

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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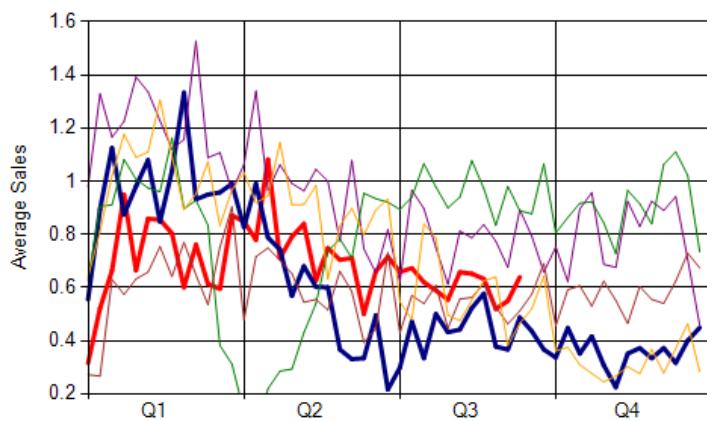


## Bay Area Week 37

Ending: Sunday, September 17, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Year to Date Diff.	Prev. 13 Wks. Diff.	
Alameda		21	313	21	1	20	0.95	0.82	16%	0.78	22%	
Contra Costa		24	349	20	3	17	0.71	0.80	-12%	0.69	2%	
Sonoma, Napa		14	88	6	2	4	0.29	0.56	-49%	0.55	-48%	
San Francisco, Marin		3	17	4	1	3	1.00	0.24	316%	0.28	264%	
San Mateo		1	12	0	0	0	0.00	0.55	-100%	0.42	-100%	
Santa Clara		16	185	11	1	10	0.63	0.65	-4%	0.56	11%	
Monterey, Santa Cruz, San Benito		8	86	4	0	4	0.50	0.58	-14%	0.54	-7%	
Solano		21	188	11	0	11	0.52	0.68	-23%	0.52	0%	
<b>Current Week Totals</b>	Traffic : Sales	16 : 1	<b>108</b>	<b>1238</b>	<b>77</b>	<b>8</b>	<b>69</b>	<b>0.64</b>	<b>0.69</b>	<b>-8%</b>	<b>0.61</b>	<b>4%</b>
Per Project Average				11	0.71	0.07	0.64					
<b>Year Ago - 09/18/2022</b>	Traffic : Sales	16 : 1	<b>113</b>	<b>1137</b>	<b>71</b>	<b>16</b>	<b>55</b>	<b>0.49</b>	<b>0.67</b>	<b>-27%</b>	<b>0.41</b>	<b>18%</b>
% Change				-4%	9%	8%	-50%	25%	31%	3%	48%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 37

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	125	28	0.94	0.09	0.84	0.70
■	2019	159	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.88	0.11	0.77	0.80
■	2021	117	15	1.06	0.07	1.00	0.93
■	2022	104	11	0.79	0.12	0.67	0.58
■	2023	112	12	0.77	0.08	0.69	0.69
% Change:		7%	7%	-3%	-37%	3%	20%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>6.99%</b>	APR <b>7.25%</b>	
FHA	<b>6.88%</b>	<b>6.99%</b>	The housing market remains under pressure amid elevated mortgage rates and still-high prices. Yet, new construction has seen somewhat of a bounce recently. Total housing starts rose 3.9% to a 1.45 million-unit pace in July. Single-family construction continues to be propelled by a sturdy stream of buyers who have become disenchanted with the resale market where inventory is low and prices are high. By contrast, a more challenging lending environment and robust pipeline of incoming apartment supply looks to be discouraging multifamily developers from moving forward with new projects. The divergence between solid single-family construction and lagging multifamily thus continues. For August, we anticipate a modest pullback in housing starts to a 1.42 million-unit pace. The recent move back above 7% in mortgage rates looks to have taken some of the wind out of the sails of the single-family sector. The NAHB builder sentiment index fell for the first time in seven months in August. Ultimately, we expect higher costs to again sap demand for homes. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	<b>4.34%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	3	27	1	0	6	6	0.33	0.33
Waterside at Alameda Marina	Landsea	AL	Rsv's	ATMU	84	0	4	27	0	0	5	5	0.27	0.27
Aspect at Innovation	Lennar	FR		ATMU	167	0	5	7	0	0	99	42	1.00	1.14
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	3	19	2	0	35	35	1.02	1.02
Chroma at Innovation	Lennar	FR		ATMU	146	0	6	7	1	0	96	39	1.37	1.05
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	7	0	0	100	46	1.05	1.24
Matrix at Innovation	Lennar	FR		ATMU	104	0	4	7	0	0	61	26	0.60	0.70
Terraces at Bridgeway	Lennar	NK		ATMU	96	0	1	19	0	0	95	20	0.87	0.54
Vista at Bridgeway	Lennar	NK		DTMU	72	3	5	19	2	0	23	23	0.87	0.87
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMU	37	2	TSO	14	2	0	13	13	0.64	0.64
Compass at Bay37	Pulte	AL		ATMU	93	0	5	10	1	0	74	18	0.53	0.49
Lookout at Bay37	Pulte	AL		ATMU	138	0	3	10	0	0	73	35	0.52	0.95
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	5	11	0	0	118	27	0.51	0.73
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	6	0	0	1	90	19	0.52	0.51
<b>TOTALS: No. Reporting: 14</b>			<b>Avg. Sales: 0.57</b>		<b>Traffic to Sales: 20 : 1</b>				<b>55</b>	<b>184</b>	<b>9</b>	<b>1</b>	<b>888</b>	<b>354</b>
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbey at Boulevard	Brookfield TSO	DB		ATMU	60	0	TSO	18	1	0	50	50	1.90	1.90
Ivy at Boulevard	Brookfield	DB		DTMU	62	0	7	39	3	0	17	17	1.68	1.68
Melrose at Boulevard	Brookfield	DB		DTMU	75	0	3	6	0	0	69	33	0.94	0.89
Avalon at Boulevard	Lennar	DB		ATMU	90	1	3	9	2	0	7	7	1.11	1.11
Lombard at Boulevard	Lennar	DB		DTMU	100	0	5	30	3	0	55	35	0.78	0.95
Venice at Boulevard	Lennar	DB		ATMU	91	0	6	27	3	0	74	43	1.05	1.16
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	0	0	0	5	5	0.14	0.14
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 1.71</b>		<b>Traffic to Sales: 11 : 1</b>				<b>25</b>	<b>129</b>	<b>12</b>	<b>0</b>	<b>277</b>	<b>190</b>
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMU	34	0	4	6	0	1	28	20	0.32	0.54
Woodbury Highlands	Davidon	LF		ATMU	99	6	14	11	3	0	50	21	0.32	0.57
Penny Lane	Trumark	CN		ATMU	70	0	4	5	0	0	16	16	0.55	0.55
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 7 : 1</b>				<b>22</b>	<b>22</b>	<b>3</b>	<b>1</b>	<b>94</b>	<b>57</b>
City Codes: PH = Pleasant Hill, LF = Lafayette, CN = Concord														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2									
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Magee Preserve	Davidon	DN		DTMU	69	0	6	109	1	0	19	19	0.55	0.55
Hillcrest at The Preserve	Lennar	SR		ATMU	104	0	3	1	0	0	1	1	0.78	0.78
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 110 : 1</b>				<b>9</b>	<b>110</b>	<b>1</b>	<b>0</b>	<b>20</b>	<b>20</b>
City Codes: DN = Danville, SR = San Ramon														

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	Avg. Sls /Week	Avg. Sls /YTD
Bay View at Richmond	Meritage	RM		DTMU	94	0	4	15	0	0	4	4	0.13	0.13
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>4</b>	<b>15</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>4</b>
City Codes: RM = Richmond														

Antioch/Pittsburg					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Crest at Park Ridge	Davidon	AN		DTMU	300	0	10	14	1	0	272	27	0.87	0.73
Hills at Park Ridge	Davidon	AN		DTMU	225	0	12	15	1	0	120	27	0.79	0.73
Luca at Aviano	DeNova	AN		DTMU	194	0	4	17	1	0	154	49	1.40	1.32
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	0	4	1	0	0	11	11	0.72	0.72
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	0	4	2	0	0	10	10	0.65	0.65
Luna at Aviano	Lennar	AN		DTMU	102	0	3	5	2	1	93	45	0.99	1.22
Oriana at Aviano	Lennar	AN		DTMU	115	0	3	5	2	0	104	44	1.10	1.19
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	6	7	1	1	120	34	0.80	0.92
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	0	3	4	0	0	76	32	0.67	0.86
Rise at Cielo	TRI Pointe	AN		DTMU	159	0	5	10	0	0	81	52	1.09	1.41
Shine at Cielo	TRI Pointe	AN		DTMU	137	0	4	10	0	0	79	50	1.06	1.35
<b>TOTALS: No. Reporting: 11</b>		<b>Avg. Sales: 0.55</b>			<b>Traffic to Sales: 11 : 1</b>				<b>58</b>	<b>90</b>	<b>8</b>	<b>2</b>	<b>1120</b>	<b>381</b>
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMU	104	2	2	23	1	0	98	11	0.46	0.30
Chandler	Brookfield	BT		DTMU	160	9	12	11	2	0	118	50	1.09	1.35
Cypress Crossings	KB Home	OY		DTMU	98	4	7	29	3	0	49	38	0.81	1.03
Woodbury at Emerson Ranch	Lennar	OY		DTMU	104	0	4	8	0	0	91	34	1.11	0.92
Beacon at Delta Coves	Pulte	BI		DTST	30	0	3	28	1	0	3	3	0.11	0.11
Parkside	Richmond American	BT		DTMU	34	0	4	6	0	0	13	13	0.71	0.71
Orchard Trails	Shea	BT		DTMU	78	0	1	7	1	0	52	16	0.53	0.43
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 1.14</b>			<b>Traffic to Sales: 14 : 1</b>				<b>33</b>	<b>112</b>	<b>8</b>	<b>0</b>	<b>424</b>	<b>165</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14										
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Makenna	DeNova	PET		DTMJ	36	0	2	9	0	0	32	25	0.64	0.68	
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	4	5	0	0	50	46	1.16	1.24	
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	4	6	5	3	1	36	36	1.42	1.42	
Willow at University District	DR Horton	RP		DTMJ	128	4	2	14	2	0	89	48	1.11	1.30	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	3	5	1	1	61	22	0.56	0.59	
Aspect	Lafferty	PET		DTMJ	18	1	3	7	0	0	15	0	0.07	0.00	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	3	1	0	0	23	14	0.35	0.38	
Seasons at University District	Richmond American	RP		DTMJ	52	0	5	5	0	0	36	16	0.45	0.43	
Meadow Creek II	Ryder	SR		DTMJ	30	0	4	11	0	0	11	11	0.52	0.52	
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	2	0	0	99	14	0.66	0.38	
City 44	W Marketing	SR		ATMJ	44	0	17	15	0	0	27	4	0.25	0.11	
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	1	0	0	22	12	0.37	0.32	
Paseo Vista	W Marketing	TSO		DTST	128	0	TSO	2	0	0	69	6	0.22	0.16	
Portello	W Marketing	WD		DTMJ	68	0	1	6	0	0	28	19	0.48	0.51	
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 0.29</b>			<b>Traffic to Sales: 15 : 1</b>				<b>54</b>	<b>88</b>	<b>6</b>	<b>2</b>	<b>598</b>	<b>273</b>	<b>Net: 4</b>
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor															

Marin County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Verandah	Landsea	NV		ATMJ	80	0	9	5	3	0	52	20	0.48	0.54	
The Strand	Trumark	SN		DTMJ	32	0	7	6	1	0	15	4	0.16	0.11	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 3 : 1</b>				<b>16</b>	<b>11</b>	<b>4</b>	<b>0</b>	<b>67</b>	<b>24</b>	<b>Net: 4</b>
City Codes: NV = Novato, SN = San Rafael															

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	8	6	0	1	25	10	0.19	0.27	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: -1.00</b>			<b>Traffic to Sales: N/A</b>				<b>8</b>	<b>6</b>	<b>0</b>	<b>1</b>	<b>25</b>	<b>10</b>	<b>Net: -1</b>
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Laguna Vista	SummerHill	FC		ATMJ	70	0	7	12	0	0	38	13	0.49	0.35	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>7</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>38</b>	<b>13</b>	<b>Net: 0</b>
City Codes: FC = Foster City															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Andalusia	Dividend	MH		ATMU	46	0	5	9	1	0	41	22	0.58	0.59	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	2	15	1	0	122	51	1.27	1.38	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	1	3	1	0	159	9	0.99	0.24	
Lavender	Landsea	SV	Rsv's	ATMU	128	0	4	22	0	0	80	33	0.80	0.89	
Anza at Agrihood	Pulte	SC		ATMU	36	0	4	5	0	0	29	29	0.85	0.85	
Avenue at Central	Pulte	SJ		ATMU	158	0	6	21	0	0	0	0	0.00	0.00	
Gateway at Central	Pulte	SJ		ATMU	72	4	3	21	1	0	25	8	0.36	0.22	
Plaza at Central	Pulte	SJ		ATMU	90	0	4	21	2	0	56	27	1.01	0.73	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	3	0	0	52	5	0.47	0.14	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	6	0	0	62	18	0.51	0.49	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	6	7	0	0	56	19	0.46	0.51	
Verano	SummerHill	MV		ATMU	115	4	8	14	1	0	58	46	1.13	1.24	
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	8	7	1	0	6	6	0.42	0.42	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	5	3	1	1	9	9	0.68	0.68	
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	6	7	4	1	0	21	18	0.35	0.49	
Jasper	Trumark	MH		ATMU	101	0	3	24	1	0	41	20	0.50	0.54	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 17 : 1</b>				<b>82</b>	<b>185</b>	<b>11</b>	<b>1</b>	<b>817</b>	<b>320</b>	<b>Net: 10</b>

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMU	90	0	4	16	0	0	31	27	0.58	0.73	
Highbrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	5	29	1	0	10	10	0.61	0.61	
Serenity V	Legacy	HO	Rsv's	DTMU	31	0	5	8	0	0	12	12	0.29	0.32	
Elderberry	Lennar	HO		DTMU	66	0	4	10	2	0	26	24	0.59	0.65	
Laurel	Lennar	HO		DTMU	67	0	6	10	0	0	20	18	0.45	0.49	
Beach House II at the Dunes	Shea	MA		DTMU	92	0	2	5	0	0	87	14	0.78	0.38	
Enclave, The	Shea	SS		DTMU	61	0	3	5	0	0	50	10	0.42	0.27	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	1	3	1	0	76	27	0.68	0.73	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 22 : 1</b>				<b>30</b>	<b>86</b>	<b>4</b>	<b>0</b>	<b>312</b>	<b>142</b>	<b>Net: 4</b>

City Codes: HO = Hollister, MA = Marina, SS = Seaside

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	5	8	1	0	25	17	0.34	0.46
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	7	11	0	0	23	7	0.31	0.19
Monte Verde	Century	FF		DTMU	124	3	4	13	1	0	74	42	1.10	1.14
Luminescence at Liberty	DeNova	RV		AASF	311	3	6	15	0	0	107	32	0.94	0.86
One56 at One Lake	DeNova	FF		DTMU	56	0	1	9	0	0	55	36	0.89	0.97
Iris at The Villages	DR Horton	FF		DTMU	119	5	6	18	2	0	41	39	0.99	1.05
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	6	4	1	0	31	25	0.51	0.68
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	6	7	0	0	25	20	0.41	0.54
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	2	4	0	0	0	0	0.00	0.00
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	2	6	0	0	0	0	0.00	0.00
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	4	4	17	3	0	79	30	0.81	0.81
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	2	10	2	0	56	43	0.74	1.16
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	3	1	0	39	22	0.51	0.59
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	3	2	0	0	48	24	0.46	0.65
Seasons at Homestead	Richmond American	DX		DTMU	85	3	6	5	0	0	35	24	0.46	0.65
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	5	0	0	83	27	0.64	0.73
Carmello at Roberts Ranch	Taylor Morrison TSO	VC		DTMU	74	0	TSO	4	0	0	73	25	0.92	0.68
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	7	14	0	0	120	29	0.82	0.78
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	2	11	0	0	3	3	0.24	0.24
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	2	11	0	0	94	12	0.63	0.32
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	4	11	0	0	81	22	0.60	0.59
<b>TOTALS: No. Reporting: 21</b>	<b>Avg. Sales: 0.52</b>				<b>Traffic to Sales: 17 : 1</b>			<b>83</b>	<b>188</b>	<b>11</b>	<b>0</b>	<b>1092</b>	<b>479</b>	<b>Net: 11</b>
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 108						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 108</b>	<b>Avg. Sales: 0.64</b>	<b>Traffic to Sales: 16 : 1</b>	<b>486</b>	<b>1238</b>	<b>77</b>	<b>8</b>	<b>5776</b>	<b>2432</b>	<b>Net: 69</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

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

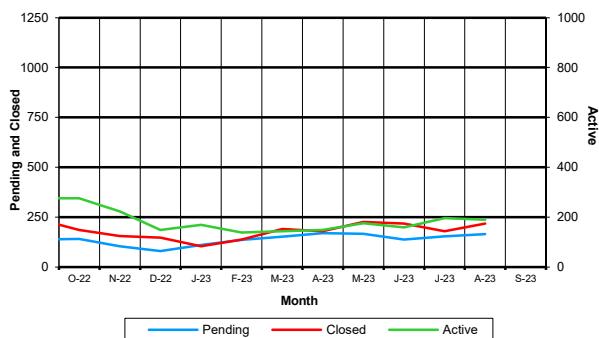
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

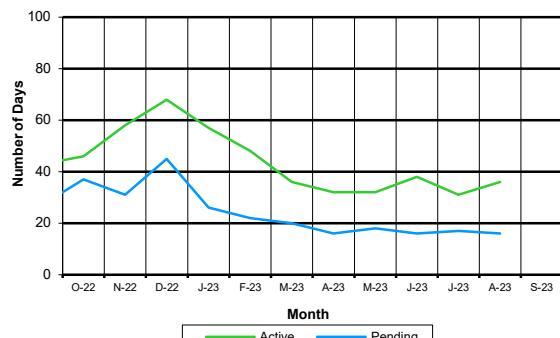
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-23	169	68	79	878,564
Feb-23	138	57	110	893,713
Mar-23	144	48	136	872,019
Apr-23	149	36	152	945,540
May-23	175	32	170	946,572
Jun-23	159	32	166	951,831
Jul-23	196	38	138	974,093
Aug-23	190	31	154	967,776



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

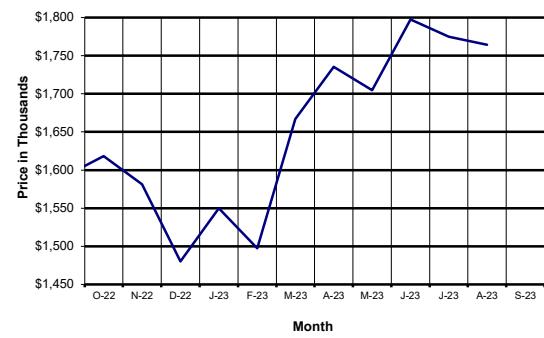


## San Jose Metro SFD Monthly MLS Survey

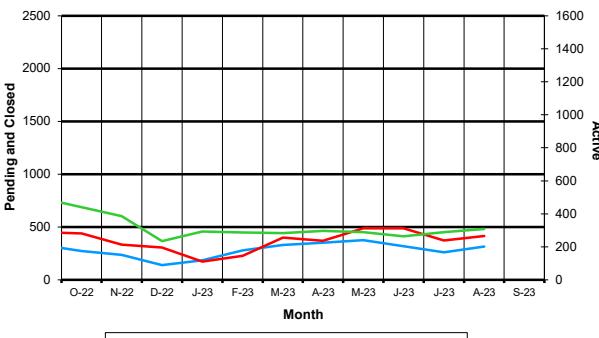
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-23	292	60	184	33	1,549,741
Feb-23	286	53	280	22	1,497,535
Mar-23	283	52	331	16	1,667,106
Apr-23	296	43	352	18	1,735,317
May-23	288	42	376	14	1,704,839
Jun-23	264	48	319	14	1,797,340
Jul-23	288	45	261	16	1,774,713
Aug-23	309	40	315	17	1,764,333

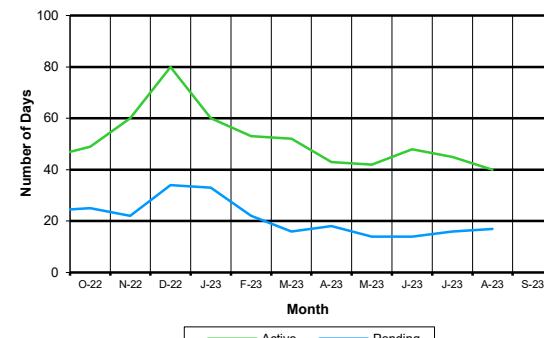
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

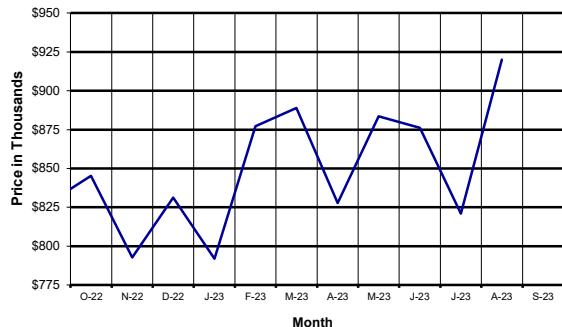
Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

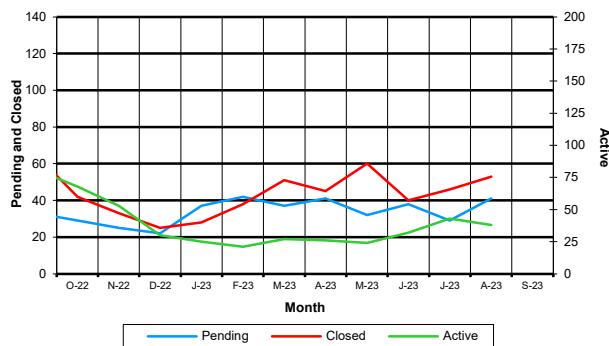
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	25	41	37	35	28	791,926
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098

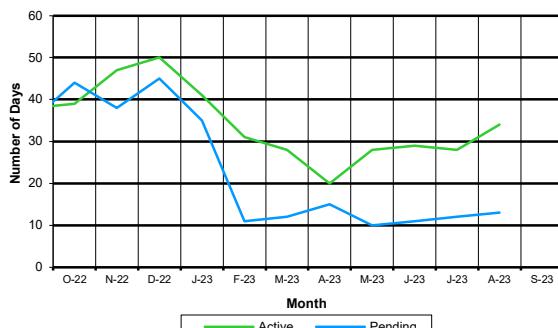
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

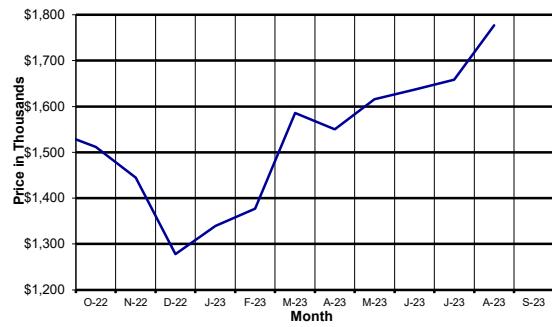


## Amador Valley SFD Monthly MLS Survey

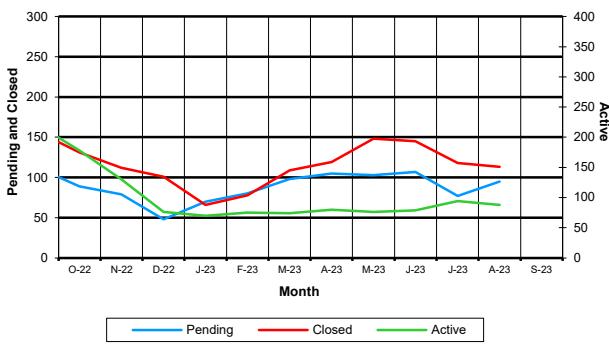
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	70	54	70	32	66	1,339,476
Feb-23	75	43	80	20	78	1,376,730
Mar-23	74	36	98	12	109	1,585,480
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055

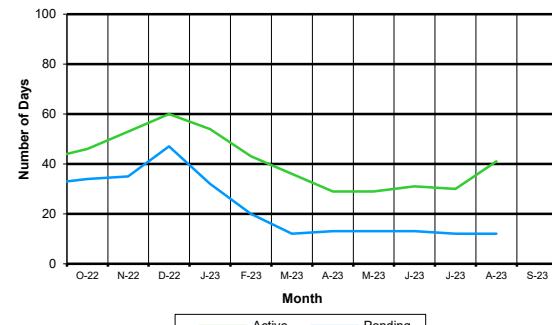
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



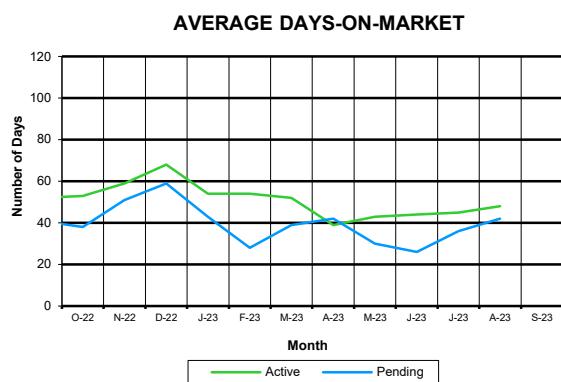


# The Ryness Company

Marketing Research Department

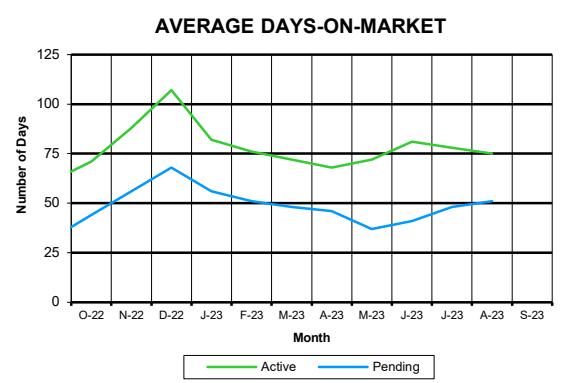
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-23	120	54	32	43	34	634,384
Feb-23	114	54	39	28	40	604,989
Mar-23	106	52	52	39	56	684,775
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518
Aug-23	195	48	42	42	51	660,545



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-23	616	82	130	56	127	1,343,962
Feb-23	672	76	189	51	162	1,359,676
Mar-23	717	72	209	48	280	1,370,613
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028





# The Ryness Company

Marketing Research Department

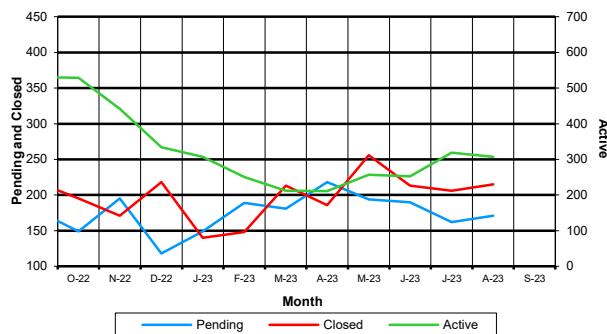
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

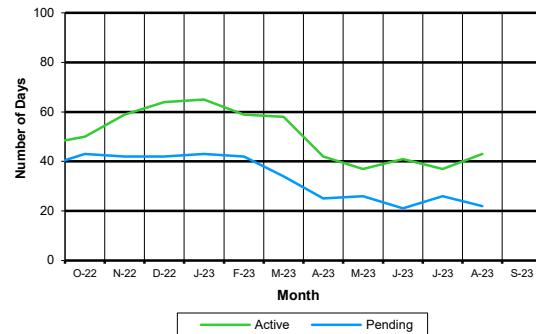
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-23	307	65	149	43	631,693
Feb-23	251	59	189	42	669,616
Mar-23	212	58	181	34	673,048
Apr-23	211	42	218	25	714,206
May-23	257	37	194	26	712,356
Jun-23	252	41	190	21	725,238
Jul-23	319	37	162	26	726,365
Aug-23	307	43	171	22	699,262



### ACTIVE, PENDING, AND CLOSED SALES



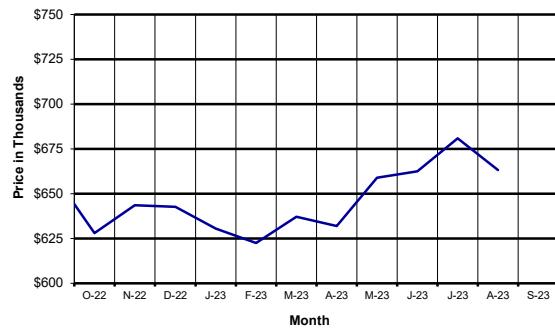
### AVERAGE DAYS-ON-MARKET



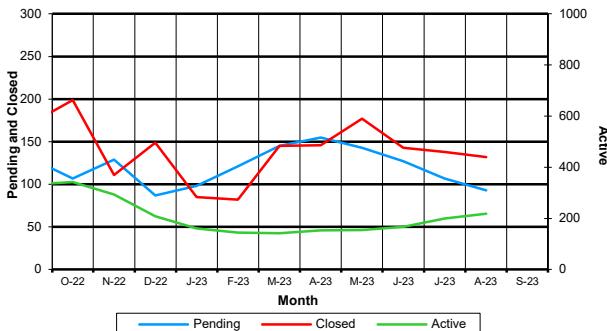
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-23	161	74	98	60	630,506
Feb-23	144	68	121	42	622,560
Mar-23	142	51	145	33	637,110
Apr-23	153	50	155	22	631,973
May-23	155	53	143	18	658,988
Jun-23	167	51	127	24	662,597
Jul-23	199	50	107	24	680,853
Aug-23	218	51	93	33	663,270

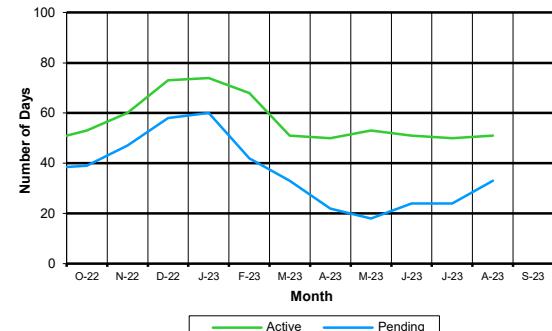
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES

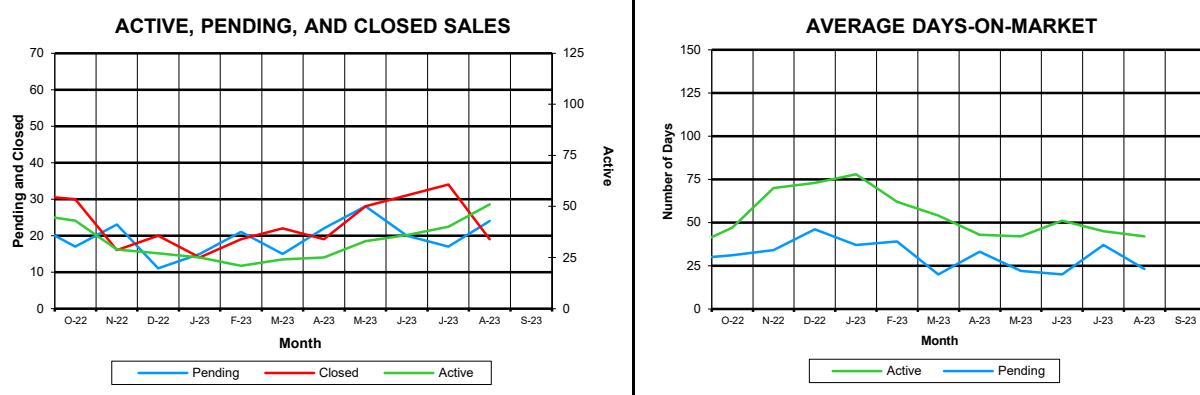


### AVERAGE DAYS-ON-MARKET



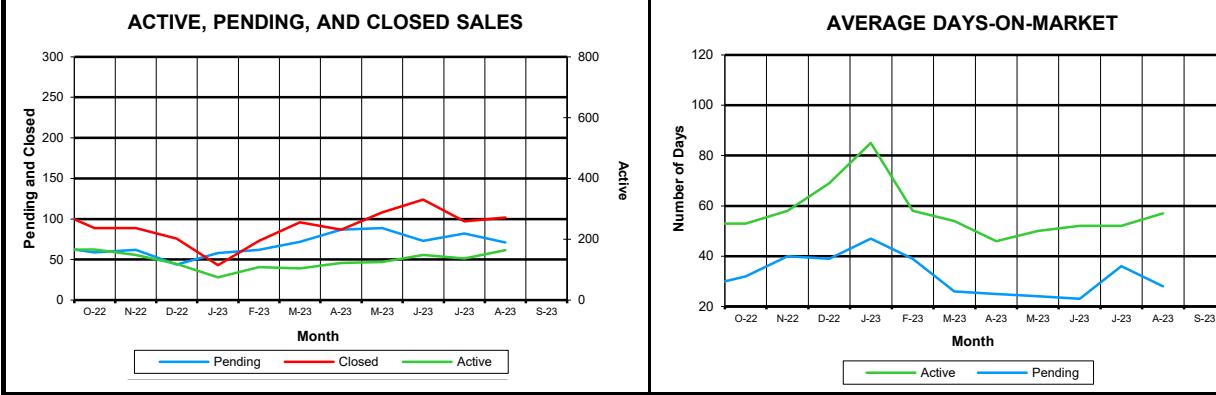
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-23	25	78	15	466,445
Feb-23	21	62	21	528,164
Mar-23	24	54	15	567,931
Apr-23	25	43	22	524,184
May-23	33	42	28	603,261
Jun-23	36	51	20	572,659
Jul-23	40	45	17	585,594
Aug-23	51	42	24	652,983



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-23	75	85	58	47	739,428
Feb-23	109	58	62	39	826,855
Mar-23	104	54	72	26	845,833
Apr-23	122	46	87	25	911,908
May-23	125	50	89	24	895,935
Jun-23	149	52	73	23	873,914
Jul-23	137	52	82	36	911,472
Aug-23	164	57	71	28	890,192



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



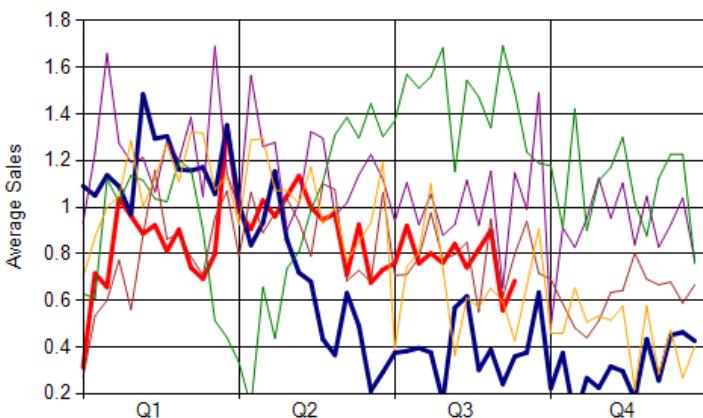
## Central Valley

Week 37

Ending: Sunday, September 17, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		10	106	13	1	12	1.20	1.03	16%	0.84	43%	
San Joaquin County		45	554	27	4	23	0.51	0.82	-38%	0.77	-33%	
Stanislaus County		9	33	6	0	6	0.67	0.61	9%	0.54	22%	
Merced County		10	77	7	2	5	0.50	0.81	-38%	0.88	-43%	
Madera County		10	71	6	1	5	0.50	0.69	-28%	0.61	-18%	
Fresno County		30	482	33	6	27	0.90	0.96	-6%	0.88	2%	
<b>Current Week Totals</b>	Traffic : Sales	<b>14 : 1</b>	<b>114</b>	<b>1323</b>	<b>92</b>	<b>14</b>	<b>78</b>	<b>0.68</b>	<b>0.85</b>	<b>-19%</b>	<b>0.78</b>	<b>-13%</b>
Per Project Average				12	0.81	0.12	0.68					
<b>Year Ago - 09/18/2022</b>	Traffic : Sales	<b>21 : 1</b>	<b>103</b>	<b>1413</b>	<b>68</b>	<b>31</b>	<b>37</b>	<b>0.36</b>	<b>0.76</b>	<b>-53%</b>	<b>0.37</b>	<b>-3%</b>
% Change				11%	-6%	35%	-55%	111%	90%	11%	112%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 37

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	68	23	1.10	0.17	0.93	0.80
■	2019	78	23	0.97	0.14	0.82	0.77
■	2020	85	22	1.32	0.20	1.12	1.11
■	2021	105	16	1.26	0.12	1.14	1.09
■	2022	102	13	0.98	0.22	0.76	0.64
■	2023	108	14	0.99	0.14	0.85	0.85
% Change:		6%	3%	1%	-35%	11%	32%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>6.99%</b>	<b>APR</b> <b>7.25%</b>	
<b>FHA</b>	<b>6.88%</b>	<b>6.99%</b>	The housing market remains under pressure amid elevated mortgage rates and still-high prices. Yet, new construction has seen somewhat of a bounce recently. Total housing starts rose 3.9% to a 1.45 million-unit pace in July. Single-family construction continues to be propelled by a sturdy stream of buyers who have become disenchanted with the resale market where inventory is low and prices are high. By contrast, a more challenging lending environment and robust pipeline of incoming apartment supply looks to be discouraging multifamily developers from moving forward with new projects. The divergence between solid single-family construction and lagging multifamily thus continues. For August, we anticipate a modest pullback in housing starts to a 1.42 million-unit pace. The recent move back above 7% in mortgage rates looks to have taken some of the wind out of the sails of the single-family sector. The NAHB builder sentiment index fell for the first time in seven months in August. Ultimately, we expect higher costs to again sap demand for homes. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>10 Yr Yield</b>	<b>4.34%</b>		
			

# The Ryness Report

Week Ending  
Sunday, September 17, 2023

Central Valley

Page  
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	2	14	1	0	118	42	1.04	1.14
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	1	14	0	0	82	48	0.72	1.30
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	1	10	2	1	97	45	1.12	1.22
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	3	5	0	0	32	32	0.93	0.93
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	3	8	1	0	26	26	0.76	0.76
Hillview	Lennar	TH		DTMJ	214	1	1	10	3	0	69	45	1.03	1.22
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	2	3	14	1	0	41	34	0.79	0.92
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	2	7	2	0	45	35	0.93	0.95
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	1	7	0	0	134	41	1.02	1.11
Langston at Mountain House	Shea	MH		ATMJ	302	4	6	17	3	0	229	58	1.20	1.57
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.20</b>		<b>Traffic to Sales: 8 : 1</b>				<b>23</b>	<b>106</b>	<b>13</b>	<b>1</b>	<b>873</b>	<b>406</b>
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 9									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	2	3	1	0	105	36	0.83	0.97
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	5	18	0	0	23	23	0.84	0.84
Verona at Destinations	KB Home	SK		ATMJ	106	0	2	1	0	0	104	26	0.83	0.70
Keys II at Westlake	Lennar	SK		DTMJ	86	0	4	12	1	0	21	19	0.49	0.51
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	9	15	0	1	19	19	0.55	0.55
Waterside at Westlake	Lennar	SK		DTMJ	92	0	3	12	1	0	18	18	0.61	0.61
Westlake	Meritage	SK		DTMJ	84	0	6	10	0	0	74	31	0.94	0.84
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	5	5	1	0	48	25	0.59	0.68
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	5	2	0	0	47	26	0.59	0.70
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 20 : 1</b>				<b>41</b>	<b>78</b>	<b>4</b>	<b>1</b>	<b>459</b>	<b>223</b>
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36										
San Joaquin County				Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Griffin Park	Atherton	MN		DTMJ	267	0	1	22	1	1	179	39	1.57	1.05	
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	4	5	18	2	0	56	56	1.59	1.59	
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	11	0	0	85	62	1.51	1.68	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	5	15	1	0	40	28	0.64	0.76	
Balboa at River Islands	Kiper	LP		DTMJ	117	0	5	22	0	0	108	43	0.93	1.16	
Freestone	Kiper	MN		DTMJ	60	0	2	12	0	0	58	31	0.71	0.84	
Skye at River Islands	Kiper	LP		DTMJ	155	0	1	24	0	0	79	32	0.81	0.86	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	3	3	15	0	0	126	15	0.32	0.41	
Chelsey at The Trails	Lennar	MN	New	DTMJ	100	3	2	2	1	0	1	1	3.50	3.50	
Hawden at The Trails	Lennar	MN	New	DTMJ	103	3	2	2	1	0	1	1	3.50	3.50	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	3	4	15	4	0	159	46	1.19	1.24	
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	5	18	1	0	119	70	1.15	1.89	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	4	0	0	160	50	1.19	1.35	
Laguna at River Islands	Pulte	LP		DTMJ	110	0	4	16	1	0	65	37	0.68	1.00	
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	2	8	3	1	85	43	0.88	1.16	
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	1	17	0	0	56	6	0.56	0.16	
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	101	0	4	17	0	0	97	26	0.97	0.70	
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	3	0	0	38	26	0.51	0.70	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	16	0	0	93	21	0.82	0.57	
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	16	0	0	3	3	0.21	0.21	
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	7	5	0	1	34	21	0.46	0.57	
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	9	14	0	0	52	33	0.60	0.89	
Seasons at Villa Ticino	Richmond American	TSO MN		DTMJ	119	0	TSO	7	1	0	15	15	1.05	1.05	
Villa Ticino	Richmond American	MN		DTMJ	100	0	11	1	0	0	3	3	0.27	0.27	
Legacy at Stanford Crossing	Taylor Morrison TSO	LP		DTMJ	107	0	TSO	7	1	0	99	45	1.06	1.22	
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	4	49	0	0	71	28	0.69	0.76	
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	2	1	0	0	33	26	0.51	0.70	
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	6	5	0	0	48	22	0.60	0.59	
Avalon at River Islands	Trumark	LP		DTMJ	57	0	1	28	0	0	44	22	0.50	0.59	
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	3	12	1	0	52	19	0.64	0.51	
Dawn at The Collective	Trumark	MN		AASF	76	0	10	5	0	0	15	10	0.19	0.27	
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	6	0	0	0	0	0.00	0.00	
Vida at The Collective	Trumark	MN		AASF	103	0	2	6	1	0	31	21	0.38	0.57	
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	22	1	0	37	31	0.56	0.84	
Veranda II at River Island	Van Daele	LP		DTMJ	40	3	7	25	2	0	24	24	0.99	0.99	
Avendale	Warmington	MN		DTMJ	49	0	2	10	1	0	33	33	1.21	1.21	
<b>TOTALS: No. Reporting: 36</b>		<b>Avg. Sales: 0.56</b>			<b>Traffic to Sales: 21 : 1</b>				136	476	23	3	2199	989	<b>Net: 20</b>
City Codes: MN = Manteca, LP = Lathrop															

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Modesto					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Avalon	Bright	CE		DTMU	33	0	6	2	1	0	27	19	0.49	0.51	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 2 : 1</b>	<b>6</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>27</b>	<b>19</b>	<b>Net: 1</b>
City Codes: CE = Ceres															

Stanislaus County					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	6	3	1	0	117	28	1.01	0.76	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	6	0	0	0	7	7	0.21	0.21	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	4	5	11	1	0	14	14	0.92	0.92	
Fieldstone II	KB Home	HG		DTST	50	0	4	1	1	0	44	17	0.60	0.46	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	8	4	0	0	0	0	0.00	0.00	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	6	0	0	184	29	1.04	0.78	
T Street Customs	SCM	NW		DTMU	10	0	3	2	0	0	2	2	0.04	0.05	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.43</b>					<b>Traffic to Sales: 9 : 1</b>	<b>33</b>	<b>27</b>	<b>3</b>	<b>0</b>	<b>368</b>	<b>97</b>	<b>Net: 3</b>
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Marcona	Bright	KY		DTMU	116	3	5	4	2	0	49	33	0.71	0.89	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 2.00</b>					<b>Traffic to Sales: 2 : 1</b>	<b>5</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>49</b>	<b>33</b>	<b>Net: 2</b>
City Codes: KY = Keyes															

Merced County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Silhouette at Sunrise Ranch	Century	LB		DTMU	95	0	6	3	0	0	71	33	0.86	0.89	
Lantana	DR Horton	MD		DTMU	99	0	10	5	2	1	45	42	1.09	1.14	
Monterra VI	DR Horton	MD		DTMU	61	0	6	4	1	1	37	37	1.66	1.66	
New castle	DR Horton	MD		DTMU	33	0	6	6	1	0	27	27	1.07	1.07	
Pacheco Pointe III	DR Horton	LB		DTST	81	0	3	14	0	0	3	3	1.31	1.31	
Stoneridge South III	DR Horton	MD		DTMU	64	0	9	8	1	0	41	41	1.10	1.11	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	17	10	0	0	46	14	0.43	0.38	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	5	11	0	0	60	18	0.60	0.49	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	4	7	1	0	135	27	0.64	0.73	
Villas II, The	Stonefield Home	LB		DTST	191	0	6	9	1	0	100	14	0.72	0.38	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 11 : 1</b>	<b>72</b>	<b>77</b>	<b>7</b>	<b>2</b>	<b>565</b>	<b>256</b>	<b>Net: 5</b>
City Codes: LB = Los Banos, MD = Merced															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10													
Madera County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Greenhills Estates	Century	CW		DTMJ	70	0	6	2	1	1	49	28	0.64	0.76				
Omni	Century	MDA		DTMJ	61	0	7	4	0	0	28	25	0.53	0.68				
Pecan Square	DR Horton	MDA		DTMJ	112	0	11	12	3	0	65	65	1.79	1.76				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	6	1	0	0	18	15	0.36	0.41				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	12	0	0	106	3	0.77	0.08				
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	3	12	2	0	47	47	1.30	1.27				
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.48	0.48				
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	1.31	1.31				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	14	0	0	24	4	0.17	0.11				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	14	0	0	48	8	0.34	0.22				
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 12 : 1</b>				<b>50</b>	<b>71</b>	<b>6</b>	<b>1</b>	<b>391</b>	<b>201</b>				
City Codes: CW = Chowchilla, MDA = Madera																		
<b>Net: 5</b>																		

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 30									
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	7	5	0	0	76	26	0.76	0.70
Olivewood	Century	FR		DTMJ	181	0	3	7	1	0	178	37	1.51	1.00
The Crossings II	Century	KER		DTMJ	104	0	4	4	2	0	90	35	1.09	0.95
Serenade	DR Horton	SAN		DTMJ	129	0	4	5	1	0	26	26	1.28	1.28
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.54	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	7	0	0	0	35	9	0.40	0.24
Centrella Estates	KB Home	FR		DTMJ	74	0	6	5	0	0	40	40	1.58	1.58
Centrella Villas	KB Home	FR		DTMJ	107	0	11	3	1	0	61	37	1.01	1.00
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	5	3	0	0	23	23	0.99	0.99
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	7	12	1	1	14	14	0.77	0.77
Legacy at Highland	KB Home	CV		DTMJ	42	0	4	4	0	0	28	28	0.71	0.76
Catalina Park - Surf	Lennar	FR		DTMJ	83	5	4	5	5	1	42	37	1.07	1.00
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	2	4	3	3	0	86	65	1.07	1.76
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	4	1	1	1	4	4	0.36	0.36
Heirloom- Orchard Series	Lennar	FR		DTST	66	0	3	3	3	1	20	20	2.15	2.15
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	0	1	0	0	0	4	4	0.55	0.55
Heritage Grove - Orchard III	Lennar	CV		DTMJ	15	0	2	0	0	0	4	4	0.76	0.76
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	1	0	0	0	2	2	0.22	0.22
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	0	6	94	1	0	49	49	2.02	2.02
Juniper Hills- Solana	Lennar	FR		DTST	77	4	6	77	3	0	54	54	1.53	1.53
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	4	119	2	0	52	50	1.39	1.35
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	3	21	2	0	90	55	1.11	1.49
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	4	5	53	3	0	147	109	1.17	2.95
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	0	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	3	15	0	0	4	4	0.20	0.20
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	5	0	1	1	60	12	0.36	0.32
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	22	0	0	40	5	0.24	0.14
Somerset Crossing	Woodside	FO		ATST	99	0	2	9	2	0	59	20	0.45	0.54
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	5	7	1	0	85	1	0.51	0.03
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	3	5	0	1	54	6	0.33	0.16
<b>TOTALS: No. Reporting: 30</b>	<b>Avg. Sales: 0.90</b>	<b>Traffic to Sales: 15 : 1</b>			<b>146</b>	<b>482</b>	<b>33</b>	<b>6</b>	<b>1553</b>	<b>776</b>	<b>Net: 27</b>			

City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant

Central Valley					Projects Participating: 114									
					Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
<b>GRAND TOTALS: No. Reporting: 114</b>	<b>Avg. Sales: 0.68</b>	<b>Traffic to Sales: 14 : 1</b>			<b>512</b>	<b>1323</b>	<b>92</b>	<b>14</b>	<b>6484</b>	<b>3000</b>	<b>Net: 78</b>			
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached														
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out														

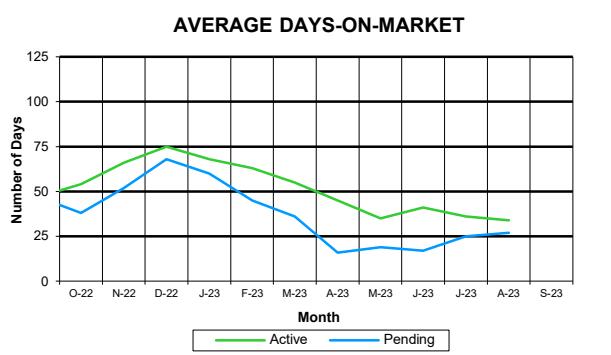
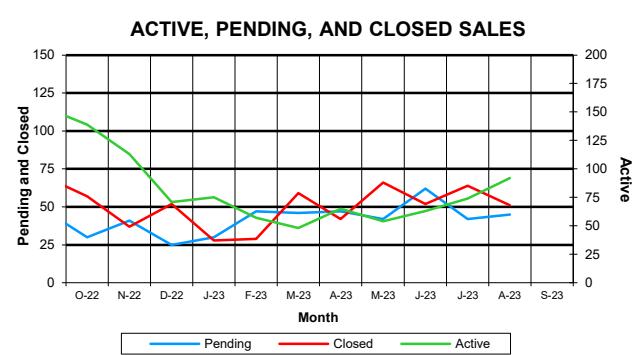
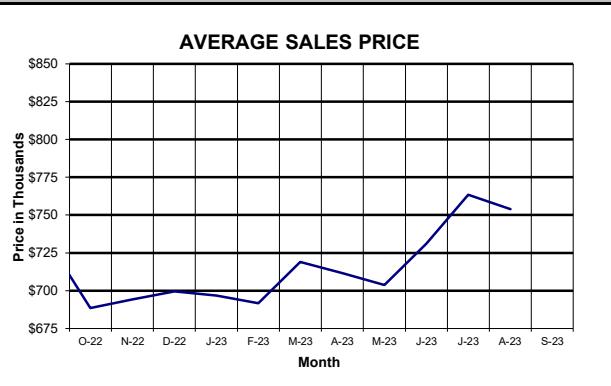


# The Ryness Company

Marketing Research Department

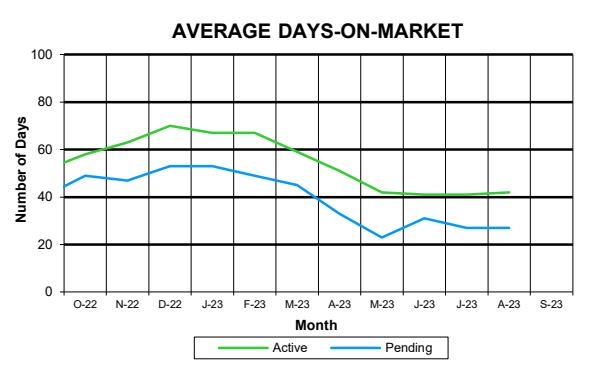
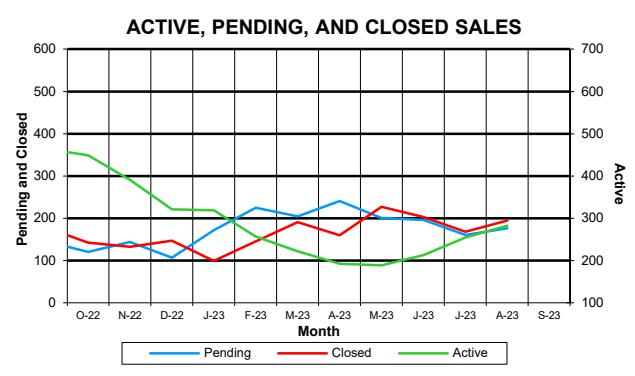
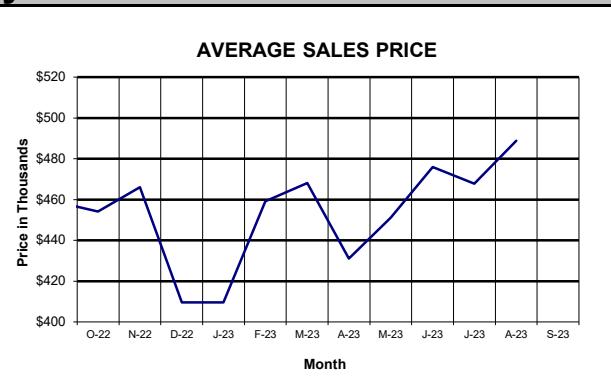
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	319	67	172	53	99	409,545
Feb-23	257	67	225	49	146	459,122
Mar-23	222	59	205	45	191	468,160
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731
Aug-23	283	42	177	27	195	488,836



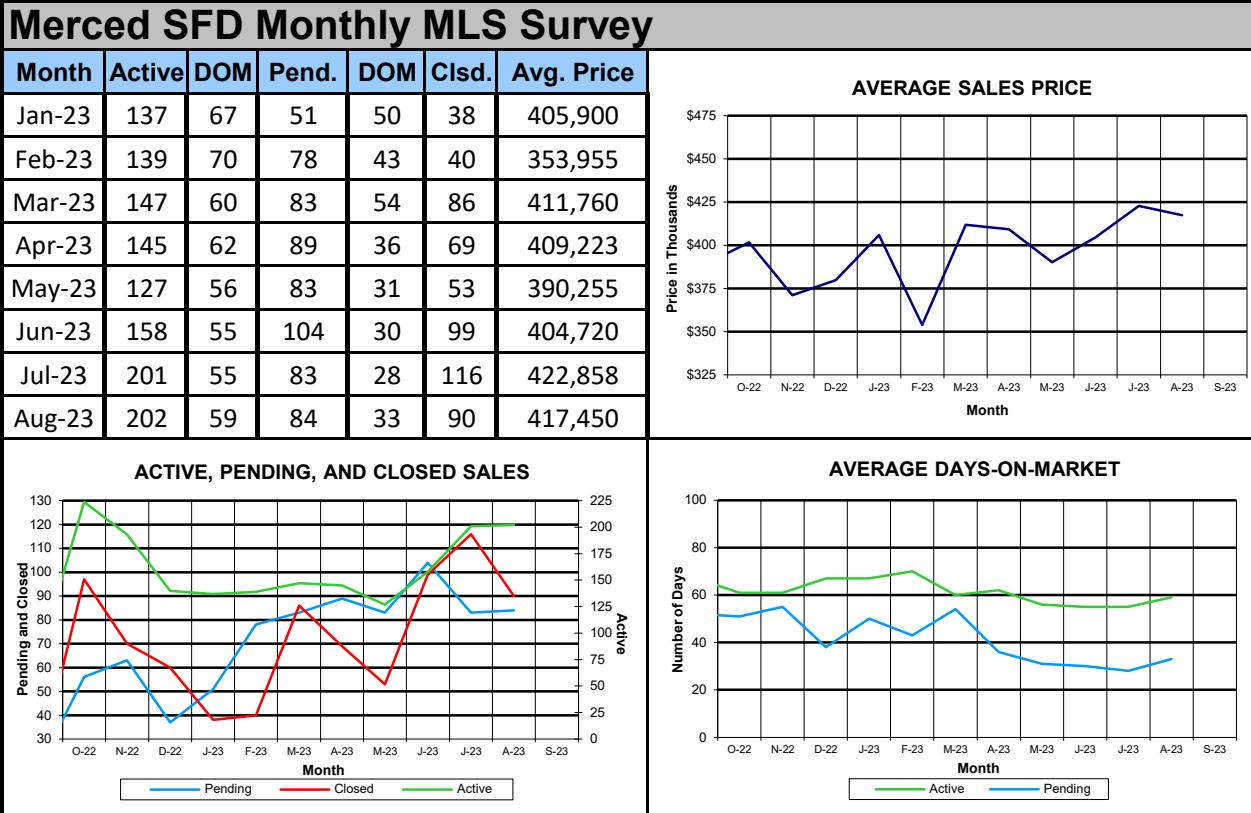
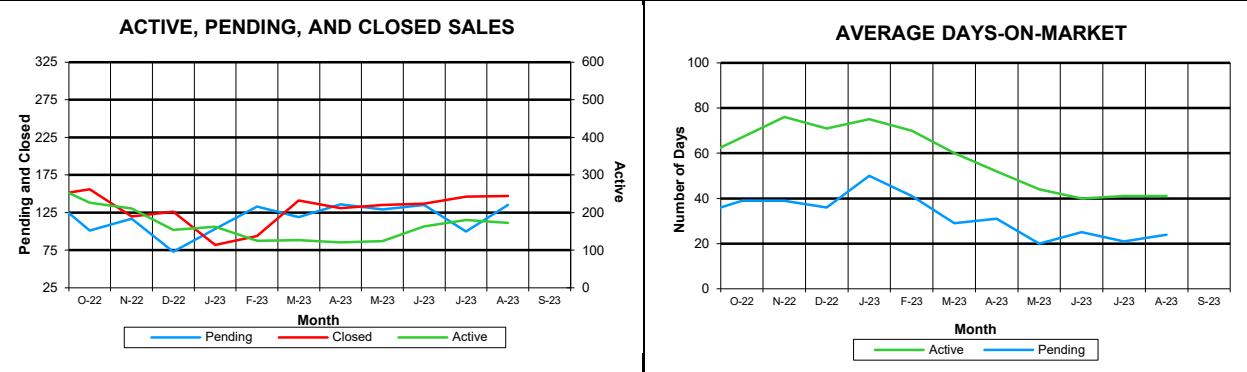


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	162	75	103	50	82	421,485
Feb-23	125	70	133	41	94	430,754
Mar-23	127	60	119	29	141	450,561
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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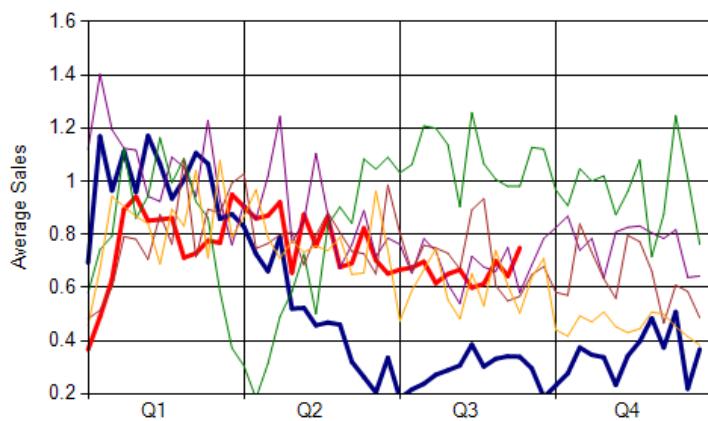


## Sacramento Week 37

Ending: Sunday, September 17, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		30	574	21	1	20	0.67	0.82	-19%	0.82	-19%	
Central & North Sacramento		38	433	24	2	22	0.58	0.63	-8%	0.54	8%	
Folsom		17	199	14	2	12	0.71	0.75	-6%	0.54	30%	
El Dorado		9	119	7	1	6	0.67	0.60	11%	0.62	8%	
Placer & Nevada		60	859	68	8	60	1.00	0.80	25%	0.70	43%	
Yolo		10	95	5	1	4	0.40	0.77	-48%	0.83	-52%	
Amador County		1	14	0	0	0	0.00	0.03	-100%	0.00	0.00	
Northern Counties		14	88	15	5	10	0.71	0.68	4%	0.68	5%	
<b>Current Week Totals</b>	Traffic : Sales	15:1	<b>179</b>	<b>2381</b>	<b>154</b>	<b>20</b>	<b>134</b>	<b>0.75</b>	<b>0.74</b>	<b>1%</b>	<b>0.67</b>	<b>12%</b>
Per Project Average			13	0.86	0.11	0.75						
<b>Year Ago - 09/18/2022</b>	Traffic : Sales	21:1	<b>183</b>	<b>2172</b>	<b>105</b>	<b>43</b>	<b>62</b>	<b>0.34</b>	<b>0.61</b>	<b>-44%</b>	<b>0.28</b>	<b>20%</b>
<b>% Change</b>			-2%	10%	47%	-53%	116%	121%	22%		137%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 37

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	129	26	0.88	0.14	0.74	0.66
■	2019	141	23	0.90	0.13	0.77	0.73
■	2020	150	16	1.01	0.15	0.86	0.89
■	2021	161	18	0.97	0.09	0.88	0.85
■	2022	174	14	0.77	0.17	0.61	0.52
■	2023	180	14	0.86	0.12	0.74	0.74
% Change:		4%	4%	11%	-27%	22%	41%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>6.99%</b>	APR <b>7.25%</b>	
FHA	<b>6.88%</b>	<b>6.99%</b>	The housing market remains under pressure amid elevated mortgage rates and still-high prices. Yet, new construction has seen somewhat of a bounce recently. Total housing starts rose 3.9% to a 1.45 million-unit pace in July. Single-family construction continues to be propelled by a sturdy stream of buyers who have become disenchanted with the resale market where inventory is low and prices are high. By contrast, a more challenging lending environment and robust pipeline of incoming apartment supply looks to be discouraging multifamily developers from moving forward with new projects. The divergence between solid single-family construction and lagging multifamily thus continues. For August, we anticipate a modest pullback in housing starts to a 1.42 million-unit pace. The recent move back above 7% in mortgage rates looks to have taken some of the wind out of the sails of the single-family sector. The NAHB builder sentiment index fell for the first time in seven months in August. Ultimately, we expect higher costs to again sap demand for homes. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	<b>4.34%</b>		

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 30									
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	23	18	0	0	11	11	1.18	1.18
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	0	3	30	3	0	58	30	1.07	0.81
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	3	5	19	3	0	75	51	1.38	1.38
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	5	13	0	0	63	37	1.18	1.00
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	9	120	0	0	24	24	1.04	1.04
The Retreats	K Hovnanian	RM		DTMJ	62	0	3	0	0	0	19	14	0.28	0.38
Allegro	KB Home	LN		ATMJ	72	0	5	18	2	0	67	32	0.79	0.86
Travisso	KB Home	LN		DTMJ	422	0	3	0	0	0	38	6	0.43	0.16
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	7	8	0	0	19	19	1.10	1.10
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	0	6	8	0	0	5	5	0.61	0.61
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	6	8	0	0	18	18	1.35	1.35
Cornerstone Commons	Meritage	LN		DTMJ	83	5	5	22	4	0	44	30	0.59	0.81
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	6	9	0	0	62	42	0.83	1.14
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	7	15	0	0	31	25	0.46	0.68
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	4	10	0	0	22	21	0.51	0.57
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	5	22	0	0	80	20	0.69	0.54
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	5	2	0	0	36	19	0.45	0.51
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	5	6	1	1	56	50	0.90	1.35
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	9	0	0	36	34	0.81	0.92
Madeira Ranch - Homestead	Taylor Morrison TSO	LN		DTMJ	121	0	TSO	6	0	0	40	35	0.90	0.95
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	1	9	0	0	23	18	0.52	0.49
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	2	9	0	0	35	30	0.79	0.81
Wildhawk North- Bluestone	Taylor Morrison TSO	SO		DTMJ	166	0	TSO	27	0	0	50	30	1.06	0.81
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	6	5	30	1	0	45	37	0.95	1.00
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	3	1	29	2	0	41	34	0.87	0.92
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	2	5	0	0	4	4	0.30	0.30
Wildhawk South- Latitude	Taylor Morrison	SO		DTMJ	152	7	5	6	3	0	29	29	2.21	2.21
Long Meadow	The New Home Co	VN		DTMJ	122	0	5	90	1	0	4	4	1.22	1.22
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	3	5	1	0	76	33	0.70	0.89
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	21	0	0	70	21	0.58	0.57
<b>TOTALS: No. Reporting: 30</b>		<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 27 : 1</b>				<b>143</b>	<b>574</b>	<b>21</b>	<b>1</b>	<b>1181</b>	<b>763</b>	<b>Net: 20</b>
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 24									
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	3	4	0	0	43	4	0.28	0.11
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	3	28	0	0	25	25	1.04	1.04
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	7	11	1	0	147	28	0.65	0.76
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	0	5	10	0	0	20	12	0.35	0.32
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	6	9	0	0	15	9	0.24	0.24
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	3	2	1	0	48	20	0.56	0.54
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	4	5	15	1	0	30	29	0.60	0.78
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	4	12	0	0	49	21	0.57	0.57
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	3	5	7	3	1	68	26	0.79	0.70
Heritage at Mtchell Village	KB Home	CH		DTMJ	72	0	2	0	0	0	70	5	0.48	0.14
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	3	6	13	1	0	2	2	1.56	1.56
Viridian	Lennar	RO		DTST	185	0	2	13	1	0	183	12	0.83	0.32
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	4	4	21	2	0	14	11	0.22	0.30
Ean (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	3	0	0	0	21	7	0.29	0.19
Evate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	2	7	0	0	17	15	0.24	0.41
Ascent at Montelena	Pulte	RO		DTMJ	127	0	5	3	0	0	25	20	0.50	0.54
Solis at Montelena	Pulte	RO		DTMJ	55	0	6	15	0	0	7	4	0.12	0.11
Vista at Montelena	Pulte	RO		DTMJ	38	0	3	15	0	0	23	19	0.40	0.51
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	4	26	0	0	52	32	0.65	0.86
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	4	16	0	0	6	6	0.72	0.72
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	4	3	1	0	164	21	0.78	0.57
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	5	12	1	0	15	15	1.62	1.62
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	2	9	1	0	8	8	1.10	1.10
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	3	16	0	0	5	5	0.60	0.60
<b>TOTALS: No. Reporting: 24</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 21 : 1</b>				<b>96</b>	<b>267</b>	<b>13</b>	<b>1</b>	<b>1057</b>	<b>356</b>
<b>Net: 12</b>														

City Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks

Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
North Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	4	3	0	1	137	16	0.67	0.43
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	1	0	0	149	27	0.88	0.73
Westward - The Cove	Beazer	SO		DTST	122	0	2	7	1	0	115	36	0.63	0.97
Windrow - The Cove	Beazer	SO		DTST	167	0	1	1	0	0	164	31	0.82	0.84
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	2	9	1	0	146	56	0.94	1.51
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	3	0	0	0	146	54	0.94	1.46
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	18	1	0	113	29	0.81	0.78
Northlake - Bleau	Lennar	SO		DTMJ	236	0	4	18	2	0	127	42	0.91	1.14
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	18	0	0	110	36	0.84	0.97
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	4	18	1	0	119	41	0.86	1.11
Northlake - Shor	Lennar	SO		DTMJ	140	0	6	18	0	0	123	38	0.88	1.03
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	4	18	0	0	113	29	0.81	0.78
Northlake - Wavmor	Lennar	SO		DTMJ	153	3	5	18	1	0	110	24	0.79	0.65
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	4	4	19	4	0	102	55	0.93	1.49
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 15 : 1</b>			<b>46</b>	<b>166</b>	<b>11</b>	<b>1</b>	<b>1774</b>	<b>514</b>	<b>Net: 10</b>
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 17									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM		DTMJ	53	0	12	4	1	0	4	4	0.55	0.55
Sycamore Creek	JMC TSO	FM		DTMJ	44	0	TSO	0	0	0	42	1	0.29	0.03
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	10	2	0	66	56	0.91	1.51
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	4	6	13	3	1	45	31	0.62	0.84
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	6	13	0	0	49	29	0.71	0.78
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	0	0	0	116	36	0.85	0.97
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	4	6	16	3	1	5	5	0.27	0.27
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	4	6	18	2	0	10	10	0.50	0.50
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	4	10	1	0	71	33	0.57	0.89
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	1	0	0	40	17	0.42	0.46
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	2	11	0	0	36	34	0.87	0.92
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	3	11	0	0	27	27	0.65	0.73
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	2	10	0	0	24	24	0.58	0.65
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	20	0	0	46	46	1.53	1.53
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	3	21	0	0	32	19	0.49	0.51
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	76	0	3	20	0	0	35	35	1.16	1.16
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	2	21	2	0	41	28	0.63	0.76
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 14 : 1</b>			<b>65</b>	<b>199</b>	<b>14</b>	<b>2</b>	<b>689</b>	<b>435</b>	<b>Net: 12</b>
City Codes: FM = Folsom														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
El Dorado County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Revere	Blue Mountain	RE		DTMJ	51	0	2	8	0	0	42	9	0.34	0.24				
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	6	15	0	0	102	16	0.62	0.43				
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	6	13	0	0	66	11	0.41	0.30				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	4	3	0	1	10	4	0.13	0.11				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	4	6	15	2	0	97	38	0.66	1.03				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	4	6	19	3	0	284	70	1.09	1.89				
Trento at The Promontory	Lennar	BH		DTMJ	32	3	5	10	0	0	5	5	0.22	0.22				
Ridgeview	The New Home Co	BH		DTMJ	44	3	4	32	1	0	6	6	0.54	0.54				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	3	4	1	0	46	17	0.46	0.46				
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 17 : 1</b>				<b>42</b>	<b>119</b>	<b>7</b>	<b>1</b>	<b>658</b>	<b>176</b>				
City Codes: RE = Rescue, BH = El Dorado Hills																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 60									
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	7	30	0	0	14	14	0.46	0.46
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	5	5	0	0	7	7	0.96	0.96
Harvest	Black Pine	LM		DTMJ	22	1	3	6	1	0	17	17	0.93	0.93
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	14	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	4	1	0	37	14	0.34	0.38
Balboa II	DR Horton	RV		DTST	172	3	5	8	2	0	90	79	1.54	2.14
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	3	20	1	0	75	54	1.17	1.46
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	7	23	3	0	64	16	0.55	0.43
Edgefield Place	JMC	RK		DTMJ	83	0	4	19	1	0	36	23	0.45	0.62
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	7	30	1	1	23	20	0.31	0.54
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	4	40	0	0	84	34	0.67	0.92
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	8	34	0	1	64	15	0.51	0.41
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	0	3	41	2	0	22	22	1.08	1.08
Palisade Village	JMC	RV		DTST	307	0	7	33	0	1	293	69	1.42	1.86
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	4	18	0	0	88	13	0.56	0.35
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	5	40	0	0	80	28	0.63	0.76
Sentinel	JMC	RV		DTST	256	0	3	26	1	0	157	26	0.85	0.70
Tribute Pointe	JMC	RK		DTMJ	99	0	5	21	0	0	22	14	0.28	0.38
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	5	4	50	5	0	55	42	0.72	1.14
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	1	1	0	0	146	24	0.82	0.65
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	6	4	0	0	77	7	0.59	0.19
Copper Ridge	KB Home	LL		DTMJ	94	0	2	8	1	0	88	41	0.94	1.11
Cortland at Mason Trails	KB Home	RV		DTMJ	110	3	4	6	2	0	106	51	1.26	1.38
Morgan Knolls	KB Home	RV		DTMJ	58	0	3	4	0	0	17	17	0.84	0.84
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	0	0	0	239	22	1.06	0.59
Andorra at Sierra West	Lennar	RV		DTMJ	193	6	6	24	6	2	152	51	0.99	1.38
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	6	3	24	7	0	98	53	0.97	1.43
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	5	10	2	0	94	42	0.86	1.14
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	3	18	2	0	104	54	0.93	1.46
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	3	24	4	1	143	45	0.92	1.22
Meribel at Sierra West	Lennar	RV		DTMJ	167	3	4	24	2	0	150	49	0.95	1.32
Melisse at Heritage Placer Vineyards	Lennar	RV		DTST	178	4	7	16	2	0	95	47	0.88	1.27
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	1	18	1	0	143	46	0.92	1.24
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	4	6	21	3	1	25	23	0.55	0.62
Windham at Sierra West	Lennar	RV		DTMJ	105	0	4	12	1	0	97	49	1.05	1.32
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	4	10	1	0	67	38	0.83	1.03
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	1	0	0	82	17	0.68	0.46
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	4	10	1	0	85	39	0.87	1.05
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	19	0	0	33	9	0.55	0.24
Revere at Independence	Richmond American	LL		DTMJ	122	0	2	4	1	1	120	31	0.86	0.84
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	5	1	0	0	31	22	0.49	0.59
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	5	5	2	0	22	21	0.27	0.57
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	4	13	0	0	63	31	0.64	0.84
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	2	4	1	0	98	20	0.79	0.54
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	10	5	1	0	31	25	0.36	0.68

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 60									
Placer County (Continued ...)					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	4	0	0	86	16	0.69	0.43
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	1	4	1	0	94	24	0.76	0.65
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	2	15	1	0	71	36	1.02	0.97
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	94	2	1	0	1	0	93	21	0.54	0.57
Eureka Grove	The New Home Co	GB		DTMJ	72	0	4	0	1	0	68	16	0.66	0.43
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	10	0	0	19	9	0.27	0.24
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	3	4	16	2	0	5	5	0.95	0.95
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	3	4	16	1	0	4	4	0.64	0.64
Magnolia at Granite Bay	TimLewis	GB		DTMJ	89	0	4	15	0	0	14	14	0.40	0.40
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	4	3	1	0	78	4	0.37	0.11
The Lake at Crown Point II	TimLewis	RK		DTMJ	17	0	3	2	0	0	0	0	0.00	0.00
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	3	6	0	0	104	29	0.80	0.78
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	4	6	0	0	97	30	0.75	0.81
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	8	1	0	22	15	0.39	0.41
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	2	6	1	0	23	21	0.40	0.57
<b>TOTALS: No. Reporting: 60</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 13 : 1</b>				243	859	68	8	4412	1625
City Codes: GB = Granite Bay, RV = Roseville, LM = Loomis, LL = Lincoln, RK = Rocklin														

Yolo County					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Parkside at The Rivers	Century	WS		DTMJ	82	0	4	8	0	0	26	25	0.56	0.68
Trailside at the Rivers	Century	WS		DTMJ	120	0	6	8	0	0	7	7	0.20	0.20
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	3	11	2	0	32	32	0.96	0.96
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	4	11	1	0	9	9	0.26	0.26
Orestada	Lennar	WL		DTMJ	105	0	6	11	0	0	53	42	0.93	1.14
Iris	Lennar	WL		DTMJ	97	0	3	7	0	0	59	50	0.86	1.35
Lavender	Lennar	WL		DTMJ	78	0	5	17	0	1	56	37	0.89	1.00
The Hideaway	Meritage	VN		DTMJ	148	0	4	3	0	0	64	45	0.97	1.22
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	4	8	1	0	75	23	0.59	0.62
Revival	TimLewis	WL		DTST	72	0	3	11	1	0	19	9	0.26	0.24
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 19 : 1</b>				42	95	5	1	400	279
City Codes: WS = West Sacramento, WL = Woodland, VN = Winters														

Amador County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Zinfandel Ridge II	TimLewis	PLY		DTMJ	40	0	3	14	0	0	19	1	0.18	0.03
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				3	14	0	0	19	1
City Codes: PLY = Plymouth														

# The Ryness Report

Week Ending  
Sunday, September 17, 2023

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2										
Butte County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	3	6	3	2	0	22	21	0.42	0.57	
Sparrow	DR Horton	CO		DTMJ	86	3	6	5	2	0	20	16	0.30	0.43	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 2.00</b>					<b>Traffic to Sales: 2 : 1</b>	<b>12</b>	<b>8</b>	<b>4</b>	<b>0</b>	<b>42</b>	<b>37</b>	<b>Net: 4</b>
City Codes: CO = Chico															

Glenn County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ambrosia	DR Horton	OR		DTST	95	3	4	1	1	0	30	29	0.58	0.78	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 1 : 1</b>	<b>4</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>30</b>	<b>29</b>	<b>Net: 1</b>
City Codes: OR = Orland															

Shasta County					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	2	8	1	0	14	13	0.36	0.35	
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	6	5	0	1	16	16	0.41	0.43	
Monroe	DR Horton	RD		DTST	20	0	3	2	0	0	1	1	0.10	0.10	
Rio	DR Horton	RD		DTST	50	0	4	2	1	0	40	24	0.60	0.65	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.25</b>					<b>Traffic to Sales: 9 : 1</b>	<b>15</b>	<b>17</b>	<b>2</b>	<b>1</b>	<b>71</b>	<b>54</b>	<b>Net: 1</b>
City Codes: RD = Redding															

Yuba County					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	3	20	0	0	19	19	0.79	0.79	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	2	1	0	0	100	9	0.53	0.24	
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	6	5	1	1	45	28	0.59	0.76	
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	6	12	1	1	76	33	0.97	0.89	
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	3	3	1	1	60	56	1.32	1.51	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	4	14	2	0	145	39	0.93	1.05	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	2	7	3	1	128	34	0.80	0.92	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.57</b>					<b>Traffic to Sales: 8 : 1</b>	<b>26</b>	<b>62</b>	<b>8</b>	<b>4</b>	<b>573</b>	<b>218</b>	<b>Net: 4</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst															

Sacramento					Projects Participating: 179						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 179</b>		<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 15 : 1</b>	<b>737</b>	<b>2381</b>	<b>154</b>	<b>20</b>	<b>10906</b>	<b>4487</b>	<b>Net: 134</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

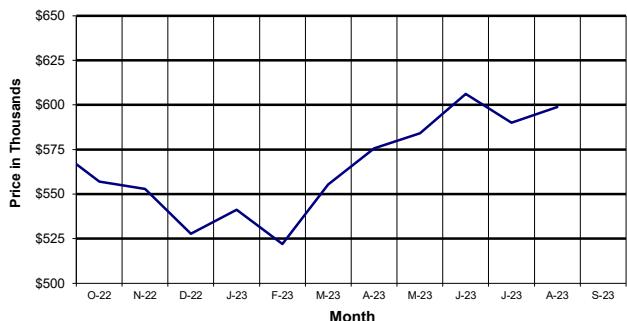
# The Ryness Company

Marketing Research Department

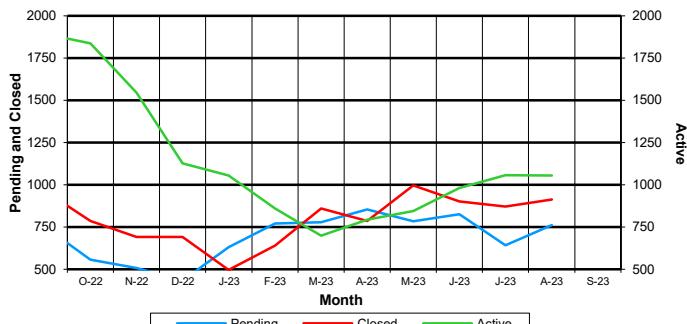
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	1,056	65	632	52	496	541,206
Feb-23	861	57	772	45	641	522,077
Mar-23	700	53	778	37	861	555,376
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048
Aug-23	1,056	40	761	24	914	598,812

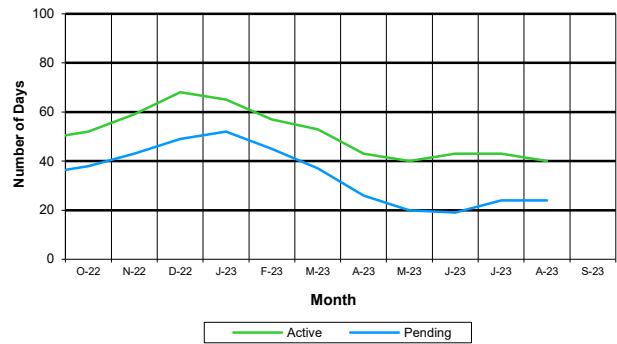
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



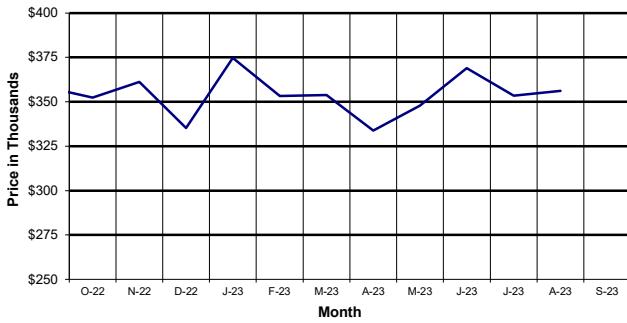
AVERAGE DAYS-ON-MARKET



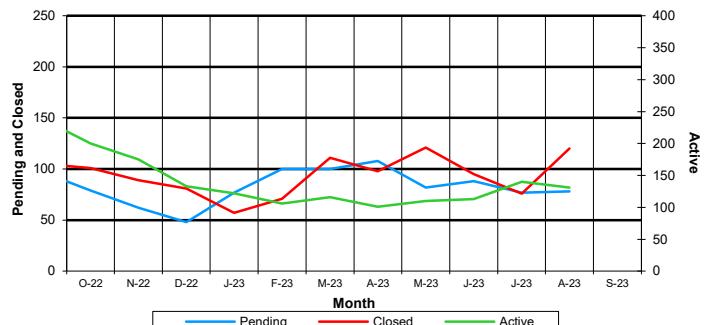
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	122	56	77	45	57	374,742
Feb-23	106	48	100	37	71	353,175
Mar-23	116	42	100	26	111	353,878
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398
Aug-23	131	41	78	20	120	356,082

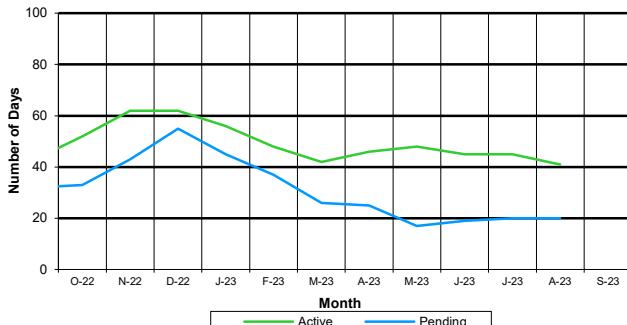
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





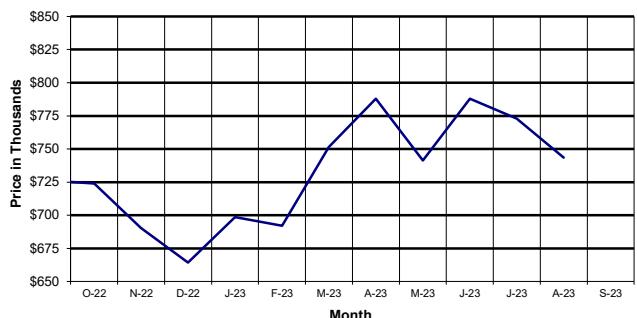
# The Ryness Company

Marketing Research Department

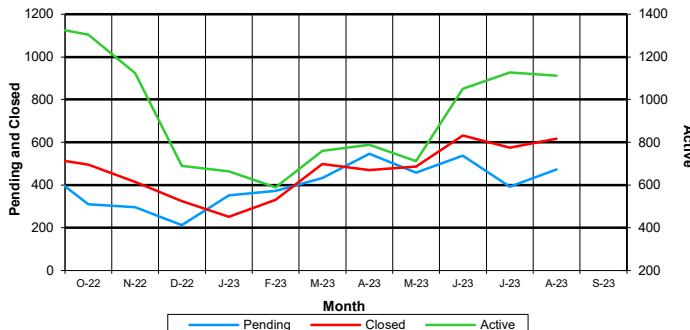
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	663	76	352	55	251	698,682
Feb-23	589	69	372	53	330	692,074
Mar-23	759	70	433	45	498	751,418
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004
Aug-23	1,112	58	473	33	617	743,456

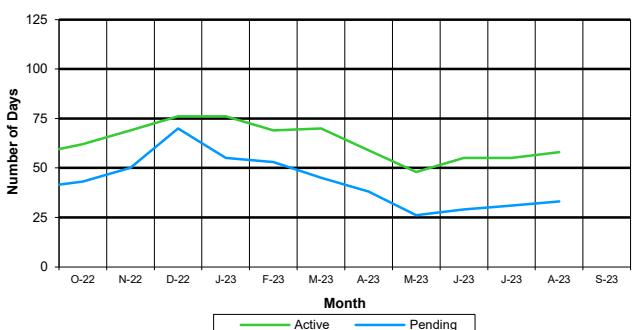
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



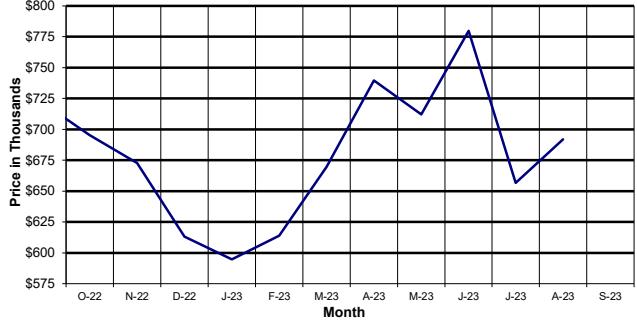
AVERAGE DAYS-ON-MARKET



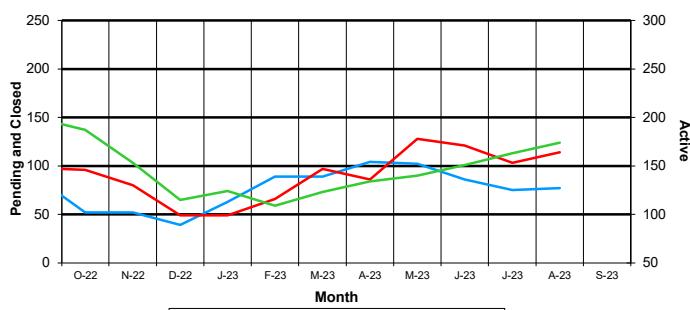
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808
Feb-23	109	67	89	43	66	613,993
Mar-23	123	78	89	34	97	669,686
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

