

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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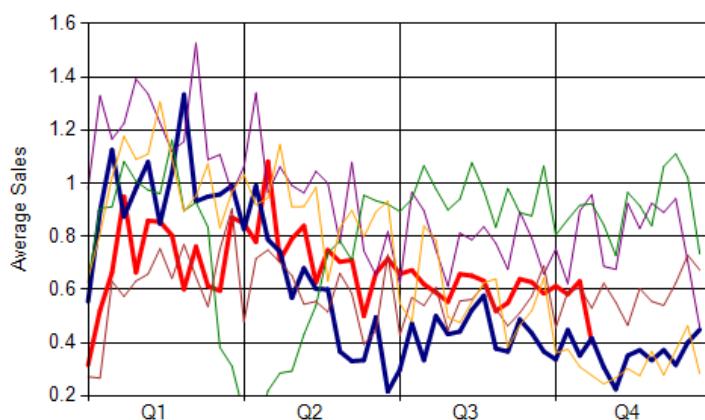


## Bay Area Week 43

Ending: Sunday, October 29, 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		20	162	11	0	11	0.55	0.82	-33%	0.77	-28%	
Contra Costa		26	243	10	0	10	0.38	0.78	-50%	0.67	-42%	
Sonoma, Napa		13	66	5	1	4	0.31	0.54	-43%	0.49	-37%	
San Francisco, Marin		3	72	2	0	2	0.67	0.27	146%	0.46	44%	
San Mateo		1	14	1	0	1	1.00	0.52	92%	0.28	260%	
Santa Clara		16	143	6	0	6	0.38	0.63	-41%	0.54	-31%	
Monterey, Santa Cruz, San Benito		8	58	4	1	3	0.38	0.59	-37%	0.60	-37%	
Solano		23	218	10	3	7	0.30	0.65	-53%	0.52	-42%	
<b>Current Week Totals</b>	Traffic : Sales	20 : 1	<b>110</b>	<b>976</b>	<b>49</b>	<b>5</b>	<b>44</b>	<b>0.40</b>	<b>0.68</b>	<b>-41%</b>	<b>0.60</b>	<b>-34%</b>
Per Project Average				9	0.45	0.05	0.40					
<b>Year Ago - 10/30/2022</b>	Traffic : Sales	16 : 1	<b>113</b>	<b>1031</b>	<b>63</b>	<b>16</b>	<b>47</b>	<b>0.42</b>	<b>0.63</b>	<b>-34%</b>	<b>0.43</b>	<b>-4%</b>
% Change			-3%	-5%	-22%	-69%	-6%	-4%	7%		39%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 43

### 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	26	0.88	0.09	0.78	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	150	12	0.90	0.11	0.79	0.80
■	2021	116	14	1.04	0.07	0.97	0.93
■	2022	105	11	0.75	0.12	0.63	0.58
■	2023	112	12	0.75	0.08	0.68	0.68
% Change:		6%	6%	0%	-36%	7%	17%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>7.25%</b>	APR <b>7.65%</b>	
FHA	<b>6.99%</b>	<b>7.88%</b>	Marking the first positive performance in ten quarters, residential investment rose at a 3.9% annualized rate and likely reflects from builders to speed up deliveries of homes under construction to take advantage of historically low existing home inventory. New home sales surged 12.3% in September to a 759,000-unit annualized pace. The stronger-than-expected print highlights resilient demand despite elevated mortgage rates throughout the month. New home sales, which are measured at the time of the contract signing, reflect a timelier picture of mortgage rates than existing home sales, which are measured at the time of the closing. With current homeowners unwilling to give up their historically low mortgage rates to move, the diminished supply of existing homes has pushed more homebuyers into the new home sales market, supporting more resilient demand as evidenced by the highest level of sales since February 2022. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	<b>4.89%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13									
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	Rsv's	ATMU	98	0	3	18	0	0	6	6	0.25	0.25
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	18	1	0	7	7	0.29	0.29
Aspect at Innovation	Lennar	FR		ATMU	167	0	6	8	1	0	105	48	1.00	1.12
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	5	10	1	0	45	45	1.12	1.12
Chroma at Innovation	Lennar	FR		ATMU	146	0	4	6	0	0	110	53	1.44	1.23
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	6	0	0	104	50	1.03	1.16
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	8	1	0	68	33	0.63	0.77
Vista at Bridgewater	Lennar	NK		DTMU	72	0	5	10	1	0	27	27	0.83	0.83
Center Pointe Cottages	Nuvera Homes	FR		ATMU	37	2	3	10	0	0	21	21	0.79	0.79
Compass at Bay37	Pulte	AL		ATMU	93	0	3	4	1	0	76	20	0.52	0.47
Lookout at Bay37	Pulte	AL		ATMU	138	0	4	4	1	0	78	40	0.54	0.93
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	3	7	0	0	123	32	0.52	0.74
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	6	2	0	0	90	19	0.50	0.44
<b>TOTALS: No. Reporting: 13</b>			<b>Avg. Sales: 0.54</b>		<b>Traffic to Sales: 16 : 1</b>				<b>57</b>	<b>111</b>	<b>7</b>	<b>0</b>	<b>860</b>	<b>401</b>
<b>Net: 7</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	DB		ATMU	60	0	1	16	0	0	49	49	1.52	1.52
Ivy at Boulevard	Brookfield	DB		DTMU	62	4	6	27	0	0	26	26	1.61	1.61
Avalon at Boulevard	Lennar	DB		ATMU	90	3	3	3	2	0	13	13	1.06	1.06
Gramercy at the Boulevard	Lennar	DB		ATMU	102	0	3	2	0	0	2	2	0.88	0.88
Lombard at Boulevard	Lennar	DB		DTMU	100	0	5	1	1	0	60	40	0.79	0.93
Venice at Boulevard	Lennar	DB		ATMU	91	0	6	1	1	0	78	47	1.02	1.09
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	1	0	0	5	5	0.12	0.12
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.57</b>		<b>Traffic to Sales: 13 : 1</b>				<b>25</b>	<b>51</b>	<b>4</b>	<b>0</b>	<b>233</b>	<b>182</b>
<b>Net: 4</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	7	1	0	30	22	0.32	0.51
Woodbury Highlands	Davidon	LF		ATMU	99	0	20	16	0	0	54	25	0.33	0.58
Penny Lane	Trumark	CN		ATMU	70	0	4	5	0	0	16	16	0.46	0.46
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 28 : 1</b>				<b>28</b>	<b>28</b>	<b>1</b>	<b>0</b>	<b>100</b>	<b>63</b>
<b>Net: 1</b>														

City Codes: PH = Pleasant Hill, LF = Lafayette, CN = Concord

Development Name	Developer	City Code	Notes	Type	Projects Participating: 4									
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		DTMJ	69	0	5	27	0	0	20	20	0.50	0.50
Hilcrest at The Preserve	Lennar	SR		ATMJ	104	0	3	0	0	0	1	1	0.14	0.14
City Village - Towns	SummerHill	SR		ATMJ	116	7	6	25	3	0	13	13	3.37	3.37
City Village -Courts	SummerHill	SR		DTMJ	154	0	2	25	0	0	8	8	1.51	1.51
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 26 : 1</b>				<b>16</b>	<b>77</b>	<b>3</b>	<b>0</b>	<b>42</b>	<b>42</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		DTMJ	94	0	5	3	0	0	6	6	0.17	0.17
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>5</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>6</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		DTMJ	300	0	6	9	0	0	276	31	0.86	0.72
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	11	7	0	0	121	28	0.77	0.65
Luca at Aviano	DeNova	AN		DTMJ	194	3	6	18	1	0	158	53	1.36	1.23
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	7	3	0	0	12	12	0.56	0.56
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	0	4	6	0	0	14	14	0.66	0.66
Luna at Aviano	Lennar	AN		DTMJ	102	0	4	3	0	0	98	50	0.98	1.16
Oriana at Aviano	Lennar	AN		DTMJ	115	0	3	3	0	0	104	44	1.04	1.02
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	6	4	0	0	124	38	0.79	0.88
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	3	3	0	0	83	39	0.70	0.91
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	4	3	0	0	87	58	1.08	1.35
Shine at Cielo	TRI Pointe	AN		DTMJ	137	0	4	3	1	0	83	54	1.03	1.26
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.18</b>		<b>Traffic to Sales: 31 : 1</b>				<b>58</b>	<b>62</b>	<b>2</b>	<b>0</b>	<b>1160</b>	<b>421</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		DTMJ	131	0	1	13	1	0	103	16	0.47	0.37
Chandler	Brookfield	BT	Rsv's	DTMJ	160	0	7	9	1	0	123	55	1.08	1.28
Cypress Crossings	KB Home	OY		DTMJ	98	0	3	26	0	0	53	42	0.80	0.98
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	4	1	0	0	100	43	1.13	1.00
Beacon at Delta Coves	Pulte	BI		DTST	30	0	6	6	0	0	8	8	0.24	0.24
Parkside	Richmond American	BT		DTMJ	34	0	5	10	1	0	12	12	0.49	0.49
Orchard Trails	Shea	BT		DTMJ	78	4	3	8	1	0	54	18	0.52	0.42
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.57</b>		<b>Traffic to Sales: 18 : 1</b>				<b>29</b>	<b>73</b>	<b>4</b>	<b>0</b>	<b>453</b>	<b>194</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
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		DTMJ	36	0	1	2	0	0	35	28	0.62	0.65
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	3	4	1	0	56	52	1.14	1.21
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	4	5	1	0	41	41	1.31	1.31
Willow at University District	DR Horton	RP		DTMJ	128	0	2	16	0	0	94	53	1.09	1.23
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	5	8	0	0	62	23	0.54	0.53
Aspect	Lafferty TSO	PET		DTMJ	18	0	TSO	0	0	0	17	2	0.07	0.05
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	2	2	1	1	24	15	0.33	0.35
Seasons at University District	Richmond American	RP		DTMJ	52	0	12	3	0	0	34	14	0.39	0.33
Meadow Creek II	Ryder	SR		DTMJ	30	0	6	N/A	0	0	14	14	0.51	0.51
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	8	0	0	101	16	0.65	0.37
City 44	W Marketing S/O	SR		ATMJ	44	0	S/O	7	2	0	44	18	0.39	0.42
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	3	0	0	28	18	0.43	0.42
Paseo Vista	W Marketing	SR		DTST	128	0	1	1	0	0	68	5	0.21	0.12
Portello	W Marketing	WD		DTMJ	68	0	3	7	0	0	29	20	0.45	0.47
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.31</b>			<b>Traffic to Sales: 13 : 1</b>			<b>44</b>	<b>66</b>	<b>5</b>	<b>1</b>	<b>647</b>	<b>319</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 Rm'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	8	49	0	0	53	21	0.46	0.49
The Strand	Trumark	SN		DTMJ	32	0	14	16	0	0	16	7	0.16	0.16
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>22</b>	<b>65</b>	<b>0</b>	<b>0</b>	<b>69</b>	<b>28</b>	<b>Net: 0</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	3	7	2	0	30	15	0.22	0.35
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 4 : 1</b>			<b>3</b>	<b>7</b>	<b>2</b>	<b>0</b>	<b>30</b>	<b>15</b>	<b>Net: 2</b>
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Laguna Vista	SummerHill	FC		ATMJ	70	0	6	14	1	0	39	14	0.46	0.33
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 14 : 1</b>			<b>6</b>	<b>14</b>	<b>1</b>	<b>0</b>	<b>39</b>	<b>14</b>	<b>Net: 1</b>
City Codes: FC = Foster City														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 16									
Santa Clara 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
Andalusia	Dividend	MH		ATMU	46	0	4	4	0	0	42	23	0.54	0.53
Summerstone	DR Horton	GL		DTST	29	0	3	5	0	0	3	3	0.72	0.72
Lavender	Landsea	SV		ATMU	128	4	5	15	1	0	89	42	0.84	0.98
Anza at Agrihood	Pulte	SC		ATMU	36	0	2	6	1	0	31	31	0.77	0.77
Avenue at Central	Pulte	SJ		ATMU	158	0	4	5	0	0	2	2	0.27	0.27
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	8	0.33	0.19
Plaza at Central	Pulte	SJ		ATMU	90	0	3	4	1	0	57	28	0.93	0.65
The Elms	Pulte	ST		ATMU	90	0	4	2	0	0	0	0	0.00	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	14	0	0	52	5	0.45	0.12
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	6	14	0	0	64	20	0.50	0.47
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	4	14	0	0	58	21	0.45	0.49
Verano	SummerHill	MV		ATMU	115	0	1	21	1	0	65	53	1.14	1.23
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	8	14	0	0	8	8	0.39	0.39
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	5	3	0	0	13	13	0.67	0.67
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	3	6	9	1	0	25	22	0.38	0.51
Jasper	Trumark	MH		ATMU	101	0	5	13	1	0	48	27	0.54	0.63
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 24 : 1</b>				<b>68</b>	<b>143</b>	<b>6</b>	<b>0</b>	<b>582</b>	<b>306</b>
City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SC = Santa Clara, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8									
					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
Promontory at Ridgemark	Century	HO		DTMU	90	0	3	7	1	1	38	34	0.64	0.79
Brighton at Fairview	KB Home	HO	New	DTMU	72	9	9	3	0	0	0	0	0.00	0.00
Highbrook at Fairview (SFD)	KB Home	HO		DTMU	138	0	4	20	1	0	14	14	0.63	0.63
Serenity V	Legacy	HO		DTMU	31	0	8	4	0	0	15	15	0.32	0.35
Elderberry	Lennar	HO		DTMU	66	0	6	3	1	0	31	29	0.62	0.67
Laurel	Lennar	HO		DTMU	67	0	5	10	0	0	30	28	0.60	0.65
Beach House II at the Dunes	Shea	MA		DTMU	92	3	3	3	1	0	89	16	0.76	0.37
Enclave, The	Shea	SS		DTMU	61	0	3	8	0	0	50	10	0.40	0.23
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 15 : 1</b>				<b>41</b>	<b>58</b>	<b>4</b>	<b>1</b>	<b>267</b>	<b>146</b>
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

Benicia, Vallejo					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
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	5	9	0	0	51	51	1.81	1.81
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>5</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>51</b>	<b>51</b>
City Codes: VL = Vallejo														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
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	0	0	25	17	0.32	0.40
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	6	13	1	0	26	10	0.33	0.23
Meridian	Century	SU		DTMU	71	0	4	37	0	0	0	0	0.00	0.00
Monte Verde	Century	FF		DTMU	124	0	2	12	1	0	86	54	1.17	1.26
Luminescence at Liberty	DeNova	RV		AASF	311	0	6	10	0	1	117	42	0.97	0.98
One56 at One Lake	DeNova	FF		DTMU	56	0	1	22	0	0	55	36	0.81	0.84
Iris at The Villages	DR Horton	FF		DTMU	119	0	3	8	1	0	47	45	0.99	1.05
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	6	5	0	1	31	25	0.46	0.58
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	3	4	1	0	28	23	0.42	0.53
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	3	4	5	1	0	5	5	0.69	0.69
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	1	1	1	0	1	1	0.14	0.14
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	5	21	0	1	81	32	0.78	0.74
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	4	5	0	0	57	44	0.70	1.02
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	5	3	0	0	42	25	0.51	0.58
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	4	1	1	0	53	29	0.48	0.67
Seasons at Homestead	Richmond American	DX		DTMU	85	0	5	6	0	0	41	30	0.50	0.70
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	5	0	0	83	27	0.61	0.63
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMU	74	0	2	2	1	0	72	24	0.84	0.56
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	6	2	0	0	122	31	0.80	0.72
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	4	13	0	0	5	5	0.27	0.27
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	2	13	0	0	94	12	0.60	0.28
Splash at One Lake	TRI Pointe	FF		DTMU	104	4	6	13	2	0	83	24	0.59	0.56
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.32</b>			<b>Traffic to Sales: 21 : 1</b>			<b>89</b>	<b>209</b>	<b>10</b>	<b>3</b>	<b>1154</b>	<b>541</b>	<b>Net: 7</b>

City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville

Bay Area			Projects Participating: 111								
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 110</b>		<b>Avg. Sales: 0.40</b>	<b>Traffic to Sales: 20 : 1</b>		<b>496</b>	<b>976</b>	<b>49</b>	<b>5</b>	<b>5693</b>	<b>2729</b>	<b>Net: 44</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

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

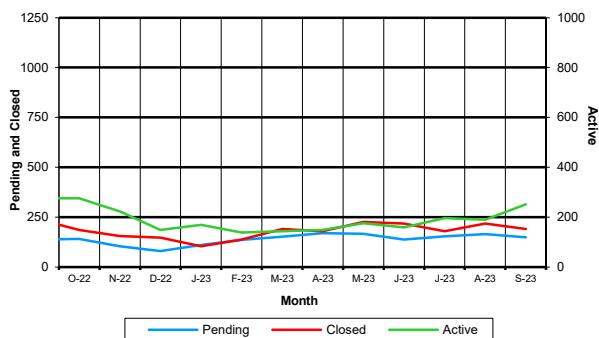
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

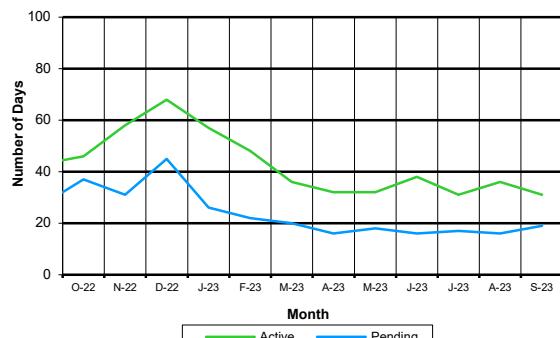
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190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



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

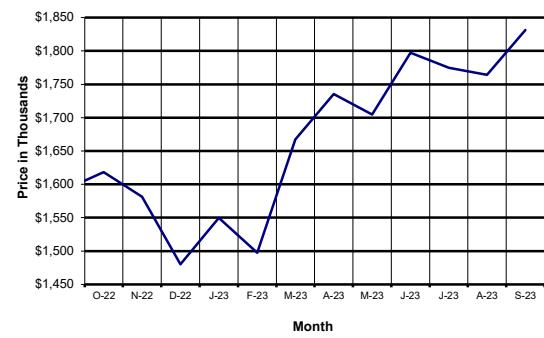


## San Jose Metro SFD Monthly MLS Survey

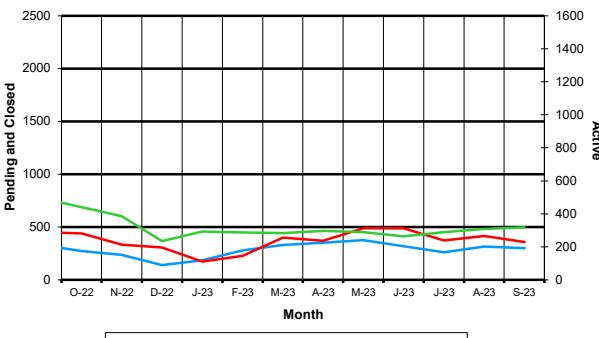
San Jose, Santa Clara & Sunnyvale

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

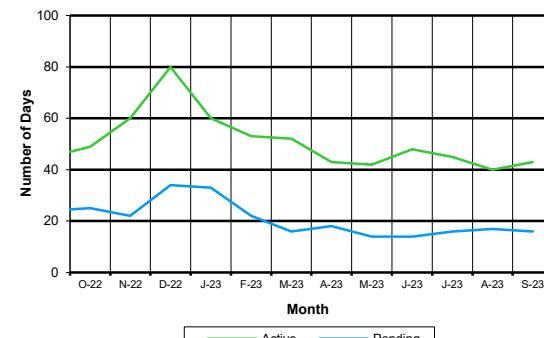
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





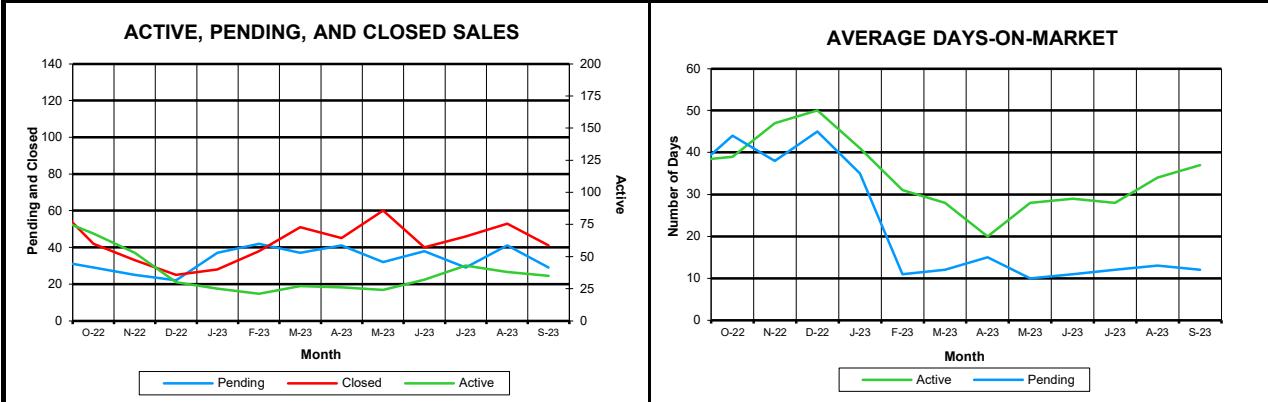
# The Ryness Company

Marketing Research Department

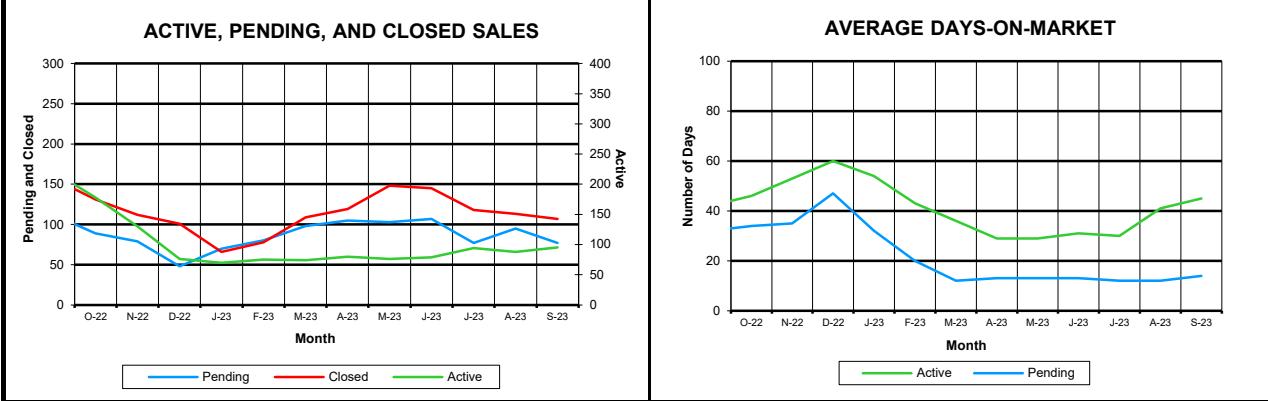
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

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



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



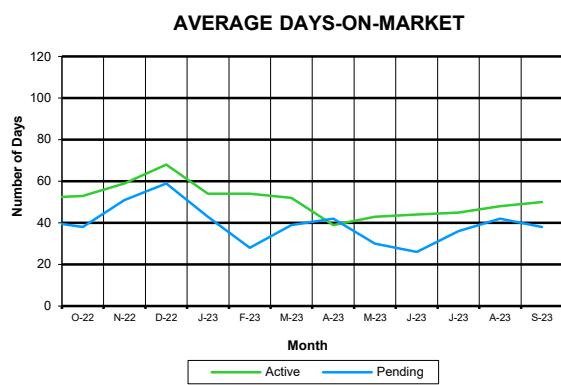


# The Ryness Company

Marketing Research Department

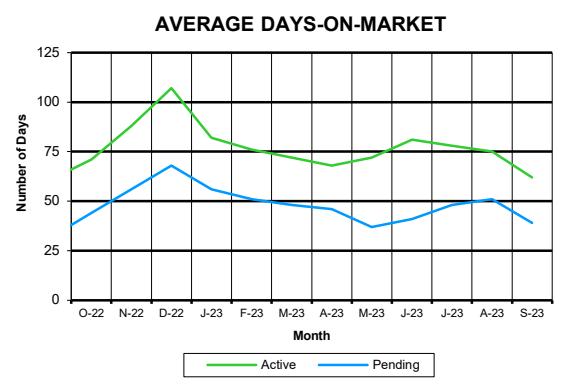
## Oakland-Emeryville Attd. Monthly MLS Survey

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



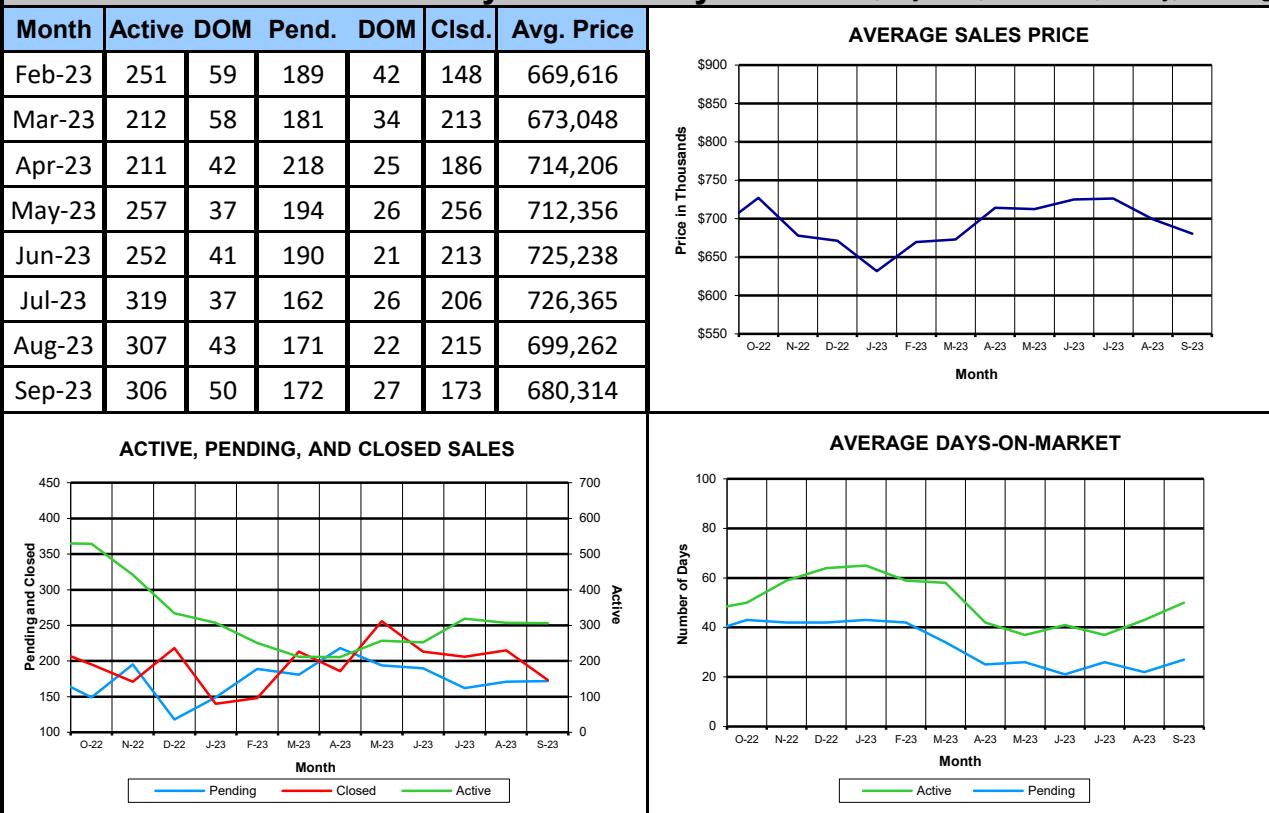
## San Francisco Attd. Monthly MLS Survey

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

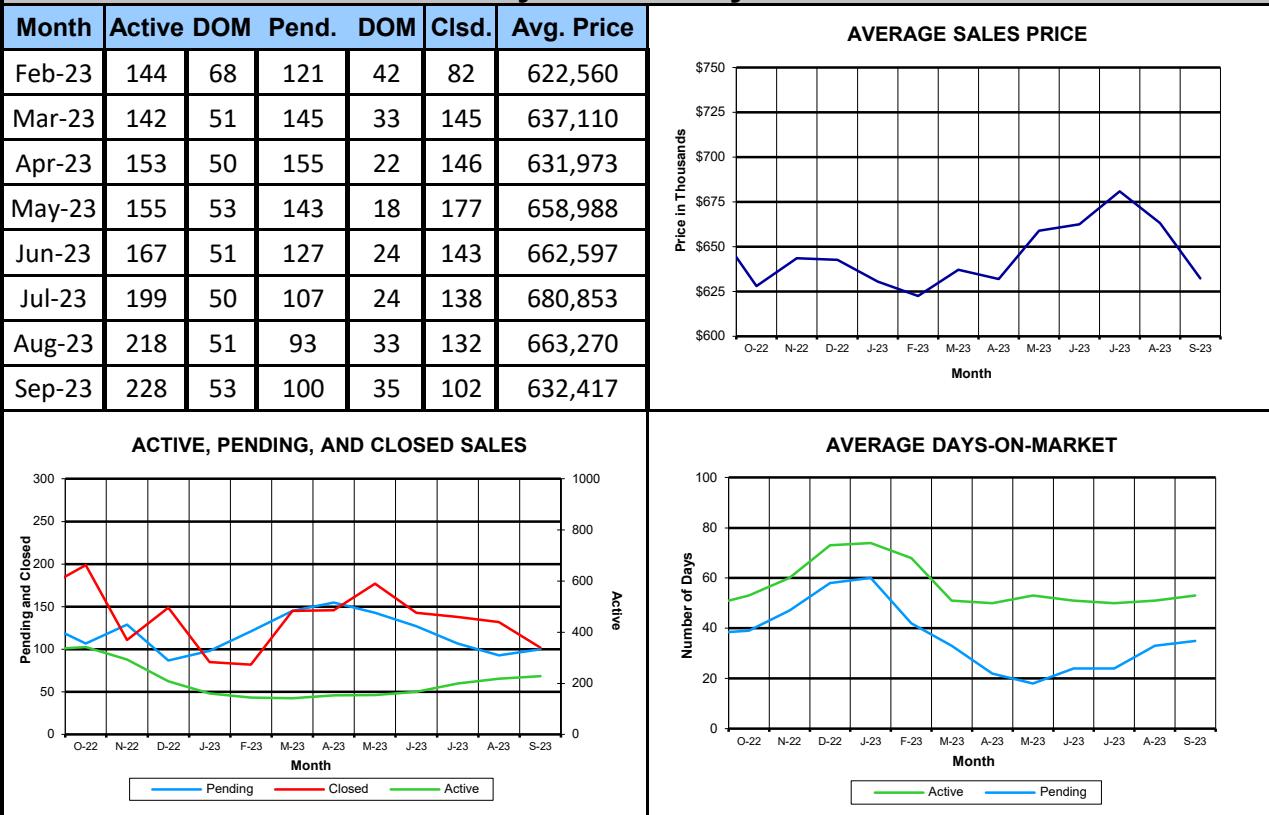


## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



## Fairfield-Vacaville SFD Monthly MLS Survey



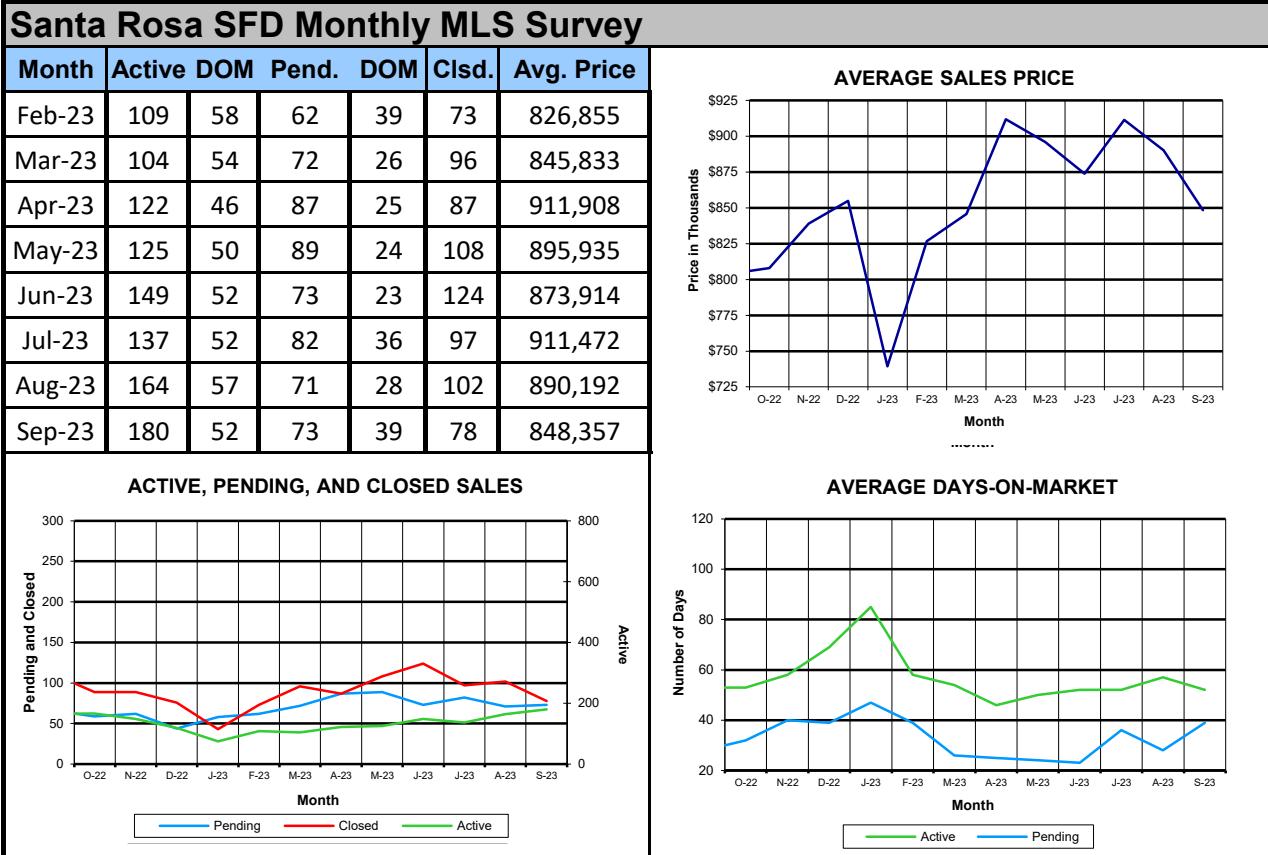
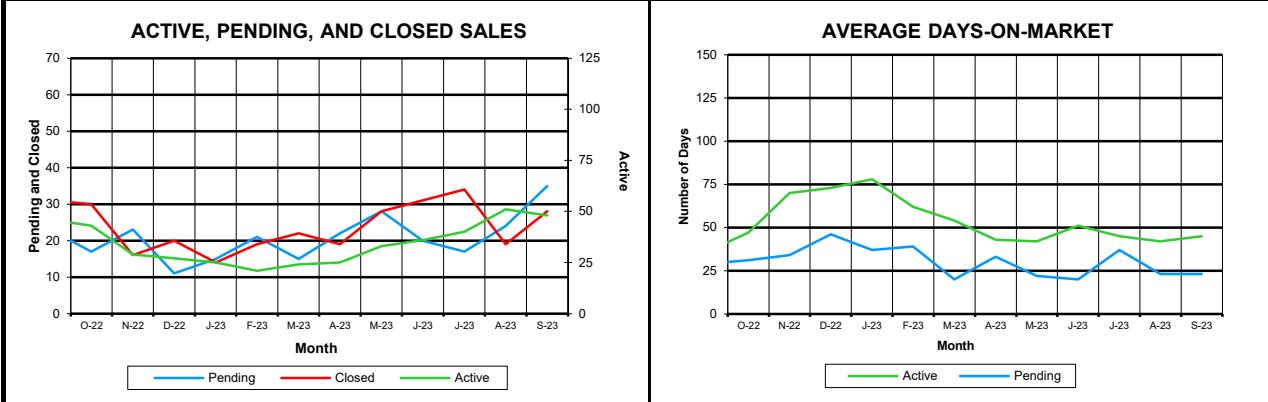


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
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
Sep-23	48	45	35	535,259



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

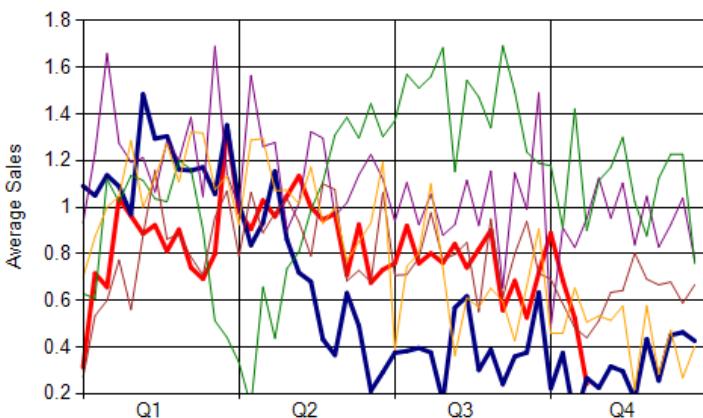


## Central Valley

*Ending: Sunday, October 29, 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		9	61	6	0	6	0.67	0.97	-31%	0.81	-18%
San Joaquin County		44	404	11	6	5	0.11	0.77	-85%	0.64	-82%
Stanislaus County		10	35	3	1	2	0.20	0.57	-65%	0.46	-57%
Merced County		10	68	7	2	5	0.50	0.82	-39%	0.93	-46%
Madera County		10	71	9	4	5	0.50	0.68	-27%	0.54	-7%
Fresno County		29	492	16	12	4	0.14	0.93	-85%	0.89	-84%
<b>Current Week Totals</b>	Traffic : Sales	<b>22 : 1</b>	<b>112</b>	<b>1131</b>	<b>52</b>	<b>25</b>	<b>0.24</b>	<b>0.81</b>	<b>-70%</b>	<b>0.73</b>	<b>-67%</b>
Per Project Average				10	0.46	0.22	0.24				
<b>Year Ago - 10/30/2022</b>	Traffic : Sales	<b>20 : 1</b>	<b>90</b>	<b>1005</b>	<b>51</b>	<b>27</b>	<b>0.27</b>	<b>0.70</b>	<b>-62%</b>	<b>0.36</b>	<b>-27%</b>
<b>% Change</b>			24%	13%	2%	-7%	13%	-10%	15%	100%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 43

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	69	22	1.05	0.17	0.88	0.80
■	2019	79	22	0.94	0.15	0.80	0.77
■	2020	86	21	1.32	0.19	1.12	1.11
■	2021	105	15	1.23	0.12	1.12	1.09
■	2022	101	13	0.93	0.23	0.70	0.64
■	2023	108	13	0.95	0.14	0.81	0.81
% Change:		7%	2%	3%	-37%	15%	26%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>7.25%</b>	<b>APR</b> <b>7.65%</b>	
<b>FHA</b>	<b>6.99%</b>	<b>7.88%</b>	Marking the first positive performance in ten quarters, residential investment rose at a 3.9% annualized rate and likely reflects from builders to speed up deliveries of homes under construction to take advantage of historically low existing home inventory. New home sales surged 12.3% in September to a 759,000-unit annualized pace. The stronger-than-expected print highlights resilient demand despite elevated mortgage rates throughout the month. New home sales, which are measured at the time of the contract signing, reflect a timelier picture of mortgage rates than existing home sales, which are measured at the time of the closing. With current homeowners unwilling to give up their historically low mortgage rates to move, the diminished supply of existing homes has pushed more homebuyers into the new home sales market, supporting more resilient demand as evidenced by the highest level of sales since February 2022. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>10 Yr Yield</b>	<b>4.89%</b>		
			

# The Ryness Report

Week Ending  
Sunday, October 29, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9									
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	20	0	0	118	42	0.99	0.98
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	3	5	1	0	101	49	1.09	1.14
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	3	4	1	1	0	35	35	0.87	0.87
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	4	2	0	0	30	30	0.74	0.74
Hillview	Lennar	TH		DTMJ	214	0	3	10	3	0	77	53	1.05	1.23
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	0	4	3	0	0	46	39	0.79	0.91
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	4	2	0	0	46	36	0.85	0.84
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	2	0	0	135	42	0.98	0.98
Langston at Mountain House	Shea	MH		ATMU	302	0	5	16	1	0	230	59	1.17	1.37
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.67</b>		<b>Traffic to Sales: 10 : 1</b>				<b>31</b>	<b>61</b>	<b>6</b>	<b>0</b>	<b>818</b>	<b>385</b>
Qty Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 8									
					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	0	0	0	105	36	0.79	0.84
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	6	15	1	0	27	27	0.81	0.81
Keys II at Westlake	Lennar	SK		DTMJ	86	0	3	5	1	0	25	23	0.51	0.53
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	3	5	0	0	25	25	0.62	0.62
Waterside at Westlake	Lennar	SK		DTMJ	92	0	5	5	1	0	26	26	0.74	0.74
Westlake	Meritage	SK		DTMJ	84	0	6	3	2	0	74	31	0.87	0.72
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	3	8	1	0	50	27	0.57	0.63
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	6	1	0	1	50	29	0.59	0.67
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.63</b>		<b>Traffic to Sales: 7 : 1</b>				<b>34</b>	<b>42</b>	<b>6</b>	<b>1</b>	<b>382</b>	<b>224</b>
Qty Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36									
San Joaquin County					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
Griffin Park	Atherton	MN	Rsv's	DTMJ	267	5	6	17	0	0	188	48	1.56	1.12
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	5	6	0	0	62	62	1.50	1.50
Yosemite Greens	DR Horton TSO	MN		DTMJ	99	0	TSO	6	0	0	85	62	1.37	1.44
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	5	19	1	0	43	31	0.63	0.72
Balboa at River Islands	Kiper	LP		DTMJ	117	0	4	21	0	0	109	44	0.89	1.02
Freestone	Kiper	MN		DTMJ	60	0	2	3	0	0	58	31	0.66	0.72
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	22	0	0	83	36	0.80	0.84
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	3	4	0	0	126	15	0.32	0.35
Chelsey at The Trails	Lennar	MN		DTMJ	100	0	5	2	0	0	7	7	1.11	1.11
Hawden at The Trails	Lennar	MN		DTMJ	103	0	3	2	0	0	3	3	0.48	0.48
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	1	0	0	165	52	1.18	1.21
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	6	11	0	0	124	75	1.13	1.74
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	6	0	1	164	54	1.17	1.26
Laguna at River Islands	Pulte	LP		DTMJ	110	0	5	9	0	1	67	39	0.66	0.91
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	3	3	0	0	86	44	0.84	1.02
Passport at Griffin Park	Raymus	MN		DTMJ	93	0	6	20	0	0	87	28	0.82	0.65
The Strand Collection	Raymus	MN		DTMJ	56	4	5	25	1	0	2	2	0.48	0.48
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	12	0	1	38	26	0.47	0.60
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	3	4	0	0	98	26	0.82	0.60
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	4	0	0	3	3	0.15	0.15
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	5	14	0	1	36	23	0.45	0.53
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	6	14	0	0	55	36	0.60	0.84
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	3	1	0	0	15	15	0.74	0.74
Villa Ticino	Richmond American	MN		DTMJ	100	0	7	2	1	0	7	7	0.41	0.41
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	2	4	0	0	102	48	1.03	1.12
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	3	37	1	0	82	35	0.75	0.81
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	3	1	0	0	35	28	0.50	0.65
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	4	6	0	0	53	27	0.61	0.63
Avalon at River Islands	Trumark	LP		DTMJ	57	0	5	16	1	0	51	29	0.55	0.67
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	3	9	0	0	57	24	0.65	0.56
Dawn at The Collective	Trumark	MN		AASF	76	0	7	7	0	0	18	13	0.21	0.30
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	3	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	6	8	0	0	33	23	0.37	0.53
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	2	14	0	0	38	32	0.53	0.74
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	5	24	0	1	26	26	0.86	0.86
Avendale	Warmington	MN		DTMJ	49	0	2	5	0	0	40	40	1.20	1.20
<b>TOTALS: No. Reporting: 36</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 72 : 1</b>				<b>148</b>	<b>362</b>	<b>5</b>	<b>5</b>	<b>2246</b>	<b>1094</b>
City Codes: MN = Manteca, LP = Lathrop														

# The Ryness Report

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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	2	1	0	0	31	23	0.51	0.53	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: NA</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>31</b>	<b>23</b>	<b>Net: 0</b>
City Codes: CE = Ceres															

Stanislaus County					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	
Grasslands at Countryside	DR Horton	RB		DTMU	34	3	2	12	2	0	3	3	2.33	2.33	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	4	2	0	0	119	30	0.97	0.70	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	6	2	0	0	7	7	0.18	0.18	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	4	1	0	19	19	0.89	0.89	
Fieldstone II	KB Home	HG		DTST	50	0	4	0	0	0	44	17	0.55	0.40	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	8	8	0	0	0	0	0.00	0.00	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	3	1	0	0	185	30	1.01	0.70	
T Street Customs	SOM	NW		DTMU	10	0	2	2	0	0	3	3	0.05	0.07	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.38</b>					<b>Traffic to Sales: 10 : 1</b>	<b>32</b>	<b>31</b>	<b>3</b>	<b>0</b>	<b>380</b>	<b>109</b>	<b>Net: 3</b>
City Codes: RB = Riverbank, 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	0	4	3	0	1	51	35	0.68	0.81	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: -1.00</b>					<b>Traffic to Sales: NA</b>	<b>4</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>51</b>	<b>35</b>	<b>Net: -1</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	1	7	9	0	0	74	36	0.84	0.84	
Lantana	DR Horton	MD		DTMU	99	7	15	6	2	0	47	44	0.99	1.02	
Monterra VI	DR Horton	MD		DTMU	61	1	6	9	2	1	47	47	1.66	1.66	
New castle	DR Horton	MD		DTMU	33	0	3	3	0	0	30	30	0.96	0.96	
Pacheco Pointe III	DR Horton	LB		DTST	81	2	6	6	3	1	14	14	1.69	1.69	
Stoneridge South III	DR Horton	MD		DTMU	64	0	9	15	0	0	54	54	1.25	1.26	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	12	5	0	0	49	17	0.43	0.40	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	3	7	0	0	62	20	0.58	0.47	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	4	6	0	0	135	27	0.62	0.63	
Villas II, The	Stonefield Home	LB		DTST	191	0	4	2	0	0	102	16	0.71	0.37	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 10 : 1</b>	<b>69</b>	<b>68</b>	<b>7</b>	<b>2</b>	<b>614</b>	<b>305</b>	<b>Net: 5</b>
City Codes: LB = Los Banos, MD = Merced															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10													
<b>Madera County</b>					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	3	7	4	0	1	51	30	0.61	0.70				
Omni	Century	MDA		DTMJ	61	3	7	7	5	2	38	35	0.64	0.81				
Pecan Square	DR Horton	MDA		DTMJ	112	2	4	8	2	0	74	74	1.75	1.72				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	3	5	8	2	1	22	19	0.39	0.44				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	13	0	0	107	4	0.74	0.09				
Riverstone - Clementine II	Lennar	MDA		DTST	59	2	4	13	0	0	55	55	1.30	1.28				
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.24	0.24				
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	0.36	0.36				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	9	0	0	24	4	0.17	0.09				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	9	0	0	48	8	0.33	0.19				
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 8 : 1</b>				<b>43</b>	<b>71</b>	<b>9</b>	<b>4</b>	<b>425</b>	<b>235</b>				
City Codes: CW = Chowchilla, MDA = Madera																		
<b>Net: 5</b>																		

# The Ryness Report

Week Ending  
Sunday, October 29, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 29									
Fresno 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
Bravado	Century	REE		DTMU	182	4	7	28	1	1	86	36	0.81	0.84
The Crossings II	Century	KER		DTMU	104	0	8	6	1	1	96	41	1.09	0.95
Serenade	DR Horton	SAN		DTMU	129	0	5	5	1	0	25	25	0.95	0.95
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.52	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	5	8	0	0	42	12	0.45	0.28
Centrella Estates	KB Home	FR		DTMU	74	0	5	7	0	0	41	41	1.31	1.31
Centrella Villas	KB Home	FR		DTMU	107	0	8	6	0	1	64	40	0.97	0.93
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	6	1	0	26	26	0.89	0.89
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	4	11	0	0	17	17	0.70	0.70
Legacy at Highland	KB Home	CV		DTMU	42	0	7	11	0	1	28	28	0.62	0.65
Catalina Park - Surf	Lennar	FR		DTMU	83	3	5	2	3	1	50	45	1.10	1.05
Corinthalyn- Surf	Lennar	CV	New	DTMU	75	3	2	1	1	0	1	1	3.50	3.50
Daffodil Hill - Clementine	Lennar	FR		DTMU	110	0	2	21	1	0	96	75	1.11	1.74
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	4	1	1	0	13	13	0.76	0.76
Heirloom- Orchard Series	Lennar	FR		DTST	66	2	4	8	2	1	30	30	1.96	1.96
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	1	0	0	0	4	4	0.30	0.30
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	2	0	0	0	4	4	0.35	0.35
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	2	0	0	0	3	3	0.20	0.20
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	6	67	1	2	57	57	1.88	1.88
Juniper Hills- Solana	Lennar	FR		DTST	77	0	7	40	0	0	60	60	1.45	1.45
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	8	120	1	3	54	52	1.25	1.21
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	185	0	1	11	0	1	184	146	1.39	3.40
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	8	13	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	3	14	0	0	4	4	0.15	0.15
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	3	38	0	0	62	14	0.36	0.33
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	12	38	0	0	41	6	0.24	0.14
Somerset Crossing	Woodside	FO		ATST	99	0	4	5	1	0	61	22	0.45	0.51
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	2	16	1	0	88	4	0.51	0.09
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	2	9	0	0	55	7	0.32	0.16
<b>TOTALS: No. Reporting: 29</b>		<b>Avg. Sales: 0.14</b>			<b>Traffic to Sales: 31 : 1</b>			<b>139</b>	<b>492</b>	<b>16</b>	<b>12</b>	<b>1418</b>	<b>813</b>	<b>Net: 4</b>

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

Central Valley			Projects Participating: 112						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 112</b>	<b>Avg. Sales: 0.24</b>	<b>Traffic to Sales: 22 : 1</b>	<b>502</b>	<b>1131</b>	<b>52</b>	<b>25</b>	<b>6365</b>	<b>3223</b>	<b>Net: 27</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									

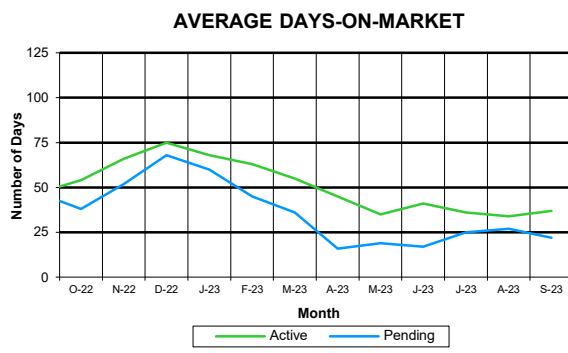
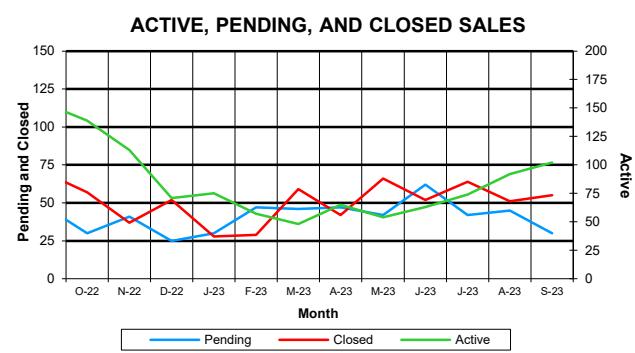


# The Ryness Company

Marketing Research Department

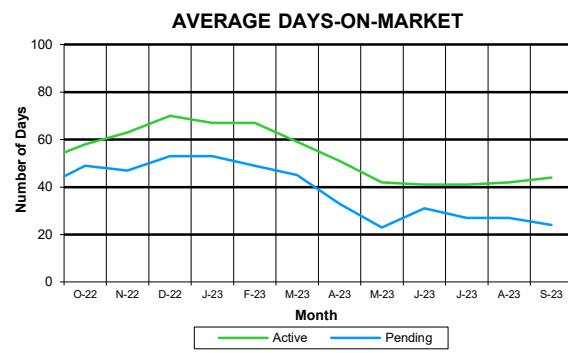
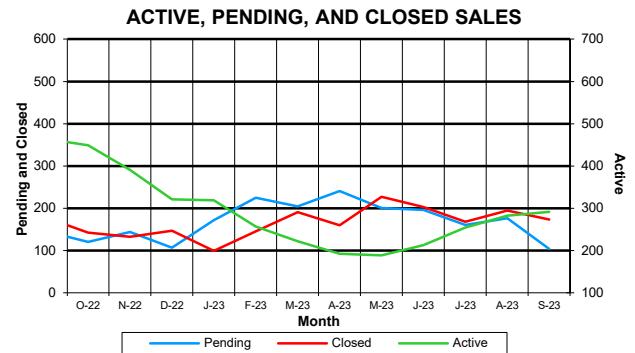
## Tracy SFD Monthly MLS Survey

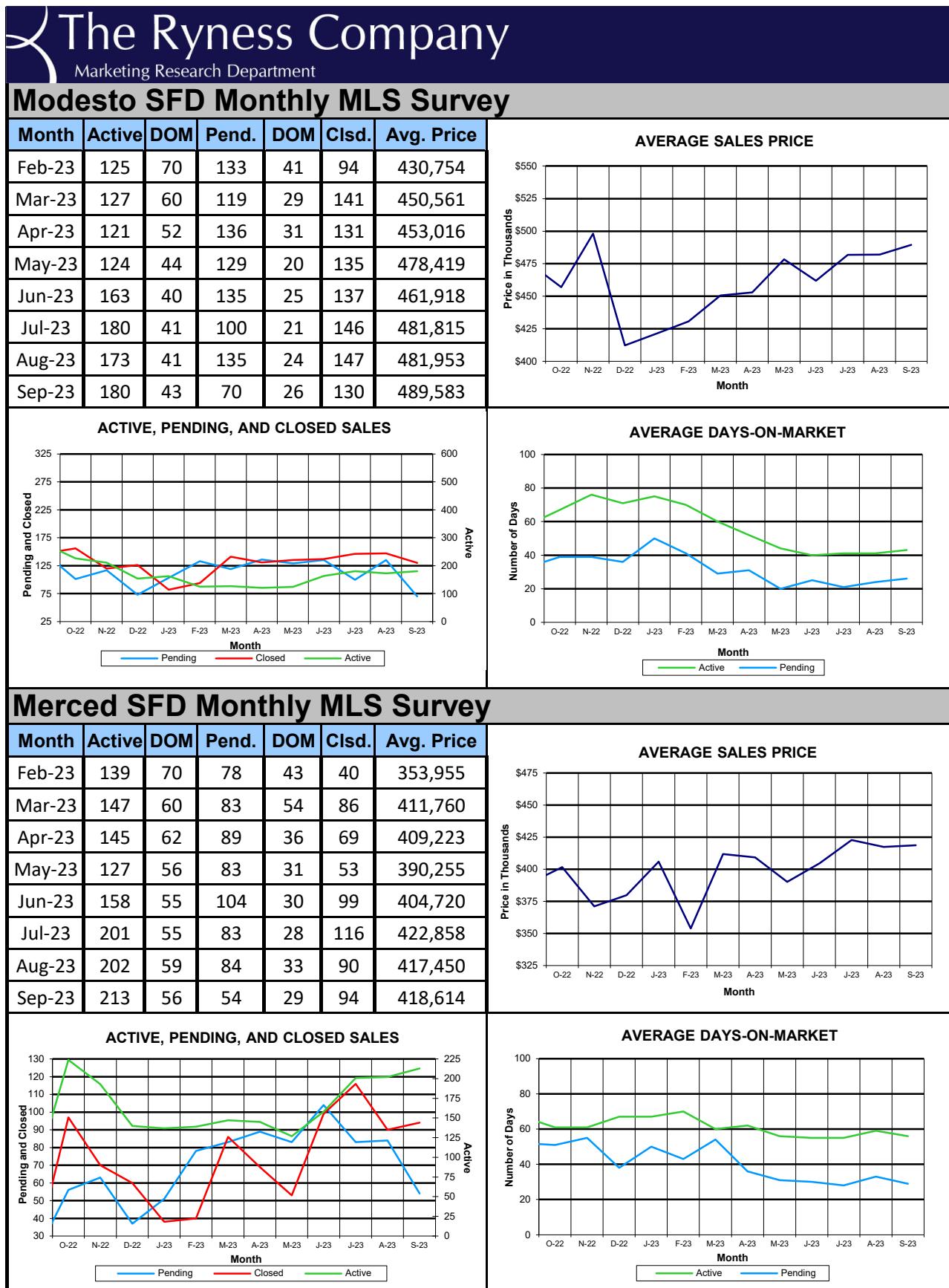
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298



## Stockton SFD Monthly MLS Survey

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





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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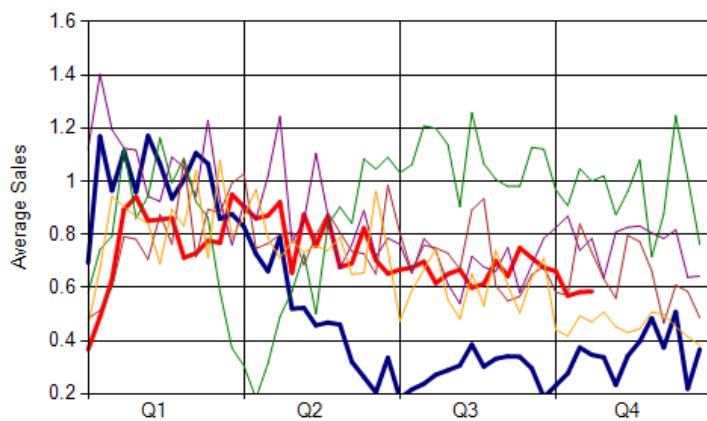
## Sacramento

Week 43

Ending: Sunday, October 29, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		32	418	25	5	20	0.63	0.82	-24%	0.83	-24%	
Central & North Sacramento		41	307	25	3	22	0.54	0.61	-12%	0.50	8%	
Folsom		16	207	20	2	18	1.13	0.78	45%	0.64	76%	
El Dorado		9	80	4	1	3	0.33	0.57	-42%	0.46	-28%	
Placer & Nevada		60	674	40	12	28	0.47	0.77	-39%	0.68	-31%	
Yolo		10	59	7	0	7	0.70	0.76	-8%	0.73	-4%	
Amador County		1	14	0	0	0	0.00	0.02	-100%	0.00	0.00	
Northern Counties		14	84	10	1	9	0.64	0.68	-5%	0.65	-2%	
<b>Current Week Totals</b>	Traffic : Sales	14:1	<b>183</b>	<b>1843</b>	<b>131</b>	<b>24</b>	<b>107</b>	<b>0.58</b>	<b>0.72</b>	<b>-19%</b>	<b>0.65</b>	<b>-10%</b>
Per Project Average			10	0.72	0.13	0.58						
<b>Year Ago - 10/30/2022</b>	Traffic : Sales	18:1	<b>182</b>	<b>1970</b>	<b>110</b>	<b>47</b>	<b>63</b>	<b>0.35</b>	<b>0.56</b>	<b>-38%</b>	<b>0.30</b>	<b>15%</b>
<b>% Change</b>			1%	-6%	19%	-49%	70%	69%	29%		115%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 43

### 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	130	26	0.85	0.14	0.71	0.66
■	2019	141	22	0.88	0.13	0.75	0.73
■	2020	150	16	1.03	0.15	0.88	0.89
■	2021	162	17	0.96	0.10	0.87	0.85
■	2022	175	13	0.73	0.18	0.56	0.52
■	2023	180	14	0.84	0.12	0.72	0.72
% Change:		3%	3%	15%	-32%	29%	38%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 7.25%	APR 7.65%	
FHA	6.99%	7.88%	Marking the first positive performance in ten quarters, residential investment rose at a 3.9% annualized rate and likely reflects from builders to speed up deliveries of homes under construction to take advantage of historically low existing home inventory. New home sales surged 12.3% in September to a 759,000-unit annualized pace. The stronger-than-expected print highlights resilient demand despite elevated mortgage rates throughout the month. New home sales, which are measured at the time of the contract signing, reflect a timelier picture of mortgage rates than existing home sales, which are measured at the time of the closing. With current homeowners unwilling to give up their historically low mortgage rates to move, the diminished supply of existing homes has pushed more homebuyers into the new home sales market, supporting more resilient demand as evidenced by the highest level of sales since February 2022. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	4.89%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 32												
South Sacramento					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Stonehaven	Beazer	SO		DTMJ	90	0	18	6	0	0	18	18	1.18	1.18			
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	0	6	15	0	0	65	37	1.08	0.86			
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	4	5	12	4	0	89	65	1.48	1.51			
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	6	5	0	0	69	43	1.16	1.00			
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	9	75	0	0	24	24	0.82	0.82			
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	4	0	0	21	16	0.29	0.37			
Allegro	KB Home	LN		ATMJ	72	0	4	9	2	1	68	33	0.74	0.77			
Highland at The Grove	KB Home	LN		ATST	116	0	2	7	0	0	0	0	0.00	0.00			
Westborne at The Grove	KB Home	LN		DTMJ	123	0	3	3	0	0	0	0	0.00	0.00			
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	3	10	2	0	23	23	0.99	0.99			
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	0	3	5	1	0	8	8	0.57	0.57			
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	6	5	0	1	22	22	1.14	1.14			
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	11	0	0	54	40	0.67	0.93			
Cornerstone Crossings	Meritage	LN		DTMJ	78	3	5	16	2	0	69	49	0.86	1.14			
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	4	10	3	0	43	37	0.59	0.86			
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	5	3	0	0	25	24	0.51	0.56			
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	5	24	2	1	88	28	0.72	0.65			
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	5	3	0	1	39	22	0.45	0.51			
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	5	3	1	0	60	54	0.88	1.26			
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	9	0	0	41	39	0.82	0.91			
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	1	12	0	0	44	39	0.88	0.91			
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	3	5	0	0	27	22	0.54	0.51			
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	5	4	0	0	40	35	0.80	0.81			
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	3	11	0	0	51	31	0.96	0.72			
Wildhawk North- Oakbridge	Taylor Morrison TSO	SO		DTMJ	253	0	TSO	14	2	0	52	44	0.98	1.02			
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	1	16	1	0	46	39	0.86	0.91			
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	2	6	1	0	10	10	0.52	0.52			
Wildhawk South- Latitude	Taylor Morrison	SO		DTMJ	152	0	2	3	0	0	34	34	1.78	1.78			
Long Meadow	The New Home Co	VN		DTMJ	122	0	5	45	0	0	11	11	1.18	1.18			
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	11	1	1	79	36	0.69	0.84			
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	28	0	0	71	22	0.56	0.51			
The Oasis	Tim Lewis	LN	New	DTMJ	52	5	2	28	3	0	3	3	10.50	10.50			
<b>TOTALS: No. Reporting: 32</b>					<b>Avg. Sales: 0.63</b>				<b>Traffic to Sales: 17 : 1</b>		<b>136</b>	<b>418</b>	<b>25</b>	<b>5</b>	<b>1294</b>	<b>908</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: 25										
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	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	3	19	0	0	28	28	0.93	0.93	
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	5	12	0	0	153	34	0.66	0.79	
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	5	10	0	0	24	16	0.38	0.37	
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	3	7	2	0	18	12	0.27	0.28	
Canyon at The Ranch	K Hovnanian	RO		DTMJ	114	0	4	5	0	0	11	11	0.43	0.43	
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	3	3	1	0	51	23	0.55	0.53	
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	8	1	0	35	34	0.62	0.79	
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	3	1	1	0	53	25	0.57	0.58	
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	4	3	1	1	69	27	0.75	0.63	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	0	0	0	70	5	0.46	0.12	
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	0	5	5	0	0	3	3	0.41	0.41	
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	12	0.81	0.28	
Viridian II at Pradera Ranch	Lennar	RO		DTMJ	92	0	5	5	0	0	3	3	0.70	0.70	
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	2	22	0	0	16	13	0.23	0.30	
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	3	22	0	0	21	7	0.27	0.16	
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	4	22	1	0	22	20	0.28	0.47	
Ascent at Montelena	Pulte	RO		DTMJ	127	0	6	9	0	0	27	22	0.48	0.51	
Solis at Montelena	Pulte	RO		DTMJ	55	0	6	9	0	0	7	4	0.11	0.09	
Vista at Montelena	Pulte	RO		DTMJ	38	0	3	9	4	1	29	25	0.46	0.58	
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	3	24	0	0	57	37	0.66	0.86	
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	3	9	0	0	7	7	0.49	0.49	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	2	0	0	165	22	0.76	0.51	
Palo Verde at Cypress	Woodside	RO		DTMJ	92	3	5	12	1	0	18	18	1.18	1.18	
Sycamore at Cypress	Woodside	RO		DTMJ	96	4	5	6	1	0	9	9	0.68	0.68	
Valley Oak at Cypress	Woodside	RO		DTMJ	88	3	5	5	1	0	6	6	0.42	0.42	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 0.48</b>			<b>Traffic to Sales: 16 : 1</b>				<b>95</b>	<b>229</b>	<b>14</b>	<b>2</b>	<b>1085</b>	<b>423</b>	<b>Net: 12</b>

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

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
North Sacramento					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	
Artisan - The Cove	Beazer	SO		DTST	145	0	3	2	0	1	139	18	0.66	0.42	
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	2	0	0	149	27	0.85	0.63	
Westward - The Cove	Beazer	SO		DTST	122	0	3	1	0	0	116	37	0.62	0.86	
Windrow - The Cove	Beazer TSO	SO		DTST	167	0	TSO	0	0	0	165	32	0.80	0.74	
Villas at The Preserve	KB Home	AO		DTMJ	203	3	5	8	2	0	2	2	1.75	1.75	
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	1	0	0	0	147	57	0.91	1.33	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	2	5	0	0	149	57	0.92	1.33	
Northlake - Atla	Lennar	SO	Rsv's	DTMJ	116	0	1	0	0	0	115	31	0.79	0.72	
Northlake - Bleau	Lennar	SO		DTMJ	348	0	3	5	1	0	134	49	0.92	1.14	
Northlake - Crestvue II	Lennar	SO		DTMJ	138	0	3	5	0	0	0	0	0.00	0.00	
Northlake - Drifton	Lennar	SO		DTMJ	236	0	3	5	0	0	113	39	0.83	0.91	
Northlake - Lakelet	Lennar	SO		DTMJ	307	0	2	5	0	0	121	43	0.83	1.00	
Northlake - Shor	Lennar	SO		DTMJ	337	0	3	5	1	0	126	41	0.87	0.95	
Northlake - Watersyde	Lennar	SO		DTMJ	276	3	4	10	2	0	119	35	0.82	0.81	
Northlake - Wavmr	Lennar	SO		DTMJ	320	6	5	15	3	0	116	30	0.80	0.70	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	4	10	2	0	117	70	1.01	1.63	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 7 : 1</b>				<b>43</b>	<b>78</b>	<b>11</b>	<b>1</b>	<b>1828</b>	<b>568</b>	<b>Net: 10</b>

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 16										
					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	
Oakwood at Folsom Ranch	Beazer	FM		DTMJ	53	0	11	4	0	0	5	5	0.38	0.38	
Sycamore Creek	JMC	FM		DTMJ	44	2	1	1	1	0	43	2	0.29	0.05	
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	5	0	0	69	59	0.88	1.37	
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	3	6	15	3	1	56	42	0.72	0.98	
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	5	5	1	0	55	35	0.73	0.81	
Rockcross at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	0	0	0	116	36	0.82	0.84	
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	96	6	5	30	7	0	32	32	1.32	1.32	
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	4	5	15	3	0	29	29	1.11	1.11	
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	6	4	0	1	72	34	0.55	0.79	
Folsom Ranch - Debut	Taylor Morrison TSO	FM		DTMJ	42	0	TSO	10	1	0	40	38	0.85	0.88	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	4	8	1	0	31	31	0.66	0.72	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	4	10	0	0	26	26	0.55	0.60	
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	4	21	2	0	53	53	1.47	1.47	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	6	29	0	0	36	23	0.51	0.53	
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	76	0	3	21	1	0	35	35	0.97	0.97	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	3	29	0	0	43	30	0.60	0.70	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 1.13</b>			<b>Traffic to Sales: 10 : 1</b>				<b>68</b>	<b>207</b>	<b>20</b>	<b>2</b>	<b>741</b>	<b>510</b>	<b>Net: 18</b>

City Codes: FM = Folsom

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	1	10	0	0	43	10	0.33	0.23				
Alder at Saratoga Estates	Elliott	BH		DTMJ	129	0	5	11	0	0	103	17	0.60	0.40				
Manzanita at Saratoga	Elliott	BH		DTMJ	131	0	4	9	0	0	68	13	0.41	0.30				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	9	0	0	11	5	0.14	0.12				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	3	4	5	1	0	102	43	0.67	1.00				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	3	6	15	3	0	290	76	1.09	1.77				
Trento at The Promontory	Lennar	BH		DTMJ	32	0	3	5	0	0	7	7	0.24	0.24				
Ridgeview	The New Home Co	BH		DTMJ	44	0	4	13	0	0	6	6	0.35	0.35				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	5	3	0	1	48	19	0.46	0.44				
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 20 : 1</b>				<b>35</b>	<b>80</b>	<b>4</b>	<b>1</b>	<b>678</b>	<b>196</b>				
City Codes: RE = Rescue, BH = El Dorado Hills																		

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
Kindred at Sierra Vista	Anthem United	R/V	New	DTMJ	159	9	8	14	1	0	1	1	0.88	0.88
Whitehawk	Anthem United	GB		DTMJ	55	0	6	46	1	1	19	19	0.53	0.53
Verrado II at Solaire	Beazer	R/V		DTMJ	63	0	5	2	0	0	7	7	0.53	0.53
Harvest	Black Pine	LM		DTMJ	22	0	2	7	0	0	18	18	0.74	0.74
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	10	0	0	0	0	0.00	0.00
Oresleigh Havenwood	Oresleigh	LL		DTMJ	83	0	5	4	0	0	38	15	0.33	0.35
Balboa II	DR Horton	R/V		DTST	172	0	5	8	1	0	98	87	1.52	2.02
Melrose at Mason Trails	DR Horton	R/V		DTMJ	93	0	5	13	0	0	84	63	1.20	1.47
Turkey Creek Estates	Elliott	LL		DTMJ	228	0	7	25	0	0	64	16	0.52	0.37
Edgefield Place	JMC	R/K		DTMJ	83	0	4	23	1	0	42	29	0.49	0.67
Excelsior Village at Sierra Vista	JMC	R/V		DTMJ	80	0	4	14	1	0	26	23	0.33	0.53
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	0	4	24	1	1	87	37	0.66	0.86
Meadowbrook at Fiddymont Farms	JMC	R/V		DTMJ	80	0	7	26	0	1	65	16	0.49	0.37
Northbrook at Fiddymont Farm	JMC	R/V		DTST	87	4	5	26	1	0	29	29	1.10	1.10
Palisade Village	JMC	R/V		DTST	307	3	6	29	2	1	297	73	1.40	1.70
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	3	7	1	0	89	14	0.55	0.33
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	0	3	31	0	0	82	30	0.62	0.70
Sentinel	JMC	R/V		DTST	256	0	6	11	0	0	157	26	0.83	0.60
Tribute Pointe	JMC	R/K		DTMJ	99	0	6	10	0	0	21	13	0.25	0.30
Wrenwood at Whitney Ranch	JMC	R/K		DTMJ	158	0	5	27	0	0	57	44	0.69	1.02
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	6	0	0	0	77	7	0.57	0.16
Firefly at Winding Creek II	K Hovnanian	R/V		DTMJ	36	3	4	8	2	0	23	23	1.34	1.34
Aurora Heights at Twelve Bridges	KB Home	LL	New	DTMJ	224	0	0	3	0	0	0	0	0.00	0.00
Copper Ridge	KB Home	LL		DTMJ	94	0	3	18	0	1	91	44	0.92	1.02
Cortland at Mason Trails	KB Home	R/V		DTMJ	110	0	4	3	0	0	106	51	1.17	1.19
Morgan Knolls	KB Home	R/V		DTMJ	58	0	2	9	1	0	22	22	0.84	0.84
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	5	0	1	238	21	1.03	0.49
Andorra at Sierra West	Lennar	R/V		DTMJ	193	0	4	5	1	0	165	64	1.03	1.49
Breckenridge at Sierra West	Lennar	R/V		DTMJ	281	0	3	10	2	1	107	62	1.00	1.44
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	404	0	4	5	1	0	102	50	0.88	1.16
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	457	0	4	5	0	0	106	56	0.90	1.30
Lumiere at Sierra West	Lennar	R/V		DTMJ	205	3	5	5	1	0	156	58	0.97	1.35
Meribel at Sierra West	Lennar	R/V		DTMJ	167	0	5	10	2	1	158	57	0.96	1.33
Molise at Heritage Placer Vineyards	Lennar	R/V		DTST	256	0	4	5	1	0	104	56	0.91	1.30
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	5	5	15	3	0	34	32	0.66	0.74
Windham at Sierra West	Lennar	R/V		DTMJ	173	5	6	10	2	0	104	56	1.06	1.30
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	4	16	1	0	73	44	0.85	1.02
Roam at Winding Creek	Meritage	R/V		DTMJ	95	0	3	7	1	0	89	43	0.86	1.00
Traverse at Winding Creek	Meritage	R/V		DTMJ	82	0	2	20	0	0	2	2	0.38	0.38
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	17	0	0	33	9	0.50	0.21
Revere at Independence	Richmond American	LL		DTMJ	122	0	12	2	0	1	110	29	0.75	0.67
Seasons at Mason Trails	Richmond American	R/V		DTMJ	77	0	6	4	1	0	34	25	0.49	0.58
Seasons at Sierra Vista	Richmond American	R/V		DTMJ	143	0	7	8	0	0	24	23	0.28	0.53
Windsong at Winding Creek	Richmond American	R/V		DTMJ	71	0	11	9	0	0	56	30	0.54	0.70
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	5	3	1	0	100	22	0.77	0.51

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 60									
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
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	9	3	0	0	32	26	0.34	0.60
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	3	0	0	89	19	0.68	0.44
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	1	3	2	0	99	29	0.76	0.67
Fiddymont Farm- Magnolia	Taylor Morrison TSO	RV		DTMJ	99	0	TSO	17	3	0	80	45	1.06	1.05
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	8	0	0	19	9	0.25	0.21
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	0	6	10	0	1	6	6	0.53	0.53
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	0	4	11	0	1	4	4	0.33	0.33
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	0	2	17	1	0	16	16	0.39	0.39
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	8	0	0	78	4	0.36	0.09
The Lake at Crown Point II	Tim Lewis	RK		DTMJ	17	0	1	4	0	0	2	2	0.16	0.16
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	2	5	0	0	8	6	0.11	0.14
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	4	6	5	2	0	11	8	0.15	0.19
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	3	5	7	1	0	99	32	0.73	0.74
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	8	0	0	22	15	0.35	0.35
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	4	6	1	1	27	25	0.43	0.58
<b>TOTALS: No. Reporting: 60</b>	<b>Avg. Sales: 0.47</b>				<b>Traffic to Sales: 17 : 1</b>			<b>271</b>	<b>674</b>	<b>40</b>	<b>12</b>	<b>3987</b>	<b>1692</b>	<b>Net: 28</b>

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

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	2	8	2	0	37	36	0.71	0.84
Trailside at the Rivers	Century	WS		DTMJ	120	0	5	7	0	0	8	8	0.19	0.19
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	4	5	5	1	0	40	40	1.02	1.02
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	5	5	0	0	17	17	0.42	0.42
Orestada	Lennar	WL		DTMJ	105	0	3	5	1	0	56	45	0.88	1.05
Iris	Lennar	WL		DTMJ	97	0	5	5	0	0	60	51	0.81	1.19
Lavender	Lennar	WL		DTMJ	78	3	4	10	2	0	63	44	0.91	1.02
The Hideaway	Meritage	WN		DTMJ	148	0	7	7	1	0	66	47	0.91	1.09
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	2	1	0	0	77	25	0.58	0.58
Revival	Tim Lewis	WL		DTST	72	0	3	6	0	0	19	9	0.24	0.21
<b>TOTALS: No. Reporting: 10</b>	<b>Avg. Sales: 0.70</b>				<b>Traffic to Sales: 8 : 1</b>			<b>41</b>	<b>59</b>	<b>7</b>	<b>0</b>	<b>443</b>	<b>322</b>	<b>Net: 7</b>

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

Amador 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
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	3	14	0	0	19	1	0.17	0.02
<b>TOTALS: No. Reporting: 1</b>	<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: NA</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

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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	0	6	1	1	1	27	26	0.46	0.60
Sparrow	DR Horton	CO		DTMJ	86	4	6	3	2	0	27	23	0.37	0.53
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 1 : 1</b>				12	4	3	1	54	49
City Codes: CO = Chico														

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	5	4	7	2	0	17	16	0.38	0.37
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	4	7	0	0	18	18	0.40	0.42
Monroe	DR Horton	RD		DTST	20	0	4	2	0	0	2	2	0.12	0.12
Rio	DR Horton	RD		DTST	50	0	5	1	0	0	39	23	0.53	0.53
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 9 : 1</b>				17	17	2	0	76	59
City Codes: RD = Redding														

Yuba County					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
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMJ	78	0	2	12	0	0	2	2	1.56	1.56
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	5	13	0	0	20	20	0.66	0.66
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	3	4	0	0	102	11	0.53	0.26
Aspire at Calterra Ranch	K Hovnanian	WH		DTMJ	145	0	4	3	0	0	47	30	0.57	0.70
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	8	9	0	0	81	38	0.96	0.88
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	2	16	1	0	64	60	1.25	1.40
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	4	5	1	0	160	54	0.99	1.26
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	146	5	5	1	3	0	133	39	0.80	0.91
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 13 : 1</b>				33	63	5	0	609	254
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento					Projects Participating: 183						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 183</b>		<b>Avg. Sales: 0.58</b>		<b>Traffic to Sales: 14 : 1</b>	754	1843	131	24	10814	4982	<b>Net: 107</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											

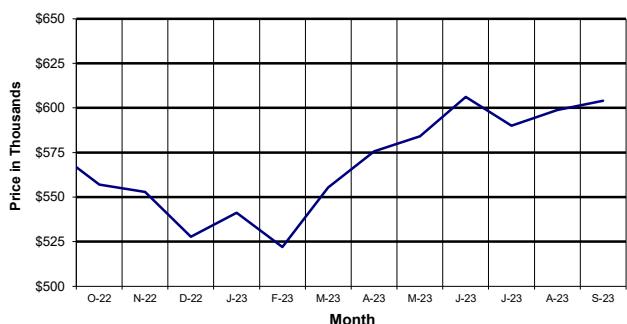
# The Ryness Company

Marketing Research Department

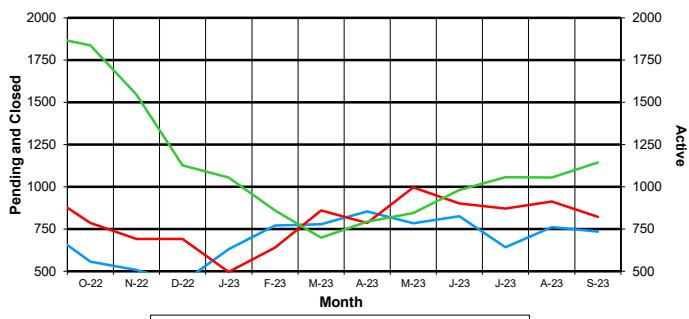
## Sacramento County SFD Monthly MLS Survey

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

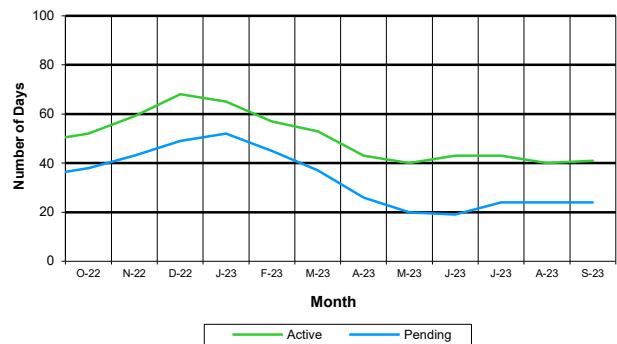
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



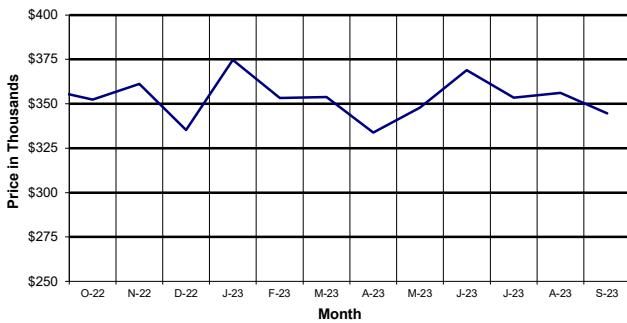
AVERAGE DAYS-ON-MARKET



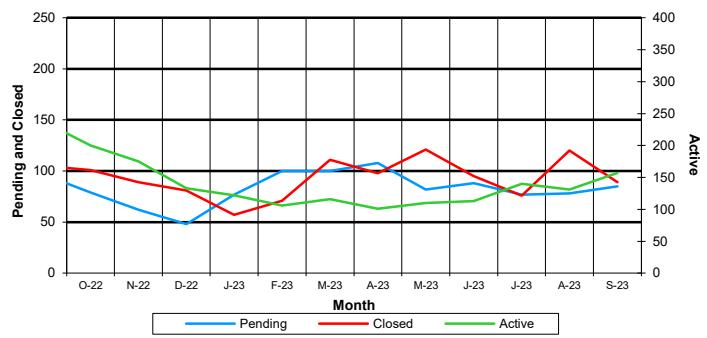
## Sacramento County Attd. Monthly MLS Survey

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

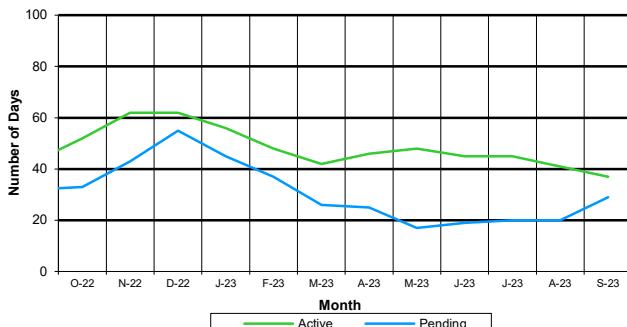
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



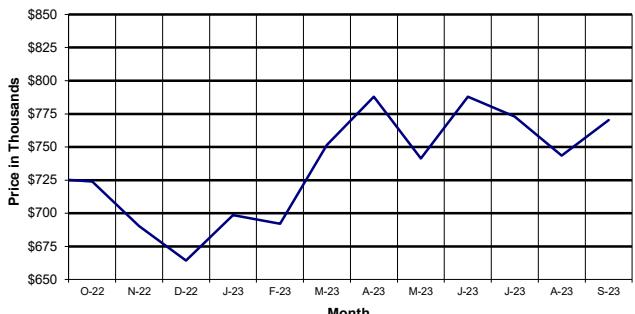
# The Ryness Company

Marketing Research Department

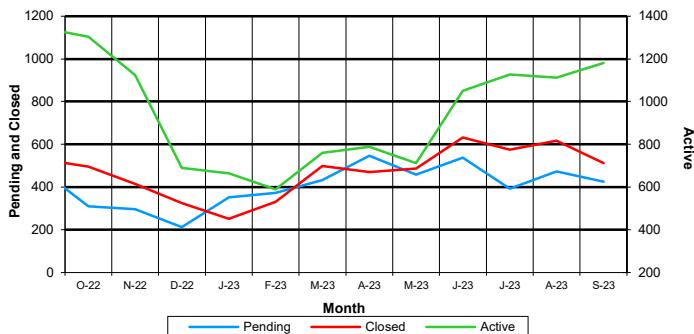
## Placer - El Dorado Counties SFD Monthly MLS Survey

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

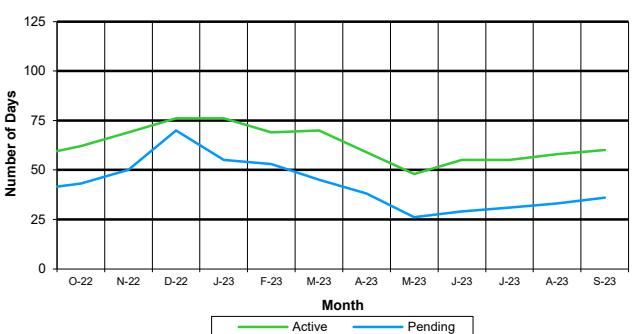
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



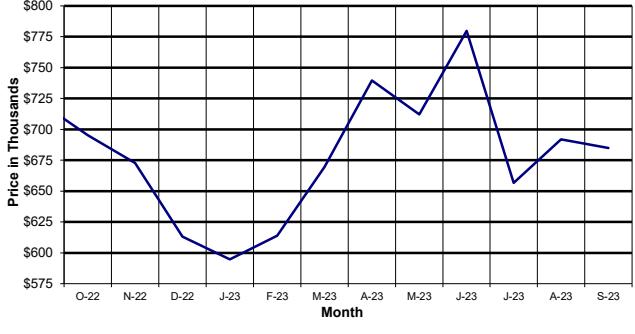
AVERAGE DAYS-ON-MARKET



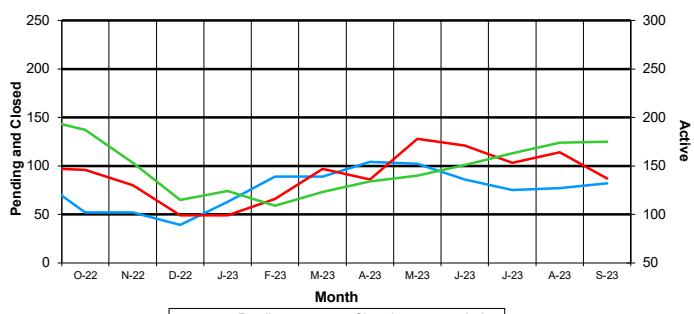
## Yolo County SFD Monthly MLS Survey

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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

