

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



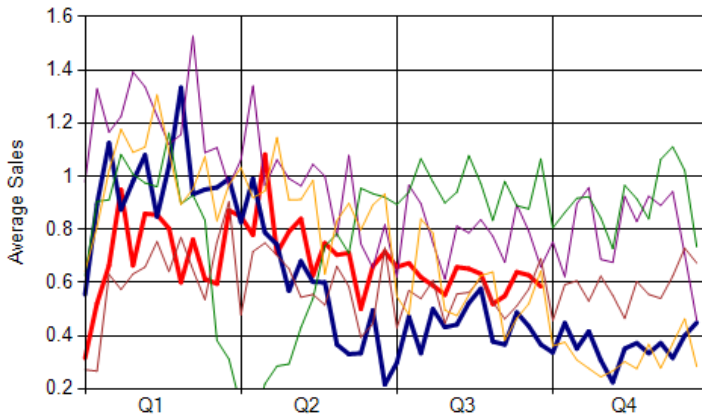
## Bay Area

Week 39

Ending: Sunday, October 1, 2023

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.
Alameda			21	310	21	2	19	0.90	0.82	10%	0.76	19%
Contra Costa			25	256	19	2	17	0.68	0.80	-15%	0.73	-6%
Sonoma, Napa			14	90	7	1	6	0.43	0.55	-22%	0.53	-20%
San Francisco, Marin			3	20	1	0	1	0.33	0.23	45%	0.31	8%
San Mateo			1	12	0	0	0	0.00	0.53	-100%	0.36	-100%
Santa Clara			15	134	6	0	6	0.40	0.65	-38%	0.56	-29%
Monterey, Santa Cruz, San Benito			7	110	2	1	1	0.14	0.59	-76%	0.57	-75%
Solano			20	157	16	4	12	0.60	0.68	-11%	0.54	10%
Current Week Totals		Traffic : Sales 15 : 1	106	1089	72	10	62	0.58	0.69	-15%	0.62	-6%
Per Project Average			10		0.68	0.09	0.58					
Year Ago - 10/02/2022		Traffic : Sales 23 : 1	112	1180	52	11	41	0.37	0.66	-44%	0.42	-13%
% Change			-5%	-8%	38%	-9%	51%	60%	5%			48%

### 52 Weeks Comparison



### Year to Date Averages Through Week 39

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	125	28	0.92	0.09	0.83	0.70
■	2019	159	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.89	0.11	0.78	0.80
■	2021	116	14	1.05	0.07	0.98	0.93
■	2022	105	11	0.78	0.12	0.66	0.58
■	2023	112	12	0.76	0.08	0.69	0.69
% Change:		7%	6%	-1%	-36%	5%	19%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>New home sales fell 8.7% in August to a 675,000 annualized unit pace. The drop was larger than expected, though an upward revision to the July data left sales fairly close to consensus expectations. Mirroring the challenges seen in the existing home sales market, new home sales are coming under pressure from higher mortgage rates, which have risen above 7.75% in recent days. For the better part of this year, builders have benefited from the persistent lack of existing home inventory, which has allowed new home sales to rise even as mortgage rates have climbed higher. That said, the NAHB home builder sentiment survey reported that buyer traffic fell to a seven-month low in September as higher mortgage rates continue to push many prospective buyers out of the market. Builders are becoming more cautious, given that higher interest rates, higher home prices and higher construction costs suggest housing affordability is likely to remain problematic for the foreseeable future. As a result, builders are responding through discounting, with 32% of builders reportedly offering discounts, up from 25% in August and the highest share since December 2022. Discounting helps at the margin, though is less effective as mortgage rates climb. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.99%	7.25%	
	6.75%	6.89%	
10 Yr Yield	4.70%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Island View at Alameda Marina	Landsea	AL		ATMJ	98	0	3	27	0	0	6	6	0.30	0.30
Waterside at Alameda Marina	Landsea	AL		ATMJ	84	3	6	27	1	0	6	6	0.30	0.30
Aspect at Innovation	Lennar	FR		ATMJ	167	0	3	6	0	0	101	44	1.00	1.13
Beacon at Bridgeway	Lennar	NK		DTMJ	120	0	4	25	1	0	37	37	1.02	1.02
Chroma at Innovation	Lennar	FR		ATMJ	146	5	7	8	5	1	100	43	1.39	1.10
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	4	8	0	0	101	47	1.04	1.21
Matrix at Innovation	Lennar	FR		ATMJ	104	3	5	6	2	0	63	28	0.60	0.72
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	1	25	0	0	95	20	0.85	0.51
Vista at Bridgeway	Lennar	NK		DTMJ	72	0	5	25	0	0	23	23	0.81	0.81
Center Pointe Cottages	Nuvera Homes	FR		ATMJ	37	1	1	8	1	0	16	16	0.71	0.71
Compass at Bay37	Pulte	AL		ATMJ	93	0	4	3	1	0	75	19	0.53	0.49
Lookout at Bay37	Pulte	AL		ATMJ	138	0	3	3	1	0	76	38	0.54	0.97
Prime at SoHay	Taylor Morrison	HY		ATST	126	1	4	4	1	0	121	30	0.52	0.77
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	6	0	0	0	90	19	0.51	0.49
TOTALS: No. Reporting: 14		Avg. Sales: 0.86		Traffic to Sales: 13 : 1				56	175	13	1	910	376	Net: 12
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 7									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbey at Boulevard	Brookfield TSO	DB	ATMJ	60	0	TSO	13	0	0	50	50	1.77	1.77	
Ivy at Boulevard	Brookfield	DB	DTMJ	62	0	7	33	3	0	21	21	1.73	1.73	
Melrose at Boulevard	Brookfield TSO	DB	DTMJ	75	0	TSO	13	2	0	72	36	0.96	0.92	
Avalon at Boulevard	Lennar	DB	ATMJ	90	1	3	10	1	0	8	8	0.97	0.97	
Lombard at Boulevard	Lennar	DB	DTMJ	100	2	7	35	1	0	56	36	0.78	0.92	
Venice at Boulevard	Lennar	DB	ATMJ	91	0	7	29	1	1	76	45	1.05	1.15	
Vineyard Collection II	Ponderosa	LV	DTMJ	9	0	1	2	0	0	5	5	0.13	0.13	
TOTALS: No. Reporting: 7		Avg. Sales: 1.00		Traffic to Sales: 17 : 1			25	135	8	1	288	201	Net: 7	
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley				Projects Participating: 3									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oak Park	Davidon	PH	DTMJ	34	0	3	4	1	0	29	21	0.33	0.54
Woodbury Highlands	Davidon	LF	ATMJ	99	0	21	7	2	0	53	24	0.34	0.62
Penny Lane	Trumark	CN	ATMJ	70	0	4	1	0	0	16	16	0.51	0.51
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 4 : 1			28	12	3	0	98	61	Net: 3
City Codes: PH = Pleasant Hill, LF = Lafayette, CN = Concord													

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magee Preserve	Davidon	DN		DTMJ	69	0	6	43	0	0	19	19	0.52	0.52
Hillcrest at The Preserve	Lennar	SR		ATMJ	104	0	3	0	0	0	1	1	0.30	0.30
City Village -Courts	SummerHill	SR		DTMJ	154	0	2	43	0	0	8	8	6.22	6.22
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: N/A				11	86	0	0	28	28	Net: 0
City Codes: DN = Danville, SR = San Ramon														

West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond		Meritage		RM	DTMJ	94	0	4	5	0	0	4	4	0.12	0.12
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				4	5	0	0	4	4	Net: 0	
City Codes: RM= Richmond															

Antioch/Pittsburg				Projects Participating: 11										
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	9	11	0	0	273	28	0.87	0.72	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	12	15	0	0	120	27	0.78	0.69	
Luca at Aviano	DeNova	AN	DTMJ	194	3	6	18	1	0	155	50	1.39	1.28	
Bayberry at Laurel Ranch	KB Home	AN	DTMJ	112	0	4	1	0	0	11	11	0.64	0.64	
Wildwood at Laurel Ranch	KB Home	AN	DTMJ	82	0	4	4	1	0	14	14	0.81	0.81	
Luna at Aviano	Lennar	AN	DTMJ	102	3	3	2	2	0	96	48	1.00	1.23	
Oriana at Aviano	Lennar	AN	DTMJ	115	0	3	2	0	0	104	44	1.08	1.13	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	7	3	2	0	123	37	0.81	0.95	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	2	1	0	0	77	33	0.67	0.85	
Rise at Cielo	TRI Pointe	AN	DTMJ	159	0	7	6	1	0	84	55	1.10	1.41	
Shine at Cielo	TRI Pointe	AN	DTMJ	137	0	3	6	1	0	80	51	1.05	1.31	
TOTALS: No. Reporting: 11		Avg. Sales: 0.73		Traffic to Sales: 9 : 1			60	69	8	0	1137	398	Net: 8	
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa				Projects Participating: 7									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI	DTMJ	104	0	1	17	0	0	99	12	0.46	0.31
Chandler	Brookfield	BT	DTMJ	160	0	12	6	0	0	118	50	1.07	1.28
Cypress Crossings	KB Home	OY	DTMJ	98	0	6	28	1	0	50	39	0.80	1.00
Woodbury at Emerson Ranch	Lennar	OY	DTMJ	104	3	3	9	3	0	95	38	1.13	0.97
Beacon at Delta Coves	Pulte	BI	DTST	30	4	6	14	3	1	8	8	0.27	0.27
Parkside	Richmond American	BT	DTMJ	34	0	4	0	1	1	13	13	0.64	0.64
Orchard Trails	Shea	BT	DTMJ	78	0	1	10	0	0	52	16	0.52	0.41
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 11 : 1			33	84	8	2	435	176	Net: 6
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Makenna	DeNova	PET		DTMJ	36	2	2	5	1	0	34	27	0.65	0.69
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	2	4	9	2	0	52	48	1.15	1.23
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	5	6	1	0	37	37	1.36	1.36
Willow at University District	DR Horton	RP		DTMJ	128	0	3	16	1	0	92	51	1.12	1.31
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	3	4	0	0	61	22	0.55	0.56
Aspect	Lafferty	PET		DTMJ	18	0	3	4	0	0	15	0	0.07	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	2	5	1	0	24	15	0.35	0.38
Seasons at University District	Richmond American	RP		DTMJ	52	0	6	8	0	1	35	15	0.43	0.38
Meadow Creek II	Ryder	SR		DTMJ	30	0	4	10	0	0	11	11	0.47	0.47
Riverfront	TRI Pointe	PET		DTMJ	134	3	4	2	1	0	100	15	0.66	0.38
City 44	W Marketing	SR		ATMJ	44	0	15	5	0	0	29	6	0.27	0.15
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	1	0	0	22	12	0.36	0.31
Paseo Vista	W Marketing	SR		DTST	128	0	1	2	0	0	68	5	0.22	0.13
Portello	W Marketing	WD		DTMJ	68	0	2	13	0	0	27	18	0.45	0.46
TOTALS: No. Reporting: 14		Avg. Sales: 0.43		Traffic to Sales: 13 : 1				56	90	7	1	607	282	Net: 6
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Verandah	Landsea	NV	ATMJ	80	0	9	7	1	0	52	20	0.47	0.51	
The Strand	Trumark	SN	DTMJ	32	0	9	5	0	0	13	4	0.13	0.10	
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 12 : 1			18	12	1	0	65	24	Net: 1	
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Lofton at Portola		TRI Pointe		SF	ATMJ	54	0	8	8	0	0	25	10	0.19	0.26
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			8	8	0	0	25	10	Net: 0		
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Laguna Vista	SummerHill	FC	ATMJ	70	0	7	12	0	0	38	13	0.47	0.33	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			7	12	0	0	38	13	Net: 0	
City Codes: FC = Foster City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	5	5	0	0	41	22	0.56	0.56
Summerstone	DR Horton	GL	New	DTST	29	3	3	16	0	0	0	0	0.00	0.00
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	0	1	15	1	0	123	52	1.25	1.33
Lavender	Landsea	SV	Rsv's	ATMJ	128	0	2	18	1	0	82	35	0.80	0.90
Anza at Agrihood	Pulte	SC		ATMJ	36	0	3	2	0	0	30	30	0.83	0.83
Avenue at Central	Pulte	SJ		ATMJ	158	0	4	10	0	0	2	2	0.61	0.61
Gateway at Central	Pulte	SJ		ATMJ	72	0	3	0	0	0	25	8	0.35	0.21
Plaza at Central	Pulte	SJ		ATMJ	90	0	4	7	0	0	56	27	0.98	0.69
The Elms	Pulte	ST		ATMJ	90	0	4	7	0	0	0	0	0.00	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	8	5	0	0	52	5	0.46	0.13
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	7	6	1	0	63	19	0.51	0.49
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	5	6	0	0	57	20	0.46	0.51
Verano	SummerHill	MV		ATMJ	115	0	6	16	1	0	60	48	1.13	1.23
Arroyo Village	Taylor Morrison	CP		ATMJ	88	0	7	7	0	0	7	7	0.43	0.43
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMJ	67	0	5	NA	0	0	9	9	0.59	0.59
Lotus at Urban Oak	TRI Pointe	SJ		ATMJ	123	0	6	NA	0	0	22	19	0.35	0.49
Jasper	Trumark	MH		ATMJ	101	4	4	14	2	0	44	23	0.52	0.59
TOTALS: No. Reporting: 15		Avg. Sales: 0.40		Traffic to Sales: 22 : 1				77	134	6	0	673	326	Net: 6
City Codes: MH= Morgan Hill, GL = Gilroy, SV = Sunnyvale, SC = Santa Clara, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Promontory at Ridgemark	Century	HO	DTMJ	90	3	5	21	1	0	33	29	0.60	0.74	
Highgrove at Fairview (SFD)	KB Home	HO	DTMJ	138	0	6	14	1	1	12	12	0.66	0.66	
Serenity V	Legacy	HO	DTMJ	31	0	9	17	0	0	14	14	0.32	0.36	
Elderberry	Lennar	HO	DTMJ	66	0	5	25	0	0	28	26	0.61	0.67	
Laurel	Lennar	HO	DTMJ	67	0	3	25	0	0	23	21	0.50	0.54	
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	2	2	0	0	87	14	0.77	0.36	
Enclave, The	Shea	SS	DTMJ	61	0	3	6	0	0	50	10	0.41	0.26	
TOTALS: No. Reporting: 7		Avg. Sales: 0.14		Traffic to Sales: 55 : 1			33	110	2	1	247	126	Net: 1	
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cascade at Waterstone		TRI Pointe	VL	DTMJ	185	0	4	12	0	0	50	50	2.07	2.07
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	12	0	0	50	50	Net: 0	
City Codes: VL = Vallejo														

# The Ryness Report

Week Ending  
Sunday, October 1, 2023

Bay Area Page 5 of 5

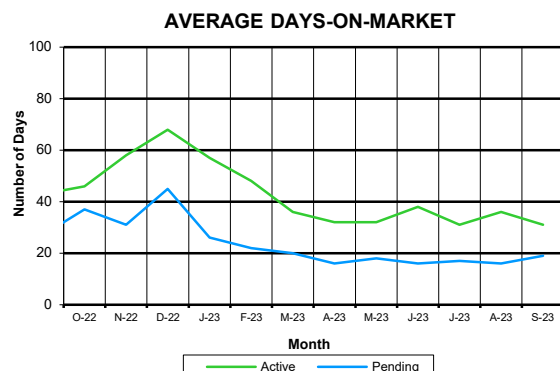
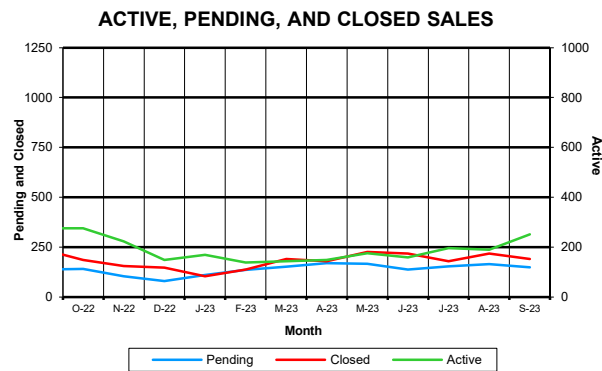
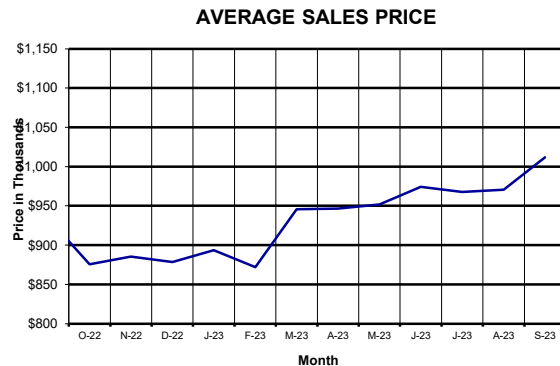
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 21									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hrizon at One Lake	Brookfield	FF		ATMJ	50	0	6	6	0	1	24	16	0.32	0.41
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	7	10	0	0	23	7	0.31	0.18
Monte Verde	Century	FF		DTMJ	124	4	5	13	3	0	79	47	1.14	1.21
Luminescence at Liberty	DeNova	RV		AASF	311	0	4	13	2	0	112	37	0.96	0.95
One56 at One Lake	DeNova	FF		DTMJ	56	0	1	8	0	0	55	36	0.86	0.92
Iris at The Villages	DR Horton	FF		DTMJ	119	0	4	7	2	1	43	41	0.99	1.05
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	6	NA	0	0	31	25	0.49	0.64
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	5	NA	0	0	26	21	0.41	0.54
Sagebrush at Magnolia Park	KB Home	VC		DTMJ	63	0	2	10	0	0	0	0	0.00	0.00
Sweetbay at Magnolia Park	KB Home	VC		DTMJ	104	0	2	14	0	0	0	0	0.00	0.00
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	2	4	1	0	81	32	0.81	0.82
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	3	3	7	1	0	58	45	0.75	1.15
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	5	6	5	2	0	41	24	0.52	0.62
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	3	4	3	2	0	50	26	0.47	0.67
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	4	6	2	0	37	26	0.47	0.67
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	6	3	1	2	82	26	0.62	0.67
Carmello at Roberts Ranch	Taylor Morrison TSO	VC		DTMJ	74	0	TSO	6	0	0	73	25	0.90	0.64
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	5	3	0	0	122	31	0.82	0.79
Glisten at One Lake	TRI Pointe	FF		DTMJ	75	0	5	9	0	0	4	4	0.28	0.28
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	2	9	0	0	94	12	0.62	0.31
Splash at One Lake	TRI Pointe	FF		DTMJ	104	0	4	9	0	0	81	22	0.59	0.56
TOTALS: No. Reporting: 19		Avg. Sales: 0.63		Traffic to Sales: 9 : 1				83	145	16	4	1116	503	Net: 12
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 110						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 106	Avg. Sales: 0.58	Traffic to Sales: 15 : 1	503	1089	72	10	5721	2578	Net: 62
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

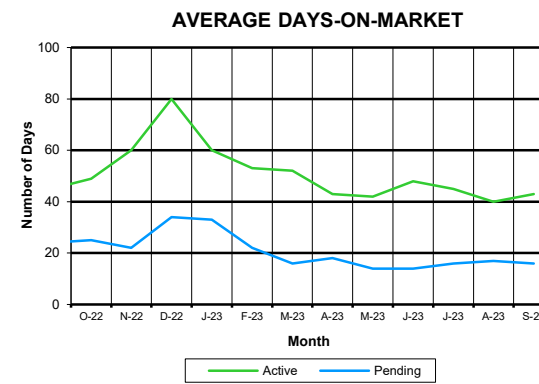
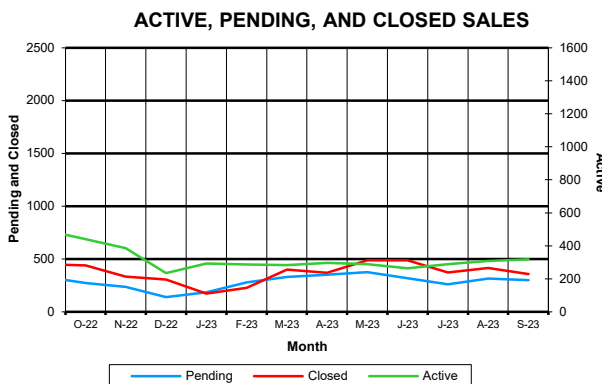
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

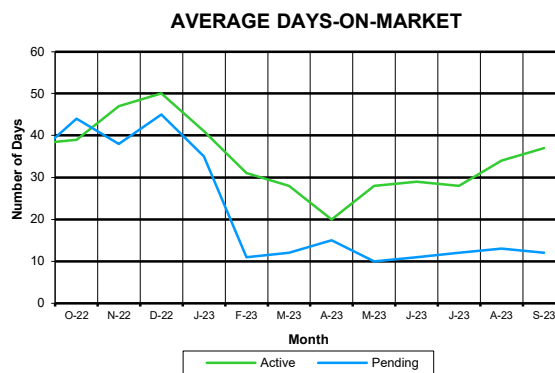
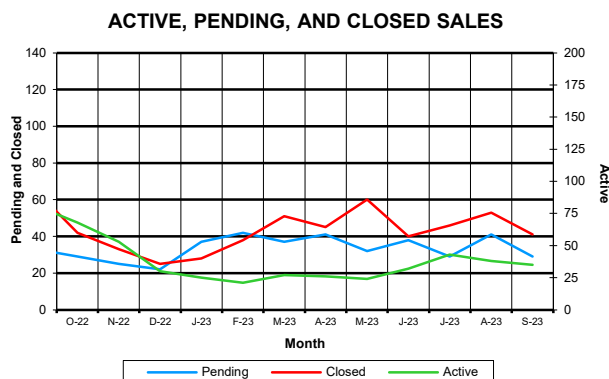
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	286	53	280	22	226	1,497,535
Mar-23	283	52	331	16	400	1,667,106
Apr-23	296	43	352	18	370	1,735,317
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340
Jul-23	288	45	261	16	373	1,774,713
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

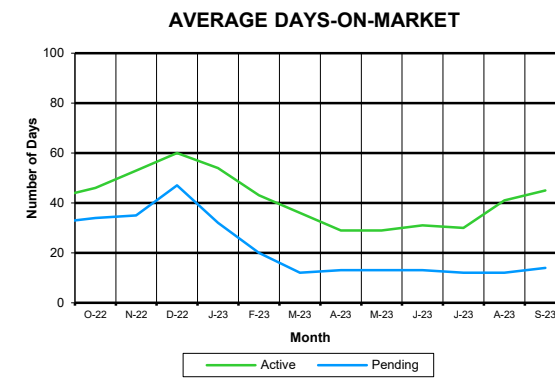
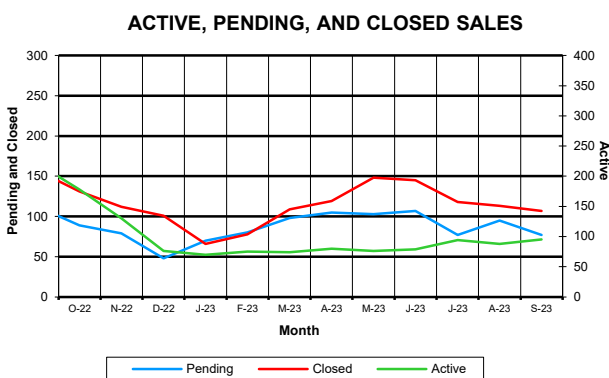
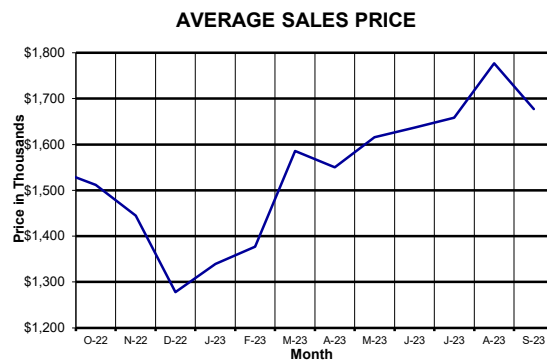
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

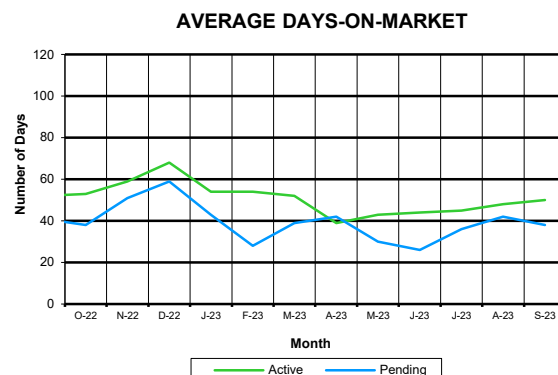
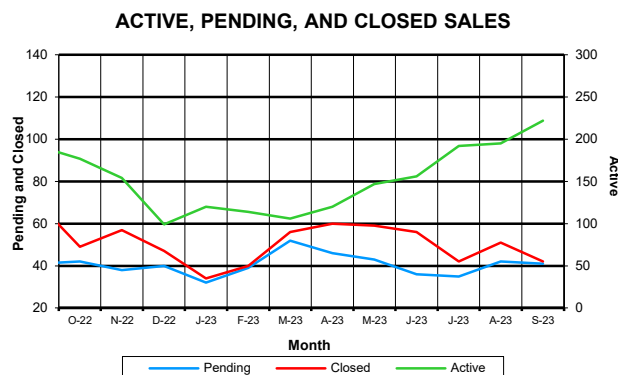
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	75	43	80	20	78	1,376,730
Mar-23	74	36	98	12	109	1,585,480
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437





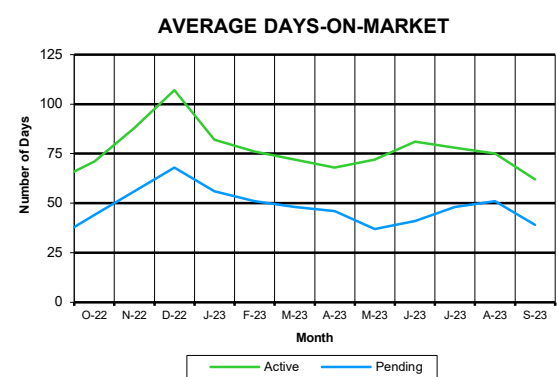
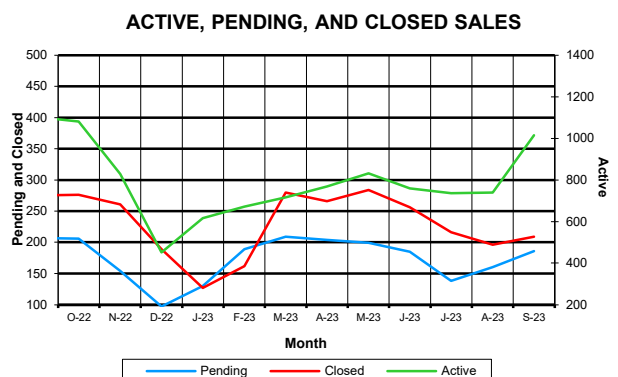
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	114	54	39	28	40	604,989
Mar-23	106	52	52	39	56	684,775
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768



## San Francisco Attd. Monthly MLS Survey

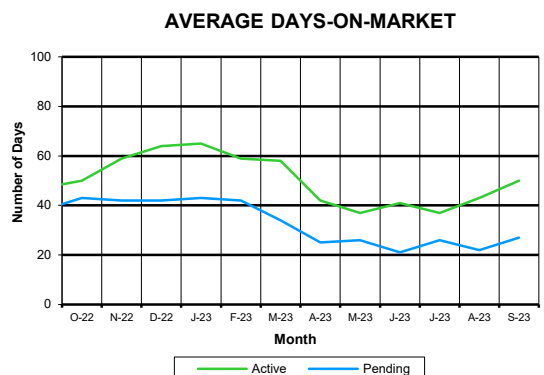
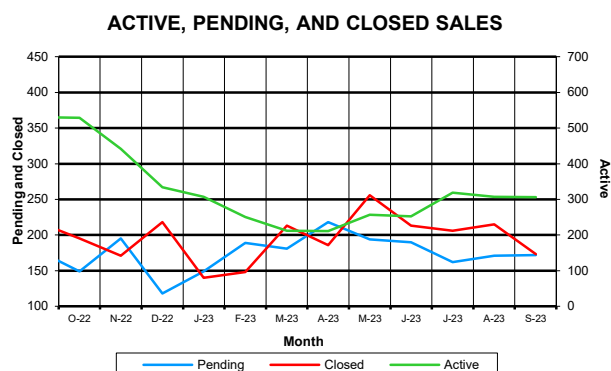
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	672	76	189	51	162	1,359,676
Mar-23	717	72	209	48	280	1,370,613
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576



## E. Contra Costa SFD Monthly MLS Survey

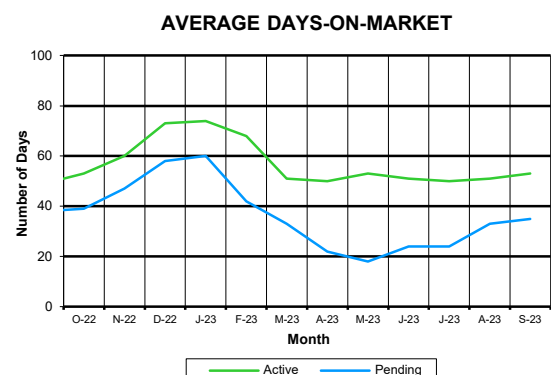
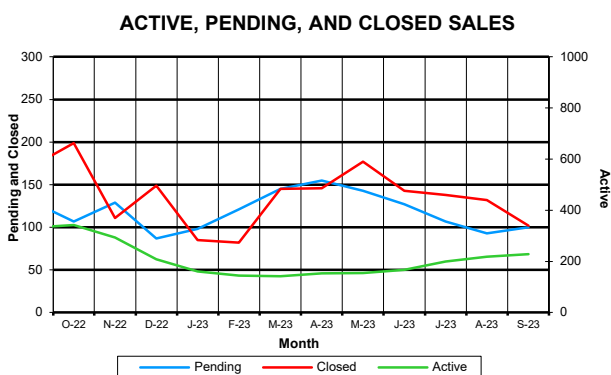
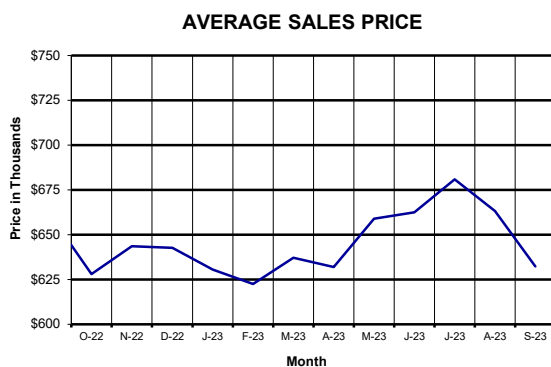
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	251	59	189	42	148	669,616
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238
Jul-23	319	37	162	26	206	726,365
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314



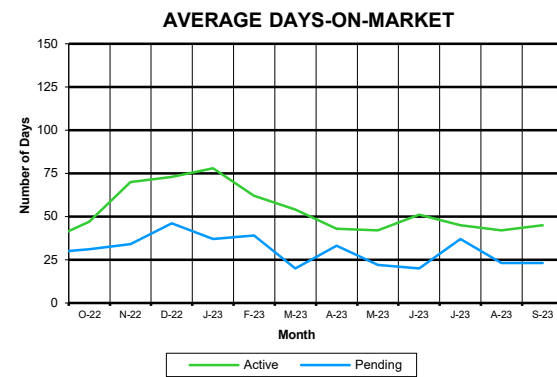
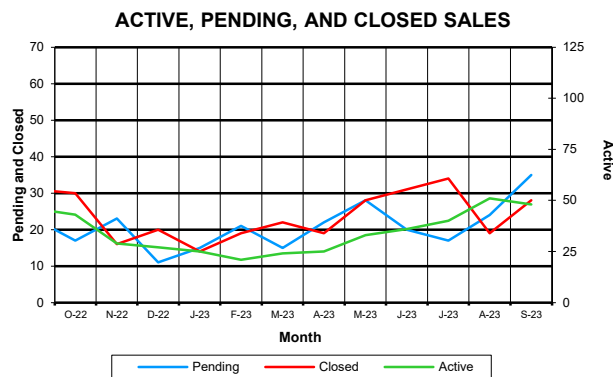
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	144	68	121	42	82	622,560
Mar-23	142	51	145	33	145	637,110
Apr-23	153	50	155	22	146	631,973
May-23	155	53	143	18	177	658,988
Jun-23	167	51	127	24	143	662,597
Jul-23	199	50	107	24	138	680,853
Aug-23	218	51	93	33	132	663,270
Sep-23	228	53	100	35	102	632,417



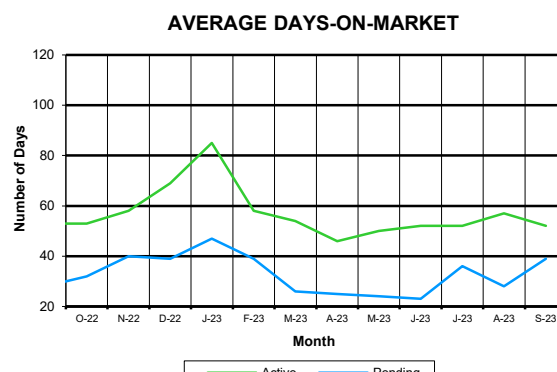
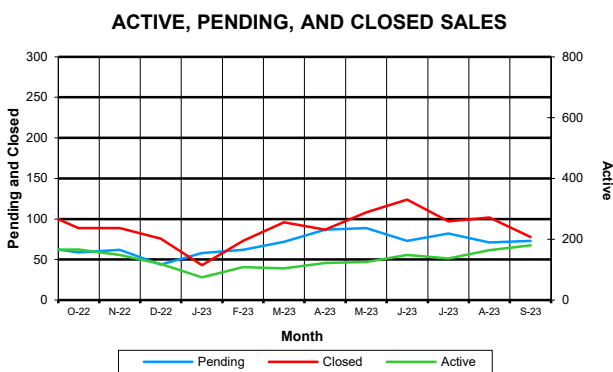
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	21	62	21	39	19	528,164
Mar-23	24	54	15	20	22	567,931
Apr-23	25	43	22	33	19	524,184
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659
Jul-23	40	45	17	37	34	585,594
Aug-23	51	42	24	23	19	652,983
Sep-23	48	45	35	23	28	535,259



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	109	58	62	39	73	826,855
Mar-23	104	54	72	26	96	845,833
Apr-23	122	46	87	25	87	911,908
May-23	125	50	89	24	108	895,935
Jun-23	149	52	73	23	124	873,914
Jul-23	137	52	82	36	97	911,472
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



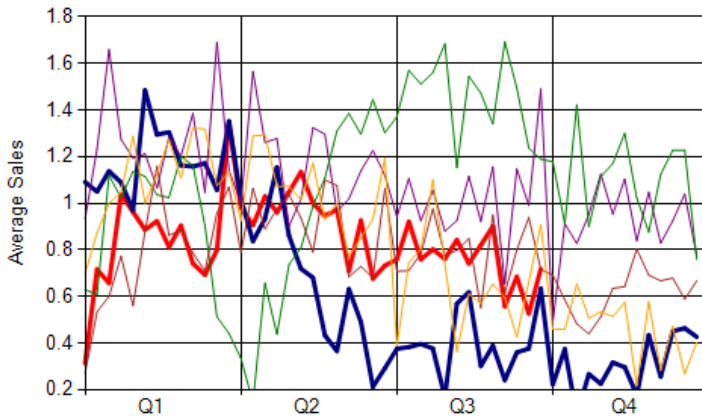
## Central Valley

Week 39

Ending: Sunday, October 1, 2023

Counties / Groups								Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			10	107	4	3	1	0.10	1.00	-90%	0.84	-88%	
San Joaquin County			46	648	35	2	33	0.72	0.81	-11%	0.72	0%	
Stanislaus County			8	36	5	0	5	0.63	0.61	3%	0.50	25%	
Merced County			10	98	11	1	10	1.00	0.81	24%	0.81	24%	
Madera County			8	48	8	0	8	1.00	0.69	45%	0.58	72%	
Fresno County			28	519	27	5	22	0.79	0.95	-17%	0.88	-11%	
Current Week Totals		Traffic : Sales 16 : 1	110	1456	90	11	79	0.72	0.84	-14%	0.75	-5%	
Per Project Average			13		0.82	0.10	0.72						
Year Ago - 10/02/2022		Traffic : Sales 14 : 1	101	1249	91	27	64	0.63	0.75	-16%	0.37	70%	
% Change			9%	17%	-1%	-59%	23%	13%	11%		102%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 39

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	69	22	1.10	0.17	0.92	0.80
■	2019	78	22	0.97	0.14	0.82	0.77
■	2020	85	21	1.33	0.20	1.13	1.11
■	2021	105	15	1.26	0.12	1.15	1.09
■	2022	102	13	0.97	0.22	0.75	0.64
■	2023	108	14	0.98	0.14	0.84	0.84
% Change:		6%	3%	1%	-36%	11%	30%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>New home sales fell 8.7% in August to a 675,000 annualized unit pace. The drop was larger than expected, though an upward revision to the July data left sales fairly close to consensus expectations. Mirroring the challenges seen in the existing home sales market, new home sales are coming under pressure from higher mortgage rates, which have risen above 7.75% in recent days. For the better part of this year, builders have benefited from the persistent lack of existing home inventory, which has allowed new home sales to rise even as mortgage rates have climbed higher. That said, the NAHB home builder sentiment survey reported that buyer traffic fell to a seven-month low in September as higher mortgage rates continue to push many prospective buyers out of the market. Builders are becoming more cautious, given that higher interest rates, higher home prices and higher construction costs suggest housing affordability is likely to remain problematic for the foreseeable future. As a result, builders are responding through discounting, with 32% of builders reportedly offering discounts, up from 25% in August and the highest share since December 2022. Discounting helps at the margin, though is less effective as mortgage rates climb. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>6.99%</b>	<b>7.25%</b>	
	<b>6.75%</b>	<b>6.89%</b>	
<b>10 Yr Yield</b>	<b>4.70%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	2	16	0	0	118	42	1.02	1.08
Kinbridge at Ellis	Landsea S/O	TR		DTMJ	83	0	S/O	16	1	0	83	49	0.72	1.26
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	1	10	0	1	97	45	1.10	1.15
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	1	4	5	0	0	32	32	0.88	0.88
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	4	8	1	1	26	26	0.72	0.72
Hillview	Lennar	TH		DTMJ	214	1	2	14	1	0	72	48	1.04	1.23
Parkin at Tracy Hills	Lennar	TH		DTMJ	69	0	3	15	1	0	43	36	0.79	0.92
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	2	7	0	0	45	35	0.90	0.90
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	4	0	0	135	42	1.01	1.08
Langston at Mountain House	Shea	MH		ATMJ	302	0	7	12	0	1	228	57	1.19	1.46
TOTALS: No. Reporting: 10		Avg. Sales: 0.10		Traffic to Sales: 27 : 1			27	107	4	3	879	412	Net: 1	
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi				Projects Participating: 9									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	4	4	0	0	103	37	0.80	0.95
The Preserve at Creekside	KB Home	SK	DTMJ	128	0	5	25	0	0	23	23	0.79	0.79
Verona at Destinations	KB Home	SK	ATMJ	106	0	1	2	1	0	105	27	0.82	0.69
Keys II at Westlake	Lennar	SK	DTMJ	86	3	5	5	1	0	23	21	0.51	0.54
Shoreside at Westlake	Lennar	SK	DTMJ	99	0	6	5	1	0	22	22	0.60	0.60
Waterside at Westlake	Lennar	SK	DTMJ	92	4	4	15	3	0	21	21	0.67	0.67
Westlake	Meritage	SK	DTMJ	84	0	7	5	0	0	73	30	0.90	0.77
Autumn Trails at Westlake	Richmond American	SK	DTMJ	112	0	6	17	0	0	47	24	0.56	0.62
Summers Bend at Westlake	Richmond American	SK	DTMJ	96	0	4	16	1	0	48	27	0.59	0.69
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 13 : 1			42	94	7	0	465	232	Net: 7
City Codes: SK = Stockton													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 37									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Griffin Park	Atherton	MN	Rsv's	DTMJ	267	0	1	28	0	0	179	39	1.54	1.00
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	3	6	17	1	0	58	58	1.56	1.56
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	1	1	0	85	62	1.46	1.59
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	3	7	11	1	0	41	29	0.64	0.74
Balboa at River Islands	Kiper	LP		DTMJ	117	0	5	28	0	0	108	43	0.91	1.10
Freestone	Kiper	MN		DTMJ	60	0	2	8	0	0	58	31	0.70	0.79
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	32	2	0	83	36	0.84	0.92
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	2	10	1	0	127	16	0.33	0.41
Chelsey at The Trails	Lennar	MN		DTMJ	100	3	3	5	2	0	3	3	1.31	1.31
Howden at The Trails	Lennar	MN		DTMJ	103	3	3	5	1	0	3	3	1.31	1.31
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	3	7	1	0	163	50	1.20	1.28
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	3	20	2	0	121	72	1.15	1.85
Arbor Bend- Linden	Meritage	MN		DTMJ	268	4	6	16	2	0	162	52	1.19	1.33
Laguna at River Islands	Pulte	LP		DTMJ	110	0	2	11	2	0	67	39	0.68	1.00
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	2	2	0	0	85	43	0.86	1.10
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	1	17	0	0	56	6	0.55	0.15
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	101	0	3	17	1	1	98	27	0.96	0.69
The Strand Collection	Raymus	MN	New	DTMJ	56	3	3	53	0	0	0	0	0.00	0.00
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	8	0	0	38	26	0.50	0.67
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	17	0	0	93	21	0.80	0.54
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	17	0	0	3	3	0.18	0.18
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	5	5	2	0	36	23	0.47	0.59
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	7	10	1	0	54	35	0.61	0.90
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	1	9	0	1	14	14	0.86	0.86
Villa Ticino	Richmond American	MN		DTMJ	100	0	10	9	1	0	4	4	0.30	0.30
Legacy at Stanford Crossing	Taylor Morrison TSO	LP		DTMJ	107	0	TSO	11	1	0	101	47	1.06	1.21
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	4	49	0	0	74	31	0.70	0.79
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	2	10	0	0	33	26	0.50	0.67
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	3	6	11	2	0	51	25	0.62	0.64
Avalon at River Islands	Trumark TSO	LP		DTMJ	57	0	TSO	12	0	0	47	25	0.53	0.64
Avalon Point at River Islands	Trumark TSO	LP		DTMJ	69	0	TSO	22	0	0	55	22	0.66	0.56
Dawn at The Collective	Trumark	MN		AASF	76	0	9	6	0	0	16	11	0.20	0.28
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	3	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	3	4	6	0	0	35	25	0.42	0.64
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	18	0	0	37	31	0.54	0.79
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	5	27	2	0	26	26	0.99	0.99
Avendale	Warrington	MN		DTMJ	49	4	3	16	2	0	36	36	1.23	1.23
TOTALS: No. Reporting: 37		Avg. Sales: 0.70		Traffic to Sales: 20 : 1				132	554	28	2	2250	1040	Net: 26
City Codes: MN= Manteca, LP= Lathrop														

Development Name	Developer	City Code	Notes	Type										
Modesto					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Slis /Week	Av. Slis /YTD
Avalon	Bright	CE		DTMJ	33	0	4	4	2	0	29	21	0.51	0.54
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 2 : 1			4	4	2	0	29	21	Net: 2	
City Codes: CE = Ceres														

Stanislaus County				Projects Participating: 7									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Slis /Week	Av. Slis /YTD
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	0	6	NA	0	0	117	28	0.99	0.72
Carmel Ranch	K Hovnanian	OD	DTMJ	50	0	6	5	0	0	7	7	0.20	0.20
Acacia at Patterson Ranch	KB Home	FR	DTMJ	80	0	3	12	1	0	16	16	0.93	0.93
Fieldstone II	KB Home	HG	DTST	50	0	4	0	0	0	44	17	0.58	0.44
Sycamore at Patterson Ranch	KB Home	FR	DTMJ	75	0	8	2	0	0	0	0	0.00	0.00
Turnleaf at Patterson Ranch	KB Home TSO	FR	DTST	190	0	TSO	5	0	0	185	30	1.03	0.77
T Street Customs	SCM	NW	DTMJ	10	0	2	2	1	0	3	3	0.06	0.08
TOTALS: No. Reporting: 6		Avg. Sales: 0.33		Traffic to Sales: 13 : 1			29	26	2	0	372	101	Net: 2
City Codes: FR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman													

Turlock					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Slis /Week	Av. Slis /YTD	
Marcona		Bright		KY	DTMJ	116	0	3	6	1	0	51	35	0.72	0.90
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 6 : 1			3	6	1	0	51	35	Net: 1	
City Codes: KY = Keyes															

Merced County					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Slis /Week	Av. Slis /YTD
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	0	4	8	2	0	73	35	0.87	0.90	
Lantana	DR Horton	MD	DTMJ	99	0	10	9	0	0	45	42	1.04	1.08	
Monterra VI	DR Horton	MD	DTMJ	61	0	4	8	1	0	39	39	1.61	1.61	
Newcastle	DR Horton	MD	DTMJ	33	0	3	11	3	1	30	30	1.10	1.10	
Pacheco Pointe III	DR Horton	LB	DTST	81	0	5	19	1	0	6	6	1.40	1.40	
Stoneridge South III	DR Horton	MD	DTMJ	64	0	6	17	3	0	44	44	1.12	1.13	
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	16	8	0	0	47	15	0.43	0.38	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	0	4	10	0	0	61	19	0.60	0.49	
Cypress Terrace	Stonefield Home	MD	DTST	163	0	4	5	0	0	135	27	0.63	0.69	
Villas II, The	Stonefield Home	LB	DTST	191	0	5	3	1	0	101	15	0.72	0.38	
TOTALS: No. Reporting: 10		Avg. Sales: 1.00		Traffic to Sales: 9 : 1			61	98	11	1	581	272	Net: 10	
City Codes: LB = Los Banos, MD = Merced														

Development Name	Developer	City Code	Notes	Type										
Madera County					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'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	6	5	0	0	49	28	0.62	0.72
Omni	Century	MDA		DTMJ	61	0	4	4	2	0	31	28	0.56	0.72
Pecan Square	DR Horton	MDA		DTMJ	112	0	9	6	2	0	67	67	1.75	1.72
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	5	5	1	0	19	16	0.36	0.41
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	14	1	0	107	4	0.76	0.10
Riverstone - Clementine II	Lennar	MDA		DTST	59	2	4	14	2	0	51	51	1.33	1.31
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.36	0.36
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	0.70	0.70
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	NA	0	0	24	4	0.17	0.10
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	NA	0	0	48	8	0.34	0.21
TOTALS: No. Reporting: 8		Avg. Sales: 1.00		Traffic to Sales: 6 : 1				44	48	8	0	402	212	Net: 8
City Codes: CW = Chowchilla, MDA = Madera														

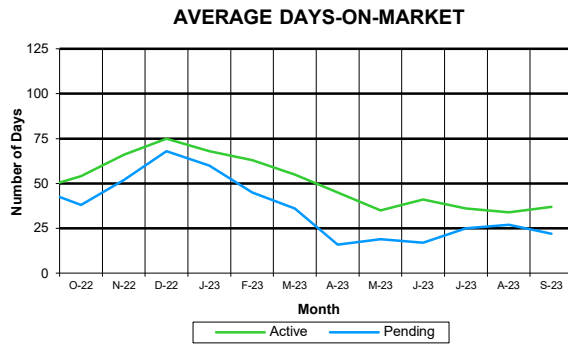
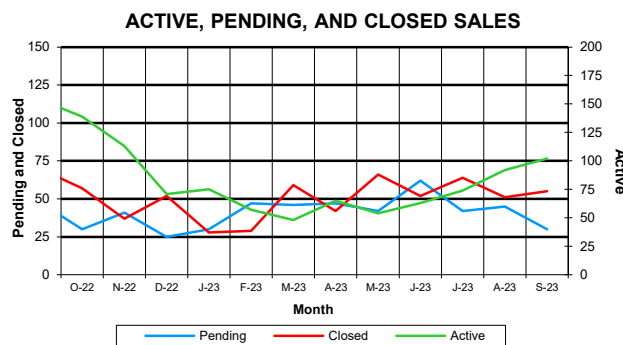


Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 30									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	4	7	1	0	79	29	0.77	0.74
Olivewood	Century <span>S/O</span>	FR		DTMJ	181	0	S/O	3	1	0	181	40	1.51	1.03
The Crossings II	Century	KER		DTMJ	104	0	2	5	1	0	92	37	1.09	0.95
Serenade	DR Horton	SAN		DTMJ	129	0	6	23	0	1	24	24	1.08	1.08
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	2	8	0	0	130	0	0.55	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	7	8	0	0	35	9	0.39	0.23
Centrella Estates	KB Home	FR		DTMJ	74	0	6	8	0	0	40	40	1.47	1.47
Centrella Villas	KB Home	FR		DTMJ	107	0	10	8	0	1	62	38	1.00	0.97
Oelo Ranch 5000s	KB Home	CV		DTST	92	0	3	6	2	0	25	25	0.99	0.99
Oelo Ranch 6000s	KB Home	CV		DTMJ	89	0	5	23	2	0	16	16	0.79	0.79
Legacy at Highland	KB Home	CV		DTMJ	42	0	3	3	0	0	29	29	0.70	0.74
Catalina Park - Surf	Lennar	FR		DTMJ	83	3	5	4	4	2	44	39	1.07	1.00
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	5	3	4	4	0	92	71	1.12	1.82
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	4	0	0	0	4	4	0.30	0.30
Heirloom- Orchard Series	Lennar	FR		DTST	66	3	4	2	3	0	28	28	2.48	2.48
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	0	1	0	0	0	4	4	0.43	0.43
Heritage Grove - Orchard III	Lennar	CV		DTMJ	15	0	2	0	0	0	4	4	0.55	0.55
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	2	2	1	1	0	3	3	0.27	0.27
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	0	4	101	0	0	51	51	1.94	1.94
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	86	1	0	58	58	1.56	1.56
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	6	143	0	1	53	51	1.35	1.31
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	3	3	16	2	0	93	58	1.12	1.49
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	6	5	30	5	0	157	119	1.23	3.05
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	5	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	3	8	0	0	4	4	0.18	0.18
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	5	N/A	0	0	60	12	0.36	0.31
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	N/A	0	0	40	5	0.24	0.13
Somerset Crossing	Woodside	FO		ATST	99	0	2	6	0	0	59	20	0.44	0.51
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	5	4	0	0	85	1	0.51	0.03
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	3	7	0	0	54	6	0.32	0.15
TOTALS: No. Reporting: 28		Avg. Sales: 0.79		Traffic to Sales: 19 : 1			131	519	27	5	1606	825	Net: 22	
City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley				Projects Participating: 115						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 110	Avg. Sales: 0.72	Traffic to Sales: 16 : 1	473	1456	90	11	6635	3150	Net: 79	
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										

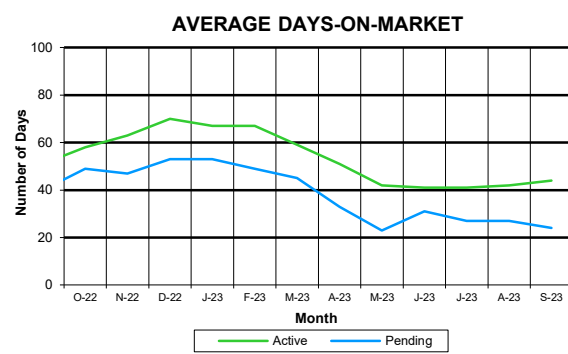
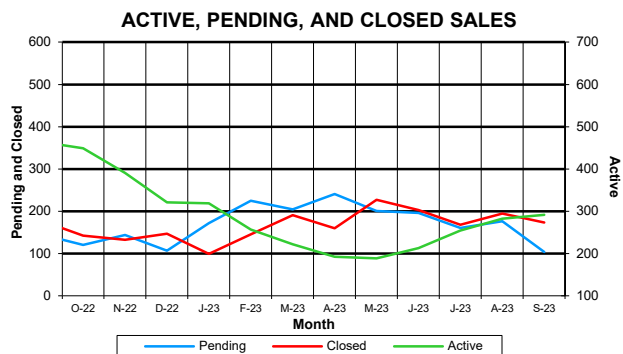
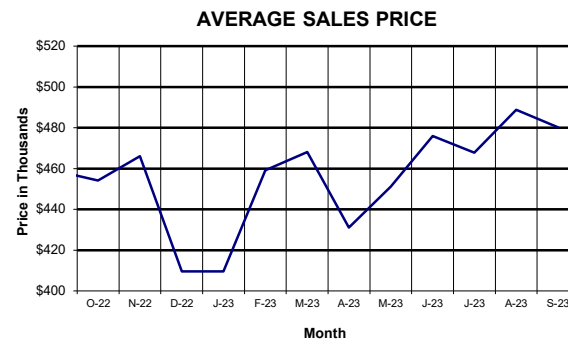
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298



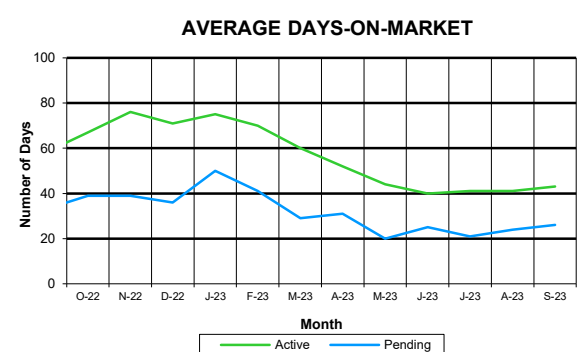
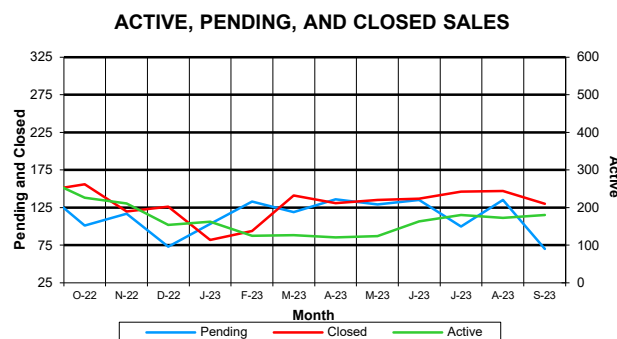
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	257	67	225	49	146	459,122
Mar-23	222	59	205	45	191	468,160
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731
Aug-23	283	42	177	27	195	488,836
Sep-23	292	44	104	24	174	480,085



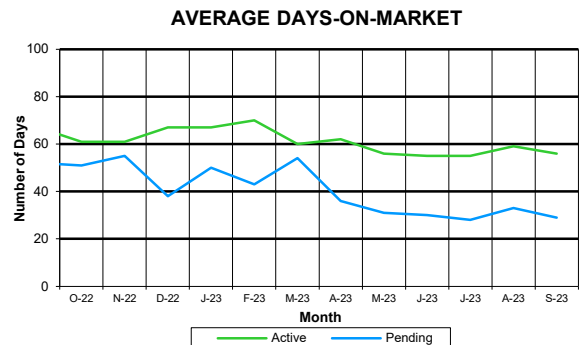
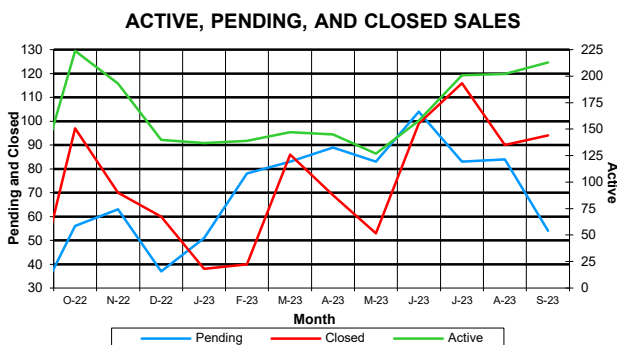
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	125	70	133	41	94	430,754
Mar-23	127	60	119	29	141	450,561
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	139	70	78	43	40	353,955
Mar-23	147	60	83	54	86	411,760
Apr-23	145	62	89	36	69	409,223
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
Jul-23	201	55	83	28	116	422,858
Aug-23	202	59	84	33	90	417,450
Sep-23	213	56	54	29	94	418,614



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



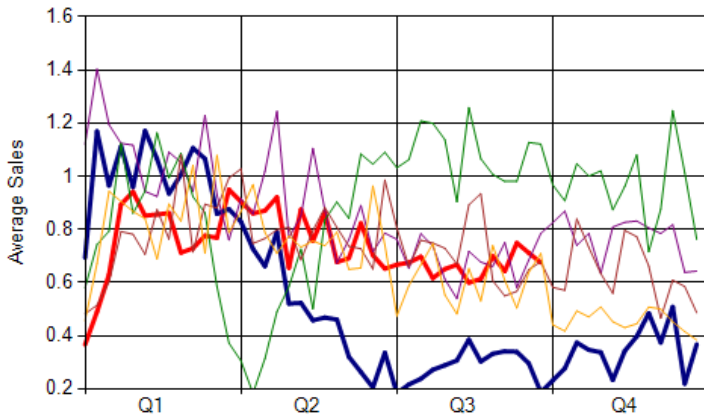
## Sacramento

Week 39

Ending: Sunday, October 1, 2023

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales	Sales	Avg.	Diff.	Avg.	Diff.
South Sacramento			30	421	22	3	19	0.63	0.81	-22%	0.80	-20%
Central & North Sacramento			34	267	26	4	22	0.65	0.63	3%	0.52	25%
Folsom			17	168	16	5	11	0.65	0.75	-13%	0.56	17%
El Dorado			9	90	0	0	0	0.00	0.59	-100%	0.58	-100%
Placer & Nevada			57	648	49	4	45	0.79	0.80	-1%	0.71	11%
Yolo			10	87	10	1	9	0.90	0.78	16%	0.82	10%
Amador County			1	8	0	0	0	0.00	0.03	-100%	0.00	0.00
Northern Counties			14	108	10	0	10	0.71	0.68	4%	0.68	5%
Current Week Totals		Traffic : Sales 14 : 1	172	1797	133	17	116	0.67	0.74	-8%	0.66	2%
Per Project Average			10		0.77	0.10	0.67					
Year Ago - 10/02/2022		Traffic : Sales 25 : 1	182	1881	75	41	34	0.19	0.59	-68%	0.30	-37%
% Change			-5%	-4%	77%	-59%	241%	261%	25%		125%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 39


### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	129	26	0.88	0.14	0.73	0.66
■	2019	141	23	0.89	0.13	0.76	0.73
■	2020	150	16	1.03	0.15	0.87	0.89
■	2021	161	18	0.97	0.09	0.87	0.85
■	2022	174	13	0.76	0.17	0.59	0.52
■	2023	180	14	0.86	0.12	0.74	0.74
% Change:		3%	5%	13%	-29%	25%	40%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>New home sales fell 8.7% in August to a 675,000 annualized unit pace. The drop was larger than expected, though an upward revision to the July data left sales fairly close to consensus expectations. Mirroring the challenges seen in the existing home sales market, new home sales are coming under pressure from higher mortgage rates, which have risen above 7.75% in recent days. For the better part of this year, builders have benefited from the persistent lack of existing home inventory, which has allowed new home sales to rise even as mortgage rates have climbed higher. That said, the NAHB home builder sentiment survey reported that buyer traffic fell to a seven-month low in September as higher mortgage rates continue to push many prospective buyers out of the market. Builders are becoming more cautious, given that higher interest rates, higher home prices and higher construction costs suggest housing affordability is likely to remain problematic for the foreseeable future. As a result, builders are responding through discounting, with 32% of builders reportedly offering discounts, up from 25% in August and the highest share since December 2022. Discounting helps at the margin, though is less effective as mortgage rates climb. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
CONV	6.99%	7.25%	
FHA	6.75%	6.89%	
10 Yr Yield	4.70%		
			

Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 30									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	21	3	2	0	13	13	1.15	1.15
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	0	3	17	0	0	58	30	1.03	0.77
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	3	5	20	3	0	81	57	1.44	1.46
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	4	7	7	2	0	65	39	1.18	1.00
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	9	94	0	0	24	24	0.95	0.95
The Retreats	K Hovnanian	RM		DTMJ	62	0	3	4	0	0	19	14	0.27	0.36
Allegro	KB Home	LN		ATMJ	72	0	5	10	0	0	67	32	0.77	0.82
Travisso	KB Home	LN		DTMJ	422	0	3	0	0	0	38	6	0.42	0.15
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	7	5	0	0	19	19	0.99	0.99
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	0	5	5	0	0	6	6	0.59	0.59
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	5	5	1	0	19	19	1.24	1.24
Cornerstone Commons	Meritage	LN		DTMJ	83	0	3	21	2	0	46	32	0.60	0.82
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	4	17	0	0	64	44	0.84	1.13
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	5	3	1	0	33	27	0.48	0.69
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	4	3	0	0	22	21	0.49	0.54
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	8	9	25	5	1	84	24	0.71	0.62
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	6	4	1	0	38	21	0.46	0.54
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	6	3	1	0	59	53	0.92	1.36
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	2	7	0	0	38	36	0.82	0.92
Madeira Ranch - Homestead	Taylor Morrison TSO	LN		DTMJ	121	0	TSO	8	0	0	40	35	0.86	0.90
Madeira Ranch - Orchard	Taylor Morrison TSO	LN		DTMJ	76	0	TSO	7	1	1	24	19	0.52	0.49
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	2	1	4	1	0	38	33	0.82	0.85
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	1	17	0	0	51	31	1.03	0.79
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	4	21	0	0	46	38	0.93	0.97
Wildhawk North- Trailhead	Taylor Morrison TSO	SO		DTMJ	166	0	TSO	22	0	0	42	35	0.85	0.90
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	1	5	0	0	5	5	0.33	0.33
Wildhawk South- Latitude	Taylor Morrison	SO		DTMJ	152	0	2	7	1	1	32	32	2.11	2.11
Long Meadow	The New Home Co	VN		DTMJ	122	3	6	60	1	0	6	6	1.14	1.14
Cedar Creek	TimLewis	GT		DTMJ	112	0	6	13	0	0	77	34	0.69	0.87
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	3	4	0	0	70	21	0.57	0.54
TOTALS: No. Reporting: 30		Avg. Sales: 0.63		Traffic to Sales: 19 : 1				136	421	22	3	1224	806	Net: 19
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

# The Ryness Report

Week Ending  
Sunday, October 1, 2023

Sacramento

Page  
2 of 7

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 24									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	3	3	0	0	43	4	0.28	0.10
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	3	29	0	0	25	25	0.96	0.96
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	4	12	3	0	150	31	0.66	0.79
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	4	6	6	3	0	23	15	0.39	0.38
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	6	10	1	1	15	9	0.24	0.23
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	2	NA	0	0	49	21	0.56	0.54
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	2	NA	0	0	33	32	0.63	0.82
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	5	NA	0	0	48	20	0.54	0.51
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	4	NA	0	0	69	27	0.78	0.69
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	5	0	0	70	5	0.47	0.13
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	0	5	5	1	0	3	3	0.91	0.91
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	12	0.82	0.31
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	18	0	0	15	12	0.23	0.31
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	3	18	0	0	21	7	0.28	0.18
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	4	4	18	2	0	19	17	0.26	0.44
Ascent at Montelena	Pulte	RO		DTMJ	127	0	6	3	1	1	27	22	0.52	0.56
Solis at Montelena	Pulte	RO		DTMJ	55	0	7	8	0	1	6	3	0.10	0.08
Vista at Montelena	Pulte	RO		DTMJ	38	0	4	8	0	0	25	21	0.42	0.54
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	5	18	2	0	55	35	0.67	0.90
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	3	7	0	0	7	7	0.68	0.68
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	4	1	0	165	22	0.77	0.56
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	4	7	1	0	16	16	1.42	1.42
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	1	7	1	0	9	9	0.97	0.97
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	3	8	0	0	5	5	0.49	0.49
TOTALS: No. Reporting: 20		Avg. Sales: 0.65		Traffic to Sales: 12 : 1				90	194	16	3	1081	380	Net: 13
City Codes: CH= Citrus Heights, RO= Rancho Cordova, FO= Fair Oaks														

# The Ryness Report

Week Ending  
Sunday, October 1, 2023

Sacramento Page 3 of 7

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	4	2	0	0	137	16	0.66	0.41
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	2	0	0	149	27	0.87	0.69
Westward - The Cove	Beazer	SO		DTST	122	0	2	1	0	0	115	36	0.63	0.92
Windrow - The Cove	Beazer	SO		DTST	167	0	1	1	0	0	164	31	0.81	0.79
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	1	5	2	1	147	57	0.94	1.46
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	1	5	1	0	148	56	0.94	1.44
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	2	0	0	113	29	0.80	0.74
Northlake - Bleau	Lennar	SO		DTMJ	236	0	2	5	0	0	129	44	0.91	1.13
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	5	0	0	111	37	0.84	0.95
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	5	0	0	120	42	0.85	1.08
Northlake - Shor	Lennar	SO		DTMJ	140	0	4	10	2	0	125	40	0.89	1.03
Northlake - Watersyde	Lennar	SO		DTMJ	127	3	4	10	2	0	116	32	0.82	0.82
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	3	5	0	0	112	26	0.79	0.67
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	3	5	15	3	0	108	61	0.97	1.56
TOTALS: No. Reporting: 14		Avg. Sales: 0.64		Traffic to Sales: 7 : 1				36	73	10	1	1794	534	Net: 9
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area				Projects Participating: 17									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM	DTMJ	53	0	11	3	0	0	5	5	0.54	0.54
Sycamore Creek	JMC TSO	FM	DTMJ	44	0	TSO	1	0	0	42	1	0.29	0.03
Brass Pointe at Russell Ranch	Lennar	FM	DTMJ	142	0	6	5	0	1	66	56	0.89	1.44
Gold Cliff at Russell Ranch	Lennar	FM	DTMJ	63	0	4	5	1	0	47	33	0.63	0.85
PlatinumPeak at Russell Ranch	Lennar	FM	DTMJ	100	0	3	10	2	0	52	32	0.73	0.82
Rockcress at Folsom Ranch	Lennar	FM	DTMJ	118	0	2	2	0	0	116	36	0.84	0.92
Silver Knoll at Russell Ranch	Lennar	FM	DTMJ	112	7	6	15	7	1	12	12	0.59	0.59
Sterling Hills at Russell Ranch	Lennar	FM	DTMJ	112	0	5	5	1	1	11	11	0.50	0.50
Stone Bluff at White Rock Springs	Richmond American	FM	DTMJ	81	0	5	8	0	0	73	35	0.58	0.90
Stone Haven at White Rock Springs	Richmond American S/O	FM	DTMJ	42	0	S/O	0	2	1	42	19	0.44	0.49
Folsom Ranch - Debut	Taylor Morrison	FM	DTMJ	42	0	1	6	0	0	37	35	0.85	0.90
Folsom Ranch - Encore	Taylor Morrison	FM	DTMJ	106	0	1	6	1	0	29	29	0.67	0.74
Folsom Ranch - Legends	Taylor Morrison	FM	DTMJ	110	0	2	6	0	0	24	24	0.55	0.62
Canterly at Folsom Ranch	TRI Pointe	FM	DTMJ	100	0	5	20	1	0	48	48	1.49	1.49
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMJ	72	0	4	28	1	0	34	21	0.51	0.54
Lariat at Folsom Ranch	TRI Pointe	FM	DTMJ	76	0	4	20	0	1	34	34	1.06	1.06
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMJ	90	0	4	28	0	0	42	29	0.63	0.74
TOTALS: No. Reporting: 17	Avg. Sales: 0.65		Traffic to Sales: 11 : 1			63	168	16	5	714	460	Net: 11	
City Codes: FM= Folsom													

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE		DTMJ	51	0	1	7	0	0	43	10	0.34	0.26
Alder at Saratoga Estates	Elliott	EH		DTMJ	129	0	6	17	0	0	102	16	0.61	0.41
Manzanita at Saratoga	Elliott	EH		DTMJ	131	0	5	18	0	0	67	12	0.41	0.31
Ponderosa at Saratoga	Elliott	EH		DTMJ	56	0	4	10	0	0	10	4	0.13	0.10
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	6	5	0	0	97	38	0.65	0.97
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	0	2	5	0	0	288	74	1.09	1.90
Trento at The Promontory	Lennar	EH		DTMJ	32	0	5	5	0	0	5	5	0.20	0.20
Ridgeview	The New Home Co	EH		DTMJ	44	0	4	17	0	0	6	6	0.46	0.46
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	0	3	6	0	0	46	17	0.45	0.44
TOTALS: No. Reporting: 9		Avg. Sales: 0.00		Traffic to Sales: N/A				36	90	0	0	664	182	Net: 0
City Codes: RE = Rescue, EH = El Dorado Hills														



Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 58									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	5	41	1	0	16	16	0.50	0.50
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	5	1	0	0	7	7	0.75	0.75
Harvest	Black Pine	LM		DTMJ	22	0	2	5	1	0	18	18	0.89	0.89
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	6	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	2	0	0	37	14	0.34	0.36
Balboa II	DR Horton	RV		DTST	172	0	5	8	1	0	93	82	1.54	2.10
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	5	13	1	0	78	57	1.18	1.46
Turkey Creek Estates	Elliott	LL		DTMJ	228	0	7	32	0	0	64	16	0.54	0.41
Edgefield Place	JMC	RK		DTMJ	83	3	4	20	3	0	39	26	0.48	0.67
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	6	29	0	0	24	21	0.32	0.54
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	3	21	1	0	88	38	0.69	0.97
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	7	18	1	1	65	16	0.51	0.41
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	0	1	26	2	0	24	24	1.08	1.08
Palisade Village	JMC	RV		DTST	307	0	7	28	2	1	293	69	1.40	1.77
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	4	8	0	0	88	13	0.56	0.33
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	3	21	2	0	82	30	0.64	0.77
Sentinel	JMC	RV		DTST	256	0	4	25	0	0	159	28	0.85	0.72
Tribute Pointe	JMC	RK		DTMJ	99	0	6	11	0	1	21	13	0.26	0.33
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	2	32	2	1	57	44	0.73	1.13
Firefly at Winding Creek	K Hobnarian	RV		DTMJ	86	0	6	NA	0	0	77	7	0.58	0.18
Copper Ridge	KB Home	LL		DTMJ	94	0	3	13	1	0	91	44	0.96	1.13
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	4	2	0	0	106	51	1.23	1.31
Morgan Knolls	KB Home	RV		DTMJ	58	0	1	16	1	0	19	19	0.86	0.86
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	5	0	0	239	22	1.05	0.56
Andorra at Sierra West	Lennar	RV		DTMJ	193	3	4	15	3	0	157	56	1.01	1.44
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	4	5	1	0	102	57	0.99	1.46
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	5	5	0	0	97	45	0.87	1.15
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	2	5	1	0	105	55	0.92	1.41
Lumiere at Sierra West	Lennar	RV		DTMJ	205	3	3	15	3	0	152	54	0.97	1.38
Meribel at Sierra West	Lennar	RV		DTMJ	167	3	5	10	2	0	155	54	0.97	1.38
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	5	5	1	0	97	49	0.88	1.26
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	3	8	2	0	28	26	0.59	0.67
Windham at Sierra West	Lennar	RV		DTMJ	105	2	3	10	2	0	100	52	1.06	1.33
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	3	10	1	0	68	39	0.83	1.00
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	4	0	0	82	17	0.67	0.44
Roam at Winding Creek	Meritage	RV		DTMJ	95	3	5	14	2	0	87	41	0.88	1.05
Traverse at Winding Creek	Meritage	RV		DTMJ	82	0	2	8	0	0	2	2	1.56	1.56
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	19	0	0	33	9	0.53	0.23
Revere at Independence	Richmond American	LL		DTMJ	122	0	9	1	1	0	113	32	0.79	0.82
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	3	5	2	0	33	24	0.51	0.62
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	6	0	0	24	23	0.29	0.59
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	10	7	1	0	57	31	0.57	0.79
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	2	5	0	0	98	20	0.78	0.51
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	10	5	0	0	31	25	0.35	0.64
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	3	4	0	0	88	18	0.70	0.46

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 58									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Esplanade at Turkey Creek- Premiers	Taylor Morrison TSO	LL		AASF	260	0	TSO	5	1	0	95	25	0.75	0.64
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	2	1	17	1	0	74	39	1.04	1.00
Eureka Grove	The New Home Co	GB		DTMJ	72	0	4	0	0	0	68	16	0.65	0.41
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	7	0	0	19	9	0.27	0.23
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	3	6	15	1	0	6	6	0.82	0.82
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	0	4	15	0	0	4	4	0.48	0.48
Magnolia at Granite Bay	TimLewis	GB		DTMJ	89	0	3	8	1	0	15	15	0.40	0.40
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	4	4	0	0	78	4	0.37	0.10
The Lake at Crown Point II	TimLewis	RK		DTMJ	17	0	3	2	0	0	0	0	0.00	0.00
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	1	7	2	0	106	31	0.80	0.79
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	7	1	0	98	31	0.74	0.79
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	6	0	0	22	15	0.37	0.38
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	3	6	1	0	25	23	0.42	0.59
TOTALS: No. Reporting: 57		Avg. Sales: 0.79		Traffic to Sales: 13 : 1			234	648	49	4	4104	1622	Net: 45	
City Codes: GB = Granite Bay, RV = Roseville, LM= Loomis, LL = Lincoln, RK = Rocklin														

Yolo County				Projects Participating: 10									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Parkside at The Rivers	Century	WS	DTMJ	82	3	5	16	3	0	31	30	0.64	0.77
Trailside at the Rivers	Century	WS	DTMJ	120	0	6	16	0	0	7	7	0.19	0.19
Cannon Pointe at Pioneer Village	Lennar	WL	DTMJ	107	0	4	5	1	0	34	34	0.96	0.96
Casera Meadow s at Pioneer Village	Lennar	WL	DTMJ	124	0	3	10	2	0	13	13	0.36	0.36
Crestada	Lennar	WL	DTMJ	105	0	5	5	1	0	54	43	0.91	1.10
Iris	Lennar	WL	DTMJ	97	0	5	5	0	0	60	51	0.85	1.31
Lavender	Lennar	WL	DTMJ	78	3	4	10	2	0	60	41	0.92	1.05
The Hdeaway	Meritage	VN	DTMJ	148	5	8	9	1	1	65	46	0.95	1.18
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	4	5	0	0	75	23	0.58	0.59
Revival	TimLewis	WL	DTST	72	0	3	6	0	0	19	9	0.26	0.23
TOTALS: No. Reporting: 10		Avg. Sales: 0.90		Traffic to Sales: 9 : 1			47	87	10	1	418	297	Net: 9
City Codes: WS = West Sacramento, WL = Woodland, VN = Winters													

Amador County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Zinfandel Ridge II	TimLewis	FLY	DTMJ	40	0	3	8	0	0	19	1	0.17	0.03	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	8	0	0	19	1	Net: 0	
City Codes: FLY = Plymouth														

Development Name	Developer	City Code	Notes	Type										
Butte County					Projects Participating: 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
Amber Lynn Estates	DR Horton	CO		DTST	108	0	3	4	2	0	25	24	0.46	0.62
Sparrow	DR Horton	CO		DTMJ	86	0	6	5	0	0	20	16	0.29	0.41
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 5 : 1				9	9	2	0	45	40	Net: 2
City Codes: CO = Chico														

Glenn County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Ambrosia		DR Horton S/O		OR	DTST	31	0	S/O	1	1	0	31	30	0.57	0.77
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 1 : 1			0	1	1	0	31	30	Net: 1	
City Codes: OR= Orland															

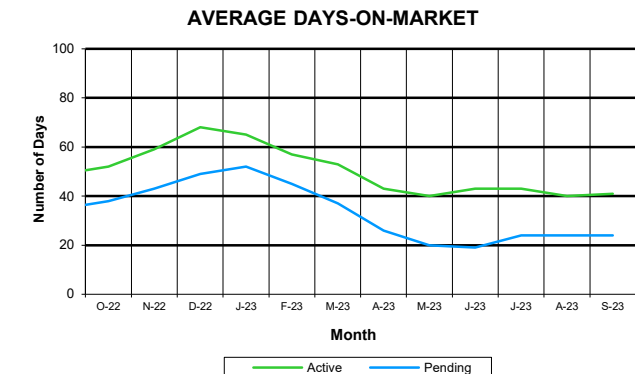
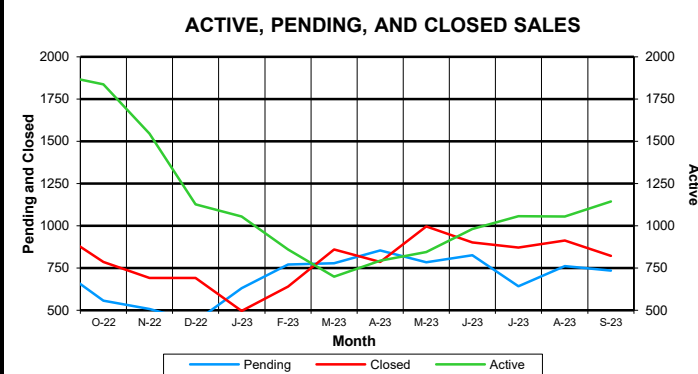
Shasta County				Projects Participating: 4									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	2	15	0	0	14	13	0.34	0.33
Magnolia at Shastina Ranch	DR Horton	RD	DTMJ	66	0	6	15	0	0	16	16	0.39	0.41
Monroe	DR Horton	RD	DTST	20	0	4	2	0	0	2	2	0.16	0.16
Rio	DR Horton	RD	DTST	50	0	4	1	0	0	40	24	0.58	0.62
TOTALS: No. Reporting: 4		Avg. Sales: 0.00		Traffic to Sales: N/A			16	33	0	0	72	55	Net: 0
City Codes: RD = Redding													

Yuba County				Projects Participating: 7									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Grove at Flumas Ranch	Cresleigh	FLK	DTMJ	72	0	3	10	0	0	19	19	0.73	0.73
Cresleigh Meadows at Flumas Ranch	Cresleigh	FLK	DTMJ	111	0	2	1	0	0	100	9	0.53	0.23
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMJ	145	0	5	3	0	0	46	29	0.59	0.74
Butte Vista at Cobblestone	KB Home	FLK	DTMJ	147	4	6	17	2	0	80	37	1.00	0.95
Cascade Valley at Cobblestone	KB Home	FLK	DTMJ	69	3	4	14	1	0	62	58	1.31	1.49
Windsor Crossing at River Oaks	Lennar	FLK	DTST	168	3	5	15	3	0	151	45	0.96	1.15
Seasons at Thoroughbred Acres	Richmond American	OL	DTMJ	146	3	4	5	1	0	129	35	0.80	0.90
TOTALS: No. Reporting: 7		Avg. Sales: 1.00		Traffic to Sales: 9 : 1			29	65	7	0	587	232	Net: 7
City Codes: FLK = Flumas Lake, WH = Wheatland, OL = Olivehurst													

Sacramento				Projects Participating: 177						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 172	Avg. Sales: 0.67	Traffic to Sales: 14 : 1	699	1797	133	17	10753	4639	Net: 116	
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										

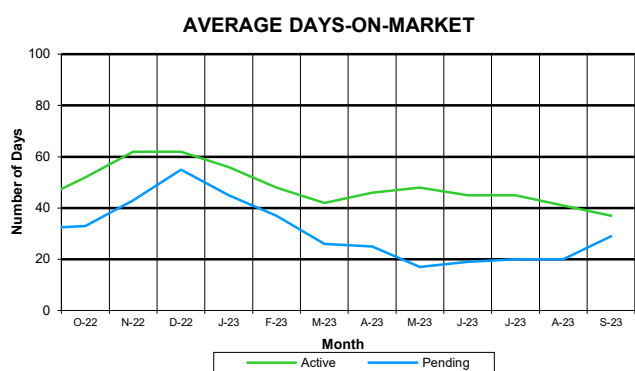
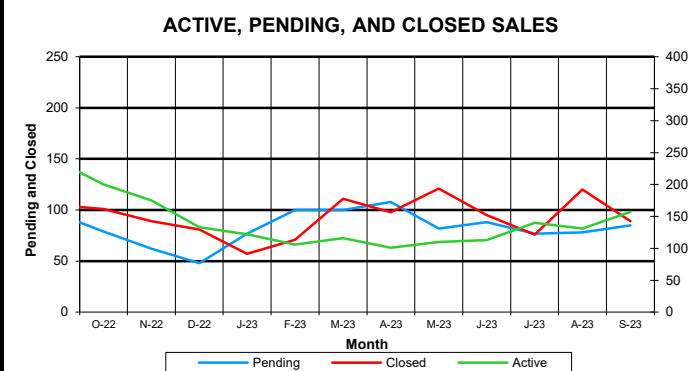
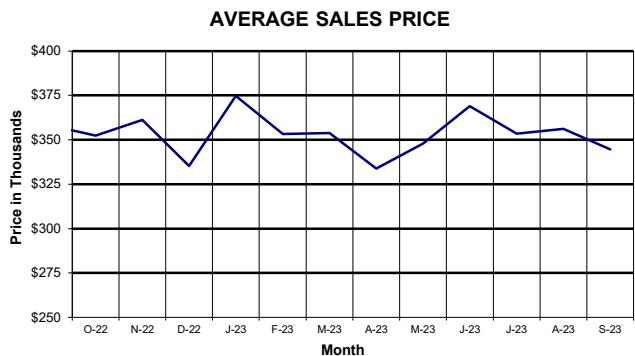
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	861	57	772	45	641	522,077
Mar-23	700	53	778	37	861	555,376
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048
Aug-23	1,056	40	761	24	914	598,812
Sep-23	1,145	41	735	24	822	604,024



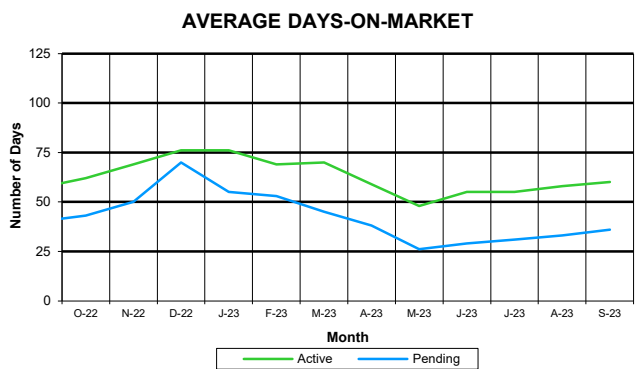
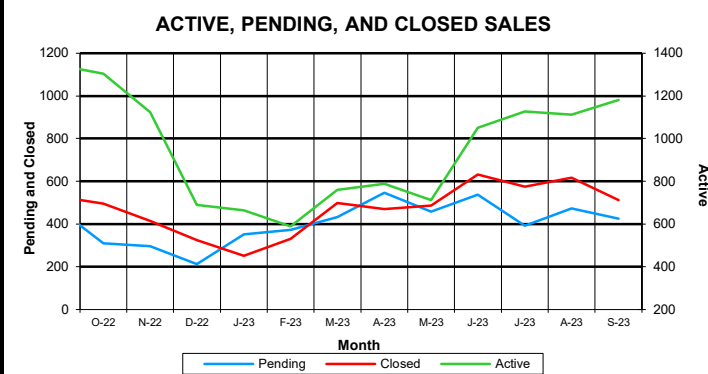
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	106	48	100	37	71	353,175
Mar-23	116	42	100	26	111	353,878
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398
Aug-23	131	41	78	20	120	356,082
Sep-23	157	37	85	29	89	344,570



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	589	69	372	53	330	692,074
Mar-23	759	70	433	45	498	751,418
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004
Aug-23	1,112	58	473	33	617	743,456
Sep-23	1,180	60	425	36	511	770,446



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	109	67	89	43	66	613,993
Mar-23	123	78	89	34	97	669,686
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746
Aug-23	174	68	77	30	114	691,857
Sep-23	175	69	82	31	87	684,882

