

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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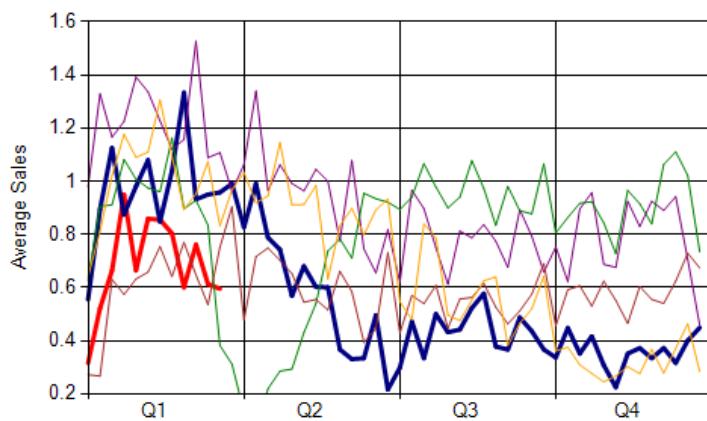


## Bay Area Week 12

Ending: Sunday, March 26, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.	
Alameda		24	288	19	0	19	0.79	0.75	6%	0.74	6%
Contra Costa		24	363	18	2	16	0.67	0.83	-19%	0.77	-13%
Sonoma, Napa		14	145	8	0	8	0.57	0.53	8%	0.50	15%
San Francisco, Marin		4	37	0	1	-1	-0.25	0.04	-688%	0.06	-508%
San Mateo		2	31	0	0	0	0.00	0.59	-100%	0.53	-100%
Santa Clara		15	206	9	1	8	0.53	0.69	-23%	0.65	-18%
Monterey, Santa Cruz, San Benito		11	99	9	2	7	0.64	0.61	5%	0.56	14%
Solano		22	213	15	3	12	0.55	0.73	-25%	0.70	-23%
<b>Current Week Totals</b>	Traffic : Sales	18 : 1	<b>116</b>	<b>1382</b>	<b>78</b>	<b>9</b>	<b>0.59</b>	<b>0.69</b>	<b>-13%</b>	<b>0.65</b>	<b>-9%</b>
Per Project Average			12	0.67	0.08	0.59					
<b>Year Ago - 03/27/2022</b>	Traffic : Sales	11 : 1	<b>94</b>	<b>1052</b>	<b>100</b>	<b>10</b>	<b>0.96</b>	<b>0.96</b>	<b>0%</b>	<b>0.90</b>	<b>7%</b>
% Change			23%	31%	-22%	-10%	-23%	-38%	-29%		-27%

### 52 Weeks Comparison



### Year to Date Averages Through Week 12

### 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	132	36	1.08	0.08	1.00	0.70
■	2019	147	19	0.69	0.09	0.60	0.58
■	2020	154	18	0.97	0.08	0.89	0.80
■	2021	122	17	1.29	0.07	1.22	0.93
■	2022	105	13	1.06	0.10	0.96	0.58
■	2023	115	12	0.76	0.07	0.69	0.69
% Change:		10%	-7%	-28%	-22%	-29%	19%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>6.75%</b>	APR <b>6.96%</b>	Mortgage rates continued their downward slide last week, and new home sales data indicates more buyers are returning to the market. Home sales prices fell year-over-year in February—the first time in nearly 11 years—and total home sales saw their largest monthly percentage increase since July 2020. However, many economists remain mixed about how much more home prices will drop this year. For one, the nation's housing supply remains limited. Those who purchased homes in recent years at record-low interest rates are staying put. Tight inventory issues, in part, are also keeping prices from dropping off, which is perpetuating affordability challenges for many, especially first-time homebuyers. Though home prices remain high year-over-year, they're not as eye-popping as they were in early 2022. Even so, how much further home prices dip in 2023 will likely depend on where mortgage rates go. As we move through the early part of 2023, housing experts maintain a watchful eye on the economy, which continues to be pulled in all directions by high inflation, steep interest rates, ongoing geopolitical uncertainties and recession fears, to name a few. Housing starts also rose 9.8% in February, according to preliminary data from the U.S. Census Bureau and the U.S. Department of Housing and Urban Development, helping to provide much-needed inventory. Mortgage rates, meanwhile have ticked down in recent weeks, falling to 6.42% for the week ending March 23, according to Freddie Mac. Source: Robin Rothstein Forbes Advisor
FHA	<b>6.33%</b>	<b>6.84%</b>	
10 Yr Yield	<b>3.48%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
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	
Enclave - Sierra Collection	Century	FR		ATMU	70	0	1	0	0	0	69	2	0.39	0.17	
Maple Lane	DR Horton	LS		ATMU	39	4	4	11	0	0	13	13	1.15	1.08	
Atlas at Mission Village	KB Home	HY		ATMU	72	0	4	14	1	0	60	7	1.33	0.58	
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	12	1	0	71	14	0.96	1.17	
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	1	8	0	0	5	5	0.54	0.54	
Chroma at Innovation	Lennar	FR		ATMU	146	0	4	13	0	0	70	13	1.55	1.08	
Lumiere at Innovation	Lennar	FR		ATMU	156	0	4	13	2	0	73	19	1.04	1.58	
Matrix at Innovation	Lennar	FR		ATMU	53	0	2	12	1	0	40	5	0.52	0.42	
Terraces at Bridgewater	Lennar	NK		ATMU	96	3	3	8	2	0	81	6	0.96	0.50	
Towns at Bridgewater	Lennar	NK		ATMU	103	2	2	8	1	0	100	11	0.82	0.92	
Villas at Bridgewater	Lennar	NK		DTMU	137	0	3	8	0	0	121	8	0.93	0.67	
Vista at Bridgewater	Lennar	NK		DTMU	72	0	0	8	0	0	0	0	0.00	0.00	
Compass at Bay37	Pulte	AL		ATMU	93	0	2	5	1	0	62	6	0.54	0.50	
Landing at Bay37	Pulte	AL		ATMU	96	0	3	5	0	0	84	5	0.74	0.42	
Lookout at Bay37	Pulte	AL		ATMU	138	0	2	5	1	0	45	7	0.39	0.58	
Line at SoHay	Taylor Morrison	HY		ATST	198	4	2	3	1	0	196	8	0.95	0.67	
Prime at SoHay	Taylor Morrison	HY		ATST	126	2	9	6	0	0	98	9	0.48	0.75	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	3	5	1	0	80	9	0.54	0.75	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 12 : 1</b>				<b>53</b>	<b>144</b>	<b>12</b>	<b>0</b>	<b>1268</b>	<b>147</b>	<b>Net: 12</b>

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

Amador Valley					Projects Participating: 6										
					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	New	ATMU	60	6	13	69	3	0	3	3	2.33	2.33	
Broadway at Boulevard	Brookfield	DB		ATMU	110	0	1	3	0	0	109	15	0.95	1.25	
Melrose at Boulevard	Brookfield	DB		DTMU	75	11	11	18	0	0	45	9	0.93	0.75	
Lombard at Boulevard	Lennar	DB		DTMU	100	5	6	36	1	0	31	11	0.69	0.92	
Venice at Boulevard	Lennar	DB		ATMU	91	4	4	16	3	0	44	13	0.97	1.08	
Vineyard Collection II	Ponderosa TSO	LV		DTMU	9	0	TSO	2	0	0	3	3	0.30	0.30	
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 1.17</b>			<b>Traffic to Sales: 21 : 1</b>				<b>35</b>	<b>144</b>	<b>7</b>	<b>0</b>	<b>235</b>	<b>54</b>	<b>Net: 7</b>

City Codes: DB = Dublin, LV = Livermore

Diablo Valley					Projects Participating: 5										
					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	4	10	5	1	0	16	9	0.26	0.75	
Woodbury Highlands	Davidon	LF		ATMU	99	5	14	6	0	0	36	7	0.27	0.58	
Diablo Meadows	DeNova	CL		DTMU	18	0	4	12	0	0	13	8	0.52	0.67	
Traditions at the Meadow	DeNova	MZ		DTMU	65	4	4	72	2	0	33	24	2.04	2.00	
Penny Lane	Trumark	CN		ATMU	70	5	6	23	0	0	4	4	0.97	0.97	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 39 : 1</b>				<b>38</b>	<b>118</b>	<b>3</b>	<b>0</b>	<b>102</b>	<b>52</b>	<b>Net: 3</b>

City Codes: PH = Pleasant Hill, LF = Lafayette, CL = Clayton, MZ = Martinez, CN = Concord

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magee Preserve	Davidon	DN		DTMU	69	0	5	14	0	0	6	6	0.65	0.65	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>5</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>6</b>	<b>Net: 0</b>
City Codes: DN = Danville															

West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMU	94	0	1	4	0	0	3	3	0.57	0.57	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>1</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>3</b>	<b>Net: 0</b>
City Codes: RM = Richmond															

Antioch/Pittsburg					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Vista II	Century	AN		DTMU	9	0	7	4	0	0	2	1	0.08	0.08	
Crest at Park Ridge	Davidon	AN		DTMU	300	0	8	22	1	0	255	10	0.88	0.83	
Hills at Park Ridge	Davidon	AN		DTMU	225	0	7	17	1	0	104	11	0.82	0.92	
Luca at Aviano	DeNova	AN		DTMU	194	0	3	25	2	0	128	23	1.51	1.92	
Luna at Aviano	Lennar	AN		DTMU	102	0	3	10	2	0	68	20	0.98	1.67	
Oriana at Aviano	Lennar	AN		DTMU	115	0	3	10	0	0	73	13	1.05	1.08	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	11	1	1	0	95	14	0.76	1.17	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	2	12	4	2	1	54	10	0.61	0.83	
Rise at Cielo	TRI Pointe	AN		DTMU	159	5	2	18	3	0	46	17	0.93	1.42	
Shine at Cielo	TRI Pointe	AN		DTMU	137	5	4	7	2	0	41	12	0.83	1.00	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.30</b>					<b>Traffic to Sales: 8 : 1</b>	<b>60</b>	<b>118</b>	<b>14</b>	<b>1</b>	<b>866</b>	<b>131</b>	<b>Net: 13</b>
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMU	104	0	3	14	0	0	90	3	0.48	0.25	
Chandler	Brookfield	BT		DTMU	160	0	5	12	1	0	81	13	0.97	1.08	
Bennett Estates	DeNova	BT		DTMU	14	0	2	4	0	0	12	2	0.26	0.17	
Cypress Crossings	KB Home	OY		DTMU	98	0	3	42	0	0	19	8	0.54	0.67	
Woodbury at Emerson Ranch	Lennar	OY		DTMU	104	0	5	2	0	0	67	10	1.17	0.83	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	4	17	0	0	2	2	0.93	0.93	
Orchard Trails	Shea	BT		DTMU	78	0	3	18	0	1	43	7	0.59	0.58	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: 109 : 1</b>	<b>25</b>	<b>109</b>	<b>1</b>	<b>1</b>	<b>314</b>	<b>45</b>	<b>Net: 0</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14										
Sonoma, Napa Counties					Units	New Rel.	Rel'd 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	6	5	12	1	0	13	6	0.52	0.50	
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	1	15	0	0	20	16	1.09	1.33	
Harvest at Watson Ranch	DR Horton	AC	New	DTMJ	219	5	4	14	1	0	1	1	3.50	3.50	
Willow at University District	DR Horton	RP		DTMJ	128	1	2	18	1	0	61	20	1.10	1.67	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	12	1	0	45	6	0.53	0.50	
Aspect	Lafferty	PET		DTMJ	18	0	2	6	0	0	15	0	0.08	0.00	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	4	3	0	0	14	5	0.34	0.42	
Seasons at University District	Richmond American	RP		DTMJ	52	2	4	9	1	0	25	5	0.45	0.42	
Meadow Creek	Ryder	SR		DTMJ	48	0	3	16	0	0	43	3	0.46	0.25	
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	9	2	0	93	8	0.75	0.67	
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	0	0	0	25	2	0.31	0.17	
Kerry Ranch	W Marketing	SR		DTMJ	30	0	10	11	0	0	14	4	0.41	0.33	
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	63	0	0.22	0.00	
Portello	W Marketing	WD		DTMJ	68	0	4	20	1	0	14	5	0.42	0.42	
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 0.57</b>			<b>Traffic to Sales: 18 : 1</b>				<b>44</b>	<b>145</b>	<b>8</b>	<b>0</b>	<b>446</b>	<b>81</b>	<b>Net: 8</b>
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor															

Marin County					Projects Participating: 3										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Verandah	Landsea	NV		ATMJ	80	0	1	18	0	0	36	4	0.43	0.33	
The Strand (Detached)	Trumark	SN		DTMJ	18	0	8	6	0	1	10	0	0.14	0.00	
The Strand (Townhomes)	Trumark	SN		ATMJ	14	0	4	6	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: -0.33</b>			<b>Traffic to Sales: NA</b>				<b>13</b>	<b>30</b>	<b>0</b>	<b>1</b>	<b>46</b>	<b>4</b>	<b>Net: -1</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	Rsv's	ATMJ	54	0	15	7	0	0	15	0	0.14	0.00	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>15</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>15</b>	<b>0</b>	<b>Net: 0</b>
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	2	10	0	0	41	11	0.65	0.92	
Laguna Vista	SummerHill	FC		ATMJ	70	0	11	21	0	0	31	6	0.58	0.50	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>13</b>	<b>31</b>	<b>0</b>	<b>0</b>	<b>72</b>	<b>17</b>	<b>Net: 0</b>
City Codes: SM = San Mateo, FC = Foster City															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15										
Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Andalusia	Dividend	MH		ATMU	46	0	9	15	0	0	20	1	0.43	0.08	
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	2	5	0	0	61	8	0.82	0.67	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	6	4	23	2	0	89	18	1.25	1.50	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	8	11	0	0	152	2	1.12	0.17	
Lavender	Landsea	SV		ATMU	128	0	3	17	3	0	65	18	0.86	1.50	
Anza at Agrihood	Pulte	SC		ATMU	36	0	3	23	1	0	9	9	0.97	0.97	
Gateway at Central	Pulte	SJ		ATMU	72	0	2	17	0	0	22	5	0.49	0.42	
Plaza at Central	Pulte	SJ		ATMU	90	0	6	16	0	0	33	4	1.09	0.33	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	10	8	1	0	50	3	0.59	0.25	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	9	8	0	0	51	7	0.53	0.58	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	11	8	0	0	39	2	0.40	0.17	
Verano	SummerHill	MV		ATMU	115	0	8	28	1	0	28	16	1.07	1.33	
Ov8tion	Taylor Morrison	SV		ATMU	107	0	2	5	1	0	98	18	1.03	1.50	
Lotus at Urban Oak	TRI Pointe	SJ	Rsv's	DTMU	123	0	5	13	0	0	9	6	0.26	0.50	
Jasper	Trumark	MH		ATMU	101	10	15	9	0	1	24	3	0.42	0.25	
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.53</b>			<b>Traffic to Sales: 23 : 1</b>				<b>97</b>	<b>206</b>	<b>9</b>	<b>1</b>	<b>750</b>	<b>120</b>	<b>Net: 8</b>

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 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	
Promontory at Ridgemark	Century	HO		DTMJ	90	6	4	14	3	0	16	12	0.57	1.00	
Roberts Ranch	KB Home	HO		DTMJ	192	4	6	24	1	2	170	15	1.54	1.25	
Serenity V	Legacy	HO		DTMJ	31	0	7	21	0	0	1	1	0.06	0.08	
Elderberry	Lennar	HO		DTMJ	66	3	3	9	0	0	7	5	0.37	0.42	
Laurel	Lennar	HO		DTMJ	67	0	2	9	3	0	8	6	0.42	0.50	
Polo Ranch	Lennar	SV		DTMJ	40	0	3	0	0	0	34	2	0.46	0.17	
Montclair	Meritage	HO		DTMJ	99	0	3	6	1	0	90	11	0.94	0.92	
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	4	6	0	0	79	6	0.92	0.50	
Enclave, The	Shea	SS		DTMJ	61	0	2	3	0	0	41	1	0.43	0.08	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	4	4	0	0	62	13	0.72	1.08	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	3	3	1	0	38	8	0.44	0.67	
<b>TOTALS: No. Reporting: 11</b>		<b>Avg. Sales: 0.64</b>			<b>Traffic to Sales: 11 : 1</b>				<b>41</b>	<b>99</b>	<b>9</b>	<b>2</b>	<b>546</b>	<b>80</b>	<b>Net: 7</b>

City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside

# The Ryness Report

Week Ending  
Sunday, March 26, 2023

Bay Area

Page  
5 of 5

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	22	0	4	12	0	0	14	6	0.29	0.50
Lakeside at One Lake	Brookfield	FF		ATMU	26	0	2	10	0	0	20	4	0.41	0.33
Monte Verde	Century	FF		DTMJ	124	5	5	20	2	0	44	13	1.04	1.08
Luminescence at Liberty	DeNova	RV		AASF	311	3	4	14	3	0	96	21	1.08	1.75
One56 at One Lake	DeNova	FF		DTMJ	56	0	8	15	0	0	32	13	0.86	1.08
Iris at The Villages	DR Horton	FF		DTMJ	119	0	2	18	0	0	6	4	0.37	0.33
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	4	3	0	0	12	4	0.33	0.33
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	2	7	0	0	12	7	0.33	0.58
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	4	24	0	0	58	9	0.80	0.75
Creston at One Lake	Lennar	FF		DTMJ	130	0	3	3	0	0	121	13	0.94	1.08
Homestead	Meritage	DX		DTMJ	99	0	5	2	0	0	94	5	0.88	0.42
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	3	12	1	2	28	15	0.56	1.25
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	5	14	0	0	24	7	0.46	0.58
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	5	0	0	0	83	1	0.60	0.08
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	2	1	1	0	30	6	0.38	0.50
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	5	7	1	0	14	3	0.27	0.25
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	10	1	0	63	7	0.60	0.58
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	10	6	1	0	56	8	1.03	0.67
Farmstead Square	Taylor Morrison	VC		DTMJ	130	2	6	6	2	0	100	9	0.83	0.75
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	5	14	2	0	46	14	0.71	1.17
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	6	5	0	0	76	5	0.61	0.42
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	5	10	1	1	67	8	0.61	0.67
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.55</b>			<b>Traffic to Sales: 14 : 1</b>			<b>99</b>	<b>213</b>	<b>15</b>	<b>3</b>	<b>1096</b>	<b>182</b>	<b>Net: 12</b>

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

Bay Area			Projects Participating: 116								
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
<b>GRAND TOTALS: No. Reporting: 116</b>		<b>Avg. Sales: 0.59</b>		<b>Traffic to Sales: 18 : 1</b>	<b>539</b>	<b>1382</b>	<b>78</b>	<b>9</b>	<b>5765</b>	<b>922</b>	<b>Net: 69</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = 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											

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		
Jul-22	395	33	178	23	229	949,220
Aug-22	308	43	226	28	238	911,819
Sep-22	275	43	138	27	239	933,807
Oct-22	276	46	140	37	186	875,762
Nov-22	223	58	103	31	155	885,403
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713
Feb-23	138	48	136	22	137	872,019



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

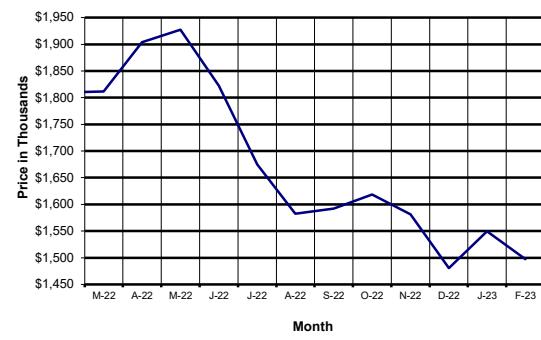


## San Jose Metro SFD Monthly MLS Survey

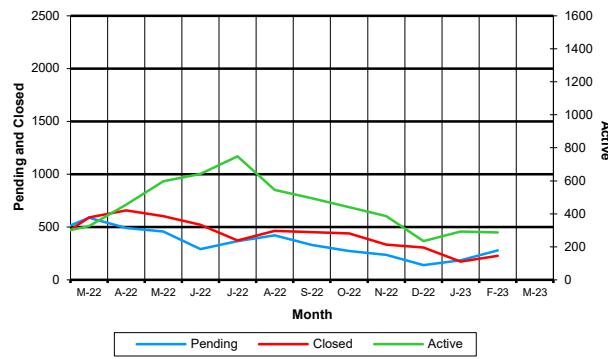
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jul-22	748	34	368	23	372	1,674,580
Aug-22	544	44	421	26	464	1,582,380
Sep-22	494	45	330	24	450	1,592,261
Oct-22	441	49	272	25	440	1,618,274
Nov-22	385	60	237	22	333	1,581,235
Dec-22	234	80	138	34	305	1,480,356
Jan-23	292	60	184	33	172	1,549,741
Feb-23	286	53	280	22	226	1,497,535

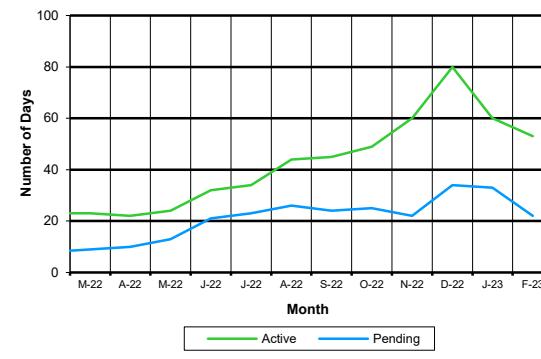
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

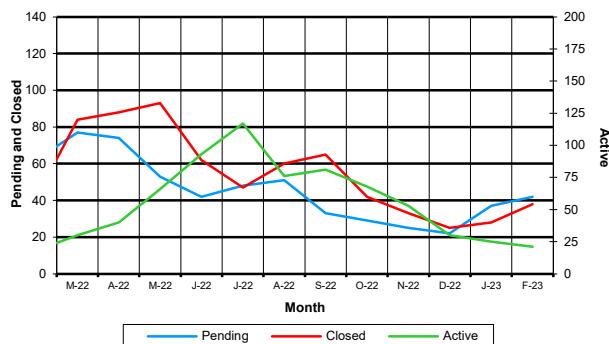
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

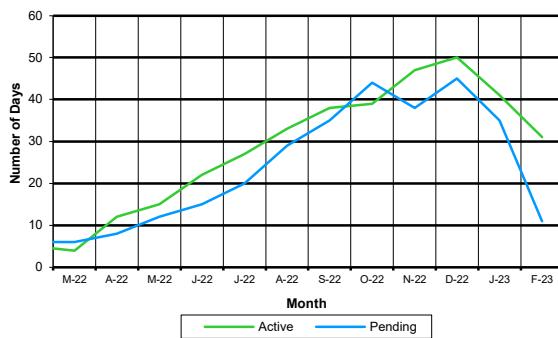
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	117	27	48	20	47	\$865,021
Aug-22	76	33	51	29	60	\$876,763
Sep-22	81	38	33	35	65	\$828,447
Oct-22	68	39	29	44	42	\$845,285
Nov-22	53	47	25	38	33	\$792,682
Dec-22	30	50	22	45	25	\$831,240
Jan-23	25	41	37	35	28	\$791,926
Feb-23	21	31	42	11	38	\$877,127



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

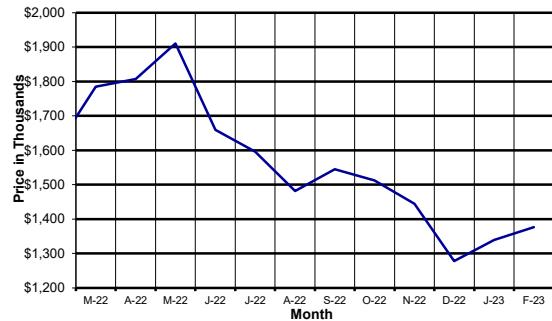


## Amador Valley SFD Monthly MLS Survey

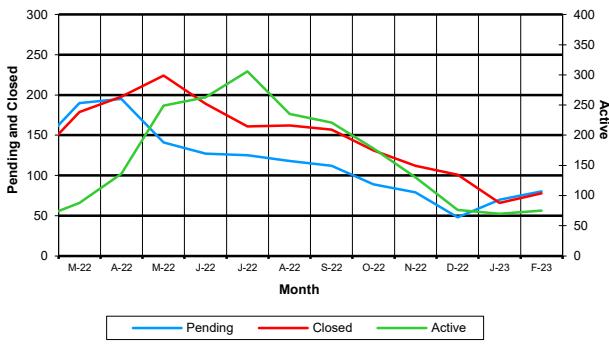
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	306	30	125	27	161	\$1,596,195
Aug-22	235	42	118	28	162	\$1,481,409
Sep-22	221	42	112	32	157	\$1,544,436
Oct-22	178	46	89	34	131	\$1,511,960
Nov-22	130	53	79	35	112	\$1,444,704
Dec-22	76	60	48	47	101	\$1,277,668
Jan-23	70	54	70	32	66	\$1,339,476
Feb-23	75	43	80	20	78	\$1,376,730

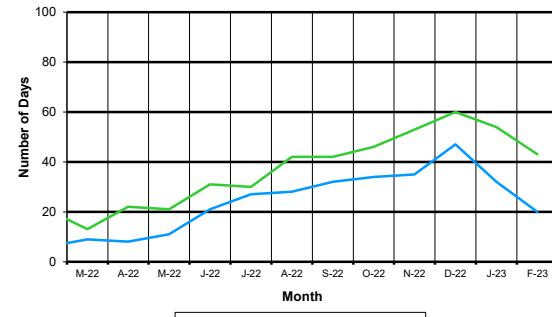
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

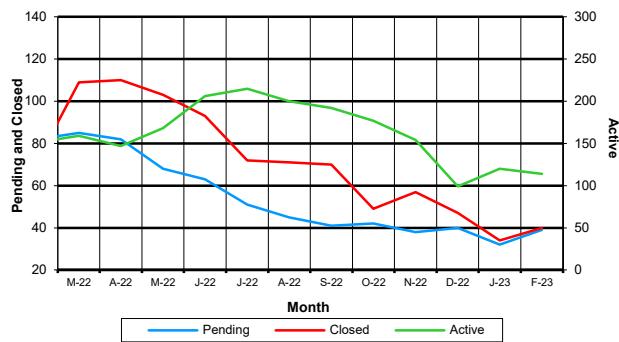
Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

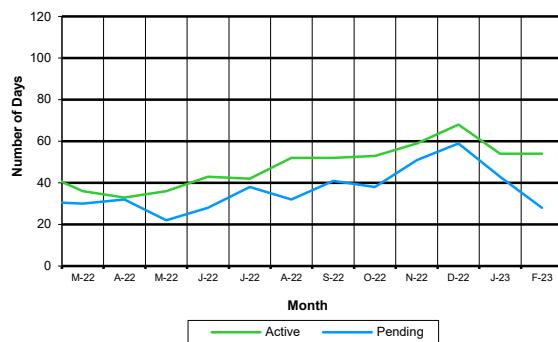
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	215	42	51	38	72	672,759
Aug-22	200	52	45	32	71	639,514
Sep-22	192	52	41	41	70	671,941
Oct-22	177	53	42	38	49	619,702
Nov-22	154	59	38	51	57	620,131
Dec-22	99	68	40	59	47	644,517
Jan-23	120	54	32	43	34	634,384
Feb-23	114	54	39	28	40	604,989



### ACTIVE, PENDING, AND CLOSED SALES



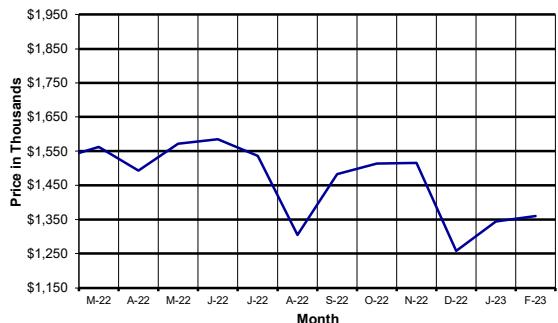
### AVERAGE DAYS-ON-MARKET



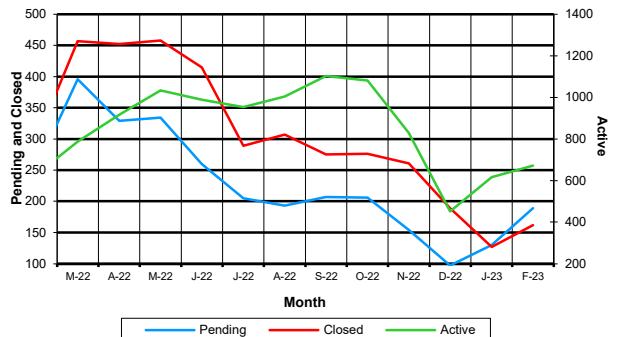
## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	954	67	205	33	289	1,535,921
Aug-22	1,004	59	193	51	307	1,304,994
Sep-22	1,103	61	207	32	275	1,482,194
Oct-22	1,081	71	206	44	276	1,513,257
Nov-22	829	88	154	56	261	1,515,593
Dec-22	452	107	97	68	189	1,258,316
Jan-23	616	82	130	56	127	1,343,962
Feb-23	672	76	189	51	162	1,359,676

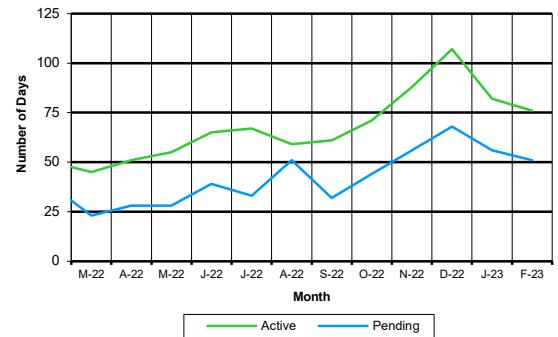
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

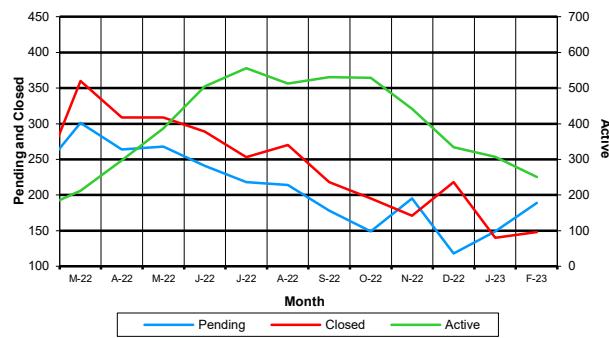
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

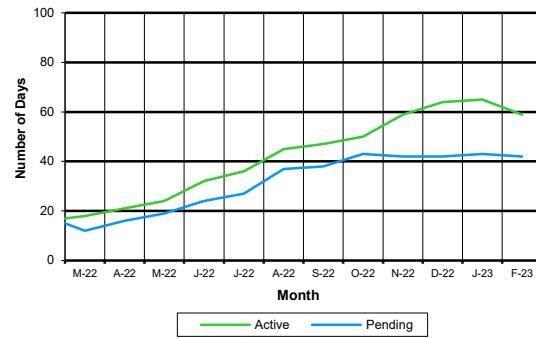
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jul-22	556	36	218	27	756,096
Aug-22	513	45	214	37	714,947
Sep-22	531	47	178	38	688,313
Oct-22	529	50	149	43	727,329
Nov-22	442	59	195	42	677,926
Dec-22	334	64	118	42	671,389
Jan-23	307	65	149	43	631,693
Feb-23	251	59	189	42	669,616



### ACTIVE, PENDING, AND CLOSED SALES



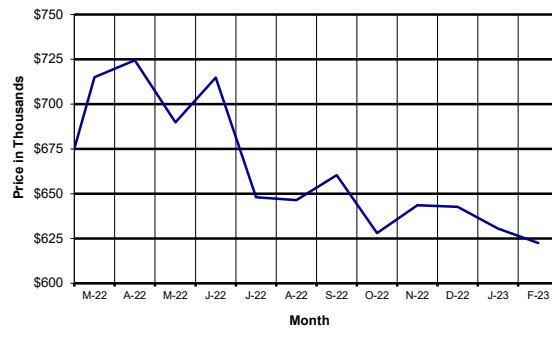
### AVERAGE DAYS-ON-MARKET



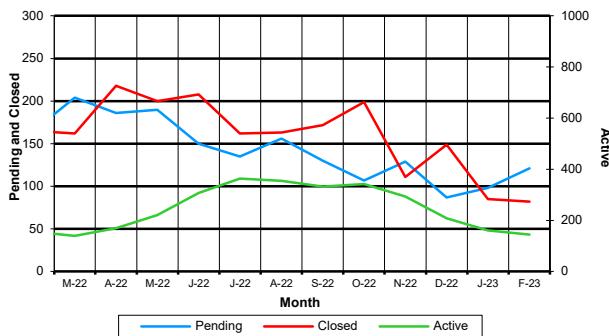
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jul-22	363	33	135	32	648,099
Aug-22	355	44	156	32	646,374
Sep-22	332	49	130	38	660,301
Oct-22	342	53	107	39	627,972
Nov-22	294	60	129	47	643,510
Dec-22	208	73	87	58	642,706
Jan-23	161	74	98	60	630,506
Feb-23	144	68	121	42	622,560

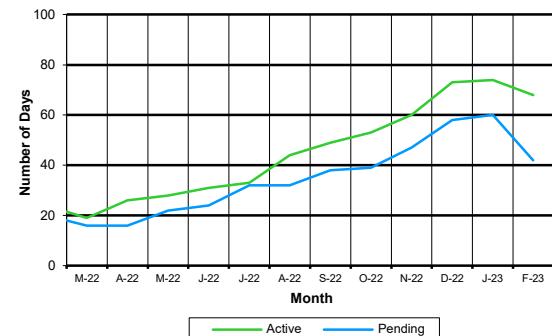
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



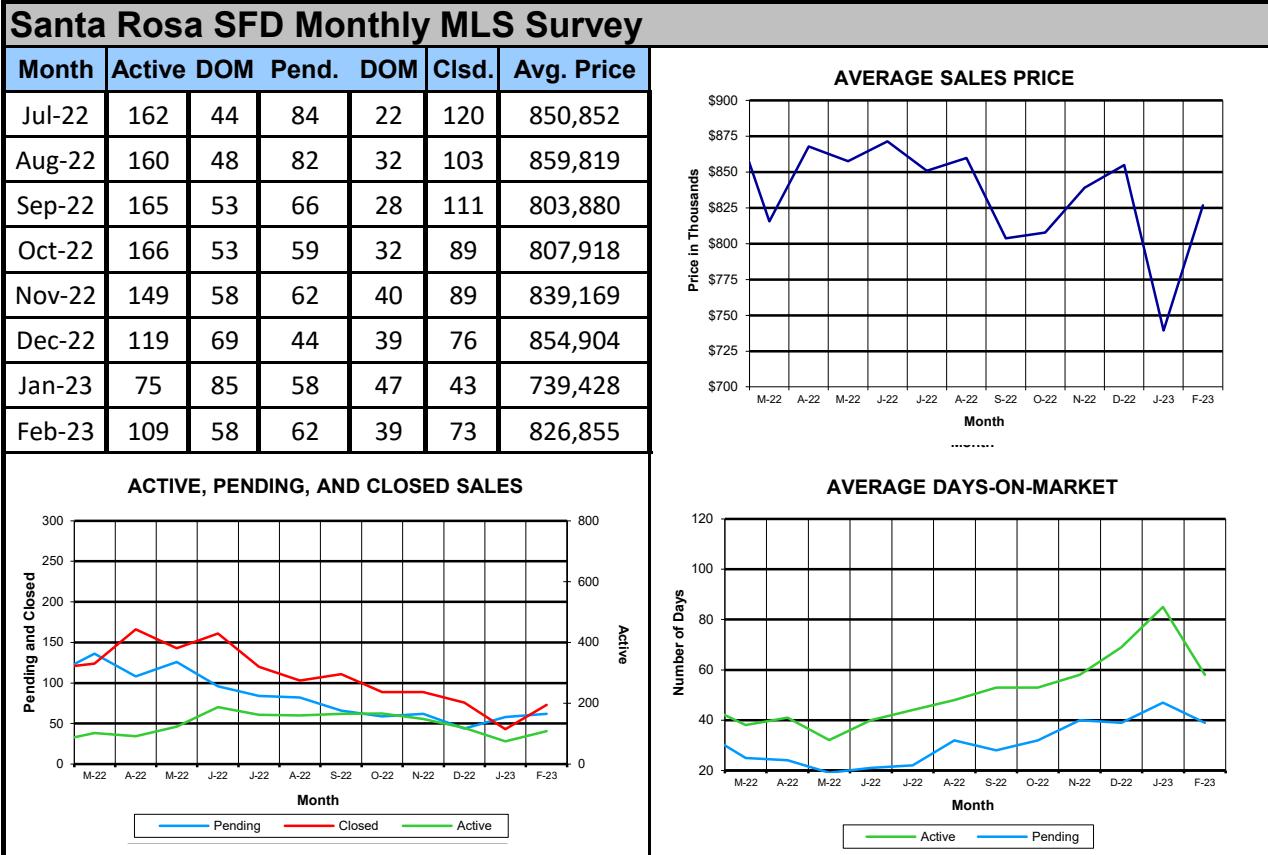
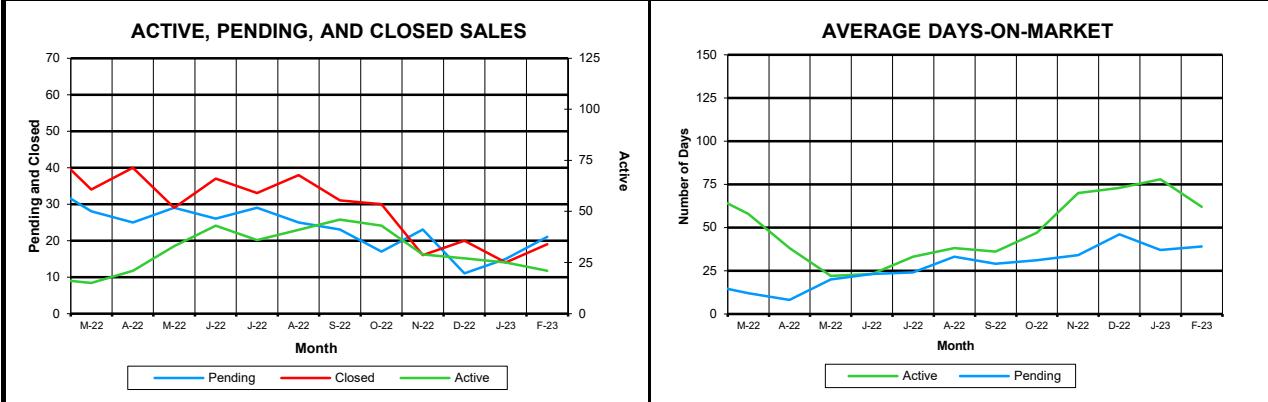


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jul-22	36	33	29	512,235
Aug-22	41	38	25	511,383
Sep-22	46	36	23	608,145
Oct-22	43	47	17	538,650
Nov-22	29	70	23	506,934
Dec-22	27	73	11	538,347
Jan-23	25	78	15	466,445
Feb-23	21	62	21	528,164



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

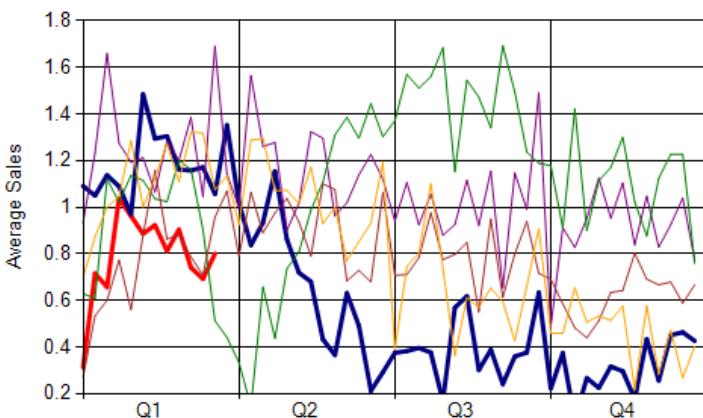


## Central Valley

**Week 12** Ending: Sunday, March 26, 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		13	206	12	1	11	0.85	1.00	-15%	0.95	-11%	
San Joaquin County		49	802	36	1	35	0.71	0.76	-6%	0.72	-1%	
Stanislaus County		8	50	6	1	5	0.63	0.57	10%	0.50	24%	
Merced County		10	86	11	2	9	0.90	0.64	40%	0.55	63%	
Madera County		6	91	3	0	3	0.50	0.60	-17%	0.60	-16%	
Fresno County		19	295	22	1	21	1.11	0.96	15%	0.89	24%	
<b>Current Week Totals</b>	Traffic : Sales	<b>17 : 1</b>	<b>105</b>	<b>1530</b>	<b>90</b>	<b>6</b>	<b>84</b>	<b>0.80</b>	<b>0.79</b>	<b>1%</b>	<b>0.74</b>	<b>8%</b>
Per Project Average				15	0.86	0.06	0.80					
<b>Year Ago - 03/27/2022</b>	Traffic : Sales	<b>13 : 1</b>	<b>106</b>	<b>1651</b>	<b>127</b>	<b>15</b>	<b>112</b>	<b>1.06</b>	<b>1.16</b>	<b>-9%</b>	<b>1.13</b>	<b>-7%</b>
<b>% Change</b>				-1%	-7%	-29%	-60%	-25%	-24%	-32%	-35%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 12

### 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	64	28	1.24	0.14	1.10	0.80
■	2019	74	20	0.90	0.15	0.75	0.77
■	2020	84	28	1.13	0.17	0.96	1.11
■	2021	102	20	1.39	0.12	1.27	1.09
■	2022	103	17	1.33	0.16	1.16	0.64
■	2023	104	14	0.93	0.14	0.79	0.79
% Change:		1%	-15%	-30%	-18%	-32%	23%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>6.75%</b>	<b>APR</b> <b>6.96%</b>	Mortgage rates continued their downward slide last week, and new home sales data indicates more buyers are returning to the market. Home sales prices fell year-over-year in February-the first time in nearly 11 years- and total home sales saw their largest monthly percentage increase since July 2020. However, many economists remain mixed about how much more home prices will drop this year. For one, the nation's housing supply remains limited. Those who purchased homes in recent years at record-low interest rates are staying put. Tight inventory issues, in part, are also keeping prices from dropping off, which is perpetuating affordability challenges for many, especially first-time homebuyers. Though home prices remain high year-over-year, they're not as eye-popping as they were in early 2022. Even so, how much further home prices dip in 2023 will likely depend on where mortgage rates go. As we move through the early part of 2023, housing experts maintain a watchful eye on the economy, which continues to be pulled in all directions by high inflation, steep interest rates, ongoing geopolitical uncertainties and recession fears, to name a few. Housing starts also rose 9.8% in February, according to preliminary data from the U.S. Census Bureau and the U.S. Department of Housing and Urban Development, helping to provide much-needed inventory. Mortgage rates, meanwhile have ticked down in recent weeks, falling to 6.42% for the week ending March 23, according to Freddie Mac. Source: Robin Rothstein Forbes Advisor
<b>FHA</b>	<b>6.33%</b>	<b>6.84%</b>	
<b>10 Yr Yield</b>	<b>3.48%</b>		
			

# The Ryness Report

Week Ending  
Sunday, March 26, 2023

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 13									
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	3	19	1	0	86	10	0.98	0.83
Kinbridge at Ellis	Landsea	TR		DTMJ	83	3	4	19	1	0	46	12	0.52	1.00
Tow nsend at Ellis	Landsea	TR		DTMJ	104	0	1	19	1	0	103	5	1.33	0.42
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	3	2	21	2	0	76	24	1.24	2.00
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	4	3	11	1	0	11	11	1.18	1.18
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	2	4	14	1	0	8	8	0.86	0.86
Hillview	Lennar	TH		DTMJ	214	4	4	14	1	1	38	14	0.90	1.17
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	1	3	5	1	0	19	10	0.70	0.83
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	3	2	19	1	0	182	15	0.88	1.25
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	4	4	10	1	0	22	12	0.95	1.00
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	3	1	0	0	136	3	0.75	0.25
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	28	1	0	104	11	0.97	0.92
Langston at Mountain House	Shea	MH		ATMJ	302	3	3	26	0	0	187	16	1.13	1.33
<b>TOTALS: No. Reporting: 13</b>			<b>Avg. Sales: 0.85</b>		<b>Traffic to Sales: 17 : 1</b>				<b>38</b>	<b>206</b>	<b>12</b>	<b>1</b>	<b>1018</b>	<b>151</b>
<b>Net: 11</b>														

City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House

Stockton/Lodi					Projects Participating: 12									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Talavera	DR Horton	LD		DTMJ	27	0	2	0	0	0	25	8	0.64	0.67
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	4	3	8	1	0	80	11	0.78	0.92
Santorini	KB Home	SK		DTMJ	86	0	2	12	0	0	79	10	0.92	0.83
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	6	11	0	0	2	2	0.88	0.88
Verona at Destinations	KB Home	SK		ATMJ	106	4	4	6	2	0	87	9	0.86	0.75
Keys at Westlake	Lennar	SK		DTMJ	101	0	2	0	0	0	95	0	0.67	0.00
Keys II at Westlake	Lennar	SK		DTMJ	86	0	4	18	0	0	6	4	0.33	0.33
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	4	8	0	0	4	4	0.42	0.42
Waterside at Westlake	Lennar	SK		DTMJ	92	0	3	8	1	0	2	2	0.47	0.47
Westlake	Meritage	SK		DTMJ	84	4	4	21	0	0	57	14	1.05	1.17
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	5	0	0	27	4	0.48	0.33
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	5	0	0	0	28	7	0.52	0.58
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 24 : 1</b>				<b>43</b>	<b>97</b>	<b>4</b>	<b>0</b>	<b>492</b>	<b>75</b>
<b>Net: 4</b>														

City Codes: LD = Lodi, SK = Stockton

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 37									
San Joaquin County				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	11	1	0	80	0	0.43	0.00
Griffin Park	Atherton <span style="color:red">S/O</span>	MN		DTMJ	156	0	S/O	21	2	0	156	16	1.75	1.33
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	4	4	30	2	0	11	11	1.07	1.07
Pinnacle at North Main	DR Horton	MN		DTMJ	87	6	4	20	3	0	53	18	1.03	1.50
Summit at North Main	DR Horton	MN		DTST	67	0	2	14	0	0	60	10	1.11	0.83
Yosemite Greens	DR Horton	MN		DTMJ	99	0	4	38	2	0	49	26	1.57	2.17
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	1	13	1	0	17	5	0.46	0.42
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	3	3	1	0	93	6	0.82	0.50
Balboa at River Islands	Kiper	LP		DTMJ	77	0	1	38	2	0	76	12	0.83	1.00
Catalina II at River Islands	Kiper	LP		DTMJ	93	0	2	25	1	0	87	6	0.81	0.50
Freestone	Kiper	MN	Rsv's	DTMJ	60	0	2	32	0	0	38	11	0.68	0.92
Skye at River Islands	Kiper <span style="color:red">TSO</span>	LP		DTMJ	155	0	TSO	35	0	0	59	12	0.82	1.00
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	6	9	0	0	122	11	0.34	0.92
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	8	1	0	122	15	1.12	1.25
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	2	25	0	1	135	22	1.24	1.83
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	2	16	1	0	70	21	0.89	1.75
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	7	12	0	0	127	17	1.16	1.42
Laguna at River Islands	Pulte	LP		DTMJ	110	0	2	20	2	0	41	13	0.58	1.08
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	3	5	0	0	50	8	0.70	0.67
Sunset at River Islands	Pulte	LP		DTMJ	122	0	8	8	1	0	114	8	1.00	0.67
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	3	18	0	0	51	1	0.69	0.08
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	2	18	0	0	78	7	1.04	0.58
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	2	7	1	0	18	6	0.37	0.50
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	3	3	4	1	0	83	11	0.93	0.92
Magnolia at Arbor Bend	Richmond American <span style="color:red">TSO</span>	MN		DTMJ	52	0	TSO	4	1	0	21	8	0.43	0.67
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	5	9	1	0	30	11	0.49	0.92
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	2	1	16	1	0	71	17	1.04	1.42
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	4	4	29	2	0	51	8	0.65	0.67
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	3	11	0	0	16	8	0.41	0.67
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	2	31	0	0	33	7	0.60	0.58
Avalon at River Islands	Trumark	LP		DTMJ	57	0	9	30	1	0	27	5	0.43	0.42
Avalon Point at River Islands	Trumark	LP		DTMJ	69	9	10	21	0	0	39	4	0.69	0.33
Dawn at The Collective	Trumark	MN		AASF	76	15	17	14	0	0	8	3	0.15	0.25
Vida at The Collective	Trumark	MN		AASF	103	12	14	14	0	0	15	5	0.26	0.42
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	25	0	0	10	4	0.24	0.33
Veranda at River Islands	Van Daele	LP		DTMJ	101	1	4	36	2	0	94	10	0.85	0.83
Avendale	Warmington	MN		DTMJ	49	2	3	35	2	0	3	3	1.31	1.31
<b>TOTALS: No. Reporting: 37</b>	<b>Avg. Sales: 0.84</b>		<b>Traffic to Sales: 22 : 1</b>			<b>147</b>	<b>705</b>	<b>32</b>	<b>1</b>	<b>2208</b>	<b>366</b>	<b>Net: 31</b>		

City Codes: MN = Manteca, LP = Lathrop

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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	Av. Sls /Week	Av. Sls /YTD	
Avalon	Bright	CE		DTMJ	33	0	6	4	1	0	14	6	0.46	0.50	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 4 : 1</b>	<b>6</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>14</b>	<b>6</b>	<b>Net: 1</b>
City Codes: CE = Ceres															

Stanislaus County					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	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	6	6	1	0	89	0	0.97	0.00	
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	3	4	0	1	2	2	0.24	0.24	
Fieldstone II	KB Home	HG		DTST	50	0	3	4	0	0	38	11	0.79	0.92	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	3	11	0	0	165	10	1.08	0.83	
T Street Customs	SCM	NW		DTMJ	10	0	5	2	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: 27 : 1</b>	<b>20</b>	<b>27</b>	<b>1</b>	<b>1</b>	<b>294</b>	<b>23</b>	<b>Net: 0</b>
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Turlock					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Marcona	Bright	KY		DTMJ	116	0	4	8	3	0	25	9	0.56	0.75	
Les Chateaux	KB Home	TK		DTMJ	60	0	2	11	1	0	39	12	0.68	1.00	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 2.00</b>					<b>Traffic to Sales: 5 : 1</b>	<b>6</b>	<b>19</b>	<b>4</b>	<b>0</b>	<b>64</b>	<b>21</b>	<b>Net: 4</b>
City Codes: KY = Keyes, TK = Turlock															

Merced County					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	
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	2	6	6	2	0	53	15	0.93	1.25	
Lantana	DR Horton	MD		DTMJ	99	13	14	10	1	0	14	11	0.86	0.92	
Monterra V	DR Horton TSO	MD		DTST	35	0	TSO	2	0	0	33	0	0.54	0.00	
Newcastle	DR Horton	MD	New	DTMJ	34	7	6	1	1	0	1	1	3.50	3.50	
Stoneridge South III	DR Horton	MD		DTMJ	64	8	8	10	4	0	8	8	0.65	0.67	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	5	15	1	1	40	8	0.49	0.67	
Sunrise Ranch	Meritage	LB		DTMJ	87	0	6	14	0	1	68	18	0.95	1.50	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	2	10	0	0	43	1	0.57	0.08	
Cypress Terrace	Stonefield Home	MD		DTST	125	4	3	13	2	0	113	5	0.61	0.42	
Villas II, The	Stonefield Home	LB		DTST	191	0	6	5	0	0	87	1	0.77	0.08	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.90</b>					<b>Traffic to Sales: 8 : 1</b>	<b>56</b>	<b>86</b>	<b>11</b>	<b>2</b>	<b>460</b>	<b>68</b>	<b>Net: 9</b>
City Codes: LB = Los Banos, MD = Merced															

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 6									
Madera County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	2	7	4	0	0	33	12	0.63	1.00
Omni	Century	MDA		DTMJ	61	0	5	13	1	0	7	5	0.25	0.42
Pecan Square	DR Horton	MDA		DTMJ	112	0	2	15	2	0	14	14	1.24	1.17
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	2	13	0	0	8	5	0.32	0.42
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	23	0	0	106	3	0.94	0.25
Riverstone - Clementine II	Lennar TSO	MDA		DTST	59	0	TSO	23	0	0	8	8	0.71	0.67
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 30 : 1</b>			<b>18</b>	<b>91</b>	<b>3</b>	<b>0</b>	<b>176</b>	<b>47</b>	<b>Net: 3</b>
City Codes: CW = Chowchilla, MDA = Madera														

Fresno County					Projects Participating: 19									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	2	5	8	3	0	57	7	0.76	0.58
Meadowood II	Century	FR		ATMU	127	1	5	6	0	0	122	9	1.41	0.75
Monarch	Century	KB		DTMJ	64	2	7	12	0	0	53	4	0.61	0.33
Olivewood	Century	FR		DTMJ	169	2	6	12	1	0	151	10	1.62	0.83
The Crossings II	Century	KER		DTMJ	104	2	7	14	1	0	69	14	1.20	1.17
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.60	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	11	4	2	0	25	-1	0.40	-0.08
Centrella Estates	KB Home	FR	New	DTMJ	74	8	3	13	5	0	5	5	17.50	17.50
Centrella Villas	KB Home	FR		DTMJ	107	2	4	13	1	0	51	27	1.45	2.25
Legacy at Highland	KB Home	CV		DTMJ	42	4	3	17	1	0	14	14	0.98	1.17
Anatole- Clementine	Lennar	FR		DTMJ	99	0	1	1	1	0	98	14	0.93	1.17
Arboralla - Clementine	Lennar	CV		DTST	137	0	2	0	0	0	132	20	1.30	1.67
Brambles- Starling	Lennar	FR		ATST	150	0	4	62	0	1	124	16	1.18	1.33
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	2	0	0	0	13	8	0.91	0.67
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	7	3	3	0	29	8	0.52	0.67
Juniper Hills- Solana	Lennar	FR		DTST	77	0	3	1	1	0	3	3	0.29	0.29
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	4	1	1	0	9	8	0.73	0.67
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	1	66	1	0	55	20	0.98	1.67
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	185	0	1	62	1	0	63	25	0.62	2.08
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 1.11</b>			<b>Traffic to Sales: 13 : 1</b>			<b>82</b>	<b>295</b>	<b>22</b>	<b>1</b>	<b>1199</b>	<b>211</b>	<b>Net: 21</b>
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis														

Central Valley			Projects Participating: 105						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 105</b>	<b>Avg. Sales: 0.80</b>	<b>Traffic to Sales: 17 : 1</b>	<b>416</b>	<b>1530</b>	<b>90</b>	<b>6</b>	<b>5925</b>	<b>968</b>	<b>Net: 84</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

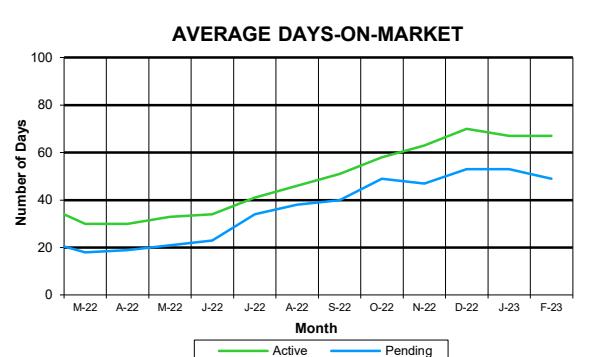
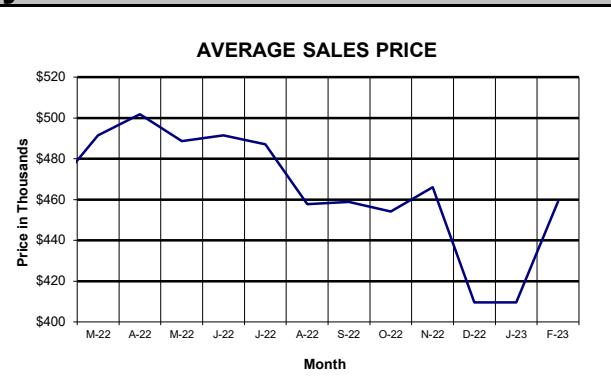
## Tracy SFD Monthly MLS Survey

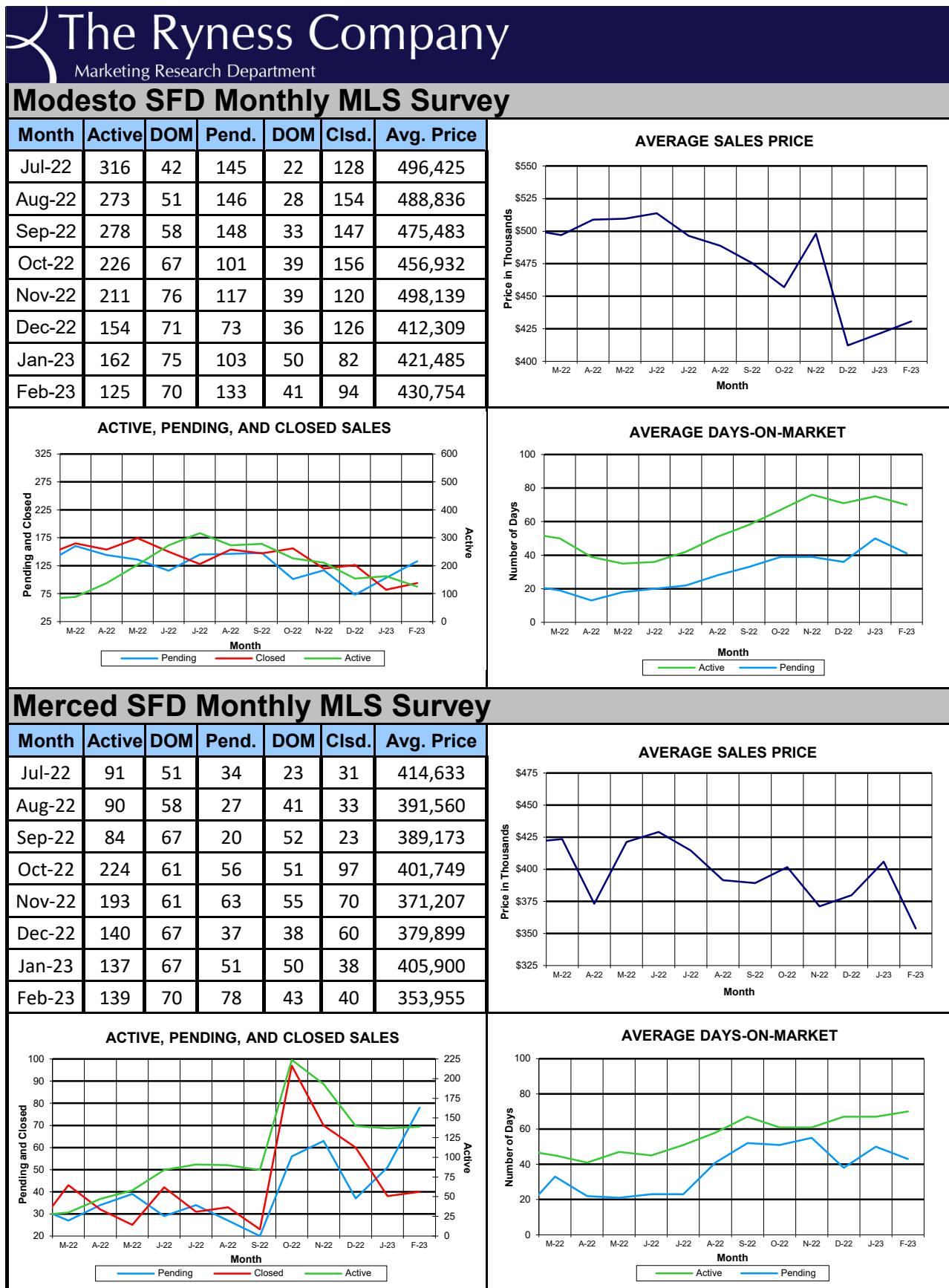
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	181	34	62	29	57	787,514
Aug-22	172	41	54	38	75	757,103
Sep-22	154	47	48	47	70	732,209
Oct-22	139	54	30	38	57	688,501
Nov-22	113	66	41	52	37	694,184
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	427	41	193	34	163	487,015
Aug-22	442	46	165	38	211	457,703
Sep-22	464	51	146	40	178	458,862
Oct-22	449	58	121	49	143	454,187
Nov-22	391	63	144	47	133	466,121
Dec-22	321	70	107	53	147	409,534
Jan-23	319	67	172	53	99	409,545
Feb-23	257	67	225	49	146	459,122





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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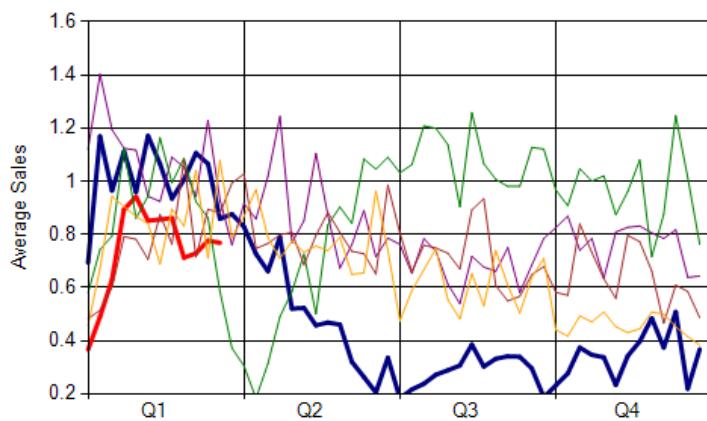
## Sacramento

Week 12

Ending: Sunday, March 26, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
South Sacramento		24	463	18	5	13	0.54	0.71	-24%	0.66	-18%	
Central & North Sacramento		41	646	42	7	35	0.85	0.60	43%	0.51	68%	
Folsom		17	488	31	0	31	1.82	0.83	119%	0.69	164%	
El Dorado		8	90	7	0	7	0.88	0.54	62%	0.44	98%	
Placer & Nevada		66	1107	57	14	43	0.65	0.88	-26%	0.83	-21%	
Yolo		10	112	4	1	3	0.30	0.75	-60%	0.78	-62%	
Amador County		1	5	0	0	0	0.00	0.08	-100%	0.08	-100%	
Northern Counties		14	112	10	3	7	0.50	0.59	-15%	0.53	-6%	
<b>Current Week Totals</b>	Traffic : Sales	18 : 1	<b>181</b>	<b>3023</b>	<b>169</b>	<b>30</b>	<b>139</b>	<b>0.77</b>	<b>0.74</b>	<b>4%</b>	<b>0.67</b>	<b>14%</b>
Per Project Average				17	0.93	0.17	0.77					
<b>Year Ago - 03/27/2022</b>	Traffic : Sales	16 : 1	<b>169</b>	<b>2618</b>	<b>165</b>	<b>20</b>	<b>145</b>	<b>0.86</b>	<b>1.01</b>	<b>-15%</b>	<b>0.97</b>	<b>-11%</b>
% Change				7%	15%	2%	50%	-4%	-10%	-27%	-30%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 12

### 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	0.96	0.13	0.83	0.66
■	2019	138	23	0.86	0.11	0.76	0.73
■	2020	140	23	1.01	0.12	0.89	0.89
■	2021	154	21	1.18	0.10	1.09	0.85
■	2022	168	19	1.14	0.13	1.01	0.52
■	2023	186	15	0.89	0.15	0.74	0.74
% Change:		11%	-21%	-22%	13%	-27%	41%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.75%	APR 6.96%	Mortgage rates continued their downward slide last week, and new home sales data indicates more buyers are returning to the market. Home sales prices fell year-over-year in February—the first time in nearly 11 years—and total home sales saw their largest monthly percentage increase since July 2020. However, many economists remain mixed about how much more home prices will drop this year. For one, the nation's housing supply remains limited. Those who purchased homes in recent years at record-low interest rates are staying put. Tight inventory issues, in part, are also keeping prices from dropping off, which is perpetuating affordability challenges for many, especially first-time homebuyers. Though home prices remain high year-over-year, they're not as eye-popping as they were in early 2022. Even so, how much further home prices dip in 2023 will likely depend on where mortgage rates go. As we move through the early part of 2023, housing experts maintain a watchful eye on the economy, which continues to be pulled in all directions by high inflation, steep interest rates, ongoing geopolitical uncertainties and recession fears, to name a few. Housing starts also rose 9.8% in February, according to preliminary data from the U.S. Census Bureau and the U.S. Department of Housing and Urban Development, helping to provide much-needed inventory. Mortgage rates, meanwhile have ticked down in recent weeks, falling to 6.42% for the week ending March 23, according to Freddie Mac. Source: Robin Rothstein Forbes Advisor
FHA	6.33%	6.84%	
10 Yr Yield	3.48%		
			

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24										
South Sacramento				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD		
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	2	33	3	0	38	10	1.30	0.83	
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	7	20	0	1	33	9	1.13	0.75	
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	5	21	0	0	40	14	1.41	1.17	
The Retreats	K Hovnanian	RM		DTMJ	62	0	3	4	2	1	8	3	0.19	0.25	
Allegro	KB Home	LN		ATMJ	72	3	6	18	2	1	42	7	0.70	0.58	
Travisso	KB Home	LN		DTMJ	422	0	4	10	0	1	34	2	0.54	0.17	
Vintage Park	KB Home	SO		DTST	81	0	1	5	0	0	80	6	0.84	0.50	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	3	15	2	0	131	31	1.04	2.58	
Cornerstone Commons	Meritage	LN		DTMJ	83	0	5	13	1	0	21	7	0.43	0.58	
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	2	13	0	1	36	16	0.73	1.33	
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	2	98	1	0	16	10	0.38	0.83	
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	5	18	0	0	7	6	0.38	0.50	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	7	2	0	0	63	3	0.69	0.25	
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	3	17	0	0	18	1	0.33	0.08	
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	5	35	0	0	17	11	0.46	0.92	
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	5	13	0	0	9	7	0.47	0.58	
Madeira Ranch - Homestead	Taylor Morrison TSO	LN		DTMJ	121	1	TSO	13	3	0	20	15	1.04	1.25	
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	4	10	0	0	8	3	0.41	0.25	
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	4	5	15	0	0	15	10	0.78	0.83	
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	7	16	0	0	31	11	1.39	0.92	
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	2	16	0	0	23	15	1.03	1.25	
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	5	16	2	0	15	8	0.67	0.67	
Cedar Creek	Tim Lewis	GT		DTMJ	112	3	3	21	2	0	47	4	0.56	0.33	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	21	0	0	56	7	0.59	0.58	
<b>TOTALS: No. Reporting: 24</b>		<b>Avg. Sales: 0.54</b>			<b>Traffic to Sales: 26 : 1</b>				<b>93</b>	<b>463</b>	<b>18</b>	<b>5</b>	<b>808</b>	<b>216</b>	<b>Net: 13</b>

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

# The Ryness Report

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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
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	6	13	0	0	40	1	0.31	0.08
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	3	0	0	0	64	0	0.45	0.00
Crocker Village- Main Street	Black Pine	SO		DTMJ	44	0	5	0	0	0	39	0	0.27	0.00
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	4	6	0	0	112	1	0.60	0.08
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	3	10	1	0	122	3	0.61	0.25
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	2	11	0	0	10	2	0.31	0.17
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	1	8	0	0	7	1	0.19	0.08
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	4	2	5	3	0	33	5	0.54	0.42
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	13	2	0	11	9	0.44	0.75
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	11	11	1	2	29	1	0.47	0.08
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	26	11	3	1	41	-1	0.67	-0.08
Canyon at Mitchell Village	KB Home S/O	CH		DTST	109	0	S/O	5	1	0	109	5	0.99	0.42
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	4	5	0	1	68	3	0.56	0.25
Ventana	Lennar S/O	RO		DTMJ	160	0	S/O	0	1	0	160	8	0.83	0.67
Verdant	Lennar S/O	RO		DTST	157	0	S/O	2	2	1	157	7	1.02	0.58
Viridian	Lennar	RO		DTST	185	0	4	10	1	1	177	6	0.91	0.50
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	67	1	0	5	2	0.13	0.17
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	4	27	0	0	21	7	0.45	0.58
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	4	9	0	0	3	1	0.06	0.08
Ascent at Montelena	Pulte	RO		DTMJ	127	0	4	15	1	0	12	7	0.47	0.58
Solis at Montelena	Pulte	RO		DTMJ	55	0	3	14	0	0	4	1	0.12	0.08
Vista at Montelena	Pulte	RO		DTMJ	38	3	3	15	1	0	10	6	0.31	0.50
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	5	45	1	0	30	10	0.54	0.83
Acacia at Cypress	Woodside	RO		DTMJ	99	0	4	0	0	0	62	3	0.54	0.25
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	7	2	0	153	10	0.82	0.83
<b>TOTALS: No. Reporting: 25</b>	<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 15 : 1</b>				<b>106</b>	<b>309</b>	<b>21</b>	<b>6</b>	<b>1479</b>	<b>98</b>	<b>Net: 15</b>	

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16									
North Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	1	2	10	0	0	129	8	0.71	0.67
Edgeview - The Cove	Beazer	SO		ATST	156	0	2	14	1	0	138	16	0.96	1.33
Westward - The Cove	Beazer	SO		DTST	122	0	8	3	0	0	83	4	0.53	0.33
Windrow - The Cove	Beazer	SO		DTST	167	0	2	3	0	0	144	11	0.82	0.92
Garnet at Barrett Ranch	Lennar	AO		DTST	149	3	3	10	2	1	113	23	0.87	1.92
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	3	3	10	1	0	118	26	0.91	2.17
Northlake - Atla	Lennar	SO		DTMJ	116	4	3	32	4	0	95	11	0.83	0.92
Northlake - Bleau	Lennar	SO		DTMJ	236	3	3	32	1	0	96	11	0.84	0.92
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	2	32	1	0	90	11	0.79	0.92
Northlake - Drifton	Lennar	SO		DTMJ	134	4	3	32	4	0	88	14	0.83	1.17
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	32	0	0	85	7	0.74	0.58
Northlake - Shor	Lennar	SO		DTMJ	140	0	3	32	0	0	99	14	0.87	1.17
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	1	32	1	0	95	11	0.83	0.92
Northlake - Wavmor	Lennar	SO		DTMJ	153	3	3	32	2	0	96	10	0.84	0.83
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	3	1	10	2	0	64	17	0.76	1.42
Portisol at Artisan Square	Williams	SO		ATST	95	10	10	21	2	0	85	17	0.67	1.42
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 1.25</b>		<b>Traffic to Sales: 16 : 1</b>				<b>52</b>	<b>337</b>	<b>21</b>	<b>1</b>	<b>1618</b>	<b>211</b>
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 17									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Sycamore Creek	JMC	FM		DTMJ	86	0	4	0	0	0	41	0	0.34	0.00
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	2	15	2	0	106	7	1.04	0.58
Aster at White Rock Springs	Lennar S/O	FM		DTMJ	90	0	S/O	20	1	0	90	20	0.98	1.67
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	2	20	1	0	21	11	0.45	0.92
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	3	20	1	0	22	8	0.47	0.67
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	3	3	20	3	0	25	5	0.56	0.42
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	4	3	20	4	0	92	12	0.83	1.00
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	2	7	3	0	49	11	0.49	0.92
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	4	4	10	2	0	35	12	0.51	1.00
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	9	3	26	6	0	18	16	1.11	1.33
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	9	7	0	0	3	3	0.18	0.25
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	4	15	1	0	11	11	0.68	0.92
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	3	22	0	0	103	4	0.64	0.33
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	4	65	0	0	13	13	2.53	2.53
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	2	78	2	0	20	7	0.50	0.58
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	5	3	65	4	0	15	15	2.92	2.92
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	4	78	1	0	21	8	0.52	0.67
<b>TOTALS: No. Reporting: 17</b>			<b>Avg. Sales: 1.82</b>		<b>Traffic to Sales: 16 : 1</b>				<b>55</b>	<b>488</b>	<b>31</b>	<b>0</b>	<b>685</b>	<b>163</b>
City Codes: FM = Folsom														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8													
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	3	12	0	0	36	3	0.36	0.25				
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	4	5	20	1	0	92	6	0.66	0.50				
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	3	12	0	0	57	2	0.42	0.17				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	4	9	0	0	7	1	0.14	0.08				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	3	2	12	3	0	76	17	0.62	1.42				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	3	10	2	0	225	11	0.95	0.92				
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	3	8	0	0	21	5	0.36	0.42				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	3	5	7	1	0	37	8	0.50	0.67				
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.88</b>		<b>Traffic to Sales: 13 : 1</b>				<b>28</b>	<b>90</b>	<b>7</b>	<b>0</b>	<b>551</b>	<b>53</b>				
City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park																		
<b>Net: 7</b>																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 65									
Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	4	2	0	0	1	1	0.19	0.19
Verrado at Solaire	Beazer	RV		DTMJ	76	0	1	5	1	0	72	13	0.78	1.08
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	7	8	0	0	27	2	0.32	0.17
Balboa II	DR Horton	RV		DTST	172	0	5	14	0	0	39	28	1.17	2.33
Heartland at Independence	DR Horton	LL		DTMJ	98	0	1	1	1	1	97	22	1.18	1.83
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	5	19	0	0	37	16	0.95	1.33
Winding Creek - The Wilds II	DR Horton	RV		DTST	62	0	4	5	0	0	30	19	0.96	1.58
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	2	24	1	0	51	3	0.56	0.25
Edgefield Place	JMC	RK		DTMJ	83	0	5	20	2	0	19	6	0.35	0.50
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	4	26	0	0	9	6	0.19	0.50
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	3	42	2	0	65	15	0.64	1.25
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	3	39	2	0	54	5	0.53	0.42
Palisade Village	JMC	RV		DTST	307	0	2	40	0	0	250	26	1.38	2.17
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	17	0	0	83	8	0.63	0.67
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	4	34	0	0	57	5	0.56	0.42
Sentinel	JMC	RV		DTST	141	0	1	25	1	0	140	9	0.88	0.75
Tribute Pointe	JMC	RK		DTMJ	99	0	3	24	0	0	13	5	0.24	0.42
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	4	43	1	0	26	13	0.51	1.08
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	3	3	3	1	1	133	11	0.87	0.92
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	2	2	0	1	69	4	0.42	0.33
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	5	8	0	1	75	5	0.71	0.42
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	2	3	14	2	0	48	11	0.81	0.92
Copper Ridge	KB Home	LL		DTMJ	79	0	3	12	0	0	58	16	0.85	1.33
Cortland at Mason Trails	KB Home	RV		DTMJ	110	5	5	16	3	0	70	15	1.18	1.25
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	5	5	16	3	0	231	14	1.15	1.17
Andorra at Sierra West	Lennar	RV		DTMJ	193	4	5	18	4	1	120	19	0.93	1.58
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	5	1	15	5	0	124	27	0.99	2.25
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	3	3	10	2	0	62	17	0.81	1.42
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	5	15	0	1	72	20	0.92	1.67
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	1	15	2	0	94	17	0.80	1.42
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	3	20	1	0	63	11	0.74	0.92
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	3	3	20	1	0	72	22	0.82	1.83
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	5	0	0	111	13	0.85	1.08
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	3	10	2	2	113	12	0.85	1.00
Mblise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	3	20	1	1	57	9	0.69	0.75
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	2	15	3	1	114	17	0.87	1.42
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	4	5	0	0	6	4	0.30	0.33
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	5	0	0	66	18	0.98	1.50
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	24	9	2	0	41	12	0.74	1.00
Meadowlands 60s	Meritage	LL		DTMJ	92	0	5	13	0	0	74	9	0.77	0.75
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	5	32	0	0	61	15	0.84	1.25
Premier Soleil	Premier Homes	GB		DTMJ	52	0	2	23	0	0	8	2	0.23	0.17
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	4	2	1	100	11	0.87	0.92
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	2	4	1	0	13	4	0.34	0.33
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	4	2	2	0	8	7	0.14	0.58

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Placer County (Continued ...)					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
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	3	3	37	2	0	41	9	0.56	0.75
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	4	3	0	0	77	5	0.52	0.42
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	5	15	0	1	85	7	0.86	0.58
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	32	15	0	0	9	3	0.14	0.25
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	3	15	0	0	74	4	0.75	0.33
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	15	0	1	79	9	0.80	0.75
Fiddym Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	2	38	1	0	49	14	1.11	1.17
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	1	3	0	1	85	13	0.58	1.08
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	7	7	23	1	0	59	14	1.01	1.17
Eureka Grove	The New Home Co	GB		DTMJ	72	0	2	20	1	0	58	6	0.74	0.50
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	6	13	0	0	12	2	0.27	0.17
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	0	4	10	0	0	7	7	0.68	0.68
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	8	0	0	0	74	0	0.40	0.00
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	2	16	0	0	8	6	0.19	0.50
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	3	3	50	0	0	94	19	0.90	1.58
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	2	16	1	0	7	4	0.17	0.33
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	6	50	0	0	75	8	0.72	0.67
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	2	20	2	0	138	13	0.85	1.08
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	2	13	1	0	10	3	0.31	0.25
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	3	14	0	0	6	4	0.19	0.33
<b>TOTALS: No. Reporting: 65</b>	<b>Avg. Sales: 0.66</b>				<b>Traffic to Sales: 19 : 1</b>			<b>274</b>	<b>1105</b>	<b>57</b>	<b>14</b>	<b>4180</b>	<b>694</b>	<b>Net: 43</b>

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

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers	GV		DTST	45	1	3	2	0	0	24	-1	0.11	-0.08
<b>TOTALS: No. Reporting: 1</b>	<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: N/A</b>			<b>3</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>-1</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 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	
Parkside at The Rivers	Century	WS		DTMJ	82	0	3	9	1	0	7	6	0.33	0.50	
Trailside at the Rivers	Century	WS		DTMJ	120	0	5	7	0	1	2	2	0.19	0.19	
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	3	15	0	0	4	4	0.48	0.48	
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	6	15	0	0	2	2	0.21	0.21	
Crestada	Lennar	WL		DTMJ	105	0	3	15	1	0	27	16	0.84	1.33	
Iris	Lennar	WL		DTMJ	97	0	3	15	0	0	31	22	0.72	1.83	
Lavender	Lennar	WL		DTMJ	78	0	4	15	0	0	22	3	0.58	0.25	
The Hideaway	Meritage	WN		DTMJ	148	0	2	10	0	0	36	17	0.87	1.42	
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	9	1	0	0	60	8	0.59	0.67	
Revival	TimLewis	WL		DTST	72	0	2	10	2	0	15	5	0.32	0.42	
<b>TOTALS: No. Reporting: 10</b>					<b>Traffic to Sales: 28 : 1</b>				<b>40</b>	<b>112</b>	<b>4</b>	<b>1</b>	<b>206</b>	<b>85</b>	<b>Net: 3</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	TimLewis	PLY		DTMJ	40	0	3	5	0	0	19	1	0.23	0.08	
<b>TOTALS: No. Reporting: 1</b>					<b>Traffic to Sales: NA</b>				<b>3</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>1</b>	<b>Net: 0</b>

City Codes: PLY = Plymouth

Butte County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	0	5	11	2	0	4	3	0.15	0.25	
Sparrow	DR Horton	CO		DTMJ	86	0	9	11	0	0	5	1	0.12	0.08	
<b>TOTALS: No. Reporting: 2</b>					<b>Traffic to Sales: 11 : 1</b>				<b>14</b>	<b>22</b>	<b>2</b>	<b>0</b>	<b>9</b>	<b>4</b>	<b>Net: 2</b>

City Codes: CO = Chico

Glenn County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Ambrosia	DR Horton	OR		DTST	95	0	4	4	2	0	7	6	0.26	0.50	
<b>TOTALS: No. Reporting: 1</b>					<b>Traffic to Sales: 2 : 1</b>				<b>4</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>7</b>	<b>6</b>	<b>Net: 2</b>

City Codes: OR = Orland

Shasta County					Projects Participating: 3										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	6	6	0	0	4	3	0.28	0.25	
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	5	6	0	0	8	8	0.56	0.67	
Ro	DR Horton	RD		DTST	50	0	3	8	0	1	23	7	0.55	0.58	
<b>TOTALS: No. Reporting: 3</b>					<b>Traffic to Sales: NA</b>				<b>14</b>	<b>20</b>	<b>0</b>	<b>1</b>	<b>35</b>	<b>18</b>	<b>Net: -1</b>

City Codes: RD = Redding

# The Ryness Report

Week Ending  
Sunday, March 26, 2023

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Sutter County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	2	11	1	0	154	12	0.98	1.00	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 11 : 1</b>	<b>2</b>	<b>11</b>	<b>1</b>	<b>0</b>	<b>154</b>	<b>12</b>	<b>Net: 1</b>
City Codes: LO = Live Oak															

Yuba County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	111	0	6	8	0	0	93	1	0.57	0.08	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	3	3	4	1	0	24	7	0.47	0.58	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	0	2	14	0	0	51	8	0.96	0.67	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	69	0	2	13	1	0	22	18	1.08	1.50	
Windsor Crossing at River Oaks	Lennar	PLK	DTST	168	0	3	5	1	0	119	13	0.91	1.08	
Seasons at River Oaks	Richmond American	OL	DTST	83	0	3	4	0	1	80	8	0.69	0.67	
Seasons at Thoroughbred Acres	Richmond American	OL	DTMU	139	0	4	7	2	1	107	13	0.79	1.08	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.43</b>			<b>Traffic to Sales: 11 : 1</b>		<b>23</b>	<b>55</b>	<b>5</b>	<b>2</b>	<b>496</b>	<b>68</b>		<b>Net: 3</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento					Projects Participating: 181						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 181</b>		<b>Avg. Sales: 0.77</b>		<b>Traffic to Sales: 18 : 1</b>	<b>711</b>	<b>3023</b>	<b>169</b>	<b>30</b>	<b>10271</b>	<b>1628</b>	<b>Net: 139</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											

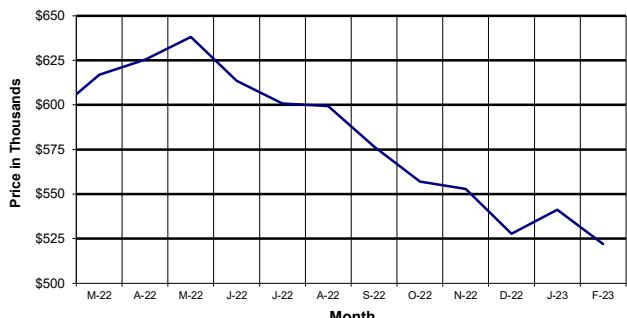
# The Ryness Company

Marketing Research Department

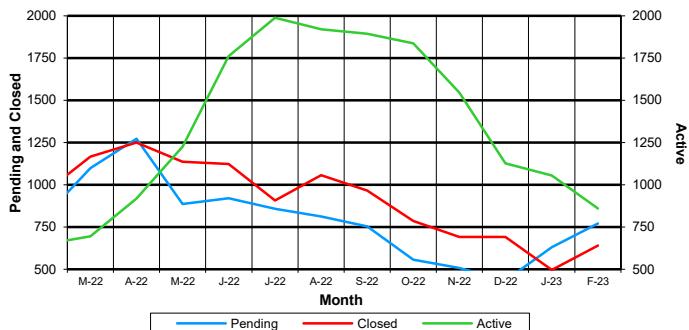
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	1,988	38	858	28	908	600,773
Aug-22	1,920	43	812	31	1,057	599,333
Sep-22	1,894	49	755	35	967	576,484
Oct-22	1,837	52	558	38	786	557,084
Nov-22	1,545	59	508	43	692	552,905
Dec-22	1,127	68	434	49	692	527,696
Jan-23	1,056	65	632	52	496	541,206
Feb-23	861	57	772	45	641	522,077

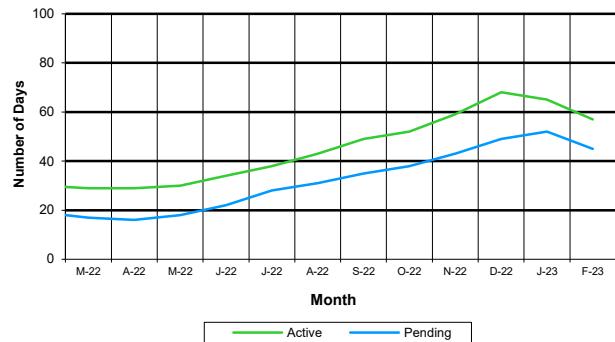
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



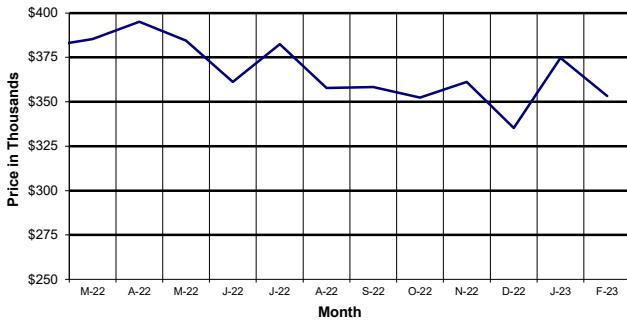
AVERAGE DAYS-ON-MARKET



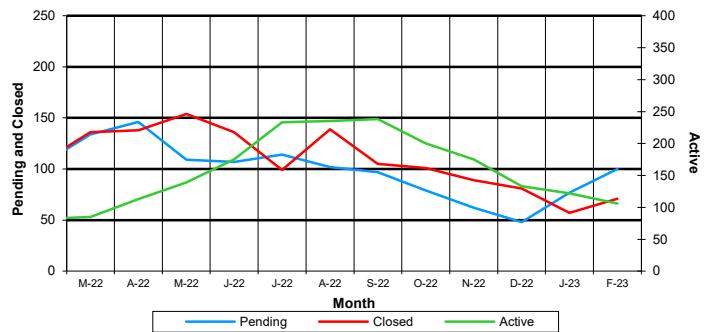
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	233	33	114	20	99	382,416
Aug-22	235	38	102	26	139	357,838
Sep-22	238	43	97	32	105	358,259
Oct-22	200	52	79	33	101	352,295
Nov-22	175	62	62	43	89	361,249
Dec-22	133	62	48	55	81	335,177
Jan-23	122	56	77	45	57	374,742
Feb-23	106	48	100	37	71	353,175

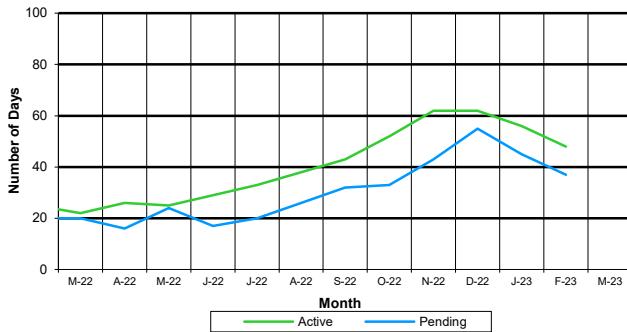
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



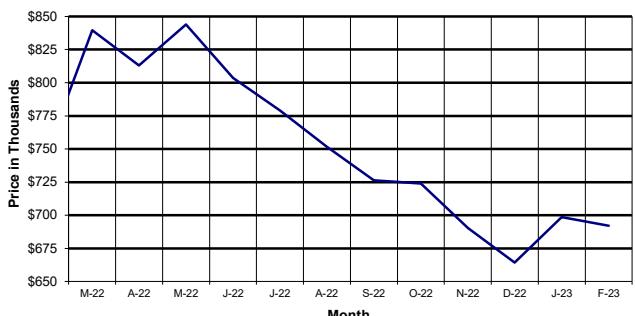
# The Ryness Company

Marketing Research Department

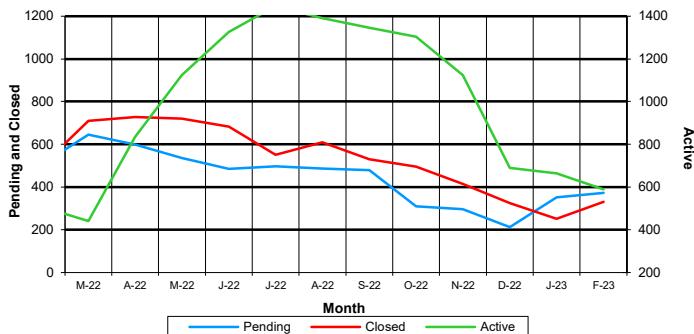
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	1,449	47	496	29	550	779,001
Aug-22	1,391	52	486	34	609	751,855
Sep-22	1,347	57	478	40	529	726,395
Oct-22	1,304	62	309	43	495	723,990
Nov-22	1,124	69	296	50	414	690,351
Dec-22	689	76	212	70	324	664,289
Jan-23	663	76	352	55	251	698,682
Feb-23	589	69	372	53	330	692,074

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



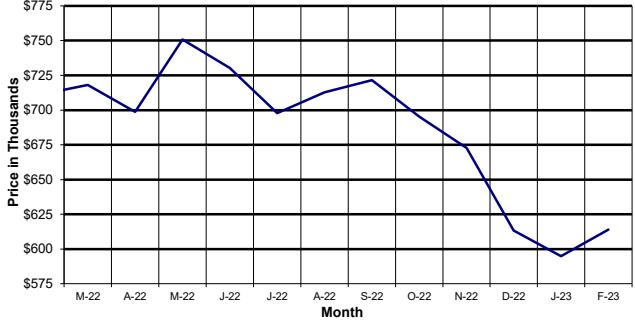
AVERAGE DAYS-ON-MARKET



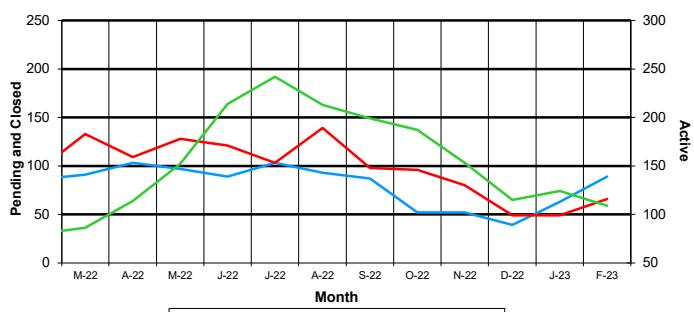
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-22	242	41	103	34	103	697,744
Aug-22	213	52	93	42	139	712,891
Sep-22	199	58	87	47	98	721,652
Oct-22	187	60	52	47	96	695,309
Nov-22	153	73	52	52	80	672,735
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808
Feb-23	109	67	89	43	66	613,993

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

