

### **Ryness Report Quarterly Summary Data**

|   | Avg. Number<br>of Projects<br>Per Week | Average<br>Traffic<br>Per Week | Avg. Weekly<br>Gross Sales<br>Per Project | Avg. Weekly<br>Gross Cans<br>Per Project | Net Avg.<br>Sales<br>Per Week | Traffic to<br>Sales<br>Ratio |
|---|--|--------------------------------|---|--|-------------------------------|------------------------------|
| <b>Bay Area</b>                           |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                      | <b>105</b>                             | <b>12.6</b>                    | <b>0.78</b>                               | <b>0.07</b>                              | <b>0.71</b>                   | <b>16 : 1</b>                |
| 4th Quarter                               |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                               | 103                                    | 10.6                           | 0.60                                      | 0.07                                     | 0.52                          | 18 : 1                       |
| 2nd Quarter                               | 106                                    | 13.8                           | 0.82                                      | 0.09                                     | 0.73                          | 17 : 1                       |
| 1st Quarter                               | 106                                    | 13.5                           | 0.92                                      | 0.06                                     | 0.86                          | 15 : 1                       |
| <b>Alameda County</b>                     |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                      | <b>19</b>                              | <b>10.4</b>                    | <b>0.84</b>                               | <b>0.06</b>                              | <b>0.78</b>                   | <b>12 : 1</b>                |
| 4th Quarter                               |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                               | 20                                     | 6.4                            | 0.65                                      | 0.07                                     | 0.58                          | 10 : 1                       |
| 2nd Quarter                               | 18                                     | 13.1                           | 1.02                                      | 0.08                                     | 0.94                          | 13 : 1                       |
| 1st Quarter                               | 19                                     | 11.9                           | 0.87                                      | 0.05                                     | 0.82                          | 14 : 1                       |
| <b>Contra Costa County</b>                |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                      | <b>24</b>                              | <b>18.0</b>                    | <b>0.73</b>                               | <b>0.06</b>                              | <b>0.67</b>                   | <b>25 : 1</b>                |
| 4th Quarter                               |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                               | 21                                     | 16.8                           | 0.52                                      | 0.06                                     | 0.46                          | 32 : 1                       |
| 2nd Quarter                               | 24                                     | 21.0                           | 0.77                                      | 0.08                                     | 0.69                          | 27 : 1                       |
| 1st Quarter                               | 26                                     | 16.3                           | 0.87                                      | 0.03                                     | 0.84                          | 19 : 1                       |
| <b>Sonoma, Napa Counties</b>              |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                      | <b>8</b>                               | <b>8.1</b>                     | <b>0.75</b>                               | <b>0.08</b>                              | <b>0.67</b>                   | <b>11 : 1</b>                |
| 4th Quarter                               |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                               | 8                                      | 7.8                            | 0.60                                      | 0.04                                     | 0.56                          | 13 : 1                       |
| 2nd Quarter                               | 8                                      | 10.1                           | 0.70                                      | 0.06                                     | 0.64                          | 14 : 1                       |
| 1st Quarter                               | 10                                     | 6.8                            | 0.93                                      | 0.12                                     | 0.81                          | 7 : 1                        |
| <b>Marin County, San Francisco County</b> |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                      | <b>3</b>                               | <b>9.0</b>                     | <b>0.53</b>                               | <b>0.07</b>                              | <b>0.46</b>                   | <b>17 : 1</b>                |
| 4th Quarter                               |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                               | 2                                      | 4.8                            | 0.19                                      | 0.00                                     | 0.19                          | 25 : 1                       |
| 2nd Quarter                               | 3                                      | 6.9                            | 0.22                                      | 0.05                                     | 0.17                          | 31 : 1                       |
| 1st Quarter                               | 3                                      | 13.9                           | 1.05                                      | 0.13                                     | 0.92                          | 13 : 1                       |

|  | Avg. Number<br>of Projects<br>Per Week | Average<br>Traffic<br>Per Week | Avg. Weekly<br>Gross Sales<br>Per Project | Avg. Weekly<br>Gross Cans<br>Per Project | Net Avg.<br>Sales<br>Per Week | Traffic to<br>Sales<br>Ratio |
|--|--|--------------------------------|---|--|-------------------------------|------------------------------|
| <b>San Mateo County</b>                      |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                         | <b>1</b>                               | <b>14.1</b>                    | <b>0.59</b>                               | <b>0.05</b>                              | <b>0.54</b>                   | <b>24 : 1</b>                |
| 4th Quarter                                  |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                                  | 1                                      | 13.0                           | 0.38                                      | 0.00                                     | 0.38                          | 34 : 1                       |
| 2nd Quarter                                  | 1                                      | 13.5                           | 0.77                                      | 0.15                                     | 0.62                          | 18 : 1                       |
| 1st Quarter                                  | 1                                      | 15.6                           | 0.62                                      | 0.00                                     | 0.62                          | 25 : 1                       |
| <b>Solano County</b>                         |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                         | <b>22</b>                              | <b>9.3</b>                     | <b>0.87</b>                               | <b>0.12</b>                              | <b>0.75</b>                   | <b>11 : 1</b>                |
| 4th Quarter                                  |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                                  | 20                                     | 8.0                            | 0.75                                      | 0.13                                     | 0.62                          | 11 : 1                       |
| 2nd Quarter                                  | 22                                     | 8.5                            | 0.92                                      | 0.14                                     | 0.78                          | 9 : 1                        |
| 1st Quarter                                  | 23                                     | 11.4                           | 0.94                                      | 0.09                                     | 0.85                          | 12 : 1                       |
| <b>Santa Clara County</b>                    |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                         | <b>21</b>                              | <b>13.8</b>                    | <b>0.72</b>                               | <b>0.05</b>                              | <b>0.67</b>                   | <b>19 : 1</b>                |
| 4th Quarter                                  |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                                  | 24                                     | 11.6                           | 0.52                                      | 0.04                                     | 0.48                          | 22 : 1                       |
| 2nd Quarter                                  | 22                                     | 14.2                           | 0.69                                      | 0.07                                     | 0.62                          | 21 : 1                       |
| 1st Quarter                                  | 17                                     | 16.2                           | 1.04                                      | 0.05                                     | 0.99                          | 16 : 1                       |
| <b>Monterey, Santa Cruz &amp; San Benito</b> |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                         | <b>7</b>                               | <b>13.4</b>                    | <b>0.86</b>                               | <b>0.08</b>                              | <b>0.78</b>                   | <b>16 : 1</b>                |
| 4th Quarter                                  |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                                  | 7                                      | 10.9                           | 0.65                                      | 0.13                                     | 0.53                          | 17 : 1                       |
| 2nd Quarter                                  | 7                                      | 13.6                           | 1.01                                      | 0.08                                     | 0.93                          | 13 : 1                       |
| 1st Quarter                                  | 8                                      | 15.6                           | 0.92                                      | 0.03                                     | 0.89                          | 17 : 1                       |

|                             | Avg. Number<br>of Projects<br>Per Week | Average<br>Traffic<br>Per Week | Avg. Weekly<br>Gross Sales<br>Per Project | Avg. Weekly<br>Gross Cans<br>Per Project | Net Avg.<br>Sales<br>Per Week | Traffic to<br>Sales<br>Ratio |
|-----------------------------|--|--------------------------------|---|--|-------------------------------|------------------------------|
| <b>Central Valley</b>       |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>124</b>                             | <b>12.0</b>                    | <b>0.92</b>                               | <b>0.12</b>                              | <b>0.80</b>                   | <b>13 : 1</b>                |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 124                                    | 12.3                           | 0.88                                      | 0.13                                     | 0.75                          | 14 : 1                       |
| 2nd Quarter                 | 126                                    | 11.4                           | 0.93                                      | 0.13                                     | 0.80                          | 12 : 1                       |
| 1st Quarter                 | 123                                    | 12.4                           | 0.94                                      | 0.11                                     | 0.83                          | 13 : 1                       |
| <b>San Joaquin County</b>   |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>47</b>                              | <b>13.4</b>                    | <b>0.90</b>                               | <b>0.09</b>                              | <b>0.81</b>                   | <b>15 : 1</b>                |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 48                                     | 11.8                           | 0.79                                      | 0.07                                     | 0.72                          | 15 : 1                       |
| 2nd Quarter                 | 47                                     | 13.0                           | 0.93                                      | 0.10                                     | 0.83                          | 14 : 1                       |
| 1st Quarter                 | 46                                     | 15.6                           | 0.98                                      | 0.09                                     | 0.89                          | 16 : 1                       |
| <b>Tracy/Mountain House</b> |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>10</b>                              | <b>9.9</b>                     | <b>0.88</b>                               | <b>0.05</b>                              | <b>0.83</b>                   | <b>11 : 1</b>                |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 11                                     | 8.6                            | 0.74                                      | 0.03                                     | 0.71                          | 12 : 1                       |
| 2nd Quarter                 | 9                                      | 14.8                           | 1.02                                      | 0.07                                     | 0.95                          | 15 : 1                       |
| 1st Quarter                 | 10                                     | 6.6                            | 0.91                                      | 0.05                                     | 0.86                          | 7 : 1                        |
| <b>Stanislaus County</b>    |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>14</b>                              | <b>8.6</b>                     | <b>0.80</b>                               | <b>0.11</b>                              | <b>0.69</b>                   | <b>11 : 1</b>                |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 14                                     | 8.6                            | 0.82                                      | 0.10                                     | 0.72                          | 10 : 1                       |
| 2nd Quarter                 | 15                                     | 8.8                            | 0.85                                      | 0.12                                     | 0.73                          | 10 : 1                       |
| 1st Quarter                 | 13                                     | 8.6                            | 0.74                                      | 0.10                                     | 0.64                          | 12 : 1                       |
| <b>Merced County</b>        |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>10</b>                              | <b>9.1</b>                     | <b>0.97</b>                               | <b>0.15</b>                              | <b>0.82</b>                   | <b>9 : 1</b>                 |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 7                                      | 9.4                            | 0.78                                      | 0.10                                     | 0.68                          | 12 : 1                       |
| 2nd Quarter                 | 11                                     | 8.7                            | 1.03                                      | 0.18                                     | 0.85                          | 8 : 1                        |
| 1st Quarter                 | 11                                     | 9.3                            | 1.04                                      | 0.15                                     | 0.89                          | 9 : 1                        |
| <b>Fresno County</b>        |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>32</b>                              | <b>11.3</b>                    | <b>0.94</b>                               | <b>0.17</b>                              | <b>0.77</b>                   | <b>12 : 1</b>                |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 32                                     | 8.6                            | 0.97                                      | 0.23                                     | 0.74                          | 9 : 1                        |
| 2nd Quarter                 | 32                                     | 11.1                           | 0.90                                      | 0.16                                     | 0.74                          | 12 : 1                       |
| 1st Quarter                 | 32                                     | 14.2                           | 0.95                                      | 0.14                                     | 0.81                          | 15 : 1                       |
| <b>Madera County</b>        |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>        | <b>11</b>                              | <b>16.6</b>                    | <b>1.04</b>                               | <b>0.18</b>                              | <b>0.86</b>                   | <b>16 : 1</b>                |
| 4th Quarter                 |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                 | 12                                     | 33.8                           | 1.24                                      | 0.29                                     | 0.95                          | 27 : 1                       |
| 2nd Quarter                 | 11                                     | 9.1                            | 0.97                                      | 0.16                                     | 0.81                          | 9 : 1                        |
| 1st Quarter                 | 11                                     | 5.7                            | 0.90                                      | 0.08                                     | 0.82                          | 6 : 1                        |

|                                 | Avg. Number<br>of Projects<br>Per Week | Average<br>Traffic<br>Per Week | Avg. Weekly<br>Gross Sales<br>Per Project | Avg. Weekly<br>Gross Cans<br>Per Project | Net Avg.<br>Sales<br>Per Week | Traffic to<br>Sales<br>Ratio |
|---------------------------------|--|--------------------------------|---|--|-------------------------------|------------------------------|
| <b>Sacramento Valley</b>        |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>188</b>                             | <b>13.2</b>                    | <b>0.87</b>                               | <b>0.10</b>                              | <b>0.77</b>                   | <b>15 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     | 189                                    | 12.7                           | 0.78                                      | 0.10                                     | 0.68                          | 16 : 1                       |
| 2nd Quarter                     | 189                                    | 13.4                           | 0.85                                      | 0.10                                     | 0.75                          | 16 : 1                       |
| 1st Quarter                     | 188                                    | 13.4                           | 0.96                                      | 0.09                                     | 0.87                          | 14 : 1                       |
| <b>South Sacramento</b>         |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>43</b>                              | <b>13.9</b>                    | <b>0.95</b>                               | <b>0.10</b>                              | <b>0.85</b>                   | <b>15 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     | 47                                     | 13.2                           | 0.83                                      | 0.11                                     | 0.72                          | 16 : 1                       |
| 2nd Quarter                     | 42                                     | 14.3                           | 0.96                                      | 0.11                                     | 0.85                          | 15 : 1                       |
| 1st Quarter                     | 39                                     | 14.3                           | 1.07                                      | 0.09                                     | 0.98                          | 13 : 1                       |
| <b>Central/North Sacramento</b> |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>34</b>                              | <b>10.4</b>                    | <b>0.83</b>                               | <b>0.08</b>                              | <b>0.75</b>                   | <b>13 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     | 36                                     | 11.6                           | 0.94                                      | 0.10                                     | 0.84                          | 12 : 1                       |
| 2nd Quarter                     | 34                                     | 11.1                           | 0.91                                      | 0.07                                     | 0.84                          | 12 : 1                       |
| 1st Quarter                     | 34                                     | 8.5                            | 0.64                                      | 0.07                                     | 0.57                          | 13 : 1                       |
| <b>Folsom</b>                   |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>14</b>                              | <b>17.6</b>                    | <b>1.13</b>                               | <b>0.11</b>                              | <b>1.02</b>                   | <b>16 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 2nd Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 1st Quarter                     | 14                                     | 17.6                           | 1.13                                      | 0.11                                     | 1.02                          | 16 : 1                       |
| <b>El Dorado County</b>         |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>10</b>                              | <b>9.7</b>                     | <b>0.50</b>                               | <b>0.06</b>                              | <b>0.44</b>                   | <b>19 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     | 10                                     | 7.3                            | 0.28                                      | 0.01                                     | 0.27                          | 26 : 1                       |
| 2nd Quarter                     | 11                                     | 9.8                            | 0.52                                      | 0.09                                     | 0.43                          | 19 : 1                       |
| 1st Quarter                     | 10                                     | 12.1                           | 0.72                                      | 0.07                                     | 0.65                          | 17 : 1                       |
| <b>Placer/Nevada County</b>     |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>63</b>                              | <b>15.6</b>                    | <b>0.82</b>                               | <b>0.10</b>                              | <b>0.72</b>                   | <b>19 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     | 58                                     | 15.2                           | 0.67                                      | 0.10                                     | 0.57                          | 23 : 1                       |
| 2nd Quarter                     | 65                                     | 15.4                           | 0.78                                      | 0.11                                     | 0.67                          | 20 : 1                       |
| 1st Quarter                     | 66                                     | 16.1                           | 0.98                                      | 0.10                                     | 0.88                          | 16 : 1                       |
| <b>Amador County</b>            |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>            | <b>1</b>                               | <b>11.7</b>                    | <b>0.26</b>                               | <b>0.03</b>                              | <b>0.23</b>                   | <b>45 : 1</b>                |
| 4th Quarter                     |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                     | 1                                      | 7.3                            | 0.25                                      | 0.00                                     | 0.25                          | 29 : 1                       |
| 2nd Quarter                     | 1                                      | 14.8                           | 0.23                                      | 0.08                                     | 0.15                          | 64 : 1                       |
| 1st Quarter                     | 1                                      | 12.6                           | 0.31                                      | 0.00                                     | 0.31                          | 41 : 1                       |

|  | Avg. Number<br>of Projects<br>Per Week | Average<br>Traffic<br>Per Week | Avg. Weekly<br>Gross Sales<br>Per Project | Avg. Weekly<br>Gross Cans<br>Per Project | Net Avg.<br>Sales<br>Per Week | Traffic to<br>Sales<br>Ratio |
|--|--|--------------------------------|---|--|-------------------------------|------------------------------|
| <b>Yolo County</b>                               |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                             | <b>9</b>                               | <b>10.2</b>                    | <b>1.25</b>                               | <b>0.12</b>                              | <b>1.13</b>                   | <b>8 : 1</b>                 |
| 4th Quarter                                      |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                                      | 7                                      | 10.7                           | 1.15                                      | 0.09                                     | 1.06                          | 9 : 1                        |
| 2nd Quarter                                      | 9                                      | 9.7                            | 1.10                                      | 0.15                                     | 0.95                          | 9 : 1                        |
| 1st Quarter                                      | 10                                     | 10.3                           | 1.46                                      | 0.11                                     | 1.35                          | 7 : 1                        |
| <b>North Counties (Sutter and Yuba Counties)</b> |  |                                |   |  |                               |                              |
| <b>2024 Averages</b>                             | <b>15</b>                              | <b>7.6</b>                     | <b>0.86</b>                               | <b>0.11</b>                              | <b>0.75</b>                   | <b>9 : 1</b>                 |
| 4th Quarter                                      |  |                                |   |  | 0.00                          | :                            |
| 3rd Quarter                                      | 16                                     | 6.4                            | 0.75                                      | 0.11                                     | 0.64                          | 9 : 1                        |
| 2nd Quarter                                      | 14                                     | 7.3                            | 0.80                                      | 0.11                                     | 0.69                          | 9 : 1                        |
| 1st Quarter                                      | 14                                     | 9.4                            | 1.04                                      | 0.11                                     | 0.93                          | 9 : 1                        |

# THE RYNESS REPORT

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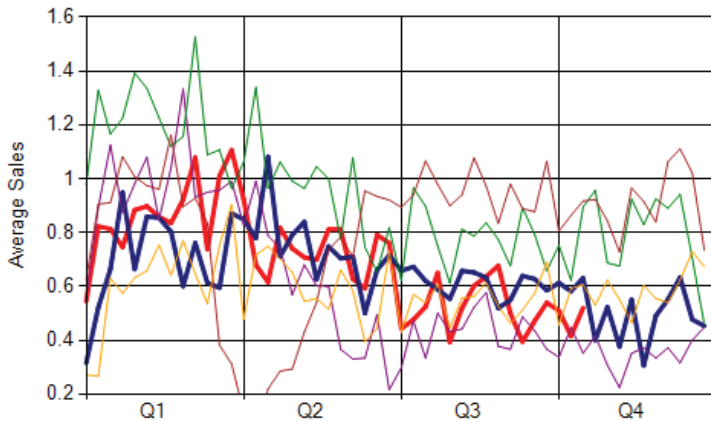
## Bay Area

Week 42

Ending: Sunday, October 20, 2024

| Counties / Groups                |  |                        |                   |         |       |         |      | Net Sales | Avg. Sales | Year to Date |       | Prev. 13 Wks. |       |
|----------------------------------|--|------------------------|-------------------|---------|-------|---------|------|-----------|------------|--------------|-------|---------------|-------|
|                                  |  |                        | Projects          | Traffic | Sales | Cancels |      |           |            | Avg.         | Diff. | Avg.          | Diff. |
| Alameda                          |  |                        | 18                | 115     | 6     | 1       | 5    | 0.28      | 0.75       | -63%         | 0.57  | -51%          |       |
| Contra Costa                     |  |                        | 19                | 305     | 9     | 0       | 9    | 0.47      | 0.66       | -28%         | 0.47  | 0%            |       |
| Sonoma, Napa                     |  |                        | 8                 | 61      | 3     | 1       | 2    | 0.25      | 0.65       | -62%         | 0.51  | -51%          |       |
| San Francisco, Marin             |  |                        | 1                 | 6       | 0     | 0       | 0    | 0.00      | 0.45       | -100%        | 0.23  | -100%         |       |
| San Mateo                        |  |                        | 1                 | 12      | 0     | 0       | 0    | 0.00      | 0.50       | -100%        | 0.38  | -100%         |       |
| Santa Clara                      |  |                        | 22                | 300     | 12    | 0       | 12   | 0.55      | 0.65       | -16%         | 0.47  | 15%           |       |
| Monterey, Santa Cruz, San Benito |  |                        | 10                | 70      | 4     | 0       | 4    | 0.40      | 0.75       | -46%         | 0.53  | -25%          |       |
| Solano                           |  |                        | 21                | 188     | 25    | 5       | 20   | 0.95      | 0.75       | 26%          | 0.63  | 52%           |       |
| Current Week Totals              |  | Traffic : Sales 18 : 1 | 100               | 1057    | 59    | 7       | 52   | 0.52      | 0.69       | -25%         | 0.52  | -1%           |       |
| Per Project Average              |  |                        | 11 0.59 0.07 0.52 |         |       |         |      |           |            |              |       |               |       |
| Year Ago - 10/22/2023            |  | Traffic : Sales 14 : 1 | 111               | 1145    | 82    | 12      | 70   | 0.63      | 0.68       | -7%          | 0.60  | 5%            |       |
| % Change                         |  |                        | -10%              | -8%     | -28%  | -42%    | -26% | -18%      | 2%         |              |       |               |       |

52 Weeks Comparison



Year to Date Averages Through Week 42


Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2019 | 160                  | 17                  | 0.68              | 0.10                | 0.58               | 0.58                      |
| ■            | 2020 | 151                  | 12                  | 0.89              | 0.11                | 0.78               | 0.80                      |
| ■            | 2021 | 116                  | 14                  | 1.04              | 0.07                | 0.97               | 0.93                      |
| ■            | 2022 | 105                  | 11                  | 0.75              | 0.12                | 0.63               | 0.58                      |
| ■            | 2023 | 112                  | 12                  | 0.76              | 0.08                | 0.68               | 0.64                      |
| ■            | 2024 | 105                  | 12                  | 0.77              | 0.07                | 0.69               | 0.69                      |
| % Change:    |      | -6%                  | 7%                  | 1%                | -5%                 | 2%                 | 8%                        |

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



## WEEKLY FINANCIAL NEWS

| Financing  |       |       | Market Commentary   |
|--|-------|-------|---|
|  | RATE  | APR   | <p>New home sales dropped 4.7% to a 716K-unit pace in August, partially offsetting the strong jump in sales the prior month. Despite the dip, the pace of new home sales remains relatively sturdy, having risen 9.8% over the past 12 months. Plentiful inventory has helped underpin strong sales for new construction. The number of new homes for sale rose to 467K in August, amounting to a 7.8 months' supply (seasonally adjusted) at the current sales pace. In comparison, only a 4.1 months' supply of existing home sales were available during the same period. We expect little change in September for new home sales and forecast a 0.6% increase to a 720K-unit pace. Conditions are turning favorable in the new home market. The start of the Fed's easing cycle and expectations for further rate cuts have brought the 30-year fixed mortgage rate to 6.44% on average last week, a full 135 bps lower than the high of 7.79% reached this time last year. The marginal improvements in affordability from lower mortgage rates appear to be boosting builder sentiment. Builder confidence rose in September for the first time in four months, reflecting a brighter outlook about sales. While affordability headwinds remain, lower financing costs will provide buyers with some relief and are supportive of future growth in the new home sales market. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p> |
| CONV   | 6.25% | 6.32% |   |
| FHA  | 6.13% | 6.74% |   |
| 10 Yr Yield  | 4.18% |       |   |
|  |       |       |   |

| Development Name  | Developer        | City Code | Notes                    | Type |                            |          |            |         |            |           |              |          |               |              |
|---|------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Alameda County   Alameda County   |                  |           |                          |      | Projects Participating: 13 |          |            |         |            |           |              |          |               |              |
|   |                  |           |                          |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| La Playa Place  | DR Horton        | HY        |                          | DTMU | 47                         | 0        | 1          | 18      | 1          | 0         | 33           | 33       | 1.26          | 1.26         |
| Island View at Alameda Marina   | Landsea          | AL        |                          | ATMU | 98                         | 0        | 2          | 14      | 0          | 0         | 22           | 15       | 0.29          | 0.36         |
| Waterside at Alameda Marina   | Landsea          | AL        |                          | ATMU | 84                         | 0        | 1          | 14      | 1          | 0         | 18           | 11       | 0.24          | 0.26         |
| Aspect at Innovation  | Lennar           | FR        |                          | ATMU | 167                        | 0        | 3          | 0       | 0          | 0         | 154          | 43       | 0.99          | 1.02         |
| Beacon at Bridgeway   | Lennar           | NK        |                          | DTMU | 120                        | 0        | 3          | 7       | 0          | 0         | 93           | 44       | 1.02          | 1.05         |
| Chroma at Innovation  | Lennar           | FR        |                          | ATMU | 146                        | 0        | 2          | 4       | 1          | 1         | 143          | 17       | 1.12          | 0.40         |
| Enclave at Hartford   | Lennar           | FR        |                          | ATMU | 18                         | 0        | 4          | 4       | 0          | 0         | 10           | 10       | 0.47          | 0.47         |
| Lumiere at Innovation   | Lennar           | FR        |                          | ATMU | 156                        | 0        | 3          | 2       | 0          | 0         | 146          | 37       | 0.96          | 0.88         |
| Matrix at Innovation  | Lennar           | FR        |                          | ATMU | 104                        | 0        | 1          | 3       | 0          | 0         | 103          | 30       | 0.65          | 0.71         |
| Towns at Hartford   | Lennar           | FR        |                          | ATMU | 57                         | 0        | 1          | 8       | 0          | 0         | 10           | 10       | 0.47          | 0.47         |
| Vista at Bridgeway  | Lennar           | NK        |                          | DTMU | 72                         | 0        | 1          | 0       | 0          | 0         | 71           | 36       | 0.85          | 0.86         |
| Ellis at Central Station  | TRI Pointe       | OK        |                          | ATMU | 128                        | 0        | 3          | 1       | 1          | 0         | 113          | 20       | 0.49          | 0.48         |
| Summit Collection   | Trumark          | CV        |                          | DTMU | 25                         | 0        | 1          | N/A     | 0          | 0         | 10           | 10       | 0.82          | 0.82         |
| TOTALS: No. Reporting: 12   | Avg. Sales: 0.25 |           | Traffic to Sales: 19 : 1 |      |                            |          | 26         | 75      | 4          | 1         | 926          | 316      | Net: 3        |              |
| City Codes: HY = Hayward, AL = Alameda, FR = Fremont, NK = Newark, OK = Oakland, CV = Castro Valley |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Alameda County   Amador Valley          |                |                  |      |                          | Projects Participating: 6 |          |            |         |            |           |              |          |               |              |
|---|----------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |                |                  |      |                          | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Abbey at Boulevard                      | Brookfield     | DB               | ATMU | 60                       | 0                         | 1        | 15         | 0       | 0          | 59        | 10           | 0.71     | 0.24          |              |
| Ivy at Boulevard                        | Brookfield S/O | DB               | DTMU | 62                       | 0                         | S/O      | 0          | 0       | 0          | 62        | 24           | 0.92     | 0.57          |              |
| Vine at Boulevard                       | Brookfield     | DB               | ATMU | 92                       | 0                         | 13       | 15         | 0       | 0          | 48        | 48           | 1.29     | 1.29          |              |
| Avalon at Boulevard                     | Lennar         | DB               | ATMU | 90                       | 0                         | 3        | 3          | 0       | 0          | 60        | 36           | 0.95     | 0.86          |              |
| Gramercy at the Boulevard               | Lennar         | DB               | ATMU | 102                      | 0                         | 1        | 5          | 2       | 0          | 55        | 49           | 1.03     | 1.17          |              |
| Vineyard Collection II                  | Ponderosa      | LV               | DTMU | 9                        | 0                         | 2        | 2          | 0       | 0          | 7         | 2            | 0.08     | 0.05          |              |
| TOTALS: No. Reporting: 6                |                | Avg. Sales: 0.33 |      | Traffic to Sales: 20 : 1 |                           |          |            | 20      | 40         | 2         | 0            | 291      | 169           | Net: 2       |
| City Codes: DB = Dublin, LV = Livermore |                |                  |      |                          |                           |          |            |         |            |           |              |          |               |              |

| Contra Costa County   Diablo Valley   |                  |    |                         |     | Projects Participating: 4 |          |            |         |            |           |              |          |               |              |
|---|------------------|----|-------------------------|-----|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |                  |    |                         |     | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Woodbury Highlands  | Davidon          | LF | ATMU                    | 99  | 0                         | 7        | 3          | 0       | 0          | 72        | 15           | 0.34     | 0.36          |              |
| Hillcrest   | Shea             | PH | DTMU                    | 31  | 0                         | 3        | 10         | 0       | 0          | 21        | 21           | 0.46     | 0.50          |              |
| Oak Grove   | SummerHill       | WC | ATMU                    | 115 | 6                         | 7        | 13         | 3       | 0          | 49        | 39           | 1.04     | 0.93          |              |
| Penny Lane  | Trumark          | CN | ATMU                    | 70  | 0                         | 4        | N/A        | 0       | 0          | 45        | 25           | 0.52     | 0.60          |              |
| TOTALS: No. Reporting: 3  | Avg. Sales: 1.00 |    | Traffic to Sales: 9 : 1 |     |                           |          | 21         | 26      | 3          | 0         | 187          | 100      | Net: 3        |              |
| City Codes: LF = Lafayette, PH = Pleasant Hill, WC = Walnut Creek, CN = Concord |                  |    |                         |     |                           |          |            |         |            |           |              |          |               |              |

| Development Name                          | Developer        | City Code | Notes                    | Type |                           |          |            |         |            |           |              |          |               |              |
|---|------------------|-----------|--------------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Contra Costa County   San Ramon Valley    |                  |           |                          |      | Projects Participating: 4 |          |            |         |            |           |              |          |               |              |
|   |                  |           |                          |      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Magee Preserve                            | Davidon          | DN        |                          | DTMU | 69                        | 1        | 6          | 64      | 0          | 0         | 42           | 17       | 0.46          | 0.40         |
| City Village - Rows                       | SummerHill       | SR        |                          | DTMU | 114                       | 4        | 3          | 35      | 1          | 0         | 7            | 7        | 0.41          | 0.41         |
| City Village - Towns                      | SummerHill       | SR        |                          | ATMU | 136                       | 4        | 7          | 35      | 1          | 0         | 55           | 35       | 1.00          | 0.83         |
| City Village -Courts                      | SummerHill       | SR        |                          | DTMU | 154                       | 0        | 3          | 35      | 0          | 0         | 29           | 20       | 0.52          | 0.48         |
| TOTALS: No. Reporting: 4                  | Avg. Sales: 0.50 |           | Traffic to Sales: 85 : 1 |      |                           |          | 19         | 169     | 2          | 0         | 133          | 79       | Net: 2        |              |
| City Codes: DN = Danville, SR = San Ramon |                  |           |                          |      |                           |          |            |         |            |           |              |          |               |              |

| Contra Costa County   West Contra Costa |  |  |                  |  | 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 |        |   |    |    |      |      |
| Bay View at Richmond                    |  |  |                  |  | Meritage                  |                       | RM         |         | DTMU       |           | 94           | 0        | 4             | 4            | 0      | 0 | 42 | 36 | 0.48 | 0.86 |
| TOTALS: No. Reporting: 1                |  |  | Avg. Sales: 0.00 |  |                           | Traffic to Sales: N/A |            |         | 4          | 4         | 0            | 0        | 42            | 36           | Net: 0 |   |    |    |      |      |
| City Codes: RM = Richmond               |  |  |                  |  |                           |                       |            |         |            |           |              |          |               |              |        |   |    |    |      |      |

| Contra Costa County   Antioch/Pittsburg |            |                  |      |                          | Projects Participating: 7 |          |            |         |            |           |              |          |               |              |
|---|------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |            |                  |      |                          | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Crest at Park Ridge                     | Davidon    | AN               | DTMU | 300                      | 0                         | 3        | 3          | 0       | 0          | 295       | 13           | 0.80     | 0.31          |              |
| Hills at Park Ridge                     | Davidon    | AN               | DTMU | 225                      | 0                         | 9        | 10         | 0       | 0          | 157       | 33           | 0.75     | 0.79          |              |
| Bayberry at Laurel Ranch                | KB Home    | AN               | DTMU | 112                      | 0                         | 4        | 6          | 0       | 0          | 52        | 38           | 0.72     | 0.90          |              |
| Wildwood at Laurel Ranch                | KB Home    | AN               | DTMU | 82                       | 0                         | 4        | 6          | 0       | 0          | 41        | 29           | 0.57     | 0.69          |              |
| Deer Valley                             | Meritage   | AN               | DTMU | 120                      | 0                         | 4        | 4          | 0       | 0          | 31        | 31           | 1.06     | 1.06          |              |
| Rise at Cielo                           | TRI Pointe | AN               | DTMU | 159                      | 4                         | 4        | 10         | 1       | 0          | 138       | 37           | 1.05     | 0.88          |              |
| Shine at Cielo                          | TRI Pointe | AN               | DTMU | 137                      | 4                         | 4        | 10         | 1       | 0          | 125       | 32           | 0.95     | 0.76          |              |
| TOTALS: No. Reporting: 7                |            | Avg. Sales: 0.29 |      | Traffic to Sales: 25 : 1 |                           |          | 32         | 49      | 2          | 0         | 839          | 213      | Net: 2        |              |
| City Codes: AN = Antioch                |            |                  |      |                          |                           |          |            |         |            |           |              |          |               |              |

| Contra Costa County   East Contra Costa   |               |                  |      |                          | Projects Participating: 5 |          |            |         |            |           |              |          |               |              |
|---|---------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |               |                  |      |                          | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Delta Coves   | Blue Mountain | BI               | DTMU | 131                      | 0                         | 3        | N/A        | 0       | 0          | 112       | 10           | 0.42     | 0.24          |              |
| Cypress Crossings   | KB Home       | OY               | DTMU | 98                       | 4                         | 2        | 32         | 2       | 0          | 85        | 28           | 0.72     | 0.67          |              |
| Beacon at Delta Coves   | Pulte         | BI               | DTST | 30                       | 0                         | 3        | 10         | 0       | 0          | 22        | 12           | 0.26     | 0.29          |              |
| Seagrass  | Pulte         | DB               | DTMU | 276                      | 0                         | 1        | 7          | 0       | 0          | 15        | 15           | 0.31     | 0.36          |              |
| Orchard Trails  | Shea          | BT               | DTMU | 78                       | 0                         | 3        | 8          | 0       | 0          | 73        | 18           | 0.47     | 0.43          |              |
| TOTALS: No. Reporting: 4  |               | Avg. Sales: 0.50 |      | Traffic to Sales: 29 : 1 |                           |          | 12         | 57      | 2          | 0         | 307          | 83       | Net: 2        |              |
| City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood |               |                  |      |                          |                           |          |            |         |            |           |              |          |               |              |



| Development Name   | Developer         | City Code | Notes                    | Type |                           |          |            |         |            |           |              |          |               |              |
|--|-------------------|-----------|--------------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Sonoma and Napa Counties   Sonoma, Napa Counties                               |                   |           |                          |      | Projects Participating: 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 |
| Patina at Riversound   | Brookfield        | NP        |                          | DTMU | 79                        | 0        | 15         | 16      | 0          | 0         | 9            | 9        | 0.39          | 0.39         |
| Harmony at SOMO Village  | Century           | RP        |                          | DTMU | 65                        | 0        | 3          | 10      | 0          | 0         | 19           | 19       | 0.75          | 0.75         |
| Synergy at SOMO Village  | Century           | RP        |                          | DTMU | 51                        | 0        | 3          | 11      | 1          | 1         | 13           | 13       | 0.61          | 0.61         |
| Western Meadows  | Davidon           | NP        |                          | DTMU | 12                        | 0        | 3          | 9       | 0          | 0         | 0            | 0        | 0.00          | 0.00         |
| Harvest at Watson Ranch  | DR Horton         | AC        |                          | DTMU | 219                       | 0        | 2          | 6       | 1          | 0         | 105          | 60       | 1.28          | 1.43         |
| Sterling Hills at Quarry Heights II  | KB Home           | PET       |                          | DTMU | 91                        | 0        | 3          | 7       | 1          | 0         | 84           | 21       | 0.50          | 0.50         |
| Seasons at University District   | Richmond American | RP        |                          | DTMU | 52                        | 0        | 1          | 1       | 0          | 0         | 51           | 12       | 0.37          | 0.29         |
| Riverfront   | TRI Pointe        | PET       |                          | DTMU | 134                       | 0        | 3          | 1       | 0          | 0         | 123          | 18       | 0.60          | 0.43         |
| TOTALS: No. Reporting: 8   | Avg. Sales: 0.25  |           | Traffic to Sales: 20 : 1 |      |                           |          | 33         | 61      | 3          | 1         | 404          | 152      | Net: 2        |              |
| City Codes: NP = Napa, RP = Rohnert Park, AC = American Canyon, PET = Petaluma |                   |           |                          |      |                           |          |            |         |            |           |              |          |               |              |

| San Francisco, Marin   Marin 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 |
| Verandah                            | Landsea | NV               | ATMU | 80                    | 0                         | 1        | 6          | 0       | 0          | 75        | 19           | 0.45     | 0.45          |              |
| TOTALS: No. Reporting: 1            |         | Avg. Sales: 0.00 |      | Traffic to Sales: N/A |                           |          | 1          | 6       | 0          | 0         | 75           | 19       | Net: 0        |              |
| City Codes: NV = Novato             |         |                  |      |                       |                           |          |            |         |            |           |              |          |               |              |

| San Francisco, Marin   San Francisco 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 |        |      |
| Lofton at Portola                           |  | TRI Pointe       |  | SF | ATMU                      |          | 54         | 0       | 1          | N/A       | 0            | 0        | 53            | 18           | 0.28   | 0.43 |
| TOTALS: No. Reporting: 0                    |  | Avg. Sales: 0.00 |  |    | Traffic to Sales: N/A     |          |            |         | 1          | 0         | 0            | 0        | 53            | 18           | Net: 0 |      |
| City Codes: SF = San Francisco              |  |                  |  |    |                           |          |            |         |            |           |              |          |               |              |        |      |

| San Mateo County   San Mateo 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 |      |
| Laguna Vista                        |  | SummerHill       |  | FC | ATMU                      | 70       | 2          | 6       | 12         | 0         | 0            | 64       | 22            | 0.47         | 0.52 |
| TOTALS: No. Reporting: 1            |  | Avg. Sales: 0.00 |  |    | Traffic to Sales: N/A     |          |            | 6       | 12         | 0         | 0            | 64       | 22            | Net: 0       |      |
| City Codes: FC = Foster City        |  |                  |  |    |                           |          |            |         |            |           |              |          |               |              |      |

| Development Name   | Developer        | City Code | Notes                    | Type | Projects Participating: 24 |          |            |         |            |           |              |          |               |              |
|--|------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Santa Clara County   Santa Clara County  |                  |           |                          |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
|  |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |
| Moonstone  | Brookfield       | MH        |                          | ATMU | 86                         | 5        | 18         | 17      | 2          | 0         | 21           | 21       | 0.56          | 0.56         |
| Sundance   | Brookfield       | MH        |                          | ATMU | 34                         | 0        | 13         | 17      | 0          | 0         | 19           | 19       | 0.51          | 0.51         |
| Summerstone  | DR Horton S/O    | GL        |                          | DTST | 29                         | 0        | S/O        | 0       | 0          | 0         | 29           | 24       | 0.53          | 0.57         |
| Lumen  | KB Home          | ML        |                          | ATMU | 32                         | 0        | 1          | 23      | 1          | 0         | 21           | 21       | 0.67          | 0.67         |
| Palomino Estates at Glen Loma Ranch  | KB Home          | GL        |                          | DTMU | 37                         | 0        | 1          | 10      | 0          | 0         | 12           | 12       | 0.52          | 0.52         |
| Palomino Villas at Glen Loma Ranch   | KB Home          | GL        |                          | ATMU | 26                         | 0        | 1          | 13      | 1          | 0         | 23           | 23       | 0.99          | 0.99         |
| Briarwood at Cadence   | Lennar           | GL        |                          | DTMU | 54                         | 0        | 1          | 12      | 0          | 0         | 32           | 32       | 0.91          | 0.91         |
| Apollo at The Square   | Pulte            | SV        |                          | ATMU | 72                         | 0        | 8          | 6       | 0          | 0         | 1            | 1        | 0.05          | 0.05         |
| Artemis at The Square  | Pulte            | SV        |                          | ATMU | 63                         | 0        | 4          | 9       | 1          | 0         | 4            | 4        | 0.19          | 0.19         |
| Avenue at Central  | Pulte            | SJ        |                          | ATMU | 158                        | 0        | 3          | 0       | 1          | 0         | 67           | 53       | 1.15          | 1.26         |
| Gateway at Central   | Pulte            | SJ        |                          | ATMU | 72                         | 0        | 2          | 24      | 1          | 0         | 37           | 12       | 0.29          | 0.29         |
| Plaza at Central   | Pulte            | SJ        |                          | ATMU | 90                         | 0        | 2          | 23      | 2          | 0         | 88           | 38       | 0.78          | 0.90         |
| The Elms   | Pulte            | ST        |                          | ATMU | 90                         | 0        | 3          | 22      | 1          | 0         | 24           | 22       | 0.43          | 0.52         |
| Bellaterra - Bungalows Cluster Att/Det   | SummerHill       | LG        |                          | ATMU | 76                         | 0        | 6          | 13      | 0          | 0         | 60           | 7        | 0.36          | 0.17         |
| Bellaterra - Towns   | SummerHill       | LG        |                          | ATMU | 97                         | 0        | 4          | 13      | 1          | 0         | 93           | 29       | 0.52          | 0.69         |
| Verano   | SummerHill       | MV        |                          | ATMU | 115                        | 2        | 3          | 9       | 0          | 0         | 112          | 41       | 1.04          | 0.98         |
| Amelia   | Taylor Morrison  | MV        |                          | ATMU | 85                         | 0        | 2          | 7       | 0          | 0         | 4            | 4        | 0.78          | 0.78         |
| Arroyo Village   | Taylor Morrison  | CP        |                          | ATMU | 88                         | 0        | 5          | 23      | 0          | 0         | 59           | 39       | 0.83          | 0.93         |
| Blueprint  | Taylor Morrison  | SC        |                          | ATMU | 48                         | 0        | 3          | 0       | 0          | 0         | 40           | 40       | 1.17          | 1.17         |
| Brix at Glen Loma Ranch  | TRI Pointe       | GL        |                          | DTMU | 67                         | 0        | 1          | 6       | 0          | 0         | 32           | 19       | 0.46          | 0.45         |
| Lotus at Urban Oak   | TRI Pointe       | SJ        | Rsv's                    | ATMU | 123                        | 0        | 2          | 12      | 0          | 0         | 49           | 22       | 0.42          | 0.52         |
| Ascend   | Trumark          | SJ        |                          | ATMU | 32                         | 0        | 4          | N/A     | 0          | 0         | 0            | 0        | 0.00          | 0.00         |
| Jasper   | Trumark          | MH        |                          | ATMU | 101                        | 0        | 4          | N/A     | 0          | 0         | 94           | 39       | 0.68          | 0.93         |
| Lumberyard   | Van Daele        | MH        |                          | ATMU | 49                         | 0        | 2          | 41      | 1          | 0         | 10           | 10       | 0.41          | 0.41         |
| TOTALS: No. Reporting: 22  | Avg. Sales: 0.55 |           | Traffic to Sales: 25 : 1 |      |                            |          | 93         | 300     | 12         | 0         | 931          | 532      | Net: 12       |              |
| City Codes: MH = Morgan Hill, GL = Gilroy, ML = Milpitas, SV = Sunnyvale, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino, SC = Santa Clara |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Monterey, Santa Cruz, San Benito   Monterey, Santa Cruz, San Benito Counties |             |                  |      |                          | Projects Participating: 10 |          |            |         |            |           |              |          |               |              |
|--|-------------|------------------|------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|  |             |                  |      |                          | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Promontory at Ridgemark  | Century S/O | HO               | DTMU | 90                       | 0                          | S/O      | 2          | 0       | 0          | 90        | 43           | 0.82     | 1.02          |              |
| Brighton at Fairview (Courtyards)  | KB Home     | HO               | DTMU | 72                       | 0                          | 1        | 10         | 0       | 0          | 20        | 19           | 0.39     | 0.45          |              |
| Highgrove at Fairview (SFD)  | KB Home     | HO               | DTMU | 138                      | 0                          | 2        | 29         | 2       | 0          | 74        | 54           | 1.01     | 1.29          |              |
| Serenity V   | Legacy      | HO               | DTMU | 36                       | 0                          | 1        | 7          | 0       | 0          | 33        | 15           | 0.34     | 0.36          |              |
| Laurel   | Lennar      | HO               | DTMU | 67                       | 0                          | 1        | 2          | 1       | 0          | 66        | 28           | 0.65     | 0.67          |              |
| Bay House at The Dunes II  | Shea        | MA               | ATMU | 109                      | 0                          | 5        | 2          | 0       | 0          | 5         | 5            | 0.97     | 0.97          |              |
| Enclave, The   | Shea        | SS               | DTMU | 121                      | 0                          | 2        | 3          | 0       | 0          | 73        | 23           | 0.41     | 0.55          |              |
| Light House at the Dunes II  | Shea        | MA               | DTMU | 104                      | 0                          | 5        | 5          | 0       | 0          | 5         | 5            | 1.25     | 1.25          |              |
| Rooftops at The Dunes  | Shea        | MA               | ATMU | 84                       | 0                          | 3        | 4          | 0       | 0          | 8         | 8            | 0.46     | 0.46          |              |
| Sky House at The Dunes II  | Shea        | MA               | DTMU | 110                      | 0                          | 8        | 6          | 1       | 0          | 2         | 2            | 0.64     | 0.64          |              |
| TOTALS: No. Reporting: 10  |             | Avg. Sales: 0.40 |      | Traffic to Sales: 18 : 1 |                            |          |            | 28      | 70         | 4         | 0            | 376      | 202           | Net: 4       |
| City Codes: HO = Hollister, MA = Marina, SS = Seaside                        |             |                  |      |                          |                            |          |            |         |            |           |              |          |               |              |

| Development Name                 | Developer  | City Code        | Notes | Type                  |                           |          |            |         |            |           |              |          |               |              |
|----------------------------------|------------|------------------|-------|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Solano County   Benicia, Vallejo |            |                  |       |                       | 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 |
| Cascade at Waterstone            | TRI Pointe | VL               |       | DTMU                  | 185                       | 0        | 4          | 7       | 0          | 0         | 81           | 27       | 1.02          | 0.64         |
| TOTALS: No. Reporting: 1         |            | Avg. Sales: 0.00 |       | Traffic to Sales: N/A |                           |          |            | 4       | 7          | 0         | 0            | 81       | 27            | Net: 0       |
| City Codes: VL = Vallejo         |            |                  |       |                       |                           |          |            |         |            |           |              |          |               |              |

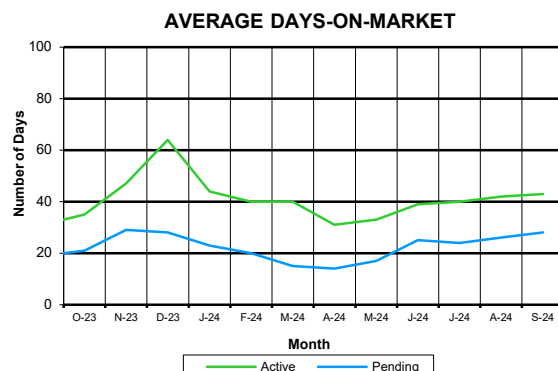
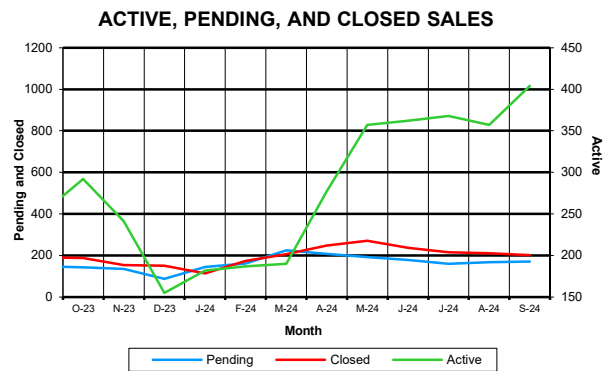
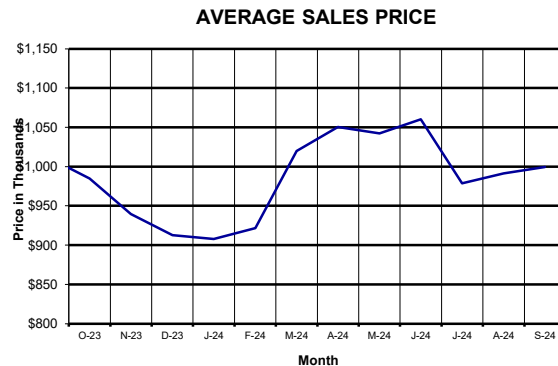
| Solano County   Fairfield, Vacaville, Suisun, Dixon                                 |                   |    |                         | Projects Participating: 20 |          |            |         |            |           |              |          |               |              |  |
|---|-------------------|----|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|--|
|   |                   |    |                         | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |  |
| Horizon at One Lake   | Brookfield        | FF | ATMU                    | 50                         | 0        | 4          | 8       | 2          | 0         | 46           | 19       | 0.35          | 0.45         |  |
| Lakeside at One Lake  | Brookfield        | FF | ATMU                    | 58                         | 0        | 4          | 7       | 0          | 1         | 54           | 27       | 0.41          | 0.64         |  |
| Meridian  | Century           | SU | DTMU                    | 71                         | 4        | 4          | 8       | 1          | 0         | 37           | 34       | 0.69          | 0.81         |  |
| Luminescence at Liberty   | DeNova            | RV | AASF                    | 311                        | 0        | 3          | 5       | 2          | 0         | 163          | 41       | 0.95          | 0.98         |  |
| Iris at The Villages  | DR Horton         | FF | DTMU                    | 119                        | 0        | 1          | 14      | 2          | 1         | 105          | 53       | 1.07          | 1.26         |  |
| Violet at Homestead   | DR Horton         | DX | DTST                    | 70                         | 0        | 3          | 9       | 1          | 0         | 48           | 43       | 1.06          | 1.02         |  |
| Four Seasons at Homestead- Autumn   | K Hovnanian       | DX | AASF                    | 152                        | 4        | 3          | 3       | 2          | 0         | 76           | 43       | 0.64          | 1.02         |  |
| Four Seasons at Homestead- Spring   | K Hovnanian       | DX | AASF                    | 150                        | 0        | 3          | 3       | 2          | 1         | 65           | 32       | 0.55          | 0.76         |  |
| Sagebrush at Magnolia Park  | KB Home           | VC | DTMU                    | 63                         | 4        | 3          | 9       | 1          | 0         | 47           | 34       | 0.81          | 0.81         |  |
| Sweetbay at Magnolia Park   | KB Home           | VC | DTMU                    | 104                        | 0        | 2          | 15      | 2          | 0         | 41           | 32       | 0.70          | 0.76         |  |
| Wildhawk II at Roberts Ranch  | KB Home           | VC | DTMU                    | 62                         | 0        | 2          | 17      | 2          | 0         | 35           | 30       | 0.72          | 0.71         |  |
| Tramore Village at Vanden Meadows   | Meritage          | VC | DTMU                    | 111                        | 0        | 3          | 12      | 1          | 0         | 97           | 37       | 0.73          | 0.88         |  |
| Waterford Vanden Meadows 60s  | Meritage          | VC | DTMU                    | 83                         | 0        | 3          | 5       | 2          | 0         | 62           | 14       | 0.46          | 0.33         |  |
| Foxboro Knolls  | Pulte             | VC | DTMU                    | 58                         | 4        | 3          | 11      | 2          | 0         | 37           | 37       | 0.92          | 0.92         |  |
| Orchards at Valley Glen III   | Richmond American | DX | DTMU                    | 80                         | 0        | 1          | 1       | 1          | 0         | 79           | 24       | 0.49          | 0.57         |  |
| Seasons at Homestead  | Richmond American | DX | DTMU                    | 85                         | 4        | 4          | 10      | 1          | 0         | 76           | 30       | 0.57          | 0.71         |  |
| Sutton at Parklane  | Richmond American | DX | DTMU                    | 121                        | 0        | 1          | 1       | 0          | 0         | 115          | 26       | 0.62          | 0.62         |  |
| Carmello II at Roberts Ranch  | Taylor Morrison   | VC | DTMU                    | 72                         | 0        | 4          | 27      | 1          | 2         | 27           | 27       | 0.89          | 0.89         |  |
| Glisten at One Lake   | TRI Pointe        | FF | DTMU                    | 75                         | 0        | 1          | 8       | 0          | 0         | 20           | 14       | 0.29          | 0.33         |  |
| Splash at One Lake  | TRI Pointe        | FF | DTMU                    | 144                        | 0        | 2          | 8       | 0          | 0         | 112          | 27       | 0.59          | 0.64         |  |
| TOTALS: No. Reporting: 20   | Avg. Sales: 1.00  |    | Traffic to Sales: 7 : 1 |                            |          |            | 54      | 181        | 25        | 5            | 1342     | 624           | Net: 20      |  |
|   |                   |    |                         |                            |          |            |         |            |           |              |          |               |              |  |
| City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville |                   |    |                         |                            |          |            |         |            |           |              |          |               |              |  |

| Bay Area                         |                  |                          | Projects Participating: 106   |         |            |           |              |          |           |
|----------------------------------|------------------|--------------------------|---|---------|------------|-----------|--------------|----------|-----------|
|                                  |                  |                          | Rel'd Rm'g  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 100 | Avg. Sales: 0.52 | Traffic to Sales: 18 : 1 | 354   | 1057    | 59         | 7         | 6051         | 2592     | Net: 52   |
| 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 = Mid-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

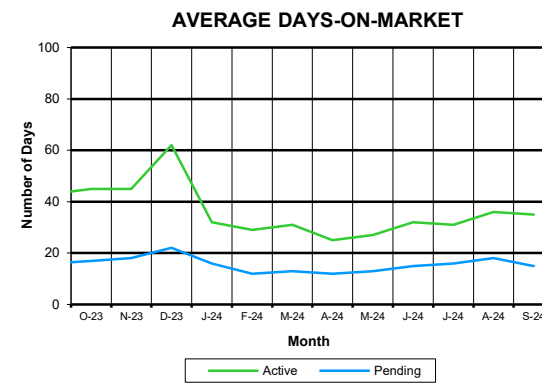
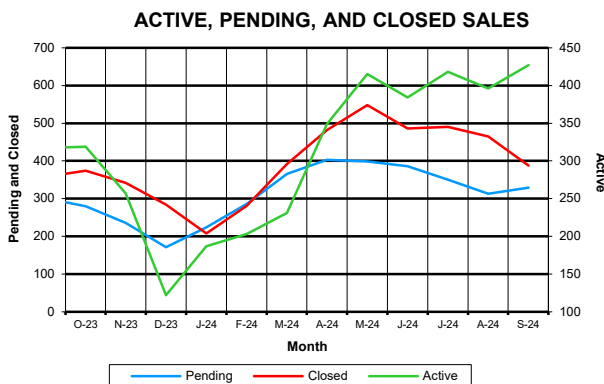
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 187    | 40  | 162   | 20  | 174   | 921,672    |
| Mar-24 | 190    | 40  | 224   | 15  | 206   | 1,019,731  |
| Apr-24 | 277    | 31  | 207   | 14  | 247   | 1,050,526  |
| May-24 | 357    | 33  | 192   | 17  | 271   | 1,042,138  |
| Jun-24 | 362    | 39  | 178   | 25  | 237   | 1,060,307  |
| Jul-24 | 368    | 40  | 160   | 24  | 215   | 978,507    |
| Aug-24 | 357    | 42  | 167   | 26  | 211   | 991,422    |
| Sep-24 | 404    | 43  | 171   | 28  | 201   | 999,550    |



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

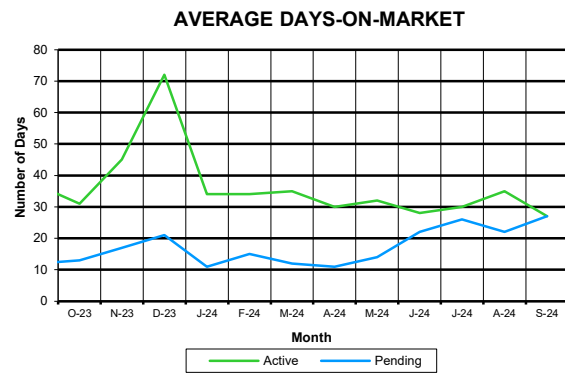
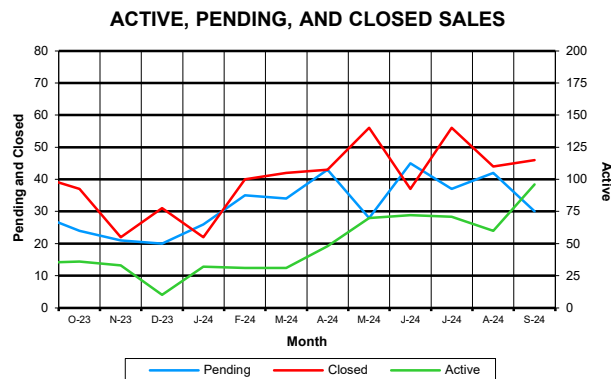
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 203    | 29  | 286   | 12  | 281   | 1,740,358  |
| Mar-24 | 231    | 31  | 366   | 13  | 392   | 1,878,824  |
| Apr-24 | 349    | 25  | 403   | 12  | 482   | 1,952,126  |
| May-24 | 415    | 27  | 399   | 13  | 548   | 1,982,508  |
| Jun-24 | 384    | 32  | 386   | 15  | 486   | 1,899,442  |
| Jul-24 | 418    | 31  | 350   | 16  | 490   | 1,857,571  |
| Aug-24 | 396    | 36  | 313   | 18  | 465   | 1,844,677  |
| Sep-24 | 427    | 35  | 329   | 15  | 388   | 1,836,488  |



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

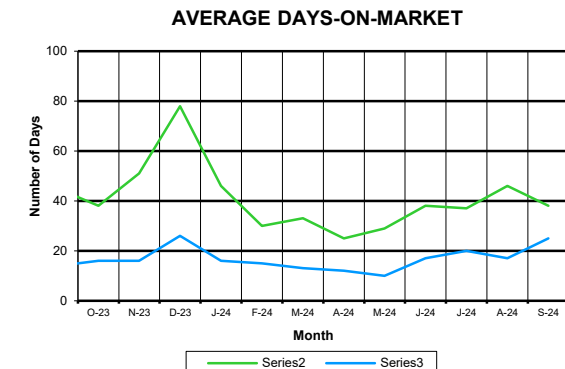
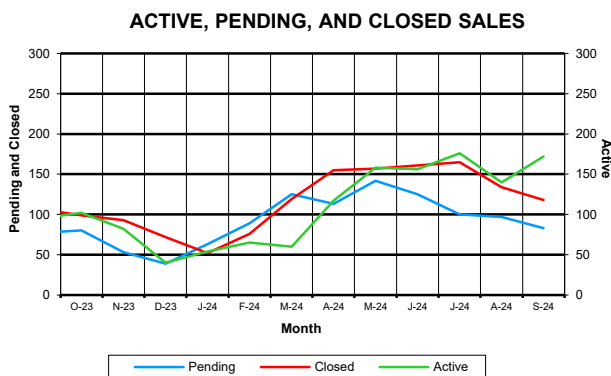
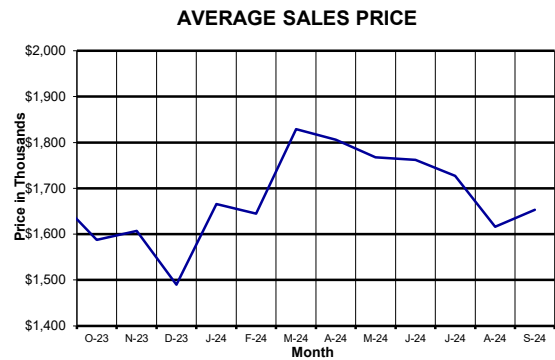
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 31     | 34  | 35    | 15  | 40    | 815,642    |
| Mar-24 | 31     | 35  | 34    | 12  | 42    | 961,321    |
| Apr-24 | 48     | 30  | 43    | 11  | 43    | 912,688    |
| May-24 | 70     | 32  | 28    | 14  | 56    | 929,378    |
| Jun-24 | 72     | 28  | 45    | 22  | 37    | 896,040    |
| Jul-24 | 71     | 30  | 37    | 26  | 56    | 881,856    |
| Aug-24 | 60     | 35  | 42    | 22  | 44    | 869,389    |
| Sep-24 | 96     | 27  | 30    | 27  | 46    | 825,454    |



## Amador Valley SFD Monthly MLS Survey

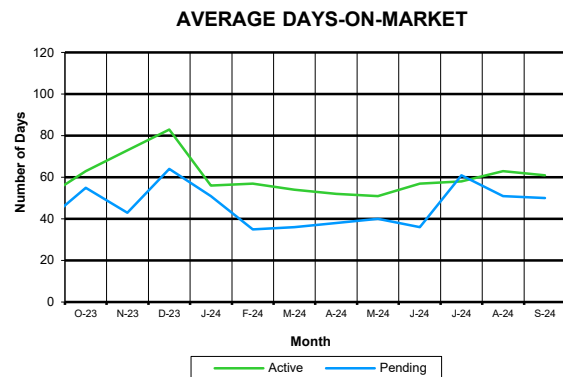
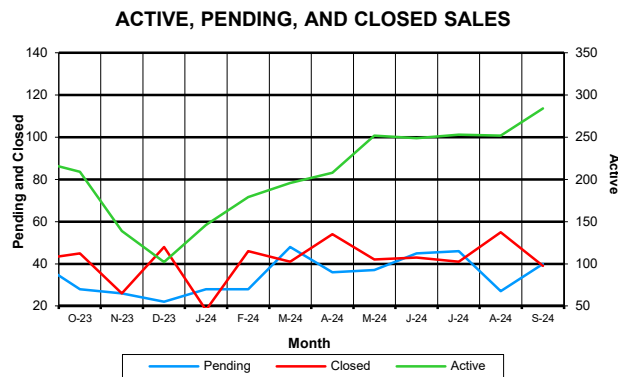
Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 65     | 30  | 89    | 15  | 76    | 1,644,646  |
| Mar-24 | 60     | 33  | 125   | 13  | 119   | 1,829,082  |
| Apr-24 | 117    | 25  | 113   | 12  | 155   | 1,806,222  |
| May-24 | 158    | 29  | 142   | 10  | 157   | 1,767,682  |
| Jun-24 | 156    | 38  | 125   | 17  | 161   | 1,762,011  |
| Jul-24 | 176    | 37  | 100   | 20  | 165   | 1,726,711  |
| Aug-24 | 140    | 46  | 97    | 17  | 134   | 1,616,044  |
| Sep-24 | 172    | 38  | 83    | 25  | 118   | 1,653,360  |



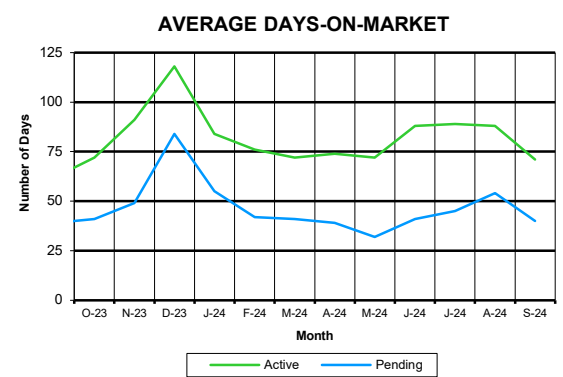
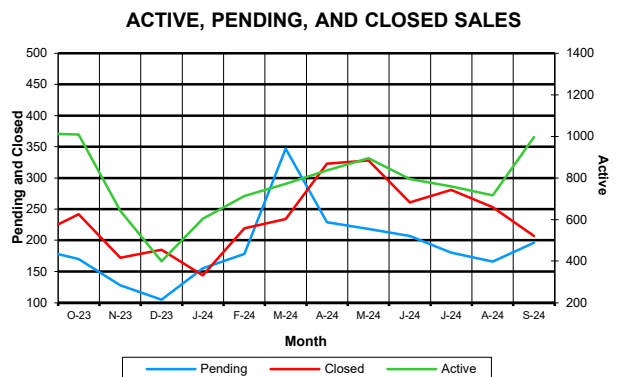
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 179    | 57  | 28    | 35  | 46    | 730,051    |
| Mar-24 | 196    | 54  | 48    | 36  | 41    | 672,072    |
| Apr-24 | 208    | 52  | 36    | 38  | 54    | 652,031    |
| May-24 | 252    | 51  | 37    | 40  | 42    | 634,926    |
| Jun-24 | 249    | 57  | 45    | 36  | 43    | 601,501    |
| Jul-24 | 253    | 58  | 46    | 61  | 41    | 618,432    |
| Aug-24 | 252    | 63  | 27    | 51  | 55    | 533,855    |
| Sep-24 | 284    | 61  | 40    | 50  | 39    | 537,323    |



## San Francisco Attd. Monthly MLS Survey

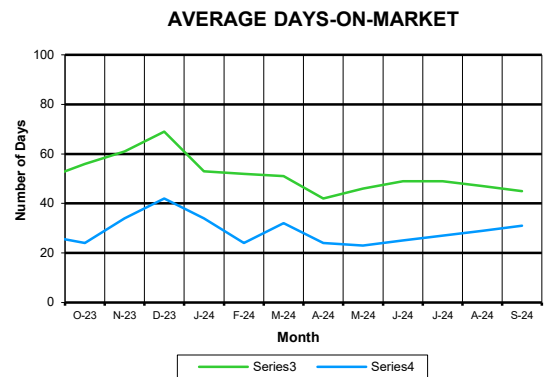
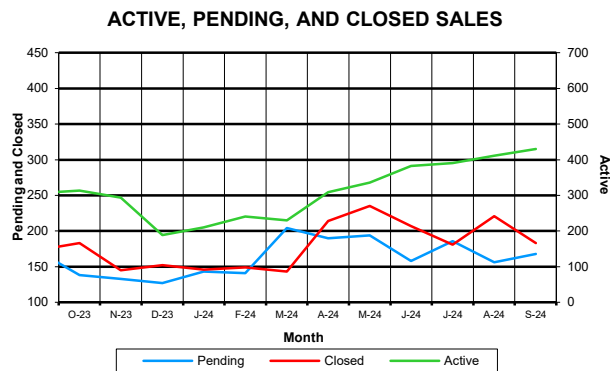
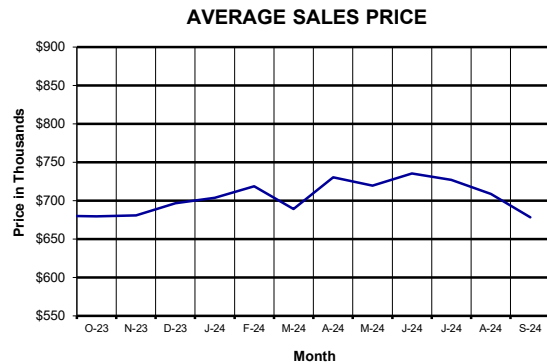
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 713    | 76  | 178   | 42  | 219   | 1,487,284  |
| Mar-24 | 771    | 72  | 347   | 41  | 234   | 1,455,757  |
| Apr-24 | 836    | 74  | 229   | 39  | 323   | 1,535,549  |
| May-24 | 895    | 72  | 218   | 32  | 328   | 1,503,318  |
| Jun-24 | 795    | 88  | 207   | 41  | 261   | 1,496,033  |
| Jul-24 | 759    | 89  | 180   | 45  | 281   | 1,399,796  |
| Aug-24 | 717    | 88  | 166   | 54  | 253   | 1,417,644  |
| Sep-24 | 996    | 71  | 196   | 40  | 207   | 1,489,918  |



## E. Contra Costa SFD Monthly MLS Survey

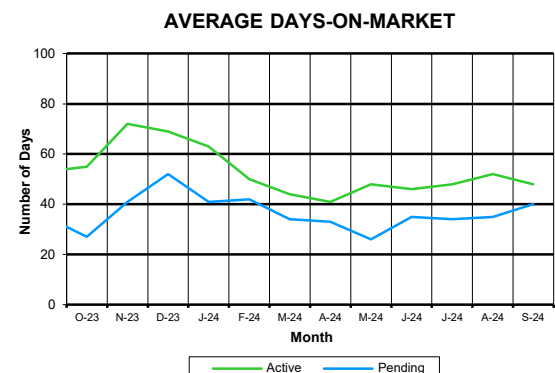
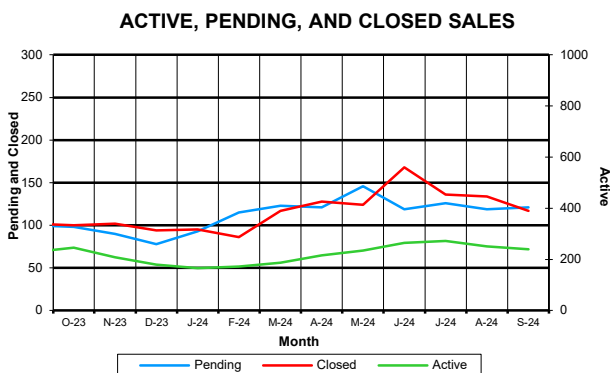
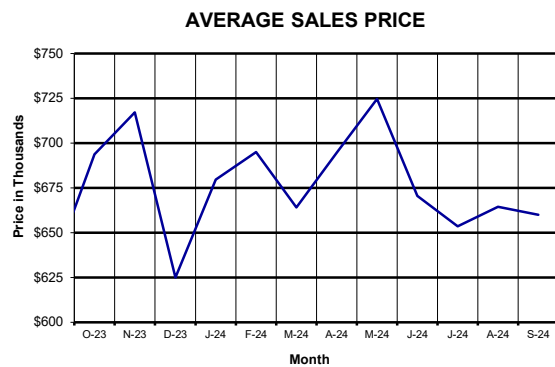
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 241    | 52  | 141   | 24  | 149   | 718,866    |
| Mar-24 | 230    | 51  | 204   | 32  | 143   | 689,276    |
| Apr-24 | 309    | 42  | 190   | 24  | 214   | 730,422    |
| May-24 | 336    | 46  | 194   | 23  | 235   | 719,760    |
| Jun-24 | 383    | 49  | 158   | 25  | 207   | 735,539    |
| Jul-24 | 391    | 49  | 186   | 27  | 181   | 727,043    |
| Aug-24 | 411    | 47  | 156   | 29  | 221   | 708,996    |
| Sep-24 | 430    | 45  | 168   | 31  | 183   | 678,576    |



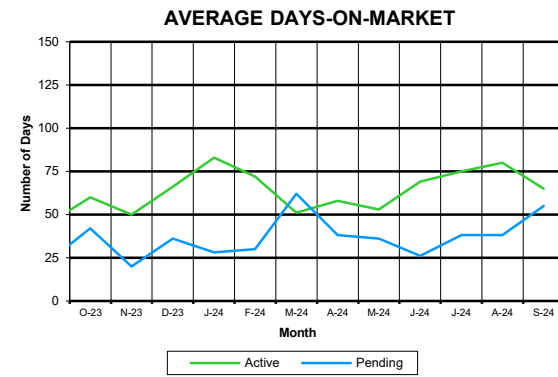
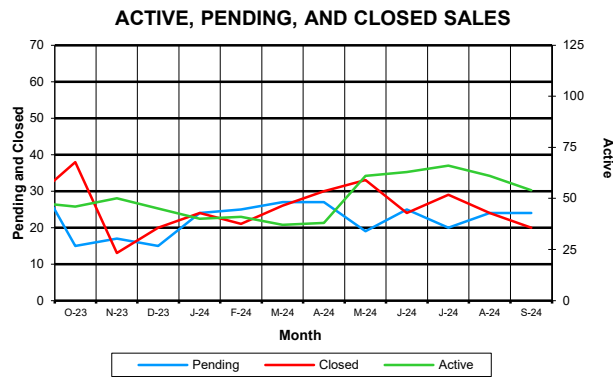
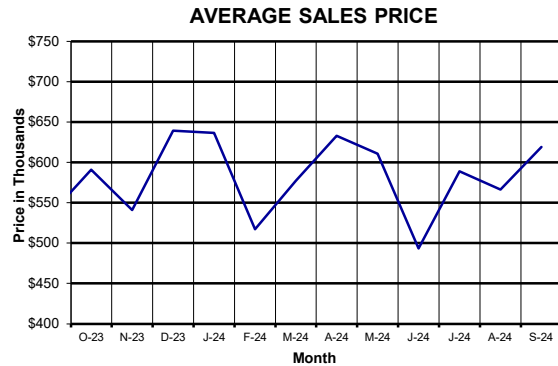
## Fairfield-Vacaville SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 172    | 50  | 115   | 42  | 86    | 695,121    |
| Mar-24 | 187    | 44  | 123   | 34  | 117   | 664,164    |
| Apr-24 | 216    | 41  | 121   | 33  | 128   | 694,762    |
| May-24 | 234    | 48  | 146   | 26  | 124   | 724,623    |
| Jun-24 | 265    | 46  | 119   | 35  | 168   | 670,530    |
| Jul-24 | 272    | 48  | 126   | 34  | 136   | 653,595    |
| Aug-24 | 251    | 52  | 119   | 35  | 134   | 664,563    |
| Sep-24 | 239    | 48  | 121   | 40  | 117   | 660,069    |



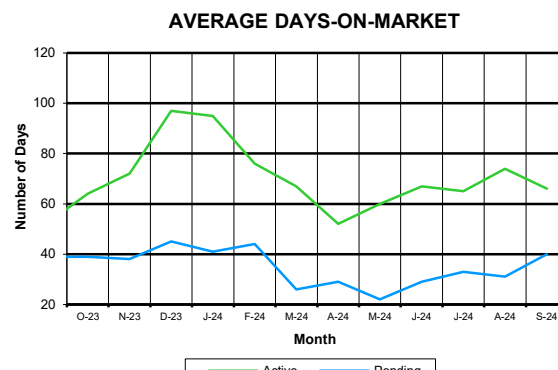
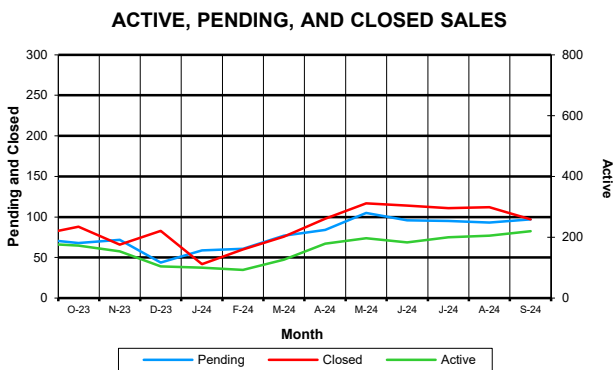
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 41     | 72  | 25    | 30  | 21    | 516,971    |
| Mar-24 | 37     | 51  | 27    | 62  | 26    | 577,226    |
| Apr-24 | 38     | 58  | 27    | 38  | 30    | 632,909    |
| May-24 | 61     | 53  | 19    | 36  | 33    | 610,839    |
| Jun-24 | 63     | 69  | 25    | 26  | 24    | 493,527    |
| Jul-24 | 66     | 75  | 20    | 38  | 29    | 588,719    |
| Aug-24 | 61     | 80  | 24    | 38  | 24    | 566,173    |
| Sep-24 | 54     | 65  | 24    | 55  | 20    | 618,800    |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 93     | 76  | 61    | 44  | 60    | 875,230    |
| Mar-24 | 126    | 67  | 77    | 26  | 76    | 900,287    |
| Apr-24 | 179    | 52  | 84    | 29  | 98    | 895,318    |
| May-24 | 197    | 60  | 105   | 22  | 117   | 889,347    |
| Jun-24 | 183    | 67  | 96    | 29  | 114   | 873,322    |
| Jul-24 | 200    | 65  | 95    | 33  | 111   | 897,580    |
| Aug-24 | 205    | 74  | 93    | 31  | 112   | 866,185    |
| Sep-24 | 220    | 66  | 97    | 40  | 97    | 877,095    |





# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



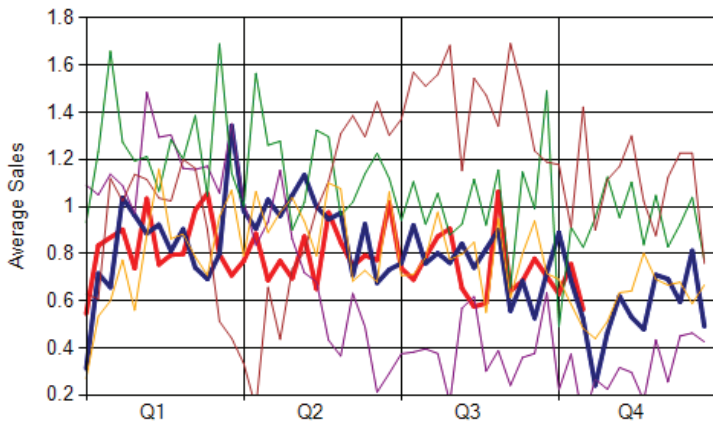
## Central Valley

Week 42

Ending: Sunday, October 20, 2024

| Counties / Groups     |  |                 |          |         |       |         | Net Sales | Avg. Sales | Year to Date |       | Prev. 13 Wks. |       |      |
|-----------------------|--|-----------------|----------|---------|-------|---------|-----------|------------|--------------|-------|---------------|-------|------|
|                       |  |                 | Projects | Traffic | Sales | Cancels |           |            | Avg.         | Diff. | Avg.          | Diff. |      |
| Tracy/Mountain House  |  |                 | 14       | 94      | 7     | 3       | 4         | 0.29       | 0.78         | -63%  | 0.65          | -56%  |      |
| San Joaquin County    |  |                 | 47       | 514     | 30    | 7       | 23        | 0.49       | 0.80         | -39%  | 0.74          | -34%  |      |
| Stanislaus County     |  |                 | 12       | 122     | 11    | 0       | 11        | 0.92       | 0.71         | 30%   | 0.74          | 23%   |      |
| Merced County         |  |                 | 3        | 27      | 1     | 0       | 1         | 0.33       | 0.81         | -59%  | 0.65          | -49%  |      |
| Madera County         |  |                 | 12       | 373     | 7     | 1       | 6         | 0.50       | 0.84         | -40%  | 0.90          | -44%  |      |
| Fresno County         |  |                 | 31       | 266     | 25    | 3       | 22        | 0.71       | 0.76         | -7%   | 0.73          | -3%   |      |
| Current Week Totals   |  | Traffic : Sales | 17 : 1   | 119     | 1396  | 81      | 14        | 67         | 0.56         | 0.78  | -28%          | 0.74  | -24% |
| Per Project Average   |  |                 |          | 12      | 0.68  | 0.12    | 0.56      |            |              |       |               |       |      |
| Year Ago - 10/22/2023 |  | Traffic : Sales | 15 : 1   | 111     | 1129  | 74      | 16        | 58         | 0.52         | 0.83  | -37%          | 0.74  | -30% |
| % Change              |  |                 |          | 7%      | 24%   | 9%      | -13%      | 16%        | 8%           | -5%   |               | 0%    |      |

52 Weeks Comparison



Year to Date Averages Through Week 42

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
|              | 2019 | 78                   | 23                  | 0.95              | 0.15                | 0.80               | 0.77                      |
|              | 2020 | 86                   | 21                  | 1.32              | 0.19                | 1.13               | 1.11                      |
|              | 2021 | 105                  | 15                  | 1.24              | 0.12                | 1.12               | 1.09                      |
|              | 2022 | 102                  | 13                  | 0.94              | 0.22                | 0.71               | 0.64                      |
|              | 2023 | 108                  | 14                  | 0.97              | 0.14                | 0.83               | 0.77                      |
|              | 2024 | 124                  | 12                  | 0.91              | 0.12                | 0.78               | 0.78                      |
| % Change:    |      | 15%                  | -12%                | -6%               | -13%                | -5%                | 1%                        |

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



## WEEKLY FINANCIAL NEWS

| Financing  |       |       | Market Commentary   |
|--|-------|-------|---|
|  | RATE  | APR   | <p>New home sales dropped 4.7% to a 716K-unit pace in August, partially offsetting the strong jump in sales the prior month. Despite the dip, the pace of new home sales remains relatively sturdy, having risen 9.8% over the past 12 months. Plentiful inventory has helped underpin strong sales for new construction. The number of new homes for sale rose to 467K in August, amounting to a 7.8 months' supply (seasonally adjusted) at the current sales pace. In comparison, only a 4.1 months' supply of existing home sales were available during the same period. We expect little change in September for new home sales and forecast a 0.6% increase to a 720K-unit pace. Conditions are turning favorable in the new home market. The start of the Fed's easing cycle and expectations for further rate cuts have brought the 30-year fixed mortgage rate to 6.44% on average last week, a full 135 bps lower than the high of 7.79% reached this time last year. The marginal improvements in affordability from lower mortgage rates appear to be boosting builder sentiment. Builder confidence rose in September for the first time in four months, reflecting a brighter outlook about sales. While affordability headwinds remain, lower financing costs will provide buyers with some relief and are supportive of future growth in the new home sales market. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p> |
| CONV   | 6.25% | 6.32% |   |
| FHA  | 6.13% | 6.74% |   |
| 10 Yr Yield  | 4.18% |       |   |
|  |       |       |   |

| Development Name  | Developer | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Tracy   Tracy/Mountain House                                  |           |                  |       |                          | Projects Participating: 14 |          |            |         |            |           |              |          |               |              |
|   |           |                  |       |                          | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Ashley Park   | Bright    | TR               |       | DTMU                     | 14                         | 0        | 4          | 2       | 0          | 0         | 8            | 8        | 0.25          | 0.25         |
| Banbury Park at Creekside                                     | Lennar    | MH               |       | DTMU                     | 110                        | 4        | 3          | 5       | 2          | 0         | 43           | 43       | 1.13          | 1.13         |
| Boulder at Tracy Hills  | Lennar    | TH               |       | DTMU                     | 139                        | 0        | 3          | 1       | 0          | 0         | 1            | 1        | 0.14          | 0.14         |
| Cairnway at Tracy Hills                                       | Lennar    | TH               |       | DTMU                     | 115                        | 0        | 3          | 9       | 0          | 0         | 5            | 5        | 0.38          | 0.38         |
| Crestwick at Tracy Hills                                      | Lennar    | TH               |       | DTMU                     | 131                        | 0        | 3          | 14      | 1          | 0         | 5            | 5        | 0.49          | 0.49         |
| Fairgrove at Tracy Hills                                      | Lennar    | TH               |       | DTMU                     | 149                        | 0        | 3          | 8       | 0          | 0         | 77           | 42       | 0.84          | 1.00         |
| Greenwood at Tracy Hills                                      | Lennar    | TH               |       | DTMU                     | 150                        | 0        | 5          | 7       | 0          | 3         | 83           | 48       | 0.91          | 1.14         |
| Hillview  | Lennar    | TH               |       | DTMU                     | 214                        | 4        | 3          | 11      | 2          | 0         | 138          | 51       | 1.11          | 1.21         |
| Parson Place at Creekside                                     | Lennar    | MH               |       | ATMU                     | 144                        | 4        | 4          | 10      | 2          | 0         | 40           | 40       | 1.05          | 1.05         |
| Rangewood at Tacy Hills                                       | Lennar    | TH               |       | DTMU                     | 97                         | 0        | 2          | 3       | 0          | 0         | 2            | 2        | 0.33          | 0.33         |
| Ridgerton at Tracy Hills                                      | Lennar    | TH               |       | DTMU                     | 89                         | 0        | 2          | 8       | 0          | 0         | 6            | 6        | 0.66          | 0.66         |
| Rockingham at Tracy Hills                                     | Lennar    | TH               |       | DTMU                     | 69                         | 0        | 2          | 1       | 0          | 0         | 2            | 2        | 0.48          | 0.48         |
| Slateshire at Tracy Hills                                     | Lennar    | TH               |       | DTMU                     | 86                         | 0        | 1          | 2       | 0          | 0         | 3            | 3        | 0.49          | 0.49         |
| Langston at Mountain House                                    | Shea      | MH               |       | ATMU                     | 302                        | 4        | 4          | 13      | 0          | 0         | 271          | 36       | 1.10          | 0.86         |
| TOTALS: No. Reporting: 14                                     |           | Avg. Sales: 0.29 |       | Traffic to Sales: 13 : 1 |                            |          |            | 42      | 94         | 7         | 3            | 684      | 292           | Net: 4       |
| City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills |           |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| San Joaquin   Stockton/Lodi          |                   |                  |      | Projects Participating: 12 |          |            |         |            |           |              |          |               |              |        |
|--------------------------------------|-------------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|--------|
|                                      |                   |                  |      | 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 |        |
| Sontera                              | K Hovnanian       | LD               | DTMU | 83                         | 0        | 1          | 1       | 0          | 0         | 7            | 7        | 0.43          | 0.43         |        |
| The Preserve at Creekside            | KB Home           | SK               | DTMU | 128                        | 0        | 3          | 34      | 0          | 0         | 74           | 42       | 0.88          | 1.00         |        |
| Vintage Oak at Gateway               | KB Home           | LD               | DTMU | 88                         | 0        | 2          | 6       | 0          | 0         | 13           | 13       | 0.61          | 0.61         |        |
| Breakers Cove at Westlake            | Lennar            | SK               | DTST | 110                        | 0        | 4          | 8       | 1          | 0         | 6            | 6        | 0.82          | 0.82         |        |
| Breezes at Westlake                  | Lennar            | SK               | DTMU | 69                         | 0        | 1          | 5       | 0          | 0         | 9            | 9        | 0.98          | 0.98         |        |
| Keys II at Westlake                  | Lennar            | SK               | DTMU | 86                         | 0        | 3          | 9       | 1          | 1         | 83           | 56       | 0.83          | 1.33         |        |
| Shoreside at Westlake                | Lennar            | SK               | DTMU | 117                        | 0        | 1          | 8       | 1          | 0         | 93           | 48       | 1.02          | 1.14         |        |
| Waterside at Westlake                | Lennar            | SK               | DTMU | 92                         | 0        | 7          | 8       | 1          | 0         | 78           | 52       | 0.90          | 1.24         |        |
| Waterways at Westlake                | Lennar            | SK               | DTMU | 125                        | 0        | 1          | 4       | 0          | 0         | 31           | 31       | 1.17          | 1.17         |        |
| Autumn Trails at Westlake            | Richmond American | SK               | DTMU | 112                        | 0        | 2          | 4       | 0          | 0         | 97           | 42       | 0.70          | 1.00         |        |
| Summers Bend at Westlake             | Richmond American | SK               | DTMU | 96                         | 0        | 2          | 1       | 0          | 1         | 94           | 45       | 0.69          | 1.07         |        |
| The Preserve at Gateway              | Richmond American | LD               | DTMU | 85                         | 0        | 2          | 21      | 0          | 0         | 6            | 6        | 0.74          | 0.74         |        |
| TOTALS: No. Reporting: 12            |                   | Avg. Sales: 0.17 |      | Traffic to Sales: 27 : 1   |          |            |         | 29         | 109       | 4            | 2        | 591           | 357          | Net: 2 |
| City Codes: LD = Lodi, SK = Stockton |                   |                  |      |                            |          |            |         |            |           |              |          |               |              |        |

| Development Name                       | Developer         | City Code | Notes                    | Type |                            |          |            |         |            |           |              |          |               |              |
|--|-------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Joaquin   San Joaquin County       |                   |           |                          |      | Projects Participating: 41 |          |            |         |            |           |              |          |               |              |
|  |                   |           |                          |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Griffin Park                           | Atherton          | MN        |                          | DTMU | 267                        | 0        | 9          | 28      | 1          | 1         | 241          | 33       | 1.41          | 0.79         |
| Villa Bellissima                       | Century           | MN        |                          | DTMU | 110                        | 0        | 1          | 19      | 1          | 0         | 23           | 23       | 1.27          | 1.27         |
| Alpine at Villa Ticino                 | DR Horton         | MN        |                          | DTMU | 134                        | 4        | 4          | 23      | 2          | 0         | 22           | 22       | 1.81          | 1.81         |
| Eagles Landing                         | DR Horton         | LP        |                          | DTST | 95                         | 0        | 3          | 10      | 1          | 0         | 5            | 5        | 1.84          | 1.84         |
| Sparrow at Stanford Crossing           | DR Horton         | LP        |                          | DTMU | 89                         | 0        | 3          | 14      | 1          | 0         | 50           | 50       | 1.50          | 1.50         |
| Pacifica at Stanford Crossing          | K Hovnanian       | LP        |                          | DTMU | 101                        | 0        | 4          | 12      | 0          | 0         | 30           | 30       | 1.03          | 1.03         |
| Arcadia at Stanford Crossing           | KB Home           | LP        |                          | DTMU | 81                         | 0        | 4          | 8       | 0          | 0         | 29           | 29       | 1.10          | 1.10         |
| Cielo at Villa Ticino                  | KB Home           | MN        |                          | DTST | 1117                       | 0        | 2          | 6       | 3          | 1         | 16           | 16       | 2.60          | 2.60         |
| Iron Pointe at Stanford Crossing       | KB Home           | LP        |                          | DTMU | 98                         | 0        | 4          | 9       | 1          | 0         | 82           | 33       | 0.69          | 0.79         |
| Terra at Villa Ticino                  | KB Home           | MN        |                          | DTMU | 118                        | 0        | 2          | 13      | 1          | 1         | 38           | 38       | 1.14          | 1.14         |
| Capri at River Islands                 | Kiper             | LP        |                          | DTMU | 84                         | 0        | 2          | 25      | 1          | 0         | 21           | 21       | 0.67          | 0.67         |
| Skye at River Islands                  | Kiper             | LP        |                          | DTMU | 115                        | 0        | 4          | 16      | 1          | 0         | 111          | 29       | 0.72          | 0.69         |
| Chelsey at The Trails                  | Lennar            | MN        |                          | DTMU | 100                        | 4        | 4          | 10      | 0          | 0         | 57           | 38       | 1.00          | 0.90         |
| Driftway at River Islands              | Lennar            | LP        |                          | DTMU | 95                         | 6        | 2          | 19      | 4          | 0         | 16           | 16       | 0.79          | 0.79         |
| Howden at The Trails                   | Lennar            | MN        |                          | DTMU | 103                        | 0        | 2          | 14      | 1          | 0         | 62           | 56       | 1.08          | 1.33         |
| Arbor Bend - Cypress                   | Meritage          | MN        |                          | DTMU | 175                        | 0        | 4          | 3       | 0          | 0         | 165          | 0        | 0.86          | 0.00         |
| Arbor Bend - Hawthorn                  | Meritage          | MN        |                          | DTMU | 212                        | 0        | 2          | 11      | 0          | 0         | 169          | 40       | 1.05          | 0.95         |
| Denali 50's - The Grove (Alder)        | Meritage          | MN        |                          | DTMU | 208                        | 0        | 1          | 13      | 1          | 0         | 35           | 35       | 1.09          | 1.09         |
| Denali 60's - The Grove (Arroyo)       | Meritage          | MN        |                          | DTMU | 43                         | 0        | 1          | 6       | 0          | 0         | 36           | 36       | 1.12          | 1.12         |
| Amber at Oakwood Trails                | Pulte             | MN        |                          | DTMU | 97                         | 0        | 3          | 4       | 1          | 0         | 45           | 45       | 1.21          | 1.21         |
| Lilac at Oakwood Trails                | Pulte             | MN        |                          | DTMU | 125                        | 0        | 2          | 3       | 0          | 0         | 39           | 39       | 1.05          | 1.05         |
| The Shores at River Islands            | Pulte             | LP        |                          | DTMU | 53                         | 0        | 8          | 1       | 2          | 2         | 25           | 25       | 0.69          | 0.69         |
| Willow at Oakwood Trails               | Pulte             | MN        |                          | DTMU | 92                         | 0        | 5          | 6       | 0          | 0         | 37           | 37       | 0.99          | 0.99         |
| Artisan at Griffin Park                | Raymus            | MN        |                          | DTMU | 80                         | 0        | 2          | N/A     | 0          | 0         | 36           | 35       | 0.81          | 0.83         |
| The Strand Collection                  | Raymus            | MN        |                          | DTMU | 56                         | 0        | 3          | N/A     | 0          | 0         | 52           | 34       | 0.94          | 0.81         |
| Encore at Stanford Crossing            | Richmond American | LP        |                          | DTMU | 104                        | 0        | 1          | 1       | 0          | 0         | 103          | 4        | 0.60          | 0.10         |
| Encore II at Stanford Crossing         | Richmond American | LP        |                          | DTMU | 104                        | 0        | 2          | 10      | 0          | 0         | 36           | 33       | 0.51          | 0.79         |
| Seasons at Stanford Crossing IV        | Richmond American | LP        |                          | DTST | 113                        | 0        | 1          | 12      | 0          | 0         | 95           | 35       | 0.66          | 0.83         |
| Seasons at Villa Ticino                | Richmond American | MN        |                          | DTMU | 119                        | 0        | 3          | 20      | 0          | 0         | 43           | 26       | 0.60          | 0.62         |
| Villa Ticino                           | Richmond American | MN        |                          | DTMU | 100                        | 0        | 1          | 10      | 0          | 0         | 35           | 24       | 0.51          | 0.57         |
| Oakwood Trails- Juniper                | Taylor Morrison   | MN        |                          | DTMU | 110                        | 0        | 3          | 11      | 1          | 0         | 63           | 48       | 1.25          | 1.14         |
| Oakwood Trails- Poppy                  | Taylor Morrison   | MN        |                          | DTMU | 133                        | 4        | 4          | 19      | 1          | 0         | 59           | 40       | 1.17          | 0.95         |
| Oakwood Trails- Sage                   | Taylor Morrison   | MN        |                          | DTMU | 113                        | 0        | 3          | 17      | 0          | 0         | 60           | 44       | 1.19          | 1.05         |
| Chantara at River Islands              | TRI Pointe        | LP        |                          | DTMU | 68                         | 0        | 2          | 3       | 0          | 0         | 6            | 6        | 0.59          | 0.59         |
| Journey at Stanford Crossing           | TRI Pointe        | LP        |                          | DTMU | 81                         | 4        | 4          | 7       | 1          | 0         | 61           | 23       | 0.50          | 0.55         |
| The Cove at River Islands              | TRI Pointe S/O    | LP        |                          | DTMU | 77                         | 0        | S/O        | 2       | 1          | 0         | 77           | 21       | 0.56          | 0.50         |
| Dawn at The Collective                 | Trumark           | MN        |                          | AASF | 76                         | 0        | 12         | N/A     | 0          | 0         | 38           | 20       | 0.28          | 0.48         |
| Origin at the Collective 2.0           | Trumark           | MN        |                          | AASF | 41                         | 0        | 7          | N/A     | 0          | 0         | 7            | 7        | 0.12          | 0.17         |
| Vida at The Collective                 | Trumark           | MN        |                          | AASF | 103                        | 0        | 8          | N/A     | 0          | 0         | 60           | 25       | 0.43          | 0.60         |
| Hideaway II at River Islands           | Van Daele         | LP        |                          | ATST | 108                        | 0        | 2          | 20      | 0          | 0         | 69           | 27       | 0.56          | 0.64         |
| Vintage II                             | Windward Pacific  | MN        |                          | DTMU | 68                         | 0        | 7          | N/A     | 0          | 0         | 61           | 8        | 0.35          | 0.19         |
| TOTALS: No. Reporting: 35              | Avg. Sales: 0.60  |           | Traffic to Sales: 16 : 1 |      |                            |          | 141        | 405     | 26         | 5         | 2315         | 1156     | Net: 21       |              |
| City Codes: MN = Manteca, LP = Lathrop |                   |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Development Name  | Developer        | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Stanislaus   Stanislaus County  |                  |                  |       |                          | Projects Participating: 12 |          |            |         |            |           |              |          |               |              |
|   |                  |                  |       |                          | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Meadows at Baldwin Ranch  | DR Horton        | PR               |       | DTMU                     | 50                         | 0        | 1          | 0       | 0          | 0         | 49           | 49       | 1.39          | 1.39         |
| Carmel Ranch  | K Hovnanian      | OD               |       | DTMU                     | 50                         | 4        | 3          | 11      | 2          | 0         | 37           | 28       | 0.41          | 0.67         |
| Acacia at Patterson Ranch   | KB Home          | PR               |       | DTMU                     | 80                         | 0        | 1          | 15      | 1          | 0         | 39           | 19       | 0.54          | 0.45         |
| Enclave at Crossroads West  | KB Home TSO      | RB               |       | DTST                     | 114                        | 0        | TSO        | 23      | 2          | 0         | 18           | 18       | 2.21          | 2.21         |
| Heritage at Parkwood  | KB Home          | HG               |       | DTMU                     | 50                         | 0        | 4          | 5       | 0          | 0         | 25           | 22       | 0.50          | 0.52         |
| Orchards at Parkwood  | KB Home          | HG               |       | DTMU                     | 299                        | 0        | 1          | 15      | 1          | 0         | 45           | 41       | 0.89          | 0.98         |
| Sycamore at Patterson Ranch   | KB Home TSO      | PR               |       | DTMU                     | 75                         | 0        | TSO        | 7       | 0          | 0         | 32           | 24       | 0.55          | 0.57         |
| Blossom at Baldwin Ranch  | Landsea          | PR               | Rsv's | DTMU                     | 50                         | 0        | 1          | 17      | 0          | 0         | 32           | 32       | 1.10          | 1.10         |
| Holly Oak at Baldwin Ranch  | Lennar           | PR               |       | DTMU                     | 63                         | 0        | 4          | 5       | 0          | 0         | 24           | 24       | 0.82          | 0.82         |
| Magnolia at Baldwin Ranch   | Lennar           | PR               |       | DTMU                     | 71                         | 4        | 3          | 10      | 2          | 0         | 22           | 22       | 0.75          | 0.75         |
| T Street Customs  | SCM              | NW               |       | DTMU                     | 10                         | 0        | 1          | 10      | 1          | 0         | 9            | 3        | 0.08          | 0.07         |
| The Meadowlands   | Windward Pacific | OD               |       | DTMU                     | 62                         | 0        | 10         | N/A     | 0          | 0         | 20           | 10       | 0.14          | 0.24         |
| TOTALS: No. Reporting: 11   |                  | Avg. Sales: 0.82 |       | Traffic to Sales: 13 : 1 |                            |          |            | 29      | 118        | 9         | 0            | 352      | 292           | Net: 9       |
| City Codes: PR = Patterson, OD = Oakdale, RB = Riverbank, HG = Hughson, NW = Newman |                  |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| Stanislaus   Turlock     |        |                  |      |                         | 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 |
| Marcona                  | Bright | KY               | DTMU | 116                     | 0                         | 3        | 4          | 2       | 0          | 69        | 18           | 0.55     | 0.43          |              |
| TOTALS: No. Reporting: 1 |        | Avg. Sales: 2.00 |      | Traffic to Sales: 2 : 1 |                           |          | 3          | 4       | 2          | 0         | 69           | 18       | Net: 2        |              |
| City Codes: KY = Keyes   |        |                  |      |                         |                           |          |            |         |            |           |              |          |               |              |

| Merced County   Merced County           |                     |                  |      |                          | Projects Participating: 7 |          |            |         |            |           |              |          |               |              |
|---|---------------------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|   |                     |                  |      |                          | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Crest View                              | Century             | MD               | DTMU | 104                      | 0                         | 4        | 6          | 0       | 0          | 27        | 27           | 0.71     | 0.71          |              |
| Sundial at Bellevue Ranch               | Century             | MD               | DTST | 95                       | 0                         | 5        | 3          | 0       | 0          | 10        | 10           | 0.90     | 0.90          |              |
| The Pointe at Stonecreek                | Legacy              | LB               | DTMU | 109                      | 0                         | 9        | 18         | 1       | 0          | 67        | 16           | 0.41     | 0.38          |              |
| Bellevue Ranch Phase 4                  | Stonefield Home     | MD               | DTST | 110                      | 0                         | 1        | N/A        | 0       | 0          | 109       | 40           | 0.69     | 0.95          |              |
| Cypress Terrace                         | Stonefield Home S/O | MD               | DTST | 170                      | 0                         | S/O      | N/A        | 0       | 0          | 170       | 30           | 0.63     | 0.71          |              |
| Southpointe                             | Stonefield Home S/O | LB               | DTST | 36                       | 0                         | S/O      | N/A        | 0       | 0          | 36        | 36           | 0.81     | 0.86          |              |
| Villas II, The                          | Stonefield Home     | LB               | DTST | 191                      | 0                         | 2        | N/A        | 0       | 0          | 132       | 27           | 0.68     | 0.64          |              |
| TOTALS: No. Reporting: 3                |                     | Avg. Sales: 0.33 |      | Traffic to Sales: 27 : 1 |                           |          | 21         | 27      | 1          | 0         | 551          | 186      | Net: 1        |              |
| City Codes: MD = Merced, LB = Los Banos |                     |                  |      |                          |                           |          |            |         |            |           |              |          |               |              |

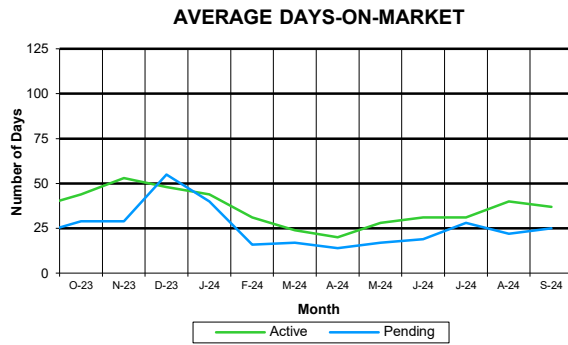
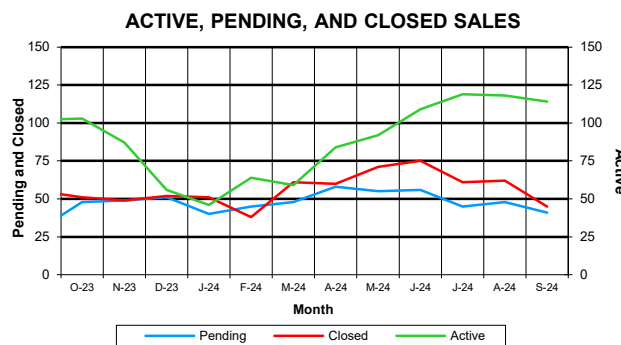
| Development Name                   | Developer        | City Code | Notes                    | Type |                            |          |            |         |            |           |              |          |               |              |
|------------------------------------|------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Madera County   Madera County      |                  |           |                          |      | Projects Participating: 12 |          |            |         |            |           |              |          |               |              |
|                                    |                  |           |                          |      | 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 Tesoro Viejo            | KB Home          | MDA       |                          | DTMU | 63                         | 0        | 3          | 30      | 1          | 0         | 60           | 34       | 0.56          | 0.81         |
| Riverstone - Choral Series         | Lennar           | MDA       |                          | DTMU | 107                        | 0        | 1          | 60      | 2          | 0         | 62           | 62       | 1.54          | 1.54         |
| Riverstone - Orchard Series        | Lennar           | MDA       |                          | DTMU | 101                        | 0        | 2          | 0       | 0          | 1         | 37           | 37       | 0.92          | 0.92         |
| Riverstone - Skye                  | Lennar           | MDA       |                          | DTMU | 81                         | 0        | 4          | 136     | 1          | 0         | 57           | 54       | 0.90          | 1.29         |
| Riverstone - Surf                  | Lennar S/O       | MDA       |                          | DTMU | 46                         | 0        | S/O        | 41      | 0          | 0         | 46           | 43       | 0.78          | 1.02         |
| Riverstone - Treasures             | Lennar S/O       | MDA       |                          | DTST | 25                         | 0        | S/O        | 0       | 0          | 0         | 25           | 25       | 0.67          | 0.67         |
| Ivy Tesoror Viejo                  | McCaffrey        | MDA       |                          | DTMU | 89                         | 0        | 18         | 18      | 0          | 0         | 56           | 22       | 0.41          | 0.52         |
| Poppy at The Plaza at Tesoro Viejo | McCaffrey        | MDA       |                          | DTMU | 332                        | 0        | 6          | 23      | 0          | 0         | 114          | 44       | 0.98          | 1.05         |
| Savanna at Tesoro Viejo            | McCaffrey        | MDA       |                          | DTMU | 32                         | 0        | 3          | 18      | 0          | 0         | 29           | 29       | 0.69          | 0.69         |
| The Boulevard at Tesoro Viejo      | McCaffrey        | MDA       |                          | DTST | 116                        | 0        | 1          | 27      | 2          | 0         | 69           | 69       | 1.65          | 1.64         |
| Encore at Riverstone               | Woodside         | MDA       |                          | DTMU | 95                         | 0        | 4          | 10      | 0          | 0         | 37           | 11       | 0.19          | 0.26         |
| Ovation at Riverstone              | Woodside         | MDA       |                          | DTMU | 145                        | 0        | 3          | 10      | 1          | 0         | 71           | 22       | 0.36          | 0.52         |
| TOTALS: No. Reporting: 12          | Avg. Sales: 0.50 |           | Traffic to Sales: 53 : 1 |      |                            |          | 45         | 373     | 7          | 1         | 663          | 452      | Net: 6        |              |
| City Codes: MDA = Madera           |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Development Name  | Developer        | City Code | Notes                    | Type | Projects Participating: 31 |          |            |         |            |           |              |          |               |              |
|---|------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Fresno County   Fresno County   |                  |           |                          |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
|   |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |
| Bravado   | Century          | REE       |                          | DTMU | 182                        | 4        | 4          | 6       | 3          | 1         | 146          | 51       | 0.93          | 1.21         |
| Trellises   | Century          | FR        |                          | DTMU | 149                        | 0        | 2          | 3       | 0          | 0         | 37           | 37       | 0.97          | 0.97         |
| Aspire at Sunnyside   | K Hovnanian      | FO        |                          | DTST | 132                        | 0        | 6          | 0       | 0          | 0         | 126          | 0        | 0.43          | 0.00         |
| Aspire at Sunnyside II  | K Hovnanian      | FO        |                          | DTST | 143                        | 0        | 2          | 5       | 0          | 0         | 86           | 37       | 0.60          | 0.88         |
| Centrella Estates   | KB Home          | FR        |                          | DTMU | 74                         | 0        | 3          | 0       | 0          | 0         | 71           | 29       | 0.86          | 0.69         |
| Centrella Villas  | KB Home          | FR        |                          | DTMU | 107                        | 0        | 2          | 15      | 0          | 0         | 105          | 38       | 0.90          | 0.90         |
| Cielo Ranch 5000s   | KB Home          | CV        |                          | DTST | 92                         | 0        | 2          | 7       | 2          | 0         | 63           | 37       | 0.79          | 0.88         |
| Cielo Ranch 6000s   | KB Home          | CV        |                          | DTMU | 89                         | 0        | 1          | 4       | 1          | 0         | 67           | 46       | 0.89          | 1.10         |
| Corinthalyn- Orchard  | Lennar           | CV        |                          | DTMU | 128                        | 0        | 2          | 18      | 0          | 0         | 61           | 54       | 1.29          | 1.29         |
| Corinthalyn- Surf   | Lennar           | CV        |                          | DTMU | 75                         | 4        | 4          | 0       | 1          | 0         | 68           | 54       | 1.33          | 1.29         |
| Corinthalyn- Treasures  | Lennar           | CV        |                          | ATST | 67                         | 4        | 3          | 0       | 3          | 0         | 63           | 60       | 1.39          | 1.43         |
| Ellingsworth- Choral Series   | Lennar           | CV        |                          | DTMU | 86                         | 0        | 2          | 0       | 1          | 1         | 76           | 47       | 1.12          | 1.12         |
| Heritage Grove - Choral Series II   | Lennar           | CV        |                          | DTMU | 32                         | 0        | 3          | 12      | 0          | 0         | 7            | 7        | 0.33          | 0.33         |
| Heritage Grove - Choral Series III  | Lennar           | CV        |                          | DTMU | 55                         | 4        | 3          | 0       | 1          | 0         | 30           | 25       | 0.47          | 0.60         |
| Heritage Grove - Orchard II   | Lennar           | CV        |                          | DTST | 63                         | 0        | 1          | 9       | 2          | 0         | 23           | 23       | 1.08          | 1.08         |
| Heritage Grove - Orchard III  | Lennar           | CV        |                          | DTMU | 15                         | 0        | 8          | 0       | 0          | 0         | 7            | 1        | 0.11          | 0.02         |
| Heritage Grove - Skye Series II   | Lennar           | CV        |                          | DTMU | 20                         | 0        | 2          | 22      | 1          | 0         | 16           | 16       | 0.75          | 0.75         |
| Heritage Grove - Skye Series III  | Lennar           | CV        |                          | DTST | 31                         | 0        | 4          | 0       | 1          | 0         | 22           | 15       | 0.33          | 0.36         |
| Juniper Hills- Orchard & Clementine   | Lennar           | FR        |                          | DTMU | 124                        | 0        | 3          | 39      | 1          | 0         | 117          | 47       | 1.44          | 1.12         |
| Juniper Hills- Solana   | Lennar           | FR        |                          | DTST | 77                         | 0        | 4          | 0       | 0          | 0         | 67           | 1        | 0.73          | 0.02         |
| Juniper Hills- Surf   | Lennar           | FR        |                          | DTMU | 102                        | 0        | 2          | 0       | 2          | 0         | 100          | 27       | 1.06          | 0.64         |
| Juniper Hills- Treasures  | Lennar           | FR        |                          | DTST | 46                         | 0        | 2          | 0       | 1          | 1         | 43           | 38       | 0.93          | 0.90         |
| Kintsu Square - Choral Series   | Lennar           | FR        |                          | DTMU | 84                         | 0        | 1          | 30      | 0          | 0         | 57           | 46       | 1.13          | 1.10         |
| Kintsu Square - Orchard Series  | Lennar           | FR        |                          | DTMU | 83                         | 0        | 4          | 5       | 1          | 0         | 71           | 67       | 1.57          | 1.60         |
| Kintsu Square - Treasures   | Lennar           | FR        |                          | DTST | 24                         | 0        | 1          | 0       | 1          | 0         | 17           | 17       | 0.99          | 0.99         |
| Sterling Acres - Choral Series  | Lennar           | FR        |                          | DTMU | 66                         | 0        | 2          | 39      | 1          | 0         | 19           | 19       | 0.89          | 0.89         |
| Canyon Ridge at The Preserve  | Woodside         | FT        |                          | DTMU | 59                         | 0        | 4          | 5       | 0          | 0         | 5            | 5        | 0.07          | 0.12         |
| Cottonwood Creek at The Preserve  | Woodside         | FT        |                          | DTMU | 121                        | 0        | 2          | 5       | 0          | 0         | 9            | 4        | 0.12          | 0.10         |
| Ivy Gate at Farmstead   | Woodside         | CV        |                          | DTMU | 113                        | 0        | 3          | 30      | 0          | 0         | 76           | 13       | 0.34          | 0.31         |
| Somerset Crossing   | Woodside         | FO        |                          | ATST | 99                         | 0        | 4          | 12      | 2          | 0         | 82           | 20       | 0.44          | 0.48         |
| Woodlands at Brooklyn Trail   | Woodside         | FR        |                          | DTMU | 100                        | 0        | 3          | 0       | 0          | 0         | 82           | 25       | 0.37          | 0.60         |
| TOTALS: No. Reporting: 31   | Avg. Sales: 0.71 |           | Traffic to Sales: 11 : 1 |      |                            |          | 89         | 266     | 25         | 3         | 1819         | 906      | Net: 22       |              |
| City Codes: REE = Reedley, FR = Fresno, FO = Fowler, CV = Clovis, FT = Friant |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Central Valley   |                  |                          | Projects Participating: 130 |         |            |           |              |          |           |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
|  |                  |                          | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 119   | Avg. Sales: 0.56 | Traffic to Sales: 17 : 1 | 399                         | 1396    | 81         | 14        | 7044         | 3659     | Net: 67   |
| 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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached |                  |                          |                             |         |            |           |              |          |           |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out   |                  |                          |                             |         |            |           |              |          |           |

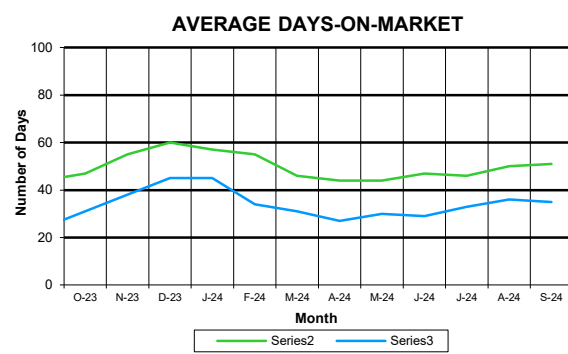
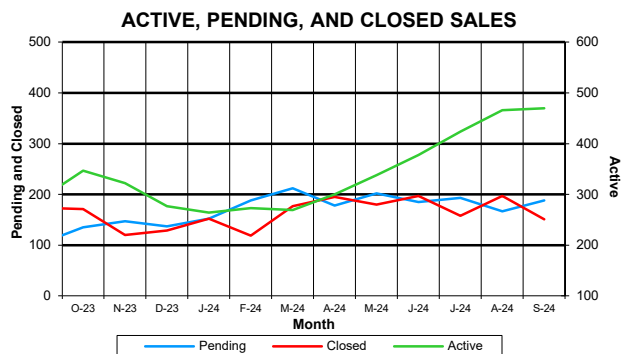
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 64     | 31  | 45    | 16  | 38    | 783,972    |
| Mar-24 | 59     | 24  | 48    | 17  | 61    | 828,274    |
| Apr-24 | 84     | 20  | 58    | 14  | 60    | 833,498    |
| May-24 | 92     | 28  | 55    | 17  | 71    | 789,014    |
| Jun-24 | 109    | 31  | 56    | 19  | 75    | 802,622    |
| Jul-24 | 119    | 31  | 45    | 28  | 61    | 769,586    |
| Aug-24 | 118    | 40  | 48    | 22  | 62    | 815,386    |
| Sep-24 | 114    | 37  | 41    | 25  | 45    | 769,479    |



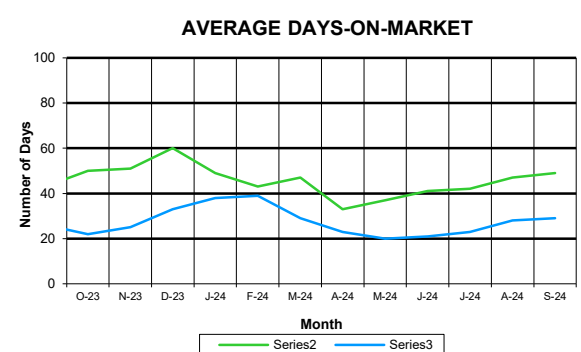
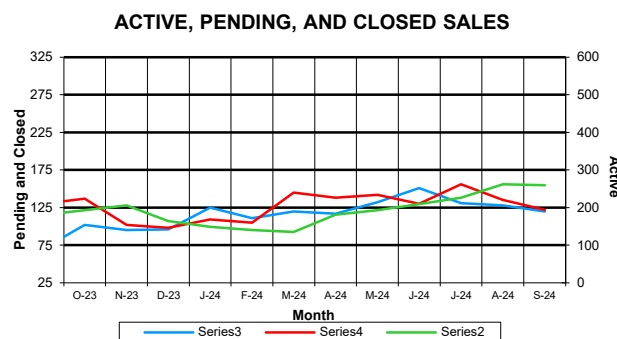
## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 273    | 55  | 188   | 34  | 119   | 456,116    |
| Mar-24 | 269    | 46  | 212   | 31  | 177   | 478,435    |
| Apr-24 | 300    | 44  | 178   | 27  | 195   | 453,873    |
| May-24 | 338    | 44  | 202   | 30  | 180   | 488,278    |
| Jun-24 | 378    | 47  | 185   | 29  | 197   | 486,930    |
| Jul-24 | 424    | 46  | 193   | 33  | 158   | 491,446    |
| Aug-24 | 466    | 50  | 167   | 36  | 197   | 477,854    |
| Sep-24 | 470    | 51  | 188   | 35  | 151   | 466,049    |



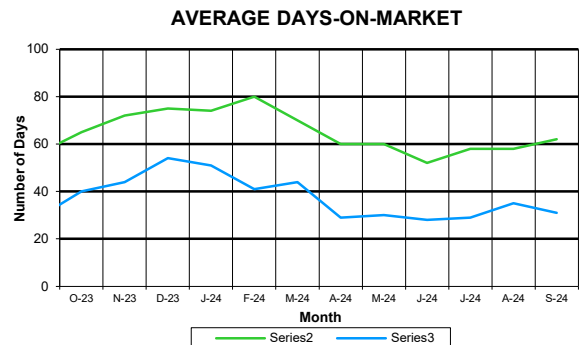
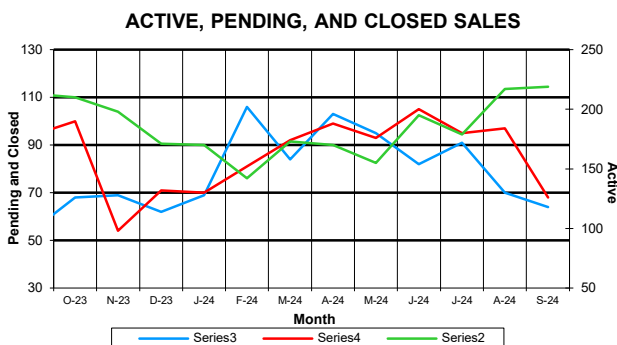
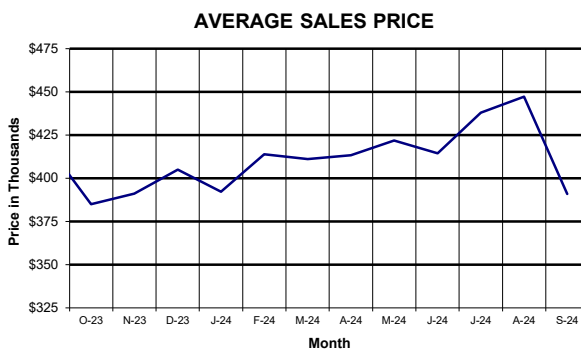
## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 140    | 43  | 111   | 39  | 105   | 481,699    |
| Mar-24 | 135    | 47  | 120   | 29  | 145   | 464,064    |
| Apr-24 | 181    | 33  | 117   | 23  | 138   | 498,017    |
| May-24 | 193    | 37  | 132   | 20  | 142   | 507,829    |
| Jun-24 | 209    | 41  | 151   | 21  | 130   | 497,059    |
| Jul-24 | 226    | 42  | 131   | 23  | 156   | 496,664    |
| Aug-24 | 262    | 47  | 128   | 28  | 135   | 484,187    |
| Sep-24 | 259    | 49  | 120   | 29  | 122   | 461,802    |



## Merced SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 142    | 80  | 106   | 41  | 81    | 413,901    |
| Mar-24 | 173    | 70  | 84    | 44  | 92    | 411,073    |
| Apr-24 | 170    | 60  | 103   | 29  | 99    | 413,412    |
| May-24 | 155    | 60  | 95    | 30  | 93    | 421,840    |
| Jun-24 | 195    | 52  | 82    | 28  | 105   | 414,405    |
| Jul-24 | 179    | 58  | 91    | 29  | 95    | 437,922    |
| Aug-24 | 217    | 58  | 70    | 35  | 97    | 447,283    |
| Sep-24 | 219    | 62  | 64    | 31  | 68    | 390,851    |





# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



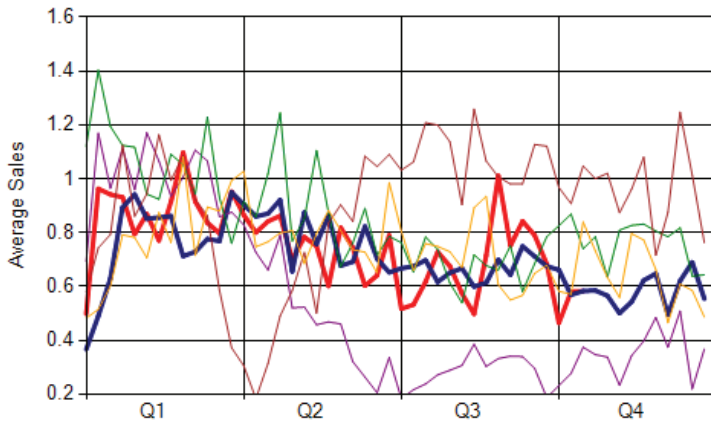
## Sacramento

Week 42

Ending: Sunday, October 20, 2024







| Counties / Groups          |  |                 |         |        |        |           | Avg. Sales | Year to Date |       | Prev. 13 Wks. |       |      |      |      |      |
|----------------------------|--|-----------------|---------|--------|--------|-----------|------------|--------------|-------|---------------|-------|------|------|------|------|
|                            |  | Projects        | Traffic | Sales  | Cancel | Net Sales |            | Avg.         | Diff. | Avg.          | Diff. |      |      |      |      |
| South Sacramento           |  | 46              | 572     | 34     | 9      | 25        | 0.54       | 0.81         | -33%  | 0.66          | -18%  |      |      |      |      |
| Central & North Sacramento |  | 36              | 374     | 21     | 0      | 21        | 0.58       | 0.74         | -21%  | 0.82          | -29%  |      |      |      |      |
| Folsom                     |  | 14              | 220     | 11     | 0      | 11        | 0.79       | 0.90         | -13%  | 0.84          | -6%   |      |      |      |      |
| El Dorado                  |  | 7               | 30      | 0      | 0      | 0         | 0.00       | 0.42         | -100% | 0.25          | -100% |      |      |      |      |
| Placer & Nevada            |  | 58              | 811     | 37     | 7      | 30        | 0.52       | 0.70         | -26%  | 0.61          | -15%  |      |      |      |      |
| Yolo                       |  | 9               | 68      | 8      | 0      | 8         | 0.89       | 1.13         | -21%  | 1.15          | -23%  |      |      |      |      |
| Amador County              |  | 1               | 5       | 0      | 0      | 0         | 0.00       | 0.24         | -100% | 0.31          | -100% |      |      |      |      |
| Northern Counties          |  | 18              | 144     | 18     | 3      | 15        | 0.83       | 0.75         | 11%   | 0.69          | 20%   |      |      |      |      |
| Current Week Totals        |  | Traffic : Sales |         | 17 : 1 |        | 189       | 2224       | 129          | 19    | 110           | 0.58  | 0.75 | -23% | 0.69 | -15% |
| Per Project Average        |  |                 |         | 12     | 0.68   | 0.10      | 0.58       |              |       |               |       |      |      |      |      |
| Year Ago - 10/22/2023      |  | Traffic : Sales |         | 15 : 1 |        | 182       | 1920       | 130          | 24    | 106           | 0.58  | 0.73 | -20% | 0.66 | -11% |
| % Change                   |  | 4%              | 16%     | -1%    | -21%   | 4%        | 0%         | 4%           |       |               | 4%    |      |      |      |      |

52 Weeks Comparison



Year to Date Averages Through Week 42

Annual

| Graph Legend  | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|---|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
|    | 2019 | 141                  | 22                  | 0.89              | 0.13                | 0.76               | 0.73                      |
|    | 2020 | 150                  | 16                  | 1.03              | 0.15                | 0.88               | 0.89                      |
|    | 2021 | 162                  | 17                  | 0.96              | 0.10                | 0.87               | 0.85                      |
|    | 2022 | 175                  | 13                  | 0.74              | 0.17                | 0.57               | 0.52                      |
|  | 2023 | 180                  | 14                  | 0.85              | 0.12                | 0.73               | 0.70                      |
|  | 2024 | 189                  | 13                  | 0.85              | 0.10                | 0.75               | 0.75                      |
| % Change:   |      | 5%                   | -5%                 | 1%                | -17%                | 4%                 | 8%                        |

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



## WEEKLY FINANCIAL NEWS

| Financing   |            |           | Market Commentary   |
|-------------|------------|-----------|---|
| CONV        | RATE 6.25% | APR 6.32% | <p>New home sales dropped 4.7% to a 716K-unit pace in August, partially offsetting the strong jump in sales the prior month. Despite the dip, the pace of new home sales remains relatively sturdy, having risen 9.8% over the past 12 months. Plentiful inventory has helped underpin strong sales for new construction. The number of new homes for sale rose to 467K in August, amounting to a 7.8 months' supply (seasonally adjusted) at the current sales pace. In comparison, only a 4.1 months' supply of existing home sales were available during the same period. We expect little change in September for new home sales and forecast a 0.6% increase to a 720K-unit pace. Conditions are turning favorable in the new home market. The start of the Fed's easing cycle and expectations for further rate cuts have brought the 30-year fixed mortgage rate to 6.44% on average last week, a full 135 bps lower than the high of 7.79% reached this time last year. The marginal improvements in affordability from lower mortgage rates appear to be boosting builder sentiment. Builder confidence rose in September for the first time in four months, reflecting a brighter outlook about sales. While affordability headwinds remain, lower financing costs will provide buyers with some relief and are supportive of future growth in the new home sales market. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p> |
| FHA         | 6.13%      | 6.74%     |   |
| 10 Yr Yield | 4.18%      |           |   |
|             |            |           |   |

| Development Name                     | Developer         | City Code | Notes | Type | Projects Participating: 47 |          |            |         |            |           |              |          |               |              |
|--------------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| South Sacramento   South Sacramento  |                   |           |       |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Poppy Meadows Marigold               | Beazer            | LN        |       | DTMU | 35                         | 0        | 2          | 5       | 0          | 0         | 12           | 12       | 0.32          | 0.32         |
| Poppy Meadows Primrose               | Beazer            | LN        |       | DTMU | 157                        | 0        | 14         | 5       | 1          | 0         | 23           | 23       | 0.60          | 0.60         |
| Riverhaven                           | Beazer            | SO        |       | DTST | 66                         | 0        | 1          | 5       | 0          | 0         | 28           | 28       | 0.73          | 0.73         |
| Stonehaven                           | Beazer            | SO        |       | DTMU | 90                         | 0        | 4          | 6       | 1          | 0         | 55           | 25       | 0.83          | 0.60         |
| Parlin Oaks                          | Blue Mountain     | GT        |       | DTST | 71                         | 0        | 4          | N/A     | 0          | 0         | 6            | 6        | 0.46          | 0.46         |
| Park Place                           | Century           | SO        |       | DTST | 48                         | 0        | 3          | 4       | 0          | 1         | 4            | 4        | 0.23          | 0.23         |
| Carnelian at Sheldon Farms           | DR Horton S/O     | LN        |       | DTMU | 122                        | 0        | S/O        | 0       | 0          | 0         | 122          | 46       | 1.10          | 1.10         |
| Persimmon at Sheldon Farms           | DR Horton         | LN        |       | DTMU | 148                        | 0        | 1          | 0       | 0          | 0         | 147          | 48       | 1.32          | 1.14         |
| Tamarind at Sheldon Farms            | DR Horton         | LN        |       | DTMU | 121                        | 1        | 1          | 2       | 1          | 0         | 120          | 39       | 1.09          | 0.93         |
| Cascade at Elliott Springs           | Elliott           | VN        |       | DTMU | 173                        | 0        | 5          | 34      | 0          | 0         | 29           | 29       | 0.93          | 0.93         |
| Laurel at Elliott Springs            | Elliott           | VN        |       | DTMU | 233                        | 0        | 2          | 33      | 1          | 1         | 75           | 38       | 0.94          | 0.90         |
| The Retreats                         | K Hovnanian       | RM        |       | DTMU | 62                         | 4        | 3          | 4       | 2          | 0         | 47           | 23       | 0.38          | 0.55         |
| Edgewater at Delta Shores            | KB Home           | SO        |       | DTMU | 80                         | 0        | 3          | 35      | 1          | 0         | 12           | 12       | 0.49          | 0.49         |
| Fairfax at The Grove                 | KB Home           | LN        |       | DTMU | 125                        | 4        | 4          | 18      | 2          | 0         | 53           | 53       | 1.42          | 1.42         |
| Hayworth at The Grove                | KB Home           | LN        |       | DTMU | 90                         | 0        | 3          | 11      | 2          | 1         | 54           | 54       | 1.45          | 1.45         |
| Highland at The Grove                | KB Home           | LN        |       | DTST | 116                        | 4        | 3          | 18      | 2          | 0         | 21           | 21       | 0.86          | 0.86         |
| Lexington at The Grove               | KB Home           | LN        |       | DTMU | 58                         | 0        | 2          | 20      | 2          | 0         | 41           | 41       | 0.99          | 0.98         |
| Riva at Delta Shores                 | KB Home           | SO        |       | DTMU | 109                        | 0        | 5          | 33      | 0          | 0         | 9            | 9        | 0.44          | 0.44         |
| Rosewood at The Grove                | KB Home           | LN        |       | DTMU | 51                         | 0        | 1          | 0       | 0          | 0         | 42           | 32       | 0.87          | 0.76         |
| Westborne at The Grove               | KB Home           | LN        |       | DTMU | 123                        | 4        | 4          | 16      | 1          | 0         | 72           | 62       | 1.38          | 1.48         |
| Antinori II at Vineyard Parke        | Lennar            | SO        |       | DTMU | 117                        | 0        | 14         | 2       | 0          | 0         | 95           | 64       | 1.28          | 1.52         |
| Bordeaux II at Vineyard Parke        | Lennar            | LN        |       | DTMU | 148                        | 4        | 8          | 28      | 4          | 0         | 90           | 74       | 1.38          | 1.76         |
| Calabria at Vineyard Parke           | Lennar            | SO        |       | DTST | 113                        | 0        | 4          | 4       | 0          | 0         | 40           | 40       | 1.58          | 1.58         |
| Cortese at Vineyard Parke            | Lennar            | SO        |       | DTMU | 303                        | 0        | 13         | 8       | 1          | 0         | 107          | 76       | 1.52          | 1.81         |
| Laguna Ranch II                      | Richmond American | LN        |       | DTMU | 100                        | 0        | 1          | 8       | 0          | 0         | 75           | 24       | 0.60          | 0.57         |
| Seasons at Caterina                  | Richmond American | GT        |       | DTMU | 61                         | 0        | 2          | 0       | 0          | 0         | 57           | 31       | 0.57          | 0.74         |
| Seasons at the Farm                  | Richmond American | GT        |       | DTMU | 87                         | 0        | 3          | 5       | 0          | 0         | 78           | 32       | 0.57          | 0.76         |
| Woodberry at Bradshaw Crossing II    | Richmond American | SO        |       | DTMU | 120                        | 0        | 2          | 7       | 0          | 0         | 110          | 47       | 0.92          | 1.12         |
| Esplanade at Madeira Ranch- Classics | Taylor Morrison   | LN        |       | AASF | 116                        | 0        | 2          | 5       | 2          | 0         | 27           | 21       | 0.55          | 0.50         |
| Esplanade at Madeira Ranch- Estates  | Taylor Morrison   | LN        |       | AASF | 85                         | 0        | 1          | 6       | 0          | 1         | 12           | 10       | 0.24          | 0.24         |
| Esplanade at Madeira Ranch- Premiers | Taylor Morrison   | LN        |       | AASF | 90                         | 0        | 2          | 6       | 0          | 0         | 12           | 11       | 0.24          | 0.26         |
| Madeira Greens                       | Taylor Morrison   | LN        |       | DTMU | 85                         | 0        | 3          | 18      | 0          | 0         | 21           | 21       | 0.80          | 0.80         |
| Madeira Ranch - Homestead            | Taylor Morrison   | LN        |       | DTMU | 121                        | 0        | 4          | 14      | 1          | 0         | 81           | 26       | 0.80          | 0.62         |
| Madeira Ranch - Orchard              | Taylor Morrison   | LN        |       | DTMU | 76                         | 4        | 4          | 20      | 2          | 0         | 72           | 39       | 0.71          | 0.93         |
| Madeira Ranch - Prairie              | Taylor Morrison   | LN        |       | DTMU | 69                         | 0        | 1          | 9       | 2          | 1         | 68           | 16       | 0.67          | 0.38         |
| Wildhawk North- Bluestone            | Taylor Morrison   | SO        |       | DTMU | 166                        | 0        | 4          | 5       | 0          | 0         | 75           | 22       | 0.72          | 0.52         |
| Wildhawk North- Oakbridge            | Taylor Morrison   | SO        |       | DTMU | 253                        | 0        | 1          | 10      | 1          | 1         | 96           | 35       | 0.92          | 0.83         |
| Wildhawk North- Trailhead            | Taylor Morrison   | SO        |       | DTMU | 166                        | 0        | 2          | 4       | 0          | 1         | 78           | 25       | 0.75          | 0.60         |
| Wildhawk South- Anchor               | Taylor Morrison   | SO        |       | DTMU | 263                        | 0        | 4          | 9       | 3          | 1         | 59           | 46       | 0.84          | 1.10         |
| Wildhawk South- Latitude             | Taylor Morrison   | SO        |       | DTMU | 152                        | 0        | 1          | 9       | 1          | 0         | 53           | 13       | 0.76          | 0.31         |
| Bungalows at Arbor Ranch             | The New Home Co   | LN        |       | DTMU | 74                         | 0        | 1          | 25      | 1          | 0         | 3            | 3        | 0.25          | 0.25         |
| Cottages at Arbor Ranch              | The New Home Co   | LN        |       | DTST | 120                        | 0        | 4          | 25      | 0          | 0         | 4            | 4        | 0.33          | 0.33         |
| Long Meadow                          | The New Home Co   | VN        |       | DTMU | 122                        | 0        | 4          | 23      | 0          | 0         | 56           | 36       | 0.93          | 0.86         |
| Residences at Arbor Ranch            | The New Home Co   | LN        |       | DTMU | 68                         | 0        | 1          | 25      | 0          | 0         | 11           | 11       | 0.91          | 0.91         |
| Cedar Creek                          | Tim Lewis         | GT        |       | DTMU | 112                        | 0        | 4          | 5       | 0          | 0         | 105          | 25       | 0.63          | 0.60         |

| Development Name  | Developer | City Code        | Notes | Type                     |                            |          |            |         |            |           |              |          |               |              |
|---|-----------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| South Sacramento   South Sacramento (Continued ...)   |           |                  |       |                          | Projects Participating: 47 |          |            |         |            |           |              |          |               |              |
|   |           |                  |       |                          | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| The Oasis   | Tim Lewis | LN               |       | DTMU                     | 52                         | 0        | 3          | 18      | 0          | 1         | 43           | 34       | 0.84          | 0.81         |
| The Meadows   | Woodside  | LN               |       | DTMU                     | 141                        | 0        | 1          | 25      | 0          | 0         | 12           | 12       | 0.37          | 0.37         |
| TOTALS: No. Reporting: 46   |           | Avg. Sales: 0.54 |       | Traffic to Sales: 17 : 1 |                            |          | 159        | 572     | 34         | 9         | 2512         | 1403     | Net: 25       |              |
| City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta |           |                  |       |                          |                            |          |            |         |            |           |              |          |               |              |

| C/N Sacramento   Central Sacramento             |                   |    |                          | Projects Participating: 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 |
| Magnolia Station at Cresleigh Ranch             | Cresleigh         | RO | DTMU                     | 81                         | 0        | 3          | 26      | 0          | 0         | 57           | 24       | 0.70          | 0.57         |
| Heritage at Gum Ranch                           | Elliott           | FO | DTMU                     | 251                        | 0        | 3          | 9       | 0          | 0         | 195          | 36       | 0.69          | 0.86         |
| Placer at Rio Del Oro                           | Elliott           | RO | DTMU                     | 117                        | 0        | 4          | 6       | 0          | 0         | 41           | 13       | 0.36          | 0.31         |
| Sutter at Rio Del Oro                           | Elliott           | RO | DTMU                     | 136                        | 0        | 1          | 1       | 0          | 0         | 31           | 12       | 0.26          | 0.29         |
| Canyon at The Ranch                             | K Hovnanian       | RO | DTMU                     | 114                        | 0        | 3          | 3       | 0          | 0         | 55           | 41       | 0.72          | 0.98         |
| Montrose at The Ranch                           | K Hovnanian       | RO | DTMU                     | 113                        | 0        | 4          | 3       | 0          | 0         | 74           | 16       | 0.52          | 0.38         |
| Paseo at The Ranch                              | K Hovnanian       | RO | DTMU                     | 130                        | 0        | 3          | 5       | 1          | 0         | 79           | 39       | 0.74          | 0.93         |
| Sagebrush at The Ranch                          | K Hovnanian       | RO | DTMU                     | 116                        | 0        | 2          | 6       | 1          | 0         | 104          | 43       | 0.73          | 1.02         |
| Springs at The Ranch                            | K Hovnanian       | RO | DTMU                     | 173                        | 0        | 2          | 0       | 0          | 0         | 71           | 0        | 0.50          | 0.00         |
| Celedon at Pradera Ranch                        | Lennar            | RO | DTMU                     | 110                        | 4        | 8          | 15      | 2          | 0         | 75           | 72       | 1.66          | 1.71         |
| Jade at Pradera Ranch                           | Lennar            | RO | DTMU                     | 90                         | 0        | 3          | 8       | 1          | 0         | 73           | 75       | 2.07          | 2.07         |
| Midori at Pradera Ranch                         | Lennar            | RO | DTMU                     | 90                         | 0        | 2          | 7       | 1          | 0         | 55           | 55       | 1.33          | 1.31         |
| Olive Grove at Pradera Ranch                    | Lennar            | RO | DTST                     | 78                         | 0        | 1          | 31      | 4          | 0         | 36           | 36       | 1.87          | 1.87         |
| Verdant II at Pradera Ranch                     | Lennar            | RO | DTMU                     | 192                        | 0        | 9          | 8       | 1          | 0         | 82           | 76       | 1.41          | 1.81         |
| Viridian II at Pradera Ranch                    | Lennar            | RO | DTMU                     | 92                         | 0        | 2          | 2       | 0          | 0         | 66           | 60       | 1.19          | 1.43         |
| Ascent at Montelena                             | Pulte             | RO | DTMU                     | 127                        | 0        | 1          | 8       | 0          | 0         | 61           | 33       | 0.57          | 0.79         |
| Solis at Montelena                              | Pulte             | RO | DTMU                     | 55                         | 0        | 4          | 1       | 0          | 0         | 39           | 25       | 0.34          | 0.60         |
| Vista at Montelana                              | Pulte             | RO | DTMU                     | 38                         | 0        | 1          | 1       | 0          | 0         | 37           | 7        | 0.32          | 0.17         |
| Seasons at Montelena                            | Richmond American | RO | DTMU                     | 125                        | 0        | 3          | 11      | 0          | 0         | 100          | 40       | 0.73          | 0.95         |
| Riverblossom at Montelena                       | TRI Pointe        | RO | DTMU                     | 98                         | 0        | 1          | 32      | 1          | 0         | 13           | 13       | 0.65          | 0.65         |
| Starblossom at Montelena                        | TRI Pointe        | RO | DTMU                     | 65                         | 0        | 2          | 32      | 1          | 0         | 8            | 8        | 0.40          | 0.40         |
| Wildblossom at Montelena                        | TRI Pointe        | RO | DTMU                     | 23                         | 0        | 1          | 32      | 0          | 0         | 5            | 5        | 0.25          | 0.25         |
| Acacia II at Cypress                            | Woodside          | RO | DTMU                     | 90                         | 0        | 1          | 0       | 0          | 0         | 25           | 13       | 0.38          | 0.31         |
| Palo Verde at Cypress                           | Woodside          | RO | DTMU                     | 92                         | 0        | 2          | 18      | 1          | 0         | 53           | 33       | 0.80          | 0.79         |
| Sycamore at Cypress                             | Woodside          | RO | DTMU                     | 96                         | 0        | 1          | 12      | 0          | 0         | 20           | 10       | 0.31          | 0.24         |
| Valley Oak at Cypress                           | Woodside          | RO | DTMU                     | 88                         | 0        | 1          | 14      | 1          | 0         | 22           | 15       | 0.34          | 0.36         |
| TOTALS: No. Reporting: 26                       | Avg. Sales: 0.58  |    | Traffic to Sales: 19 : 1 |                            |          |            | 68      | 291        | 15        | 0            | 1477     | 800           | Net: 15      |
| City Codes: RO = Rancho Cordova, FO = Fair Oaks |                   |    |                          |                            |          |            |         |            |           |              |          |               |              |

| Development Name                           | Developer        | City Code | Notes                    | Type |                            |          |            |         |            |           |              |          |               |              |
|--|------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| C/N Sacramento   North Sacramento          |                  |           |                          |      | Projects Participating: 10 |          |            |         |            |           |              |          |               |              |
|  |                  |           |                          |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Cottages at The Preserve                   | KB Home          | AO        |                          | DTST | 70                         | 0        | 2          | 15      | 1          | 0         | 36           | 36       | 1.32          | 1.32         |
| Villas at The Preserve                     | KB Home          | AO        |                          | DTMU | 203                        | 0        | 1          | 12      | 0          | 0         | 49           | 44       | 0.94          | 1.05         |
| Northlake - Bleau                          | Lennar           | SO        |                          | DTMU | 348                        | 0        | 25         | 18      | 2          | 0         | 209          | 67       | 1.07          | 1.60         |
| Northlake - Crestvue II                    | Lennar           | SO        |                          | DTMU | 138                        | 4        | 3          | 17      | 2          | 0         | 13           | 13       | 0.25          | 0.31         |
| Northlake - Drifton                        | Lennar           | SO        |                          | DTMU | 236                        | 0        | 1          | 0       | 0          | 0         | 143          | 16       | 0.76          | 0.38         |
| Northlake - Lakelet                        | Lennar           | SO        |                          | DTMU | 307                        | 0        | 16         | 3       | 0          | 0         | 150          | 35       | 0.76          | 0.83         |
| Northlake - Shor                           | Lennar           | SO        |                          | DTMU | 337                        | 0        | 24         | 3       | 0          | 0         | 155          | 22       | 0.79          | 0.52         |
| Northlake - Watersyde                      | Lennar           | SO        |                          | DTMU | 276                        | 0        | 18         | 7       | 1          | 0         | 130          | 11       | 0.66          | 0.26         |
| Northlake - Wavmor                         | Lennar           | SO        |                          | DTMU | 320                        | 0        | 23         | 5       | 0          | 0         | 148          | 25       | 0.75          | 0.60         |
| Waters Edge                                | Lennar           | SO        |                          | DTST | 139                        | 0        | 2          | 3       | 0          | 0         | 7            | 8        | 0.37          | 0.37         |
| TOTALS: No. Reporting: 10                  | Avg. Sales: 0.60 |           | Traffic to Sales: 14 : 1 |      |                            |          | 115        | 83      | 6          | 0         | 1040         | 277      | Net: 6        |              |
| City Codes: AO = Antelope, SO = Sacramento |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Folsom   Folsom Area            |                 |                  |      | Projects Participating: 14 |          |            |         |            |           |              |          |               |              |         |
|---------------------------------|-----------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|---------|
|                                 |                 |                  |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |         |
| Oakwood at Folsom Ranch         | Beazer          | FM               | DTMU | 53                         | 0        | 3          | 5       | 0          | 0         | 37           | 19       | 0.58          | 0.45         |         |
| Esquire at Folsom Ranch         | KB Home         | FM               | DTMU | 153                        | 0        | 5          | 28      | 0          | 0         | 33           | 33       | 1.13          | 1.13         |         |
| Brass Pointe at Russell Ranch   | Lennar          | FM               | DTMU | 143                        | 0        | 11         | 8       | 1          | 0         | 118          | 48       | 0.91          | 1.14         |         |
| Platinum Peak at Russell Ranch  | Lennar          | FM               | DTMU | 120                        | 0        | 21         | 4       | 0          | 0         | 99           | 42       | 0.78          | 1.00         |         |
| Rockcress II at Folsom Ranch    | Lennar          | FM               | DTMU | 115                        | 0        | 3          | 8       | 1          | 0         | 57           | 51       | 1.29          | 1.21         |         |
| Silver Knoll at Russell Ranch   | Lennar          | FM               | DTMU | 96                         | 0        | 5          | 4       | 0          | 0         | 91           | 48       | 1.21          | 1.14         |         |
| Sterling Hills at Russell Ranch | Lennar          | FM               | DTMU | 112                        | 0        | 15         | 8       | 1          | 0         | 95           | 57       | 1.23          | 1.36         |         |
| Folsom Ranch - Encore           | Taylor Morrison | FM               | DTMU | 106                        | 4        | 3          | 15      | 2          | 0         | 71           | 32       | 0.72          | 0.76         |         |
| Folsom Ranch - Legends          | Taylor Morrison | FM               | DTMU | 110                        | 0        | 2          | 18      | 1          | 0         | 72           | 40       | 0.73          | 0.95         |         |
| Canterly at Folsom Ranch        | TRI Pointe      | FM               | DTMU | 100                        | 0        | 2          | 22      | 1          | 0         | 96           | 37       | 1.10          | 0.88         |         |
| Eastwood at Folsom Ranch        | TRI Pointe      | FM               | DTMU | 72                         | 0        | 3          | 27      | 0          | 0         | 66           | 23       | 0.54          | 0.55         |         |
| Lariat at Folsom Ranch          | TRI Pointe S/O  | FM               | DTMU | 76                         | 0        | S/O        | 22      | 0          | 0         | 76           | 31       | 0.87          | 0.74         |         |
| Lonestar at Folsom Ranch        | TRI Pointe      | FM               | DTMU | 90                         | 0        | 4          | 27      | 1          | 0         | 80           | 31       | 0.65          | 0.74         |         |
| The Trails                      | Woodside        | FM               | DTMU | 40                         | 4        | 3          | 24      | 3          | 0         | 5            | 5        | 2.33          | 2.33         |         |
| TOTALS: No. Reporting: 14       |                 | Avg. Sales: 0.79 |      | Traffic to Sales: 20 : 1   |          |            |         | 80         | 220       | 11           | 0        | 996           | 497          | Net: 11 |
| City Codes: FM = Folsom         |                 |                  |      |                            |          |            |         |            |           |              |          |               |              |         |

| Development Name  | Developer        | City Code | Notes                 | Type |                           |          |            |         |            |           |              |          |               |              |
|---|------------------|-----------|-----------------------|------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| El Dorado   El Dorado County                                    |                  |           |                       |      | Projects Participating: 9 |          |            |         |            |           |              |          |               |              |
|   |                  |           |                       |      | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Oakhaven  | Blue Mountain    | RE        |                       | DTMU | 29                        | 0        | 5          | N/A     | 0          | 0         | 8            | 8        | 0.23          | 0.23         |
| Revere  | Blue Mountain    | RE        |                       | DTMU | 51                        | 0        | 1          | N/A     | 0          | 0         | 50           | 8        | 0.28          | 0.19         |
| Alder at Saratoga Estates                                       | Elliott          | EH        |                       | DTMU | 129                       | 0        | 2          | 2       | 0          | 0         | 127          | 19       | 0.57          | 0.45         |
| Manzanita at Saratoga   | Elliott          | EH        |                       | DTMU | 131                       | 0        | 2          | 11      | 0          | 0         | 91           | 21       | 0.42          | 0.50         |
| Ponderosa at Saratoga   | Elliott          | EH        |                       | DTMU | 56                        | 0        | 2          | 0       | 0          | 0         | 25           | 11       | 0.19          | 0.26         |
| Heritage El Dorado Hills-Mosaic                                 | Lennar           | EH        |                       | AASF | 373                       | 0        | 21         | 2       | 0          | 0         | 352          | 44       | 1.11          | 1.05         |
| Legends II at Heritage Carson Creek                             | Lennar           | EH        |                       | AASF | 123                       | 0        | 10         | 5       | 0          | 0         | 10           | 13       | 0.40          | 0.40         |
| Ridgeview   | The New Home Co  | EH        |                       | DTMU | 44                        | 0        | 2          | 10      | 0          | 0         | 26           | 15       | 0.38          | 0.36         |
| Sutter's Ridge  | Williams         | PV        |                       | DTMU | 39                        | 0        | 9          | 0       | 0          | 0         | 1            | 1        | 0.03          | 0.03         |
| TOTALS: No. Reporting: 7  | Avg. Sales: 0.00 |           | Traffic to Sales: N/A |      |                           |          | 54         | 30      | 0          | 0         | 690          | 140      | Net: 0        |              |
| City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville |                  |           |                       |      |                           |          |            |         |            |           |              |          |               |              |

| Development Name                    | Developer         | City Code | Notes | Type | Projects Participating: 58 |          |            |         |            |           |              |          |               |              |
|-------------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer / Nevada   Placer County     |                   |           |       |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Kindred at Sierra Vista             | Anthem United     | RV        |       | DTMU | 159                        | 0        | 2          | 41      | 1          | 0         | 51           | 49       | 0.98          | 1.17         |
| Whitehawk                           | Anthem United     | GB        |       | DTMU | 55                         | 0        | 6          | 42      | 0          | 1         | 38           | 19       | 0.44          | 0.45         |
| Pinnacle at Solaire                 | Beazer            | RV        |       | DTMU | 120                        | 4        | 4          | 24      | 2          | 0         | 24           | 24       | 0.63          | 0.63         |
| Verrado II at Solaire               | Beazer            | RV        |       | DTMU | 63                         | 0        | 3          | 6       | 0          | 0         | 26           | 16       | 0.40          | 0.38         |
| The Glen in Granite Bay             | Blue Mountain     | GB        |       | DTMU | 33                         | 0        | 6          | N/A     | 0          | 0         | 5            | 4        | 0.07          | 0.10         |
| Millau at Twelve Bridges            | Century           | LL        |       | DTST | 105                        | 4        | 4          | 9       | 1          | 0         | 15           | 15       | 0.53          | 0.53         |
| Rialto at Twelve Bridges            | Century           | LL        |       | DTMU | 79                         | 0        | 3          | 8       | 0          | 0         | 11           | 11       | 0.39          | 0.39         |
| Cresleigh Havenwood                 | Cresleigh         | LL        |       | DTMU | 83                         | 0        | 2          | 0       | 0          | 0         | 58           | 18       | 0.35          | 0.43         |
| Aviara at Amoruso Ranch             | DR Horton         | RV        |       | DTMU | 150                        | 4        | 4          | 10      | 2          | 0         | 19           | 19       | 0.82          | 0.82         |
| Balboa II at Fiddymnt Farms         | DR Horton         | RV        |       | DTST | 172                        | 0        | 2          | 0       | 0          | 0         | 170          | 63       | 1.47          | 1.50         |
| Dragonfly at Winding Creek          | DR Horton TSO     | RV        |       | DTST | 77                         | 0        | TSO        | 7       | 1          | 0         | 54           | 47       | 1.07          | 1.12         |
| Milazzo at Amoruso Ranch            | DR Horton         | RV        |       | DTST | 192                        | 0        | 5          | 10      | 1          | 0         | 21           | 21       | 0.91          | 0.91         |
| Turkey Creek Estates                | Elliott           | LL        |       | DTMU | 228                        | 0        | 3          | 9       | 0          | 0         | 89           | 22       | 0.51          | 0.52         |
| Edgefield Place                     | JMC               | RK        |       | DTMU | 93                         | 0        | 3          | 24      | 0          | 0         | 88           | 44       | 0.65          | 1.05         |
| Excelsior Village at Sierra Vista   | JMC               | RV        |       | DTMU | 80                         | 0        | 2          | 22      | 0          | 0         | 52           | 22       | 0.40          | 0.52         |
| Fairbrook at Fiddymnt Farms         | JMC               | RV        |       | DTMU | 125                        | 0        | 1          | 0       | 0          | 0         | 124          | 30       | 0.68          | 0.71         |
| Inspiration Village at Sierra Vista | JMC               | RV        |       | DTMU | 103                        | 0        | 4          | 34      | 0          | 0         | 57           | 55       | 1.18          | 1.31         |
| Meadowbrook at Fiddymnt Farms       | JMC               | RV        |       | DTMU | 80                         | 0        | 1          | 18      | 0          | 0         | 79           | 8        | 0.43          | 0.19         |
| Northbrook at Fiddymnt Farm         | JMC S/O           | RV        |       | DTST | 92                         | 0        | S/O        | 17      | 1          | 0         | 92           | 55       | 1.19          | 1.31         |
| Sagebrook at Fiddymnt Farms         | JMC               | RV        |       | DTMU | 214                        | 4        | 3          | 41      | 2          | 0         | 121          | 35       | 0.66          | 0.83         |
| Sentinel Village at Sierra Vista    | JMC               | RV        |       | DTST | 256                        | 0        | 4          | 24      | 1          | 0         | 199          | 37       | 0.83          | 0.88         |
| Tribute Pointe                      | JMC               | RK        |       | DTMU | 99                         | 4        | 4          | 24      | 3          | 1         | 41           | 18       | 0.30          | 0.43         |
| Westwind at Whitney Ranch           | JMC               | RK        |       | DTST | 43                         | 0        | 2          | 40      | 1          | 0         | 16           | 16       | 2.04          | 2.04         |
| Wrenwood at Whitney Ranch           | JMC               | RK        |       | DTMU | 158                        | 0        | 1          | 45      | 0          | 0         | 110          | 46       | 0.83          | 1.10         |
| Aurora Heights at Twelve Bridges    | KB Home           | LL        |       | DTMU | 224                        | 0        | 4          | 24      | 0          | 0         | 39           | 33       | 0.76          | 0.79         |
| Copper Ridge                        | KB Home           | LL        |       | DTMU | 281                        | 0        | 4          | 13      | 0          | 0         | 140          | 40       | 0.93          | 0.95         |
| Morgan Knolls                       | KB Home           | RV        |       | DTMU | 58                         | 0        | 1          | 0       | 0          | 0         | 57           | 32       | 0.74          | 0.76         |
| Breckenridge at Sierra West         | Lennar            | RV        |       | DTMU | 264                        | 4        | 28         | 21      | 3          | 0         | 179          | 62       | 1.13          | 1.48         |
| Emilia at Heritage Placer Vineyards | Lennar            | RV        |       | AASF | 404                        | 0        | 27         | 5       | 0          | 0         | 154          | 39       | 0.92          | 0.93         |
| Lazio at Heritage Placer Vineyards  | Lennar            | RV        |       | AASF | 457                        | 0        | 13         | 7       | 1          | 0         | 169          | 53       | 1.00          | 1.26         |
| Meander at Winding Creek            | Lennar            | RV        |       | DTMU | 74                         | 0        | 5          | 3       | 1          | 1         | 50           | 53       | 1.18          | 1.26         |
| Molise at Heritage Placer Vineyards | Lennar            | RV        |       | AASF | 256                        | 0        | 17         | 5       | 0          | 0         | 149          | 36       | 0.90          | 0.86         |
| Windham at Sierra West              | Lennar            | RV        |       | DTMU | 190                        | 0        | 15         | 2       | 0          | 0         | 173          | 52       | 1.16          | 1.24         |
| Traverse at Winding Creek           | Meritage          | RV        |       | DTMU | 82                         | 0        | 2          | 9       | 1          | 0         | 66           | 54       | 1.17          | 1.29         |
| Premier Soleil                      | Premier Homes     | GB        |       | DTMU | 52                         | 0        | 1          | 17      | 0          | 0         | 39           | 6        | 0.33          | 0.14         |
| Camellia at Solaire                 | Pulte             | RV        |       | DTMU | 67                         | 0        | 3          | 1       | 0          | 0         | 42           | 42       | 1.04          | 1.04         |
| Jasmine at Solaire                  | Pulte             | RV        |       | DTMU | 107                        | 4        | 3          | 2       | 2          | 0         | 42           | 42       | 1.13          | 1.13         |
| Seasons at Mason Trails             | Richmond American | RV        |       | DTMU | 92                         | 0        | 3          | 3       | 0          | 0         | 74           | 33       | 0.62          | 0.79         |
| Seasons at Sierra Vista             | Richmond American | RV        |       | DTMU | 143                        | 0        | 2          | 13      | 0          | 0         | 67           | 36       | 0.49          | 0.86         |
| Esplanade at Turkey Creek- Classics | Taylor Morrison   | LL        |       | AASF | 243                        | 4        | 4          | 3       | 2          | 1         | 133          | 31       | 0.73          | 0.74         |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison   | LL        |       | AASF | 180                        | 0        | 5          | 2       | 1          | 0         | 76           | 31       | 0.53          | 0.74         |
| Esplanade at Turkey Creek- Estates  | Taylor Morrison   | LL        |       | AASF | 180                        | 0        | 1          | 3       | 3          | 0         | 114          | 20       | 0.63          | 0.48         |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison   | LL        |       | AASF | 260                        | 0        | 4          | 3       | 1          | 1         | 128          | 27       | 0.71          | 0.64         |
| Parks - Valley Oak at Campus Oaks   | The New Home Co   | RV        |       | DTMU | 59                         | 0        | 1          | 20      | 0          | 0         | 31           | 23       | 0.50          | 0.55         |
| Trails - Valley Oak at Campus Oaks  | The New Home Co   | RV        |       | DTMU | 62                         | 0        | 1          | 20      | 2          | 0         | 48           | 36       | 0.76          | 0.86         |

| Development Name   | Developer        | City Code | Notes                    | Type |                            |          |            |         |            |           |              |          |               |              |
|--|------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Placer / Nevada   Placer County (Continued ...)                          |                  |           |                          |      | Projects Participating: 58 |          |            |         |            |           |              |          |               |              |
|  |                  |           |                          |      | 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 |
| Magnolia at Granite Bay  | Tim Lewis        | GB        |                          | DTMU | 89                         | 0        | 3          | 32      | 0          | 0         | 43           | 22       | 0.47          | 0.52         |
| Morgan Place   | Tim Lewis        | RV        |                          | DTMU | 79                         | 0        | 1          | 3       | 0          | 0         | 14           | 14       | 0.35          | 0.35         |
| The Lake at Crowne Point II  | Tim Lewis        | RK        |                          | DTMU | 17                         | 0        | 4          | 4       | 0          | 0         | 11           | 8        | 0.17          | 0.19         |
| The Woods at Crowne Point  | Tim Lewis        | RK        |                          | DTMU | 55                         | 0        | 3          | 19      | 0          | 0         | 8            | 8        | 0.20          | 0.20         |
| Jubilee at Independence  | TRI Pointe       | LL        |                          | DTMU | 90                         | 4        | 4          | 11      | 1          | 0         | 18           | 18       | 0.68          | 0.68         |
| Monument at Independence   | TRI Pointe       | LL        |                          | DTMU | 159                        | 4        | 4          | 11      | 1          | 0         | 15           | 15       | 0.57          | 0.57         |
| Mountaingate at Bickford Ranch   | TRI Pointe       | LL        |                          | DTMU | 65                         | 0        | 3          | 15      | 0          | 0         | 1            | 1        | 0.19          | 0.19         |
| Vibrance at Solaire  | TRI Pointe       | RV        |                          | DTMU | 88                         | 0        | 3          | 11      | 0          | 0         | 35           | 35       | 0.92          | 0.92         |
| Cabernet at Brady Vineyards  | Woodside         | RV        |                          | DTMU | 38                         | 0        | 2          | 0       | 0          | 0         | 33           | 9        | 0.29          | 0.21         |
| Moscato at Brady Vineyards   | Woodside         | RV        |                          | DTMU | 80                         | 0        | 2          | 17      | 0          | 1         | 62           | 33       | 0.54          | 0.79         |
| Summerfield at Sierra Vista  | Woodside         | RV        |                          | DTMU | 135                        | 0        | 3          | 18      | 0          | 0         | 5            | 5        | 0.55          | 0.55         |
| The Park at Granite Bay  | Woodside         | GB        |                          | DTMU | 55                         | 0        | 7          | 20      | 1          | 0         | 8            | 8        | 0.29          | 0.29         |
| Wildflower at Winding Creek  | Woodside         | RV        |                          | DTMU | 97                         | 0        | 3          | 15      | 1          | 1         | 38           | 38       | 1.14          | 1.14         |
| TOTALS: No. Reporting: 57  | Avg. Sales: 0.53 |           | Traffic to Sales: 22 : 1 |      |                            |          | 255        | 807     | 37         | 7         | 3821         | 1689     | Net: 30       |              |
| City Codes: RV = Roseville, GB = Granite Bay, LL = Lincoln, RK = Rocklin |                  |           |                          |      |                            |          |            |         |            |           |              |          |               |              |

| Placer / Nevada   Nevada 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 |      |
| Timberwood Estates II           |  | Hilbers          |  | GV | DTST                      | 6        | 0          | 6       | 4          | 0         | 0            | 0        | 0             | 0.00         | 0.00 |
| TOTALS: No. Reporting: 1        |  | Avg. Sales: 0.00 |  |    | Traffic to Sales: N/A     |          |            | 6       | 4          | 0         | 0            | 0        | 0             | Net: 0       |      |
| City Codes: GV = Grass Valley   |  |                  |  |    |                           |          |            |         |            |           |              |          |               |              |      |

| Yolo   Yolo County  |                  |    |                         |     | Projects Participating: 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 |
| Parkside at The Rivers  | Century S/O      | WS | DTMU                    | 82  | 0                         | S/O      | 0          | 0       | 0          | 82        | 39           | 0.79     | 0.93          |              |
| Trailside at the Rivers   | Century          | WS | DTMU                    | 120 | 4                         | 3        | 9          | 1       | 0          | 62        | 48           | 0.67     | 1.14          |              |
| Bungalows at Bretton Woods  | DeNova           | DV | AASF                    | 39  | 0                         | 3        | 13         | 0       | 0          | 3         | 3            | 0.37     | 0.37          |              |
| Greenway at Bretton Woods   | DeNova           | DV | DTST                    | 150 | 0                         | 7        | 18         | 1       | 0          | 3         | 3            | 0.95     | 0.95          |              |
| Cannon Pointe at Pioneer Village  | Lennar           | WL | DTMU                    | 107 | 0                         | 8        | 7          | 1       | 0          | 99        | 47           | 1.10     | 1.12          |              |
| Casera Meadows at Pioneer Village   | Lennar           | WL | DTMU                    | 124 | 0                         | 7        | 8          | 1       | 0          | 88        | 59           | 0.96     | 1.40          |              |
| The Hideaway  | Meritage         | WN | DTMU                    | 148 | 0                         | 2        | 1          | 1       | 0          | 137       | 65           | 1.11     | 1.55          |              |
| Walnut Lane   | Meritage         | WN | DTMU                    | 53  | 0                         | 1        | 8          | 2       | 0          | 45        | 45           | 1.40     | 1.40          |              |
| Revival   | Tim Lewis        | WL | DTST                    | 72  | 0                         | 2        | 4          | 1       | 0          | 56        | 34           | 0.43     | 0.81          |              |
| TOTALS: No. Reporting: 9  | Avg. Sales: 0.89 |    | Traffic to Sales: 9 : 1 |     |                           |          | 33         | 68      | 8          | 0         | 575          | 343      | Net: 8        |              |
| City Codes: WS = West Sacramento, DV = Davis, WL = Woodland, WN = Winters |                  |    |                         |     |                           |          |            |         |            |           |              |          |               |              |

| Amador County   Amador County |  |                  |     |                       | Projects Participating: 1 |          |            |         |            |           |              |          |               |              |
|-------------------------------|--|------------------|-----|-----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                               |  |                  |     |                       | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week | Av. Sls /YTD |
| Zinfandel Ridge II            |  | Tim Lewis        | PLY | DTMU                  | 40                        | 0        | 4          | 5       | 0          | 0         | 31           | 10       | 0.19          | 0.24         |
| TOTALS: No. Reporting: 1      |  | Avg. Sales: 0.00 |     | Traffic to Sales: N/A |                           |          | 4          | 5       | 0          | 0         | 31           | 10       | Net: 0        |              |
| City Codes: PLY = Plymouth    |  |                  |     |                       |                           |          |            |         |            |           |              |          |               |              |

| Development Name                 | Developer | City Code        | Notes | Type                    |                           |          |            |         |            |           |              |          |               |              |
|----------------------------------|-----------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Northern Counties   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        | 4          | 0       | 0          | 0         | 52           | 16       | 0.48          | 0.38         |
| Sparrow                          | DR Horton | CO               |       | DTMU                    | 86                        | 0        | 2          | 7       | 2          | 0         | 70           | 36       | 0.57          | 0.86         |
| TOTALS: No. Reporting: 2         |           | Avg. Sales: 1.00 |       | Traffic to Sales: 4 : 1 |                           |          |            | 6       | 7          | 2         | 0            | 122      | 52            | Net: 2       |
| City Codes: CO = Chico           |           |                  |       |                         |                           |          |            |         |            |           |              |          |               |              |

| Northern Counties   Yuba County               |                   |     |                          | Projects Participating: 11 |          |            |         |            |           |              |          |               |              |  |
|---|-------------------|-----|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|--|
|   |                   |     |                          | 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 |  |
| Cresleigh Bluffs at Plumas Ranch              | Cresleigh         | PLK | DTMU                     | 78                         | 0        | 4          | 3       | 0          | 0         | 30           | 27       | 0.57          | 0.64         |  |
| Cresleigh Grove at Plumas Ranch               | Cresleigh         | PLK | DTMU                     | 72                         | 0        | 2          | 12      | 1          | 0         | 45           | 24       | 0.55          | 0.57         |  |
| Cresleigh Meadows at Plumas Ranch             | Cresleigh         | PLK | DTMU                     | 147                        | 0        | 5          | 0       | 0          | 0         | 110          | 8        | 0.45          | 0.19         |  |
| Aspire at Caliterra Ranch                     | K Hovnanian       | WH  | DTMU                     | 145                        | 0        | 3          | 6       | 1          | 0         | 102          | 49       | 0.77          | 1.17         |  |
| Butte Vista at Cobblestone                    | KB Home TSO       | PLK | DTMU                     | 147                        | 0        | TSO        | 17      | 4          | 0         | 146          | 65       | 1.08          | 1.55         |  |
| Cascade Valley at Cobblestone                 | KB Home           | PLK | DTMU                     | 145                        | 0        | 2          | 30      | 4          | 1         | 136          | 71       | 1.33          | 1.69         |  |
| Pembroke at Rio Del Oro                       | Lennar TSO        | PLK | DTMU                     | 49                         | 0        | TSO        | 9       | 1          | 0         | 16           | 15       | 0.93          | 0.93         |  |
| Rock Creek at Rio Del Oro                     | Lennar            | PLK | DTST                     | 111                        | 0        | 4          | 6       | 0          | 0         | 11           | 11       | 0.64          | 0.64         |  |
| Wildbrook at Rio Del Oro                      | Lennar            | PLK | DTMU                     | 48                         | 0        | 3          | 4       | 0          | 0         | 20           | 20       | 0.76          | 0.76         |  |
| Seasons at Riverton North                     | Richmond American | PLK | DTMU                     | 83                         | 0        | 4          | 12      | 0          | 0         | 4            | 4        | 0.00          | 0.00         |  |
| Seasons at Riverton South                     | Richmond American | PLK | DTMU                     | 79                         | 0        | 5          | 18      | 1          | 0         | 3            | 3        | 0.95          | 0.95         |  |
| TOTALS: No. Reporting: 11                     | Avg. Sales: 1.00  |     | Traffic to Sales: 10 : 1 |                            |          |            | 32      | 117        | 12        | 1            | 623      | 297           | Net: 11      |  |
| City Codes: PLK = Plumas Lake, WH = Wheatland |                   |     |                          |                            |          |            |         |            |           |              |          |               |              |  |

| Northern Counties   Sutter County |           |                  |      |                          | Projects Participating: 1 |          |            |         |            |           |              |          |               |
|-----------------------------------|-----------|------------------|------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|
|                                   |           |                  |      |                          | Units                     | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sls /Week |
| Harter Estates                    | DR Horton | YC               | ATST | 150                      | 0                         | 2        | 12         | 1       | 0          | 33        | 33           | 0.96     | 0.96          |
| TOTALS: No. Reporting: 1          |           | Avg. Sales: 1.00 |      | Traffic to Sales: 12 : 1 |                           |          | 2          | 12      | 1          | 0         | 33           | 33       | Net: 1        |
| City Codes: YC = Yuba City        |           |                  |      |                          |                           |          |            |         |            |           |              |          |               |

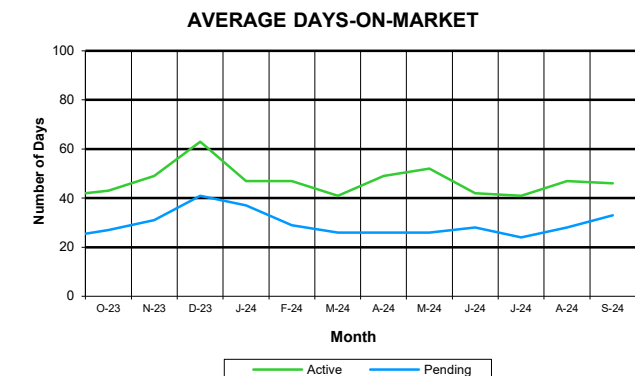
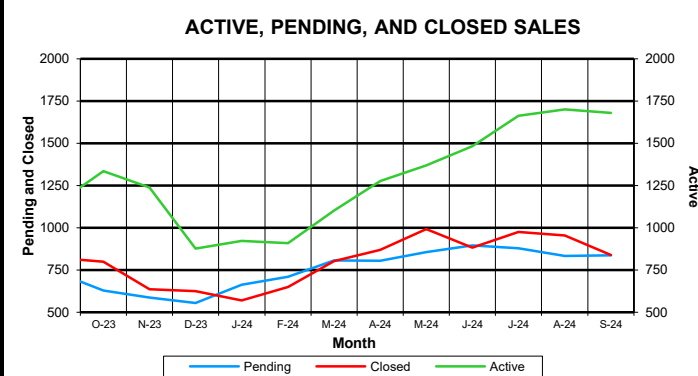
| Northern Counties   Shasta County |               |                  |      |                         | Projects Participating: 4 |          |            |         |            |           |              |          |               |              |
|-----------------------------------|---------------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
|                                   |               |                  |      |                         | 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                         | 5        | 3          | 0       | 1          | 62        | 35           | 0.64     | 0.83          |              |
| Magnolia at Shastina Ranch        | DR Horton     | RD               | DTMU | 66                      | 0                         | 2        | 4          | 2       | 1          | 58        | 33           | 0.60     | 0.79          |              |
| Monroe                            | DR Horton     | RD               | DTST | 20                      | 0                         | 1        | 1          | 1       | 0          | 19        | 14           | 0.28     | 0.33          |              |
| Rio                               | DR Horton S/O | RD               | DTST | 50                      | 0                         | S/O      | 0          | 0       | 0          | 50        | 9            | 0.40     | 0.21          |              |
| TOTALS: No. Reporting: 4          |               | Avg. Sales: 0.25 |      | Traffic to Sales: 3 : 1 |                           |          |            | 8       | 8          | 3         | 2            | 189      | 91            | Net: 1       |
| City Codes: RD = Redding          |               |                  |      |                         |                           |          |            |         |            |           |              |          |               |              |



| Development Name   | Developer | City Code        | Notes | Type                     |                             |         |            |           |              |          |           |          |
|--|-----------|------------------|-------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|----------|
| Sacramento   |           |                  |       |                          | Projects Participating: 193 |         |            |           |              |          |           |          |
|  |           |                  |       |                          | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |          |
| GRAND TOTALS: No. Reporting: 189   |           | Avg. Sales: 0.58 |       | Traffic to Sales: 17 : 1 |                             | 822     | 2224       | 129       | 19           | 12109    | 5632      | Net: 110 |
| 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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached |           |                  |       |                          |                             |         |            |           |              |          |           |          |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out   |           |                  |       |                          |                             |         |            |           |              |          |           |          |

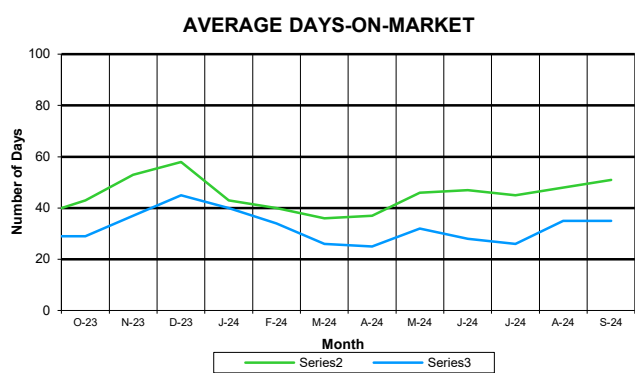
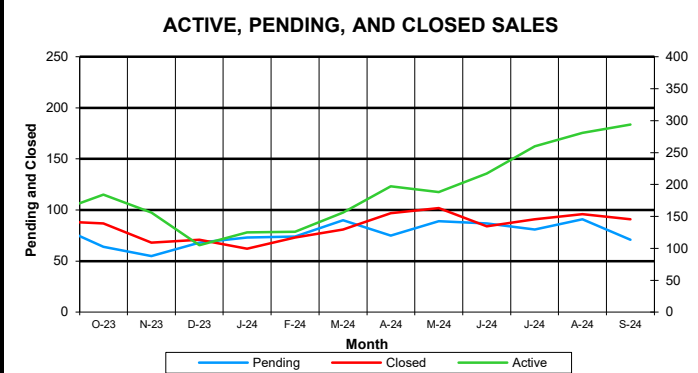
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 909    | 47  | 710   | 29  | 651   | 591,286    |
| Mar-24 | 1,103  | 41  | 807   | 26  | 803   | 594,570    |
| Apr-24 | 1,277  | 49  | 805   | 26  | 870   | 598,274    |
| May-24 | 1,370  | 52  | 856   | 26  | 992   | 621,556    |
| Jun-24 | 1,483  | 42  | 897   | 28  | 882   | 617,669    |
| Jul-24 | 1,662  | 41  | 879   | 24  | 975   | 627,548    |
| Aug-24 | 1,701  | 47  | 834   | 28  | 955   | 613,874    |
| Sep-24 | 1,679  | 46  | 837   | 33  | 839   | 606,698    |



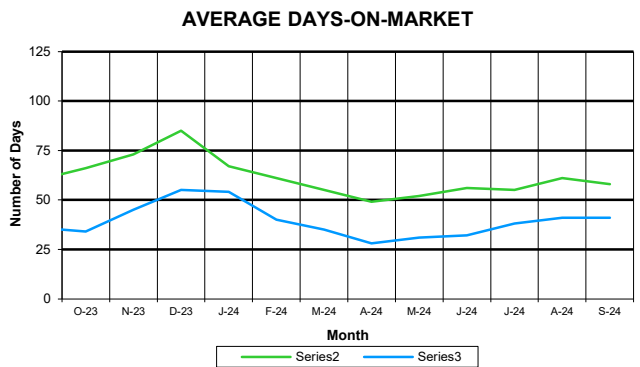
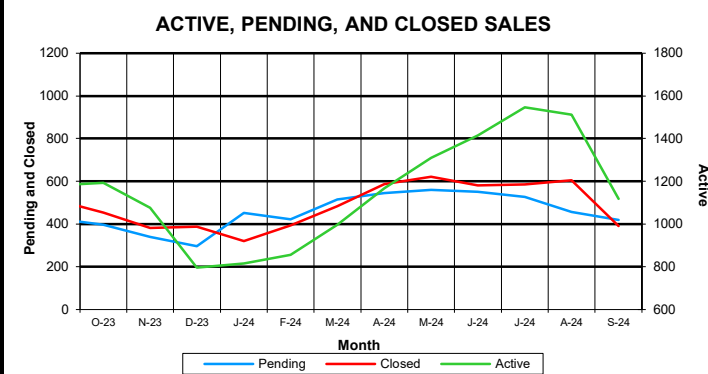
## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 126    | 40  | 74    | 34  | 73    | 346,597    |
| Mar-24 | 156    | 36  | 90    | 26  | 81    | 345,000    |
| Apr-24 | 197    | 37  | 75    | 25  | 97    | 353,058    |
| May-24 | 188    | 46  | 89    | 32  | 102   | 375,102    |
| Jun-24 | 217    | 47  | 87    | 28  | 84    | 332,500    |
| Jul-24 | 260    | 45  | 81    | 26  | 91    | 357,589    |
| Aug-24 | 281    | 48  | 91    | 35  | 96    | 350,127    |
| Sep-24 | 294    | 51  | 71    | 35  | 91    | 346,008    |



## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 856    | 61  | 422   | 40  | 393   | 722,229    |
| Mar-24 | 997    | 55  | 515   | 35  | 483   | 768,410    |
| Apr-24 | 1,167  | 49  | 545   | 28  | 587   | 790,086    |
| May-24 | 1,310  | 52  | 560   | 31  | 621   | 775,534    |
| Jun-24 | 1,414  | 56  | 551   | 32  | 581   | 808,356    |
| Jul-24 | 1,546  | 55  | 527   | 38  | 585   | 789,655    |
| Aug-24 | 1,512  | 61  | 456   | 41  | 605   | 748,977    |
| Sep-24 | 1,118  | 58  | 419   | 41  | 391   | 734,729    |



## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-24 | 136    | 52  | 69    | 38  | 77    | 712,479    |
| Mar-24 | 149    | 47  | 95    | 26  | 85    | 718,552    |
| Apr-24 | 177    | 37  | 103   | 23  | 107   | 703,494    |
| May-24 | 202    | 45  | 99    | 30  | 131   | 776,772    |
| Jun-24 | 196    | 50  | 101   | 33  | 108   | 714,737    |
| Jul-24 | 214    | 51  | 90    | 28  | 107   | 702,342    |
| Aug-24 | 205    | 59  | 86    | 39  | 113   | 723,220    |
| Sep-24 | 207    | 53  | 87    | 33  | 101   | 681,617    |

