

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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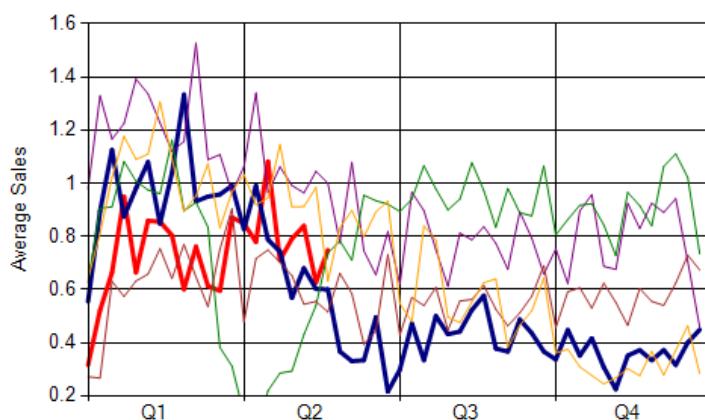


## Bay Area Week 21

Ending: Sunday, May 28, 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.	
Alameda		22	360	21	2	19	0.86	0.84	2%	0.88	-2%	
Contra Costa		24	332	22	1	21	0.88	0.88	0%	0.90	-3%	
Sonoma, Napa		15	140	9	0	9	0.60	0.57	5%	0.59	3%	
San Francisco, Marin		4	25	2	0	2	0.50	0.17	193%	0.24	108%	
San Mateo		2	26	1	0	1	0.50	0.63	-20%	0.79	-36%	
Santa Clara		15	184	10	0	10	0.67	0.71	-6%	0.72	-7%	
Monterey, Santa Cruz, San Benito		12	127	7	1	6	0.50	0.62	-19%	0.67	-26%	
Solano		21	144	20	2	18	0.86	0.78	10%	0.77	12%	
<b>Current Week Totals</b>	Traffic : Sales	15:1	<b>115</b>	<b>1338</b>	<b>92</b>	<b>6</b>	<b>86</b>	<b>0.75</b>	<b>0.74</b>	<b>1%</b>	<b>0.76</b>	<b>-2%</b>
Per Project Average			12	0.80	0.05	0.75						
<b>Year Ago - 05/29/2022</b>	Traffic : Sales	11:1	<b>100</b>	<b>815</b>	<b>74</b>	<b>14</b>	<b>60</b>	<b>0.60</b>	<b>0.87</b>	<b>-31%</b>	<b>0.88</b>	<b>-32%</b>
<b>% Change</b>			15%	64%	24%	-57%	43%	25%	-16%		-13%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 21

### 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	128	32	1.06	0.08	0.97	0.70
■	2019	151	18	0.72	0.10	0.62	0.58
■	2020	152	13	0.77	0.12	0.65	0.80
■	2021	117	16	1.22	0.07	1.15	0.93
■	2022	103	11	0.98	0.10	0.87	0.58
■	2023	114	12	0.82	0.08	0.74	0.74
% Change:		11%	7%	-16%	-24%	-16%	28%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>6.25%</b>	APR <b>6.45%</b>	Faced with few choices on the resale market, homebuyers turned to newly built houses in April, sending sales of these homes higher. New home sales jumped 4.1% to a seasonally adjusted rate of 683,000 units last month from the downwardly revised March rate of 656,000. That was 11.8% above the year-ago level and above the Bloomberg consensus expectation of 665,000 units for April. The increase in sales underscores how homebuyers are considering all alternatives to move forward on their purchase plans in a market lacking previously-owned homes. These buyers, too, are getting better deals on mortgage rates-thanks to financing incentives from homebuilders. Still, builders can't solve the entire inventory shortage plaguing the market as they continue to face construction headwinds. There were 433,000 new homes for sale by the end of April, up slightly from 432,000 in March. That represents 7.6 months supply at the current sales rate-down from 7.9 months in March. The lack of inventory on the existing home side-due largely to the mortgage rate trap-has given builders an edge, Robert Dietz, chief economist for the NAHB, told Yahoo Finance. In March 33% of homes listed for sale were new homes in various stages of construction, when typically the share from 2000 to 2019 was 12.7%. Source: Yahoo Finance Gabriella Cruz-Martinez
FHA	<b>6.13%</b>	<b>6.25%</b>	
10 Yr Yield	<b>3.81%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17										
Alameda 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	
Maple Lane	DR Horton	LS		ATMU	39	0	3	9	1	0	28	28	1.38	1.33	
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	6	14	0	0	1	1	0.44	0.44	
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	4	14	1	0	3	3	1.31	1.31	
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	27	2	0	80	23	0.96	1.10	
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	5	27	1	0	15	15	0.82	0.82	
Chroma at Innovation	Lennar	FR		ATMU	146	5	8	12	1	1	75	18	1.39	0.86	
Lumiere at Innovation	Lennar	FR		ATMU	156	0	4	12	1	0	86	32	1.09	1.52	
Matrix at Innovation	Lennar	FR		ATMU	53	3	3	27	1	0	50	15	0.58	0.71	
Terraces at Bridgewater	Lennar	NK		ATMU	96	0	3	27	3	0	86	11	0.92	0.52	
Villas at Bridgewater	Lennar	NK		DTMU	137	0	4	27	0	0	126	13	0.91	0.62	
Vista at Bridgewater	Lennar	NK		DTMU	72	0	4	27	1	0	6	6	0.57	0.57	
Compass at Bay37	Pulte	AL		ATMU	93	0	5	4	0	0	65	9	0.53	0.43	
Landing at Bay37	Pulte	AL		ATMU	96	0	2	7	1	0	88	9	0.71	0.43	
Lookout at Bay37	Pulte	AL		ATMU	138	0	2	6	0	0	50	12	0.41	0.57	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	1	1	0	0	197	9	0.92	0.43	
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	13	6	0	0	104	15	0.49	0.71	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	6	4	0	0	86	15	0.55	0.71	
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 19 : 1</b>				<b>77</b>	<b>251</b>	<b>13</b>	<b>1</b>	<b>1146</b>	<b>234</b>	<b>Net: 12</b>
City Codes: LS = San Leandro, AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland															

Amador Valley					Projects Participating: 5										
					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	
Abbey at Boulevard	Brookfield	DB		ATMU	60	6	6	11	2	0	30	30	2.92	2.92	
Melrose at Boulevard	Brookfield	DB		DTMU	75	0	3	14	3	0	64	28	1.12	1.33	
Lombard at Boulevard	Lennar	DB		DTMU	100	0	6	42	1	0	39	19	0.72	0.90	
Venice at Boulevard	Lennar	DB		ATMU	91	1	5	36	2	1	57	26	1.05	1.24	
Vineyard Collection II	Ponderosa TSO	LV		DTMU	9	0	TSO	6	0	0	3	3	0.16	0.16	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 1.40</b>			<b>Traffic to Sales: 14 : 1</b>				<b>20</b>	<b>109</b>	<b>8</b>	<b>1</b>	<b>193</b>	<b>106</b>	<b>Net: 7</b>
City Codes: DB = Dublin, LV = Livermore															

Diablo Valley					Projects Participating: 5										
					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	
Oak Park	Davidon	PH		DTMU	34	0	5	4	1	0	24	17	0.34	0.81	
Woodbury Highlands	Davidon	LF		ATMU	99	0	16	11	0	0	39	10	0.28	0.48	
Diablo Meadows	DeNova S/O	CL		DTMU	18	0	S/O	4	1	0	18	13	0.53	0.62	
Traditions at the Meadow	DeNova	MZ		DTMU	65	0	5	38	0	1	42	33	1.67	1.57	
Penny Lane	Trumark	CN		ATMU	70	0	1	8	1	0	9	9	0.68	0.68	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 22 : 1</b>				<b>27</b>	<b>65</b>	<b>3</b>	<b>1</b>	<b>132</b>	<b>82</b>	<b>Net: 2</b>
City Codes: PH = Pleasant Hill, LF = Lafayette, CL = Clayton, MZ = Martinez, CN = Concord															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					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	0	6	13	1	0	10	10	0.55	0.55	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 13 : 1</b>	<b>6</b>	<b>13</b>	<b>1</b>	<b>0</b>	<b>10</b>	<b>10</b>	<b>Net: 1</b>
City Codes: DN = Danville															

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	8	1	0	4	4	0.28	0.28	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 8 : 1</b>	<b>4</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>4</b>	<b>4</b>	<b>Net: 1</b>
City Codes: RM = Richmond															

Antioch/Pittsburg					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Vista II	Century S/O	AN		DTMU	9	0	S/O	0	1	0	9	8	0.26	0.38	
Crest at Park Ridge	Davidon	AN		DTMU	300	1	4	16	1	0	263	18	0.89	0.86	
Hills at Park Ridge	Davidon	AN		DTMU	225	0	5	9	0	0	111	18	0.82	0.86	
Luca at Aviano	DeNova	AN		DTMU	194	3	5	38	2	0	137	32	1.46	1.52	
Luna at Aviano	Lennar	AN		DTMU	102	4	5	4	3	0	77	29	0.98	1.38	
Oriana at Aviano	Lennar	AN		DTMU	115	3	5	4	2	0	86	26	1.10	1.24	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	3	3	0	0	108	22	0.81	1.05	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	0	5	4	0	0	69	25	0.71	1.19	
Rise at Cielo	TRI Pointe	AN		DTMU	159	0	4	30	2	0	66	37	1.13	1.76	
Shine at Cielo	TRI Pointe	AN		DTMU	137	4	5	30	2	0	61	32	1.05	1.52	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.30</b>					<b>Traffic to Sales: 11 : 1</b>	<b>41</b>	<b>138</b>	<b>13</b>	<b>0</b>	<b>987</b>	<b>247</b>	<b>Net: 13</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	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMU	104	0	3	20	0	0	92	5	0.47	0.24	
Chandler	Brookfield	BT		DTMU	160	6	10	12	1	0	99	31	1.07	1.48	
Cypress Crossings	KB Home	OY		DTMU	98	0	4	29	2	0	30	19	0.68	0.90	
Woodbury at Emerson Ranch	Lennar	OY		DTMU	104	0	4	9	0	0	77	20	1.16	0.95	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	5	18	0	0	1	1	0.09	0.09	
Parkside	Richmond American	BT		DTMU	34	0	5	5	0	0	2	2	0.88	0.88	
Orchard Trails	Shea	BT		DTMU	78	0	4	15	1	0	49	13	0.60	0.62	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.57</b>					<b>Traffic to Sales: 27 : 1</b>	<b>35</b>	<b>108</b>	<b>4</b>	<b>0</b>	<b>350</b>	<b>91</b>	<b>Net: 4</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15									
Sonoma, Napa Counties					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
Makenna	DeNova	PET	Rsv's	DTMJ	36	0	5	10	0	0	19	12	0.56	0.57
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	5	6	1	0	33	29	1.21	1.38
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	4	5	8	3	0	13	13	1.40	1.40
Willow at University District	DR Horton <b>TSO</b>	RP		DTMJ	128	0	TSO	17	2	0	70	29	1.09	1.38
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	3	4	4	1	0	52	13	0.55	0.62
Aspect	Lafferty	PET		DTMJ	18	0	1	2	1	0	16	1	0.08	0.05
Sandalwood at University District	Richmond American	RP		DTMJ	26	1	2	3	0	0	18	9	0.36	0.43
Seasons at University District	Richmond American	RP		DTMJ	52	6	9	4	0	0	30	10	0.47	0.48
Meadow Creek	Ryder	SR		DTMJ	48	0	1	8	0	0	45	5	0.44	0.24
Meadow Creek II	Ryder	SR		DTMJ	30	0	2	17	0	0	3	3	0.57	0.57
Riverfront	TRI Pointe	PET		DTMJ	134	0	5	14	0	0	96	11	0.72	0.52
City 44	W Marketing	SR		ATMJ	44	0	18	14	0	0	26	3	0.29	0.14
Kerry Ranch	W Marketing	SR		DTMJ	30	0	5	8	0	0	19	9	0.44	0.43
Paseo Vista	W Marketing	SR		DTST	128	0	1	3	0	0	65	2	0.22	0.10
Portello	W Marketing	WD		DTMJ	68	0	6	22	1	0	21	12	0.50	0.57
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 16 : 1</b>				<b>69</b>	<b>140</b>	<b>9</b>	<b>0</b>	<b>526</b>	<b>161</b>
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					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
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	2	11	0	0	44	12	0.48	0.57
The Strand (Detached)	Trumark	SN		DTMJ	18	0	5	3	1	0	13	3	0.16	0.14
The Strand (Townhomes)	Trumark	SN		ATMJ	14	0	4	3	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 17 : 1</b>				<b>11</b>	<b>17</b>	<b>1</b>	<b>0</b>	<b>57</b>	<b>15</b>
City Codes: NV = Novato, SN = San Rafael														

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	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	12	8	1	0	18	3	0.16	0.14
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 8 : 1</b>				<b>12</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>18</b>	<b>3</b>
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 2									
					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
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	2	15	1	0	49	19	0.68	0.90
Laguna Vista	SummerHill	FC		ATMJ	70	0	8	11	0	0	34	9	0.55	0.43
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 26 : 1</b>				<b>10</b>	<b>26</b>	<b>1</b>	<b>0</b>	<b>83</b>	<b>28</b>
City Codes: SM = San Mateo, FC = Foster City														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15										
Santa Clara County				Units	New Rel.	Re'd Rrn'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	7	11	0	0	33	14	0.60	0.67	
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	1	7	1	0	65	12	0.78	0.57	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	4	8	12	2	0	110	39	1.37	1.86	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	4	7	0	0	156	6	1.07	0.29	
Lavender	Landsea	SV		ATMJ	128	0	5	23	2	0	72	25	0.85	1.19	
Anza at Agrihood	Pulte	SC		ATMU	36	0	4	13	1	0	17	17	0.93	0.93	
Gateway at Central	Pulte	SJ		ATMJ	72	0	9	17	0	0	23	6	0.42	0.29	
Plaza at Central	Pulte	SJ		ATMJ	90	0	6	17	0	0	37	8	0.94	0.38	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	6	0	0	52	5	0.55	0.24	
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	1	6	1	0	59	15	0.56	0.71	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	10	6	0	0	40	3	0.38	0.14	
Verano	SummerHill	MV		ATMU	115	3	3	27	1	0	43	31	1.22	1.48	
Ov8tion	Taylor Morrison S/O	SV		ATMJ	107	0	S/O	4	1	0	107	27	1.03	1.29	
Lotus at Urban Oak	TRI Pointe	SJ		DTMU	123	0	3	14	1	0	15	12	0.34	0.57	
Jasper	Trumark	MH		ATMU	101	0	13	14	0	0	26	5	0.39	0.24	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 18 : 1</b>				<b>82</b>	<b>184</b>	<b>10</b>	<b>0</b>	<b>855</b>	<b>225</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															

Monterey, Santa Cruz, San Benito Counties				Projects Participating: 12											
				Units	New Rel.	Re'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Promontory at Ridgemark	Century	HO		DTMJ	90	2	4	24	2	0	22	18	0.59	0.86	
Hghgrove at Fairview (SFD)	KB Home	HO	New	DTMJ	138	15	13	21	2	0	2	2	7.00	7.00	
Roberts Ranch	KB Home	HO		DTMU	192	0	3	9	0	0	186	31	1.56	1.48	
Serenity V	Legacy	HO	Rsv's	DTMJ	31	0	5	14	0	0	6	6	0.24	0.29	
Elderberry	Lennar	HO		DTMJ	66	0	3	18	1	0	16	14	0.57	0.67	
Laurel	Lennar	HO		DTMU	67	0	5	18	0	0	11	9	0.39	0.43	
Polo Ranch	Lennar	SV		DTMJ	40	0	4	1	0	0	36	4	0.43	0.19	
Montclair	Meritage	HO		DTMU	99	0	3	1	2	1	95	16	0.91	0.76	
Beach House II at the Dunes	Shea	MA		DTMU	92	0	2	5	0	0	83	10	0.87	0.48	
Enclave, The	Shea	SS		DTMU	61	0	5	3	0	0	45	5	0.43	0.24	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	5	11	0	0	66	17	0.69	0.81	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	2	2	0	0	42	12	0.44	0.57	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 18 : 1</b>				<b>54</b>	<b>127</b>	<b>7</b>	<b>1</b>	<b>610</b>	<b>144</b>	<b>Net: 6</b>
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside															

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	22	0	1	10	0	0	17	9	0.30	0.43
Lakeside at One Lake	Brookfield	FF		ATMU	26	0	1	8	1	0	21	5	0.37	0.24
Mbnte Verde	Century	FF		DTMJ	124	5	4	14	2	0	62	30	1.21	1.43
Luminescence at Liberty	DeNova	RV		AASF	311	0	7	4	1	1	99	24	1.01	1.14
One56 at One Lake	DeNova	FF		DTMJ	56	0	3	11	2	1	47	28	1.02	1.33
Iris at The Villages	DR Horton	FF		DTMJ	119	0	2	14	2	0	21	19	0.83	0.90
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	4	11	1	0	19	11	0.42	0.52
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	3	8	1	0	21	16	0.46	0.76
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	4	17	0	0	64	15	0.78	0.71
Creston at One Lake	Lennar	FF		DTMJ	130	1	3	0	1	0	127	19	0.92	0.90
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	1	3	1	0	36	23	0.61	1.10
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	3	5	1	0	32	15	0.52	0.71
Mdway Grove at Homestead	Richmond American	DX		DTMJ	88	0	2	0	0	0	86	4	0.58	0.19
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	4	0	1	0	40	16	0.45	0.76
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	4	1	0	0	21	10	0.35	0.48
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	6	4	1	0	71	15	0.62	0.71
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	5	11	2	0	69	21	1.09	1.00
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	8	6	0	0	112	21	0.86	1.00
Meadow Wood at Homestead	Taylor Morrison S/O	DX		DTMJ	60	1	S/O	0	1	0	60	28	0.81	1.33
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	5	6	1	0	80	9	0.60	0.43
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	1	11	1	0	71	12	0.60	0.57
<b>TOTALS: No. Reporting: 21</b>	<b>Avg. Sales: 0.86</b>				<b>Traffic to Sales: 7 : 1</b>			<b>71</b>	<b>144</b>	<b>20</b>	<b>2</b>	<b>1176</b>	<b>350</b>	<b>Net: 18</b>
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 115						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 115</b>	<b>Avg. Sales: 0.75</b>	<b>Traffic to Sales: 15 : 1</b>	<b>519</b>	<b>1338</b>	<b>92</b>	<b>6</b>	<b>6147</b>	<b>1700</b>	<b>Net: 86</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

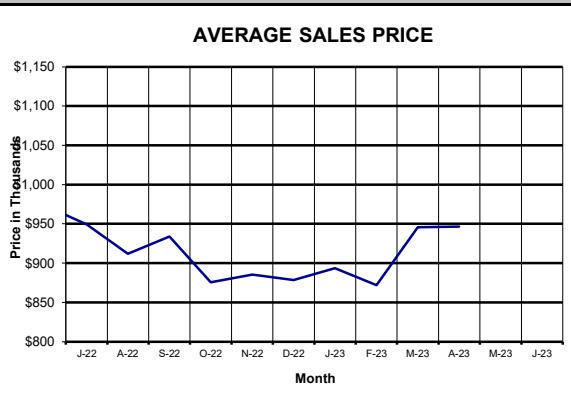
Marketing Research Department

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

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

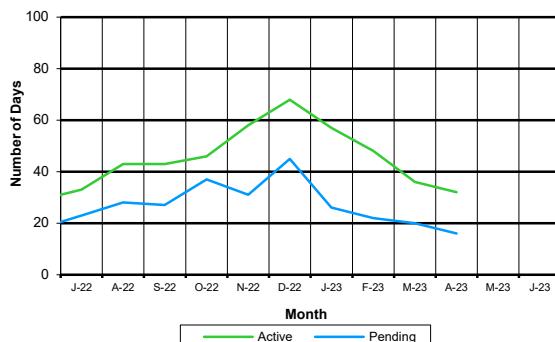
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-22	275	43	138	27	933,807
Oct-22	276	46	140	37	875,762
Nov-22	223	58	103	31	885,403
Dec-22	148	68	79	45	878,564
Jan-23	169	57	110	26	893,713
Feb-23	138	48	136	22	872,019
Mar-23	144	36	152	20	945,540
Apr-23	149	32	170	16	946,572



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

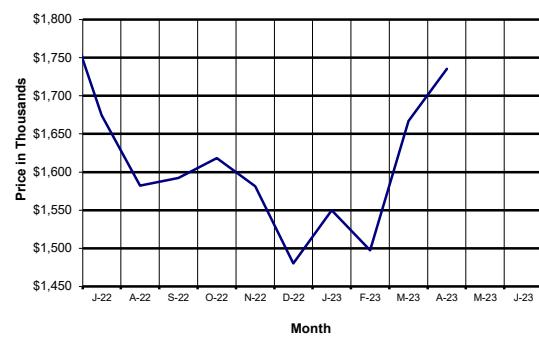


## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-22	494	45	330	24	1,592,261
Oct-22	441	49	272	25	1,618,274
Nov-22	385	60	237	22	1,581,235
Dec-22	234	80	138	34	1,480,356
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

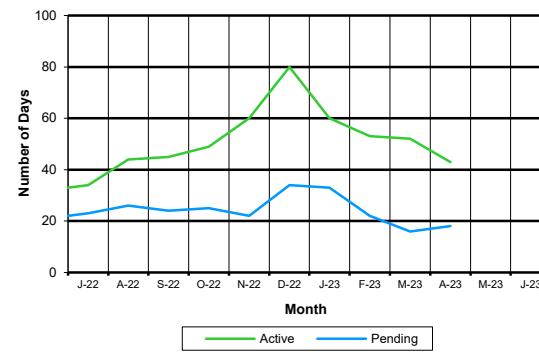
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

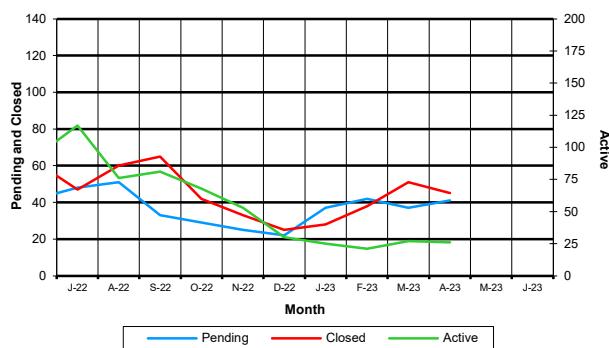
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

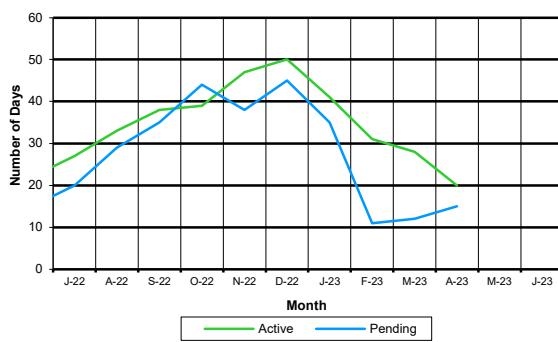
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	81	38	33	35	65	828,447
Oct-22	68	39	29	44	42	845,285
Nov-22	53	47	25	38	33	792,682
Dec-22	30	50	22	45	25	831,240
Jan-23	25	41	37	35	28	791,926
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

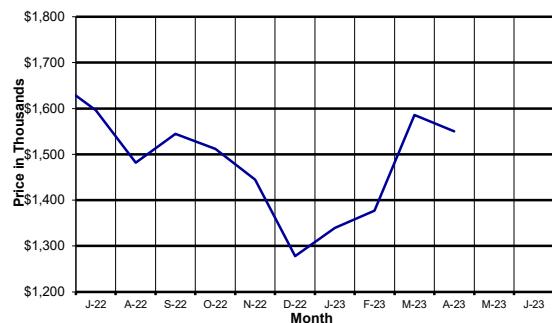


## Amador Valley SFD Monthly MLS Survey

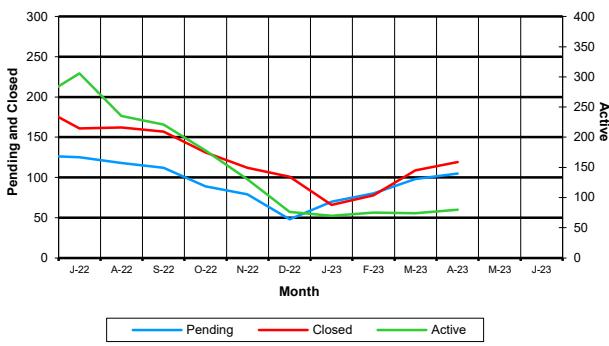
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	221	42	112	32	157	1,544,436
Oct-22	178	46	89	34	131	1,511,960
Nov-22	130	53	79	35	112	1,444,704
Dec-22	76	60	48	47	101	1,277,668
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

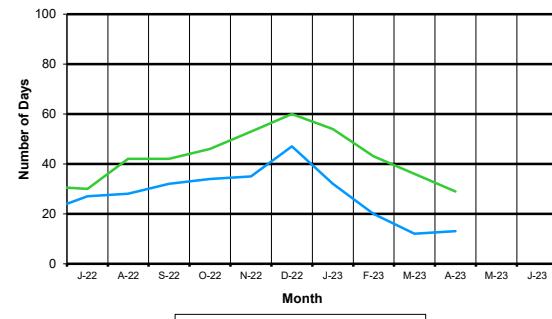
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



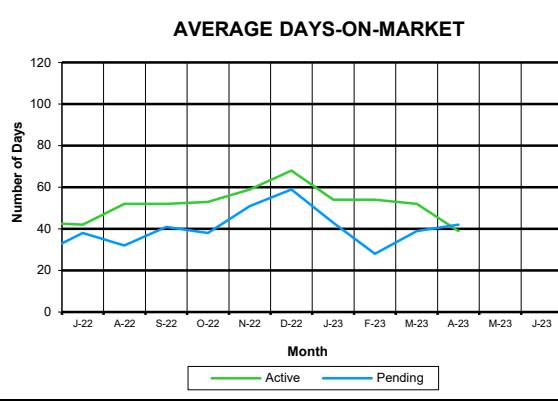
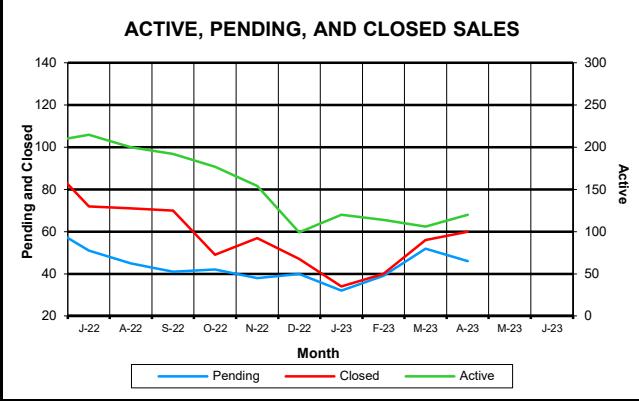


# The Ryness Company

Marketing Research Department

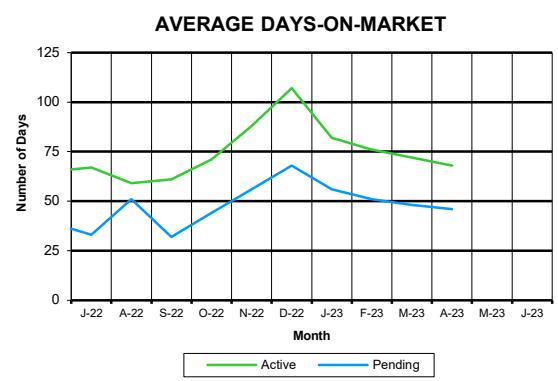
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	192	52	41	41	70	671,941
Oct-22	177	53	42	38	49	619,702
Nov-22	154	59	38	51	57	620,131
Dec-22	99	68	40	59	47	644,517
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



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	1,103	61	207	32	275	1,482,194
Oct-22	1,081	71	206	44	276	1,513,257
Nov-22	829	88	154	56	261	1,515,593
Dec-22	452	107	97	68	189	1,258,316
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





# The Ryness Company

Marketing Research Department

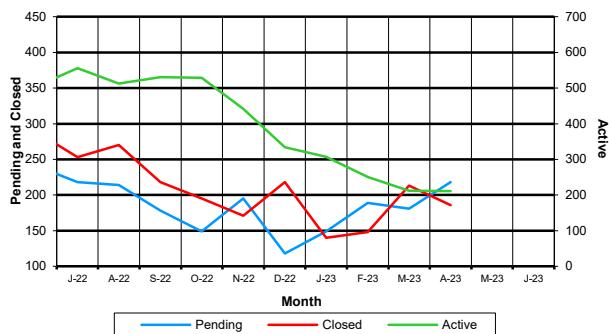
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

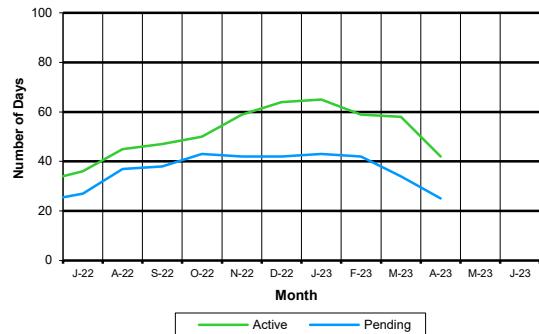
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-22	531	47	178	38	218	688,313
Oct-22	529	50	149	43	195	727,329
Nov-22	442	59	195	42	171	677,926
Dec-22	334	64	118	42	218	671,389
Jan-23	307	65	149	43	140	631,693
Feb-23	251	59	189	42	148	669,616
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206



### ACTIVE, PENDING, AND CLOSED SALES



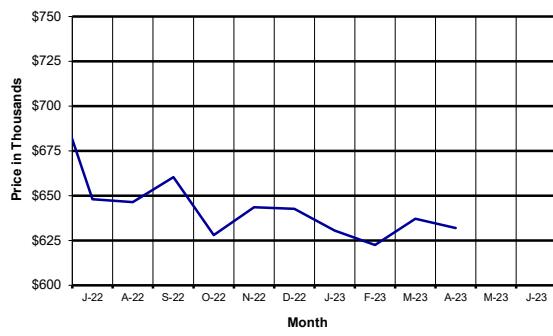
### AVERAGE DAYS-ON-MARKET



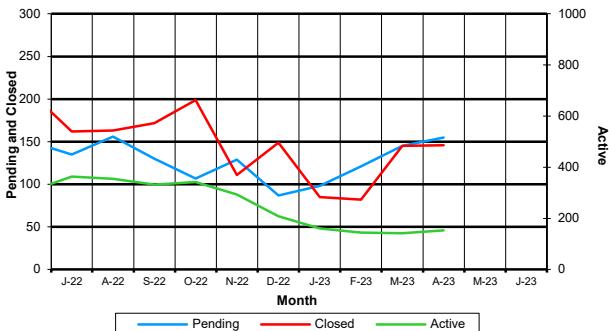
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-22	332	49	130	38	172	660,301
Oct-22	342	53	107	39	199	627,972
Nov-22	294	60	129	47	111	643,510
Dec-22	208	73	87	58	149	642,706
Jan-23	161	74	98	60	85	630,506
Feb-23	144	68	121	42	82	622,560
Mar-23	142	51	145	33	145	637,110
Apr-23	153	50	155	22	146	631,973

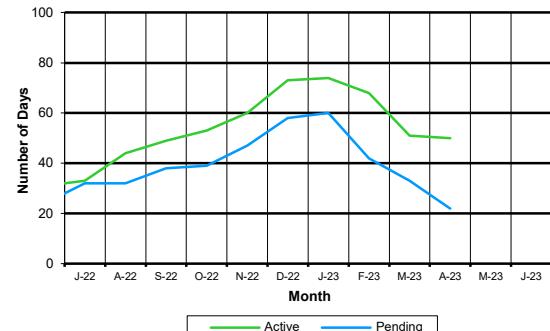
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

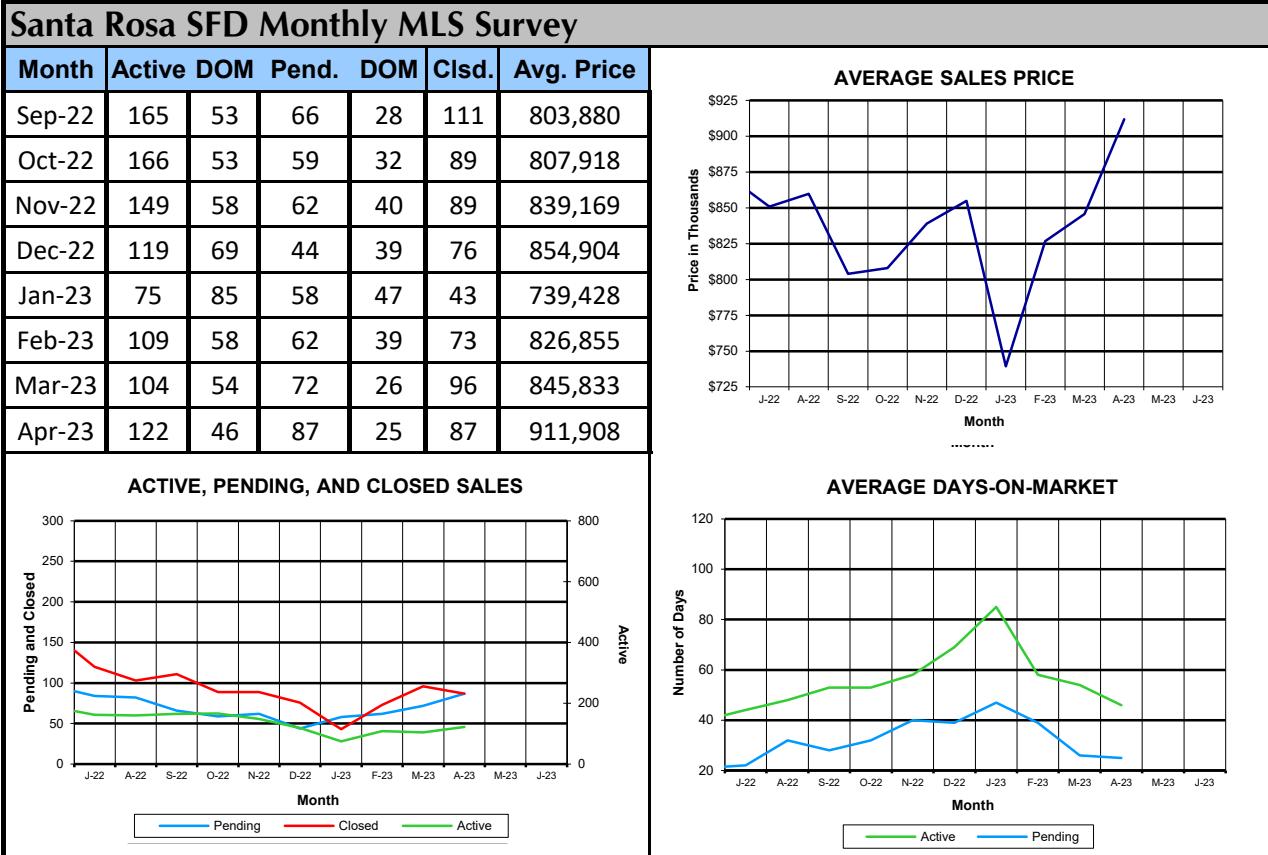
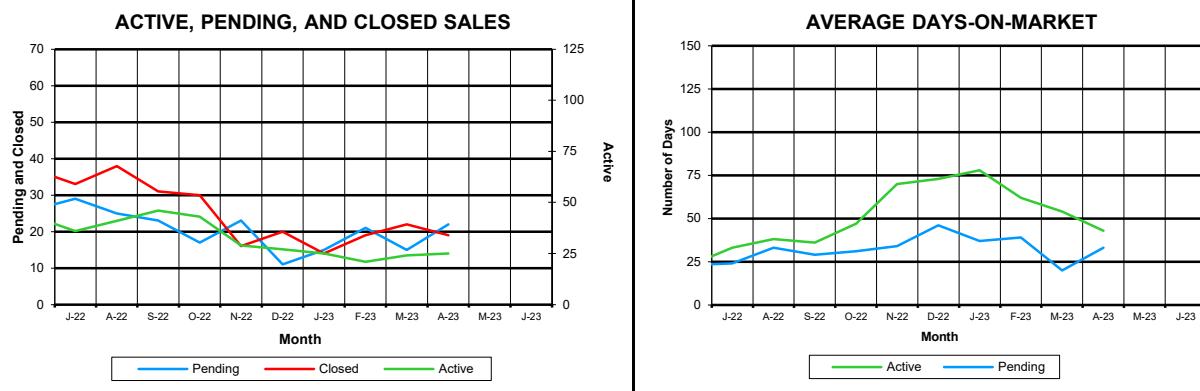


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-22	46	36	23	29	31	608,145
Oct-22	43	47	17	31	30	538,650
Nov-22	29	70	23	34	16	506,934
Dec-22	27	73	11	46	20	538,347
Jan-23	25	78	15	37	14	466,445
Feb-23	21	62	21	39	19	528,164
Mar-23	24	54	15	20	22	567,931
Apr-23	25	43	22	33	19	524,184



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

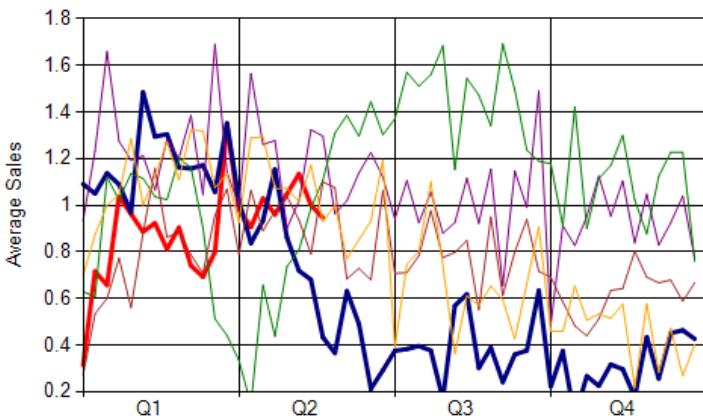


## Central Valley

Week 21 Ending: Sunday, May 28, 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		11	184	26	0	26	2.36	1.12	111%	1.11	114%	
San Joaquin County		46	698	41	6	35	0.76	0.86	-11%	0.91	-16%	
Stanislaus County		8	67	6	0	6	0.75	0.64	17%	0.66	14%	
Merced County		11	73	11	2	9	0.82	0.77	6%	0.88	-7%	
Madera County		8	122	8	2	6	0.75	0.78	-4%	0.86	-12%	
Fresno County		26	299	29	7	22	0.85	1.07	-21%	1.14	-26%	
<b>Current Week Totals</b>	Traffic : Sales	12:1	<b>110</b>	<b>1443</b>	<b>121</b>	<b>17</b>	<b>104</b>	<b>0.95</b>	<b>0.90</b>	<b>5%</b>	<b>0.95</b>	<b>-1%</b>
Per Project Average				13	1.10	0.15	0.95					
<b>Year Ago - 05/29/2022</b>	Traffic : Sales	12:1	<b>104</b>	<b>998</b>	<b>84</b>	<b>39</b>	<b>45</b>	<b>0.43</b>	<b>1.05</b>	<b>-59%</b>	<b>1.04</b>	<b>-58%</b>
<b>% Change</b>			6%	45%	44%	-56%	131%	119%	-14%		-8%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 21

### 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	66	26	1.25	0.15	1.10	0.80
■	2019	76	21	0.98	0.14	0.84	0.77
■	2020	80	21	1.04	0.20	0.84	1.11
■	2021	105	18	1.36	0.12	1.24	1.09
■	2022	102	15	1.21	0.16	1.05	0.64
■	2023	105	14	1.04	0.14	0.90	0.90
% Change:		3%	-4%	-14%	-14%	-14%	40%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>6.25%</b>	<b>APR</b> <b>6.45%</b>	
<b>FHA</b>	<b>6.13%</b>	<b>6.25%</b>	Faced with few choices on the resale market, homebuyers turned to newly built houses in April, sending sales of these homes higher. New home sales jumped 4.1% to a seasonally adjusted rate of 683,000 units last month from the downwardly revised March rate of 656,000. That was 11.8% above the year-ago level and above the Bloomberg consensus expectation of 665,000 units for April. The increase in sales underscores how homebuyers are considering all alternatives to move forward on their purchase plans in a market lacking previously-owned homes. These buyers, too, are getting better deals on mortgage rates-thanks to financing incentives from homebuilders. Still, builders can't solve the entire inventory shortage plaguing the market as they continue to face construction headwinds. There were 433,000 new homes for sale by the end of April, up slightly from 432,000 in March. That represents 7.6 months supply at the current sales rate-down from 7.9 months in March. The lack of inventory on the existing home side-due largely to the mortgage rate trap-has given builders an edge, Robert Dietz, chief economist for the NAHB, told Yahoo Finance. In March 33% of homes listed for sale were new homes in various stages of construction, when typically the share from 2000 to 2019 was 12.7%. Source: Yahoo Finance Gabriella Cruz-Martinez
<b>10 Yr Yield</b>	<b>3.81%</b>		
			

# The Ryness Report

Week Ending  
Sunday, May 28, 2023

Central Valley

Page  
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11										
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	5	18	2	0	100	24	1.03	1.14	
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	4	18	0	0	67	33	0.69	1.57	
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	3	6	8	0	0	81	29	1.15	1.38	
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	2	3	5	0	0	19	19	1.04	1.04	
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	3	1	5	2	0	19	19	1.04	1.04	
Hillview	Lennar	TH		DTMJ	214	4	3	19	2	0	50	26	0.98	1.24	
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	2	2	9	2	0	28	21	0.77	1.00	
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	4	2	18	3	0	194	27	0.90	1.29	
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	2	1	6	2	0	32	22	1.00	1.05	
Bergamo at Mountain House	Shea	MH		DTMJ	137	6	5	36	6	0	124	31	1.07	1.48	
Langston at Mountain House	Shea	MH		ATMJ	302	7	6	42	7	0	204	33	1.17	1.57	
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 2.36</b>		<b>Traffic to Sales: 7 : 1</b>				<b>38</b>	<b>184</b>	<b>26</b>	<b>0</b>	<b>918</b>	<b>284</b>	<b>Net: 26</b>
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House															

Stockton/Lodi					Projects Participating: 12										
					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	
Talavera	DR Horton TSO	LD		DTMJ	27	0	TSO	0	0	0	25	8	0.52	0.38	
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	4	6	0	0	96	27	0.86	1.29	
Santorini	KB Home	SK		DTMJ	86	0	2	3	1	0	84	15	0.89	0.71	
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	5	19	1	1	11	11	0.97	0.97	
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	2	1	0	98	20	0.89	0.95	
Keys at Westlake	Lennar	SK		DTMJ	101	0	2	0	0	0	95	0	0.63	0.00	
Keys II at Westlake	Lennar	SK		DTMJ	86	0	6	24	1	0	12	10	0.44	0.48	
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	4	25	1	0	7	7	0.38	0.38	
Waterside at Westlake	Lennar	SK		DTMJ	92	0	4	26	1	0	9	9	0.68	0.68	
Westlake	Meritage	SK		DTMJ	84	0	4	6	0	0	68	25	1.08	1.19	
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	3	5	7	1	0	34	11	0.52	0.52	
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	4	5	0	0	37	16	0.58	0.76	
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 18 : 1</b>				<b>43</b>	<b>123</b>	<b>7</b>	<b>1</b>	<b>576</b>	<b>159</b>	<b>Net: 6</b>
City Codes: LD = Lodi, SK = Stockton															

# The Ryness Report

Week Ending  
Sunday, May 28, 2023

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 34										
San Joaquin 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		
Griffin Park	Atherton <b>TSO</b>	MN		DTMJ	267	0	TSO	16	0	0	156	16	1.59	0.76	
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	4	15	1	1	28	28	1.45	1.45	
Pinnacle at North Main	DR Horton	MN		DTMJ	87	4	5	13	3	1	72	37	1.19	1.76	
Summit at North Main	DR Horton <b>TSO</b>	MN		DTST	67	0	TSO	0	0	0	60	10	0.95	0.48	
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	14	2	0	63	40	1.57	1.90	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	4	4	2	0	28	16	0.60	0.76	
Balboa at River Islands	Kiper <b>TSO</b>	LP	Rsv's	DTMJ	172	0	TSO	42	0	0	93	28	0.93	1.33	
Catalina II at River Islands	Kiper	LP		DTMJ	93	0	1	14	0	0	92	11	0.79	0.52	
Freestone	Kiper	MN		DTMJ	60	3	4	29	2	0	46	19	0.70	0.90	
Skye at River Islands	Kiper	LP		DTMJ	155	0	5	36	0	0	66	19	0.81	0.90	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	4	17	0	0	125	14	0.34	0.67	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	8	0	0	131	24	1.11	1.14	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	3	10	0	0	144	31	1.22	1.48	
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	3	4	20	3	0	87	38	1.00	1.81	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	3	5	16	2	0	144	34	1.22	1.62	
Laguna at River Islands	Pulte	LP		DTMJ	110	4	5	16	2	0	55	27	0.69	1.29	
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	2	6	1	0	67	25	0.83	1.19	
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	3	13	1	0	54	4	0.65	0.19	
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	3	13	1	0	87	16	1.03	0.76	
Birch at Arbor Bend	Richmond American	MN		ATST	60	3	6	12	2	0	27	15	0.46	0.71	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	7	2	2	88	16	0.90	0.76	
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	3	5	8	4	0	28	15	0.48	0.71	
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	6	9	0	0	39	20	0.55	0.95	
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	3	3	22	1	0	82	28	1.06	1.33	
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	1	25	0	0	61	18	0.70	0.86	
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	14	1	0	29	22	0.60	1.05	
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMJ	77	0	4	16	0	0	42	16	0.65	0.76	
Avalon at River Islands	Trumark	LP		DTMJ	57	0	8	53	0	0	28	6	0.39	0.29	
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	9	26	0	0	40	5	0.61	0.24	
Dawn at The Collective	Trumark	MN		AASF	76	0	14	5	0	0	11	6	0.18	0.29	
Vida at The Collective	Trumark	MN		AASF	103	0	10	4	0	0	19	9	0.29	0.43	
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	24	1	1	18	12	0.36	0.57	
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	3	36	2	0	13	13	1.60	1.60	
Avendale	Warmington	MN		DTMJ	49	0	4	12	1	0	17	17	1.51	1.51	
<b>TOTALS: No. Reporting: 34</b>	<b>Avg. Sales: 0.85</b>				<b>Traffic to Sales: 17 : 1</b>				<b>144</b>	<b>575</b>	<b>34</b>	<b>5</b>	<b>2140</b>	<b>655</b>	<b>Net: 29</b>
City Codes: MN = Manteca, LP = Lathrop															

Modesto				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		
Avalon	Bright	CE		DTMJ	33	0	4	3	1	0	22	14	0.56	0.67	
<b>TOTALS: No. Reporting: 1</b>	<b>Avg. Sales: 1.00</b>				<b>Traffic to Sales: 3 : 1</b>				<b>4</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>22</b>	<b>14</b>	<b>Net: 1</b>
City Codes: CE = Ceres															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Stanislaus 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
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	4	5	15	2	0	100	11	1.00	0.52
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	5	4	0	0	5	5	0.29	0.29
Fieldstone II	KB Home	HG		DTST	50	0	2	2	0	0	42	15	0.73	0.71
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	4	12	0	0	171	16	1.06	0.76
T Street Customs	SQM	NW		DTMJ	10	0	4	3	0	0	1	1	0.03	0.05
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 18 : 1</b>				<b>20</b>	<b>36</b>	<b>2</b>	<b>0</b>	<b>319</b>	<b>48</b>
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman														

Turlock					Projects Participating: 2									
					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		DTMJ	116	0	6	6	2	0	34	18	0.64	0.86
Les Chateaux	KB Home	TK		DTMJ	60	0	4	22	1	0	50	23	0.75	1.10
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 1.50</b>		<b>Traffic to Sales: 9 : 1</b>				<b>10</b>	<b>28</b>	<b>3</b>	<b>0</b>	<b>84</b>	<b>41</b>
City Codes: KY = Keyes, TK = Turlock														

Merced County					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
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	7	5	1	0	62	24	0.94	1.14
Lantana	DR Horton	MD		DTMJ	99	5	9	9	1	0	25	22	0.99	1.05
Monterra V	DR Horton <b>TSO</b>	MD		DTST	35	0	TSO	0	0	0	33	0	0.47	0.00
Monterra VI	DR Horton	MD		DTMJ	61	3	6	11	3	0	14	14	2.23	2.23
Newcastle	DR Horton <b>TSO</b>	MD		DTMJ	33	0	TSO	3	0	0	11	11	1.18	1.18
Stonridge South III	DR Horton	MD		DTMJ	64	2	11	7	3	1	21	21	0.99	1.00
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	7	10	0	0	42	10	0.46	0.48
Sunrise Ranch	Meritage	LB		DTMJ	87	0	4	14	2	0	79	29	0.98	1.38
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	49	0	2	6	0	1	47	5	0.56	0.24
Cypress Terrace	Stonefield Home	MD		DTST	125	0	2	4	1	0	123	15	0.63	0.71
Villas II, The	Stonefield Home	LB		DTST	191	0	5	4	0	0	92	6	0.75	0.29
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.82</b>		<b>Traffic to Sales: 7 : 1</b>				<b>53</b>	<b>73</b>	<b>11</b>	<b>2</b>	<b>549</b>	<b>157</b>
City Codes: LB = Los Banos, MD = Merced														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8										
Madera 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	
Greenhills Estates	Century	CW		DTMJ	70	0	2	6	1	0	41	20	0.67	0.95	
Omni	Century	MDA		DTMJ	61	0	6	6	1	0	23	21	0.62	1.00	
Pecan Square	DR Horton	MDA		DTMJ	112	8	14	9	4	2	32	32	1.58	1.52	
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	3	33	1	0	13	10	0.38	0.48	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	34	0	0	106	3	0.87	0.14	
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	4	34	1	0	22	22	1.08	1.05	
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	6	0	0	0	23	3	0.19	0.14	
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	5	0	0	0	43	3	0.35	0.14	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 15 : 1</b>				<b>42</b>	<b>122</b>	<b>8</b>	<b>2</b>	<b>303</b>	<b>114</b>	<b>Net: 6</b>
Qty Codes: CW = Chowchilla, MDA = Madera															

Fresno County					Projects Participating: 26										
					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	
Bravado	Century	REE		DTMJ	182	0	7	2	0	0	70	20	0.83	0.95	
Mbnaarch	Century	KB		DTMJ	64	0	3	6	1	0	61	12	0.64	0.57	
Olivewood	Century	FR		DTMJ	169	0	7	5	0	0	159	18	1.56	0.86	
The Crossings II	Century	KER		DTMJ	104	0	8	5	0	0	83	28	1.25	1.33	
Serenade	DR Horton	SAN		DTMJ	129	0	5	3	0	0	13	13	3.03	3.03	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.58	0.00	
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	8	7	2	0	28	2	0.39	0.10	
Centrella Estates	KB Home	FR		DTMJ	74	0	4	10	2	1	29	29	3.12	3.12	
Centrella Villas	KB Home	FR		DTMJ	107	3	4	8	2	0	60	36	1.35	1.71	
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	16	2	0	7	7	0.98	0.98	
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	5	4	0	0	4	4	1.75	1.75	
Legacy at Highland	KB Home	CV		DTMJ	42	0	3	10	2	1	26	26	1.12	1.24	
Brambles- Starling	Lennar	FR		ATST	150	0	3	40	1	0	133	25	1.17	1.19	
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	4	9	1	0	24	19	1.03	0.90	
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	6	5	4	4	0	49	28	0.76	1.33	
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	0	4	9	2	1	13	13	1.57	1.57	
Juniper Hills- Solana	Lennar	FR		DTST	77	4	5	9	5	0	26	26	1.35	1.35	
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	5	9	2	1	18	17	0.85	0.81	
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	3	32	0	0	61	26	0.93	1.24	
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	4	5	34	3	1	88	50	0.80	2.38	
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	4	18	0	0	3	3	0.72	0.72	
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	3	5	0	0	55	7	0.37	0.33	
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	30	0	2	40	5	0.27	0.24	
Somerset Crossing	Woodside	FO		ATST	99	0	2	0	0	0	48	9	0.42	0.43	
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	4	12	0	0	86	2	0.58	0.10	
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	2	12	0	0	52	4	0.35	0.19	
<b>TOTALS: No. Reporting: 26</b>		<b>Avg. Sales: 0.85</b>			<b>Traffic to Sales: 10 : 1</b>				<b>125</b>	<b>299</b>	<b>29</b>	<b>7</b>	<b>1362</b>	<b>429</b>	<b>Net: 22</b>
Qty Codes: REE = Reedley, KB = Kingsburg, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant															

# The Ryness Report

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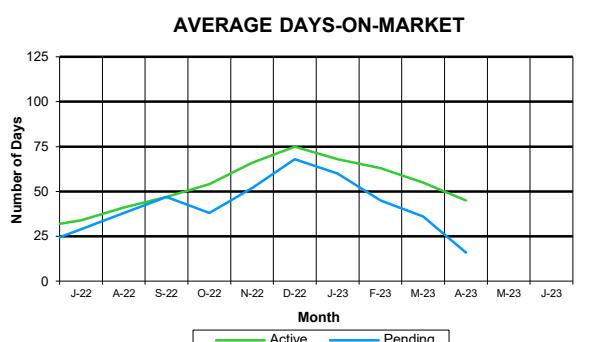
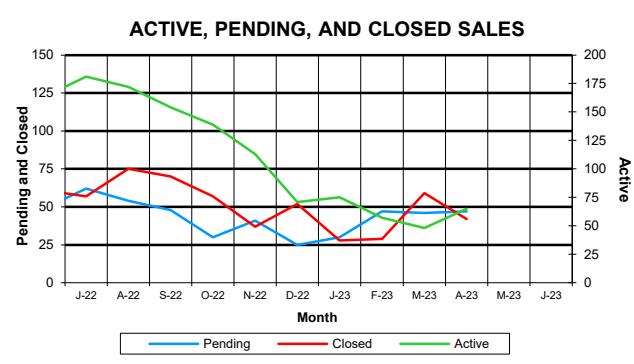
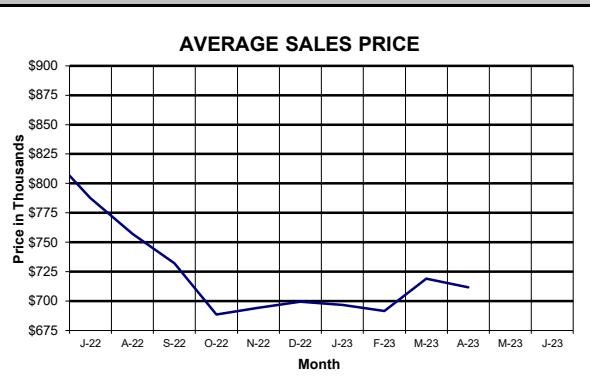
Development Name	Developer	City Code	Notes	Type	Projects Participating: 110						
Central Valley					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 110</b>					479	1443	121	17	6273	1901	Net: 104
Project Types: AAAT = Active Adult ATT , AASF = Active 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

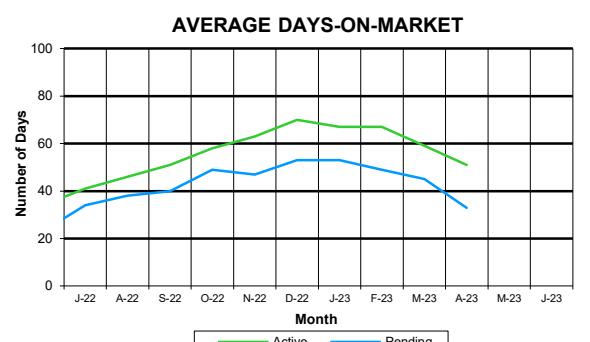
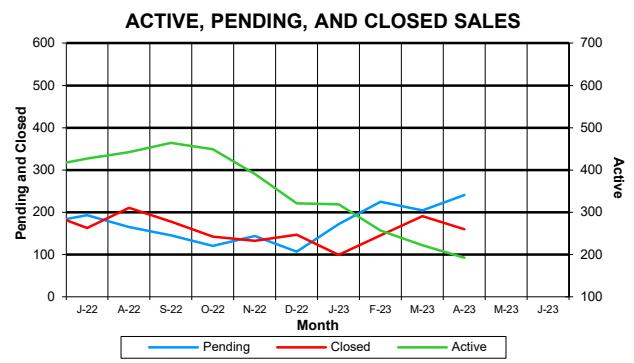
## Tracy SFD Monthly MLS Survey

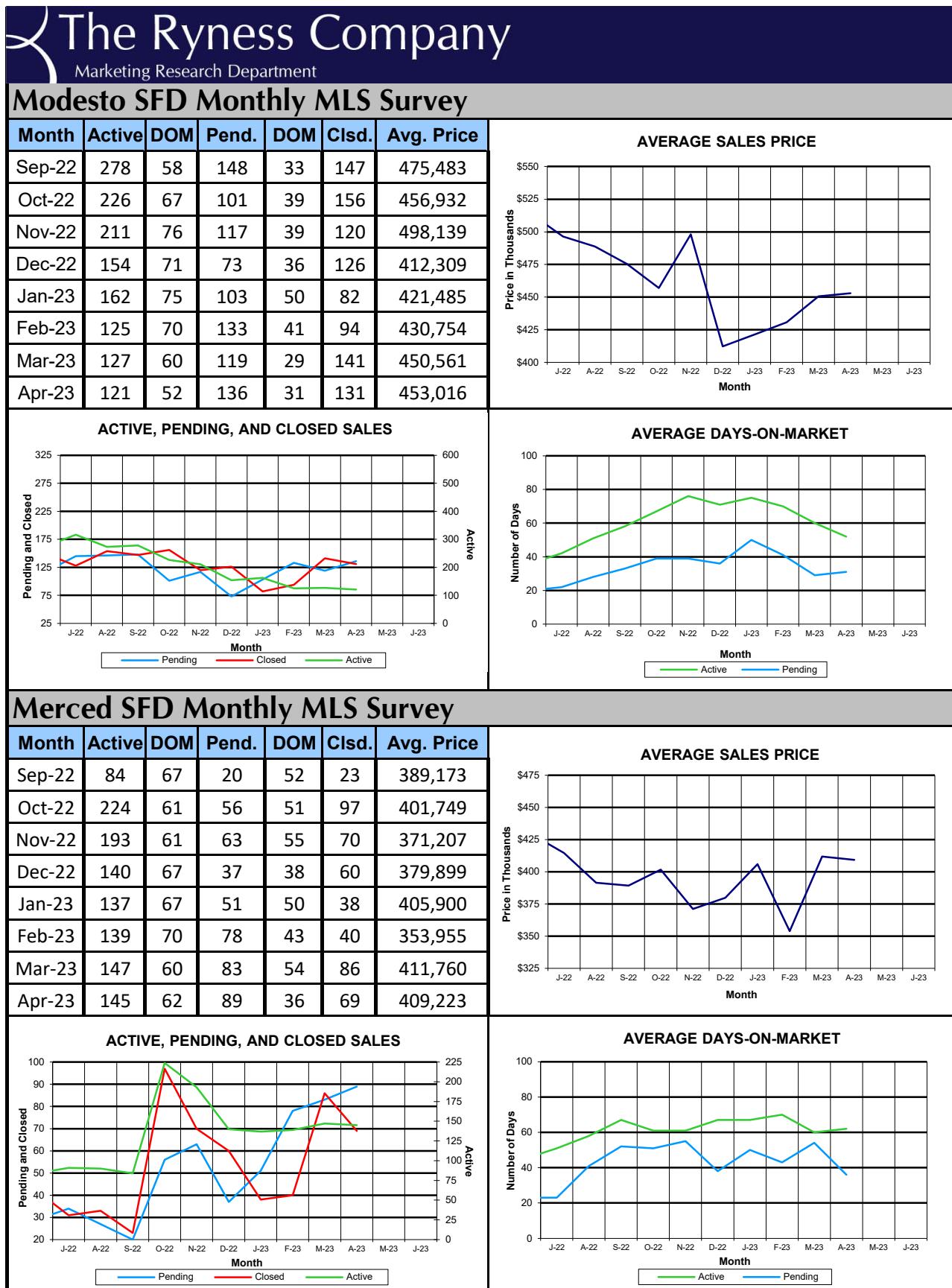
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	154	47	48	47	70	732,209
Oct-22	139	54	30	38	57	688,501
Nov-22	113	66	41	52	37	694,184
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	464	51	146	40	178	458,862
Oct-22	449	58	121	49	143	454,187
Nov-22	391	63	144	47	133	466,121
Dec-22	321	70	107	53	147	409,534
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





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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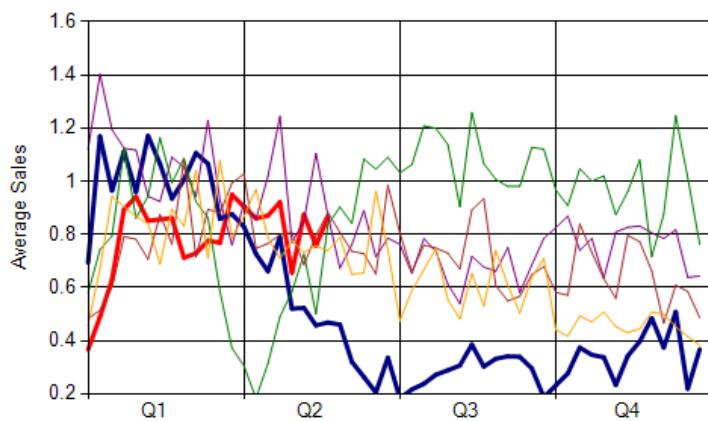
## Sacramento

Week 21

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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.	
South Sacramento		25	610	44	4	40	1.60	0.84	91%	0.81	98%	
Central & North Sacramento		34	403	21	5	16	0.47	0.69	-32%	0.80	-41%	
Folsom		18	295	19	2	17	0.94	0.88	7%	1.10	-14%	
El Dorado		9	112	7	0	7	0.78	0.58	33%	0.62	26%	
Placer & Nevada		64	1088	59	4	55	0.86	0.87	-1%	0.83	4%	
Yolo		10	88	7	1	6	0.60	0.75	-20%	0.73	-18%	
Amador County		1	14	0	0	0	0.00	0.05	-100%	0.08	-100%	
Northern Counties		15	131	14	3	11	0.73	0.66	12%	0.73	0%	
<b>Current Week Totals</b>	Traffic : Sales	16 : 1	<b>176</b>	<b>2741</b>	<b>171</b>	<b>19</b>	<b>152</b>	<b>0.86</b>	<b>0.79</b>	<b>10%</b>	<b>0.82</b>	<b>6%</b>
Per Project Average			16	0.97	0.11	0.86						
<b>Year Ago - 05/29/2022</b>	Traffic : Sales	16 : 1	<b>171</b>	<b>1705</b>	<b>105</b>	<b>25</b>	<b>80</b>	<b>0.47</b>	<b>0.85</b>	<b>-45%</b>	<b>0.79</b>	<b>-41%</b>
<b>% Change</b>			3%	61%	63%	-24%	90%	85%	-8%		3%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 21

### 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	126	26	0.94	0.13	0.81	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	145	16	0.87	0.17	0.70	0.89
■	2021	157	19	1.11	0.09	1.02	0.85
■	2022	170	16	0.99	0.14	0.85	0.52
■	2023	182	15	0.92	0.14	0.79	0.79
% Change:		7%	-3%	-7%	-2%	-8%	50%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.25%	APR 6.45%	
FHA	6.13%	6.25%	Faced with few choices on the resale market, homebuyers turned to newly built houses in April, sending sales of these homes higher. New home sales jumped 4.1% to a seasonally adjusted rate of 683,000 units last month from the downwardly revised March rate of 656,000. That was 11.8% above the year-ago level and above the Bloomberg consensus expectation of 665,000 units for April. The increase in sales underscores how homebuyers are considering all alternatives to move forward on their purchase plans in a market lacking previously-owned homes. These buyers, too, are getting better deals on mortgage rates-thanks to financing incentives from homebuilders. Still, builders can't solve the entire inventory shortage plaguing the market as they continue to face construction headwinds. There were 433,000 new homes for sale by the end of April, up slightly from 432,000 in March. That represents 7.6 months supply at the current sales rate-down from 7.9 months in March. The lack of inventory on the existing home side-due largely to the mortgage rate trap-has given builders an edge, Robert Dietz, chief economist for the NAHB, told Yahoo Finance. In March 33% of homes listed for sale were new homes in various stages of construction, when typically the share from 2000 to 2019 was 12.7%. Source: Yahoo Finance Gabriella Cruz-Martinez
10 Yr Yield	3.81%		

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25										
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	
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	3	61	1	0	48	20	1.25	0.95	
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	6	3	26	5	0	50	26	1.31	1.24	
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	4	5	13	4	0	52	26	1.39	1.24	
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	4	91	0	0	5	5	0.70	0.70	
The Retreats	K Hovnanian	RM		DTMJ	62	0	1	2	0	0	10	5	0.19	0.24	
Allegro	KB Home	LN		ATMJ	72	0	5	18	2	1	56	21	0.81	1.00	
Travisso	KB Home	LN		DTMJ	422	3	6	3	1	0	35	3	0.48	0.14	
Antinori II at Vineyard Park	Lennar	SO		DTMJ	117	0	3	34	1	0	2	2	1.56	1.56	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	0	0	0	138	38	1.02	1.81	
Cornerstone Commons	Meritage	LN		DTMJ	83	0	5	12	1	0	29	15	0.50	0.71	
Cornerstone Crossings	Meritage	LN		DTMJ	78	4	3	14	3	0	45	25	0.77	1.19	
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	6	65	2	1	25	19	0.49	0.90	
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	6	3	0	0	14	13	0.51	0.62	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	6	8	0	0	70	10	0.70	0.48	
Seasons at the Farm	Richmond American	GT		DTMJ	87	3	5	22	2	0	25	8	0.39	0.38	
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	3	5	34	5	0	38	32	0.82	1.52	
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	18	6	2	21	19	0.74	0.90	
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	1	1	16	2	0	26	21	0.92	1.00	
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	7	15	2	0	12	7	0.42	0.33	
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	4	14	1	0	21	16	0.74	0.76	
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	5	25	1	0	40	20	1.28	0.95	
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	6	37	1	0	34	26	1.09	1.24	
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	1	1	32	2	0	25	18	0.80	0.86	
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	26	0	0	63	20	0.68	0.95	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	21	2	0	68	19	0.65	0.90	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 1.60</b>			<b>Traffic to Sales: 14 : 1</b>				<b>101</b>	<b>610</b>	<b>44</b>	<b>4</b>	<b>952</b>	<b>434</b>	<b>Net: 40</b>

City Codes: LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, SO = Sacramento, GT = Galt

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19												
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	4	2	0	0	42	3	0.31	0.14			
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	4	3	24	3	0	15	15	1.84	1.84			
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	4	19	1	0	128	9	0.61	0.43			
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	8	0	0	15	7	0.36	0.33			
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	4	11	0	0	10	4	0.22	0.19			
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	4	13	0	1	37	9	0.53	0.43			
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	5	6	0	0	18	16	0.53	0.76			
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	4	1	0	0	42	14	0.60	0.67			
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	15	1	0	0	55	13	0.78	0.62			
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	9	1	0	70	5	0.54	0.24			
Viridian	Lennar	RO		DTST	185	0	3	2	0	0	182	11	0.89	0.52			
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	6	50	0	0	8	5	0.17	0.24			
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	4	7	0	0	21	7	0.37	0.33			
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	4	5	15	2	0	14	12	0.25	0.57			
Ascent at Montelena	Pulte	RO		DTMJ	127	0	3	15	1	1	16	11	0.47	0.52			
Solis at Montelena	Pulte	RO		DTMJ	55	0	6	10	0	0	4	1	0.10	0.05			
Vista at Montelena	Pulte	RO		DTMJ	38	0	5	10	0	0	17	13	0.41	0.62			
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	6	28	1	0	40	20	0.62	0.95			
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	6	7	0	0	159	16	0.82	0.76			
<b>TOTALS: No. Reporting: 19</b>					<b>Avg. Sales: 0.37</b>				<b>Traffic to Sales: 26 : 1</b>		<b>93</b>	<b>238</b>	<b>9</b>	<b>2</b>	<b>893</b>	<b>191</b>	<b>Net: 7</b>

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

North Sacramento					Projects Participating: 15												
					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	1	5	0	1	130	9	0.68	0.43			
Edgeview - The Cove	Beazer	SO		ATST	156	0	3	11	0	1	145	23	0.95	1.10			
Westward - The Cove	Beazer	SO		DTST	122	0	4	7	0	0	93	14	0.56	0.67			
Windrow - The Cove	Beazer	SO		DTST	167	0	2	7	0	0	149	16	0.80	0.76			
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	3	13	1	0	127	37	0.91	1.76			
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	4	5	13	2	0	136	44	0.98	2.10			
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	12	0	0	103	19	0.84	0.90			
Northlake - Bleau	Lennar	SO		DTMJ	236	0	2	12	3	1	108	23	0.88	1.10			
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	12	0	0	96	17	0.78	0.81			
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	12	2	0	99	25	0.86	1.19			
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	2	12	1	0	99	21	0.80	1.00			
Northlake - Shor	Lennar	SO		DTMJ	140	0	4	12	0	0	111	26	0.90	1.24			
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	3	12	1	0	101	17	0.82	0.81			
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	2	12	1	0	100	14	0.81	0.67			
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	3	5	13	1	0	78	31	0.83	1.48			
<b>TOTALS: No. Reporting: 15</b>					<b>Avg. Sales: 0.60</b>				<b>Traffic to Sales: 14 : 1</b>		<b>41</b>	<b>165</b>	<b>12</b>	<b>3</b>	<b>1675</b>	<b>336</b>	<b>Net: 9</b>

Qty Codes: SO = Sacramento, AO = Antelope

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
Folsom Area					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	
Sycamore Creek	JMC	FM		DTMJ	44	0	2	0	0	0	42	1	0.33	0.05	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	16	2	0	107	8	0.96	0.38	
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	8	0	0	42	32	0.75	1.52	
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	3	4	8	2	0	32	18	0.57	0.86	
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	3	5	8	3	0	35	15	0.66	0.71	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	4	8	3	1	106	26	0.88	1.24	
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	0	6	8	0	0	1	1	0.44	0.44	
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	0	4	8	0	0	1	1	0.24	0.24	
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	5	11	2	1	53	15	0.49	0.71	
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	3	2	1	0	39	16	0.50	0.76	
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	8	21	1	0	30	28	1.19	1.33	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	4	16	3	0	20	20	0.79	0.95	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	8	19	2	0	17	17	0.67	0.81	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	2	12	0	0	106	7	0.62	0.33	
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	13	0	0	30	30	2.12	2.12	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	3	62	0	0	25	12	0.51	0.57	
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	0	2	13	0	0	22	22	1.56	1.56	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	2	62	0	0	30	17	0.61	0.81	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.94</b>			<b>Traffic to Sales: 16 : 1</b>				<b>70</b>	<b>295</b>	<b>19</b>	<b>2</b>	<b>738</b>	<b>286</b>	<b>Net: 17</b>

City Codes: FM = Folsom

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	Avg. Sls /Week	Avg. Sls /YTD	
Revere	Blue Mountain	RE		DTMJ	51	0	1	29	0	0	38	5	0.35	0.24	
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	5	12	0	0	95	9	0.64	0.43	
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	2	16	0	0	60	5	0.42	0.24	
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	5	7	0	0	9	3	0.15	0.14	
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	4	4	12	2	0	90	31	0.69	1.48	
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	4	5	17	4	0	239	25	0.97	1.19	
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	3	5	1	0	28	12	0.42	0.57	
Trento at The Promontory	Lennar	BH		DTMJ	32	0	2	8	0	0	1	1	0.14	0.14	
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	5	6	0	0	40	11	0.48	0.52	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.78</b>			<b>Traffic to Sales: 16 : 1</b>				<b>32</b>	<b>112</b>	<b>7</b>	<b>0</b>	<b>600</b>	<b>102</b>	<b>Net: 7</b>

City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 63									
Placer 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
Whitehawk	Anthem United	GB		DTMJ	55	0	1	82	0	0	4	4	0.28	0.28
Verrado at Solaire	Beazer	RV		DTMJ	76	0	1	0	0	0	72	13	0.71	0.62
Harvest	Black Pine	LM		DTMJ	22	0	2	1	0	0	9	9	3.94	3.94
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	3	1	0	35	10	0.38	0.48
Balboa II	DR Horton	RV		DTST	172	0	4	10	1	0	54	43	1.28	2.05
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	3	11	1	0	48	27	1.00	1.29
Winding Creek - The Wilds II	DR Horton	RV		DTST	62	3	3	7	2	0	52	41	1.29	1.95
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	6	26	0	0	52	4	0.52	0.19
Edgefield Place	JMC	RK		DTMJ	83	0	5	15	0	0	25	12	0.40	0.57
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	3	30	1	0	16	13	0.28	0.62
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	4	27	2	0	72	22	0.65	1.05
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	3	36	1	0	62	13	0.56	0.62
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	0	5	10	1	0	5	5	1.17	1.17
Palisade Village	JMC	RV		DTST	307	0	3	29	2	0	272	48	1.43	2.29
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	21	1	0	87	12	0.62	0.57
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	5	32	0	0	72	20	0.65	0.95
Sentinel	JMC	RV		DTST	256	0	5	41	0	1	146	15	0.87	0.71
Tribute Pointe	JMC	RK		DTMJ	99	0	4	18	0	0	16	8	0.25	0.38
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	5	34	1	0	32	19	0.53	0.90
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	7	5	0	0	140	18	0.86	0.86
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	0	0	0	70	5	0.40	0.24
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	2	8	1	0	78	8	0.68	0.38
Copper Ridge	KB Home	LL		DTMJ	79	3	6	14	2	1	69	27	0.89	1.29
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	5	17	1	0	91	36	1.33	1.71
Morgan Knolls	KB Home	RV		DTMJ	58	0	4	16	0	0	2	2	0.48	0.48
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	1	0	0	239	22	1.14	1.05
Andorra at Sierra West	Lennar	RV		DTMJ	193	3	6	15	2	0	132	31	0.96	1.48
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	1	14	0	0	131	34	0.98	1.62
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	5	5	15	4	1	71	26	0.83	1.24
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	3	14	1	0	81	29	0.93	1.38
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	3	6	14	4	0	101	24	0.80	1.14
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	4	5	17	2	0	72	20	0.77	0.95
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	4	4	170	2	0	83	33	0.86	1.57
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	15	1	0	121	23	0.87	1.10
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	3	15	2	0	121	20	0.85	0.95
Moblise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	3	17	1	0	71	23	0.77	1.10
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	5	15	0	0	120	23	0.86	1.10
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	6	9	0	0	10	8	0.34	0.38
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	15	2	0	80	32	1.05	1.52
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	17	8	2	0	48	19	0.75	0.90
Meadowlands 60s	Meritage	LL		DTMJ	92	2	4	6	1	0	77	12	0.73	0.57
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	3	19	1	0	72	26	0.89	1.24
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	19	0	0	28	4	0.63	0.19
Revere at Independence	Richmond American	LL		DTMJ	122	0	5	1	0	0	111	22	0.89	1.05
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	4	6	2	3	0	22	13	0.47	0.62

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 63										
Placer County (Continued ...)					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	
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	9	0	0	12	11	0.18	0.52	
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	5	19	1	0	53	21	0.64	1.00	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	1	1	0	0	80	8	0.51	0.38	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	6	11	1	0	89	11	0.82	0.52	
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	18	10	3	0	23	17	0.32	0.81	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	12	11	1	0	79	9	0.73	0.43	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	5	11	1	0	85	15	0.78	0.71	
Fiddym Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	4	18	0	0	58	23	1.09	1.10	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	4	2	0	1	88	16	0.56	0.76	
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	3	9	0	0	67	22	1.00	1.05	
Eureka Grove	The New Home Co	GB		DTMJ	72	0	4	14	0	0	62	10	0.71	0.48	
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	6	0	0	15	5	0.28	0.24	
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	3	3	10	2	0	11	11	0.57	0.57	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	9	10	0	0	73	-1	0.37	-0.05	
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	3	14	1	0	104	29	0.91	1.38	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	4	4	14	3	0	91	24	0.80	1.14	
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	10	0	0	16	9	0.39	0.43	
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	4	12	0	0	15	13	0.36	0.62	
<b>TOTALS: No. Reporting: 63</b>		<b>Avg. Sales: 0.87</b>			<b>Traffic to Sales: 18 : 1</b>				<b>284</b>	<b>1085</b>	<b>59</b>	<b>4</b>	<b>4393</b>	<b>1131</b>	<b>Net: 55</b>

City Codes: GB = Granite Bay, RV = Roseville, LM = Loomis, LL = Lincoln, RK = Rocklin

Nevada 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	
Timberwood Estates	Hilbers	GV	Rsv's	DTST	45	0	3	3	0	0	24	-1	0.10	-0.05	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>3</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>-1</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

Yolo 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	
Parkside at The Rivers	Century	WS		DTMJ	82	0	1	6	1	0	13	12	0.43	0.57	
Trailside at the Rivers	Century	WS		DTMJ	120	0	5	6	0	1	5	5	0.26	0.26	
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	3	10	0	0	14	14	0.81	0.81	
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	4	10	0	0	4	4	0.22	0.22	
Crestada	Lennar	WL		DTMJ	105	0	3	10	1	0	37	26	0.90	1.24	
Iris	Lennar	WL		DTMJ	97	2	4	10	1	0	41	32	0.78	1.52	
Lavender	Lennar	WL		DTMJ	78	0	4	10	1	0	28	9	0.59	0.43	
The Hideaway	Meritage	WN		DTMJ	148	3	4	15	3	0	49	30	0.97	1.43	
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	5	3	0	0	67	15	0.60	0.71	
Revival	Tim Lewis	WL		DTST	72	0	5	8	0	0	15	5	0.27	0.24	
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 13 : 1</b>				<b>38</b>	<b>88</b>	<b>7</b>	<b>1</b>	<b>273</b>	<b>152</b>	<b>Net: 6</b>

City Codes: WS = West Sacramento, WL = Woodland, WN = Winters

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador County					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	3	14	0	0	19	1	0.21	0.05	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>3</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>1</b>	<b>Net: 0</b>
City Codes: PLY = Plymouth															

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	3	5	5	1	0	10	9	0.28	0.43	
Sparrow	DR Horton	CO		DTMU	86	0	6	5	1	0	8	4	0.16	0.19	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 5 : 1</b>	<b>11</b>	<b>10</b>	<b>2</b>	<b>0</b>	<b>18</b>	<b>13</b>	<b>Net: 2</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	Av. Sls /Week	Av. Sls /YTD	
Ambrosia	DR Horton	OR		DTST	95	3	5	5	2	0	12	11	0.33	0.52	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 2.00</b>					<b>Traffic to Sales: 3 : 1</b>	<b>5</b>	<b>5</b>	<b>2</b>	<b>0</b>	<b>12</b>	<b>11</b>	<b>Net: 2</b>
City Codes: OR = Orland															

Shasta County					Projects Participating: 3										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	6	7	0	0	7	6	0.30	0.29	
Magnolia at Shastina Ranch	DR Horton	RD		DTMU	66	0	3	7	0	0	10	10	0.43	0.48	
Ro	DR Horton	RD		DTST	50	3	5	5	1	0	30	14	0.59	0.67	
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.33</b>					<b>Traffic to Sales: 19 : 1</b>	<b>14</b>	<b>19</b>	<b>1</b>	<b>0</b>	<b>47</b>	<b>30</b>	<b>Net: 1</b>
City Codes: RD = Redding															

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	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	3	1	0	0	163	21	0.98	1.00	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>163</b>	<b>21</b>	<b>Net: 0</b>
City Codes: LO = Live Oak															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Yuba 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
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	1	37	1	1	13	13	1.60	1.60
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	6	6	0	0	93	1	0.54	0.05
Aspire at Calterra Ranch	K Hovnanian	WH		DTMJ	145	0	6	6	1	1	30	13	0.50	0.62
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	3	6	17	2	0	62	19	1.00	0.90
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	3	6	17	2	1	37	33	1.26	1.57
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	3	2	10	2	0	131	25	0.94	1.19
Seasons at River Oaks	Richmond American	OL		DTST	83	0	3	1	0	0	80	10	0.64	0.48
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	6	2	1	0	114	20	0.79	0.95
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 11 : 1</b>				<b>36</b>	<b>96</b>	<b>9</b>	<b>3</b>	<b>560</b>	<b>134</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

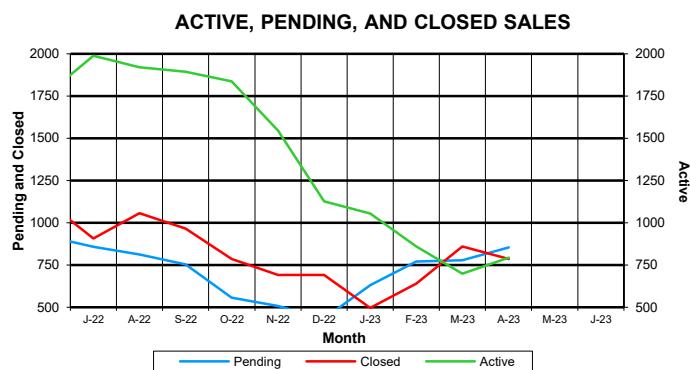
Sacramento			Projects Participating: 176						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 176</b>	<b>Avg. Sales: 0.86</b>	<b>Traffic to Sales: 16 : 1</b>	<b>734</b>	<b>2741</b>	<b>171</b>	<b>19</b>	<b>10367</b>	<b>2841</b>	<b>Net: 152</b>
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

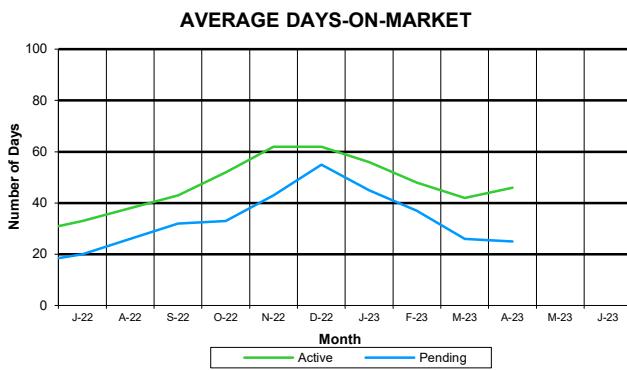
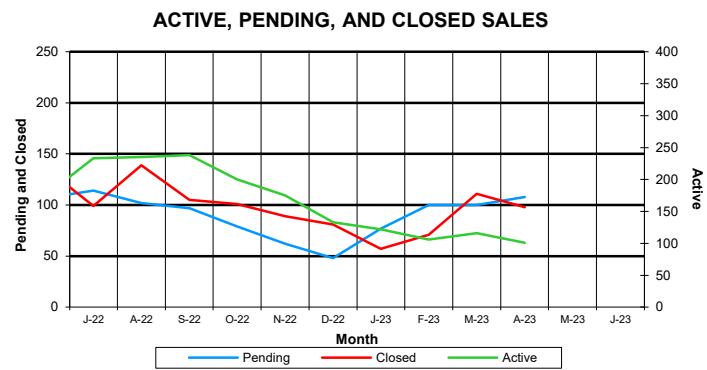
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	1,894	49	755	35	967	576,484
Oct-22	1,837	52	558	38	786	557,084
Nov-22	1,545	59	508	43	692	552,905
Dec-22	1,127	68	434	49	692	527,696
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



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	238	43	97	32	105	358,259
Oct-22	200	52	79	33	101	352,295
Nov-22	175	62	62	43	89	361,249
Dec-22	133	62	48	55	81	335,177
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



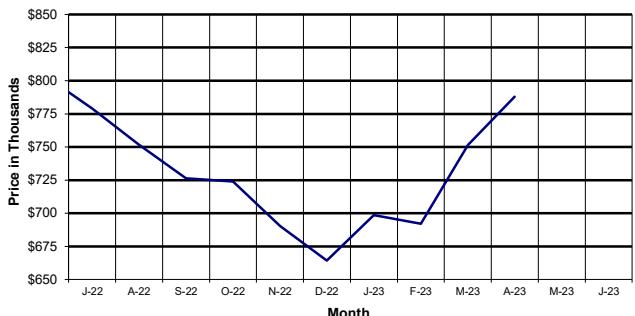
# The Ryness Company

Marketing Research Department

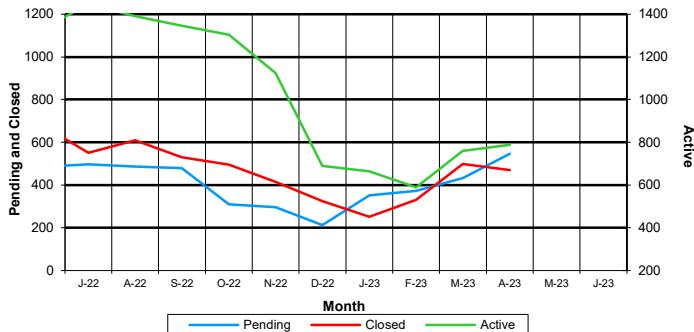
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	1,347	57	478	40	529	726,395
Oct-22	1,304	62	309	43	495	723,990
Nov-22	1,124	69	296	50	414	690,351
Dec-22	689	76	212	70	324	664,289
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

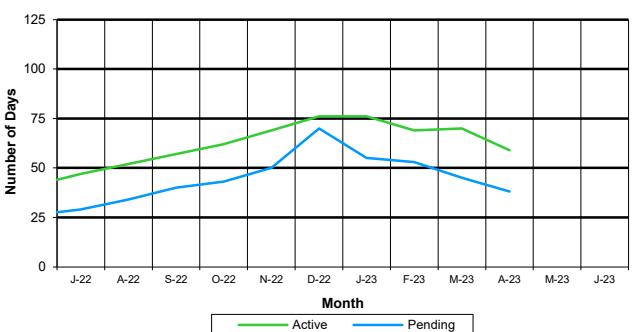
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



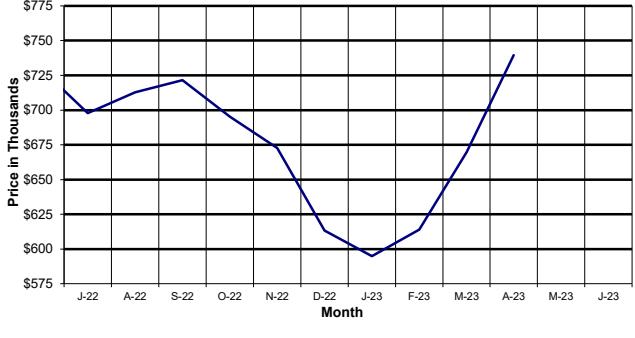
AVERAGE DAYS-ON-MARKET



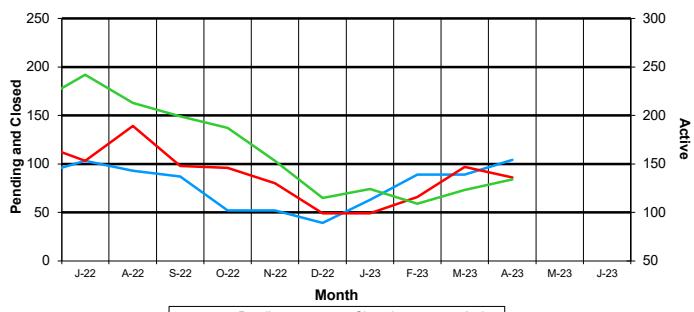
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-22	199	58	87	47	98	721,652
Oct-22	187	60	52	47	96	695,309
Nov-22	153	73	52	52	80	672,735
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

