

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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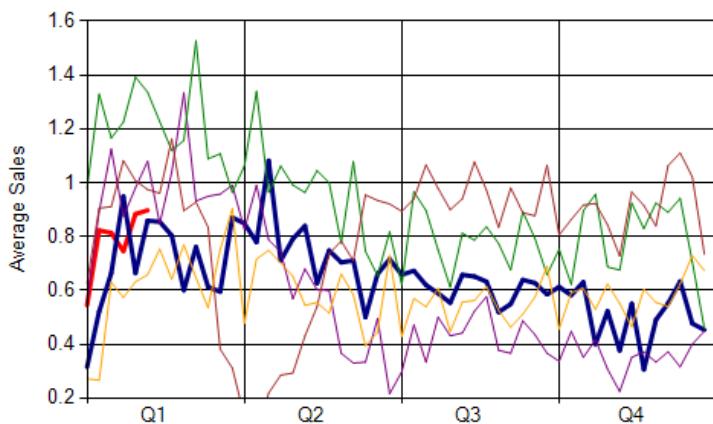


## Bay Area Week 6

Ending: Sunday, February 11, 2024

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda	19	317	16	1	15	0.79	0.78	1%	0.64	23%
Contra Costa	27	361	25	0	25	0.93	0.74	26%	0.52	77%
Sonoma, Napa	9	46	5	0	5	0.56	0.75	-26%	0.61	-8%
San Francisco, Marin	3	46	8	1	7	2.33	0.83	180%	0.46	406%
San Mateo	1	10	0	0	0	0.00	0.67	-100%	0.54	-100%
Santa Clara	16	273	23	1	22	1.38	0.93	47%	0.61	126%
Monterey, Santa Cruz, San Benito	10	134	7	0	7	0.70	0.83	-16%	0.67	4%
Solano	22	221	19	4	15	0.68	0.73	-7%	0.59	16%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>14 : 1</b>	<b>107</b>	<b>1408</b>	<b>103</b>	<b>7</b>	<b>96</b>	<b>0.90</b>	<b>0.78</b>	<b>15%</b>
Per Project Average			13	0.96	0.07	0.90				
<b>Year Ago - 02/12/2023</b>	<b>Traffic : Sales</b>	<b>13 : 1</b>	<b>113</b>	<b>1424</b>	<b>107</b>	<b>10</b>	<b>97</b>	<b>0.86</b>	<b>0.67</b>	<b>29%</b>
<b>% Change</b>			-5%	-1%	-4%	-30%	-1%	5%	18%	28%

### 52 Weeks Comparison



### Year to Date Averages Through Week 6

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	143	18	0.60	0.09	0.51	0.58
■	2020	156	19	0.99	0.08	0.92	0.80
■	2021	129	17	1.30	0.07	1.23	0.93
■	2022	108	13	1.00	0.08	0.92	0.58
■	2023	114	12	0.74	0.07	0.67	0.64
■	2024	108	13	0.84	0.06	0.78	0.78
% Change:		-6%	12%	13%	-23%	18%	22%

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



### WEEKLY FINANCIAL NEWS

Financing		Market Commentary					
CONV	RATE <b>6.50%</b>	APR <b>6.99%</b>					
FHA	<b>6.75%</b>	<b>7.13%</b>					
10 Yr Yield	<b>4.16%</b>						
							
		<p>The recent leg lower in mortgage rates looks to be breathing new life into the residential sector. Total mortgage applications rose 3.7% in the week ending February 2. Mortgage applications are highly volatile on a weekly basis, yet an improving trend has been evident for the past several months. Since October 2023, refinancing applications have risen 46%, while purchase applications are up 23%. The increase coincides with the 30-year mortgage rate falling from 7.8% last October to an average of 6.6% so far in 2024. Should mortgage rates continue to gradually decline as we currently expect, then housing activity will likely continue to climb higher and be supportive of economic growth in the year ahead. We ultimately look for inflation to cool further this year, albeit at a slower rate than in 2023, and believe price growth is still more likely to modestly overshoot rather than undershoot the Fed's target. The inflation data will continue to garner most of the Fed's attention this year as it tries to fine-tune the precise timing of rate cuts. We continue to believe the first cut will come in May, though risks look tilted more toward June rather than March based on recent data. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>					

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13										
Alameda County   Alameda 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	
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	3	12	0	0	9	2	0.23	0.33	
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	12	0	0	10	3	0.25	0.50	
Aspect at Innovation	Lennar	FR		ATMU	167	0	5	35	2	0	119	8	0.99	1.33	
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	7	22	0	0	49	0	0.89	0.00	
Chroma at Innovation	Lennar	FR		ATMU	146	3	4	10	1	0	132	6	1.45	1.00	
Lumiere at Innovation	Lennar	FR		ATMU	156	6	4	10	2	0	117	8	1.01	1.33	
Matrix at Innovation	Lennar	FR		ATMU	104	4	5	35	2	0	80	7	0.65	1.17	
Vista at Bridgewater	Lennar	NK		DTMU	72	0	6	22	0	0	35	0	0.74	0.00	
Center Pointe Cottages	Nuvera Homes S/O	FR		ATMU	37	0	S/O	0	1	0	37	10	0.89	1.67	
The Grove	Nuvera Homes	HY	New	DTMU	13	11	2	10	4	0	9	9	1.91	1.91	
Compass at Bay37	Pulte	AL		ATMU	93	0	1	3	0	0	84	4	0.52	0.67	
Lookout at Bay37	Pulte	AL		ATMU	138	0	3	2	0	0	86	4	0.54	0.67	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	2	N/A	0	0	98	5	0.51	0.83	
<b>TOTALS: No. Reporting: 12</b>					<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 14 : 1</b>	<b>47</b>	<b>173</b>	<b>12</b>	<b>0</b>	<b>865</b>	<b>66</b>	<b>Net: 12</b>

City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland

Alameda County   Amador Valley					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	
Abbey at Boulevard	Brookfield TSO	DB		ATMU	60	0	TSO	0	0	0	50	1	1.06	0.17	
Ivy at Boulevard	Brookfield	DB		DTMU	62	0	3	23	2	0	43	5	1.38	0.83	
Vine at Boulevard	Brookfield	DB	New	ATMU	92	4	4	32	0	0	0	0	0.00	0.00	
Avalon at Boulevard	Lennar	DB		ATMU	90	2	5	41	0	0	32	7	1.17	1.17	
Gramercy at the Boulevard	Lennar	DB		ATMU	102	3	5	15	1	0	12	6	0.69	1.00	
Lombard at Boulevard	Lennar	DB		DTMU	100	2	3	30	1	0	79	8	0.87	1.33	
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	3	0	1	5	0	0.09	0.00	
<b>TOTALS: No. Reporting: 7</b>					<b>Avg. Sales: 0.43</b>			<b>Traffic to Sales: 36 : 1</b>	<b>21</b>	<b>144</b>	<b>4</b>	<b>1</b>	<b>221</b>	<b>27</b>	<b>Net: 3</b>

City Codes: DB = Dublin, LV = Livermore

Contra Costa County   Diablo Valley					Projects Participating: 5										
					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	
Oak Park	Davidon	PH		DTMU	34	0	1	5	0	0	33	2	0.31	0.33	
Woodbury Highlands	Davidon	LF		ATMU	99	0	16	16	0	0	58	1	0.33	0.17	
Hillcrest	Shea	PH		DTMU	31	0	3	15	2	0	6	6	0.65	1.00	
Oak Grove	SummerHill	WC		ATMU	115	0	7	9	1	0	15	5	1.35	0.83	
Penny Lane	Trumark	CN		ATMU	70	20	20	9	1	0	20	2	0.40	0.33	
<b>TOTALS: No. Reporting: 5</b>					<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 14 : 1</b>	<b>47</b>	<b>54</b>	<b>4</b>	<b>0</b>	<b>132</b>	<b>16</b>	<b>Net: 4</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4										
Contra Costa County   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	3	18	3	0	34	9	0.61	1.50	
Hillcrest at The Preserve	Lennar	SR		ATMU	104	0	4	0	0	0	5	1	0.22	0.17	
City Village - Towns	SummerHill	SR		ATMU	116	0	2	50	2	0	24	4	1.27	0.67	
City Village -Courts	SummerHill	SR		DTMU	154	0	4	50	0	0	11	2	0.54	0.33	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 1.25</b>		<b>Traffic to Sales: 24 : 1</b>				13	118	5	0	74	16	
City Codes: DN = Danville, SR = San Ramon															<b>Net: 5</b>

Contra Costa County   West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMU	94	3	5	11	2	0	14	8	0.27	1.33	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 2.00</b>		<b>Traffic to Sales: 6 : 1</b>				5	11	2	0	14	8	
City Codes: RM = Richmond															<b>Net: 2</b>

Contra Costa County   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	
Crest at Park Ridge	Davidon	AN		DTMU	300	0	3	8	1	0	289	7	0.86	1.17	
Hills at Park Ridge	Davidon	AN		DTMU	225	0	9	12	0	0	130	6	0.76	1.00	
Luca at Aviano	DeNova	AN		DTMU	194	0	2	27	2	0	169	5	1.29	0.83	
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	0	7	3	0	0	15	1	0.41	0.17	
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	0	1	3	1	0	17	5	0.47	0.83	
Oriana at Aviano	Lennar S/O	AN		DTMU	115	0	S/O	1	1	0	115	5	1.00	0.83	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	6	5	1	0	134	6	0.78	1.00	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	0	1	5	4	0	96	10	0.71	1.67	
Rise at Cielo	TRI Pointe	AN		DTMU	159	5	6	13	2	0	107	6	1.12	1.00	
Shine at Cielo	TRI Pointe	AN		DTMU	137	0	5	13	0	0	101	8	1.06	1.33	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.20</b>		<b>Traffic to Sales: 8 : 1</b>				40	90	12	0	1173	59	
City Codes: AN = Antioch, PT = Pittsburg															<b>Net: 12</b>

Contra Costa County   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	131	0	5	5	0	0	103	1	0.44	0.17	
Chandler	Brookfield	BT		DTMU	160	0	17	16	0	0	131	3	1.01	0.50	
Cypress Crossings	KB Home	OY		DTMU	98	0	3	28	1	0	62	5	0.76	0.83	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	3	10	0	0	15	5	0.31	0.83	
Seagrass	Pulte	DB		DTMU	276	0	4	8	0	0	3	3	0.24	0.50	
Parkside	Richmond American	BT		DTMU	34	0	5	3	0	0	15	2	0.38	0.33	
Orchard Trails	Shea	BT		DTMU	78	0	3	18	1	0	58	3	0.49	0.50	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.29</b>		<b>Traffic to Sales: 44 : 1</b>				40	88	2	0	387	22	
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay															<b>Net: 2</b>

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12										
Sonoma and Napa Counties   Sonoma, Napa Counties					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	
Makenna	DeNova	PET		DTMU	36	0	1	1	0	0	35	0	0.49	0.00	
Artisan at Watson Ranch	DR Horton TSO	AC		DTMU	98	0	TSO	0	0	0	86	16	1.34	2.67	
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	3	3	16	3	0	52	7	1.12	1.17	
Willow at University District	DR Horton	RP		DTMU	128	0	4	14	1	0	114	12	1.13	2.00	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	4	2	0	0	65	2	0.50	0.33	
Sandalwood at University District	Richmond American	RP		DTMU	26	0	1	2	0	0	25	1	0.29	0.17	
Seasons at University District	Richmond American	RP		DTMU	52	0	6	3	1	0	41	2	0.40	0.33	
Meadow Creek II	Ryder	SR		DTMU	31	0	7	5	0	0	23	2	0.54	0.33	
Riverfront	TRI Pointe	PET		DTMU	134	0	4	3	0	0	106	1	0.62	0.17	
Kerry Ranch	W Marketing	SR		DTMU	30	0	2	N/A	0	0	28	0	0.35	0.00	
Paseo Vista	W Marketing	SR		DTST	128	0	2	N/A	0	0	71	3	0.21	0.50	
Portello	W Marketing	WD		DTMU	68	0	1	N/A	0	0	37	2	0.47	0.33	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.56</b>			<b>Traffic to Sales: 9 : 1</b>			<b>35</b>	<b>46</b>	<b>5</b>	<b>0</b>	<b>683</b>	<b>48</b>		<b>Net: 5</b>

City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor

San Francisco, Marin   Marin County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Verandah	Landsea	NV	Rsv's	ATMU	80	0	3	15	1	0	61	4	0.47	0.67	
The Strand	Trumark	SN		DTMU	32	0	11	15	4	1	21	4	0.18	0.67	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 2.00</b>			<b>Traffic to Sales: 6 : 1</b>			<b>14</b>	<b>30</b>	<b>5</b>	<b>1</b>	<b>82</b>	<b>8</b>		<b>Net: 4</b>

City Codes: NV = Novato, SN = San Rafael

San Francisco, Marin   San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMU	54	4	4	16	3	0	42	7	0.27	1.17	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 3.00</b>			<b>Traffic to Sales: 5 : 1</b>			<b>4</b>	<b>16</b>	<b>3</b>	<b>0</b>	<b>42</b>	<b>7</b>		<b>Net: 3</b>

City Codes: SF = San Francisco

San Mateo County   San Mateo County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Laguna Vista	SummerHill	FC		ATMU	70	0	10	10	0	0	46	4	0.46	0.67	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>10</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>46</b>	<b>4</b>		<b>Net: 0</b>

City Codes: FC = Foster City

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
Santa Clara County   Santa Clara 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	
Moonstone	Brookfield	MH	New	ATMU	86	0	10	3	0	0	0	0	0.00	0.00	
Sundance	Brookfield	MH	New	ATMU	34	0	8	2	0	0	0	0	0.00	0.00	
Summerstone	DR Horton	GL		DTST	29	3	4	36	2	0	11	6	0.57	1.00	
Lavender	Landsea	SV	Rsv's	ATMU	128	12	8	36	8	0	110	13	0.91	2.17	
Avenue at Central	Pulte	SJ		ATMU	158	4	5	10	3	0	27	13	1.21	2.17	
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	0	0.27	0.00	
Plaza at Central	Pulte	SJ		ATMU	90	4	3	7	3	0	68	10	0.89	1.67	
The Elms	Pulte	ST		ATMU	90	0	2	14	1	0	4	2	0.20	0.33	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	7	34	0	0	53	0	0.40	0.00	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	5	34	2	0	69	3	0.48	0.50	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	10	34	0	0	68	4	0.48	0.67	
Verano	SummerHill	MV		ATMU	115	0	6	29	1	0	82	11	1.14	1.83	
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	9	13	2	0	29	9	0.82	1.50	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	6	3	0	1	13	0	0.38	0.00	
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	5	3	0	0	29	2	0.36	0.33	
Jasper	Trumark	MH		ATMU	101	0	15	15	1	0	60	6	0.58	1.00	
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 1.38</b>		<b>Traffic to Sales: 12 : 1</b>				<b>103</b>	<b>273</b>	<b>23</b>	<b>1</b>	<b>648</b>	<b>79</b>	<b>Net: 22</b>

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

Monterey, Santa Cruz, San Benito   Monterey, Santa Cruz, San Benito Counties					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMU	90	0	4	10	1	0	55	8	0.74	1.33	
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	0	6	12	2	0	3	2	0.20	0.33	
Highgrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	5	25	1	0	28	8	0.75	1.33	
Serenity V	Legacy	HO		DTMU	36	1	3	16	1	0	21	3	0.34	0.50	
Elderberry	Lennar	HO		DTMU	66	0	3	22	1	0	46	8	0.71	1.33	
Laurel	Lennar	HO		DTMU	67	0	2	22	0	0	47	9	0.72	1.50	
Enclave, The	Shea	SS		DTMU	61	2	4	7	1	0	51	1	0.36	0.17	
Light House at The Dunes	Shea	MA	New	DTMU	104	0	0	1	0	0	0	0	0.00	0.00	
Rooftops at The Dunes	Shea	MA		ATMU	84	0	3	19	0	0	0	0	0.00	0.00	
Sky House at The Dunes	Shea	MA		DTMU	110	0	0	0	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.70</b>		<b>Traffic to Sales: 19 : 1</b>				<b>30</b>	<b>134</b>	<b>7</b>	<b>0</b>	<b>251</b>	<b>39</b>	<b>Net: 7</b>

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

Solano County   Benicia, Vallejo					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	4	5	7	0	0	57	3	1.32	0.50	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>				<b>5</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>57</b>	<b>3</b>	<b>Net: 0</b>

City Codes: VL = Vallejo

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21										
Solano County   Fairfield, Vacaville, Suisun, Dixon					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	
Horizon at One Lake	Brookfield	FF		ATMU	50	0	6	9	1	0	28	1	0.30	0.17	
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	5	11	0	0	27	0	0.29	0.00	
Meridian	Century	SU		DTMU	71	0	3	16	0	0	4	1	0.23	0.17	
Monte Verde	Century	FF		DTMU	124	0	2	8	1	0	102	7	1.16	1.17	
Luminescence at Liberty	DeNova	RV		AASF	311	8	12	12	0	0	131	9	0.97	1.50	
Iris at The Villages	DR Horton	FF		DTMU	119	0	7	13	3	1	61	9	0.98	1.50	
Violet at Homestead	DR Horton	DX		DTST	70	0	5	13	2	1	8	3	0.86	0.50	
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	4	4	3	2	0	41	8	0.50	1.33	
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	2	3	0	0	36	3	0.44	0.50	
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	3	13	1	0	19	6	0.85	1.00	
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	2	7	1	0	14	5	0.63	0.83	
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	5	2	0	1	83	1	0.70	0.17	
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	6	15	1	0	10	5	0.81	0.83	
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	3	4	12	3	0	67	7	0.70	1.17	
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	13	2	0	53	5	0.54	0.83	
Foxboro Knolls	Pulte	VC		DTMU	58	0	4	40	0	0	5	5	1.17	1.17	
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	5	5	1	0	58	3	0.46	0.50	
Seasons at Homestead	Richmond American	DX		DTMU	85	0	6	4	0	1	49	3	0.50	0.50	
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	3	0	0	95	6	0.63	1.00	
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	6	0	0	8	2	0.24	0.33	
Splash at One Lake	TRI Pointe	FF		DTMU	104	2	4	6	1	0	91	6	0.59	1.00	
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.71</b>						<b>Traffic to Sales: 11 : 1</b>	<b>98</b>	<b>214</b>	<b>19</b>	<b>4</b>	<b>990</b>	<b>95</b>	<b>Net: 15</b>

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

Bay Area			Projects Participating: 111								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 107</b>		<b>Avg. Sales: 0.90</b>		<b>Traffic to Sales: 14 : 1</b>	<b>512</b>	<b>1408</b>	<b>103</b>	<b>7</b>	<b>5665</b>	<b>497</b>	<b>Net: 96</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 = Mid-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

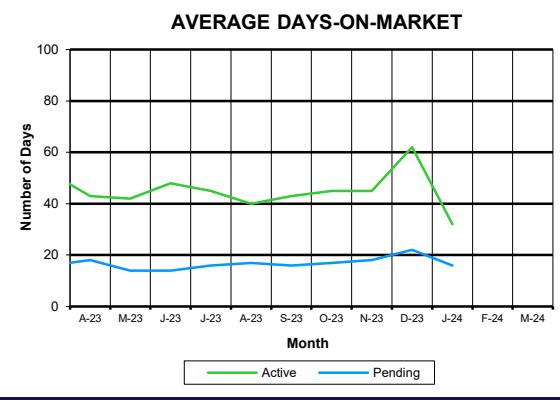
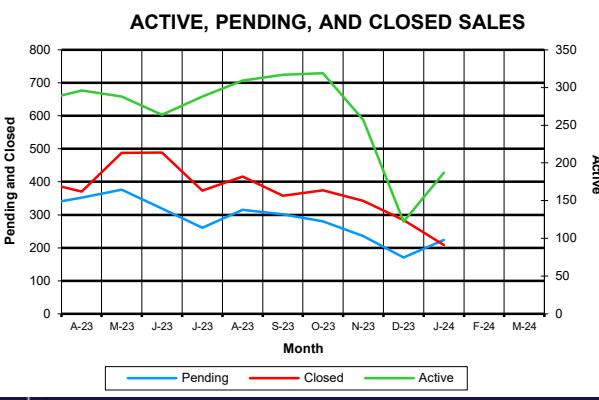
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682
Dec-23	155	64	87	28	151	912,755
Jan-24	182	44	144	23	113	907,860



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Oct-23	319	45	280	17	374	1,798,477
Nov-23	257	45	236	18	342	1,673,093
Dec-23	122	62	171	22	284	1,720,219
Jan-24	187	32	224	16	208	1,729,724



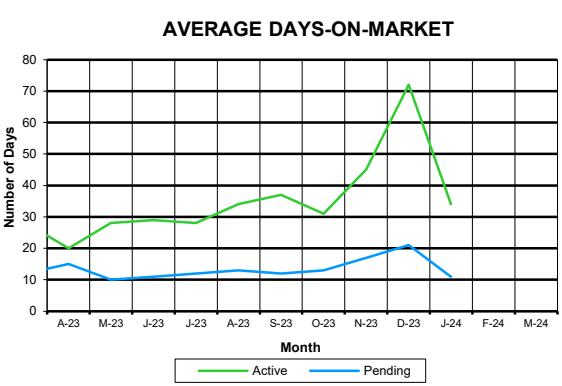
# The Ryness Company

Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

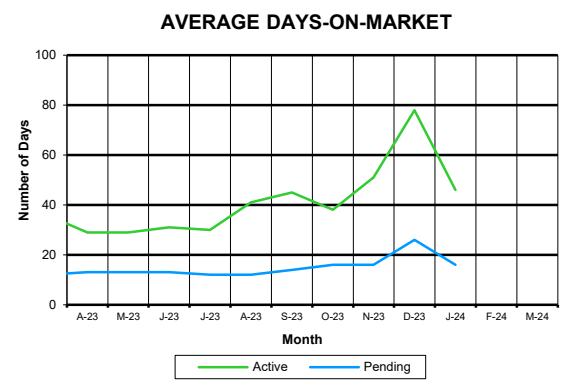
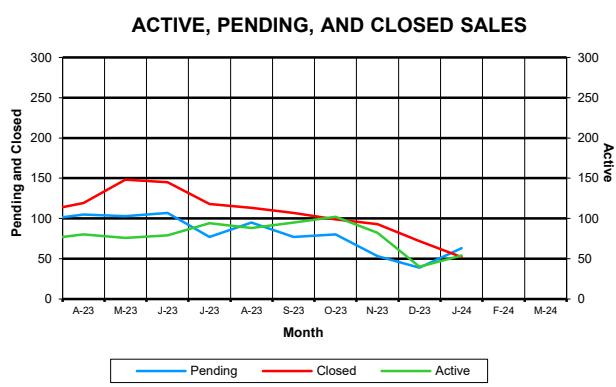
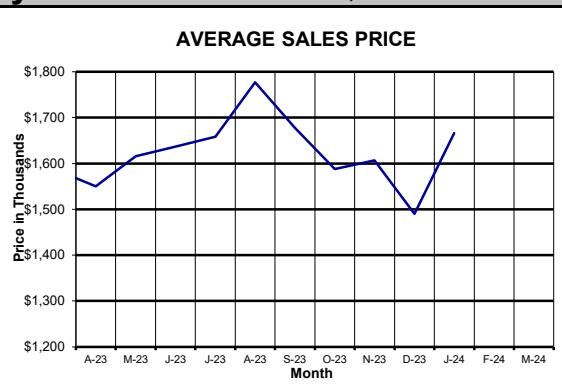
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790
Dec-23	10	72	20	21	31	863,381
Jan-24	32	34	26	11	22	816,678



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	102	38	80	16	99	1,587,596
Nov-23	82	51	53	16	93	1,606,739
Dec-23	40	78	39	26	72	1,489,757
Jan-24	54	46	63	16	52	1,665,783





# The Ryness Company

Marketing Research Department

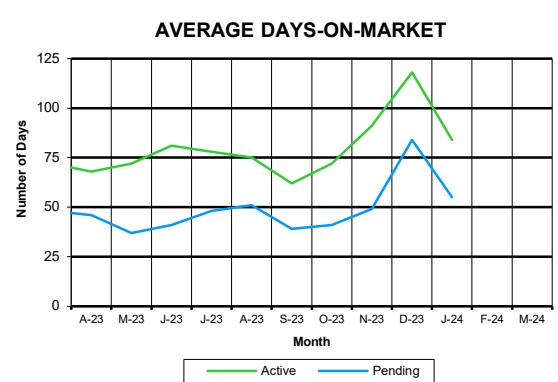
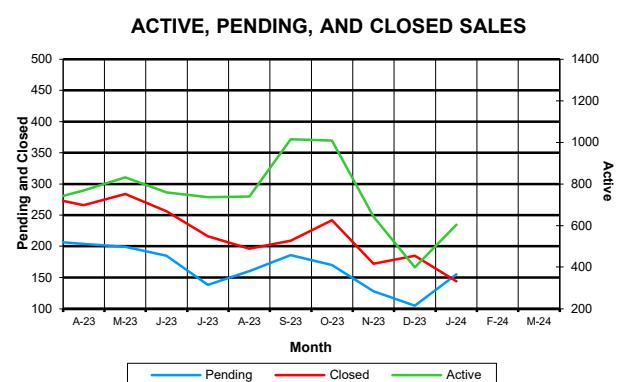
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Oct-23	209	63	28	55	45	583,555
Nov-23	139	73	26	43	26	646,134
Dec-23	102	83	22	64	48	611,760
Jan-24	146	56	28	51	18	701,050



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Clsd.	Avg. Price	
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
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692
Dec-23	399	118	105	84	185	1,394,743
Jan-24	604	84	155	55	144	1,551,337



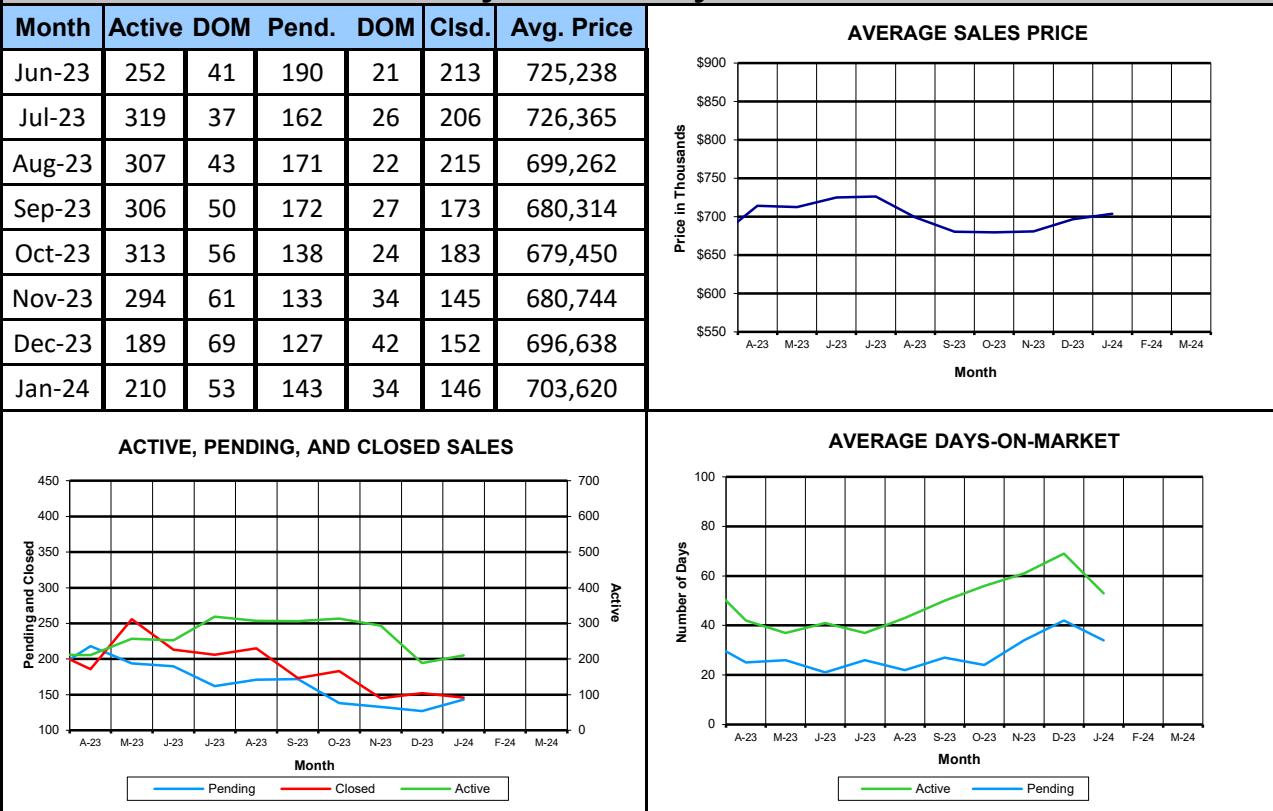


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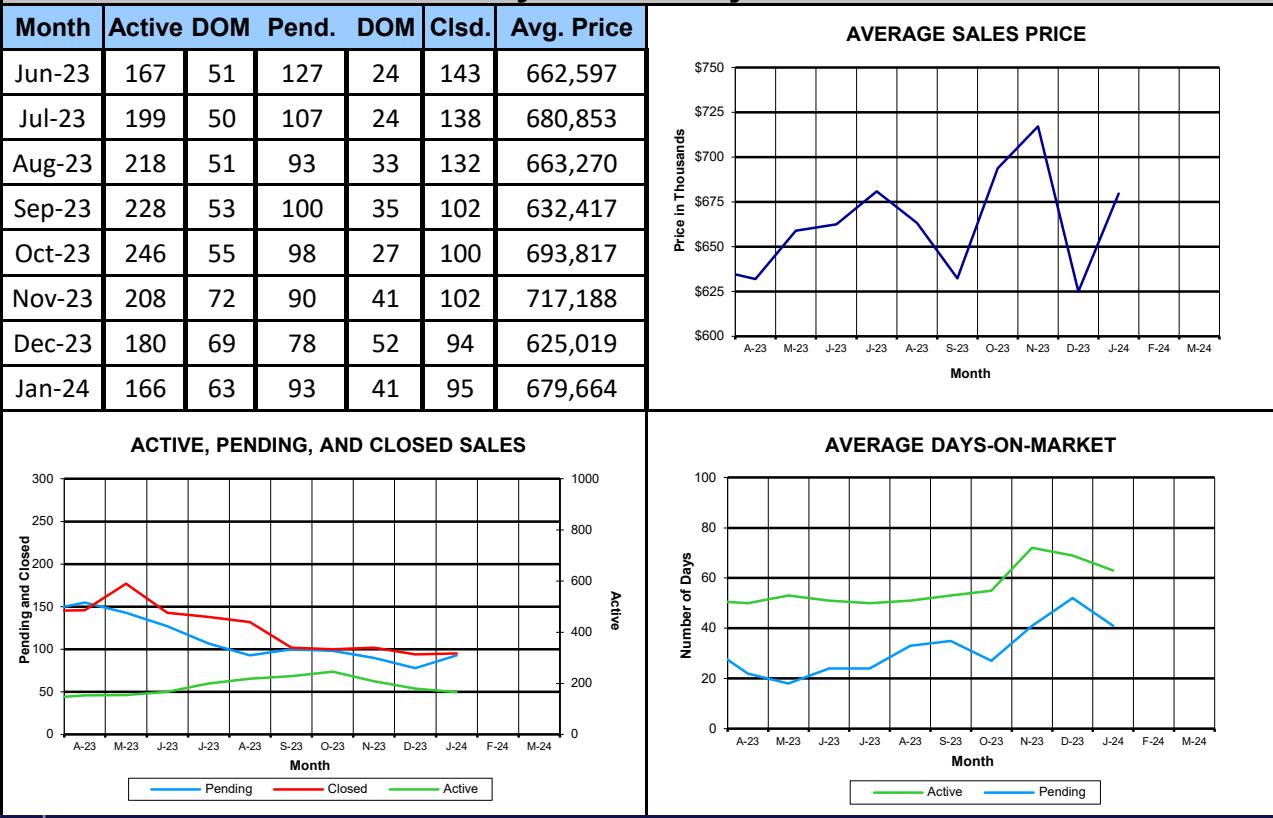
Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



## Fairfield-Vacaville SFD Monthly MLS Survey



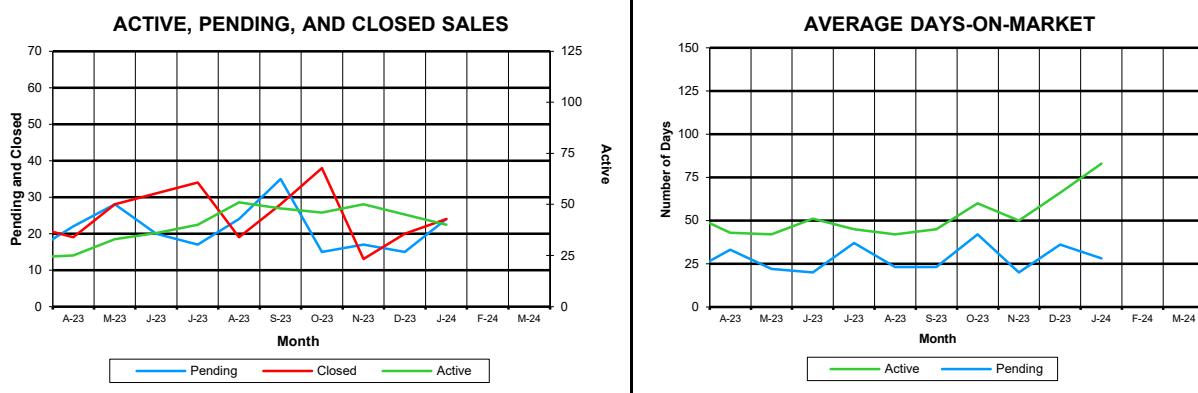


# The Ryness Company

Marketing Research Department

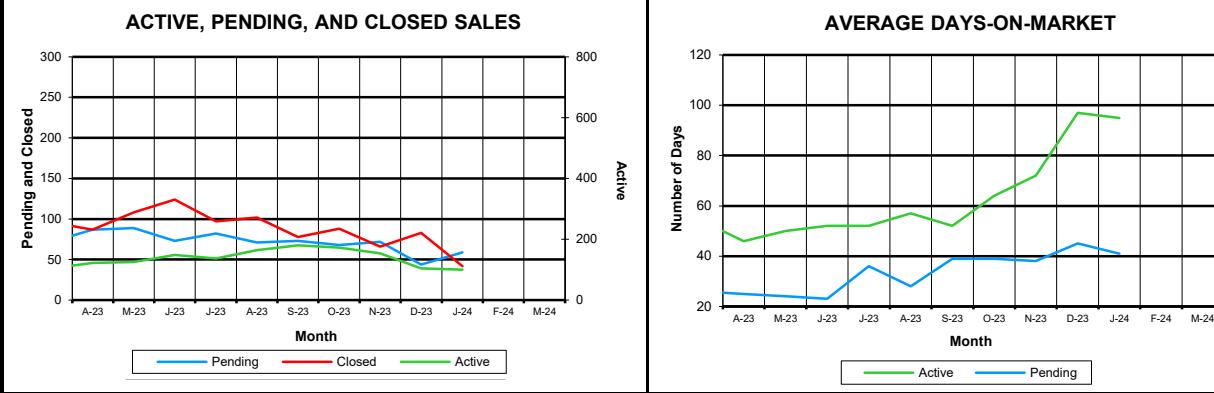
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
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
Oct-23	46	60	15	590,770
Nov-23	50	50	17	540,769
Dec-23	45	66	15	639,174
Jan-24	40	83	24	636,416



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jun-23	149	52	73	124	873,914	
Jul-23	137	52	82	36	911,472	
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357
Oct-23	173	64	68	39	88	892,593
Nov-23	154	72	72	38	66	851,590
Dec-23	104	97	44	45	83	868,242
Jan-24	100	95	59	41	42	776,764



# THE RYNES REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



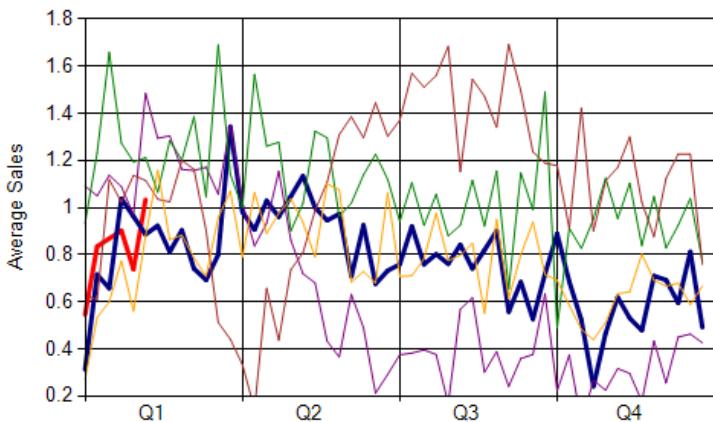
## Central Valley

Week 6

Ending: Sunday, February 11, 2024

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks Avg.	Prev. 13 Wks Diff.	
Tracy/Mountain House		10	61	6	0	6	0.60	0.55	9%	0.54	11%	
San Joaquin County		44	646	59	3	56	1.27	0.82	55%	0.70	83%	
Stanislaus County		12	91	9	0	9	0.75	0.62	22%	0.49	53%	
Merced County		12	83	12	2	10	0.83	0.92	-9%	0.82	1%	
Madera County		9	53	12	1	11	1.22	0.97	26%	0.58	110%	
Fresno County		32	479	37	6	31	0.97	0.90	8%	0.75	29%	
<b>Current Week Totals</b>	Traffic : Sales	<b>10 : 1</b>	<b>119</b>	<b>1413</b>	<b>135</b>	<b>12</b>	<b>123</b>	<b>1.03</b>	<b>0.82</b>	<b>26%</b>	<b>0.68</b>	<b>52%</b>
Per Project Average				12	1.13	0.10	1.03					
<b>Year Ago - 02/12/2023</b>	Traffic : Sales	<b>13 : 1</b>	<b>105</b>	<b>1462</b>	<b>109</b>	<b>16</b>	<b>93</b>	<b>0.89</b>	<b>0.77</b>	<b>15%</b>	<b>0.51</b>	<b>73%</b>
<b>% Change</b>			13%	-3%	24%	-25%	32%	17%	7%		33%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 6

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	74	19	0.74	0.13	0.60	0.77
■	2020	85	28	1.11	0.17	0.94	1.11
■	2021	94	21	1.37	0.12	1.25	1.09
■	2022	100	18	1.30	0.17	1.14	0.64
■	2023	103	14	0.93	0.16	0.77	0.77
■	2024	120	13	0.92	0.10	0.82	0.82
% Change:		16%	-10%	-1%	-38%	7%	6%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>6.50%</b>	<b>APR</b> <b>6.99%</b>	
<b>FHA</b>	<b>6.75%</b>	<b>7.13%</b>	
<b>10 Yr Yield</b>	<b>4.16%</b>		The recent leg lower in mortgage rates looks to be breathing new life into the residential sector. Total mortgage applications rose 3.7% in the week ending February 2. Mortgage applications are highly volatile on a weekly basis, yet an improving trend has been evident for the past several months. Since October 2023, refinancing applications have risen 46%, while purchase applications are up 23%. The increase coincides with the 30-year mortgage rate falling from 7.8% last October to an average of 6.6% so far in 2024. Should mortgage rates continue to gradually decline as we currently expect, then housing activity will likely continue to climb higher and be supportive of economic growth in the year ahead. We ultimately look for inflation to cool further this year, albeit at a slower rate than in 2023, and believe price growth is still more likely to modestly overshoot rather than undershoot the Fed's target. The inflation data will continue to garner most of the Fed's attention this year as it tries to fine-tune the precise timing of rate cuts. We continue to believe the first cut will come in May, though risks look tilted more toward June rather than March based on recent data. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
			

# The Ryness Report

Week Ending  
Sunday, February 11, 2024

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10										
Tracy   Tracy/Mountain House					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	
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	3	4	5	3	0	122	11	1.14	1.83	
Banbury Park at Creekside	Lennar	MH		DTMU	110	3	4	5	2	0	7	7	3.27	3.27	
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	3	2	0	0	39	4	0.71	0.67	
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	2	1	0	0	35	0	0.63	0.00	
Hillview	Lennar	TH		DTMU	214	0	6	3	0	0	87	0	0.99	0.00	
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	3	1	0	0	53	1	0.72	0.17	
Parson Place at Creekside	Lennar	MH		ATMU	144	3	3	1	1	0	4	4	1.87	1.87	
Sunhaven at Tracy Hills	Lennar	TH		DTMU	64	0	2	1	0	0	53	0	0.77	0.00	
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	17	0	0	135	0	0.88	0.00	
Langston at Mountain House	Shea	MH		ATMU	302	0	3	25	0	0	239	4	1.13	0.67	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 10 : 1</b>				<b>32</b>	<b>61</b>	<b>6</b>	<b>0</b>	<b>774</b>	<b>31</b>	<b>Net: 6</b>
City Codes: TH = Tracy Hills, MH = Mountain House															

San Joaquin   Stockton/Lodi					Projects Participating: 6										
					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	
The Preserve at Creekside	KB Home	SK		DTMU	128	0	5	51	2	0	38	6	0.79	1.00	
Keys II at Westlake	Lennar	SK		DTMU	86	4	5	10	2	0	38	7	0.59	1.17	
Shoreside at Westlake	Lennar	SK		DTMU	99	3	4	5	1	0	36	5	0.65	0.83	
Waterside at Westlake	Lennar	SK		DTMU	92	0	1	5	0	0	33	4	0.66	0.67	
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	4	6	7	3	0	65	10	0.64	1.67	
Summers Bend at Westlake	Richmond American	SK		DTMU	96	4	5	9	3	0	66	12	0.66	2.00	
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 1.83</b>		<b>Traffic to Sales: 8 : 1</b>				<b>26</b>	<b>87</b>	<b>11</b>	<b>0</b>	<b>276</b>	<b>44</b>	<b>Net: 11</b>
City Codes: SK = Stockton															

# The Ryness Report

Week Ending  
Sunday, February 11, 2024

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 39													
San Joaquin   San Joaquin 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				
Griffin Park	Atherton	MN	Rsv's	DTMU	267	0	6	35	1	0	220	12	1.63	2.00				
Indigo at Stanford Crossing	DR Horton	LP		DTMU	87	0	2	8	3	1	81	7	1.44	1.17				
Yosemite Greens	DR Horton TSO	MN		DTMU	99	0	TSO	0	0	0	87	0	1.13	0.00				
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	3	4	13	2	0	58	9	0.70	1.50				
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	4	20	0	0	0	0	0.00	0.00				
Skye at River Islands	Kiper	LP		DTMU	155	5	5	31	4	0	98	11	0.83	1.83				
Chelsey at The Trails	Lennar	MN		DTMU	100	4	5	10	1	1	26	7	1.22	1.17				
Howden at The Trails	Lennar	MN		DTMU	103	0	3	7	1	0	17	11	0.80	1.83				
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	7	0	0	165	0	1.06	0.00				
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	4	5	11	1	0	133	4	1.07	0.67				
Arbor Bend- Linden	Meritage	MN		DTMU	268	0	6	5	0	0	165	0	1.06	0.00				
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	2	4	1	0	1	1	0.78	0.78				
Laguna at River Islands	Pulte	LP		DTMU	110	0	2	0	3	1	98	9	0.84	1.50				
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	2	23	1	0	1	1	0.78	0.78				
The Shores at River Islands	Pulte	LP	New	DTMU	23	7	2	30	5	0	5	5	17.50	17.50				
Willow at Oakwood Trails	Pulte	MN		DTMU	92	2	3	26	2	0	2	2	1.56	1.56				
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	5	N/A	0	0	4	3	0.48	0.50				
The Strand Collection	Raymus	MN	Rsv's	DTMU	56	0	5	51	1	0	24	6	1.25	1.00				
Birch at Arbor Bend	Richmond American	MN		ATST	60	4	6	27	2	0	44	3	0.46	0.50				
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	4	0	0	99	0	0.73	0.00				
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	4	6	3	2	0	8	5	0.23	0.83				
Magnolia at Arbor Bend	Richmond American	MN		DTMU	52	0	1	14	0	0	40	0	0.42	0.00				
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	3	5	16	2	0	62	2	0.58	0.33				
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	3	18	1	0	23	6	0.65	1.00				
Villa Ticino	Richmond American	MN		DTMU	100	0	3	18	2	0	14	3	0.44	0.50				
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	0	3	23	1	0	25	10	1.75	1.67				
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	2	18	1	0	28	9	1.96	1.50				
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	3	19	2	0	24	8	1.68	1.33				
Waypointe at River Islands	The New Home Co	LP		DTMU	94	0	1	11	1	0	93	3	0.75	0.50				
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	2	7	0	0	42	4	0.49	0.67				
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	2	12	3	0	64	8	0.63	1.33				
Avalon at River Islands	Trumark	LP		DTMU	57	0	1	2	0	0	56	3	0.52	0.50				
Dawn at The Collective	Trumark	MN		AASF	76	0	7	6	0	0	18	0	0.18	0.00				
Origin at The Collective 2.0	Trumark	MN		DTMU	41	0	4	3	0	0	0	0	0.00	0.00				
Vida at The Collective	Trumark	MN		AASF	103	0	4	6	0	0	37	2	0.36	0.33				
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	31	3	0	45	3	0.52	0.50				
Veranda II at River Island	Van Daele	LP		DTMU	40	3	5	30	2	0	35	8	0.78	1.33				
Avendale	Warmington	MN		DTMU	49	0	2	2	0	0	47	1	0.97	0.17				
Vintage II	Windward Pacific	MN		DTMU	68	0	13	8	0	0	55	2	0.39	0.33				
<b>TOTALS: No. Reporting: 38</b>			<b>Avg. Sales: 1.18</b>		<b>Traffic to Sales: 12 : 1</b>				<b>148</b>	<b>559</b>	<b>48</b>	<b>3</b>	<b>2044</b>	<b>168</b>				
City Codes: MN = Manteca, LP = Lathrop																		
<b>Net: 45</b>																		

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11										
Stanislaus   Stanislaus 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	
Grasslands at Countryside	DR Horton	RB		DTMU	34	0	3	1	1	0	19	7	1.17	1.17	
Heritage Collection	DR Horton	RB		DTMU	47	2	3	30	2	0	2	2	1.56	1.56	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	4	6	5	1	0	131	7	0.95	1.17	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	5	6	0	0	12	3	0.22	0.50	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	9	2	0	24	4	0.66	0.67	
Heritage at Parkwood	KB Home	HG		DTMU	50	0	4	7	0	0	5	2	0.35	0.33	
Orchards at Parkwood	KB Home	HG		DTMU	299	0	4	17	1	0	10	6	0.70	1.00	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	6	5	1	0	12	4	0.54	0.67	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	2	0	0	0	186	2	0.94	0.33	
T Street Customs	SCM	NW		DTMU	10	0	3	2	0	0	7	1	0.10	0.17	
The Meadowlands	Windward Pacific	OD		DTMU	62	0	18	5	0	0	12	2	0.11	0.33	
<b>TOTALS: No. Reporting: 11</b>		<b>Avg. Sales: 0.73</b>			<b>Traffic to Sales: 11 : 1</b>				<b>57</b>	<b>87</b>	<b>8</b>	<b>0</b>	<b>420</b>	<b>40</b>	<b>Net: 8</b>
City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Stanislaus   Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Marcona	Bright	KY		DTMU	116	3	4	4	1	0	54	3	0.60	0.50	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 4 : 1</b>				<b>4</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>54</b>	<b>3</b>	<b>Net: 1</b>
City Codes: KY = Keyes															

Merced County   Merced County					Projects Participating: 12										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest View	Century	MD	New	DTMU	104	0	3	13	0	1	1	1	0.47	0.47	
Silhouette at Sunrise Ranch	Century	LB		DTMU	95	4	10	7	1	0	85	3	0.82	0.50	
Lantana	DR Horton	MD		DTMU	99	4	4	7	4	0	63	12	1.01	2.00	
Newcastle II	DR Horton	MD		DTMU	34	4	4	0	3	0	6	6	4.67	4.67	
Pacheco Pointe III	DR Horton	LB		DTST	81	0	6	15	0	1	31	12	1.33	2.00	
Pacheco Pointe IV	DR Horton	LB		DTMU	63	0	5	5	1	0	1	1	0.78	0.78	
Stoneridge South III	DR Horton <b>TSO</b>	MD		DTMU	64	0	TSO	0	0	0	62	0	1.06	0.00	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	5	17	1	0	56	5	0.44	0.83	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	3	9	0	0	73	4	0.60	0.67	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	2	3	1	0	145	3	0.63	0.50	
Southpointe	Stonefield Home	LB		DTST	36	0	4	1	1	0	12	8	1.45	1.33	
Villas II, The	Stonefield Home	LB		DTST	191	0	4	6	0	0	106	1	0.67	0.17	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.83</b>			<b>Traffic to Sales: 7 : 1</b>				<b>50</b>	<b>83</b>	<b>12</b>	<b>2</b>	<b>641</b>	<b>56</b>	<b>Net: 10</b>
City Codes: MD = Merced, LB = Los Banos															

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11										
Madera County   Madera 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	
Omni	Century	MDA		DTMU	61	0	3	6	1	1	47	4	0.63	0.67	
Pecan Square	DR Horton	MDA		DTMU	112	3	3	8	4	0	103	18	1.80	3.00	
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	3	3	15	1	0	34	8	0.48	1.33	
Riverstone - Choral Series	Lennar	MDA		DTMU	107	0	2	3	0	0	3	3	0.70	0.70	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	12	0	0	107	0	0.67	0.00	
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	3	2	2	0	6	6	1.40	1.40	
Riverstone - Skye	Lennar	MDA		DTMU	81	0	4	3	0	0	12	9	0.44	1.50	
Riverstone - Surf	Lennar	MDA		DTMU	46	0	3	1	1	0	7	4	0.30	0.67	
Riverstone - Treasures	Lennar	MDA	New	DTST	25	0	2	3	3	0	4	4	2.80	2.80	
Encore at Riverstone	Woodside	MDA		DTMU	95	0	3	N/A	0	0	26	0	0.16	0.00	
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	4	N/A	0	0	54	5	0.34	0.83	
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 1.22</b>		<b>Traffic to Sales: 4 : 1</b>				31	53	12	1	403	61	<b>Net: 11</b>

City Codes: MDA = Madera

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 33									
Fresno County   Fresno 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
Bravado	Century	REE		DTMU	182	0	4	6	1	1	99	4	0.82	0.67
Trellises	Century	FR	New	DTMU	149	4	2	11	2	0	2	2	0.93	0.93
Serenade	DR Horton	SAN		DTMU	129	0	5	14	0	0	30	1	0.73	0.17
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.49	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	2	7	1	1	55	6	0.51	1.00
Centrella Estates	KB Home	FR		DTMU	74	0	3	22	1	0	47	5	1.02	0.83
Centrella Villas	KB Home	FR		DTMU	107	0	3	16	2	0	80	13	0.98	2.17
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	4	19	2	0	33	7	0.75	1.17
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	3	3	1	0	27	6	0.69	1.00
Legacy at Highland	KB Home	CV		DTMU	42	0	1	9	0	0	36	3	0.60	0.50
Catalina Park - Surf	Lennar	FR		DTMU	83	0	4	1	1	0	65	9	1.08	1.50
Corinthalyn- Orchard	Lennar	CV		DTMU	128	4	5	4	3	0	15	8	1.33	1.33
Corinthalyn- Surf	Lennar	CV		DTMU	75	0	3	4	1	0	25	11	1.64	1.83
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	3	2	0	0	11	8	1.18	1.33
Daffodil Hill - Clementine	Lennar S/O	FR		DTMU	110	0	S/O	0	1	0	110	4	1.09	0.67
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	5	20	1	1	34	5	1.06	0.83
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	3	2	2	0	50	10	1.65	1.67
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	4	2	0	0	7	2	0.25	0.33
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	2	4	2	2	1	11	5	0.42	0.83
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	3	2	0	0	11	4	0.36	0.67
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	2	103	3	0	78	8	1.72	1.33
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	1.19	0.17
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	5	116	0	1	76	3	1.30	0.50
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	3	0	0	0	11	6	1.07	1.00
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	7	4	11	7	0	26	15	1.82	2.50
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	4	5	11	4	0	14	10	1.51	1.67
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	6	14	1	0	3	3	0.09	0.50
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	10	0	0	5	0	0.12	0.00
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	2	29	0	1	63	0	0.34	0.00
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	4	29	0	0	49	4	0.26	0.67
Somerset Crossing	Woodside	FO		ATST	99	0	4	6	0	0	64	2	0.42	0.33
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	3	3	4	1	0	104	9	0.56	1.50
Woodlands at Brooklyn Trail	Woodside TSO	FR		DTMU	100	0	TSO	N/A	0	0	61	4	0.33	0.67
<b>TOTALS: No. Reporting: 32</b>	<b>Avg. Sales: 0.97</b>		<b>Traffic to Sales: 13 : 1</b>			111	479	37	6	1495	178	<b>Net: 31</b>		

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

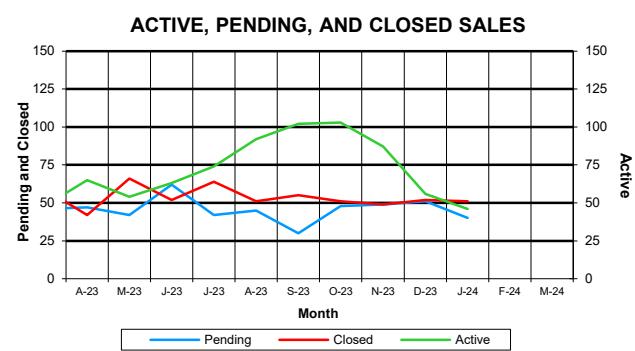
Central Valley					Projects Participating: 123									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
<b>GRAND TOTALS: No. Reporting: 119</b>	<b>Avg. Sales: 1.03</b>		<b>Traffic to Sales: 10 : 1</b>			459	1413	135	12	6107	581	<b>Net: 123</b>		
Project Types:	AAAT = Active 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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached													
Abbreviations:	SO = Sold Out, TSO = Temporarily Sold Out													

# The Ryness Company

Marketing Research Department

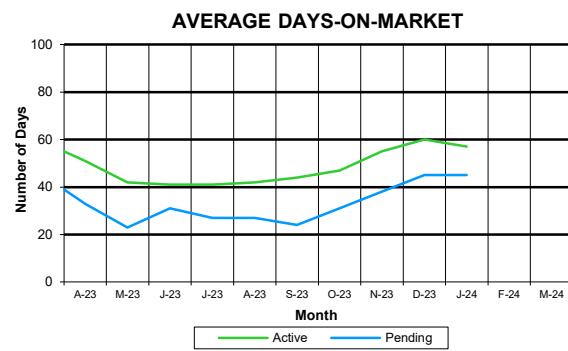
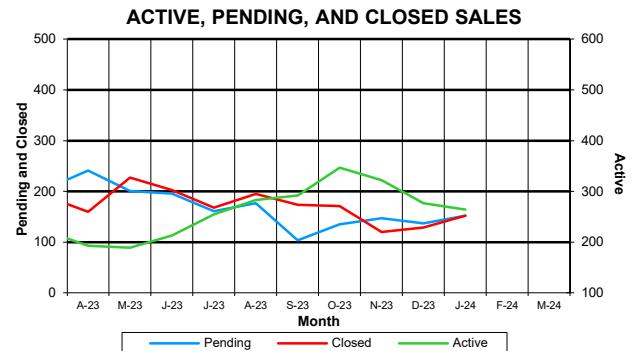
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	103	44	48	29	51	722,282
Nov-23	87	53	49	29	49	751,666
Dec-23	56	48	51	55	52	715,041
Jan-24	46	44	40	40	51	707,687



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	347	47	135	31	171	452,915
Nov-23	322	55	147	38	120	455,456
Dec-23	277	60	137	45	129	444,406
Jan-24	264	57	152	45	152	468,208



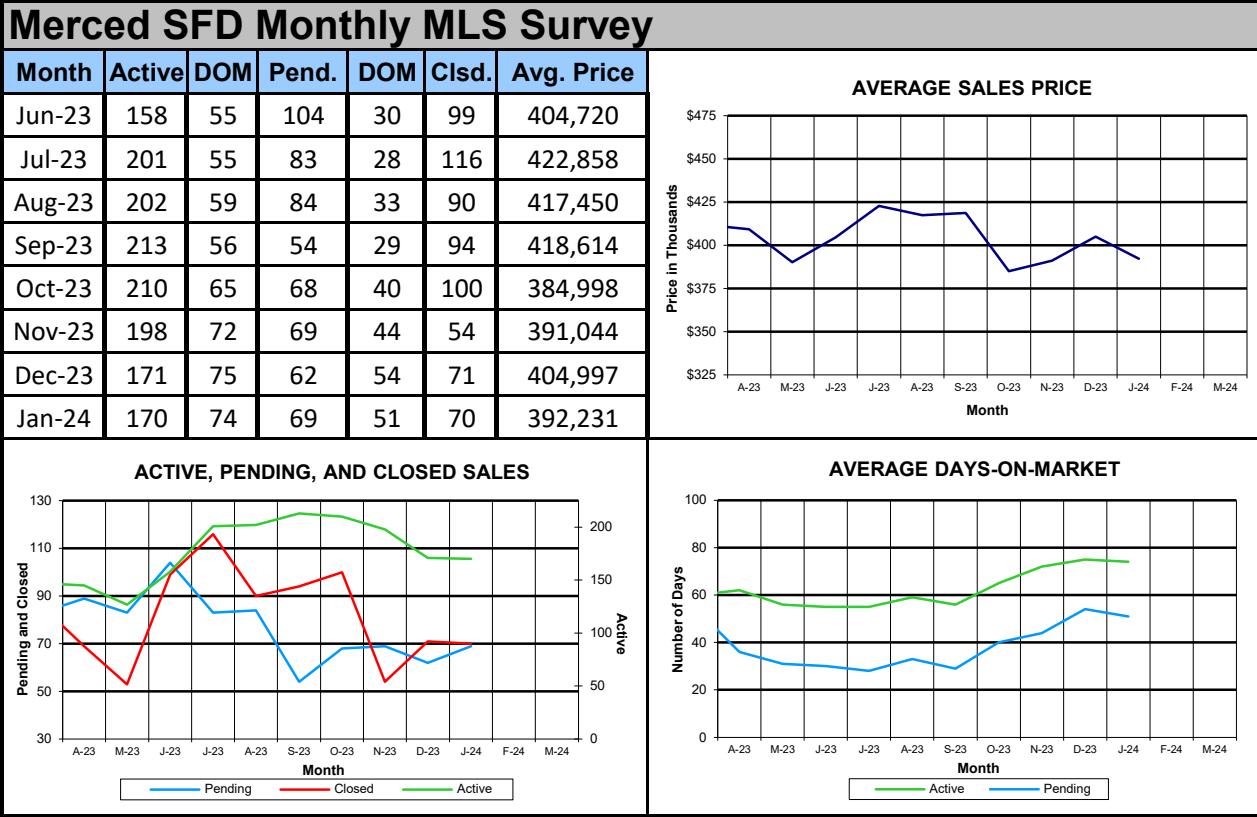
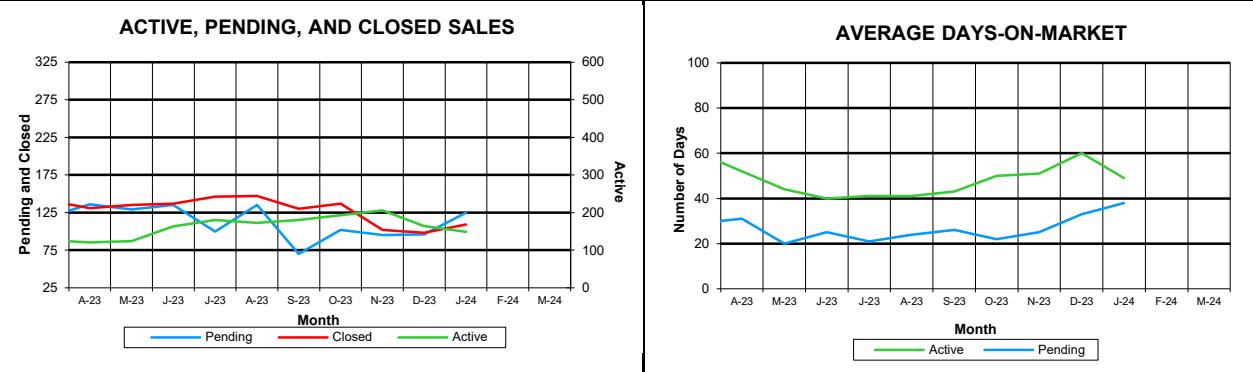


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583
Oct-23	193	50	102	22	137	480,766
Nov-23	206	51	95	25	102	466,729
Dec-23	164	60	96	33	98	459,128
Jan-24	149	49	125	38	109	470,351



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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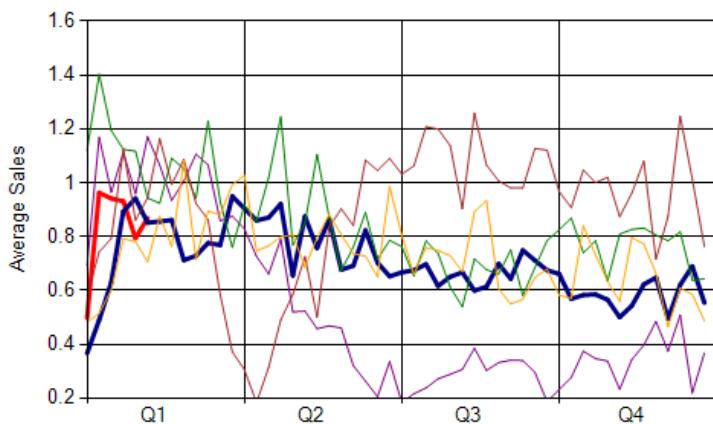
## Sacramento

Week 6

Ending: Sunday, February 11, 2024

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
South Sacramento	42	532	41	5	36	0.86	0.91	-6%	0.82	4%
Central & North Sacramento	33	248	19	0	19	0.58	0.55	4%	0.48	19%
Folsom	14	222	21	2	19	1.36	0.80	70%	0.66	104%
El Dorado	9	80	5	1	4	0.44	0.76	-41%	0.57	-22%
Placer & Nevada	67	980	67	7	60	0.90	0.88	2%	0.68	32%
Yolo	10	87	11	3	8	0.80	1.20	-33%	1.05	-24%
Amador County	1	21	0	0	0	0.00	0.33	-100%	0.31	-100%
Northern Counties	14	116	19	0	19	1.36	0.98	39%	0.66	106%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>190</b>	<b>2286</b>	<b>183</b>	<b>18</b>	<b>165</b>	<b>0.87</b>	<b>0.83</b>	<b>4%</b>
Per Project Average			12	0.96	0.09	0.87				
<b>Year Ago - 02/12/2023</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>188</b>	<b>2766</b>	<b>185</b>	<b>25</b>	<b>160</b>	<b>0.85</b>	<b>0.70</b>	<b>22%</b>
<b>% Change</b>			1%	-17%	-1%	-28%	3%	2%	20%	40%

### 52 Weeks Comparison



### Year to Date Averages Through Week 6

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	138	21	0.74	0.10	0.65	0.73
■	2020	137	24	0.93	0.09	0.84	0.89
■	2021	153	21	1.25	0.10	1.15	0.85
■	2022	168	19	1.15	0.14	1.01	0.52
■	2023	188	14	0.84	0.14	0.70	0.70
■	2024	188	13	0.93	0.09	0.83	0.83
% Change:		0%	-8%	10%	-36%	20%	19%

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



### WEEKLY FINANCIAL NEWS

Financing		Market Commentary							
CONV	RATE 6.50%	APR 6.99%							
FHA	6.75%	7.13%							
10 Yr Yield	4.16%								
									
		<p>The recent leg lower in mortgage rates looks to be breathing new life into the residential sector. Total mortgage applications rose 3.7% in the week ending February 2. Mortgage applications are highly volatile on a weekly basis, yet an improving trend has been evident for the past several months. Since October 2023, refinancing applications have risen 46%, while purchase applications are up 23%. The increase coincides with the 30-year mortgage rate falling from 7.8% last October to an average of 6.6% so far in 2024. Should mortgage rates continue to gradually decline as we currently expect, then housing activity will likely continue to climb higher and be supportive of economic growth in the year ahead. We ultimately look for inflation to cool further this year, albeit at a slower rate than in 2023, and believe price growth is still more likely to modestly overshoot rather than undershoot the Fed's target. The inflation data will continue to garner most of the Fed's attention this year as it tries to fine-tune the precise timing of rate cuts. We continue to believe the first cut will come in May, though risks look tilted more toward June rather than March based on recent data. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>							

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 42										
South Sacramento   South Sacramento					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	
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	5	0	0	0	0	0	0.00	0.00	
Poppy Meadows Primrose	Beazer	LN		DTMU	157	23	25	2	1	0	3	3	1.31	1.31	
Riverhaven	Beazer	SO		DTST	66	3	11	5	1	0	4	4	1.75	1.75	
Stonehaven	Beazer	SO		DTMU	90	3	16	20	2	0	34	4	1.12	0.67	
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	0	6	21	1	0	86	10	1.14	1.67	
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	5	22	1	1	106	5	1.41	0.83	
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	0	3	15	2	0	89	8	1.20	1.33	
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	6	71	1	0	41	4	0.93	0.67	
The Retreats	K Hovnanian	RM		DTMU	62	0	4	6	0	1	25	1	0.28	0.17	
Allegro	KB Home	LN		ATMU	72	0	2	0	1	0	70	0	0.66	0.00	
Fairfax at The Grove	KB Home	LN		DTMU	125	3	4	25	2	0	3	3	2.33	2.33	
Hayworth at The Grove	KB Home	LN		DTMU	90	2	3	21	2	0	3	3	2.33	2.33	
Highland at The Grove	KB Home	LN		DTST	116	0	2	5	0	0	0	0	0.00	0.00	
Lexington at The Grove	KB Home	LN		DTMU	58	0	9	22	0	0	2	2	0.38	0.33	
Rosewood at The Grove	KB Home	LN		DTMU	51	0	4	10	0	0	18	8	1.47	1.33	
Westborne at The Grove	KB Home	LN		DTMU	123	0	3	23	1	0	19	9	1.18	1.50	
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	5	4	20	4	1	46	13	1.20	2.17	
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	3	5	5	1	0	27	11	0.93	1.83	
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	0	3	5	1	1	46	15	1.34	2.50	
Cornerstone Commons	Meritage	LN		DTMU	83	0	3	7	1	0	76	6	0.80	1.00	
Cornerstone Crossings	Meritage	LN		DTMU	78	0	1	2	0	0	77	3	0.81	0.50	
Laguna Ranch II	Richmond American	LN		DTMU	100	0	4	7	1	0	54	3	0.61	0.50	
Seasons at Caterina	Richmond American	GT		DTMU	61	0	5	15	0	0	28	2	0.44	0.33	
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	1	1	3	0	101	7	0.74	1.17	
Seasons at the Farm	Richmond American	GT		DTMU	87	0	7	6	0	1	45	-1	0.44	-0.17	
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	4	22	1	0	73	10	0.88	1.67	
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	2	4	0	0	6	0	0.45	0.00	
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	5	4	0	0	3	1	0.23	0.17	
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	5	4	0	0	3	2	0.23	0.33	
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	1	9	1	0	49	4	0.75	0.67	
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	1	12	1	0	59	6	0.90	1.00	
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	0	2	7	1	0	38	5	0.58	0.83	
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	4	6	0	0	51	4	0.78	0.67	
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	4	1	10	3	0	61	8	0.89	1.33	
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	2	1	13	1	0	66	5	0.97	0.83	
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	1	9	1	0	59	6	0.86	1.00	
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	4	3	4	1	0	22	9	0.64	1.50	
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	1	2	6	0	0	43	3	1.26	0.50	
Long Meadow	The New Home Co	VN		DTMU	122	0	3	35	1	0	26	6	1.07	1.00	
Cedar Creek	Tim Lewis	GT		DTMU	112	4	4	13	1	0	87	7	0.67	1.17	
Reflections at Poppy Lane	Tim Lewis S/O	LN		DTMU	73	0	S/O	11	1	0	73	1	0.52	0.17	
The Oasis	Tim Lewis	LN		DTMU	52	5	4	27	2	0	20	11	1.31	1.83	
<b>TOTALS: No. Reporting: 42</b>		<b>Avg. Sales: 0.86</b>			<b>Traffic to Sales: 13 : 1</b>				<b>184</b>	<b>532</b>	<b>41</b>	<b>5</b>	<b>1742</b>	<b>211</b>	<b>Net: 36</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25										
C/N Sacramento   Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	4	5	19	1	0	38	5	0.84	0.83	
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	5	0	1	0	163	4	0.66	0.67	
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	3	10	0	0	30	2	0.38	0.33	
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	4	3	1	0	22	3	0.27	0.50	
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	2	3	0	0	19	5	0.47	0.83	
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	4	3	0	0	62	4	0.58	0.67	
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	3	2	0	0	42	2	0.59	0.33	
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	3	2	0	0	67	6	0.62	1.00	
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.66	0.00	
Caledon at Pradera Ranch	Lennar	RO		DTMU	111	0	4	5	0	0	1	0	0.11	0.00	
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	3	5	0	0	1	1	0.19	0.17	
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	0	3	10	2	0	10	4	0.45	0.67	
Viridian	Lennar	RO		DTST	185	0	1	0	0	0	184	1	0.76	0.17	
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	4	5	10	2	0	7	4	0.36	0.67	
Echelon at Premier Montelena	Premier Homes	RO		DTMU	18	0	1	9	0	0	17	1	0.20	0.17	
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMU	24	0	2	9	0	0	22	0	0.24	0.00	
Elevate at Premier Montelena	Premier Homes S/O	RO		DTMU	37	1	S/O	9	1	0	37	8	0.40	1.33	
Ascent at Montelena	Pulte	RO		DTMU	127	4	3	15	3	0	34	6	0.48	1.00	
Solis at Montelena	Pulte	RO		DTMU	55	0	4	10	0	0	17	3	0.22	0.50	
Vista at Montelena	Pulte	RO		DTMU	38	0	2	10	0	0	34	1	0.43	0.17	
Seasons at Montelena	Richmond American	RO		DTMU	125	0	5	33	0	0	62	2	0.61	0.33	
Acacia II at Cypress	Woodside	RO		DTMU	90	0	2	7	0	0	14	2	0.48	0.33	
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	2	14	3	0	24	4	0.79	0.67	
Sycamore at Cypress	Woodside	RO		DTMU	96	0	1	7	0	0	13	3	0.46	0.50	
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	2	8	0	0	9	2	0.31	0.33	
<b>TOTALS: No. Reporting: 25</b>			<b>Avg. Sales: 0.56</b>		<b>Traffic to Sales: 15 : 1</b>				<b>71</b>	<b>203</b>	<b>14</b>	<b>0</b>	<b>1000</b>	<b>73</b>	<b>Net: 14</b>

City Codes: RO = Rancho Cordova, FO = Fair Oaks

C/N Sacramento   North Sacramento					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Villas at The Preserve	KB Home	AO		DTMU	203	0	4	9	1	0	10	5	0.62	0.83	
Northlake - Bleau	Lennar	SO		DTMU	348	3	4	10	2	0	155	11	0.97	1.83	
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	3	5	0	0	0	0	0.00	0.00	
Northlake - Drifton	Lennar	SO		DTMU	236	0	5	5	0	0	119	1	0.78	0.17	
Northlake - Lakelet	Lennar	SO		DTMU	307	3	4	1	1	0	135	7	0.84	1.17	
Northlake - Shor	Lennar	SO		DTMU	337	0	3	5	0	0	138	4	0.86	0.67	
Northlake - Watersyde	Lennar	SO		DTMU	276	0	2	5	0	0	126	3	0.79	0.50	
Northlake - Wavmor	Lennar	SO		DTMU	320	3	3	5	1	0	132	9	0.82	1.50	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.63</b>		<b>Traffic to Sales: 9 : 1</b>				<b>28</b>	<b>45</b>	<b>5</b>	<b>0</b>	<b>815</b>	<b>40</b>	<b>Net: 5</b>

City Codes: AO = Antelope, SO = Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14										
Folsom   Folsom Area					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	
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	10	10	26	2	0	23	5	0.81	0.83	
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	3	3	5	1	0	75	4	0.81	0.67	
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	0	3	5	1	0	64	2	0.71	0.33	
Rockcress at Folsom Ranch	Lennar	FM		DTMU	118	0	2	0	0	0	116	0	0.74	0.00	
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	0	2	5	1	0	3	2	0.36	0.33	
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	3	6	15	3	1	50	6	1.27	1.00	
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	4	5	15	3	0	51	10	1.24	1.67	
Stone Bluff at White Rock Springs	Richmond American	FM		DTMU	81	0	4	3	0	0	77	2	0.53	0.33	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	2	10	2	0	48	11	0.77	1.83	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	2	10	1	0	33	1	0.53	0.17	
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	3	4	30	3	0	65	6	1.27	1.00	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	4	34	1	0	48	5	0.56	0.83	
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	0	4	30	1	0	56	7	1.09	1.17	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	4	5	34	2	1	55	6	0.64	1.00	
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 1.36</b>			<b>Traffic to Sales: 11 : 1</b>				<b>56</b>	<b>222</b>	<b>21</b>	<b>2</b>	<b>764</b>	<b>67</b>	<b>Net: 19</b>

City Codes: FM = Folsom

El Dorado   El Dorado County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Revere	Blue Mountain	RE		DTMU	51	0	4	8	0	0	43	1	0.30	0.17	
Alder at Saratoga Estates	Elliott	EH		DTMU	129	0	4	10	0	0	113	5	0.61	0.83	
Manzanita at Saratoga	Elliott	EH		DTMU	131	0	4	14	0	0	75	5	0.41	0.83	
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	6	9	0	0	17	3	0.18	0.50	
Emerald Peak at Bass Lake	Lennar	EH		DTMU	113	1	2	5	1	0	111	7	0.66	1.17	
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMU	373	0	3	5	0	0	301	5	1.07	0.83	
Trento at The Promontory	Lennar	EH		DTMU	32	4	3	10	2	0	23	7	0.52	1.17	
Ridgeview	The New Home Co	EH		DTMU	44	0	2	11	1	1	14	3	0.44	0.50	
Edgelake at Serrano	TRI Pointe	EH		DTMU	65	0	3	8	1	0	56	5	0.47	0.83	
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.44</b>			<b>Traffic to Sales: 16 : 1</b>				<b>31</b>	<b>80</b>	<b>5</b>	<b>1</b>	<b>753</b>	<b>41</b>	<b>Net: 4</b>

City Codes: RE = Rescue, EH = El Dorado Hills

Development Name	Developer	City Code	Notes	Type	Projects Participating: 66									
Placer / Nevada   Placer 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
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	17	24	0	0	10	8	0.62	1.33
Whitehawk	Anthem United	GB		DTMU	55	0	6	61	2	0	23	4	0.45	0.67
Pinnacle at Solaire	Beazer	RV		DTMU	120	9	11	6	0	0	3	3	1.31	1.31
Verrado II at Solaire	Beazer	RV		DTMU	63	7	16	7	0	0	13	3	0.46	0.50
Harvest	Black Pine	LM		DTMU	22	0	5	6	0	0	17	0	0.43	0.00
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	4	12	1	0	3	2	0.09	0.33
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	2	5	0	0	43	3	0.33	0.50
Balboa II	DR Horton	RV		DTST	172	5	6	5	3	0	136	25	1.72	4.17
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	4	19	2	1	14	7	0.98	1.17
Melrose at Mason Trails	DR Horton <b>TSO</b>	RV		DTMU	93	0	TSO	0	0	0	92	2	1.08	0.33
Turkey Creek Estates	Elliott	LL		DTMU	228	0	5	6	0	0	69	2	0.50	0.33
Edgefield Place	JMC	RK		DTMU	83	3	5	22	1	0	54	8	0.54	1.33
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	2	5	17	2	0	36	6	0.38	1.00
Fairbrook at Fiddymont Farms	JMC	RV		DTMU	115	4	5	53	2	0	104	10	0.71	1.67
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	3	5	51	3	0	11	9	0.90	1.50
Meadowbrook at Fiddymont Farms	JMC	RV		DTMU	80	2	4	40	2	0	76	5	0.52	0.83
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	4	5	41	1	1	45	8	1.09	1.33
Palisade Village	JMC	RV		DTST	307	0	4	3	1	1	303	3	1.33	0.50
Prominence at Whitney Ranch	JMC	RK		DTMU	92	0	2	9	0	0	90	1	0.51	0.17
Sagebrook at Fiddymont Farms	JMC	RV		DTMU	214	0	3	43	1	0	91	5	0.62	0.83
Sentinel	JMC	RV		DTST	256	0	4	30	1	0	169	7	0.82	1.17
Tribute Pointe	JMC	RK		DTMU	99	4	5	14	3	0	29	6	0.29	1.00
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	4	59	1	1	75	11	0.77	1.83
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	3	0	0	0	83	4	0.55	0.67
Firefly at Winding Creek II	K Hovnanian	RV		DTMU	36	0	1	3	0	0	35	5	1.09	0.83
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	5	46	1	0	12	6	0.79	1.00
Copper Ridge	KB Home	LL		DTMU	281	3	4	22	1	0	110	10	0.96	1.67
Morgan Knolls	KB Home	RV		DTMU	58	0	4	22	2	1	35	10	0.85	1.67
Andorra at Sierra West	Lennar	RV		DTMU	193	0	3	0	0	0	190	7	1.08	1.17
Breckenridge at Sierra West	Lennar	RV		DTMU	281	5	4	10	2	0	136	12	1.11	2.00
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	0	2	5	1	0	125	8	0.96	1.33
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	4	5	1	1	121	7	0.91	1.17
Lumiere at Sierra West	Lennar	RV		DTMU	205	3	5	5	0	0	180	7	1.02	1.17
Meander at Winding Creek	Lennar	RV		DTMU	74	0	3	5	0	0	1	0	0.16	0.00
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	5	0	0	163	0	0.91	0.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	4	2	15	3	0	118	7	0.91	1.17
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	6	4	15	4	0	63	15	0.95	2.50
Windham at Sierra West	Lennar	RV		DTMU	173	4	4	5	1	0	127	6	1.12	1.00
Encore at Meadowlands	Meritage	LL		DTMU	83	0	3	7	0	0	80	3	0.79	0.50
Traverse at Winding Creek	Meritage	RV		DTMU	82	4	2	26	4	0	25	13	1.23	2.17
Premier Soleil	Premier Homes	GB		DTMU	52	0	4	13	0	0	36	3	0.44	0.50
Camellia at Solaire	Pulte	RV		DTMU	67	4	4	29	4	0	10	10	2.33	2.33
Jasmine at Solaire	Pulte	RV		DTMU	107	0	2	1	1	0	4	4	3.50	3.50
Revere at Independence	Richmond American	LL		DTMU	122	0	7	4	2	0	115	1	0.71	0.17
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	4	0	1	0	47	6	0.56	1.00

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 66									
Placer / Nevada   Placer County (Continued ...)					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
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	2	10	0	0	37	6	0.36	1.00
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	1	1	2	0	70	6	0.59	1.00
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	5	2	5	4	0	108	6	0.74	1.00
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	1	5	0	0	40	7	0.37	1.17
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	6	5	4	1	0	100	6	0.69	1.00
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	2	4	0	0	103	2	0.71	0.33
Fiddymont Farm - Magnolia	Taylor Morrison	RV		DTMU	99	2	2	14	1	1	91	9	1.01	1.50
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	7	0	0	21	0	0.23	0.00
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	2	11	1	0	10	2	0.38	0.33
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	3	11	0	0	17	5	0.62	0.83
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	3	26	0	0	25	4	0.44	0.67
Morgan Place	Tim Lewis	RV		DTMU	79	2	3	9	0	0	1	1	0.23	0.23
Summit at Whitney Ranch	Tim Lewis	RK		DTMU	82	0	2	0	0	0	80	1	0.34	0.17
The Lake at Crown Point II	Tim Lewis	RK		DTMU	17	0	3	7	0	0	4	1	0.15	0.17
The Woods at Crowne Pointe	Tim Lewis	RK		DTMU	55	3	3	12	1	0	2	2	0.47	0.47
Barrington at Independence	TRI Pointe	LL		DTMU	94	4	5	9	1	0	9	1	0.10	0.17
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	3	9	0	0	14	1	0.16	0.17
Radiance at Solaire	TRI Pointe	RV		DTMU	106	0	2	15	0	0	104	1	0.69	0.17
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	5	15	0	0	4	4	1.87	1.87
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	3	17	1	0	28	4	0.36	0.67
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	3	11	1	0	35	6	0.45	1.00
<b>TOTALS: No. Reporting: 66</b>		<b>Avg. Sales: 0.91</b>			<b>Traffic to Sales: 15 : 1</b>				<b>263</b>	<b>978</b>	<b>67</b>	<b>7</b>	<b>4225</b>	<b>357</b>
City Codes: RV = Roseville, GB = Granite Bay, LM = Loomis, LL = Lincoln, RK = Rocklin														

Placer / Nevada   Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates II	Hilbers	GV		DTST	5	0	5	2	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>5</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Net: 0</b>	
City Codes: GV = Grass Valley														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10										
Yolo   Yolo 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	
Parkside at The Rivers	Century	WS		DTMU	82	3	3	11	1	0	53	10	0.79	1.67	
Trailside at the Rivers	Century	WS		DTMU	120	0	2	10	0	0	16	2	0.28	0.33	
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	3	4	5	1	0	54	4	0.99	0.67	
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	4	5	0	0	39	12	0.70	2.00	
Crestada	Lennar	WL		DTMU	105	3	4	10	2	1	76	10	0.97	1.67	
Iris	Lennar	WL		DTMU	97	2	3	15	3	1	91	14	1.02	2.33	
Lavender	Lennar	WL		DTMU	79	1	1	5	0	0	78	4	0.93	0.67	
The Hideaway	Meritage	WN		DTMU	148	3	1	9	3	1	79	7	0.91	1.17	
Harvest at Spring Lake	Richmond American	WL		DTMU	84	0	1	7	0	0	83	2	0.56	0.33	
Revival	Tim Lewis	WL		DTST	72	0	1	10	1	0	31	9	0.33	1.50	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 8 : 1</b>				<b>24</b>	<b>87</b>	<b>11</b>	<b>3</b>	<b>600</b>	<b>74</b>	<b>Net: 8</b>
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters															

Amador County   Amador County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	3	5	21	0	0	23	2	0.18	0.33	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>				<b>5</b>	<b>21</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>2</b>	<b>Net: 0</b>
City Codes: PLY = Plymouth															

Northern Counties   Butte County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	5	6	4	2	0	43	7	0.59	1.17	
Sparrow	DR Horton	CO		DTMU	86	4	5	4	2	0	48	14	0.55	2.33	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 2.00</b>		<b>Traffic to Sales: 2 : 1</b>				<b>11</b>	<b>8</b>	<b>4</b>	<b>0</b>	<b>91</b>	<b>21</b>	<b>Net: 4</b>
City Codes: CO = Chico															

Northern Counties   Yuba County					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMU	78	3	4	14	1	0	9	6	0.55	1.00	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMU	72	0	3	17	1	0	27	6	0.60	1.00	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	5	5	0	0	102	0	0.49	0.00	
Aspire at Calterra Ranch	K Hovnanian	WH		DTMU	145	0	2	8	3	0	62	7	0.64	1.17	
Butte Vista at Cobblestone	KB Home	PLK		DTMU	147	0	3	14	2	0	92	9	0.93	1.50	
Cascade Valley at Cobblestone	KB Home	PLK		DTMU	145	5	3	26	3	0	71	6	1.07	1.00	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	1	5	1	0	167	2	0.95	0.33	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	146	0	4	0	1	0	140	1	0.77	0.17	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 1.50</b>		<b>Traffic to Sales: 7 : 1</b>				<b>25</b>	<b>89</b>	<b>12</b>	<b>0</b>	<b>670</b>	<b>37</b>	<b>Net: 12</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst															

# The Ryness Report

Week Ending  
Sunday, February 11, 2024

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4									
Northern Counties   Shasta 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
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	5	9	2	0	40	13	0.66	2.17
Magnolia at Shastina Ranch	DR Horton	RD		DTMU	66	0	4	9	1	0	31	6	0.51	1.00
Monroe	DR Horton	RD		DTST	20	0	4	1	0	0	8	3	0.26	0.50
Rio	DR Horton	RD		DTST	50	3	5	0	0	0	42	2	0.48	0.33
<b>TOTALS: No. Reporting: 4</b>					<b>18</b>	<b>19</b>	<b>3</b>	<b>0</b>	<b>121</b>	<b>24</b>			<b>Net: 3</b>	
City Codes: RD = Redding														

Sacramento					Projects Participating: 190						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 190</b>					<b>721</b>	<b>2286</b>	<b>183</b>	<b>18</b>	<b>10804</b>	<b>947</b>	<b>Net: 165</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 = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations:	SO = Sold Out, TSO = Temporarily Sold Out										



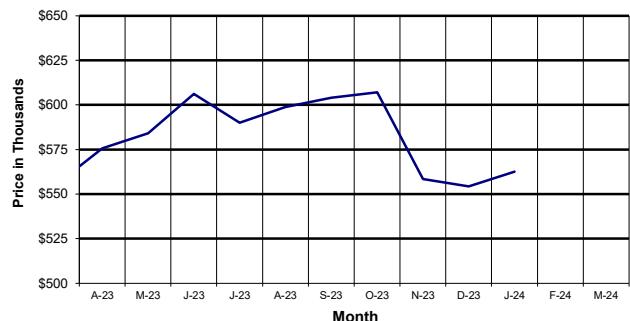
# The Ryness Company

Marketing Research Department

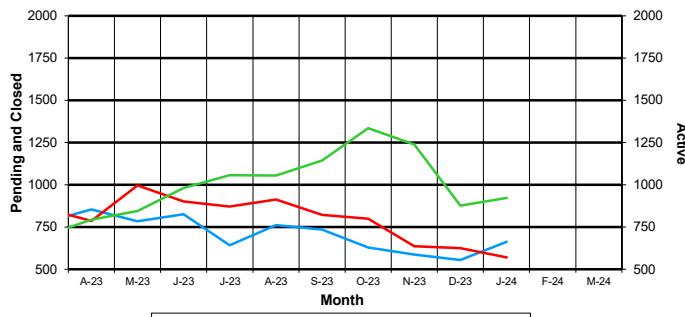
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	1,335	43	630	27	799	607,113
Nov-23	1,238	49	588	31	637	558,389
Dec-23	878	63	556	41	626	554,264
Jan-24	923	47	664	37	571	562,621

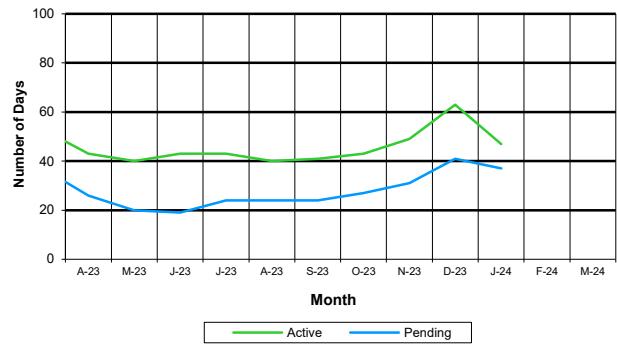
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



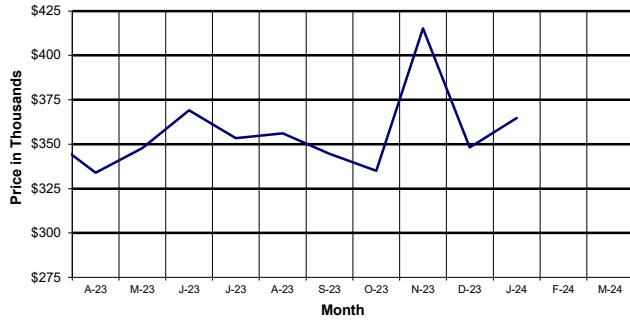
AVERAGE DAYS-ON-MARKET



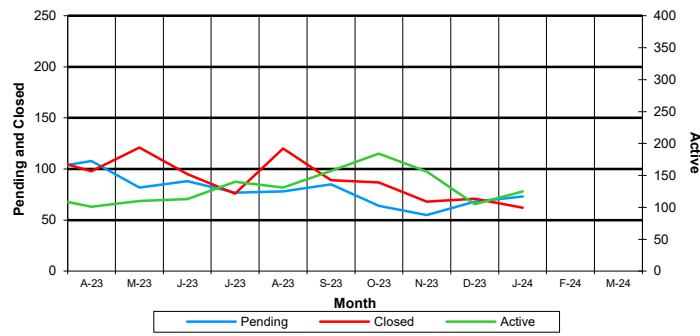
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	184	43	64	29	87	334,969
Nov-23	156	53	55	37	68	415,252
Dec-23	105	58	68	45	71	348,088
Jan-24	125	43	73	40	62	364,728

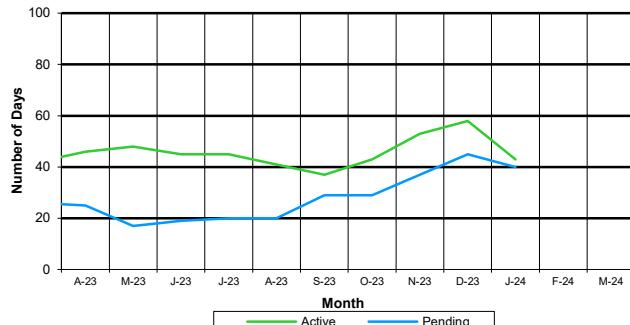
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





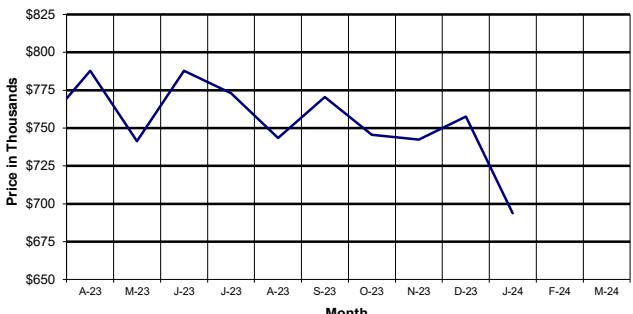
# The Ryness Company

Marketing Research Department

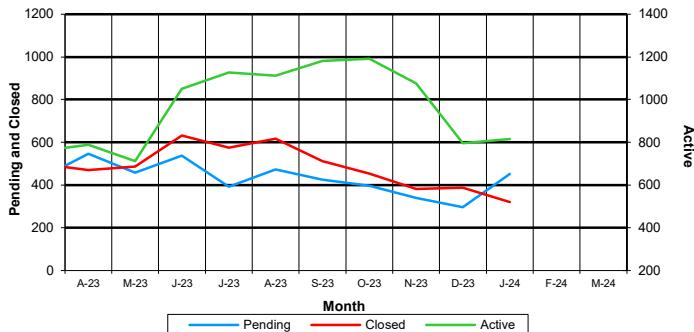
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	1,192	66	397	34	454	745,567
Nov-23	1,076	73	340	45	381	742,379
Dec-23	795	85	296	55	388	757,560
Jan-24	815	67	452	54	320	693,905

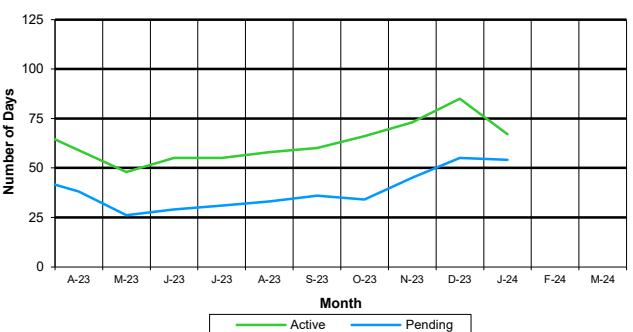
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



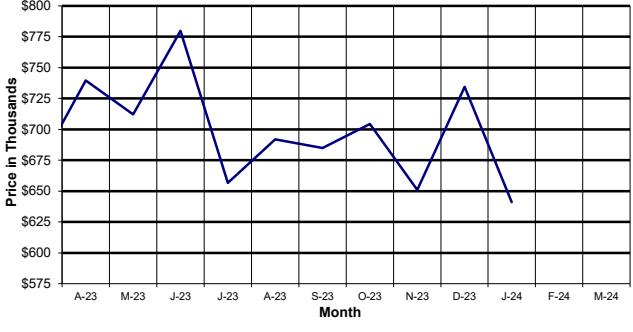
AVERAGE DAYS-ON-MARKET



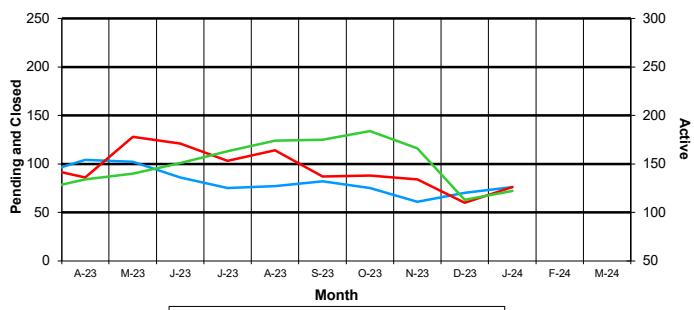
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Oct-23	184	71	75	31	88	704,488
Nov-23	166	82	61	50	84	650,882
Dec-23	113	85	70	57	60	734,409
Jan-24	122	60	76	54	76	641,132

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

