



THE WEEKLY TRAFFIC & SALES WATCH

Legend **Change** **Price Rise**

FOR THE WEEK ENDING JUNE 10, 2018

New Sub **Price Drop**

BUILDER	SUBDIVISION	AREA	PROD TYPE	TRAFFIC	SALES	CAN	WEEK NET SOLD	MO NET SOLD	YR NET SOLD	TOTAL LOTS	LOTS RELSD FOR SALE	UN SOLD LOTS	SOLD TO DATE	OPEN SINCE	NET SLS PER MO SINCE OPEN	NET SLS LAST 3 MO	NET SLS PER MO LAST 3 MO	STNDING UNSOLD INVNTRY	SQFT RANGE	LOW PRICE	HIGH PRICE	MASTER PLAN	
TOLL BROTHERS	REGENCY - PALISADES	SW	AGE	w/Summit	0	0	0	0	16	161	99	30	69	4/16	2.56	8	2.67	1996-2223	\$ 531,995	\$ 565,995	SUMMERLIN		
TOLL BROTHERS	REGENCY - PINNACLE	SW	AGE	w/Summit	0	0	0	0	9	93	75	13	62	4/16	2.30	4	1.33	2199-2424	\$ 595,995	\$ 628,995	SUMMERLIN		
TOLL BROTHERS	FORTANA @ MILANO	H	DET	w/Veneto	0	0	0	0	10	50	50	0	50	10/16	2.38	1	0.33	2429	\$ 794,995		INSPIRADA		
TOLL BROTHERS	VENETO @ MILANO	H	DET		5	0	0	0	2	47	47	2	45	10/15	1.36	0	0.00	2496-2874	\$ 444,995	\$ 489,995	INSPIRADA		
TOLL BROTHERS	BRUNELLO @ MILANO	H	DET	w/Veneto	0	0	0	0	1	45	43	3	40	7/16	1.67	1	0.33	2107	\$ 739,995		INSPIRADA		
TOLL BROTHERS	MARIN	H	DET		50	4	0	4	4	16	74	22	6	5/18	8.00	12	4.00	2086-2378	\$ 404,995	\$ 449,995	INSPIRADA		
TOLL BROTHERS	VISTAMAR	H	DET	w/Marin	0	0	0	0	4	69	38	34	4	5/18	2.00	3	1.00	2889-3236	\$ 469,995	\$ 514,995	INSPIRADA		
TOLL BROTHERS	FRANKLIN PARK TRADITIONS	NW	DET		28	0	0	0	0	26	166	160	6	4/14	3.02	10	3.33	2424-3363	\$ 421,995	\$ 453,995	PROVIDENCE		
TOLL BROTHERS	SUB TOTALS				304	6	1	5	5														
TOUCHSTONE LIVING	TERRACES AT HIDDEN HILLS	NW	DET		55	1	0	1	1	16	86	26	4	22	10/17	2.44	10	3.33	1765-3741	\$ 347,990	\$ 447,990		
TOUCHSTONE LIVING	VIEWS AT HIDDEN HILLS	NW	DET		58	1	0	1	1	18	62	20	2	18	2/18	3.60	14	4.67	2940-5288	\$ 489,990	\$ 594,990		
TOUCHSTONE LIVING	RANCHES AT LONE MTN	NW	DET		54	1	0	1	1	15	64	24	9	15	1/18	2.50	8	2.67	3201-3437	\$ 492,990	\$ 512,990		
TOUCHSTONE LIVING	HOMESTEAD	SW	DET		24	0	0	0	0	7	24	11	4	7	1/18	1.17	4	1.33	3201-3437	\$ 579,990	\$ 591,990		
TOUCHSTONE LIVING	SUB TOTALS				191	3	0	3	3		236	81	19			38	12.67	0					
WARMINGTON RESIDENTI	DESERT RIDGE	M	DET	sold out	0	0	0	0	0	35	35	0	35	1/15	0.83	0	0.00	0	1502-2455	\$ 206,000	\$ 244,000	CANYON CREST	
WARMINGTON RESIDENTI	RIDGEHAVEN	SW	DET		25	0	0	0	0	10	83	80	1	79	12/15	2.55	6	2.00	2056-2393	\$ 309,990	\$ 320,490		
WARMINGTON RESIDENTI	ROCKPOINTE	SW	DET		26	2	0	2	2	17	100	96	1	95	6/16	3.80	7	2.33	1590-2117	\$ 307,990	\$ 314,490		
WARMINGTON RESIDENTI	VISTAVIEW EAST	SW	DET		5	0	0	0	0	1	25	25	0	25	3/17	1.56	1	0.33	3386	\$ 397,490			
WARMINGTON RESIDENTI	VISTAVIEW WEST	SW	DET		0	1	0	1	1	7	33	33	0	33	4/16	1.22	3	1.00	3386	\$ 397,490			
WARMINGTON RESIDENTI	WESTBURY	SW	DET	sold out	0	0	0	0	0	2	74	74	0	74	11/15	2.31	2	0.67	0	2331-2635	\$ 314,990	\$ 331,990	
WARMINGTON RESIDENTI	SUB TOTALS				56	3	0	3	3		350	343	2			19	6.33	0					
WILLIAM LYON HOMES	MOUNTAIN FALLS SERIES 1	P	DET		0	0	0	0	0	0	242	242	1	241	12/10	2.65	1	0.33	0	1514-2102	\$ 181,500	\$ 214,150	MTN FALLS
WILLIAM LYON HOMES	MOUNTAIN FALLS SERIES 2	P	DET		0	0	0	0	0	24	96	96	7	89	1/14	1.65	11	3.67	0	2055-2741	\$ 201,000	\$ 328,000	MTN FALLS
WILLIAM LYON HOMES	VENTANO	P	DET		40	5	1	4	4	24	166	32	10	22	3/18	5.50	16	5.33	2	1514-2098	\$ 201,500	\$ 229,500	MTN FALLS
WILLIAM LYON HOMES	OVATION - JADE	P	AGE		0	0	0	0	0	0	179	8	8	0	4/18	0.00	0	0.00	0	1982-2152	\$ 266,500	\$ 292,500	MTN FALLS
WILLIAM LYON HOMES	OVATION - ONYX	P	AGE		36	0	0	0	0	6	256	25	20	5	4/18	1.67	6	2.00	0	1461-1721	\$ 214,500	\$ 236,500	MTN FALLS
WILLIAM LYON HOMES	OVATION - TOPAZ	P	AGE		1	1	0	1	1	5	166	11	6	5	4/18	1.67	5	1.67	0	2337-2494	\$ 316,700	\$ 33,700	MTN FALLS
WILLIAM LYON HOMES	TUSCAN CLIFFS	SW	DET		1	0	0	0	0	5	76	54	15	39	4/14	0.76	0	0.00	8	3298-4660	\$ 668,000	\$ 826,000	SOUTHERN HIGHLANDS
WILLIAM LYON HOMES	AFFINITY - EVOKE	SW	ATT		55	0	0	0	0	6	117	54	27	27	8/17	2.45	6	2.00	15	1252-1925	\$ 328,900	\$ 394,900	SUMMERLIN
WILLIAM LYON HOMES	AFFINITY - SAVU	SW	ATT	w/Evoke	0	1	-1	-1	8	96	36	19	17	8/17	1.55	4	1.33	18	1734-2029	\$ 392,500	\$ 475,500	SUMMERLIN	
WILLIAM LYON HOMES	AFFINITY - MODA	SW	ATT	w/Evoke	2	1	1	1	45	192	72	12	60	9/17	6.00	23	7.67	4	874-1430	\$ 227,900	\$ 333,900	SUMMERLIN	
WILLIAM LYON HOMES	AFFINITY - REVO	SW	ATT	w/Evoke	1	0	1	1	6	80	36	24	12	9/17	1.20	3	1.00	9	2047-2492	\$ 414,000	\$ 450,000	SUMMERLIN	
WILLIAM LYON HOMES	STERLING RIDGE - GRAND	SW	DET		13	0	0	0	0	12	137	134	0	134	11/13	2.39	5	1.67	0	3546-4180	\$ 941,000	\$ 986,000	SUMMERLIN
WILLIAM LYON HOMES	SILVER RIDGE	SW	DET		21	1	1	0	0	18	83	67	6	61	9/15	1.79	8	2.67	5	3733-5032	\$ 1,339,500	\$ 1,512,500	SUMMERLIN
WILLIAM LYON HOMES	ALLEGRA	NW	DET		0	0	0	0	0	23	88	88	4	84	9/15	2.47	11	3.67	1	2964-3323	\$ 547,200	\$ 575,200	SUMMERLIN
WILLIAM LYON HOMES	LAGO VISTA	H	DET		1	1	0	1	1	3	52	32	9	23	4/15	0.59	3	1.00	7	3733-5032	\$ 836,000	\$ 916,000	LAKE LAS VEGAS
WILLIAM LYON HOMES	THE PEAKS	H	DET		31	1	0	1	1	9	88	46	19	27	7/16	1.13	3	1.00	9	2977-3399	\$ 509,000	\$ 529,000	LAKE LAS VEGAS
WILLIAM LYON HOMES	BROOKSHIRE HEIGHTS	SW	DET		1	1	0	1	1	1	98	98	1	97	4/15	2.49	2	0.67	0	2757-3178	\$ 373,000	\$ 425,000	
WILLIAM LYON HOMES	SUB TOTALS				200	13	4	9	9		2212	1131	188			107	35.67	78					
WOODSIDE HOMES	BELMONTE	NW	DET		0	0	0	0	0	12	129	129	2	127	5/14	2.54	-1	-0.33	0	3202-3934	\$ 595,490	\$ 660,490	SUMMERLIN
WOODSIDE HOMES	CADENCE AT THE PARK	H	DET		21	0	0	0	0	31	119	119	41	78	1/15	1.86	13	4.33	2	1833-3287	\$ 344,990	\$ 456,490	CADENCE
WOODSIDE HOMES	LAGUNA AT TIERRA SANTA	NLV	DET		16	0	0	0	0	21	152	152	43	109	5/15	2.87	3	1.00	2	1500-2055	\$ 288,490	\$ 315,490	
WOODSIDE HOMES	PEREGRINE POINT	SW	DET	sold out	0	0	0	0	0	18	135	135	0	135	8/15	3.86	7	2.33	0	1870-2271	\$ 309,490	\$ 395,000	
WOODSIDE HOMES	TETON	NW	DET		38	3	0	3	3	56	209	209	52	157	8/15	4.49	25	8.33	3	2069-3707	\$ 352,490	\$ 460,490	SKYE CANYON
WOODSIDE HOMES	SAVONA	NW	DET		21	0	0	0	0	26	135	135	52	83	8/15	2.37	13	4.33	1	2643-3220	\$ 522,490	\$ 582,490	SUMMERLIN
WOODSIDE HOMES	BARK PLACE	H	DET		22	0	0	0	0	21	106	106	11	95	8/15	2.71	7	2.33	1	2367-2696	\$ 345,990	\$ 364,990	CADENCE
WOODSIDE HOMES	SKYSTONE	SW	DET		22	0	0	0	0	22	72	72	39	33	3/17	2.06	11	3.67	3	2092-3220	\$ 492,900	\$ 594,990	SUMMERLIN
WOODSIDE HOMES	THE COVE	SW	DET		30	0	0	0	0	39	90	90	28	62	6/16	2.48	16	5.33	0	1500-3942	\$ 339,990	\$ 578,490	SOUTHERN HIGHLANDS
WOODSIDE HOMES	CHELSEA	H	DET		13	0	0	0	0	14	60	60	4	56	8/15	1.60	6	2.00	2	2221-3151	\$ 372,490	\$ 423,490	CADENCE
WOODSIDE HOMES	SUB TOTALS				183	3	0	3	3		1207	1207	272			100	33.33	14					
SUBDIVISIONS REPORTIN	242			TRAFFIC - THE NUMBER OF BUYING UNITS THAT ENTER THE SALES OFFICE. BE-BACKS ARE COUNTED AS BUYING UNITS.																			
WEEKLY TOTAL TRAFFIC	4446			LOTS CURRENTLY RELEASED - NUMBER OF LOTS THAT HAVE BEEN RELEASED FOR SALE TO DATE.																			



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FOR THE WEEK ENDING JUNE 10, 2018

BUILDER	SUBDIVISION	AREA	PROD TYPE	TRAFFIC	SALES	CAN	WEEK NET SOLD	MO NET SOLD	YR NET SOLD	TOTAL LOTS	LOTS RELSD FOR SALE	UN SOLD LOTS	SOLD TO DATE	OPEN SINCE	NET SLS PER MO SINCE OPEN	NET SLS LAST 3 MO	NET SLS PER MO LAST 3 MO	STNDING UNSOLD INVENTORY	SQFT RANGE	LOW PRICE	HIGH PRICE	MASTER PLAN
WEEKLY GROSS SALES	267			LOTS CURRENTLY UNSOLD - NUMBER OF LOTS THAT HAVE BEEN RELEASED, BUT ARE NOT SOLD.																		
WEEKLY CANCELLATIONS	30			SOLD TO DATE - TOTAL NUMBER SOLD IN THE SUBDIVISION TO DATE.																		
WEEKLY NET SALES	237			OPEN SINCE - MONTH AND YEAR SUBDIVISION OPENED.																		
NET SALES PER SUB	1.0			STANDING UNSOLD INVENTORY - ANY UNSOLD UNIT THAT IS 30 DAYS (OR LESS) FROM THE CERTIFICATE OF OCCUPANCY.																		
NET TRAFFIC PER SUB	18.37																					
STANDING UNSOLD INVEN	239																					

BUILDER	NET SALES TOTALS:				JAN	FEB	MARCH	Q1	APRIL	MAY	JUNE	Q2	JULY	AUG	SEPT	Q3	OCT	NOV	DEC	Q4	2018 TOTAL
AMERICAN WEST HOMES	81	54	78	213	55	57	13	125							0				0		338
BEAZER HOMES	50	55	61	166	37	56	17	110							0				0		276
CALATLANTIC HOMES	47	26	-	73	-	-	-	0							0				0		73
CENTURY COMMUNITIES	70	52	98	220	66	80	18	164							0				0		384
DEL WEBB COMMUNITIES	13	13	25	51	15	14	2	31							0				0		82
DR HORTON	78	91	104	273	101	105	45	251							0				0		524
HARMONY HOMES	17	12	20	49	16	25	1	42							0				0		91
KB HOME	114	119	141	374	108	99	30	237							0				0		611
LENNAR HOMES	115	167	202	484	133	163	38	334							0				0		818
PARDEE HOMES	64	48	89	201	66	80	8	154							0				0		355
PINNACLE HOMES	5	5	5	15	3	1	0	4							0				0		19
PULTE HOMES	49	50	102	201	50	71	11	132							0				0		333
RICHMOND AMERICAN HOMES	55	143	146	344	92	100	24	216							0				0		560
SHEA HOMES	4	7	8	19	3	10	1	14							0				0		33
SIGNATURE HOMES	1	-	-	1	-	-	-	0							0				0		1
STORYBOOK HOMES	2	5	10	17	1	3	3	7							0				0		24
SUMMIT HOMES NV	11	6	8	25	11	12	3	26							0				0		51
TOLL BROTHERS	31	32	41	104	26	38	5	69							0				0		173
TOUCHSTONE LIVING	10	11	12	33	18	11	3	32							0				0		65
WARMINGTON RESIDENTIAL	12	4	3	19	7	8	3	18							0				0		37
WILLIAM LYON HOMES	27	31	49	107	36	43	9	88							0				0		195
WOODSIDE HOMES	56	59	81	196	34	30	3	67							0				0		263

CALL US AT 702-645-4200 WITH ANY CORRECTIONS OR COMMENTS.

PLEASE NOTE ... THOSE BUILDERS WHO DO NOT SEND DATA, DO NOT RECEIVE THE FINISHED REPORT.