irvine, Or = Orange, SA = Santa Ana, Ts = Tustin

North Orange				Projects Participating : 9							In Area : 9		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Newbury	Brandywine	YL	DTMU	15	0	2	10	0	0	13	2	0.23	0.22
Magnolia at Loma Vista	Lennar	YL	ATMU	62	3	2	108	4	0	22	22	2.61	2.61
Portarosa	Lennar	Br	ATMU	103	2	3	22	3	0	97	6	1.12	0.67
Primrose at Loma Vista	Lennar	YL	ATMU	94	3	4	108	1	0	29	29	3.44	3.44
Jasmine at Loma Vista	Melia	YL	ATMU	36	0	5	72	0	0	13	13	1.82	1.82
Portola Walk	Olson	LH	ATT	50	0	3	23	1	0	16	7	0.75	0.78
Skylark	Shea	LH	ATMU	32	0	2	12	0	0	4	1	0.12	0.11
Wedgewood	Shea	YL	DTMU	22	0	4	70	0	0	3	3	0.15	0.33
Agave at La Floresta	The New Home Co	Br	AAAT	80	0	8	10	0	0	31	3	0.43	0.33
TOTALS: No. Reporting: 9		Avg. Sales: 1.00		Traffic to Sales: 48 : 1		33	435	9	0	228	86	Net:	9

City Codes: Br = Brea, LH = La Habra, YL = Yorba Linda

North Coastal Orange				Projects Participating : 8							In Area : 8		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Aura	DeNova	CM	DTMU	33	0	3	0	0	0	30	4	0.36	0.44
Elara	DeNova	CM	DTMU	56	0	7	38	0	0	26	5	0.55	0.56
Place, The	Intracorp	CM	DTMU	42	0	5	20	1	0	24	10	0.48	1.11
Lido Villas	Landsea	NB	ATMU	23	0	6	6	0	0	0	0	0.00	0.00
Ebb Tide	MBK	NB	DTMU	81	0	3	11	1	0	78	3	0.86	0.33
17 West Live/Work	Meritage	CM	ATMU	89	0	6	13	1	0	47	5	0.56	0.56
17 West Lofts	Meritage	CM	ATMU	46	0	12	6	1	0	31	6	0.37	0.67
Parkside Estates	Shea	HB	DTMU	111	6	5	97	3	0	28	12	0.84	1.33
TOTALS: No. Reporting: 8		Avg. Sales: 0.88		Traffic to Sales: 27 : 1		47	191	7	0	264	45	Net: 7	

City Codes: CM = Costa Mesa, HB = Huntington Beach, NB = Newport Beach

Development Name	Developer	City Code	Notes	Type										
South Coastal Orange					Projects				Participating : 6				In Area : 6	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Aqua Sea Summit	Taylor Morrison	SCI	DTMU		127	0	5	10	0	0	122	-1	0.65	-0.11
Azure Sea Summit	Taylor Morrison	SCI	DTMU		81	0	5	12	0	0	62	2	0.36	0.22
Indigo Sea Summit	Taylor Morrison	SCI	DTMU		24	0	1	2	0	0	19	1	0.14	0.11
Sapphire Sea Summit	Taylor Morrison	SCI	DTMU		77	0	1	10	0	0	68	2	0.39	0.22
Grand Monarch	William Lyon	DA	ATMU		37	0	8	2	0	0	19	1	0.09	0.11
South Cove	Zephyr	DA	ATMU		168	0	4	36	0	0	53	4	0.84	0.44
TOTALS: No. Reporting: 6					Avg. Sales: 0.00				Traffic to Sales: 0 : 1				24	
													72	
													0	
													343	
													9	
													Net: 0	

City Codes: DA = Dana Point, SCI = San Clemente

South Inland Orange					Projects				Participating : 30				In Area : 30	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Oaks, The	Baldwin and Sons	Lfo	DTMU		304	0	44	75	0	1	60	-1	0.31	-0.11
Christopher Homes at Ladera Ranch	Christopher	LR	DTMU		36	0	1	13	1	0	35	0	0.41	0.00
Highmark at Ironridge	KB Home	Lfo	DTMU		83	4	4	25	1	0	33	5	0.52	0.56
Brookhaven	Landsea	Lfo	DTMU		80	0	8	27	2	0	27	4	0.40	0.44
Copperleaf/Silveroak at IronRidge	Landsea	Lfo	ATMU		251	0	4	59	3	0	16	6	1.40	0.67
Sagebluff	Landsea	Lfo	DTMU		65	0	9	28	3	0	44	5	0.59	0.56
Windstone	Landsea	Lfo	DTMU		85	0	13	22	2	0	31	4	0.42	0.44
Avant at Esencia	Lennar	RMV	SFD		105	0	2	28	2	1	44	12	0.63	1.33
Avocet at Esencia	Lennar	RMV	DTMU		95	0	2	3	1	0	87	1	0.48	0.11
Citron at Esencia	Lennar	RMV	DTMU		120	0	S/O	8	2	0	120	5	0.72	0.56
Heirloom at Esencia	Lennar	RMV	DTMU		86	0	S/O	4	0	0	86	3	0.44	0.33
Iris at Esencia	Lennar	RMV	DTMU		94	0	2	16	2	0	72	7	0.60	0.78
Vivaz at Esencia	Lennar	RMV	DTMU		79	0	3	27	1	0	50	8	0.74	0.89
Veranda	MBK	RMV	ATMU		86	0	13	27	0	0	73	2	0.58	0.22
Modena at Esencia	Meritage	RMV	ATT		118	0	2	15	0	0	43	5	0.53	0.56
Alondra	Shea	RMV	DTMU		121	0	2	27	0	0	108	6	0.58	0.67
Bristol at Baker Ranch	Shea	Lfo	DTMU		85	3	5	33	2	0	59	5	1.01	0.56
Cortesa	Shea	RMV	DTMU		135	0	3	22	0	0	102	3	0.55	0.33
Rowe	Shea	Lfo	ATMU		228	0	3	32	0	0	225	7	1.19	0.78
Cove at Pacifica San Juan	Taylor Morrison	SJC	ATMU		70	3	3	14	3	0	46	6	0.79	0.67
Azure at Esencia	The New Home Co	RMV	ATMU		80	0	4	31	3	0	69	5	1.01	0.56
Cobalt at Esencia	The New Home Co	RMV	ATMU		72	0	3	31	1	0	25	4	0.37	0.44
Sky Ranch at Covenant Hills	The New Home Co	LR	DTMU		28	3	3	21	1	0	18	4	0.57	0.44
Topaz at Esencia	The New Home Co	RMV	DTMU		56	0	5	21	1	0	12	3	0.25	0.33
Aria at Esencia	TRI Pointe	RMV	DTMU		151	0	2	3	0	0	149	2	0.83	0.22
Viridian	TRI Pointe	RMV	DTMU		72	0	9	5	1	0	32	3	0.75	0.33
Artisan	William Lyon	LR	DTMU		14	0	3	0	0	0	10	0	0.05	0.00
Artisan II	William Lyon	LR	DTMU		15	0		0	0	0	0	0	0.00	0.00
Briosa	William Lyon	RMV	DTMU		50	0	1	1	0	0	42	2	0.33	0.22
Reverie at Esencia	William Lyon	RMV	DTMU		118	3	4	14	1	0	41	5	0.74	0.56
TOTALS: No. Reporting: 30					Avg. Sales: 1.03				Traffic to Sales: 19 : 1				157	
													632	
													33	
													2	
													1759	
													121	
													Net: 31	

City Codes: Lfo = Lake Forest, LR = Ladera Ranch, RMV = Rancho Mission Viejo, SJC = San Juan Capistrano

Development Name		Developer	City Code	Notes	Type									
San Gabriel Valley					Projects Participating : 2						In Area : 2			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Palmera		Brandywine	BP	ATMU	23	0	1	45	2	0	6	6	1.75	1.75
Pacific Villas		Williams	BP	SFD	47	0	6	20	1	0	36	3	0.83	0.33
TOTALS: No. Reporting:		2	Avg. Sales: 1.50		Traffic to Sales: 22 : 1		7	65	3	0	42	9	Net: 3	

City Codes: BP = Baldwin Park

Northeast Los Angeles				Projects				Participating : 4				In Area : 4		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
E.R.B.	Warmington	LA	DTMU	45	0	2	24	1	0	34	3	0.50	0.33	
Coolidge Place	Watt	LA	SFD	30	0		3	0	0	0	0	0.00	0.00	
Bridewell	Williams	HP	DTMU	9	0	5	14	0	0	4	0	0.10	0.00	
Echo Two Four	Williams	HP	ATMU	24	0	8	12	1	1	16	7	0.32	0.78	
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 27 : 1		15	53	2	1	54	10	Net: 1	

City Codes: HP = Highland Park, LA = Los Angeles

West Los Angeles				Projects Participating : 4							In Area : 4		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Collection at Playa Vista	Brookfield	PVst	ATMU	66	0	20	30	0	0	37	3	0.41	0.33
Jewel at Playa Vista	Brookfield	PVst	DTMU	14	0	1	6	0	0	13	1	0.12	0.11
Ashton on Lanark	Meritage	Wa	SFD	7	2	1	2	1	0	1	1	0.05	0.11
Seabluff	The New Home Co	PVst	ATT	75	0	10	36	0	0	36	2	0.67	0.22
TOTALS: No. Reporting:		4	Avg. Sales: 0.25		Traffic to Sales: 74 : 1		32	74	1	0	87	7	Net: 1

City Codes: PVst = Playa Vista, Wa = Winnetka

South Bay Los Angeles				Projects Participating : 9							In Area : 9		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Pacific Landing	DR Horton	EIS	DTMU	24	0	2	2	0	0	14	8	0.41	0.89
Waypointe	DR Horton	EIS	ATT	34	0	2	6	3	0	10	6	0.43	0.67
Crescent Square	Far West Industries	SH	DTMU	25	0	3	15	0	0	22	0	0.25	0.00
Edgemont	KB Home	Com	SFD	62	0	2	30	2	1	19	4	0.89	0.44
Vista Pointe	KB Home	LA	DTMU	56	0	2	34	2	0	25	18	2.46	2.00
Magnolia Walk	Olson	WBK	SFD	94	0	2	40	1	0	70	15	1.82	1.67
Pacific Bougainvillea	Pacific	Tor	SFD	63	0	4	35	0	0	19	1	0.26	0.11
Dorado	Pulte	LB	DTMU	40	3	3	20	2	0	12	6	0.78	0.67
Asher Pointe	Watt	GRD	DTMU	21	0	3	20	0	0	11	2	0.23	0.22
TOTALS: No. Reporting:		9	Avg. Sales: 1.00		Traffic to Sales: 20 : 1		23	202	10	1	202	60	Net: 9

City Codes: Com = Compton, EIS = El Segundo, GRD = Gardena, LA = Los Angeles, LB = Long Beach, SH = Signal Hill, Tor = Torrance, WBK = Willowbrook

San Fernando Valley				Projects Participating : 14							In Area : 14		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Bristol at Northpointe	DR Horton	WH	DTMU	47	0	1	3	2	0	46	6	0.73	0.67
Hampton at Northpointe	DR Horton	WH	DTMU	32	0	2	8	0	0	24	3	0.58	0.33
Monroe at Hazeltine	Etco Homes	VN	DTMU	24	0	2	2	0	0	7	1	0.15	0.11
Brighton	KB Home	VN	SFD	58	3	4	24	3	0	29	9	0.93	1.00
Sagecrest	KB Home	LVT	DTMU	65	0	3	N/A	0	0	9	9	0.64	1.00
Sterling at West Hills	Pulte	WH	DTMU	143	0	3	38	0	0	54	4	0.43	0.44
Vesper Village	Richmond American	PC	DTMU	25	0	3	14	1	0	3	3	0.16	0.33

(San Fernando Valley) Continued ...

Development Name	Developer	City Code	Notes	Type										
San Fernando Valley					Projects				Participating : 14				In Area : 14	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
District at Northridge	Shea	Nor	ATMU		153	0	3	41	0	0	135	9	0.93	1.00
Avanti	The New Home Co	CS	ATMU		72	0	3	15	3	0	69	4	0.43	0.44
Glen, The	Warmington	VG	ATMU		63	0	2	18	0	0	51	2	0.67	0.22
Entrada at Sylmar	Watt	Syl	SFD		20	0	1	10	0	0	2	0	0.04	0.00
New Heights	Watt	WH	DTMU		43	0	1	12	1	0	2	2	0.27	0.27
Palmilla	Williams	Syl	SFD		12	0	5	16	1	1	7	1	0.18	0.11
Tovara West	Williams	Syl	ATMU		125	0	17	33	1	0	39	12	1.13	1.33
TOTALS: No. Reporting:		13	Avg. Sales: 0.85		Traffic to Sales: 20 : 1		50	234	12	1	477	65	Net:	11

City Codes: CS = Calabasas, LVT = Lake View Terrace, Nor = Northridge, PC = Panorama City, Syl = Sylmar, VG = Valley Glen, VN = Van Nuys, WH = West Hills

East San Gabriel					Projects				Participating : 14				In Area : 14	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Bradbury	Brandywine	LAP	SFD		45	0	2	44	1	0	24	8	0.62	0.89
Citrus + Palm at Rosedale	Brookfield	Az	ATMU		112	0	1	48	1	0	111	6	1.93	0.67
Barcelona	Crestwood	Po	SFD		36	0	4	7	0	0	25	4	0.54	0.44
Motif at Glendora Place	DR Horton	GLD	ATMU		106	0	S/O	4	1	1	106	7	1.07	0.78
Avendale at Phillips Ranch	Lennar	Po	DTMU		56	0	2	30	1	0	22	1	0.45	0.11
Crossings at Phillips Ranch	Lennar	Po	DTMU		68	0	4	30	0	0	23	3	0.47	0.33
South Pointe	Lennar	DB	DTMU		99	3	4	37	3	0	83	6	0.83	0.67
Citrus Promenade	Meritage	COV	ATMU		117	0	4	19	0	0	20	12	0.93	1.33
Manzanita Walk	Olson	HAH	ATT		21	0	10	30	0	0	8	3	0.39	0.33
Grove, The	Richmond American	Po	SFD		123	0	2	10	0	0	118	3	1.13	0.33
Moreton Place	Watt	GLD	DTST		40	0	2	60	1	0	5	1	0.14	0.11
La Colina Estates	William Lyon	GLD	DTMU		121	0	4	7	0	0	42	2	0.21	0.22
Meadow Park	William Lyon	CL	ATMU		95	0	3	4	0	0	36	1	0.33	0.11
Senna	Williams	Az	ATT		70	0	1	3	0	0	69	1	0.64	0.11
TOTALS: No. Reporting:		14	Avg. Sales: 0.50		Traffic to Sales: 42 : 1		43	333	8	1	692	58	Net:	7

City Codes: Az = Azusa, CL = Claremont, COV = Covina, DB = Diamond Bar, GLD = Glendora, HAH = Hacienda Heights, LAP = La Puente, Po = Pomona

West San Gabriel					Projects				Participating : 3				In Area : 3	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Arbor Walk	Olson	Arc	ATMU		15	0	11	23	0	0	2	2	0.19	0.22
Union Walk	Olson	ELM	ATMU		62	0	2	21	0	0	60	4	0.80	0.44
VuePointe	TRI Pointe	ELM	ATMU		102	0	4	17	1	0	98	2	1.17	0.22
TOTALS: No. Reporting:		3	Avg. Sales: 0.33		Traffic to Sales: 61 : 1		17	61	1	0	160	8	Net:	1

City Codes: Arc = Arcadia, ELM = El Monte

Southeast Los Angeles					Projects				Participating : 2				In Area : 2	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Corte Bella	Ventana	BLF	ATMU		30	0	5	23	2	0	12	2	0.22	0.22
Garden House	Ventana	BLF	ATMU		24	0	2	23	0	0	15	2	0.27	0.22
TOTALS: No. Reporting:		2	Avg. Sales: 1.00		Traffic to Sales: 23 : 1		7	46	2	0	27	4	Net:	2

City Codes: BLF = Bellflower

Development Name	Developer	City Code	Notes	Type										
Santa Clarita Valley					Projects			Participating : 13				In Area : 13		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Highglen at Five Knolls	Brookfield	SC	DTMU		60	0	S/O	1	2	0	60	2	0.33	0.22
Eagle Crest	Frontier	La	DTMU		43	0	7	11	1	0	27	2	0.45	0.22
Galloway at Five Knolls	Lennar	SC	AASF		140	0	2	21	0	0	20	2	0.44	0.22
Arista of Aliento	Pardee	SC	DTMU		112	4	11	38	1	0	76	6	0.71	0.67
Cresta at Aliento	Pardee	SC	DTMU		67	0	17	46	0	0	24	2	0.49	0.22
Lyra at Skyline Ranch	Pardee	SC	DTMU		84	0	9	56	0	0	11	1	0.63	0.11
Sola at Skyline Ranch	Pardee	SC	DTMU		73	7	8	77	7	2	27	11	1.55	1.22
Verano	Pardee	SC	AASF		95	0	11	15	2	0	47	4	0.52	0.44
Celestia at Skyline	TRI Pointe	SC	DTMU		72	11	16	31	0	0	15	4	0.86	0.44
Lucera at Aliento	TRI Pointe	SC	DTMU		67	0	1	0	0	0	66	3	0.61	0.33
Mystral at Skyline	TRI Pointe	SC	DTMU		78	0	15	19	2	0	15	8	0.86	0.89
Paloma at West Creek	TRI Pointe	SC	ATMU		155	0	13	30	2	0	73	12	1.34	1.33
Tierno at Aliento	TRI Pointe	SC	DTMU		121	0	13	28	2	0	69	5	0.64	0.56
TOTALS: No. Reporting:		13	Avg. Sales: 1.31		Traffic to Sales: 20 : 1			123	373	19	2	530	62	Net: 17

City Codes: La = Lancaster, SC = Santa Clarita

Antelope Valley					Projects			Participating : 3				In Area : 3		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Sunset Landing	Beazer	La	SFD		143	1	11	14	2	0	65	5	0.62	0.56
Dorado Skies II	KB Home	La	SFD		79	0	2	24	2	1	57	10	1.09	1.11
Pacific Magnolia	Pacific	Plmd	SFD		40	0	3	15	0	0	12	1	0.35	0.11
TOTALS: No. Reporting:		3	Avg. Sales: 1.00		Traffic to Sales: 13 : 1			16	53	4	1	134	16	Net: 3

City Codes: La = Lancaster, Plmd = Palmdale

East Ventura					Projects			Participating : 4				In Area : 6		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Pinnacle at Wood Ranch	Century	SV	ATMU		37	0	3	22	1	0	21	5	0.46	0.56
Belwood Place	DR Horton	SV	DTMU		48	0	3	12	1	0	9	9	1.40	1.40
Arroyo Vista at the Woodlands	KB Home	SV	DTMU		108	0	3	12	1	0	71	6	0.42	0.67
Westerly	Landsea	SV	ATMU		211	0	16	76	2	0	50	7	1.24	0.78
TOTALS: No. Reporting:		4	Avg. Sales: 1.25		Traffic to Sales: 24 : 1			25	122	5	0	151	27	Net: 5

City Codes: SV = Simi Valley

West Ventura					Projects			Participating : 6				In Area : 8		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Mariposa at Springville	KB Home	Cm	ATMU		130	0	1	N/A	0	0	69	10	1.03	1.11
Barcelo at Solana Heights	Lennar	Ve	DTMU		59	0	3	6	1	0	56	8	0.62	0.89
Anacapa at The Farm	Williams	Ve	ATT		32	0	3	35	1	0	29	2	0.35	0.22
Olivas at The Farm	Williams	Ve	SFD		70	0	18	35	1	0	49	4	0.59	0.44
Sespe at The Farm	Williams	Ve	SFD		25	0	2	35	0	0	23	3	0.28	0.33
Topa Topa at The Farm	Williams	Ve	SFD		36	0	S/O	35	1	0	36	3	0.43	0.33
TOTALS: No. Reporting:		5	Avg. Sales: 0.80		Traffic to Sales: 37 : 1			27	146	4	0	262	30	Net: 4

City Codes: Cm = Camarillo, Ve = Ventura

Development Name		Developer	City Code	Notes	Type										
San Luis Obispo						Projects				Participating : 2			In Area : 2		
						Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Arroyos at Righetti Ranch		Williams	SLO	DTMU	52	0	11	78	0	0	18	10	0.68	1.11	
Paseos at Righetti Ranch		Williams	SLO	DTMU	33	0	17	78	1	0	8	4	0.30	0.44	
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 156 : 1			28	156	1	0	26	14	Net: 1	

City Codes: SLO = San Luis Obispo

Santa Barbara					Projects				Participating : 9			In Area : 9		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Winslowe	City Ventures	Ga	ATMU	175	4	3	20	2	0	52	17	1.13	1.89	
Los Carneros	Comstock Homes	Ga	DTMU	233	0	4	21	2	2	226	9	1.42	1.00	
Amarena at Tree Farm	Lennar	Ga	DTMU	15	2	2	2	1	0	9	4	0.21	0.44	
Limone at Tree Farm	Lennar	Ga	DTMU	18	0	2	5	0	0	11	1	0.25	0.11	
Mela at Tree Farm	Lennar	Ga	ATMU	30	2	3	12	1	0	18	2	0.21	0.22	
Oliva at Tree Farm	Lennar	Ga	ATT	24	0	1	1	0	0	23	3	0.46	0.33	
Pera at Tree Farm	Lennar	Ga	DTMU	43	0	10	7	0	0	23	4	0.26	0.44	
Shea Homes at Rice Ranch	Shea	Orct	ATMU	114	0	1	5	1	0	45	6	0.46	0.67	
Gardens	Williams	SMRA	DTMU	126	0	10	21	1	0	102	10	1.06	1.11	
TOTALS: No. Reporting:		9	Avg. Sales: 0.67		Traffic to Sales: 12 : 1		36	94	8	2	509	56	Net: 6	

City Codes: Ga = Santa Barbara, Ga = Goleta, Orct = Orcutt, SMRA = Santa Maria

Desert					Projects				Participating : 1				In Area : 1		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Asher Ranch II		Frontier		RD	SFD	73	0	4	11	0	0	43	6	0.73	0.67
TOTALS: No. Reporting:		1		Avg. Sales: 0.00		Traffic to Sales: 0 : 1		4	11	0	0	43	6	Net: 0	

City Codes: RD = Rosamond

Kern					Projects				Participating : 10				In Area : 10		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Sera Vista	DR Horton	BAK	SFD	79	6	6	28	6	1	67	20	1.33	2.22		
Aspire at Union Village	K Hovnanian	BAK	SFD	153	3	3	19	2	0	51	15	1.29	1.67		
Westwind	Legacy	BAK	DTMU	159	0	3	31	0	0	91	3	0.37	0.33		
California at Ashe Meadows	Lennar	BAK	SFD	46	3	2	7	4	0	19	13	0.75	1.44		
Chateau at Ashe Meadows	Lennar	BAK	SFD	40	3	3	7	2	0	21	13	1.03	1.44		
Gossamer Grove Savannah	Lennar	SHA	SFD	78	3	3	15	3	1	60	18	1.29	2.00		
Gossamer Grove Skye	Lennar	SHA	SFD	100	0	3	15	1	0	73	8	1.19	0.89		
Gossamer Grove Tract 6773	Lennar	BAK	SFD	76	3	2	14	3	0	70	7	0.71	0.78		
Skye at Ashe Meadows	Lennar	BAK	SFD	157	3	3	9	3	1	18	7	0.68	0.78		
Northampton	Woodside	BAK	SFD	150	3	2	32	3	0	113	10	0.64	1.11		
TOTALS: No. Reporting:		10	Avg. Sales: 2.40		Traffic to Sales: 7 : 1		30	177	27	3	583	114	Net:	24	

City Codes: BAK = Bakersfield, SHA = Shafter

Tulare/Kings				Projects Participating : 14							In Area : 14		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Arbor Trail	DR Horton	Vi	SFD	77	0	2	14	0	0	31	5	0.29	0.56
Laurel Heights	DR Horton	Vi	DTMU	54	0	3	N/A	0	0	6	5	0.48	0.56
Montecito	DR Horton	TU	SFD	189	0	2	21	1	0	51	8	0.63	0.89
Orchard Walk	DR Horton	Vi	DTMU	52	3	3	11	2	0	21	15	1.56	1.67
Quail Creek	DR Horton	TU	SFD	77	0	2	7	0	0	67	3	0.71	0.33

(Tulare/Kings) Continued ...

THE RYNESS REPORT

Week Ending
Sunday, March 03, 2019

LA-Orange-North Page 8 of: 8

Development Name	Developer	City Code	Notes	Type										
Tulare/Kings					Projects				Participating : 14				In Area : 14	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
River Run	DR Horton	Vi	SFD		55	0	2	26	2	0	28	13	0.94	1.44
Wood Ranch	DR Horton	Vi	SFD		80	0	S/O	14	1	0	80	6	0.75	0.67
Cambridge at Legacy	Lennar	Hf	DTMU		79	0	4	10	0	0	73	0	0.58	0.00
Cambridge at Silver Oaks	Lennar	Vi	DTMU		85	0	1	4	0	0	80	0	0.54	0.00
Cambridge at Silver Oaks II	Lennar	Vi	DTMU		90	0	2	4	2	0	88	11	1.23	1.22
Chateau at The Vistas VI	Lennar	Vi	DTMU		94	0	2	12	3	2	65	14	1.17	1.56
Legacy 2 Cambridge	Lennar	Hf	SFD		62	3	4	10	2	0	45	7	0.84	0.78
Windmills Cambridge Collection	Lennar	TU	SFD		42	3	3	13	4	0	33	11	0.78	1.22
Ridge Creek	Woodside	DI	SFD		170	4	4	31	1	0	32	5	0.61	0.56
TOTALS: No. Reporting: 13					Avg. Sales: 1.23				Traffic to Sales: 10 : 1				34 177 18 2 700 103 Net: 16	

City Codes: DI = Dinuba, Hf = Hanford, TU = Tulare, Vi = Visalia

LA-Orange-North					Projects Participating : 230					In Area : 234			
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 227			Avg. Sales: 0.86		Traffic to Sales: 27 : 1		1,075	5848	216	21	10,312	1,141	Net: 195

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

THE RYNESS REPORT

The Ryness Company Marketing Research Department

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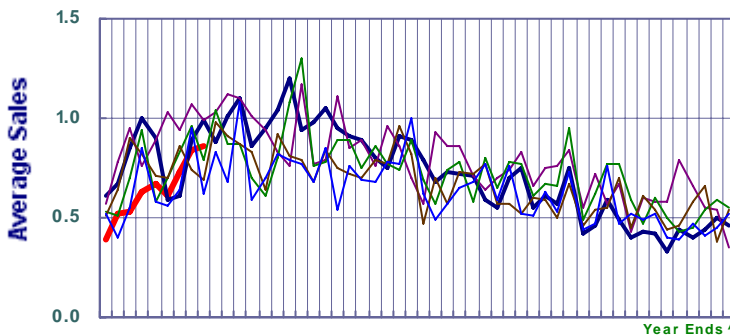
For Week 9, Ending: **March 03, 2019**

Inland Empire

Counties / Groups							Year To Date			Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Avg.	Diff.	Avg.	Diff.
Central-North Central Riverside		34	1,424	47	9	38	1.12	0.71	58%	0.64	74%
Desert Riverside		5	111	4	1	3	0.60	0.80	-25%	0.70	-15%
Murrieta - Temecula		24	596	15	3	12	0.50	0.47	6%	0.43	17%
Northwest Riverside		34	1,513	46	4	42	1.24	0.62	100%	0.50	147%
South Riverside		46	1,032	35	6	29	0.63	0.65	-3%	0.56	13%
Central-East San Bernardino		17	483	15	2	13	0.76	0.52	47%	0.42	82%
Desert San Bernardino		7	103	7	0	7	1.00	0.75	33%	0.67	49%
NW-SW San Bernardino		44	1,374	40	2	38	0.86	0.72	20%	0.61	42%
Current Week Totals	Traffic : Sales 32 : 1	211	6,636	209	27	182	0.86	0.65	34%	0.55	56%
Per Project Average			31	0.99	0.13	0.86					
Year Ago - 03/04/2018	Traffic : Sales 27 : 1	117	3,579	134	18	116	0.99	0.74	33%	0.69	43%
% Change		80%	85%	56%	50%	57%	-13%	-13%		-20%	

2019 Inland Empire Survey

52 Weeks Comparison



Year To Date Averages Through Week 9 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	67	35	0.84	0.23	0.61	0.63
■	2015	93	34	0.86	0.15	0.71	0.67
■	2016	151	32	0.83	0.14	0.68	0.72
■	2017	117	35	1.10	0.17	0.93	0.79
■	2018	129	36	0.96	0.17	0.79	0.69
■	2019	206	31	0.80	0.15	0.65	0.65
% Change :		60%	-14%	-17%	-14%	-18%	-7%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.43%	4.43%
FHA	3.97%	3.97%
10 Yr Yield	2.75%	



Market Commentary

Economic data out the gate this week provided some clarity on how the economy fared through the remainder of 2018. The partial government shutdown, which began in December and lasted well into January, had continued to delay important data releases, clouding analysts' assessments of the economy's performance. Data on Q4-GDP, and housing starts and personal income and spending data now available through December, confirmed our expectation of a slowdown in growth to end 2018. Housing starts tumbled at the end of 2018, dropping 11.2%. That was the third decline in four months, as builder confidence late in the year was sapped by higher mortgage rates. We expect to see a modest rebound in housing starts for January, and further improvements in the following months. Since nearly reaching 5.00% in November, mortgage rates have fallen roughly 60 bps, fueling some improvement in homebuilder sentiment. At the same time, multifamily permits have been running ahead of starts. Housing data this time of year must be interpreted with caution given that low levels of activity in the winter can lead to exaggerated readings after seasonal adjustment. With that caveat in mind, another surprisingly soft print in January would suggest that the housing sector remains in a somewhat perilous position, while at stronger-than-expected rebound would suggest that the Fed's softer stance is already feeding through to the economy. Another blowout report would raise questions about how long the FOMC many remain "patient" before lifting rates further this year. A surprisingly soft number, however, is unlikely to sway the Fed's near-term policy stance. Source: Wells Fargo Bank. Weekly Economic & Financial Commentary

Development Name	Developer	City Code	Notes	Type										
Central Riverside					Projects		Participating : 7				In Area : 7			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Stonecreek at Green Valley Ranch	KB Home	Prs	DTMU		145	0	11	41	1	0	8	-2	0.49	-0.22
Stonecrest at The Cove	KB Home	SJ	SFD		200	0	23	35	1	0	147	2	1.02	0.22
Arterra	Lennar	SJ	SFD		87	3	2	30	4	0	71	15	1.22	1.67
Luz Del Sol	Signature	SJ	DTMU		164	0	2	25	1	0	76	1	0.77	0.11
Collection at Hideaway	William Lyon	He	SFD		96	0	9	12	0	0	17	2	0.50	0.22
Court at Hideaway	William Lyon	He	SFD		97	0	9	12	0	0	15	2	0.44	0.22
Parkside	William Lyon	SJ	SFD		92	0	21	20	2	0	64	4	1.18	0.44
TOTALS: No. Reporting:		7	Avg. Sales: 1.29		Traffic to Sales: 19 : 1		77	175	9	0	398	24	Net:	9

City Codes: He = Hemet, Prs = Perris, SJ = San Jacinto

North Central Riverside					Projects		Participating : 27				In Area : 29			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Hyde Park	Beazer	MV	SFD		274	3	15	23	5	3	47	17	0.99	1.89
Camellia Pointe at Summerwind Trails	DR Horton	Cl	DTMU		121	0	3	8	0	0	3	3	0.36	0.36
Retreat at Summerwind Trails	DR Horton	Cl	DTMU		41	3	4	9	2	0	5	5	0.59	0.59
Windsor at the Fairways	DR Horton	Be	DTMU		64	0	1	1	1	1	63	2	0.69	0.22
Four Seasons Beaumont	K Hovnanian	Be	DTMU		914	3	4	25	3	0	835	20	2.11	2.22
Bella Cortina	KB Home	MV	DTMU		159	0	21	56	2	1	71	7	0.98	0.78
Daybreak	KB Home	MV	DTMU		114	20	30	42	1	0	48	7	0.76	0.78
Meadow Creek	Lennar	MV	SFD		161	0	4	54	0	0	105	4	1.23	0.44
Painted Sky at Summerwind Trails	Lennar	Cl	DTMU		105	3	3	33	3	0	12	12	1.68	1.68
Wildflower at Summerland Trails	Lennar	Cl	DTMU		141	0	4	35	0	0	5	5	0.70	0.70
Abrio at Sundance	Pardee	Be	DTMU		82	0	13	35	0	0	42	7	0.85	0.78
Alisio at Sundance	Pardee	Be	DTST		84	0	13	48	4	0	16	16	2.95	2.95
Avid	Pardee	Be	SFD		103	0	24	120	2	0	12	3	0.51	0.33
Beacon at Sundance	Pardee	Be	DTMU		114	0	10	40	3	1	46	4	1.04	0.44
Cascade at Sundance	Pardee	Be	SFD		151	9	13	25	4	0	125	8	1.45	0.89
Daybreak at Sundance	Pardee	Be	SFD		139	0	12	16	1	0	84	6	0.97	0.67
Elan	Pardee	Be	SFD		81	0	25	120	1	0	4	0	0.17	0.00
Elara at Sundance	Pardee	Be	SFD		248	0	TSO	22	0	0	224	10	1.65	1.11
Mira	Pardee	Be	SFD		92	0	34	120	0	0	6	-2	0.26	-0.22
Vita	Pardee	Be	SFD		152	0	25	120	0	1	17	4	0.73	0.44
Athens	William Lyon	MV	SFD		86	0	3	56	0	0	74	10	0.63	1.11
Augusta	William Lyon	MV	SFD		140	0	3	40	3	1	127	8	1.42	0.89
Avia at Olivewood	William Lyon	Be	SFD		160	0	7	44	2	0	28	7	0.75	0.78
Capella at Olivewood	William Lyon	Be	SFD		308	0	9	44	1	1	20	2	0.54	0.22
Lugano at Olivewood	William Lyon	Be	SFD		240	0	8	44	0	0	18	2	0.48	0.22
Provence at Olivewood	William Lyon	Be	SFD		67	0	3	44	0	0	27	13	0.73	1.44
Oak Ridge at The Fairways	Woodside	Be	DTMU		148	0	2	25	0	0	110	7	0.73	0.78
TOTALS: No. Reporting:		27	Avg. Sales: 1.07		Traffic to Sales: 33 : 1		293	1249	38	9	2174	187	Net:	29

City Codes: Be = Beaumont, Cl = Calimesa, MV = Moreno Valley

Desert Riverside					Projects		Participating : 5				In Area : 6			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Floresta	Beazer	LQ	DTMU		82	0	3	34	0	0	1	1	0.23	0.23
Vermillion at Escena	Beazer	PS	DTMU		72	0	4	0	0	0	66	1	0.29	0.11
Hacienda Pointe	DR Horton	In	DTMU		137	0	4	5	0	0	121	14	0.88	1.56
ICON	Far West Industries	PS	DTMU		46	0	18	35	0	0	17	4	0.43	0.44

(Desert Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
Desert Riverside					Projects				Participating : 5				In Area : 6	
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Four Seasons at Terra Lago	K Hovnanian	In		DTMU	716	3	3	37	4	1	337	13	1.34	1.44
TOTALS: No. Reporting:		5	Avg. Sales: 0.60		Traffic to Sales: 28 : 1			32	111	4	1	542	33	Net: 3

City Codes: In = Indio, LQ = La Quinta, PS = Palm Springs

Murrieta - Temecula					Projects				Participating : 24				In Area : 24	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Agave at Spencer's Crossing	Brookfield	Mu		DTMU	119	0	18	69	1	1	10	4	0.24	0.44
Juniper at Spencer's Crossing	Brookfield	Mu		DTMU	114	0	10	31	0	0	97	1	0.68	0.11
Bellevue at The Promontory	Cornerstone	Mu		SFD	94	0	3	35	1	0	21	3	0.25	0.33
Brighton at The Promontory	Cornerstone	Mu		SFD	110	0	2	36	0	0	4	3	0.16	0.33
Calistoga at The Promontory	Cornerstone	Mu		SFD	64	0	3	20	0	0	38	1	0.34	0.11
Camden Pointe at Santa Rosa Highlands	DR Horton	Mu		SFD	65	0	3	3	0	0	9	3	0.37	0.33
Emerson at Alderwood	DR Horton	Mu		DTMU	60	0	2	6	0	0	58	2	0.79	0.22
Hunters Pointe at Alderwood	DR Horton	Mu		DTMU	66	0	S/O	1	1	1	66	1	0.90	0.11
Indigo Place	DR Horton	Te		DTMU	54	0	4	6	0	0	35	2	0.71	0.22
Oaks, The at Santa Rosa Highlands	DR Horton	Mu		SFD	77	0	2	4	0	0	10	4	0.41	0.44
Savanna Pointe at Santa Rosa Highlands	DR Horton	Mu		ATT	68	0	2	4	1	0	13	4	0.53	0.44
Sequoia at Santa Rosa Highlands	DR Horton	Mu		SFD	51	0	2	8	0	0	10	5	0.41	0.56
Santolina at Spencer's Crossing	KB Home	Mu		SFD	108	0	11	38	1	0	21	3	0.52	0.33
Westpark	KB Home	Mu		DTMU	64	3	4	42	2	0	11	6	0.33	0.67
Marbella at Terracina	Lennar	Te		SFD	200	0	4	52	0	0	155	9	1.58	1.00
Nicolas Heights	Lennar	Te		SFD	83	0	5	43	0	0	39	4	0.62	0.44
Vista Bella	Melia	Mu	Update	ATMU	80	0	7	41	0	0	25	3	0.71	0.33
Braeburn at Spencer's Crossing	Pardee	Mu		SFD	82	0	7	23	2	0	18	10	0.42	1.11
Tamarack at Spencer's Crossing	Pardee	Mu		DTMU	84	0	10	18	1	0	63	1	0.89	0.11
Sycamore at Spencer's Crossing	Richmond American	Mu	Update	SFD	55	0	1	24	0	0	51	1	0.36	0.11
Sycamore North at Spencers Crossing	Richmond American	Mu	Update	DTMU	46	0	5	24	3	1	41	9	0.57	1.00
Preserve	William Lyon	Mu		SFD	207	0	2	59	2	0	76	16	1.29	1.78
Laurel at Spencer's Crossing	Woodside	Mu		DTMU	92	0	1	0	0	0	91	5	0.67	0.56
Ventana at Creekside Village	Woodside	Mu		DTMU	83	0	S/O	9	0	0	83	2	0.76	0.22
TOTALS: No. Reporting:		24	Avg. Sales: 0.50		Traffic to Sales: 40 : 1			108	596	15	3	1045	102	Net: 12

City Codes: Mu = Murrieta, Te = Temecula

Northwest Riverside					Projects				Participating : 34				In Area : 34	
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Paseo at Sendero	Century	Ev		DTMU	82	0	10	61	2	0	4	4	0.32	0.44
Tramonte at Citrus Heights	City Ventures	Rs		SFD	165	3	4	53	1	1	41	8	1.17	0.89
Granite Ridge	Far West Industries	JU		DTMU	192	0	9	73	10	0	114	17	2.31	1.89
Barrington Place North	Frontier	JU		DTMU	101	0	4	21	1	0	21	3	0.48	0.33
Barrington Place South	Frontier	JU		DTMU	75	0	5	14	1	0	17	5	0.39	0.56
Hillcrest	Frontier	Rs		DTMU	26	0	6	7	0	0	7	-1	0.16	-0.11
Bella Vista Estates	Griffin	Rs		DTMU	35	0	1	80	0	0	31	1	0.21	0.11
Bella Vista Estates Corona	Griffin	Co		DTMU	25	0	8	51	0	0	0	0	0.00	0.00
Bella Vista III	Griffin	Rs		DTMU	15	0	8	80	0	0	7	4	0.16	0.44
Capistrano at Spring Mountain Ranch	KB Home	Rs		DTMU	159	6	2	54	5	0	135	18	1.88	2.00
Monterey at Spring Mountain Ranch	KB Home	Rs		SFD	156	0	1	45	4	1	133	22	1.49	2.44
Trails at Mockingbird Canyon	KB Home	Rs		DTMU	59	0	3	22	0	0	4	0	0.06	0.00
Adagio at Sierra Bella	Lennar	Co		DTMU	118	0	2	150	0	0	1	1	0.08	0.11

(Northwest Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
Northwest Riverside					Projects		Participating : 34				In Area : 34			
Continued ...					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Autumn Grove	Lennar	Rs		SFD	85	0	1	25	0	0	56	6	0.83	0.67
Floral Ridge at Citrus Heights	Lennar	Rs		SFD	81	0	3	52	1	0	35	8	0.28	0.89
Hideaway at Sycamore Creek	Lennar	Co		SFD	88	3	4	42	2	0	23	12	0.85	1.33
Oakwood at Sycamore Creek	Lennar	Co		SFD	104	3	3	40	2	0	15	6	0.55	0.67
Orchard at Citrus Heights	Lennar	Rs	Update	SFD	141	12	14	58	1	0	109	11	0.88	1.22
Solana at Sendero	Lennar	Ev		SFD	136	0	10	44	3	1	39	4	1.53	0.44
Sonata at Sierra Bella	Lennar	Co		DTMU	119	0	3	150	0	0	3	2	0.23	0.22
Sonoma at Sendoro	Lennar	Ev		SFD	94	0	13	47	0	0	11	1	0.43	0.11
Sterling at Terramor	Lennar	Co		DTMU	105	3	4	30	1	0	34	9	0.55	1.00
Tranquility at Riverbend	Lennar	JU		DTMU	217	0	3	50	2	0	160	11	1.02	1.22
Harris Farm	RC Hobbs	Rs		ATT	36	0	8	8	0	0	18	2	0.57	0.22
Bedford at Whitney	The New Home Co	Co		SFD	40	0	12	30	2	0	6	2	0.26	0.22
Citron at Bedford	TRI Pointe	Co		ATT	101	0	13	20	1	0	16	5	0.68	0.56
Terrassa Villas	TRI Pointe	Co		DTMU	52	0	2	0	0	0	50	2	0.31	0.22
Seville	Van Daele	Co		DTMU	52	0	6	28	2	0	36	10	0.63	1.11
Valencia	Van Daele	Co		DTMU	40	0	2	28	0	1	38	1	0.66	0.11
Boardwalk Townhomes	West Coast Home Bui Co			ATT	148	0	4	26	1	0	59	10	0.84	1.11
Cameos at Turnleaf	William Lyon	JU		DTMU	216	3	4	35	2	0	113	4	1.42	0.44
Rivera	William Lyon	Rs		SFD	71	0	1	24	2	0	25	5	0.82	0.56
Sky Ridge	William Lyon	Rs		DTMU	90	0	3	0	0	0	87	1	0.35	0.11
Nova	Woodside	Co		SFD	96	0	3	65	0	0	3	0	0.13	0.00
TOTALS: No. Reporting:		34	Avg. Sales: 1.24	Traffic to Sales: 33 : 1		179	1513	46	4	1451	194	Net:	42	

City Codes: Co = Corona, Ev = Eastvale, JU = Jurupa, Rs = Riverside

South Riverside					Projects		Participating : 46				In Area : 47			
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Glen at Summerly	Beazer	LE		DTMU	57	1	5	10	1	0	1	1	0.18	0.18
Provence at Heritage Ranch	Beazer	Wn		DTMU	122	0	6	17	5	0	18	12	0.42	1.33
Province at Audie Murphy Ranch	Brookfield	Me		DTMU	93	0	4	13	0	0	87	4	0.59	0.44
Savannah at Audie Murphy Ranch	Brookfield	Me		DTMU	129	5	16	13	0	0	14	2	0.31	0.22
Oak Hills II	Delsa	Me		SFD	21	0	1	10	0	0	17	2	0.25	0.22
Crescent Pointe at Sierra Ridge	DR Horton	Me		SFD	87	0	4	6	0	0	17	6	0.67	0.67
Larkspur at Spencer's Crossing	DR Horton	Me		DTMU	68	0	2	16	2	0	7	7	2.04	2.04
Laurel Pointe at Summerly	DR Horton	LE		DTMU	56	0	3	5	0	0	3	3	0.47	0.47
Linden Pointe at Summerly	DR Horton	LE		DTMU	95	0	S/O	2	1	0	95	7	1.17	0.78
Paloma at Sierra Ridge	DR Horton	Me		SFD	63	0	5	7	0	1	10	4	0.39	0.44
Retreat at Holiday	DR Horton	Me		AASF	108	0	2	3	1	0	97	8	0.96	0.89
Tribute at Audrey Murphy Ranch	DR Horton	Me		DTMU	88	0	9	6	1	0	27	6	0.57	0.67
Boulder Estates	Griffin	Me		DTMU	29	0	4	232	0	0	4	4	1.17	1.17
Alure	KB Home	FRV		DTMU	51	3	2	31	1	0	43	3	0.68	0.33
Autumn Winds	KB Home	Wn	Update	DTMU	141	0	12	33	2	1	17	15	1.37	1.67
Camberly Place	KB Home	FRV	Update	DTMU	132	0	30	46	1	0	37	9	0.71	1.00
Cypress at Hidden Hills	KB Home	Me		SFD	131	0	11	29	2	0	108	16	1.21	1.78
Peppertree at Hidden Hills	KB Home	Me	Update	DTMU	86	0	32	40	1	1	13	1	0.28	0.11
Heritage Heights	Lennar	Me		DTMU	122	0	9	17	1	0	98	9	1.16	1.00
Horizon II at Morningstar Ranch	Lennar	Wn		DTMU	94	0	1	2	0	0	93	1	0.80	0.11
Mariposa at The Lakes	Lennar	Me		SFD	110	0	3	17	1	0	98	7	0.92	0.78
Mountain Sky at Conestoga	Lennar	Wn		SFD	113	0	8	23	0	0	23	1	0.76	0.11

(South Riverside) Continued ...

Development Name	Developer	City Code	Notes	Type										
South Riverside Continued ...					Projects				Participating : 46				In Area : 47	
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Newport at Heritage Lake	Lennar	Me	DTMU		117	0	3	24	1	0	70	14	0.77	1.56
Parkview at Heritage Lake	Lennar	Me	DTMU		69	0	2	6	0	0	55	6	0.68	0.67
Salt Creek at Conestoga	Lennar	Wn	SFD		111	0	13	23	0	1	19	7	0.63	0.78
Sunrise II at Morningstar Ranch	Lennar	Wn	DTMU		95	3	4	23	2	0	84	7	0.72	0.78
Village at Menifee Town Center	Lennar	Me	SFD		125	0	12	31	1	0	36	4	1.02	0.44
Kingston at Audie Murphy Ranch	Meritage	Me	DTMU		102	5	15	16	0	0	29	8	0.68	0.89
Cottonwood at Pacific Mayfield	Pacific	Me	DTMU		190	0	3	13	1	0	181	4	0.31	0.44
Aura at Westridge	Pardee	LE	DTMU		100	0	TSO	4	0	0	99	1	0.83	0.11
Avena	Pardee	Wn	DTMU		84	0	8	25	1	0	40	8	0.64	0.89
Canvas at Centennial	Pardee	Me	SFD		89	0	14	33	1	0	19	10	0.49	1.11
Easton at Centennial	Pardee	Me	DTMU		92	0	8	31	0	0	10	3	0.27	0.33
Kadence at Centennial	Pardee	Me	SFD		85	0	7	33	0	0	12	3	0.31	0.33
Newpark at Centennial	Pardee	Me	DTMU		93	0	11	31	1	0	15	2	0.40	0.22
Starling at Canyon Hills	Pardee	LE	DTMU		107	0	9	9	2	1	51	6	0.52	0.67
Vantage at Westridge	Pardee	LE	SFD		101	0	1	4	0	0	97	1	0.72	0.11
Brixton	Pulte	Me	SFD		64	0	2	12	1	0	13	9	0.65	1.00
Reflections	Pulte	Me	DTMU		54	0	16	20	0	0	32	3	0.55	0.33
Windsor	Pulte	Me	SFD		63	0	11	14	1	0	10	4	0.41	0.44
Marisol at Summerly Homes	Richmond American	LE	DTMU		51	0	7	15	0	0	37	7	0.65	0.78
Sendero at Summerly	Richmond American	LE	SFD		65	0	3	10	0	0	10	6	0.51	0.67
The Ridge at Audie Murphy	Richmond American	Me	DTMU		86	0	4	17	0	1	82	2	0.79	0.22
Alder at Summerly	William Lyon	LE	SFD		65	0	6	20	1	0	48	6	1.05	0.67
Willow Tree at Audie Murphy Ranch	William Lyon	Me	SFD		102	0	10	22	1	0	86	6	0.98	0.67
Dakota at Audie Murphy Ranch	Woodside	Me	DTMU		112	0	7	18	1	0	78	5	0.64	0.56
TOTALS: No. Reporting:		46	Avg. Sales: 0.63		Traffic to Sales: 29 : 1		345	1032	35	6	2140	260	Net:	29

City Codes: FRV = French Valley, LE = Lake Elsinore, Me = Menifee, Wn = Winchester

Central San Bernardino					Projects		Participating : 13				In Area : 13				
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Adams Grove	Crestwood	Ri	SFD	75	3	4	16	1	0	20	5	0.40	0.56		
Wildrose	Frontier	Col	DTMU	110	0	3	12	0	0	32	2	0.64	0.22		
Etiwanda Ridge	Lennar	Fn	Update SFD	102	0	16	61	0	1	36	3	1.09	0.33		
Jasmine at Arboretum	Lennar	Fn	DTMU	134	0	11	26	0	0	13	4	0.71	0.44		
Lavender at Arboretum	Lennar	Fn	DTMU	130	4	11	39	3	0	10	4	0.54	0.44		
Lilac at Arboretum	Lennar	Fn	DTMU	167	0	12	25	0	0	6	3	0.33	0.33		
Magnolia at Arboretum	Lennar	Fn	DTMU	100	0	8	21	1	0	8	4	0.43	0.44		
Shady Trails at Laurel Oak	Lennar	Fn	SFD	99	3	3	77	3	0	38	10	1.15	1.11		
Stonehaven	Lennar	Fn	DTMU	96	0	8	46	2	0	85	8	0.90	0.89		
Belrose	Pulte	Fn	DTMU	103	0	6	15	1	0	6	6	0.95	0.95		
Monterra	Pulte	Fn	DTMU	95	0	13	20	1	0	82	6	1.51	0.67		
Serrano Village	RC Hobbs	Ri	DTMU	33	0	8	13	1	0	25	5	0.49	0.56		
Summit Place	William Lyon	Fn	SFD	94	3	3	40	0	0	10	3	0.41	0.33		
TOTALS: No. Reporting: 13					Avg. Sales: 0.92		Traffic to Sales: 32 : 1		106	411	13	1	371	63	Net: 12

City Codes: Col = Colton, Fn = Fontana, Ri = Rialto

Continued ...

Development Name	Developer	City Code	Notes	Type										
East San Bernardino					Projects				Participating : 4			In Area : 4		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Veranda Heights	Beazer	SB	SFD		38	0	5	12	0	0	5	3	0.23	0.33
Villas at The U	GFR	SB	DTST		45	0	3	18	1	0	15	5	0.93	0.56
Serrano at Glenrose Ranch	Richmond American	Hi	DTMU		118	0	1	6	1	0	117	2	0.76	0.22
Citrus Lane	Sea Country	LL	DTMU		35	0	6	36	0	1	29	5	0.28	0.56
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 36 : 1		15	72	2	1	166	15	Net: 1		

City Codes: Hi = Highland, LL = Loma Linda, SB = San Bernardino

Desert San Bernardino				Projects			Participating : 7				In Area : 7		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Agave Pointe at Silverstone	DR Horton	Vic	DTMU	45	0	S/O	7	0	0	45	10	0.84	1.11
Juniper at Silverstone	DR Horton	Vic	DTMU	64	0	2	8	1	0	48	7	0.90	0.78
Diamond Ridge	Frontier	Vic	SFD	122	0	4	28	2	0	34	5	0.52	0.56
Stone Briar II	Frontier	Ad	DTST	116	0	3	11	0	0	4	1	0.24	0.11
Luna Vista	K Hovnanian	Vic	DTMU	159	3	1	6	3	0	5	5	3.50	3.50
Falcon Ridge	KB Home	Vic	SFD	59	3	3	22	1	0	50	8	0.55	0.89
Wildflower	KB Home	Vic	DTMU	194	0	1	21	0	0	193	5	0.94	0.56
TOTALS: No. Reporting: 7		Avg. Sales: 1.00		Traffic to Sales: 15 : 1		14	103	7	0	379	41	Net:	7

City Codes: Ad = Adelanto, Vic = Victorville

West San Bernardino					Projects				Participating : 1			In Area : 1			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Founders		Trumark		CH	ATMU	76	0	3	29	0	0	73	-1	1.26	-0.11
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: 0 : 1		3	29	0	0	73	-1	Net: 0			

City Codes: CH = Chino Hills

Northwest San Bernardino				Projects Participating : 8							In Area : 8		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Madera Estates at Day Creek	DR Horton	RC	DTMU	51	0	1	3	3	1	19	11	1.23	1.22
Palazzo at Day Creek Square	DR Horton	RC	ATMU	66	3	4	4	1	0	11	5	0.82	0.56
Solstice at Day Creek	DR Horton	RC	ATMU	127	0	4	4	0	0	19	8	1.16	0.89
Veranda at Day Creek Square	DR Horton	RC	ATMU	100	0	3	6	2	0	9	5	0.72	0.56
Springtime at Harvest	KB Home	Up	DTMU	125	0	3	32	1	0	119	16	1.12	1.78
Westridge at Sycamore Hills	Taylor Morrison	Up	DTMU	145	0	19	34	1	0	37	10	0.95	1.11
Bungalows at Terra Vista	Van Daele	RC	SFD	81	0	7	89	0	0	19	10	0.93	1.11
Row at Terra Vista	Van Daele	RC	ATT	133	0	10	89	1	0	11	6	0.54	0.67
TOTALS: No. Reporting: 8		Avg. Sales: 1.00		Traffic to Sales: 29 : 1		51	261	9	1	244	71	Net:	8

City Codes: RC = Rancho Cucamonga, Up = Upland

Southwest San Bernardino					Projects			Participating : 35				In Area : 35		
					<i>Units</i>	<i>New Rel.</i>	<i>Rel'd Rm'g</i>	<i>Traffic</i>	<i>Wk's Sales</i>	<i>Wk's Cans</i>	<i>Sold to Date</i>	<i>Sold YTD</i>	<i>Av.Sls /Week</i>	<i>Av.Sls. /YTD</i>
Arboel at New Haven	Brookfield	On	DTMU		91	0	S/O	3	1	0	91	0	0.76	0.00
Holiday at Emerald Park	Brookfield	OR	ATMU		91	0	10	38	1	0	4	4	1.17	1.17
Marigold at New Haven	Brookfield	On	DTMU		84	0	10	79	0	0	57	5	0.96	0.56
Solstice at Emerald Park	Brookfield	OR	ATMU		126	5	10	39	1	0	1	1	0.29	0.29
Solstice at New Haven	Brookfield	On	ATT		93	0	11	38	0	0	82	4	1.38	0.44
Waverly	Brookfield	On	DTST		196	0	13	68	0	0	161	5	0.89	0.56
Bungalows at Stonebrook	Century	Ch	DTMU		76	0	5	37	3	0	19	2	0.67	0.22

(Southwest San Bernardino) Continued ...

Development Name	Developer	City Code	Notes	Type										
Southwest San Bernardino					Projects		Participating : 35				In Area : 35			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Continued ...														
Cottages at Stonebrook	Century	Ch		DTMU	46	0	8	37	0	0	7	1	0.25	0.11
Coventry at Park Place	Christopher	On		DTMU	102	0	1	29	1	0	40	10	0.86	1.11
Cara Pointe at Avenida	DR Horton	On		SFD	97	3	3	6	3	0	27	13	0.95	1.44
Persimmon Place at Avenida	DR Horton	On		SFD	80	0	3	6	1	0	39	12	1.37	1.33
Willowleaf at Avenida	DR Horton	On		SFD	52	0	2	5	1	0	16	8	0.56	0.89
Lago Los Serranos	JTECC Investment	CH		ATMU	95	0	9	25	0	0	40	2	0.81	0.22
Cottages on 4th	KB Home	On		SFD	55	0	9	25	1	1	39	3	1.33	0.33
Northpark	KB Home	On	Update	SFD	190	0	19	58	0	0	39	14	1.37	1.56
Turnleaf	KB Home	Ch		SFD	185	0	18	49	2	0	72	19	1.49	2.11
Willowmore at Park Place	KB Home	On		SFD	60	0	5	39	1	0	15	6	0.73	0.67
Amelia at The Preserve	Lennar	Ch	Update	DTMU	110	1	14	39	3	0	77	8	0.95	0.89
Autumn Field at The Preserve	Lennar	Ch		SFD	82	0	5	11	1	0	77	3	1.05	0.33
Camden II at Park Place	Lennar	On		DTMU	88	0	8	52	1	0	74	6	1.19	0.67
Eagle Rock at Grand Park	Lennar	On		SFD	134	9	17	15	1	0	72	6	0.97	0.67
Montarra	Lennar	CH		DTMU	102	0	1	44	0	0	96	0	0.49	0.00
Montarra II at Vila Borba	Lennar	CH		DTMU	100	0	4	44	1	0	76	3	0.77	0.33
Olive Grove at The Preserve	Lennar	Ch		SFD	114	0	3	35	1	0	56	4	0.78	0.44
Pacific Crest at Grand Park	Lennar	On		SFD	90	0	1	8	0	0	89	2	1.20	0.22
Sierra Peak at Grand Park	Lennar	On		SFD	104	0	13	30	0	0	82	5	1.20	0.56
Aurora at Park Place	Pulte	On		DTMU	47	3	2	22	3	0	4	4	1.65	1.65
Heirloom at The Preserve	Richmond American	Ch		SFD	104	0	5	21	0	0	94	6	1.12	0.67
Meadowood at Park Place	Taylor Morrison	On	Update	DTMU	102	0	4	30	2	0	54	14	1.20	1.56
Seville at Park Place	The New Home Co	On		DTMU	75	0	6	34	0	0	30	2	0.63	0.22
St. James @ Park Place	TRI Pointe	On		DTMU	207	0	15	11	0	0	167	7	0.74	0.78
Centerhouse	Trumark	On		ATT	114	0	15	20	0	0	66	3	1.45	0.33
Laurel Lane	William Lyon	Ch		DTMU	70	0	3	0	0	0	67	1	0.76	0.11
Stonewater at Park Place	Woodside	On	Update	DTMU	79	3	3	61	2	0	42	9	0.92	1.00
Sunrise at the Harvest	Woodside	Ch	Update	DTMU	56	0	9	26	0	0	38	4	0.61	0.44
TOTALS: No. Reporting:		35	Avg. Sales: 0.86		Traffic to Sales: 35 : 1		264	1084	31	1	2010	196	Net:	30

City Codes: CH = Chino Hills, Ch = Chino, On = Ontario, OR = Ontario Ranch

Inland Empire					Projects Participating : 211					In Area : 215		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 211		Avg. Sales: 0.86		Traffic to Sales: 32 : 1		1,487	6636	209	27	10,993	1,185	Net: 182

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

THE RYNESS REPORT

The Ryness Company Marketing Research Department

Sponsored by:



For Week 9, Ending: **March 03, 2019**

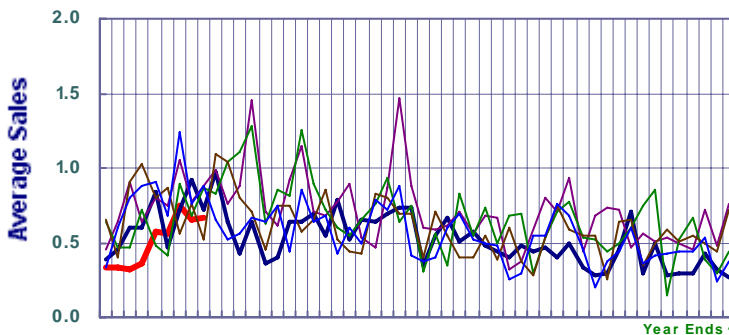
San Diego-Imperial

NATIONAL BUILDER DIVISION

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year To Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Central San Diego		2	49	1	0	1	0.50	0.22	125%	0.31	63%
East San Diego		6	160	2	1	1	0.17	0.74	-78%	0.67	-75%
No. Coastal San Diego		30	692	17	2	15	0.50	0.46	9%	0.41	21%
No. Inland San Diego		34	801	32	3	29	0.85	0.55	55%	0.45	89%
South Bay San Diego		29	959	22	1	21	0.72	0.47	55%	0.35	107%
Current Week Totals	Traffic : Sales 36 : 1	101	2,661	74	7	67	0.66	0.50	32%	0.42	58%
Per Project Average			26	0.73	0.07	0.66					
Year Ago - 03/04/2018	Traffic : Sales 36 : 1	69	2,073	57	7	50	0.72	0.65	12%	0.61	19%
% Change		46%	28%	30%	0%	34%	-8%	-22%		-31%	

2019 San Diego-Imperial Survey

52 Weeks Comparison



Year To Date Averages Through Week 9 Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2014	33	40	0.89	0.15	0.73	0.57
■	2015	33	54	0.81	0.07	0.74	0.60
■	2016	50	48	0.67	0.09	0.58	0.65
■	2017	48	44	0.93	0.12	0.80	0.71
■	2018	70	37	0.77	0.13	0.64	0.52
■	2019	101	26	0.60	0.09	0.50	0.50
% Change :		43%	-30%	-22%	-29%	-21%	-2%

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



WEEKLY FINANCIAL NEWS

Financing

	RATE	APR
CONV	4.43%	4.43%
FHA	3.97%	3.97%
10 Yr Yield	2.75%	



Market Commentary

Economic data out the gate this week provided some clarity on how the economy fared through the remainder of 2018. The partial government shutdown, which began in December and lasted well into January, had continued to delay important data releases, clouding analysts' assessments of the economy's performance. Data on Q4-GDP, and housing starts and personal income and spending data now available through December, confirmed our expectation of a slowdown in growth to end 2018. Housing starts tumbled at the end of 2018, dropping 11.2%. That was the third decline in four months, as builder confidence late in the year was sapped by higher mortgage rates. We expect to see a modest rebound in housing starts for January, and further improvements in the following months. Since nearly reaching 5.00% in November, mortgage rates have fallen roughly 60 bps, fueling some improvement in homebuilder sentiment. At the same time, multifamily permits have been running ahead of starts. Housing data this time of year must be interpreted with caution given that low levels of activity in the winter can lead to exaggerated readings after seasonal adjustment. With that caveat in mind, another surprisingly soft print in January would suggest that the housing sector remains in a somewhat perilous position, while at stronger-than-expected rebound would suggest that the Fed's softer stance is already feeding through to the economy. Another blowout report would raise questions about how long the FOMC many remain "patient" before lifting rates further this year. A surprisingly soft number, however, is unlikely to sway the Fed's near-term policy stance. *Source: Wells Fargo Bank. Weekly Economic & Financial Commentary*

Development Name		Developer	City Code	Notes	Type									
Central San Diego						Projects			Participating : 2				In Area : 2	
						Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week
Elevate		Colrich	SDD	ATMU	62	0	16	41	1	0	17	0	0.31	0.00
Park at Bankers Hill		Zephyr	SDD	ATMU	60	0	2	8	0	0	40	4	0.40	0.44
TOTALS: No. Reporting:		2	Avg. Sales: 0.50		Traffic to Sales: 49 : 1		18	49	1	0	57	4	Net: 1	

City Codes: SDD = San Diego

East San Diego				Projects				Participating : 6				In Area : 6		
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Main Ranch	California West Comm EC	SFD		139	10	16	70	1	1	45	11	1.03	1.22	
Lakeshore	KB Home	SDE	DTMU	49	0	3	13	0	0	41	3	0.71	0.33	
Lake Ridge at Weston	Pardee	Ste	DTMU	129	0	5	15	0	0	54	4	0.84	0.44	
Sandstone at Weston	Pardee	Ste	DTMU	81	0	14	25	0	0	61	5	0.95	0.56	
Prism at Weston	TRI Pointe	Ste	DTMU	142	0	14	25	1	0	49	10	0.76	1.11	
Talus at Weston	TRI Pointe	Ste	DTMU	63	0	13	12	0	0	45	7	0.70	0.78	
TOTALS: No. Reporting:		6	Avg. Sales: 0.17		Traffic to Sales: 80 : 1		65	160	2	1	295	40	Net: 1	

City Codes: EC = El Cajon, SDE = San Diego, Ste = Santee

No. Coastal San Diego					Projects				Participating : 30				In Area : 30		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Francia at Mission Lane	Beazer	Oc	DTMU	59	1	8	8	1	0	48	9	0.58	1.00		
Palomar at Mission Lane	Beazer	Oc	ATT	86	2	14	8	2	0	7	3	0.33	0.33		
Pepper Tree at Mission Lane	Beazer	Oc	DTMU	83	3	11	9	2	0	50	5	0.60	0.56		
Rancho at Mission Lane	Beazer	Oc	ATMU	50	0	1	1	0	0	49	2	0.80	0.22		
Vela at Mission Lane	Beazer	Oc	ATT	63	0	9	9	1	0	7	2	0.33	0.22		
Encinitas Enclave	California West Comm En		DTMU	19	0	4	35	0	0	15	1	0.22	0.11		
Tides	City Ventures	Oc	ATT	58	0	5	12	2	0	11	5	0.35	0.56		
Acacia at The Preserve	Cornerstone	Cb	ATMU	48	0	2	49	1	0	11	5	0.25	0.56		
Agave at The Preserve	Cornerstone	Cb	ATMU	88	4	15	75	0	0	68	6	0.41	0.67		
Altura at Pacific Ridge	Cornerstone	Oc	DTMU	72	0	4	35	1	0	13	5	0.35	0.56		
Blue Sage at The Preserve	Cornerstone	Cb	Update	ATMU	102	0	8	53	1	0	18	4	0.42	0.44	
Brisas at Pacific Ridge	Cornerstone	Oc	ATMU	117	0	14	24	1	1	40	1	0.37	0.11		
Cypress at The Preserve	Cornerstone	Cb	DTMU	56	0	11	54	1	0	8	2	0.18	0.22		
Lucero at Pacific Ridge	Cornerstone	Oc	ATMU	130	0	11	14	0	0	34	5	0.35	0.56		
Artesian Estates at Del Sur	Lennar	SDC	DTMU	39	0	1	13	0	0	38	0	0.47	0.00		
Castello at Heritage Bluffs	Lennar	SDC	DTMU	37	0	1	14	0	0	36	1	0.21	0.11		
Collection at St. Cloud	Lennar	Oc	ATMU	80	0	10	4	0	0	0	0	0.00	0.00		
Corzano at Heritage Bluffs	Lennar	SDC	DTMU	26	0	1	4	0	0	25	1	0.14	0.11		
Toscana at Heritage Bluffs	Lennar	SDC	DTMU	27	0	2	8	0	0	25	0	0.14	0.00		
Mackinnon	New Pointe	CBTS	New	DTMU	8	4	5	25	0	0	0	0	0.00	0.00	
Carmel at Pacific Highlands Ranch	Pardee	SDC	DTMU	105	0	7	26	0	0	25	7	1.36	0.78		
Sendero at Pacific Highland Ranch	Pardee	SDC	DTMU	112	0	5	25	0	0	43	19	2.33	2.11		
Terraza at Pacific Highland Ranch	Pardee	SDC	DTMU	81	0	8	26	0	0	23	4	1.25	0.44		
Vista Del Mar at Pacific Highland Ranch	Pardee	SDC	DTMU	79	0	9	24	0	0	19	8	1.03	0.89		
Vista Santa Fe at Pacific Highlands Ranc	Pardee	SDC	DTMU	44	0	5	30	0	0	3	3	0.29	0.33		
Alcove	Shea	En	DTMU	13	0	4	20	2	0	6	5	0.33	0.56		
Kensington at The Square	Shea	Cb	ATT	125	0	7	25	0	0	40	11	1.41	1.22		
One Oak	Shea	En	DTMU	28	0	16	46	0	0	3	0	0.04	0.00		
Vista Del Mar	Van Daele	Oc	ATMU	38	0	6	13	0	0	32	-1	0.50	-0.11		
Hideaway at St. Cloud	William Lyon	Oc	ATMU	122	0	15	3	2	1	21	4	0.63	0.44		

(No. Coastal San Diego) Continued ...

Development Name		Developer	City Code	Notes	Type										
No. Coastal San Diego Continued ...					Projects			Participating : 30				In Area : 30			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
TOTALS: No. Reporting:		30	Avg. Sales: 0.50		Traffic to Sales: 41 : 1		219	692	17	2	718	117	Net: 15		

City Codes: Cb = Carlsbad, CBTS = Cardiff By The Sea, En = Encinitas, Oc = Oceanside, SDC = San Diego

No. Inland San Diego				Projects		Participating : 34				In Area : 34			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD
Estancia Bernardo	Ambient	Es	DTMU	13	0	3	5	0	0	10	-1	0.16	-0.11
Rancho Palomar	Ambient	Es	DTMU	22	0	9	17	1	0	8	4	0.19	0.44
Aurora Heights	Beazer	Fb	DTMU	124	0	13	59	0	0	0	0	0.00	0.00
Candela at Rancho Tesoro	Brookfield	SM	DTMU	56	0	2	16	1	0	51	7	0.56	0.78
Terracina at Rancho Tesoro	Brookfield	SM	DTMU	117	6	12	18	3	0	72	9	0.79	1.00
Vientos at Rancho Tesoro	Brookfield	SM	DTMU	102	0	11	19	2	0	53	3	0.58	0.33
SL Rey	California West Comm Bo		DTMU	93	0	11	33	1	0	24	2	0.47	0.22
Westerly at Rancho Tesoro	California West Comm	SM	DTMU	71	0	4	22	0	0	67	5	0.74	0.56
The Estates at San Elijo Hills	Davidson	SM	DTMU	58	0	6	41	0	0	52	2	0.40	0.22
Bridlegate at Horse Creek Ridge	DR Horton	Fb	DTMU	64	0	8	6	0	1	34	4	0.45	0.44
Brindle Pointe at Horse Creek Ridge	DR Horton	Fb	SFD	124	0	4	5	0	0	87	8	1.15	0.89
Chaparral Pointe at Horse Creek Ridge	DR Horton	Fb	SFD	106	0	7	7	1	0	93	6	1.23	0.67
Oakmont at Horse Creek Ridge	DR Horton	Fb	SFD	136	0	6	8	1	0	72	5	0.95	0.56
Saratoga Estates at Horse Creek Ridge	DR Horton	Fb	DTMU	51	0	12	1	0	0	18	4	0.36	0.44
Solara at Skyline	DR Horton	Vi	ATMU	80	0	15	5	0	0	2	1	0.13	0.11
Verano at Skyline	DR Horton	Vi	ATMU	109	0	3	11	3	1	14	8	0.85	0.89
Westbury at Horse Creek Ridge	DR Horton	Fb	DTMU	75	0	12	7	0	0	59	3	0.78	0.33
Thornbush	HQT	SM	SFD	14	0	11	12	1	0	3	2	0.14	0.22
Lexington	KB Home	Es	DTMU	43	0	11	20	1	0	31	7	0.23	0.78
Sierra	KB Home	Vi	ATMU	60	9	11	16	2	0	7	7	0.49	0.78
Andalucia at Harmony Grove	Lennar	Es	DTMU	129	0	15	21	0	0	85	4	0.43	0.44
Avante	Lennar	SDN	ATMU	119	0	21	25	0	0	19	2	0.53	0.22
Avila	Lennar	Vi	ATT	47	2	14	21	0	0	14	5	0.65	0.56
Cavalli at Harmony Grove Village	Lennar	Es	DTMU	64	0	13	21	1	0	20	8	0.64	0.89
Del Sur Skye	Lennar	SDN	ATMU	94	0	13	35	2	1	37	9	1.18	1.00
Seabreeze at Harmony Grove	Lennar	Es	DTMU	109	0	4	12	0	0	105	4	0.54	0.44
Sterling Heights at The Lakes	Lennar	SDN	DTMU	110	0	12	121	3	0	15	8	0.97	0.89
Sur 33 at Del Sur	Lennar	SDN	DTMU	96	0	7	36	3	0	89	10	0.87	1.11
Whittingham at Harmony Grove Village	Lennar	Es	DTMU	120	0	13	33	2	0	47	5	0.74	0.56
Promontory at Horse Creek Ridge	Richmond American	Fb	DTMU	116	4	9	6	0	0	23	4	0.47	0.44
Estates at Canyon Grove	Shea	Es	DTMU	82	0	5	49	0	0	72	4	0.59	0.44
Heritage Collection at Canyon Grove	Shea	Es	DTMU	97	0	3	49	1	0	88	5	0.72	0.56
Promontory at Civita	The New Home Co	SDN	ATMU	133	0	6	38	2	0	51	6	0.75	0.67
Citron Stella Park	William Lyon	Es	ATT	63	0	3	6	1	0	42	10	1.22	1.11
TOTALS: No. Reporting:		34	Avg. Sales: 0.85		Traffic to Sales: 25 : 1		309	801	32	3	1464	170	Net: 29

City Codes: Bo = Bonsall, Es = Escondido, Fb = Fallbrook, SDN = San Diego, SM = San Marcos, Vi = Vista

South San Diego				Projects				Participating : 3				In Area : 3			
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD		
Esperanza at Vista del Sur	Cornerstone	SDS	ATMU	100	0	6	36	0	0	74	6	0.35	0.67		
Tesoro Vista del Sur	Cornerstone	SDS	ATMU	134	5	7	33	2	0	46	6	0.62	0.67		
Signature	Heritage	CHV	SFD	79	0	9	35	0	0	36	-1	0.40	-0.11		

Development Name		Developer	City Code	Notes	Type										
South San Diego Continued ...					Projects			Participating : 3				In Area : 3			
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
TOTALS: No. Reporting:		3	Avg. Sales: 0.67		Traffic to Sales: 52 : 1		22	104	2	0	156	11	Net: 2		

City Codes: CHV = Chula Vista, SDS = San Diego

South Bay San Diego					Projects				Participating : 26				In Area : 26		
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av.Sls /Week	Av.Sls. /YTD	
Flora at Escaya	Brookfield	CHV	ATST	107	0	18	32	1	0	49	2	0.54	0.22		
Haciendas at Escaya	Brookfield	CHV	DTMU	76	5	15	17	0	0	46	6	0.51	0.67		
Prado at Escaya	Brookfield	CHV	SFD	130	0	15	24	2	0	55	6	0.61	0.67		
Aventine at Otay Ranch	Cornerstone	CHV	SFD	100	0	7	44	0	0	29	4	0.38	0.44		
Cambria at Otay Ranch	Cornerstone	CHV	DTMU	60	0	7	38	0	0	15	4	0.44	0.44		
Monterra at Otay Ranch	Cornerstone	CHV	ATMU	36	0	5	44	0	0	1	0	0.06	0.00		
Lovina	Heritage	CHV	SFD	78	0	8	25	1	0	70	4	0.69	0.44		
Suwerte	Heritage	CHV	ATT	212	0	7	68	0	0	5	-1	0.21	-0.11		
Skylar at Millenia	KB Home	CHV	DTMU	79	0	7	11	0	0	42	2	0.66	0.22		
Castellena at Escaya	Lennar	CHV	DTMU	77	0	20	19	1	0	51	2	0.56	0.22		
Indigo at Escaya	Lennar	CHV	DTMU	111	6	15	26	0	0	66	9	0.73	1.00		
Millenia Boulevard	Lennar	CHV	ATMU	78	0	9	32	3	0	52	11	1.60	1.22		
Valencia at Escaya	Lennar	CHV	DTMU	118	6	15	22	2	0	55	5	0.61	0.56		
Meridian Communities EVO/TRIO/METR	Meridian Group	CHV	ATMU	217	0	6	34	3	0	171	11	1.29	1.22		
Cantamar	Pacific Coast	CHV	DTMU	111	0	8	63	0	0	31	1	0.47	0.11		
Monte Villa	Pacific Coast	CHV	DTMU	72	0	11	22	0	0	39	0	0.46	0.00		
Parc Place	Pacific Coast	CHV	ATT	162	0	7	22	0	0	74	3	0.73	0.33		
Tosara II	Pacific Coast	CHV	ATMU	79	0	13	15	1	0	34	3	0.28	0.33		
Moderna at Playa Del Sol	Pardee	SDS	ATMU	44	0	6	17	0	0	16	6	0.43	0.67		
Veraz at Playa Del Sol	Pardee	SDS	ATMU	111	0	7	14	0	0	13	3	0.35	0.33		
Element at Millenia	Shea	CHV	SFD	70	0	1	78	1	0	69	2	0.58	0.22		
Seville at Escaya	Shea	CHV	DTMU	135	0	5	23	0	0	55	3	0.62	0.33		
Sierra at Escaya	Shea	CHV	SFD	122	0	6	27	2	0	65	7	0.73	0.78		
Strata at Escaya	Shea	CHV	ATMU	72	0	8	33	1	0	52	3	0.88	0.33		
Vista Del Cielo	Shea	CHV	DTMU	52	0	3	27	1	0	38	3	0.42	0.33		
Z at Millenia	Shea	CHV	Update	ATMU	106	0	3	78	1	1	65	2	0.55	0.22	
TOTALS: No. Reporting:		26	Avg. Sales: 0.73		Traffic to Sales: 43 : 1		232	855	20	1	1258	101	Net:	19	

City Codes: CHV = Chula Vista, SDS = San Diego

San Diego-Imperial					Projects Participating : 101					In Area : 101		
						Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 101		Avg. Sales: 0.66		Traffic to Sales: 36 : 1		865	2661	74	7	3,948	443	Net: 67

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