

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



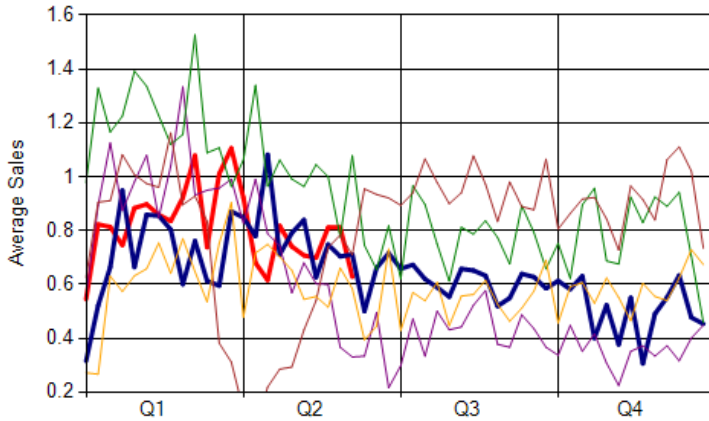
Bay Area

Week 23

Ending: Sunday, June 9, 2024




Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
Alameda			20	225	27	1	26	1.30	0.92	41%	0.98	33%
Contra Costa			24	452	13	1	12	0.50	0.78	-36%	0.79	-37%
Sonoma, Napa			9	68	1	1	0	0.00	0.74	-100%	0.82	-100%
San Francisco, Marin			3	13	2	0	2	0.67	0.61	10%	0.44	53%
San Mateo			1	15	0	0	0	0.00	0.61	-100%	0.54	-100%
Santa Clara			24	338	10	3	7	0.29	0.80	-64%	0.77	-62%
Monterey, Santa Cruz, San Benito			7	89	4	1	3	0.43	0.83	-49%	0.85	-49%
Solano			22	163	20	1	19	0.86	0.81	6%	0.85	2%
Current Week Totals		Traffic : Sales 18 : 1	110	1363	77	8	69	0.63	0.81	-23%	0.82	-24%
Per Project Average			12		0.70	0.07	0.63					
Year Ago - 06/11/2023		Traffic : Sales 14 : 1	114	1246	88	7	81	0.71	0.74	-3%	0.77	-7%
% Change			-4%	9%	-13%	14%	-15%	-12%	10%	8%		

52 Weeks Comparison



Year to Date Averages Through Week 23

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	152	18	0.72	0.10	0.62	0.58
	2020	153	13	0.78	0.12	0.66	0.80
	2021	117	16	1.20	0.07	1.13	0.93
	2022	103	11	0.93	0.10	0.83	0.58
	2023	114	12	0.81	0.08	0.74	0.64
	2024	106	14	0.88	0.07	0.81	0.81
% Change:		-7%	13%	8%	-10%	10%	26%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Since late 2022, mortgage rates have jumped between 6% and 7% - and in fall 2023 they nearly eclipsed 8%, marking the highest 30-year mortgage rate seen in over two decades. Combined with rising home prices, higher rates have sent mortgage payments soaring. According to the Mortgage Bankers Association, the median monthly payment on new home purchases is now \$2,256 - up almost 7% from a year ago. The jump has sidelined many home buyers and deterred existing homeowners from selling (about 9 in 10 have current rates under 6% and may not want to let go of that lower rate). "In order to see rates improve, we need to see inflation numbers decreasing, new job creations slow down, and potentially unemployment filings to increase," said Evan Luchaco, a home loan specialist at Churchill Mortgage in Portland, Ore. "These are all economic signs of a slowdown that will spur the Fed to take action in lowering the Fed funds rate, which will have a trickle-down effect to lower mortgage rates." Luchaco expected this could start happening toward the end of the year, though that's not set in stone. Currently, the CME FedWatch Tool, which uses investing activity to predict future Fed moves, shows a small rate cut is likely at the bank's September meeting, with more potential rate cuts to follow. Source: Aly J. Yale Yahoo Finance</p>
CONV	6.88%	6.99%	
FHA	6.50%	7.32%	
10 Yr Yield	4.46%		
			

Development Name	Developer	City Code	Notes	Type										
Alameda County Alameda County					Projects Participating: 13									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
La Playa Place	DR Horton	HY		DTMU	47	3	6	26	1	0	12	12	1.65	1.65
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	4	9	1	0	16	9	0.28	0.39
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	9	1	0	14	7	0.25	0.30
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	9	0	0	145	34	1.06	1.48
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	4	10	0	0	76	27	1.05	1.17
Chroma at Innovation	Lennar	FR		ATMU	146	0	4	13	1	0	137	11	1.27	0.48
Enclave at Hartford	Lennar	FR		ATMU	18	0	2	6	0	0	0	0	0.00	0.00
Lumiere at Innovation	Lennar	FR		ATMU	156	2	5	13	1	0	132	23	0.99	1.00
Matrix at Innovation	Lennar	FR		ATMU	104	0	3	9	0	0	95	22	0.68	0.96
Towns at Hartford	Lennar	FR		ATMU	57	0	2	14	0	0	1	1	0.44	0.44
Vista at Bridgeway	Lennar	NK		DTMU	72	1	3	10	2	0	69	34	1.07	1.48
Lookout at Bay37	Pulte	AL		ATMU	138	0	5	4	0	0	106	24	0.60	1.04
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	4	2	0	0	104	11	0.49	0.48
TOTALS: No. Reporting: 13	Avg. Sales: 0.54		Traffic to Sales: 19 : 1				51	134	7	0	907	215	Net: 7	
City Codes: HY = Hayward, AL = Alameda, FR = Fremont, NK = Newark, 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	DB	ATMU	60	0	6	8	0	0	50	1	0.78	0.04	
Ivy at Boulevard	Brookfield TSO	DB	DTMU	62	0	TSO	0	0	0	60	22	1.25	0.96	
Vine at Boulevard	Brookfield	DB	ATMU	92	0	10	3	14	0	32	32	1.75	1.75	
Avalon at Boulevard	Lennar	DB	ATMU	90	1	7	27	2	0	53	29	1.20	1.26	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	1	5	31	3	0	40	34	1.17	1.48	
Lombard at Boulevard	Lennar	DB	DTMU	100	0	9	20	1	1	91	20	0.84	0.87	
Vineyard Collection II	Ponderosa	LV	DTMU	9	0	3	2	0	0	6	1	0.08	0.04	
TOTALS: No. Reporting: 7		Avg. Sales: 2.71		Traffic to Sales: 5 : 1				40	91	20	1	332	139	Net: 19
City Codes: DB = Dublin, LV = Livermore														

Contra Costa County Diablo Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Woodbury Highlands	Davidon	LF	ATMU	99	0	9	10	0	0	65	8	0.33	0.35	
Hillcrest	Shea	PH	DTMU	31	0	3	12	0	1	17	17	0.65	0.74	
Oak Grove	SummerHill TSO	WC	ATMU	115	2	TSO	18	2	0	32	22	1.14	0.96	
Penny Lane	Trumark	CN	ATMU	70	0	10	7	0	0	30	12	0.45	0.52	
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 24 : 1				22	47	2	1	144	59	Net: 1
City Codes: LF = Lafayette, PH = Pleasant Hill, WC = Walnut Creek, CN = Concord														

Development Name	Developer	City Code	Notes	Type										
Contra Costa County San Ramon Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Magee Preserve	Davidon	DN		DTMU	69	0	1	10	0	0	36	11	0.50	0.48
City Village - Towns	SummerHill	SR		ATMU	136	0	2	77	1	0	50	30	1.39	1.30
City Village -Courts	SummerHill	SR		DTMU	154	0	2	77	0	0	26	17	0.70	0.74
TOTALS: No. Reporting: 3	Avg. Sales: 0.33		Traffic to Sales: 164 : 1				5	164	1	0	112	58	Net: 1	
City Codes: DN = Danville, SR = San Ramon														

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	4	16	1	0	31	25	0.45	1.09
TOTALS: No. Reporting: 1			Avg. Sales: 1.00			Traffic to Sales: 16 : 1			4	16	1	0	31	25	Net: 1					
City Codes: RM = Richmond																				

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	TSO	AN	DTMU	300	0	TSO	10	0	0	294	12	0.84	0.52
Hills at Park Ridge	Davidon		AN	DTMU	225	0	13	22	2	0	146	22	0.77	0.96
Luca at Aviano	DeNova		AN	DTMU	198	1	4	12	1	0	194	30	1.31	1.30
Bayberry at Laurel Ranch	KB Home		AN	DTMU	112	0	1	3	2	0	31	17	0.58	0.74
Wildwood at Laurel Ranch	KB Home		AN	DTMU	82	0	4	8	1	0	33	21	0.62	0.91
Deer Valley	Meritage		AN	DTMU	120	0	2	16	1	0	8	8	0.79	0.79
Retreat at Vista Del Mar	Taylor Morrison		PT	DTMU	142	0	2	3	0	0	140	12	0.74	0.52
Serene at Vista Del Mar	Taylor Morrison		PT	DTMU	120	0	7	1	0	0	113	27	0.75	1.17
Rise at Cielo	TRI Pointe		AN	DTMU	159	0	4	34	0	0	123	22	1.10	0.96
Shine at Cielo	TRI Pointe		AN	DTMU	137	0	5	34	0	0	112	19	1.00	0.83
TOTALS: No. Reporting: 10		Avg. Sales: 0.70		Traffic to Sales: 20 : 1				42	143	7	0	1194	190	Net: 7
City Codes: AN = Antioch, PT = Pittsburg														

Contra Costa County East Contra Costa					Projects Participating: 6									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Delta Coves	Blue Mountain	BI	DTMU	131	0	3	27	1	0	108	6	0.43	0.26	
Cypress Crossings	KB Home	OY	DTMU	98	0	5	26	0	0	78	21	0.79	0.91	
Beacon at Delta Coves	Pulte	BI	DTST	30	0	3	10	0	0	18	8	0.28	0.35	
Seagrass	Pulte	DB	DTMU	276	0	4	4	0	0	12	12	0.41	0.52	
Parkside	Richmond American S/O	BT	DTMU	34	0	S/O	0	1	0	34	21	0.60	0.91	
Orchard Trails	Shea	BT	DTMU	78	0	3	15	0	0	69	14	0.51	0.61	
TOTALS: No. Reporting: 6		Avg. Sales: 0.33		Traffic to Sales: 41 : 1				18	82	2	0	319	82	Net: 2
City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood														

Development Name	Developer	City Code	Notes	Type										
Sonoma and Napa Counties Sonoma, Napa Counties					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
Patina at Riversound	Brookfield	NP		DTMU	79	0	14	17	0	0	0	0	0.00	0.00
Harmony at SOMO Village	Century	RP		DTMU	65	0	3	13	0	0	3	3	0.48	0.48
Synergy at SOMO Village	Century	RP		DTMU	51	0	2	12	1	1	2	2	0.88	0.88
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	5	7	0	0	82	37	1.30	1.61
Willow at University District	DR Horton	RP		DTMU	128	0	1	5	0	0	127	25	1.07	1.09
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	5	5	0	0	78	15	0.53	0.65
Seasons at University District	Richmond American	RP		DTMU	52	0	1	2	0	0	50	11	0.42	0.48
Meadow Creek II	Ryder	SR	Rsv's	DTMU	31	0	3	1	0	0	28	7	0.47	0.30
Riverfront	TRI Pointe	PET	Rsv's	DTMU	134	0	5	6	0	0	117	12	0.63	0.52
TOTALS: No. Reporting: 9	Avg. Sales: 0.00		Traffic to Sales: 68 : 1				39	68	1	1	487	112	Net: 0	
City Codes: NP = Napa, RP = Rohnert Park, AC = American Canyon, PET = Petaluma, SR = Santa Rosa														

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	2	7	1	0	74	18	0.51	0.78
The Strand	Trumark	SN		DTMU	32	0	6	4	1	0	26	9	0.19	0.39
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 6 : 1				8	11	2	0	100	27	Net: 2
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	0	1	2	0	0	51	16	0.30	0.70
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			1	2	0	0	51	16	Net: 0	
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	3	15	0	0	57	15	0.49	0.65
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			3	15	0	0	57	15	Net: 0	
City Codes: FC = Foster City															

Development Name	Developer	City Code	Notes	Type										
Santa Clara County Santa Clara County					Projects Participating: 24									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Moonstone	Brookfield	MH		ATMU	86	0	17	18	1	1	8	8	0.44	0.44
Sundance	Brookfield	MH		ATMU	34	12	17	18	0	0	7	7	0.38	0.38
Summerstone	DR Horton	GL		DTST	29	0	3	10	0	0	24	19	0.66	0.83
Lumen	KB Home	ML		ATMU	32	0	3	37	1	0	11	11	0.90	0.90
Palomino Estates at Glen Loma Ranch	KB Home	GL		DTMU	37	2	3	15	1	0	6	6	1.50	1.50
Palomino Villas at Glen Loma Ranch	KB Home	GL		ATMU	26	0	3	10	1	1	5	5	1.21	1.21
Lavender	Landsea	SV		ATMU	128	2	2	1	1	0	126	29	0.91	1.26
Bellflower at Cadence	Lennar	GL		DTMU	18	0	2	22	0	0	15	15	0.92	0.92
Briarwood at Cadence	Lennar	GL		DTMU	54	3	4	22	2	0	16	16	0.98	0.98
Avenue at Central	Pulte	SJ		ATMU	158	0	4	11	1	1	43	29	1.09	1.26
Gateway at Central	Pulte	SJ		ATMU	72	3	4	11	1	0	27	2	0.25	0.09
Plaza at Central	Pulte	SJ		ATMU	90	0	4	11	1	0	77	19	0.83	0.83
The Elms	Pulte	ST		ATMU	90	0	2	8	0	0	13	11	0.35	0.48
The Square	Pulte	SV		ATMU	72	0	5	20	0	0	1	1	0.44	0.44
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	5	24	0	0	55	2	0.37	0.09
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	1	24	0	0	79	13	0.49	0.57
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	4	24	0	0	88	24	0.55	1.04
Verano	SummerHill	MV		ATMU	115	0	6	18	0	0	104	33	1.17	1.43
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	11	8	0	0	45	25	0.86	1.09
Blueprint	Taylor Morrison	SC		ATMU	48	0	13	4	0	0	25	25	1.64	1.64
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	5	6	0	0	28	15	0.55	0.65
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	4	5	0	0	39	12	0.40	0.52
Jasper	Trumark	MH		ATMU	101	8	14	6	0	0	84	30	0.70	1.30
Lumberyard	Van Daele	MH		ATMU	49	0	3	5	0	0	1	1	0.19	0.19
TOTALS: No. Reporting: 24	Avg. Sales: 0.29		Traffic to Sales: 34 : 1				139	338	10	3	927	358	Net: 7	
City Codes: MH = Morgan Hill, GL = Gilroy, ML = Milpitas, SV = Sunnyvale, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino, SC = Santa Clara														

Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					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
Promontory at Ridgemark	Century	HO	DTMU	90	0	5	11	0	0	75	28	0.82	1.22	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	2	4	10	3	0	13	12	0.40	0.52	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	4	40	0	1	53	33	0.98	1.43	
Serenity V	Legacy	HO	DTMU	36	0	5	8	0	0	29	11	0.37	0.48	
Elderberry	Lennar S/O	HO	DTMU	66	0	S/O	7	0	0	66	28	0.80	1.22	
Laurel	Lennar	HO	DTMU	67	3	4	7	1	0	61	23	0.74	1.00	
Enclave, The	Shea	SS	DTMU	61	0	3	6	0	0	52	2	0.33	0.09	
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 22 : 1				25	89	4	1	349	137	Net: 3
City Codes: HO = Hollister, SS = Seaside														

Development Name	Developer	City Code	Notes	Type										
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	8	1	0	76	22	1.26	0.96
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 8 : 1				5	8	1	0	76	22	Net: 1
City Codes: VL = Vallejo														

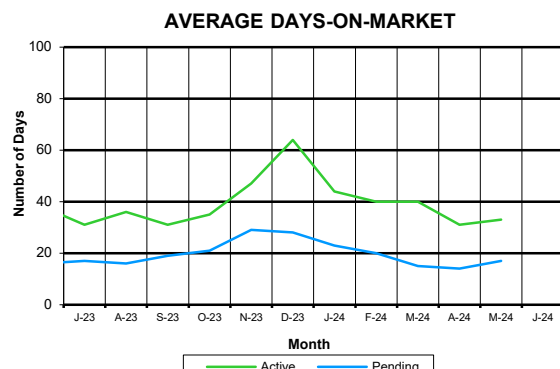
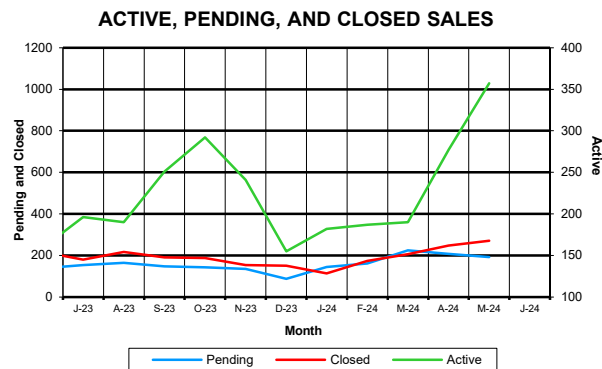
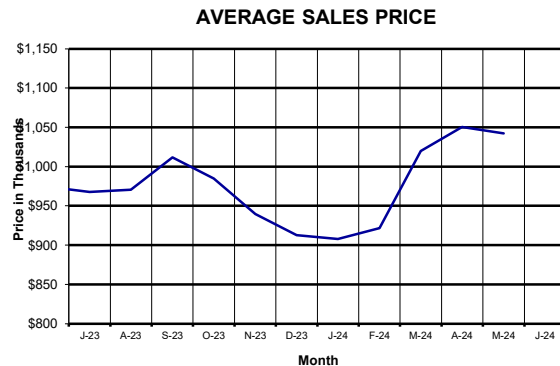
Solano County Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 21									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield	FF	ATMU	50	4	13	5	1	1	33	6	0.30	0.26
Lakeside at One Lake	Brookfield	FF	ATMU	58	6	12	9	3	0	42	15	0.38	0.65
Meridian	Century	SU	DTMU	71	3	4	15	2	0	21	18	0.61	0.78
Monte Verde	Century S/O	FF	DTMU	124	0	S/O	6	1	0	124	29	1.18	1.26
Luminescence at Liberty	DeNova	RV	AASF	311	0	8	12	0	0	147	25	0.97	1.09
Iris at The Villages	DR Horton	FF	DTMU	119	4	5	17	3	0	81	29	1.02	1.26
Violet at Homestead	DR Horton	DX	DTST	70	0	4	4	0	0	28	23	1.07	1.00
Four Seasons at Homestead- Autumn	K Hovnanian	DX	AASF	152	0	2	5	1	0	61	28	0.61	1.22
Four Seasons at Homestead- Spring	K Hovnanian	DX	AASF	150	0	1	4	1	0	50	17	0.50	0.74
Sagebrush at Magnolia Park	KB Home	VC	DTMU	63	0	3	3	0	0	33	20	0.84	0.87
Sweetbay at Magnolia Park	KB Home	VC	DTMU	104	0	2	3	1	0	25	16	0.64	0.70
Wildhawk II at Roberts Ranch	KB Home	VC	DTMU	62	0	2	4	1	0	26	21	0.89	0.91
Tramore Village at Vanden Meadows	Meritage	VC	DTMU	111	0	3	3	0	0	78	18	0.69	0.78
Waterford Vanden Meadows 60s	Meritage	VC	DTMU	83	0	6	6	0	0	59	11	0.51	0.48
Foxboro Knolls	Pulte	VC	DTMU	58	0	3	13	0	0	25	25	1.17	1.17
Orchards at Valley Glen III	Richmond American	DX	DTMU	80	0	3	3	1	0	70	15	0.49	0.65
Seasons at Homestead	Richmond American	DX	DTMU	85	0	5	7	1	0	67	21	0.59	0.91
Sutton at Parklane	Richmond American	DX	DTMU	121	0	7	4	0	0	109	20	0.65	0.87
Carmello II at Roberts Ranch	Taylor Morrison	VC	DTMU	72	3	5	10	0	0	10	10	0.89	0.89
Glisten at One Lake	TRI Pointe	FF	DTMU	75	5	4	11	3	0	17	11	0.34	0.48
Splash at One Lake	TRI Pointe	FF	DTMU	104	0	2	11	0	0	102	17	0.59	0.74
TOTALS: No. Reporting: 21	Avg. Sales: 0.86		Traffic to Sales: 8 : 1			94	155	19	1	1208	395	Net: 18	
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville													

Bay Area			Projects Participating: 110						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 110	Avg. Sales: 0.63	Traffic to Sales: 18 : 1	496	1363	77	8	6294	1850	Net: 69
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						

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

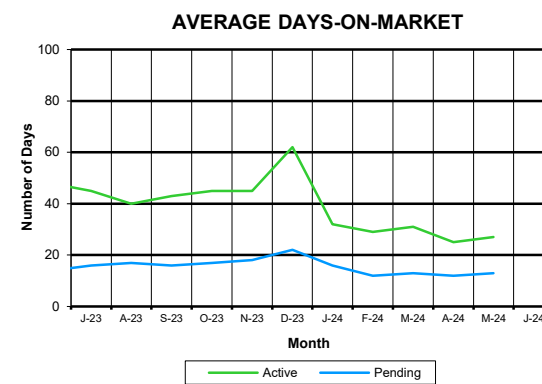
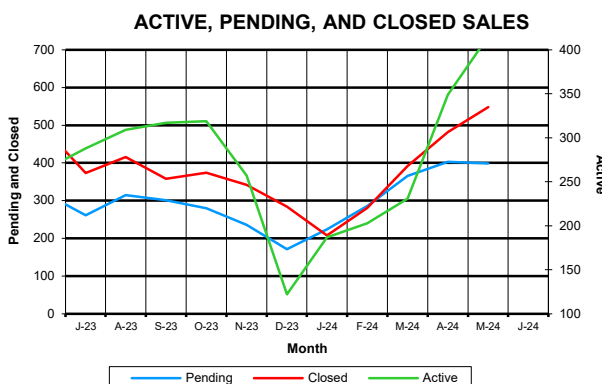
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682
Dec-23	155	64	87	28	151	912,755
Jan-24	182	44	144	23	113	907,860
Feb-24	187	40	162	20	174	921,672
Mar-24	190	40	224	15	206	1,019,731
Apr-24	277	31	207	14	247	1,050,526
May-24	357	33	192	17	271	1,042,138



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	203	29	286	12	281	1,740,358
Mar-24	231	31	366	13	392	1,878,824
Apr-24	349	25	403	12	482	1,952,126
May-24	415	27	399	13	548	1,982,508

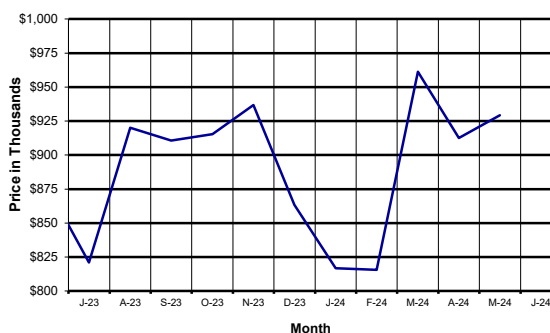


Amador Valley Attd. Monthly MLS Survey

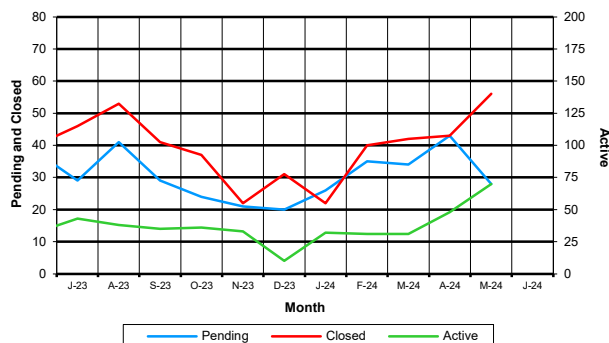
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	31	34	35	15	40	815,642
Mar-24	31	35	34	12	42	961,321
Apr-24	48	30	43	11	43	912,688
May-24	70	32	28	14	56	929,378

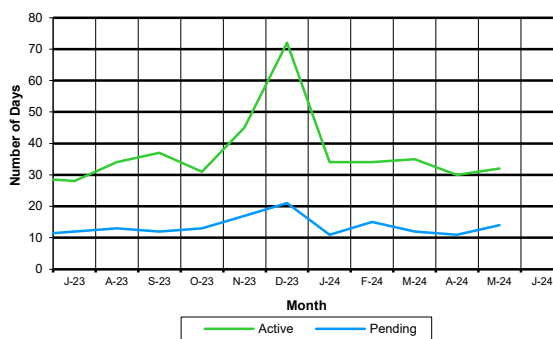
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

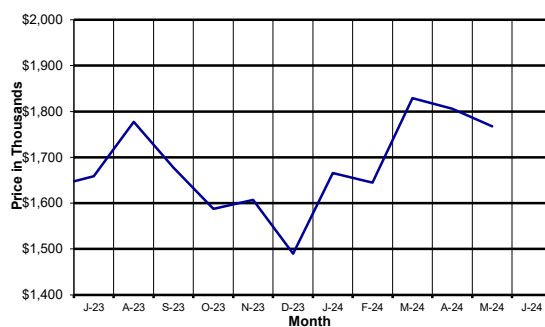


Amador Valley SFD Monthly MLS Survey

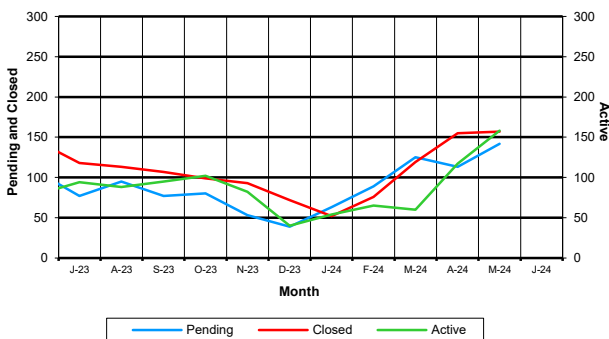
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	65	30	89	15	76	1,644,646
Mar-24	60	33	125	13	119	1,829,082
Apr-24	117	25	113	12	155	1,806,222
May-24	158	29	142	10	157	1,767,682

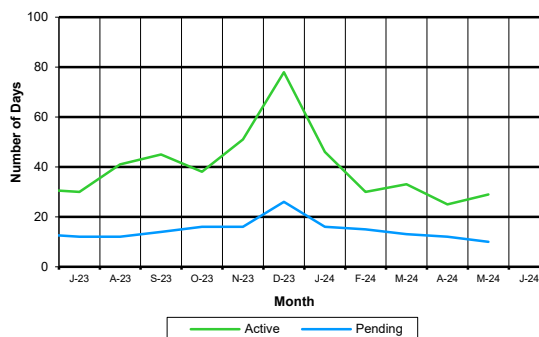
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES

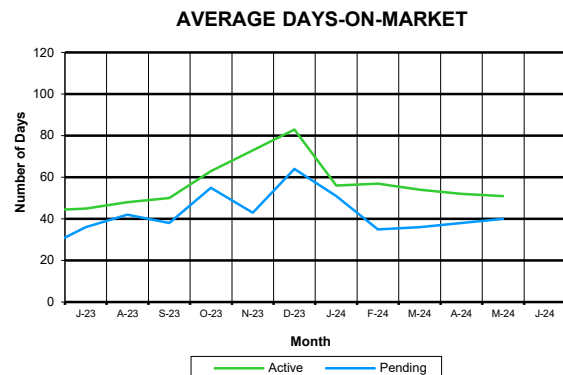
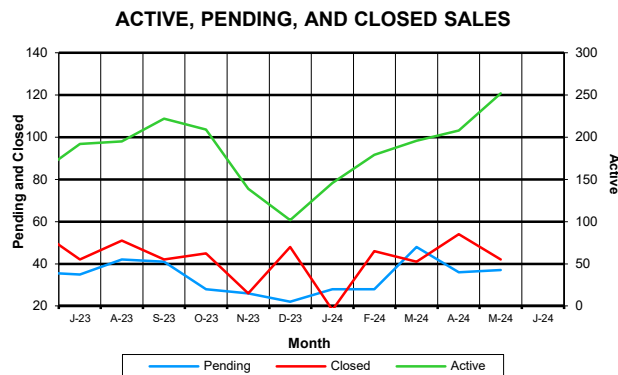
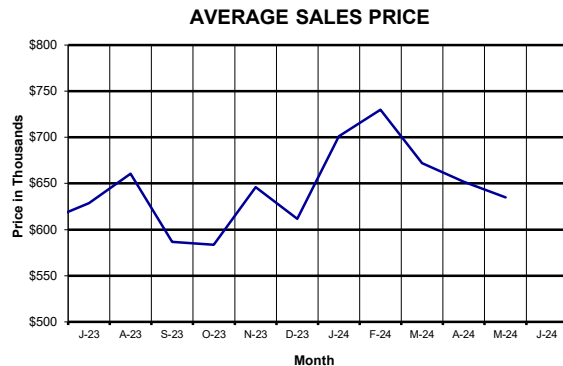


AVERAGE DAYS-ON-MARKET



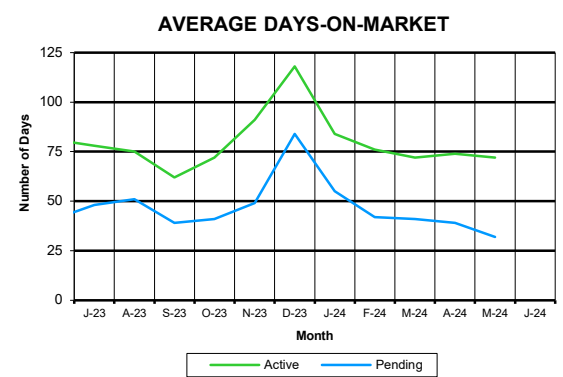
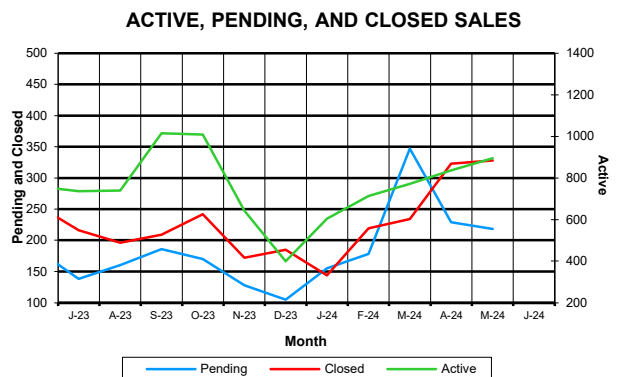
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	179	57	28	35	46	730,051
Mar-24	196	54	48	36	41	672,072
Apr-24	208	52	36	38	54	652,031
May-24	252	51	37	40	42	634,926



San Francisco Attd. Monthly MLS Survey

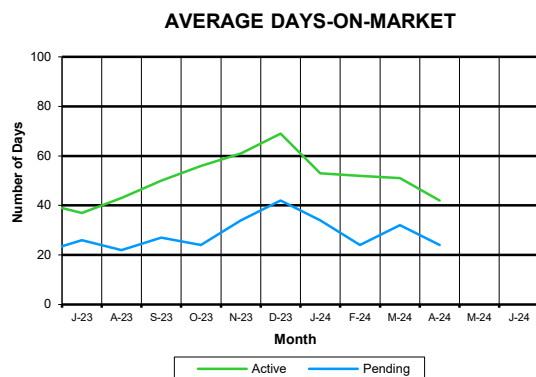
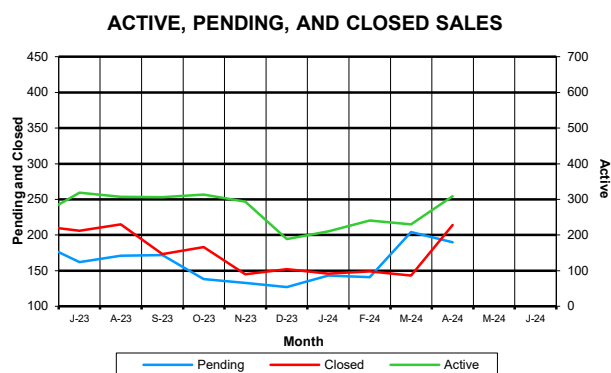
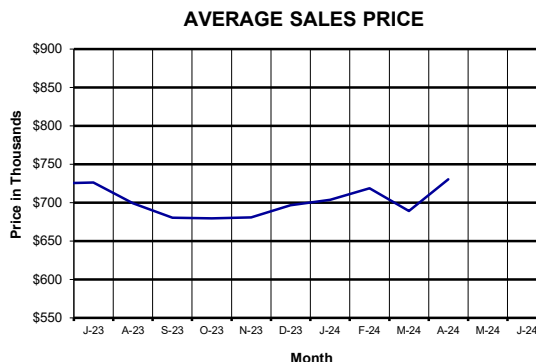
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692
Dec-23	399	118	105	84	185	1,394,743
Jan-24	604	84	155	55	144	1,551,337
Feb-24	713	76	178	42	219	1,487,284
Mar-24	771	72	347	41	234	1,455,757
Apr-24	836	74	229	39	323	1,535,549
May-24	895	72	218	32	328	1,503,318



E. Contra Costa SFD Monthly MLS Survey

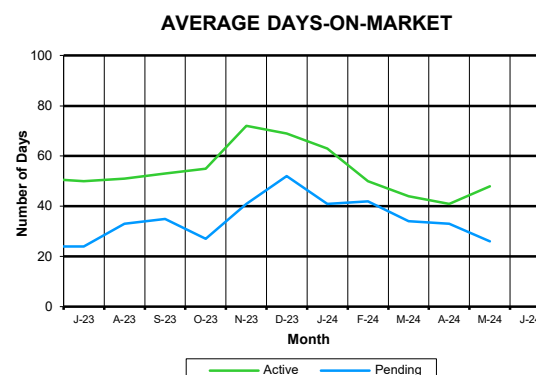
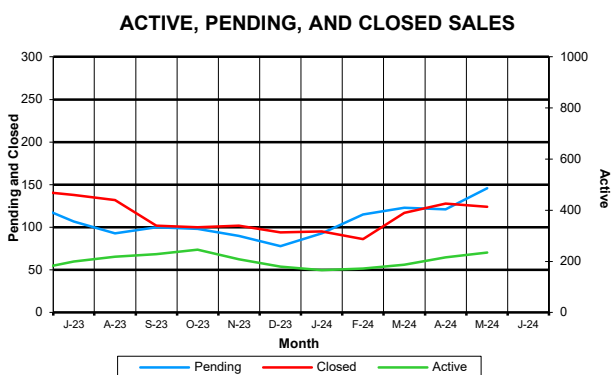
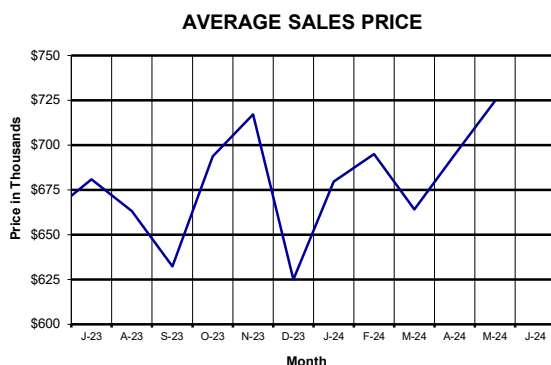
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-23	313	56	138	24	183	679,450
Nov-23	294	61	133	34	145	680,744
Dec-23	189	69	127	42	152	696,638
Jan-24	210	53	143	34	146	703,620
Feb-24	241	52	141	24	149	718,866
Mar-24	230	51	204	32	143	689,276
Apr-24	309	42	190	24	214	730,422
May-24	336	46	194	23	235	719,760



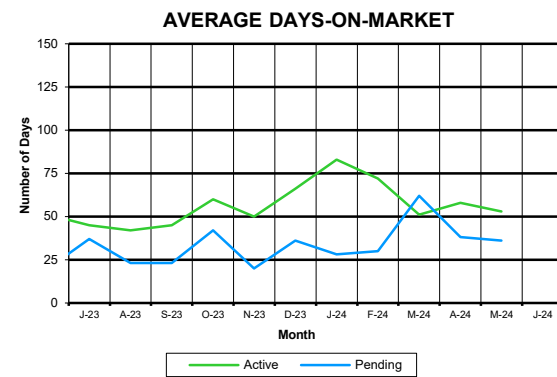
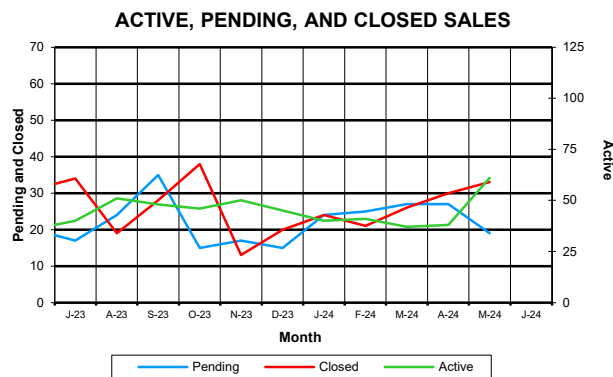
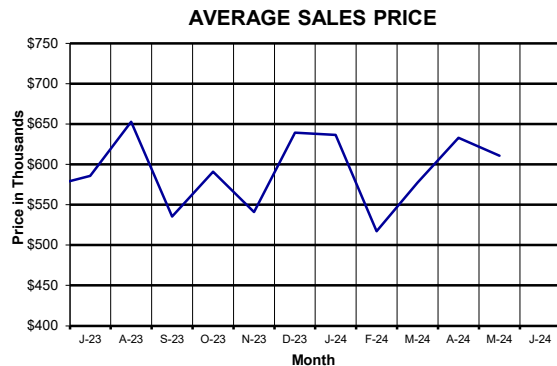
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-23	246	55	98	27	100	693,817
Nov-23	208	72	90	41	102	717,188
Dec-23	180	69	78	52	94	625,019
Jan-24	166	63	93	41	95	679,664
Feb-24	172	50	115	42	86	695,121
Mar-24	187	44	123	34	117	664,164
Apr-24	216	41	121	33	128	694,762
May-24	234	48	146	26	124	724,623



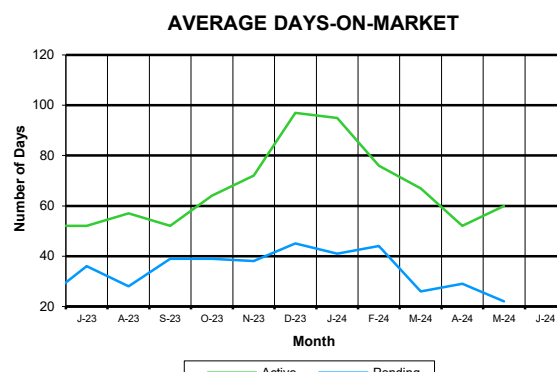
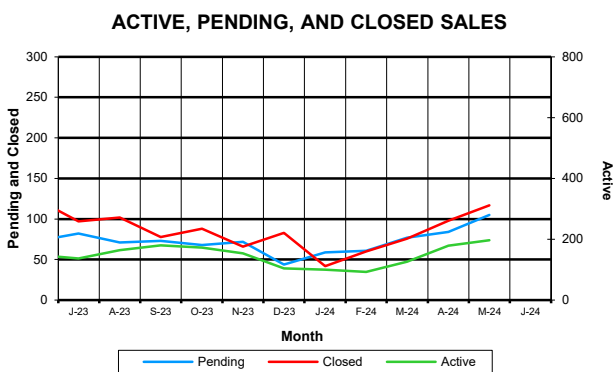
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-23	46	60	15	42	38	590,770
Nov-23	50	50	17	20	13	540,769
Dec-23	45	66	15	36	20	639,174
Jan-24	40	83	24	28	24	636,416
Feb-24	41	72	25	30	21	516,971
Mar-24	37	51	27	62	26	577,226
Apr-24	38	58	27	38	30	632,909
May-24	61	53	19	36	33	610,839



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	93	76	61	44	60	875,230
Mar-24	126	67	77	26	76	900,287
Apr-24	179	52	84	29	98	895,318
May-24	197	60	105	22	117	889,347



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



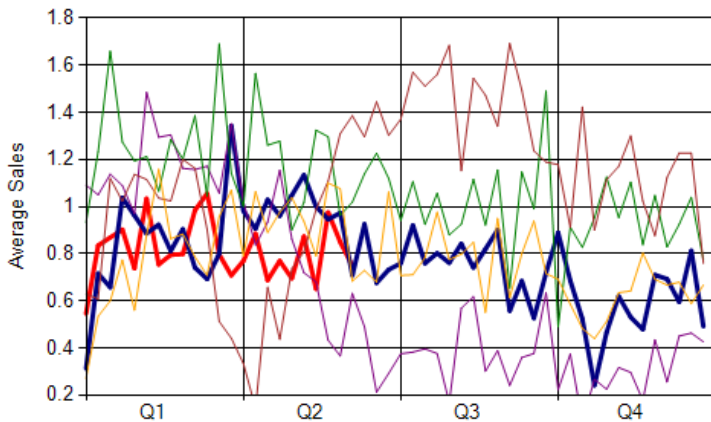
Central Valley

Week 23

Ending: Sunday, June 9, 2024

Counties / Groups								Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.	
Tracy/Mountain House			8	116	7	0	7	0.88	0.92	-5%	1.11	-21%	
San Joaquin County			46	549	52	7	45	0.98	0.86	14%	0.87	13%	
Stanislaus County			14	118	13	3	10	0.71	0.68	5%	0.69	3%	
Merced County			11	81	13	3	10	0.91	0.90	1%	0.85	7%	
Madera County			14	240	11	4	7	0.50	0.75	-33%	0.69	-28%	
Fresno County			34	353	18	2	16	0.47	0.77	-39%	0.75	-37%	
Current Week Totals		Traffic : Sales	13 : 1	127	1457	114	19	95	0.75	0.81	-8%	0.82	-9%
Per Project Average				11	0.90	0.15	0.75						
Year Ago - 06/11/2023		Traffic : Sales	13 : 1	113	1256	97	17	80	0.71	0.89	-21%	0.97	-27%
% Change				12%	16%	18%	12%	19%	6%	-9%	-15%		

52 Weeks Comparison



Year to Date Averages Through Week 23

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	76	22	0.99	0.14	0.85	0.77
	2020	80	21	1.08	0.20	0.88	1.11
	2021	106	17	1.33	0.12	1.21	1.09
	2022	102	14	1.17	0.17	1.00	0.64
	2023	106	14	1.03	0.14	0.89	0.77
	2024	124	12	0.92	0.11	0.81	0.81
% Change:		17%	-14%	-10%	-19%	-9%	5%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Since late 2022, mortgage rates have jumped between 6% and 7% - and in fall 2023 they nearly eclipsed 8%, marking the highest 30-year mortgage rate seen in over two decades. Combined with rising home prices, higher rates have sent mortgage payments soaring. According to the Mortgage Bankers Association, the median monthly payment on new home purchases is now \$2,256 - up almost 7% from a year ago. The jump has sidelined many home buyers and deterred existing homeowners from selling (about 9 in 10 have current rates under 6% and may not want to let go of that lower rate). "In order to see rates improve, we need to see inflation numbers decreasing, new job creations slow down, and potentially unemployment filings to increase," said Evan Luchaco, a home loan specialist at Churchill Mortgage in Portland, Ore. "These are all economic signs of a slowdown that will spur the Fed to take action in lowering the Fed funds rate, which will have a trickle-down effect to lower mortgage rates." Luchaco expected this could start happening toward the end of the year, though that's not set in stone. Currently, the CME FedWatch Tool, which uses investing activity to predict future Fed moves, shows a small rate cut is likely at the bank's September meeting, with more potential rate cuts to follow. Source: Aly J. Yale Yahoo Finance</p>
CONV	6.88%	6.99%	
FHA	6.50%	7.32%	
10 Yr Yield	4.46%		
			

Development Name	Developer	City Code	Notes	Type										
Tracy Tracy/Mountain House					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Ashley Park	Bright	TR		DTMU	14	0	2	4	0	0	4	4	0.32	0.32
Banbury Park at Creekside	Lennar	MH		DTMU	110	4	4	24	2	0	26	26	1.36	1.36
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	2	10	1	0	63	28	0.87	1.22
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	4	9	0	0	69	34	0.95	1.48
Hillview	Lennar	TH		DTMU	214	0	4	24	1	0	108	21	1.03	0.91
Parson Place at Creekside	Lennar	MH		ATMU	144	3	6	24	2	0	18	18	0.94	0.94
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	5	0	0	135	0	0.79	0.00
Langston at Mountain House	Shea	MH		ATMU	302	0	4	16	1	0	263	28	1.15	1.22
TOTALS: No. Reporting: 8	Avg. Sales: 0.88		Traffic to Sales: 17 : 1				28	116	7	0	686	159	Net: 7	
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin Stockton/Lodi				Projects Participating: 8										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD	
The Preserve at Creekside	KB Home	SK	DTMU	128	3	7	44	1	0	56	24	0.86	1.04	
Vintage Oak at Gateway	KB Home	LD	DTMU	88	0	4	7	1	0	3	3	1.31	1.31	
Keys II at Westlake	Lennar	SK	DTMU	86	3	6	18	2	1	71	40	0.87	1.74	
Shoreside at Westlake	Lennar	SK	DTMU	99	3	4	16	2	0	58	27	0.80	1.17	
Waterside at Westlake	Lennar	SK	DTMU	92	0	3	9	1	0	52	23	0.77	1.00	
Waterways at Westlake	Lennar	SK	DTMU	145	0	4	9	0	0	5	5	0.67	0.67	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	5	6	1	1	82	27	0.69	1.17	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	0	4	9	1	0	81	27	0.69	1.17	
TOTALS: No. Reporting: 8		Avg. Sales: 0.88		Traffic to Sales: 13 : 1				37	118	9	2	408	176	Net: 7
City Codes: SK = Stockton, LD = Lodi														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 38									
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. Sis /Week	Av. Sis /YTD
Griffin Park	Atherton	MN		DTMU	267	0	4	29	2	1	246	38	1.62	1.65
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	3	17	1	0	27	27	1.89	1.89
Yosemite Greens	DR Horton	MN		DTMU	99	4	4	5	2	0	94	7	1.00	0.30
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	2	10	1	0	12	12	1.18	1.18
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	4	4	14	2	0	12	12	1.65	1.65
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	4	3	1	0	74	25	0.74	1.09
Terra at Villa Ticino	KB Home	MN		DTMU	118	4	6	29	1	0	18	18	1.26	1.26
Capri at River Islands	Kiper	LP		DTMU	84	4	5	22	3	0	10	10	0.81	0.81
Skye at River Islands	Kiper	LP		DTMU	115	0	4	22	0	0	105	18	0.78	0.78
Chelsey at The Trails	Lennar	MN		DTMU	100	0	5	9	1	0	40	21	1.04	0.91
Driftway at River Islands	Lennar	LP		DTMU	95	0	2	21	1	0	1	1	0.88	0.88
Howden at The Trails	Lennar	MN		DTMU	103	0	5	9	1	0	31	25	0.81	1.09
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	12	0	0	165	0	0.96	0.00
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	3	3	8	3	0	148	19	1.05	0.83
Denali 50's - The Grove (Alder)	Meritage	MN		DTMU	208	3	5	9	2	0	17	17	1.29	1.29
Denali 60's - The Grove (Arroyo)	Meritage	MN		DTMU	43	0	4	2	0	0	10	10	0.76	0.76
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	4	10	0	0	27	27	1.48	1.48
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	3	6	1	0	26	26	1.42	1.42
The Shores at River Islands	Pulte	LP		DTMU	53	0	5	19	0	1	24	24	1.39	1.39
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	4	5	0	0	19	19	1.04	1.04
Artisan at Griffin Park	Raymus	MN	Rsv's	DTMU	80	0	4	32	1	1	26	25	1.03	1.09
The Strand Collection	Raymus	MN	Rsv's	DTMU	56	0	4	28	1	0	45	27	1.25	1.17
Birch at Arbor Bend	Richmond American	MN		ATST	60	1	1	11	3	0	59	18	0.53	0.78
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	4	4	0	0	100	1	0.66	0.04
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	4	7	4	2	0	23	20	0.44	0.87
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	6	15	0	0	79	19	0.64	0.83
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	4	7	9	2	1	31	14	0.59	0.61
Villa Ticino	Richmond American	MN		DTMU	100	0	6	2	0	1	26	15	0.53	0.65
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	0	1	6	3	0	51	36	1.63	1.57
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	2	7	2	0	48	29	1.53	1.26
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	2	5	2	0	47	31	1.50	1.35
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	3	5	1	0	54	16	0.53	0.70
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	3	6	1	0	74	18	0.63	0.78
Dawn at The Collective	Trumark	MN		AASF	76	0	12	3	2	0	31	13	0.27	0.57
Origin at the Collective 2.0	Trumark	MN		DTMU	41	0	7	2	0	0	2	2	0.05	0.09
Vida at The Collective	Trumark	MN		AASF	103	0	18	2	0	0	45	10	0.37	0.43
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	25	1	0	60	18	0.58	0.78
Vintage II	Windward Pacific	MN		DTMU	68	0	8	4	0	0	60	7	0.38	0.30
TOTALS: No. Reporting: 38		Avg. Sales: 1.00		Traffic to Sales: 10 : 1				178	431	43	5	1967	675	Net: 38
City Codes: MN = Manteca, LP = Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus Stanislaus County					Projects Participating: 13									
					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
Heritage Collection	DR Horton	RB		DTMU	47	0	3	9	1	0	26	26	1.42	1.42
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	50	3	5	11	4	2	28	28	1.72	1.72
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	3	7	0	0	143	19	0.93	0.83
Carmel Ranch	K Hovnanian	OD		DTMU	50	3	4	13	1	0	24	15	0.34	0.65
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	3	1	0	29	9	0.54	0.39
Heritage at Parkwood	KB Home	HG		DTMU	50	4	4	5	1	0	13	10	0.42	0.43
Orchards at Parkwood	KB Home	HG		DTMU	299	0	4	6	1	0	24	20	0.77	0.87
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	3	4	1	0	21	13	0.53	0.57
Blossom at Baldwin Ranch	Landsea	PR		DTMU	50	0	4	15	1	0	21	21	2.07	2.07
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	5	10	0	0	7	7	0.69	0.69
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	3	10	1	0	6	6	0.59	0.59
T Street Customs	SCM	NW		DTMU	10	0	1	3	1	0	9	3	0.10	0.13
The Meadowlands	Windward Pacific	OD		DTMU	62	0	12	3	0	0	18	8	0.14	0.35
TOTALS: No. Reporting: 13	Avg. Sales: 0.85		Traffic to Sales: 8 : 1				54	99	13	2	369	185	Net: 11	
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	0	7	19	0	1	56	5	0.52	0.22	
TOTALS: No. Reporting: 1		Avg. Sales: -1.00		Traffic to Sales: N/A			7	19	0	1	56	5	Net: -1	
City Codes: KY = Keyes														

Merced County Merced County					Projects Participating: 11									
					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	DTMU	104	0	2	4	4	0	23	23	1.20	1.20	
Lantana	DR Horton	MD	DTMU	99	0	2	7	0	1	78	27	0.98	1.17	
Newcastle II	DR Horton	MD	DTMU	34	2	2	4	1	0	30	30	1.64	1.64	
Pacheco Pointe III	DR Horton	LB	DTST	81	5	6	8	3	0	54	35	1.34	1.52	
Pacheco Pointe IV	DR Horton	LB	DTMU	63	0	5	11	1	1	23	23	1.26	1.26	
Stoneridge South III	DR Horton TSO	MD	DTMU	64	0	TSO	0	0	0	62	0	0.82	0.00	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	4	8	1	0	63	12	0.43	0.52	
Bellevue Ranch Phase 4	Stonefield Home S/O	MD	DTST	92	0	S/O	16	2	0	92	23	0.67	1.00	
Cypress Terrace	Stonefield Home	MD	DTST	163	0	6	5	1	1	157	15	0.63	0.65	
Southpointe	Stonefield Home	LB	DTST	36	0	2	12	0	0	26	22	1.03	0.96	
Villas II, The	Stonefield Home	LB	DTST	191	0	4	6	0	0	122	17	0.69	0.74	
TOTALS: No. Reporting: 11		Avg. Sales: 0.91		Traffic to Sales: 6 : 1			33	81	13	3	730	227	Net: 10	
City Codes: MD = Merced, LB = Los Banos														

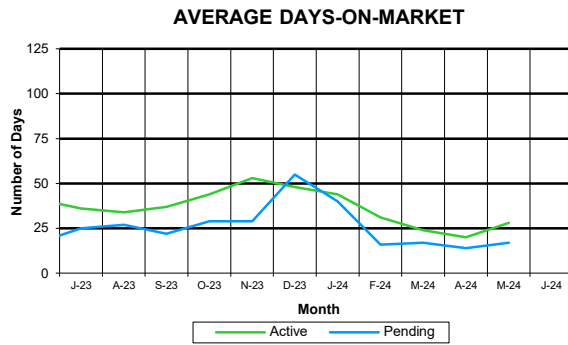
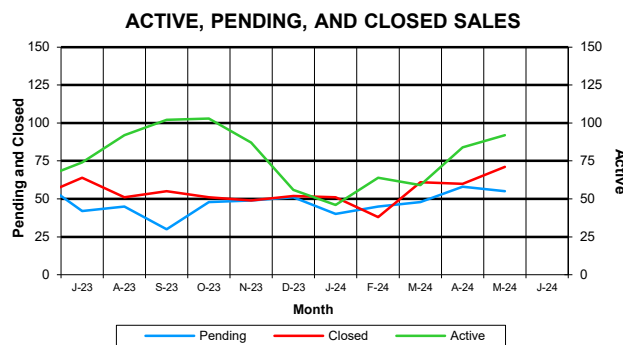
Development Name	Developer	City Code	Notes	Type										
Madera County Madera County					Projects Participating: 14									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Omni	Century	MDA		DTMU	61	0	1	0	0	0	60	17	0.66	0.74
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	4	33	1	0	47	21	0.53	0.91
Riverstone - Choral Series	Lennar	MDA		DTMU	107	3	4	2	1	0	24	24	1.13	1.13
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	29	0	0	107	0	0.61	0.00
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	2	5	0	0	17	17	0.80	0.80
Riverstone - Skye	Lennar	MDA		DTMU	81	0	3	2	1	1	29	26	0.65	1.13
Riverstone - Surf	Lennar	MDA		DTMU	46	3	5	5	3	2	20	17	0.50	0.74
Riverstone - Treasures	Lennar	MDA		DTST	25	0	4	2	0	1	18	18	0.98	0.98
Ivy Tesoror Viejo	McCaffrey	MDA	New	DTMU	89	0	25	18	0	0	49	15	0.41	0.65
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA	New	DTMU	332	0	11	51	0	0	89	19	0.92	0.83
Savanna at Tesoro Viejo	McCaffrey	MDA	New	DTMU	32	0	12	18	0	0	20	20	0.88	0.87
The Boulevard at Tesoro Viejo	McCaffrey	MDA	New	DTST	116	0	15	53	5	0	44	44	1.93	1.91
Encore at Riverstone	Woodside	MDA		DTMU	95	0	5	11	0	0	28	2	0.16	0.09
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	4	11	0	0	63	14	0.36	0.61
TOTALS: No. Reporting: 14	Avg. Sales: 0.50		Traffic to Sales: 22 : 1				96	240	11	4	615	254	Net: 7	
City Codes: MDA = Madera														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 34									
Fresno County Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE		DTMU	182	0	7	7	0	0	107	12	0.77	0.52
Trellises	Century	FR		DTMU	149	0	6	15	0	0	16	16	0.84	0.84
Serenade	DR Horton TSO	SAN		DTMU	129	0	TSO	0	0	0	49	20	0.84	0.87
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.46	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	4	0	0	68	19	0.54	0.83
Centrella Estates	KB Home	FR		DTMU	74	0	3	8	0	0	67	25	1.06	1.09
Centrella Villas	KB Home	FR		DTMU	107	3	4	12	1	0	95	28	0.97	1.22
Cielo Ranch 5000s	KB Home	CV		DTST	92	5	4	12	3	0	45	19	0.74	0.83
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	2	15	1	0	47	26	0.84	1.13
Catalina Park - Surf	Lennar	FR		DTMU	83	0	3	0	0	0	74	18	0.96	0.78
Corinthalyn- Orchard	Lennar	CV		DTMU	128	0	4	1	0	0	39	32	1.38	1.39
Corinthalyn- Surf	Lennar	CV		DTMU	75	0	2	1	1	0	52	38	1.61	1.65
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	4	2	1	0	22	19	0.84	0.83
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	5	20	3	1	49	20	1.00	0.87
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	2	0	0	0	62	22	1.31	0.96
Heritage Grove - Choral Series II	Lennar	CV		DTMU	32	0	4	2	0	0	2	2	0.88	0.88
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	3	5	2	2	0	20	15	0.44	0.65
Heritage Grove - Orchard II	Lennar	CV		DTST	63	0	2	2	0	0	3	3	1.31	1.31
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	3	2	0	0	12	6	0.28	0.26
Heritage Grove - Skye Series II	Lennar	CV		DTMU	20	0	3	2	0	0	3	3	1.31	1.31
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	5	2	0	0	17	10	0.36	0.43
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	3	4	51	1	0	89	19	1.43	0.83
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	0.91	0.04
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	6	65	1	1	89	16	1.18	0.70
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	4	2	0	0	23	18	0.84	0.78
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	0	3	10	0	0	44	33	1.41	1.43
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	5	32	0	0	47	43	1.79	1.87
Sterling Acres - Choral Series	Lennar	FR		DTMU	66	0	3	0	0	0	2	2	0.88	0.88
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	6	18	0	0	3	3	0.06	0.13
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	4	23	0	0	7	2	0.12	0.09
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	3	13	1	0	72	9	0.35	0.39
Somerset Crossing	Woodside	FO		ATST	99	0	2	4	2	0	72	10	0.43	0.43
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	3	13	0	0	112	17	0.55	0.74
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	4	13	1	0	73	16	0.36	0.70
TOTALS: No. Reporting: 34	Avg. Sales: 0.47		Traffic to Sales: 20 : 1				129	353	18	2	1675	542	Net: 16	
City Codes: REE = Reedley, FR = Fresno, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 127						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 127	Avg. Sales: 0.75	Traffic to Sales: 13 : 1	562	1457	114	19	6506	2223	Net: 95
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						

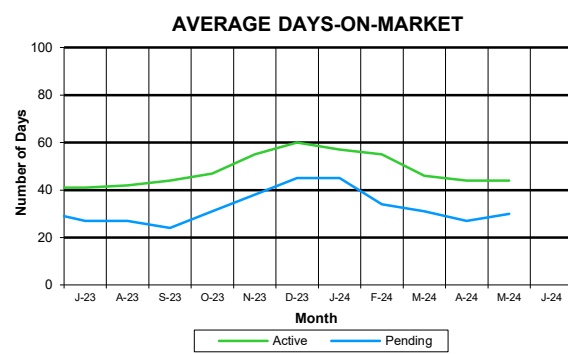
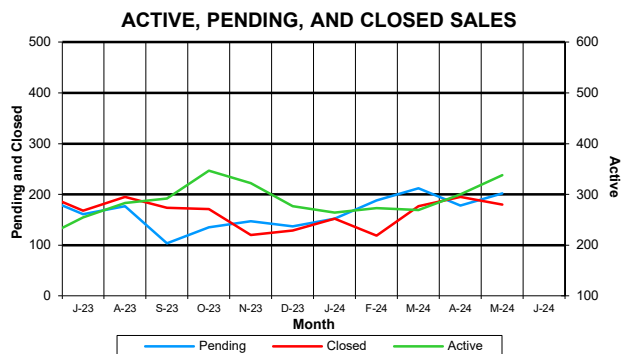
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	64	31	45	16	38	783,972
Mar-24	59	24	48	17	61	828,274
Apr-24	84	20	58	14	60	833,498
May-24	92	28	55	17	71	789,014



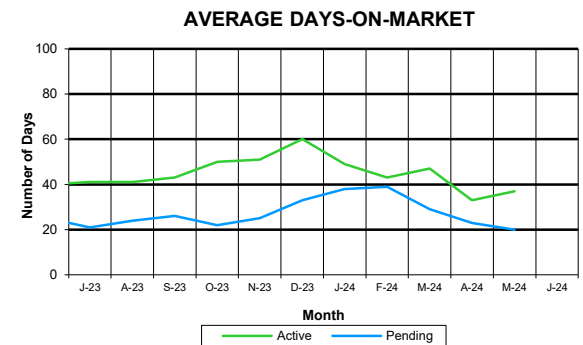
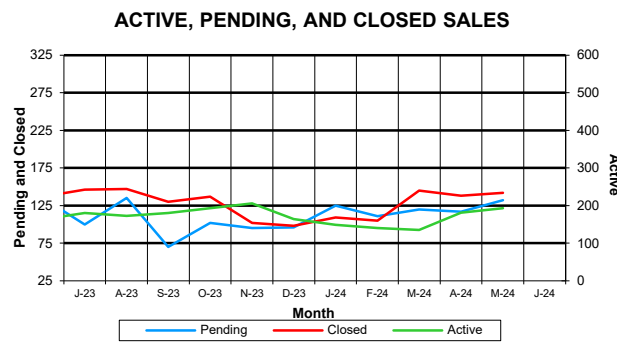
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	273	55	188	34	119	456,116
Mar-24	269	46	212	31	177	478,435
Apr-24	300	44	178	27	195	453,873
May-24	338	44	202	30	180	488,278



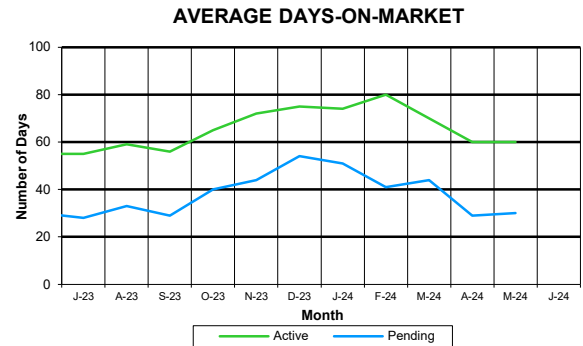
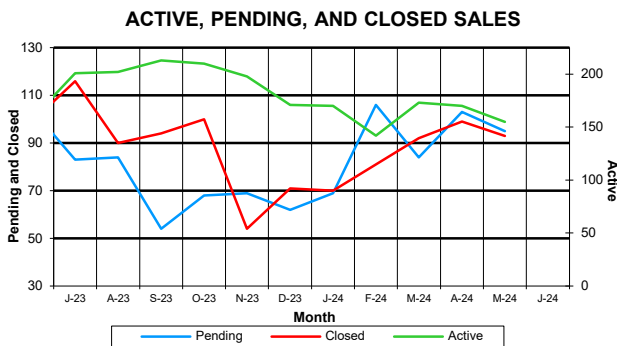
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	140	43	111	39	105	481,699
Mar-24	135	47	120	29	145	464,064
Apr-24	181	33	117	23	138	498,017
May-24	193	37	132	20	142	507,829



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-23	210	65	68	40	100	384,998
Nov-23	198	72	69	44	54	391,044
Dec-23	171	75	62	54	71	404,997
Jan-24	170	74	69	51	70	392,231
Feb-24	142	80	106	41	81	413,901
Mar-24	173	70	84	44	92	411,073
Apr-24	170	60	103	29	99	413,412
May-24	155	60	95	30	93	421,840



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



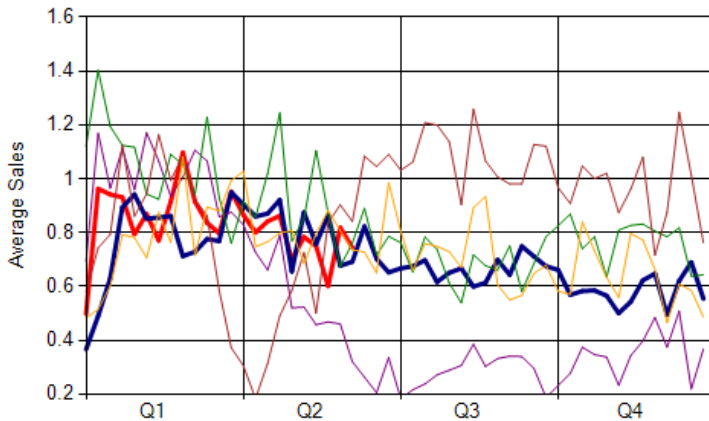
Sacramento

Week 23

Ending: Sunday, June 9, 2024







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
South Sacramento			44	620	48	5	43	0.98	0.91	7%	0.88	10%
Central & North Sacramento			36	500	30	2	28	0.78	0.70	12%	0.79	-2%
Folsom			13	222	11	0	11	0.85	0.98	-13%	0.96	-12%
El Dorado			11	107	3	2	1	0.09	0.57	-84%	0.55	-84%
Placer & Nevada			64	938	51	7	44	0.69	0.80	-14%	0.74	-7%
Yolo			8	82	12	2	10	1.25	1.22	2%	1.18	6%
Amador County			1	11	0	0	0	0.00	0.30	-100%	0.38	-100%
Northern Counties			14	86	6	1	5	0.36	0.84	-57%	0.79	-55%
Current Week Totals		Traffic : Sales 16 : 1	191	2566	161	19	142	0.74	0.83	-10%	0.81	-8%
Per Project Average			13 0.84 0.10 0.74									
Year Ago - 06/11/2023		Traffic : Sales 18 : 1	175	2543	138	17	121	0.69	0.78	-11%	0.82	-15%
% Change			9%	1%	17%	12%	17%	8%	6%	-1%		

52 Weeks Comparison



Year to Date Averages Through Week 23

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	141	23	0.90	0.11	0.79	0.73
	2020	146	16	0.89	0.17	0.72	0.89
	2021	157	19	1.09	0.09	0.99	0.85
	2022	170	15	0.95	0.14	0.81	0.52
	2023	181	15	0.91	0.13	0.78	0.70
	2024	188	13	0.92	0.10	0.83	0.83
% Change:		4%	-11%	2%	-27%	6%	18%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Since late 2022, mortgage rates have jumped between 6% and 7% - and in fall 2023 they nearly eclipsed 8%, marking the highest 30-year mortgage rate seen in over two decades. Combined with rising home prices, higher rates have sent mortgage payments soaring. According to the Mortgage Bankers Association, the median monthly payment on new home purchases is now \$2,256 - up almost 7% from a year ago. The jump has sidelined many home buyers and deterred existing homeowners from selling (about 9 in 10 have current rates under 6% and may not want to let go of that lower rate). "In order to see rates improve, we need to see inflation numbers decreasing, new job creations slow down, and potentially unemployment filings to increase," said Evan Luchaco, a home loan specialist at Churchill Mortgage in Portland, Ore. "These are all economic signs of a slowdown that will spur the Fed to take action in lowering the Fed funds rate, which will have a trickle-down effect to lower mortgage rates." Luchaco expected this could start happening toward the end of the year, though that's not set in stone. Currently, the CME FedWatch Tool, which uses investing activity to predict future Fed moves, shows a small rate cut is likely at the bank's September meeting, with more potential rate cuts to follow. Source: Aly J. Yale Yahoo Finance</p>
CONV	6.88%	6.99%	
FHA	6.50%	7.32%	
10 Yr Yield	4.46%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 44									
South Sacramento South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	3	12	1	0	4	4	0.22	0.22
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	27	9	2	0	10	10	0.52	0.52
Riverhaven	Beazer	SO		DTST	66	0	4	13	0	0	19	19	0.99	0.99
Stonehaven	Beazer	SO		DTMU	90	0	4	24	1	0	47	17	0.99	0.74
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	3	4	13	3	0	111	35	1.20	1.52
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	3	11	1	0	127	26	1.38	1.13
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	2	4	7	1	0	114	33	1.25	1.43
Cascade at Elliott Springs	Elliott	VN		DTMU	173	5	4	41	4	0	18	18	1.47	1.47
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	38	2	2	62	25	1.01	1.09
The Retreats	K Hovnanian	RM		DTMU	62	0	2	6	1	0	36	12	0.34	0.52
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	2	32	0	0	5	5	0.95	0.95
Fairfax at The Grove	KB Home	LN		DTMU	125	0	4	6	1	0	30	30	1.64	1.64
Hayworth at The Grove	KB Home	LN		DTMU	90	3	4	18	1	0	31	31	1.70	1.70
Highland at The Grove	KB Home	LN		DTST	116	0	2	8	1	0	4	4	0.76	0.76
Lexington at The Grove	KB Home	LN		DTMU	58	0	4	13	1	0	21	21	0.94	0.91
Riva at Delta Shores	KB Home	SO		DTMU	109	0	5	20	1	0	1	1	0.78	0.78
Rosewood at The Grove	KB Home	LN		DTMU	51	0	3	2	0	0	40	30	1.37	1.30
Westborne at The Grove	KB Home	LN		DTMU	123	3	5	17	2	0	47	37	1.42	1.61
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	3	3	14	2	0	72	39	1.30	1.70
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	6	4	12	2	0	60	44	1.30	1.91
Calabria at Vineyard Parke	Lennar	SO		DTST	144	0	3	6	0	0	4	4	0.64	0.64
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	4	4	25	4	0	78	47	1.52	2.04
Laguna Ranch II	Richmond American	LN		DTMU	100	0	4	2	1	0	69	18	0.66	0.78
Seasons at Caterina	Richmond American	GT		DTMU	61	0	4	8	0	0	43	17	0.53	0.74
Seasons at Stonebrook	Richmond American	S/O LN		DTMU	102	0	S/O	0	1	0	102	8	0.66	0.35
Seasons at the Farm	Richmond American	GT		DTMU	87	5	5	10	3	0	64	18	0.54	0.78
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	8	10	0	1	92	29	0.92	1.26
Esplanade at Madeira Ranch- Classics	Taylor Morrison	TSO LN		AASF	116	0	TSO	4	0	0	17	11	0.56	0.48
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	2	4	0	0	6	4	0.20	0.17
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	1	4	0	0	9	8	0.30	0.35
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	1	4	0	0	6	6	0.82	0.82
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	2	8	0	0	62	17	0.75	0.74
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	1	11	2	1	69	16	0.84	0.70
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	0	6	7	0	1	54	21	0.66	0.91
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	2	8	0	0	58	11	0.70	0.48
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	6	4	11	3	0	71	18	0.83	0.78
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	3	18	0	0	77	16	0.90	0.70
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	1	18	2	0	74	21	0.87	0.91
Wildhawk South- Anchor	Taylor Morrison	TSO SO		DTMU	263	0	TSO	10	0	0	35	22	0.68	0.96
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	5	12	0	0	45	5	0.88	0.22
Long Meadow	The New Home Co	VN		DTMU	122	0	7	38	0	0	42	22	1.02	0.96
Cedar Creek	Tim Lewis	GT		DTMU	112	3	4	9	2	0	102	22	0.69	0.96
The Oasis	Tim Lewis	LN		DTMU	52	3	3	42	2	0	35	26	1.08	1.13
The Meadows	Woodside	LN		DTMU	141	0	6	35	1	0	3	3	0.23	0.23
TOTALS: No. Reporting: 44	Avg. Sales: 0.98		Traffic to Sales: 13 : 1				171	620	48	5	2076	831	Net: 43	
City Codes: LN = Elk Grove Laguna, SO = Sacramento, VN = Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 27									
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. Sis /Week	Av. Sis /YTD
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	4	15	0	0	48	15	0.77	0.65
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	6	8	0	0	176	17	0.67	0.74
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	4	10	0	0	38	10	0.40	0.43
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	3	13	0	1	26	7	0.26	0.30
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	3	3	9	3	0	31	17	0.54	0.74
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	4	3	0	0	70	12	0.56	0.52
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	2	2	0	0	56	16	0.63	0.70
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	3	3	1	0	83	22	0.67	0.96
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.57	0.00
Celedon at Pradera Ranch	Lennar	RO		DTMU	111	4	8	22	3	0	33	32	1.26	1.39
Jade at Pradera Ranch	Lennar	RO		DTMU	90	4	5	26	4	0	32	32	1.96	1.96
Midori at Pradera Ranch	Lennar	RO		DTMU	90	4	1	26	4	0	24	24	1.08	1.04
Olive Grove at Pradera Ranch	Lennar	RO	New	DTST	78	3	2	7	1	0	1	1	3.50	3.50
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	0	3	16	2	0	34	28	0.87	1.22
Viridian	Lennar	RO		DTST	185	0	1	0	0	0	184	1	0.71	0.04
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	5	5	24	4	0	39	36	1.07	1.57
Ascent at Montelena	Pulte	RO		DTMU	127	0	5	14	0	0	49	21	0.56	0.91
Solis at Montelena	Pulte	RO		DTMU	55	0	4	8	0	0	31	17	0.33	0.74
Vista at Montelena	Pulte	RO		DTMU	38	0	1	8	0	0	37	4	0.39	0.17
Seasons at Montelena	Richmond American	RO		DTMU	125	4	7	37	1	1	80	20	0.68	0.87
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	2	4	45	2	0	2	2	1.75	1.75
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	0	2	45	0	0	0	0	0.00	0.00
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	2	45	0	0	0	0	0.00	0.00
Acacia II at Cypress	Woodside	RO		DTMU	90	0	4	8	0	0	19	7	0.41	0.30
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	3	11	1	0	36	16	0.76	0.70
Sycamore at Cypress	Woodside	RO		DTMU	96	0	6	9	0	0	15	5	0.33	0.22
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	6	9	0	0	17	10	0.37	0.43
TOTALS: No. Reporting: 27	Avg. Sales: 0.89		Traffic to Sales: 16 : 1				100	423	26	2	1232	372	Net: 24	
City Codes: RO = Rancho Cordova, FO = Fair Oaks														

C/N Sacramento North Sacramento					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cottages at The Preserve	KB Home	AO	DTST	70	0	4	11	1	0	10	10	1.21	1.21	
Villas at The Preserve	KB Home	AO	DTMU	203	0	2	10	0	0	29	24	0.88	1.04	
Northlake - Bleau	Lennar	SO	DTMU	348	5	4	13	2	0	189	45	1.07	1.96	
Northlake - Crestvue II	Lennar	SO	DTMU	138	0	1	4	0	0	2	2	0.06	0.09	
Northlake - Drifton	Lennar	SO	DTMU	236	0	3	10	0	0	132	14	0.78	0.61	
Northlake - Lakelet	Lennar	SO	DTMU	307	0	4	12	1	0	138	10	0.78	0.43	
Northlake - Shor	Lennar	SO	DTMU	337	0	5	3	0	0	142	8	0.80	0.35	
Northlake - Watersyde	Lennar	SO	DTMU	276	0	4	7	0	0	129	6	0.73	0.26	
Northlake - Wavmor	Lennar	SO	DTMU	320	0	2	7	0	0	148	25	0.84	1.09	
TOTALS: No. Reporting: 9		Avg. Sales: 0.44		Traffic to Sales: 19 : 1			29	77	4	0	919	144	Net: 4	
City Codes: AO = Antelope, SO = Sacramento														

Development Name	Developer	City Code	Notes	Type										
Folsom Folsom Area					Projects Participating: 13									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	0	5	20	0	0	31	13	0.68	0.57
Esquire at Folsom Ranch	KB Home	FM		DTMU	153	0	3	25	0	0	12	12	1.18	1.18
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	4	6	21	3	0	98	27	0.89	1.17
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	0	2	4	0	0	92	30	0.86	1.30
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	3	5	2	0	0	20	19	0.79	0.83
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	4	4	21	3	0	74	30	1.31	1.30
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	5	4	25	4	0	79	38	1.36	1.65
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	1	9	0	0	59	23	0.74	1.00
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	1	11	0	0	53	21	0.67	0.91
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	0	1	13	1	0	85	26	1.25	1.13
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	2	29	0	0	59	16	0.57	0.70
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	0	2	13	0	0	72	23	1.06	1.00
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	0	4	29	0	0	68	19	0.66	0.83
TOTALS: No. Reporting: 13		Avg. Sales: 0.85		Traffic to Sales: 20 : 1				40	222	11	0	802	297	Net: 11
City Codes: FM = Folsom														

El Dorado El Dorado County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Oakhaven	Blue Mountain	RE	DTMU	29	0	2	34	0	0	5	5	0.33	0.33	
Revere	Blue Mountain	RE	DTMU	51	0	3	3	0	0	46	4	0.28	0.17	
Alder at Saratoga Estates	Elliott	EH	DTMU	129	2	3	5	1	0	122	14	0.60	0.61	
Manzanita at Saratoga	Elliott	EH	DTMU	131	0	4	12	0	2	85	15	0.43	0.65	
Ponderosa at Saratoga	Elliott	EH	DTMU	56	0	4	2	0	0	23	9	0.20	0.39	
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMU	373	0	4	7	0	0	324	28	1.08	1.22	
Legends II at Heritage Carson Creek	Lennar	EH	AASF	123	2	4	7	1	0	6	6	0.95	0.95	
Trento at The Promontory	Lennar	EH	DTMU	32	0	2	6	1	0	30	14	0.49	0.61	
Ridgeview	The New Home Co	EH	DTMU	44	0	3	23	0	0	25	14	0.51	0.61	
Edgelake at Serrano	TRI Pointe	EH	DTMU	65	0	3	1	0	0	62	11	0.45	0.48	
Sutter's Ridge	Williams	PV	DTMU	39	0	7	7	0	0	3	3	0.20	0.20	
TOTALS: No. Reporting: 11	Avg. Sales: 0.09		Traffic to Sales: 36 : 1				39	107	3	2	731	123	Net: 1	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 63									
Placer / Nevada Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	12	41	1	0	33	31	1.00	1.35
Whitehawk	Anthem United	GB		DTMU	55	0	9	47	0	0	35	16	0.51	0.70
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	9	16	1	0	15	15	0.78	0.78
Verrado II at Solaire	Beazer	RV		DTMU	63	0	9	14	1	0	20	10	0.44	0.43
Harvest	Black Pine	LM		DTMU	22	0	1	3	0	0	21	4	0.37	0.17
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	2	15	0	0	5	4	0.10	0.17
Millau at Twelve Bridges	Century	LL		DTST	105	3	6	10	1	0	5	5	0.54	0.54
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	5	9	0	0	5	5	0.54	0.54
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	4	5	0	0	52	12	0.36	0.52
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	2	8	0	0	2	2	0.48	0.48
Balboa II	DR Horton	RV		DTST	172	0	4	0	0	0	166	55	1.72	2.39
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	3	10	1	0	35	28	1.12	1.22
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	0	2	5	0	0	1	1	0.24	0.24
Turkey Creek Estates	Elliott	LL		DTMU	228	3	4	14	1	0	80	13	0.52	0.57
Edgefield Place	JMC	RK		DTMU	83	0	2	14	1	0	74	28	0.63	1.22
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	4	24	1	0	46	16	0.41	0.70
Fairbrook at Fiddymment Farms	JMC	RV		DTMU	125	0	5	23	0	1	117	23	0.71	1.00
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	3	5	34	2	0	44	42	1.50	1.83
Meadowbrook at Fiddymment Farms	JMC	RV		DTMU	80	0	3	18	0	0	77	6	0.47	0.26
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	0	5	31	0	0	73	36	1.25	1.57
Sagebrook at Fiddymment Farms	JMC	RV		DTMU	214	0	4	35	2	0	104	18	0.63	0.78
Sentinel	JMC	RV		DTST	256	0	4	10	0	1	191	29	0.86	1.26
Tribute Pointe	JMC	RK		DTMU	99	0	5	18	0	1	32	9	0.27	0.39
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	5	80	2	1	98	34	0.86	1.48
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	1	0	0	0	85	6	0.51	0.26
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	3	20	0	0	26	20	0.81	0.87
Copper Ridge	KB Home	LL		DTMU	281	0	4	6	0	0	134	34	1.02	1.48
Morgan Knolls	KB Home	RV		DTMU	58	0	2	3	0	0	53	28	0.91	1.22
Breckenridge at Sierra West	Lennar	RV		DTMU	281	9	6	33	8	1	172	48	1.23	2.09
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	5	4	12	2	0	143	26	0.97	1.13
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	7	3	0	0	147	33	0.98	1.43
Lumiere at Sierra West	Lennar	RV		DTMU	205	0	1	8	1	0	204	31	1.06	1.35
Meander at Winding Creek	Lennar	RV		DTMU	74	7	6	16	7	1	32	31	1.37	1.35
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	0	0	0	163	0	0.83	0.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	5	5	11	2	0	132	21	0.90	0.91
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	0	1	0	0	0	80	32	0.96	1.39
Windham at Sierra West	Lennar	RV		DTMU	173	3	4	18	2	0	147	26	1.13	1.13
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	3	14	0	0	51	39	1.37	1.70
Premier Soleil	Premier Homes	GB		DTMU	52	0	3	15	0	0	37	4	0.38	0.17
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	2	1	0	33	33	1.55	1.55
Jasmine at Solaire	Pulte	RV		DTMU	107	0	2	0	1	0	21	21	1.16	1.16
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	5	12	0	0	60	19	0.59	0.83
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	3	7	16	1	1	58	27	0.49	1.17
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	4	7	0	0	121	19	0.75	0.83
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	5	4	7	1	0	51	18	0.41	0.78

Development Name	Developer	City Code	Notes	Type	Projects Participating: 63									
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. Sis /Week	Av. Sis /YTD
Esplanade at Turkey Creek- Estates	Taylor Morrison TSO	LL		AASF	180	0	TSO	6	0	0	107	13	0.66	0.57
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	1	7	0	0	119	18	0.73	0.78
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	2	4	0	0	25	4	0.23	0.17
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	4	9	2	0	20	12	0.46	0.52
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	3	10	1	0	34	22	0.77	0.96
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	3	4	58	2	0	34	13	0.46	0.57
Morgan Place	Tim Lewis	RV		DTMU	79	3	4	11	2	0	7	7	0.33	0.33
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	4	1	0	0	7	4	0.16	0.17
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	4	3	0	0	3	3	0.14	0.14
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	5	13	0	0	9	1	0.09	0.04
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	3	13	1	0	6	6	0.82	0.82
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	6	13	0	0	14	1	0.13	0.04
Monument at Independence	TRI Pointe	LL		DTMU	159	3	4	13	1	0	4	4	0.55	0.55
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	3	4	17	1	0	19	19	0.99	0.99
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	2	1	0	0	31	7	0.33	0.30
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	1	13	0	0	52	23	0.55	1.00
The Park at Granite Bay	Woodside	GB		DTMU	55	0	9	24	0	0	6	6	0.72	0.72
Wildflower at Winding Creek	Woodside	RV		DTMU	97	3	4	35	1	0	27	27	1.89	1.89
TOTALS: No. Reporting: 63		Avg. Sales: 0.70		Traffic to Sales: 18 : 1				258	938	51	7	3805	1148	Net: 44
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	6	0	6	0	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			6	0	0	0	0	0	Net: 0	
City Codes: GV = Grass Valley															

Yolo Yolo County					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Parkside at The Rivers	Century	WS	DTMU	82	0	2	7	1	0	77	34	0.91	1.48	
Trailside at the Rivers	Century	WS	DTMU	120	3	4	5	1	0	45	31	0.61	1.35	
Cannon Pointe at Pioneer Village	Lennar	WL	DTMU	107	3	4	19	3	1	80	30	1.12	1.30	
Casera Meadows at Pioneer Village	Lennar	WL	DTMU	124	0	5	5	1	1	58	31	0.80	1.35	
Crestada	Lennar S/O	WL	DTMU	105	0	S/O	12	2	0	105	39	1.10	1.70	
The Hideaway	Meritage	WN	DTMU	148	0	4	12	1	0	105	33	1.01	1.43	
Walnut Lane	Meritage	WN	DTMU	53	0	3	12	1	0	23	23	1.75	1.75	
Revival	Tim Lewis	WL	DTST	72	2	3	10	2	0	43	21	0.39	0.91	
TOTALS: No. Reporting: 8		Avg. Sales: 1.25		Traffic to Sales: 7 : 1			25	82	12	2	536	242	Net: 10	
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

Development Name	Developer	City Code	Notes	Type										
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	0	3	11	0	0	28	7	0.19	0.30
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			3	11	0	0	28	7	Net: 0
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	TSO	CO	DTST	108	0	TSO	0	0	0	52	16	0.58	0.70
Sparrow		DR Horton		CO	DTMU	86	4	3	7	1	0	54	20	0.52	0.87
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 7 : 1			3	7	1	0	106	36	Net: 1	
City Codes: CO = Chico															

Northern Counties Yuba County				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
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	5	5	0	0	21	18	0.63	0.78
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	5	17	0	0	34	13	0.55	0.57
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	5	0	0	0	110	8	0.49	0.35
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	4	2	8	2	0	91	36	0.80	1.57
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	0	5	13	1	1	118	35	1.01	1.52
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	0	4	14	0	0	107	42	1.28	1.83
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	145	0	4	5	0	0	3	3	0.40	0.40
TOTALS: No. Reporting: 7	Avg. Sales: 0.29		Traffic to Sales: 21 : 1				30	62	3	1	484	155	Net: 2
City Codes: PLK = Plumas Lake, WH = Wheatland													

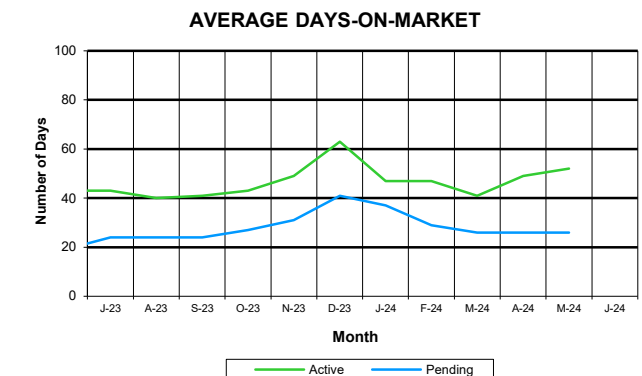
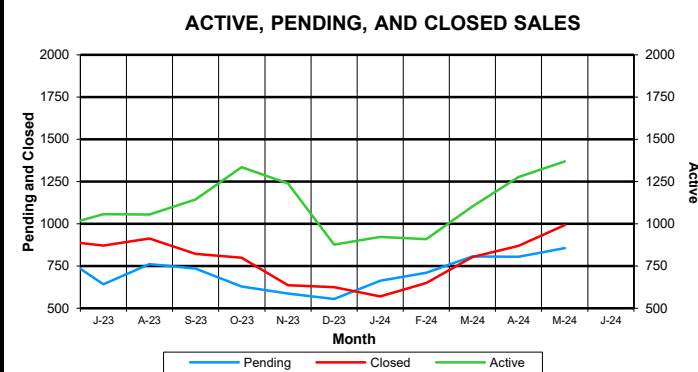
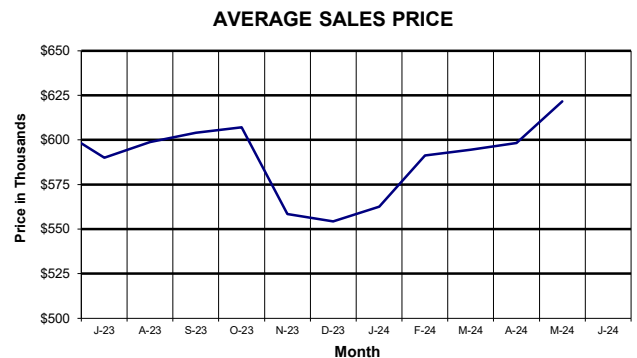
Northern Counties Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Harter Estates		DR Horton		YC	ATST	150	3	4	5	1	0	16	16	1.05	1.05
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 5 : 1			4	5	1	0	16	16	Net: 1	
City Codes: YC = Yuba City															

Northern Counties Shasta County					Projects Participating: 4									
					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	7	6	0	0	48	21	0.62	0.91	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	0	6	6	0	0	42	17	0.54	0.74	
Monroe	DR Horton	RD	DTST	20	0	5	0	0	0	13	8	0.27	0.35	
Rio	DR Horton	RD	DTST	50	0	2	0	1	0	48	7	0.46	0.30	
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 12 : 1				20	12	1	0	151	53	Net: 1
City Codes: RD = Redding														

Development Name	Developer	City Code	Notes	Type								
Sacramento					Projects Participating: 191							
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 191		Avg. Sales: 0.74		Traffic to Sales: 16 : 1		728	2566	161	19	10886	3424	Net: 142
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												

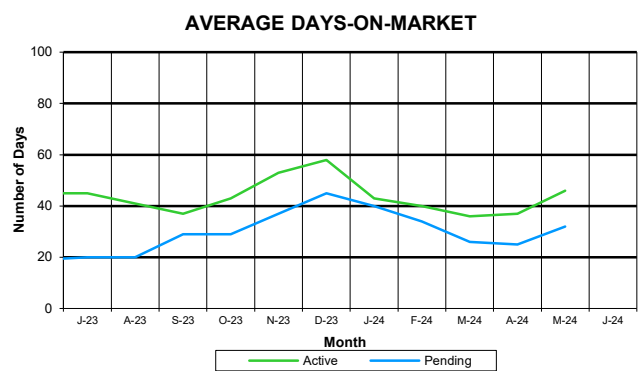
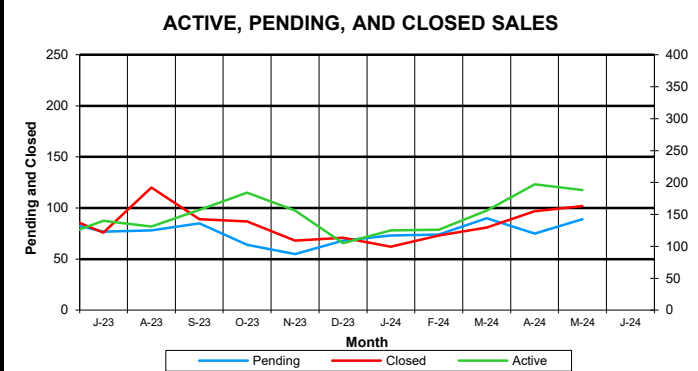
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	909	47	710	29	651	591,286
Mar-24	1,103	41	807	26	803	594,570
Apr-24	1,277	49	805	26	870	598,274
May-24	1,370	52	856	26	992	621,556



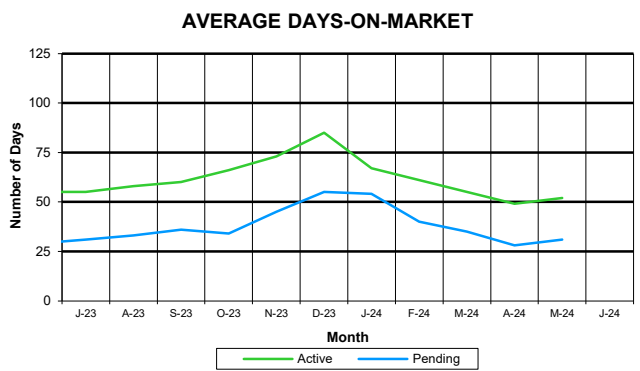
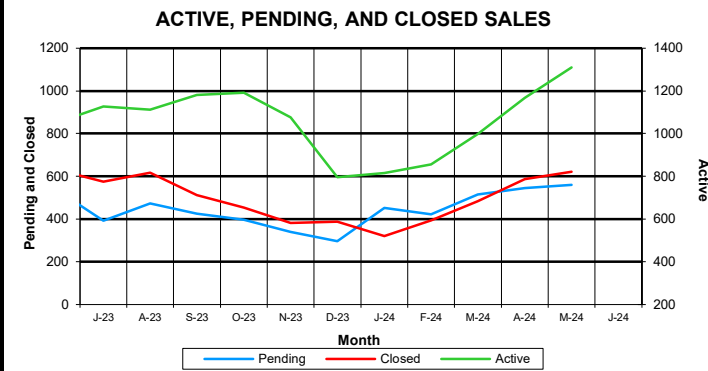
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	126	40	74	34	73	346,597
Mar-24	156	36	90	26	81	345,000
Apr-24	197	37	75	25	97	353,058
May-24	188	46	89	32	102	375,102



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	856	61	422	40	393	722,229
Mar-24	997	55	515	35	483	768,410
Apr-24	1,167	49	545	28	587	790,086
May-24	1,310	52	560	31	621	775,534



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Feb-24	136	52	69	38	77	712,479
Mar-24	149	47	95	26	85	718,552
Apr-24	177	37	103	23	107	703,494
May-24	202	45	99	30	131	776,772

