

# THE RYNESS REPORT

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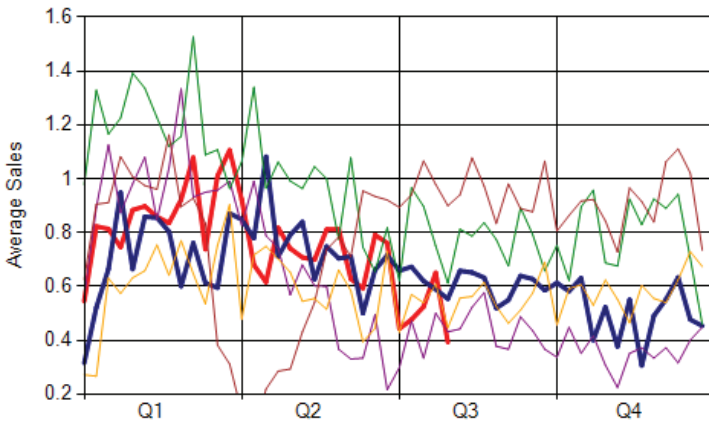
## Bay Area

Week 31

Ending: Sunday, August 4, 2024

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.	
Alameda			19	143	8	4	4	0.21	0.82	-74%	0.85	-75%	
Contra Costa			23	472	15	1	14	0.61	0.72	-16%	0.57	7%	
Sonoma, Napa			8	72	4	0	4	0.50	0.73	-31%	0.66	-24%	
San Francisco, Marin			3	17	1	0	1	0.33	0.52	-36%	0.12	175%	
San Mateo			1	10	1	0	1	1.00	0.55	82%	0.38	160%	
Santa Clara			25	299	9	0	9	0.36	0.72	-50%	0.53	-33%	
Monterey, Santa Cruz, San Benito			7	90	5	2	3	0.43	0.84	-49%	0.79	-46%	
Solano			21	163	7	1	6	0.29	0.77	-63%	0.79	-64%	
Current Week Totals		Traffic : Sales 25 : 1	107	1266	50	8	42	0.39	0.75	-48%	0.66	-41%	
Per Project Average			12		0.47	0.07	0.39						
Year Ago - 08/06/2023		Traffic : Sales 18 : 1	112	1241	69	7	62	0.55	0.71	-22%	0.68	-19%	
% Change			-4%	2%	-28%	14%	-32%	-29%	6%				-2%

52 Weeks Comparison



Year to Date Averages Through Week 31


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	156	17	0.69	0.10	0.59	0.58
■	2020	152	12	0.85	0.12	0.74	0.80
■	2021	117	15	1.10	0.07	1.03	0.93
■	2022	103	11	0.83	0.12	0.71	0.58
■	2023	113	12	0.78	0.08	0.71	0.64
■	2024	106	13	0.82	0.07	0.75	0.75
% Change:		-7%	11%	5%	-6%	6%	17%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>As widely anticipated, the FOMC left the fed funds rate unchanged at its summer meeting though it opened the door to the possibility of a rate cut in September. This came after the FOMC raised rates at multiple consecutive meetings before holding the terminal rate just north of 5% for the prior year. No one was expecting what happened next. The FOMC did cut rates in September, but stunned the market by cutting 50 bps when the expectation was for just a quarter point cut. The year was 2007. From June 2006 until September 2007, the FOMC held the fed funds rate at 5.25%. If the FOMC cuts at the September meeting, this plateau will roughly match that one. If rate cuts are put off any longer, this will mark the longest hold at the terminal fed funds rate since 1998. The goal of keeping rates higher for longer, of course, is to put downward pressure on inflation. While it is till not back to the 2% target, the year-over-year pace of core PCE inflation has come down to 2.6% in the latest print from a 4.3% rate in June 2023. Rate cuts are not promised, but the stage is certainly set. Chair Powell stated in the press conference that "a rate cut could be on the table in September" and "the broad sense of the committee is that the economy is moving closer to the point at which it will be appropriate to reduce our policy rate." We look for the Committee to reduce the fed funds rate by 25 bps at its September meeting. Further labor-market weakening could support more and/or a faster pace of easing, but we're not expecting the sorts of surprises that emerged during the same stretch exactly 17 years ago. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
CONV	6.50%	6.59%	
FHA	6.13%	6.76%	
10 Yr Yield	3.82%		
			

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	4	5	10	2	0	21	21	1.37	1.37
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	2	15	0	0	18	11	0.28	0.35
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	15	0	0	14	7	0.22	0.23
Aspect at Innovation	Lennar	FR		ATMU	167	0	3	2	0	2	146	35	1.00	1.13
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	1	8	2	0	87	38	1.08	1.23
Chroma at Innovation	Lennar	FR		ATMU	146	0	2	2	1	1	139	13	1.20	0.42
Enclave at Hartford	Lennar	FR		ATMU	18	0	3	4	0	0	3	3	0.29	0.29
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	3	1	0	138	29	0.98	0.94
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	1	0	0	96	23	0.65	0.74
Towns at Hartford	Lennar	FR		ATMU	57	0	3	13	0	0	4	4	0.39	0.39
Vista at Bridgeway	Lennar	NK		DTMU	72	0	2	0	0	1	70	35	0.96	1.13
Lookout at Bay37	Pulte	AL		ATMU	138	0	3	6	0	0	119	37	0.64	1.19
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	4	N/A	0	0	108	15	0.49	0.48
TOTALS: No. Reporting: 12	Avg. Sales: 0.17		Traffic to Sales: 13 : 1				41	79	6	4	963	271	Net: 2	
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. Sis /Week	Av. Sis /YTD
Abbey at Boulevard	Brookfield TSO	DB	ATMU	60	0	TSO	28	0	0	56	7	0.77	0.23	
Ivy at Boulevard	Brookfield TSO	DB	DTMU	62	0	TSO	0	0	0	60	22	1.07	0.71	
Vine at Boulevard	Brookfield	DB	ATMU	92	0	5	28	1	0	44	44	1.67	1.67	
Avalon at Boulevard	Lennar	DB	ATMU	90	0	6	3	0	0	57	33	1.09	1.06	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	0	2	4	1	0	46	40	1.09	1.29	
Lombard at Boulevard	Lennar	DB	DTMU	100	0	5	0	0	0	95	24	0.82	0.77	
Vineyard Collection II	Ponderosa	LV	DTMU	9	0	3	1	0	0	6	1	0.07	0.03	
TOTALS: No. Reporting: 7		Avg. Sales: 0.29		Traffic to Sales: 32 : 1			21	64	2	0	364	171	Net: 2	
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	2	0	70	13	0.35	0.42	
Hillcrest	Shea	PH	DTMU	31	0	3	11	0	0	21	21	0.61	0.68	
Oak Grove	SummerHill	WC	ATMU	115	0	2	16	0	0	36	26	1.00	0.84	
Penny Lane	Trumark	CN	ATMU	70	0	8	13	2	0	37	19	0.49	0.61	
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 13 : 1			22	50	4	0	164	79	Net: 4	
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: 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
Magee Preserve	Davidon	DN		DTMU	69	0	5	21	0	0	40	15	0.50	0.48
City Village - Rows	SummerHill	SR		DTMU	114	0	2	58	0	0	4	4	0.65	0.65
City Village - Towns	SummerHill	SR		ATMU	136	0	4	58	0	0	52	32	1.19	1.03
City Village -Courts	SummerHill	SR		DTMU	154	0	3	58	1	0	29	20	0.64	0.65
TOTALS: No. Reporting: 4	Avg. Sales: 0.25		Traffic to Sales: 195 : 1				14	195	1	0	125	71	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	0	4	18	0	0	34	28	0.45	0.90
TOTALS: No. Reporting: 1			Avg. Sales: 0.00			Traffic to Sales: N/A			4	18	0	0	34	28	Net: 0					
City Codes: RM = Richmond																				

Contra Costa County   Antioch/Pittsburg					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
Crest at Park Ridge	Davidon	AN	DTMU	300	0	4	10	0	0	294	12	0.82	0.39	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	9	14	1	1	150	26	0.76	0.84	
Luca at Aviano	DeNova	AN	DTMU	198	0	3	17	0	0	195	31	1.25	1.00	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	4	2	16	4	0	38	24	0.62	0.77	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	2	12	0	0	35	23	0.57	0.74	
Deer Valley	Meritage	AN	DTMU	120	0	1	21	0	0	22	22	1.21	1.21	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMU	120	0	2	2	0	0	118	32	0.74	1.03	
Rise at Cielo	TRI Pointe	AN	DTMU	159	0	3	19	2	0	129	28	1.07	0.90	
Shine at Cielo	TRI Pointe	AN	DTMU	137	0	3	19	1	0	118	25	0.98	0.81	
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 16 : 1				29	130	8	1	1099	223	Net: 7
City Codes: AN = Antioch, PT = Pittsburg														

Contra Costa County   East Contra Costa				Projects Participating: 5									
				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	4	4	21	2	0	111	9	0.43	0.29
Cypress Crossings	KB Home	OY	DTMU	98	0	4	22	0	0	79	22	0.74	0.71
Beacon at Delta Coves	Pulte	BI	DTST	30	0	4	16	0	0	17	7	0.23	0.23
Seagrass	Pulte	DB	DTMU	276	0	1	10	0	0	15	15	0.40	0.48
Orchard Trails	Shea	BT	DTMU	78	0	1	10	0	0	71	16	0.49	0.52
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 40 : 1			14	79	2	0	293	69	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: 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
Patina at Riversound	Brookfield	NP		DTMU	79	0	6	14	1	0	8	8	0.66	0.66
Harmony at SOMO Village	Century	RP		DTMU	65	0	3	19	0	0	11	11	0.77	0.77
Synergy at SOMO Village	Century	RP		DTMU	51	0	3	17	0	0	9	9	0.88	0.88
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	4	4	9	1	0	91	46	1.28	1.48
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	3	4	0	0	80	17	0.51	0.55
Seasons at University District	Richmond American	RP		DTMU	52	0	1	2	1	0	51	12	0.40	0.39
Meadow Creek II	Ryder	SR		DTMU	40	0	2	0	1	0	33	12	0.49	0.39
Riverfront	TRI Pointe	PET		DTMU	134	0	3	7	0	0	119	14	0.61	0.45
TOTALS: No. Reporting: 8	Avg. Sales: 0.50		Traffic to Sales: 18 : 1				25	72	4	0	402	129	Net: 4	
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	ATMU	80	0	1	3	0	0	75	19	0.49	0.61	
The Strand	Trumark	SN	DTMU	32	0	2	11	1	0	30	13	0.21	0.42	
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 14 : 1			3	14	1	0	105	32	Net: 1	
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	3	0	0	51	16	0.29	0.52
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				1	3	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. Sis /Week	Av. Sis /YTD	
Laguna Vista		SummerHill		FC	ATMU	70	0	4	10	1	0	60	18	0.48	0.58
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 10 : 1			4	10	1	0	60	18	Net: 1	
City Codes: FC = Foster City															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Santa Clara County   Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Moonstone	Brookfield	MH		ATMU	86	0	16	22	1	0	14	14	0.53	0.53
Sundance	Brookfield	MH		ATMU	34	4	17	24	0	0	15	15	0.57	0.57
Summerstone	DR Horton	GL		DTST	29	0	1	2	0	0	28	23	0.63	0.74
Lumen	KB Home	ML		ATMU	32	0	1	33	0	0	13	13	0.64	0.64
Palomino Estates at Glen Loma Ranch	KB Home	GL		DTMU	37	4	4	26	0	0	9	9	0.75	0.75
Palomino Villas at Glen Loma Ranch	KB Home	GL		ATMU	26	0	3	8	0	0	9	9	0.74	0.74
Lavender	Landsea	SV		ATMU	128	0	1	0	0	0	127	30	0.87	0.97
Bellflower at Cadence	Lennar	GL		DTMU	18	0	2	0	0	0	16	16	0.66	0.66
Briarwood at Cadence	Lennar	GL		DTMU	54	0	2	15	0	0	23	23	0.95	0.95
Apollo at The Square	Pulte	SV		ATMU	72	0	8	6	0	0	1	1	0.10	0.10
Artemis at The Square	Pulte	SV		ATMU	63	0	5	6	0	0	3	3	0.29	0.29
Avenue at Central	Pulte	SJ		ATMU	158	4	4	9	1	0	54	40	1.14	1.29
Gateway at Central	Pulte	SJ		ATMU	72	4	4	8	1	0	31	6	0.27	0.19
Plaza at Central	Pulte	SJ		ATMU	90	4	4	9	1	0	85	27	0.84	0.87
The Elms	Pulte	ST		ATMU	90	0	3	16	0	0	16	14	0.35	0.45
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	2	17	0	0	58	5	0.37	0.16
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	1	16	0	0	79	13	0.47	0.42
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	3	17	0	0	89	25	0.53	0.81
Verano	SummerHill	MV		ATMU	115	0	1	10	1	0	109	38	1.12	1.23
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	5	7	1	0	54	34	0.90	1.10
Blueprint	Taylor Morrison	SC		ATMU	48	0	5	8	1	0	34	34	1.46	1.46
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	4	3	1	0	29	16	0.49	0.52
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	3	9	0	0	44	17	0.41	0.55
Jasper	Trumark	MH		ATMU	101	0	9	9	0	0	89	35	0.69	1.13
Lumberyard	Van Daele	MH		ATMU	49	4	4	19	1	0	4	4	0.30	0.30
TOTALS: No. Reporting: 25	Avg. Sales: 0.36		Traffic to Sales: 33 : 1				112	299	9	0	1033	464	Net: 9	
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. Sis /Week	Av. Sis /YTD
Promontory at Ridgemark	Century	HO	DTMU	90	0	4	8	0	0	83	36	0.84	1.16	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	0	2	8	1	0	15	14	0.37	0.45	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	1	45	2	1	63	43	1.01	1.39	
Serenity V	Legacy	HO	Rsv's	DTMU	36	0	2	9	1	0	32	14	0.37	0.45
Laurel	Lennar	HO	DTMU	67	0	2	3	1	0	65	27	0.72	0.87	
Enclave, The	Shea	SS	DTMU	121	0	3	5	0	1	72	22	0.43	0.71	
Rooftops at The Dunes	Shea	MA	ATMU	84	0	3	12	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 7	Avg. Sales: 0.43		Traffic to Sales: 18 : 1				17	90	5	2	330	156	Net: 3	
City Codes: HO = Hollister, SS = Seaside, MA = Marina														

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	0	3	6	0	0	78	24	1.14	0.77
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	6	0	0	78	24	Net: 0	
City Codes: VL = Vallejo														

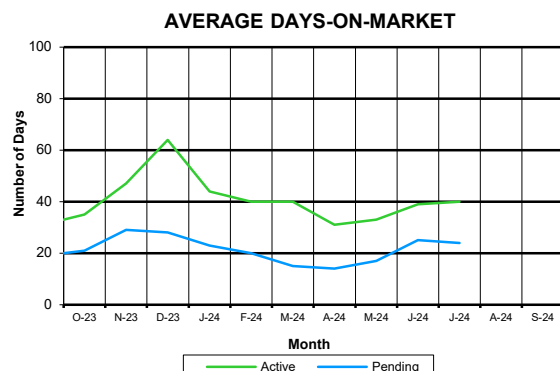
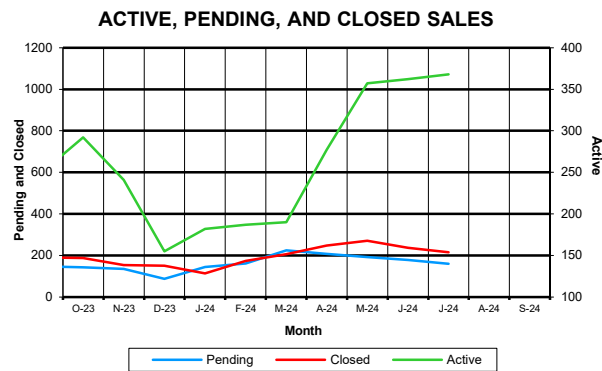
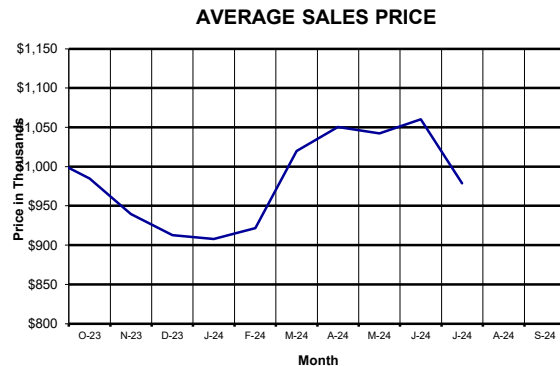
Solano County   Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 20									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield	FF	ATMU	50	4	13	6	1	0	37	10	0.31	0.32
Lakeside at One Lake	Brookfield	FF	ATMU	58	4	9	7	0	0	49	22	0.41	0.71
Meridian	Century	SU	DTMU	71	0	2	25	1	0	29	26	0.69	0.84
Luminescence at Liberty	DeNova	RV	AASF	311	0	3	10	0	0	152	30	0.95	0.97
Iris at The Villages	DR Horton	FF	DTMU	119	0	3	4	1	0	95	43	1.09	1.39
Violet at Homestead	DR Horton	DX	DTST	70	0	1	5	0	0	34	29	0.99	0.94
Four Seasons at Homestead- Autumn	K Hovnanian	DX	AASF	152	0	2	3	0	0	69	36	0.64	1.16
Four Seasons at Homestead- Spring	K Hovnanian	DX	AASF	150	4	4	4	1	0	56	23	0.52	0.74
Sagebrush at Magnolia Park	KB Home	VC	DTMU	63	0	1	6	0	0	41	28	0.87	0.90
Sweetbay at Magnolia Park	KB Home TSO	VC	DTMU	104	0	TSO	7	0	0	27	18	0.57	0.58
Wildhawk II at Roberts Ranch	KB Home	VC	DTMU	62	0	5	5	0	0	28	23	0.75	0.74
Tramore Village at Vanden Meadows	Meritage	VC	DTMU	111	0	3	7	0	0	85	25	0.70	0.81
Waterford Vanden Meadows 60s	Meritage	VC	DTMU	83	0	4	4	0	0	61	13	0.50	0.42
Foxboro Knolls	Pulte	VC	DTMU	58	0	2	11	1	0	30	30	1.02	1.02
Orchards at Valley Glen III	Richmond American	DX	DTMU	80	0	7	1	0	0	70	15	0.47	0.48
Seasons at Homestead	Richmond American	DX	DTMU	85	0	3	6	0	0	69	23	0.56	0.74
Sutton at Parklane	Richmond American	DX	DTMU	121	0	3	4	0	1	113	24	0.64	0.77
Carmello II at Roberts Ranch	Taylor Morrison	VC	DTMU	72	0	2	26	2	0	17	17	0.88	0.88
Glisten at One Lake	TRI Pointe	FF	DTMU	75	0	3	8	0	0	18	12	0.31	0.39
Splash at One Lake	TRI Pointe	FF	DTMU	144	0	4	8	0	0	106	21	0.59	0.68
TOTALS: No. Reporting: 20	Avg. Sales: 0.30		Traffic to Sales: 22 : 1				74	157	7	1	1186	468	Net: 6
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville													

Bay Area			Projects Participating: 108						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 107	Avg. Sales: 0.39	Traffic to Sales: 25 : 1	384	1266	50	8	6287	2219	Net: 42
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

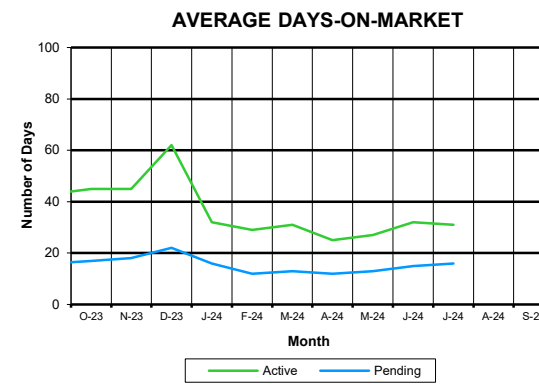
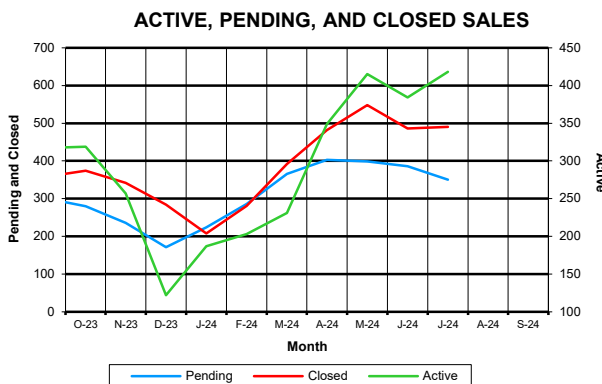
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-23	155	64	87	28	151	912,755
Jan-24	182	44	144	23	113	907,860
Feb-24	187	40	162	20	174	921,672
Mar-24	190	40	224	15	206	1,019,731
Apr-24	277	31	207	14	247	1,050,526
May-24	357	33	192	17	271	1,042,138
Jun-24	362	39	178	25	237	1,060,307
Jul-24	368	40	160	24	215	978,507



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

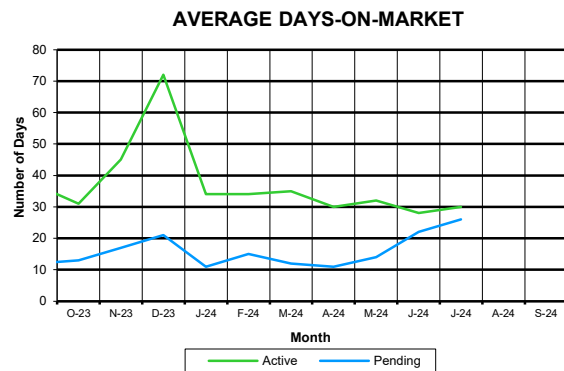
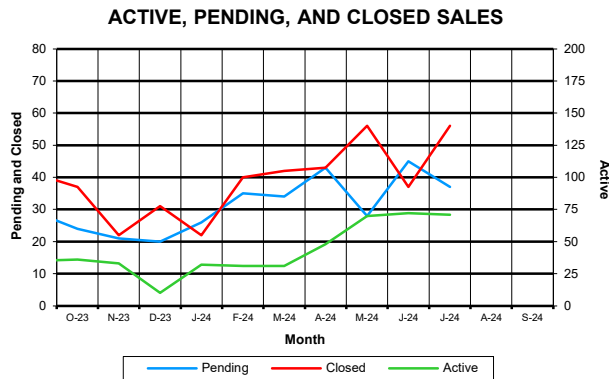
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-23	122	62	171	22	284	1,720,219
Jan-24	187	32	224	16	208	1,729,724
Feb-24	203	29	286	12	281	1,740,358
Mar-24	231	31	366	13	392	1,878,824
Apr-24	349	25	403	12	482	1,952,126
May-24	415	27	399	13	548	1,982,508
Jun-24	384	32	386	15	486	1,899,442
Jul-24	418	31	350	16	490	1,857,571



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

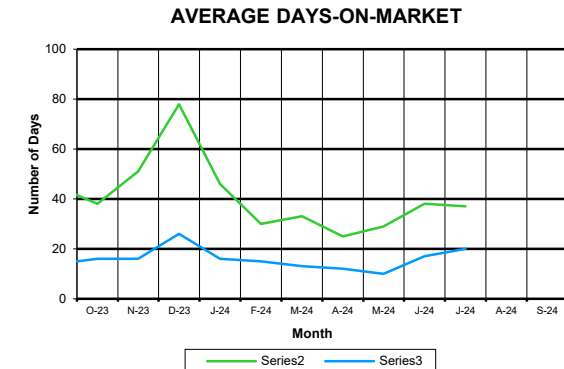
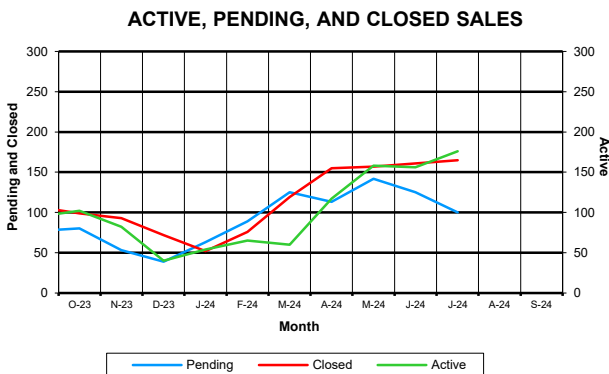
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-23	10	72	20	21	31	863,381
Jan-24	32	34	26	11	22	816,678
Feb-24	31	34	35	15	40	815,642
Mar-24	31	35	34	12	42	961,321
Apr-24	48	30	43	11	43	912,688
May-24	70	32	28	14	56	929,378
Jun-24	72	28	45	22	37	896,040
Jul-24	71	30	37	26	56	881,856



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

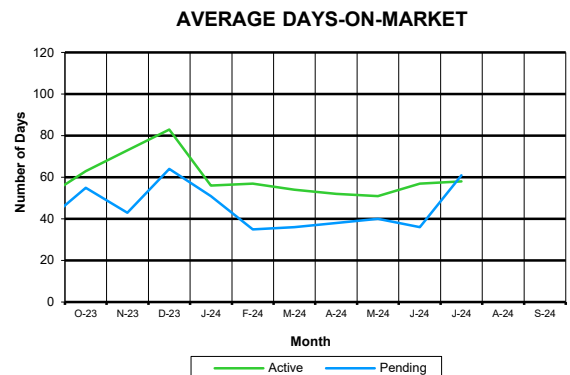
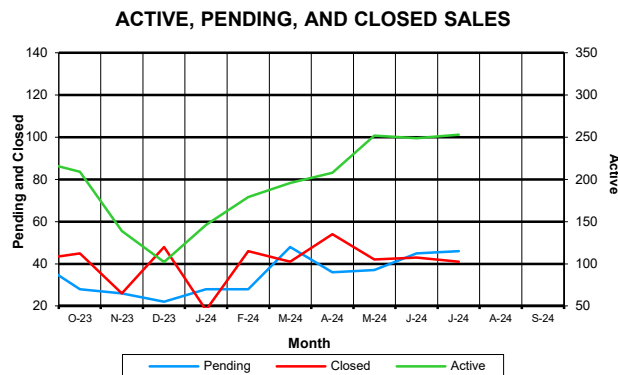
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-23	40	78	39	26	72	1,489,757
Jan-24	54	46	63	16	52	1,665,783
Feb-24	65	30	89	15	76	1,644,646
Mar-24	60	33	125	13	119	1,829,082
Apr-24	117	25	113	12	155	1,806,222
May-24	158	29	142	10	157	1,767,682
Jun-24	156	38	125	17	161	1,762,011
Jul-24	176	37	100	20	165	1,726,711





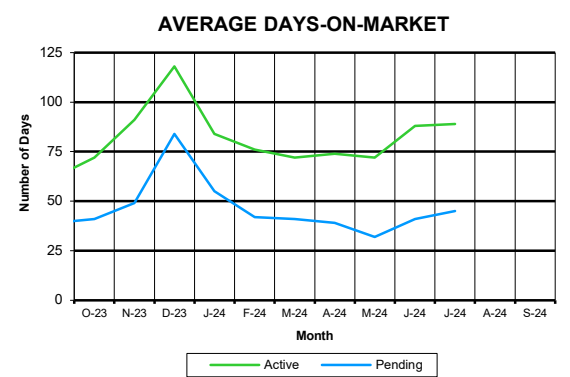
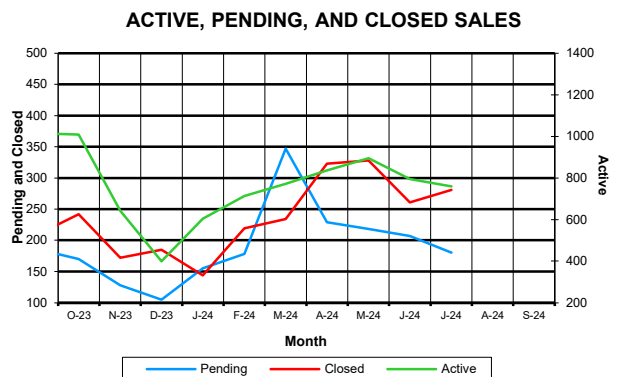
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	249	57	45	36	43	601,501
Jul-24	253	58	46	61	41	618,432



## San Francisco Attd. Monthly MLS Survey

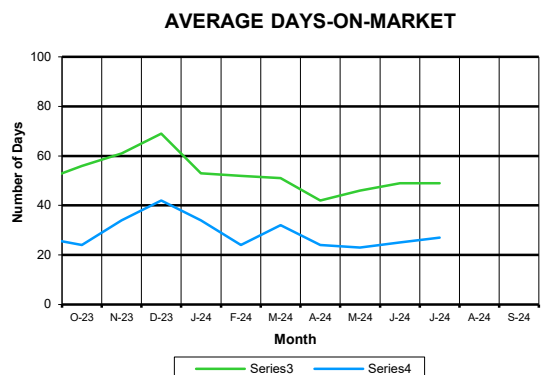
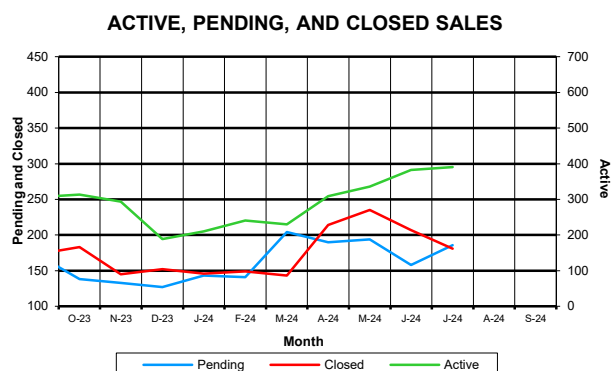
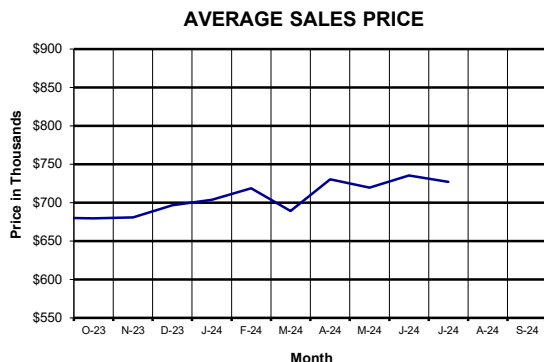
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-23	399	118	105	84	185	1,394,743
Jan-24	604	84	155	55	144	1,551,337
Feb-24	713	76	178	42	219	1,487,284
Mar-24	771	72	347	41	234	1,455,757
Apr-24	836	74	229	39	323	1,535,549
May-24	895	72	218	32	328	1,503,318
Jun-24	795	88	207	41	261	1,496,033
Jul-24	759	89	180	45	281	1,399,796



## E. Contra Costa SFD Monthly MLS Survey

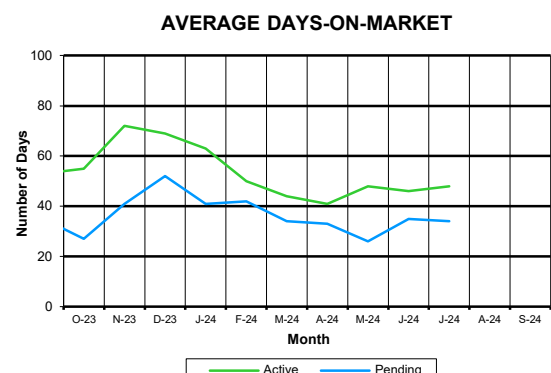
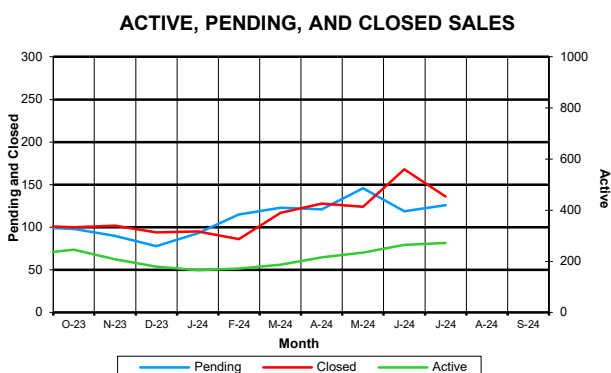
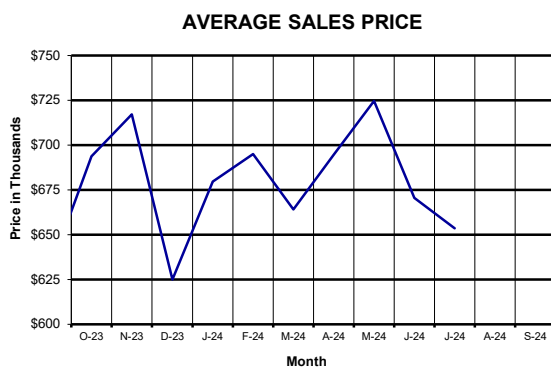
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	383	49	158	25	207	735,539
Jul-24	391	49	186	27	181	727,043



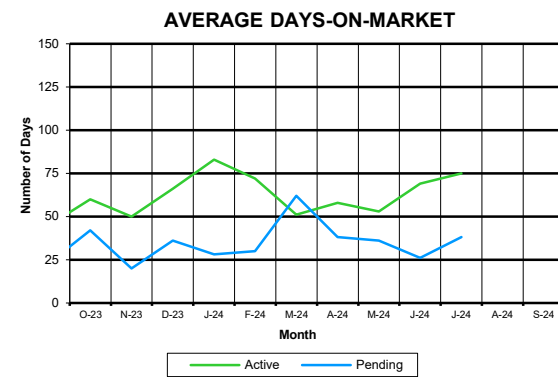
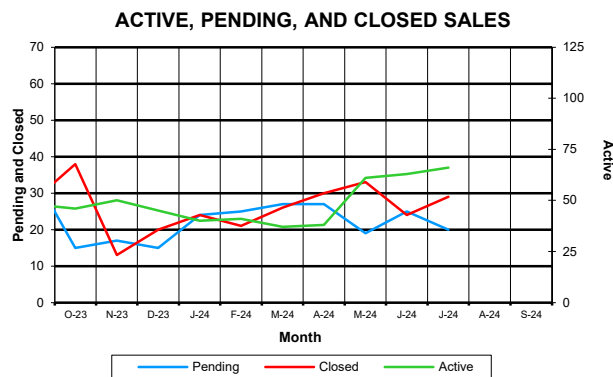
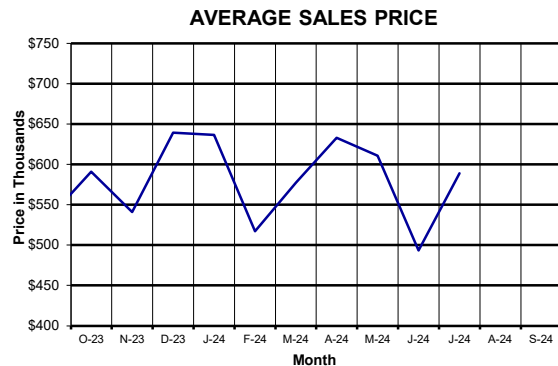
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	265	46	119	35	168	670,530
Jul-24	272	48	126	34	136	653,595



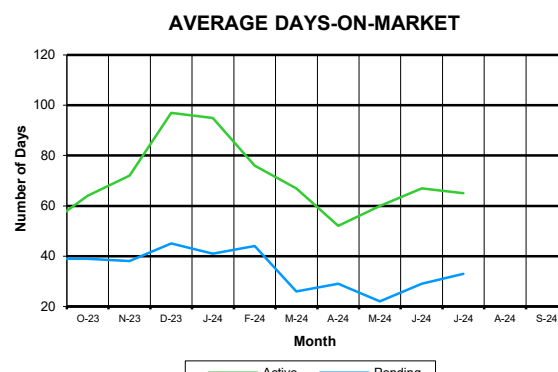
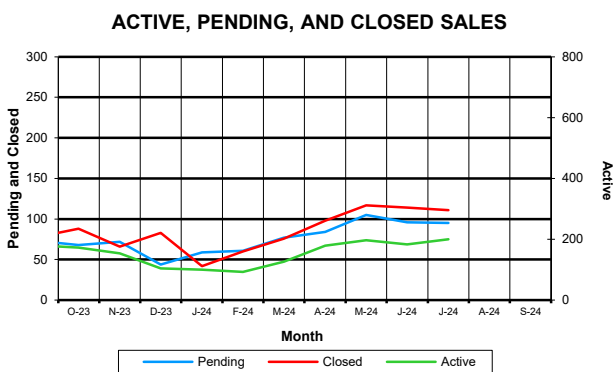
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Jun-24	63	69	25	26	24	493,527
Jul-24	66	75	20	38	29	588,719



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend.	DOM	Clsd.	Avg. Price	
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
Jun-24	183	67	96	29	114	873,322
Jul-24	200	65	95	33	111	897,580



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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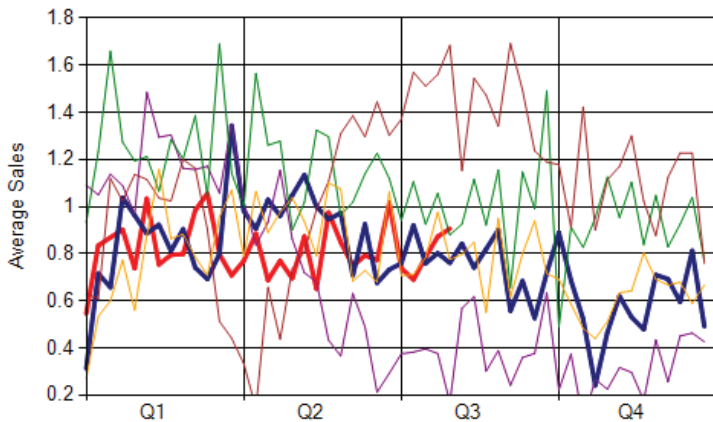
## Central Valley

Week 31

Ending: Sunday, August 4, 2024







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.						
		Projects	Traffic	Sales	Cancel				Avg.	Diff.	Avg.	Diff.					
Tracy/Mountain House		9	106	12	0	12	1.33	0.89	49%	0.86	56%						
San Joaquin County		46	483	34	3	31	0.67	0.84	-20%	0.83	-19%						
Stanislaus County		12	117	9	0	9	0.75	0.69	8%	0.65	16%						
Merced County		7	65	4	1	3	0.43	0.84	-49%	0.80	-47%						
Madera County		12	553	26	3	23	1.92	0.89	116%	0.97	97%						
Fresno County		31	322	37	9	28	0.90	0.78	16%	0.76	19%						
Current Week Totals		Traffic : Sales		13 : 1		117	1646	122	16	106	0.91	0.81	11%	0.80	13%		
Per Project Average						14	1.04	0.14	0.91								
Year Ago - 08/06/2023		Traffic : Sales		18 : 1		113	1861	102	16	86	0.76	0.87	-12%	0.87	-13%		
% Change		4%		-12%		20%		0%		23%		19%		-6%		-8%	

52 Weeks Comparison



Year to Date Averages Through Week 31

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	78	22	0.98	0.14	0.83	0.77
	2020	84	22	1.25	0.20	1.05	1.11
	2021	105	16	1.29	0.12	1.17	1.09
	2022	102	13	1.03	0.19	0.83	0.64
	2023	107	14	1.01	0.14	0.87	0.77
	2024	124	12	0.94	0.12	0.81	0.81
% Change:		15%	-13%	-7%	-14%	-6%	5%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.50%	APR 6.59%	<p>As widely anticipated, the FOMC left the fed funds rate unchanged at its summer meeting though it opened the door to the possibility of a rate cut in September. This came after the FOMC raised rates at multiple consecutive meetings before holding the terminal rate just north of 5% for the prior year. No one was expecting what happened next. The FOMC did cut rates in September, but stunned the market by cutting 50 bps when the expectation was for just a quarter point cut. The year was 2007. From June 2006 until September 2007, the FOMC held the fed funds rate at 5.25%. If the FOMC cuts at the September meeting, this plateau will roughly match that one. If rate cuts are put off any longer, this will mark the longest hold at the terminal fed funds rate since 1998. The goal of keeping rates higher for longer, of course, is to put downward pressure on inflation. While it is still not back to the 2% target, the year-over-year pace of core PCE inflation has come down to 2.6% in the latest print from a 4.3% rate in June 2023. Rate cuts are not promised, but the stage is certainly set. Chair Powell stated in the press conference that "a rate cut could be on the table in September" and "the broad sense of the committee is that the economy is moving closer to the point at which it will be appropriate to reduce our policy rate." We look for the Committee to reduce the fed funds rate by 25 bps at its September meeting. Further labor-market weakening could support more and/or a faster pace of easing, but we're not expecting the sorts of surprises that emerged during the same stretch exactly 17 years ago. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.13%	6.76%	
10 Yr Yield	3.82%		



Development Name	Developer	City Code	Notes	Type										
Tracy   Tracy/Mountain House					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
Ashley Park	Bright	TR		DTMU	14	0	2	3	0	0	6	6	0.29	0.29
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	1	3	1	0	33	33	1.22	1.22
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	3	21	0	0	1	1	0.47	0.47
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	2	21	2	0	70	35	0.87	1.13
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	2	15	2	0	78	43	0.97	1.39
Hillview	Lennar	TH		DTMU	214	0	4	10	1	0	121	34	1.07	1.10
Parson Place at Creekside	Lennar	MH		ATMU	144	4	3	15	5	0	29	29	1.07	1.07
Bergamo at Mountain House	Shea	MH		DTMU	137	0	1	4	0	0	136	1	0.76	0.03
Langston at Mountain House	Shea	MH		ATMU	302	4	5	14	1	0	266	31	1.13	1.00
TOTALS: No. Reporting: 9	Avg. Sales: 1.33		Traffic to Sales: 9 : 1					23	106	12	0	740	213	Net: 12
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin   Stockton/Lodi				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	
Sontera	K Hovnanian	LD	DTMU	83	0	3	15	0	0	1	1	0.18	0.18	
The Preserve at Creekside	KB Home	SK	DTMU	128	0	2	6	0	0	67	35	0.91	1.13	
Vintage Oak at Gateway	KB Home	LD	DTMU	88	0	2	3	0	0	9	9	0.88	0.88	
Keys II at Westlake	Lennar	SK	DTMU	86	0	1	18	2	0	83	49	0.93	1.58	
Shoreside at Westlake	Lennar	SK	DTMU	99	0	2	4	0	0	76	32	0.94	1.03	
Waterside at Westlake	Lennar	SK	DTMU	92	0	1	20	3	0	68	36	0.90	1.16	
Waterways at Westlake	Lennar	SK	DTMU	145	0	3	9	1	0	17	17	1.10	1.10	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	3	6	0	0	88	33	0.69	1.06	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	0	2	7	2	0	91	37	0.73	1.19	
TOTALS: No. Reporting: 9		Avg. Sales: 0.89		Traffic to Sales: 11 : 1				19	88	8	0	500	249	Net: 8
City Codes: LD = Lodi, SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 39									
San Joaquin   San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Griffin Park	Atherton	MN		DTMU	267	0	5	23	0	0	245	37	1.53	1.19
Villa Bellissima	Century	MN		DTMU	110	0	2	14	2	0	12	12	1.68	1.68
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	0	2	24	2	0	4	4	3.50	3.50
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	4	2	15	2	0	39	39	1.75	1.75
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	3	11	2	1	23	23	1.27	1.27
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	4	3	7	2	0	25	25	1.64	1.64
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	2	9	0	0	76	27	0.70	0.87
Terra at Villa Ticino	KB Home TSO	MN		DTMU	118	0	TSO	11	2	0	28	28	1.26	1.26
Capri at River Islands	Kiper	LP	Rsv's	DTMU	84	0	2	36	0	0	13	13	0.64	0.64
Skye at River Islands	Kiper	LP		DTMU	115	0	3	17	1	1	110	23	0.77	0.74
Chelsey at The Trails	Lennar	MN		DTMU	100	0	3	5	1	1	46	27	0.99	0.87
Driftway at River Islands	Lennar	LP		DTMU	95	4	4	5	1	0	8	8	0.88	0.88
Howden at The Trails	Lennar	MN		DTMU	103	0	4	9	0	0	36	30	0.78	0.97
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	5	0	0	165	0	0.92	0.00
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	0	4	15	0	0	159	30	1.07	0.97
Denali 50's - The Grove (Alder)	Meritage	MN		DTMU	208	0	3	9	1	0	19	19	0.90	0.90
Denali 60's - The Grove (Arroyo)	Meritage	MN		DTMU	43	0	1	4	0	0	16	16	0.76	0.76
Amber at Oakwood Trails	Pulte	MN		DTMU	97	4	4	3	1	0	40	40	1.52	1.52
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	4	4	9	1	0	33	33	1.26	1.26
The Shores at River Islands	Pulte	LP		DTMU	53	0	2	14	0	0	27	27	1.07	1.07
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	3	2	0	0	31	31	1.18	1.18
Artisan at Griffin Park	Raymus	MN	Rsv's	DTMU	80	0	4	25	0	0	30	29	0.90	0.94
The Strand Collection	Raymus TSO	MN		DTMU	56	0	TSO	N/A	0	0	51	33	1.16	1.06
Birch at Arbor Bend	Richmond American S/O	MN		ATST	60	0	S/O	0	2	0	60	19	0.50	0.61
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	3	2	0	0	101	2	0.63	0.06
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	1	1	0	0	29	26	0.48	0.84
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	1	8	1	0	87	27	0.66	0.87
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	4	23	0	0	34	17	0.56	0.55
Villa Ticino	Richmond American	MN		DTMU	100	0	4	8	1	0	28	17	0.49	0.55
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	0	2	11	0	0	56	41	1.43	1.32
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	1	14	1	0	54	35	1.37	1.13
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	4	4	9	2	0	53	37	1.35	1.19
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	2	4	0	0	59	21	0.54	0.68
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	2	2	0	0	75	19	0.59	0.61
Dawn at The Collective	Trumark	MN		AASF	76	0	8	3	0	0	35	17	0.28	0.55
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	12	3	0	0	2	2	0.04	0.06
Vida at The Collective	Trumark	MN		AASF	103	0	9	3	1	0	54	19	0.42	0.61
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	4	32	0	0	63	21	0.56	0.68
Vintage II	Windward Pacific	MN		DTMU	68	0	7	N/A	0	0	61	8	0.37	0.26
TOTALS: No. Reporting: 37	Avg. Sales: 0.62		Traffic to Sales: 15 : 1				128	395	26	3	2087	882	Net: 23	
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	2	21	2	0	39	39	1.48	1.48
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	50	0	1	12	1	0	42	42	1.73	1.73
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	1	4	3	0	149	25	0.92	0.81
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	3	11	0	0	29	20	0.37	0.65
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	2	6	0	0	30	10	0.49	0.32
Heritage at Parkwood	KB Home TSO	HG		DTMU	50	0	TSO	8	1	0	21	18	0.53	0.58
Orchards at Parkwood	KB Home	HG		DTMU	299	0	3	29	1	0	27	23	0.69	0.74
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	2	6	1	0	26	18	0.55	0.58
Blossom at Baldwin Ranch	Landsea	PR		DTMU	50	0	4	N/A	0	0	29	29	1.60	1.60
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	2	2	0	0	14	14	0.77	0.77
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	2	8	0	0	11	11	0.61	0.61
T Street Customs	SCM	NW		DTMU	10	0	2	2	0	0	8	2	0.08	0.06
The Meadowlands	Windward Pacific	OD		DTMU	62	0	11	N/A	0	0	19	9	0.14	0.29
TOTALS: No. Reporting: 11	Avg. Sales: 0.82		Traffic to Sales: 12 : 1				35	109	9	0	444	260	Net: 9	
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	8	0	0	65	14	0.56	0.45	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			7	8	0	0	65	14	Net: 0	
City Codes: KY = Keyes														

Merced County   Merced 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
Crest View	Century	MD		DTMU	104	0	7	7	0	0	22	22	0.81	0.81
Sundial at Bellevue Ranch	Century	MD	New	DTST	95	7	6	2	1	0	1	1	7.00	7.00
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	19	11	0	0	62	11	0.40	0.35
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	110	4	4	17	1	1	96	27	0.66	0.87
Cypress Terrace	Stonefield Home	MD		DTST	170	0	1	7	1	0	166	24	0.65	0.77
Southpointe	Stonefield Home	LB		DTST	36	0	1	14	0	0	34	30	1.02	0.97
Villas II, The	Stonefield Home	LB		DTST	191	0	1	7	1	0	129	24	0.70	0.77
TOTALS: No. Reporting: 7	Avg. Sales: 0.43		Traffic to Sales: 16 : 1				39	65	4	1	510	139	Net: 3	
City Codes: MD = Merced, LB = Los Banos														

Development Name	Developer	City Code	Notes	Type										
Madera County   Madera County					Projects Participating: 12									
					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
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	4	4	26	1	0	51	25	0.53	0.81
Riverstone - Choral Series	Lennar	MDA		DTMU	107	5	1	77	5	0	50	50	1.71	1.71
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	4	4	0	4	2	31	31	1.06	1.06
Riverstone - Skye	Lennar	MDA		DTMU	81	0	1	173	3	0	44	41	0.84	1.32
Riverstone - Surf	Lennar	MDA		DTMU	46	0	1	65	2	0	31	28	0.64	0.90
Riverstone - Treasures	Lennar	MDA		DTST	25	0	1	87	3	1	21	21	0.79	0.79
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	20	29	2	0	54	20	0.43	0.65
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	2	23	1	0	106	36	1.01	1.16
Savanna at Tesoro Viejo	McCaffrey	MDA		DTMU	32	0	5	29	1	0	27	27	0.88	0.87
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	16	36	2	0	54	54	1.75	1.74
Encore at Riverstone	Woodside	MDA		DTMU	95	4	3	4	2	0	34	8	0.18	0.26
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	4	4	0	0	66	17	0.36	0.55
TOTALS: No. Reporting: 12	Avg. Sales: 1.92		Traffic to Sales: 21 : 1				62	553	26	3	569	358	Net: 23	
City Codes: MDA = Madera														

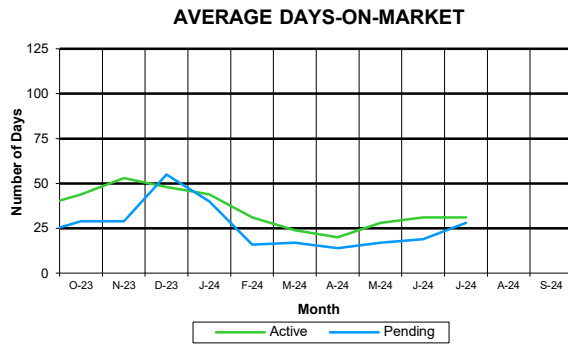
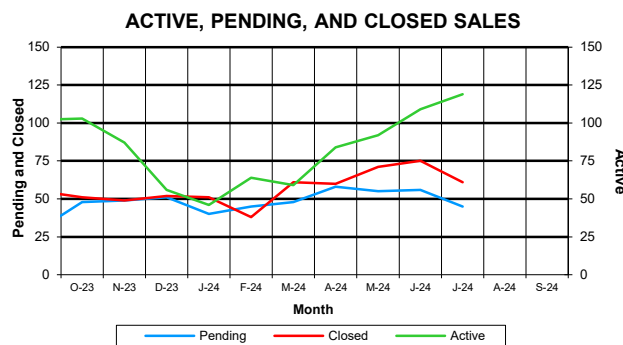


Development Name	Developer	City Code	Notes	Type	Projects Participating: 31									
Fresno County   Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE		DTMU	182	0	4	8	0	0	125	30	0.85	0.97
Trellises	Century	FR		DTMU	149	0	2	7	1	0	25	25	0.92	0.92
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.45	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	4	2	8	3	1	78	29	0.59	0.94
Centrella Estates	KB Home	FR		DTMU	74	0	4	5	0	0	66	24	0.93	0.77
Centrella Villas	KB Home	FR		DTMU	107	0	1	13	1	1	102	35	0.96	1.13
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	1	11	1	0	52	26	0.75	0.84
Cielo Ranch 6000s	KB Home	CV		DTMU	89	4	3	7	1	0	53	32	0.82	1.03
Corinthalyn- Orchard	Lennar	CV		DTMU	128	4	5	31	2	1	50	43	1.38	1.39
Corinthalyn- Surf	Lennar	CV		DTMU	75	4	4	0	2	1	60	46	1.49	1.48
Corinthalyn- Treasures	Lennar	CV		ATST	67	4	3	0	5	1	47	44	1.37	1.42
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	1	33	1	0	61	32	1.07	1.03
Heritage Grove - Choral Series II	Lennar	CV		DTMU	32	0	3	0	1	1	3	3	0.29	0.29
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	9	0	0	1	16	11	0.30	0.35
Heritage Grove - Orchard II	Lennar	CV		DTST	63	4	3	0	3	0	9	9	0.88	0.88
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	5	0	0	1	10	4	0.19	0.13
Heritage Grove - Skye Series II	Lennar	CV		DTMU	20	4	5	0	3	0	9	9	0.88	0.88
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	6	0	0	1	16	9	0.29	0.29
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	5	65	0	0	98	28	1.39	0.90
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	0.82	0.03
Juniper Hills- Surf	Lennar	FR		DTMU	102	4	2	0	2	0	97	24	1.16	0.77
Juniper Hills- Treasures	Lennar	FR		DTST	46	4	3	0	1	0	38	33	1.08	1.06
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	4	3	16	1	0	51	40	1.30	1.29
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	2	57	1	0	57	53	1.66	1.71
Kintsu Square - Treasures	Lennar	FR		DTST	24	0	3	0	1	0	7	7	1.14	1.14
Sterling Acres - Choral Series	Lennar	FR		DTMU	66	4	4	0	1	0	9	9	0.88	0.88
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	5	12	0	0	4	4	0.07	0.13
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	5	12	0	0	6	1	0.09	0.03
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	4	4	21	1	0	75	12	0.35	0.39
Somerset Crossing	Woodside	FO	Rsv's	ATST	99	4	5	7	4	0	81	19	0.46	0.61
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	4	4	9	1	0	81	24	0.38	0.77
TOTALS: No. Reporting: 31	Avg. Sales: 0.90		Traffic to Sales: 9 : 1				116	322	37	9	1579	666	Net: 28	
City Codes: REE = Reedley, FR = Fresno, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 121								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 117		Avg. Sales: 0.91	Traffic to Sales: 13 : 1		429	1646	122	16	6494	2781	Net: 106
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											

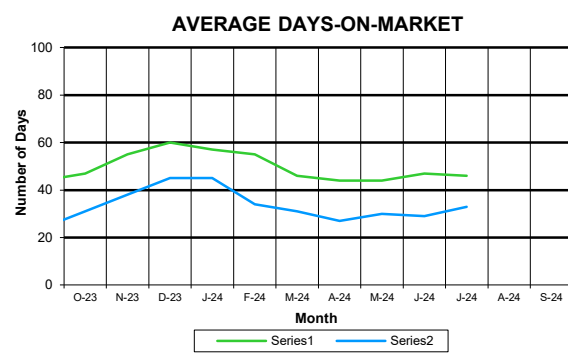
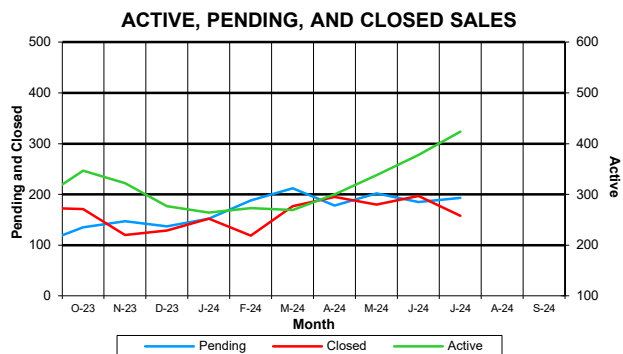
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	109	31	56	19	75	802,622
Jul-24	119	31	45	28	61	769,586



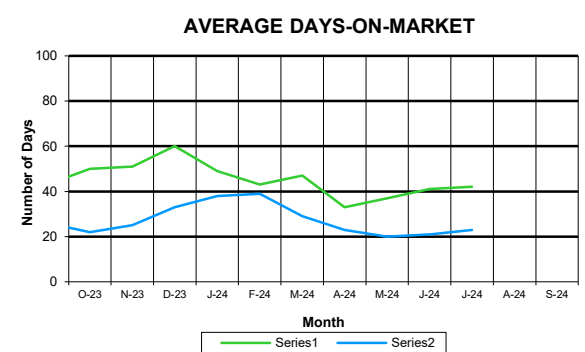
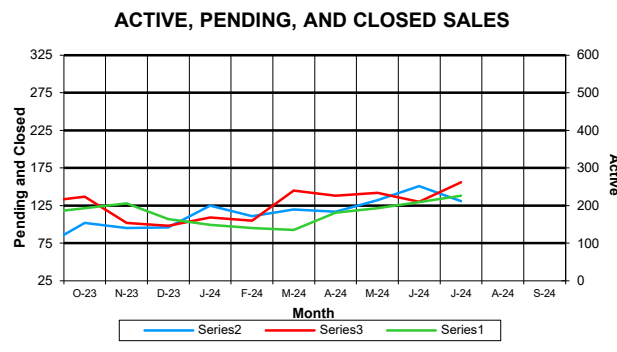
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	378	47	185	29	197	486,930
Jul-24	424	46	193	33	158	491,446



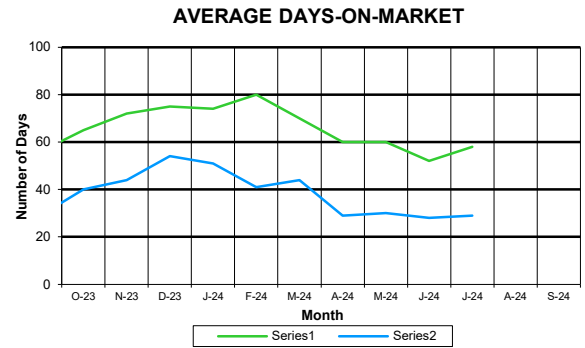
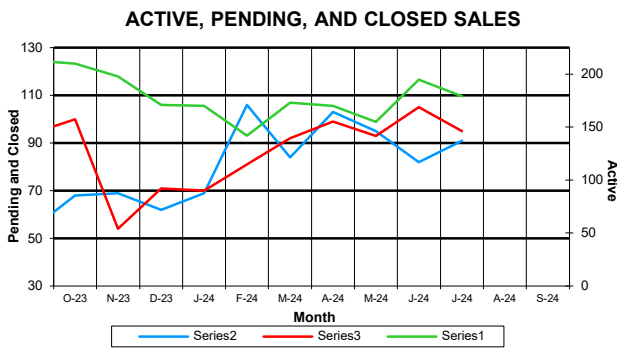
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	209	41	151	21	130	497,059
Jul-24	226	42	131	23	156	496,664



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	195	52	82	28	105	414,405
Jul-24	179	58	91	29	95	437,922



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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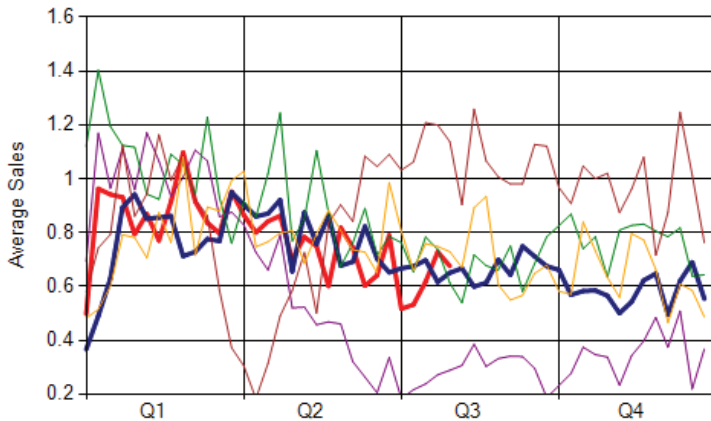
## Sacramento

Week 31

Ending: Sunday, August 4, 2024







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.				
		Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.			
South Sacramento		48	676	37	3	34	0.71	0.88	-20%	0.80	-11%				
Central & North Sacramento		36	352	25	1	24	0.67	0.71	-6%	0.81	-17%				
Folsom		13	214	11	1	10	0.77	0.93	-17%	0.86	-10%				
El Dorado		11	72	4	1	3	0.27	0.46	-41%	0.24	11%				
Placer & Nevada		59	854	39	3	36	0.61	0.73	-16%	0.57	8%				
Yolo		7	61	12	0	12	1.71	1.14	51%	0.92	86%				
Amador County		1	8	0	0	0	0.00	0.20	-100%	0.00	0.00				
Northern Counties		16	89	13	3	10	0.63	0.77	-19%	0.58	8%				
Current Week Totals		Traffic : Sales		16 : 1		191	2326	141	12	129	0.68	0.78	-13%	0.68	0%
Per Project Average						12	0.74	0.06	0.68						
Year Ago - 08/06/2023		Traffic : Sales		17 : 1		183	2237	130	11	119	0.65	0.75	-14%	0.72	-10%
% Change						4%	4%	8%	9%	8%	4%	3%			-6%

52 Weeks Comparison



Year to Date Averages Through Week 31

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	0.12	0.78	0.73
	2020	149	16	0.99	0.16	0.83	0.89
	2021	160	18	1.02	0.09	0.93	0.85
	2022	172	14	0.81	0.15	0.66	0.52
	2023	180	14	0.88	0.12	0.75	0.70
	2024	188	13	0.88	0.10	0.78	0.78
% Change:		4%	-9%	0%	-21%	3%	11%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>As widely anticipated, the FOMC left the fed funds rate unchanged at its summer meeting though it opened the door to the possibility of a rate cut in September. This came after the FOMC raised rates at multiple consecutive meetings before holding the terminal rate just north of 5% for the prior year. No one was expecting what happened next. The FOMC did cut rates in September, but stunned the market by cutting 50 bps when the expectation was for just a quarter point cut. The year was 2007. From June 2006 until September 2007, the FOMC held the fed funds rate at 5.25%. If the FOMC cuts at the September meeting, this plateau will roughly match that one. If rate cuts are put off any longer, this will mark the longest hold at the terminal fed funds rate since 1998. The goal of keeping rates higher for longer, of course, is to put downward pressure on inflation. While it is till not back to the 2% target, the year-over-year pace of core PCE inflation has come down to 2.6% in the latest print from a 4.3% rate in June 2023. Rate cuts are not promised, but the stage is certainly set. Chair Powell stated in the press conference that "a rate cut could be on the table in September" and "the broad sense of the committee is that the economy is moving closer to the point at which it will be appropriate to reduce our policy rate." We look for the Committee to reduce the fed funds rate by 25 bps at its September meeting. Further labor-market weakening could support more and/or a faster pace of easing, but we're not expecting the sorts of surprises that emerged during the same stretch exactly 17 years ago. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.50%	6.59%	
	6.13%	6.76%	
10 Yr Yield	3.82%		

Development Name	Developer	City Code	Notes	Type	Projects Participating: 48									
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	1	11	3	0	9	9	0.34	0.34
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	20	12	3	0	17	17	0.62	0.62
Riverhaven	Beazer	SO		DTST	66	4	3	15	3	0	26	26	0.95	0.95
Stonehaven	Beazer	SO		DTMU	90	0	1	10	1	0	50	20	0.90	0.65
Parlin Oaks	Blue Mountain	GT		DTST	71	0	1	23	0	0	5	5	2.33	2.33
Park Place	Century	SO		DTST	48	0	3	3	0	0	0	0	0.00	0.00
Carnelian at Sheldon Farms	DR Horton S/O	LN		DTMU	122	0	S/O	1	0	0	122	46	1.22	1.48
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	1	3	2	0	143	42	1.43	1.35
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	0	3	0	0	1	117	36	1.18	1.16
Cascade at Elliott Springs	Elliott	VN		DTMU	173	0	3	54	0	0	27	27	1.33	1.33
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	33	0	0	69	32	1.00	1.03
The Retreats	K Hovnanian	RM		DTMU	62	0	2	4	1	0	40	16	0.35	0.52
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	5	19	1	0	6	6	0.45	0.45
Fairfax at The Grove	KB Home	LN		DTMU	125	0	1	15	2	0	40	40	1.52	1.52
Hayworth at The Grove	KB Home	LN		DTMU	90	0	2	14	1	0	40	40	1.52	1.52
Highland at The Grove	KB Home	LN		DTST	116	0	2	11	0	0	10	10	0.75	0.75
Lexington at The Grove	KB Home	LN		DTMU	58	0	5	6	0	0	26	26	0.86	0.84
Riva at Delta Shores	KB Home	SO		DTMU	109	0	2	43	1	0	4	4	0.43	0.43
Rosewood at The Grove	KB Home	LN		DTMU	51	0	2	2	0	0	41	31	1.10	1.00
Westborne at The Grove	KB Home	LN		DTMU	123	4	4	7	1	0	60	50	1.46	1.61
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	0	2	8	1	0	90	49	1.42	1.58
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	7	1	1	72	50	1.33	1.61
Calabria at Vineyard Parke	Lennar	SO		DTST	144	0	3	8	1	0	20	20	1.40	1.40
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	0	4	18	2	0	96	55	1.62	1.77
Laguna Ranch II	Richmond American	LN		DTMU	100	0	5	2	1	0	71	20	0.63	0.65
Seasons at Caterina	Richmond American	GT		DTMU	61	0	3	4	1	0	52	26	0.58	0.84
Seasons at the Farm	Richmond American	GT		DTMU	87	0	4	12	1	0	73	27	0.58	0.87
Woodberry at Bradshaw Crossing II	Richmond American TSO	SO		DTMU	120	0	TSO	20	2	0	100	37	0.92	1.19
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	5	4	0	0	19	13	0.50	0.42
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	3	3	1	0	9	7	0.24	0.23
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	4	4	0	0	10	9	0.26	0.29
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	7	11	0	1	13	13	0.85	0.85
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	4	0	0	66	21	0.73	0.68
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	3	9	0	0	72	19	0.80	0.61
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	0	3	13	0	0	57	24	0.63	0.77
Madeira Ranch - Prairie	Taylor Morrison TSO	LN		DTMU	66	0	TSO	6	0	0	60	13	0.66	0.42
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	2	5	0	0	73	20	0.78	0.65
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	4	4	14	1	0	85	24	0.91	0.77
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	4	10	0	0	76	23	0.81	0.74
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	1	13	1	0	54	41	0.91	1.32
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	4	9	0	0	46	6	0.78	0.19
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	0	4	30	0	0	0	0	0.00	0.00
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	3	30	1	0	1	1	0.88	0.88
Long Meadow	The New Home Co	VN		DTMU	122	4	4	30	1	0	52	32	1.06	1.03
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	4	4	30	2	0	4	4	3.50	3.50

Development Name	Developer	City Code	Notes	Type										
South Sacramento   South Sacramento (Continued ...)					Projects Participating: 48									
					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
Cedar Creek	Tim Lewis	GT		DTMU	112	0	3	7	0	0	106	26	0.68	0.84
The Oasis	Tim Lewis	LN		DTMU	52	4	3	41	1	0	39	30	0.97	0.97
The Meadows	Woodside	LN		DTMU	141	0	2	38	0	0	7	7	0.33	0.33
TOTALS: No. Reporting: 48		Avg. Sales: 0.71		Traffic to Sales: 18 : 1			158	676	37	3	2275	1100	Net: 34	
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta														

C/N Sacramento   Central Sacramento					Projects Participating: 26									
					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	5	15	0	0	51	18	0.73	0.58	
Heritage at Gum Ranch	Elliott	FO	DTMU	251	0	3	12	0	0	182	23	0.67	0.74	
Placer at Rio Del Oro	Elliott	RO	DTMU	117	0	6	6	0	0	39	11	0.38	0.35	
Sutter at Rio Del Oro	Elliott	RO	DTMU	136	0	4	5	0	0	28	9	0.26	0.29	
Canyon at The Ranch	K Hovnanian	RO	DTMU	114	4	3	9	3	1	43	29	0.65	0.94	
Montrose at The Ranch	K Hovnanian	RO	DTMU	113	0	3	4	1	0	71	13	0.54	0.42	
Paseo at The Ranch	K Hovnanian	RO	DTMU	130	4	4	4	2	0	66	26	0.69	0.84	
Sagebrush at The Ranch	K Hovnanian	RO	DTMU	116	0	3	3	2	0	91	30	0.69	0.97	
Springs at The Ranch	K Hovnanian	RO	DTMU	173	0	2	0	0	0	71	0	0.54	0.00	
Celedon at Pradera Ranch	Lennar	RO	DTMU	111	0	1	7	1	0	62	54	1.81	1.74	
Jade at Pradera Ranch	Lennar	RO	DTMU	90	0	3	7	1	0	57	57	2.35	2.35	
Midori at Pradera Ranch	Lennar	RO	DTMU	90	0	4	3	0	0	37	37	1.22	1.19	
Olive Grove at Pradera Ranch	Lennar	RO	DTST	78	0	2	16	2	0	10	10	1.21	1.21	
Verdant II at Pradera Ranch	Lennar	RO	DTMU	192	0	3	8	1	0	69	55	1.46	1.77	
Viridian II at Pradera Ranch	Lennar	RO	DTMU	92	0	3	5	0	0	57	49	1.29	1.58	
Ascent at Montelena	Pulte	RO	DTMU	127	0	2	12	0	0	52	24	0.54	0.77	
Solis at Montelena	Pulte	RO	DTMU	55	0	3	5	1	0	32	18	0.31	0.58	
Vista at Montelena	Pulte S/O	RO	DTMU	38	0	S/O	5	0	0	38	5	0.37	0.16	
Seasons at Montelena	Richmond American TSO	RO	DTMU	125	0	TSO	23	3	0	91	31	0.72	1.00	
Riverblossom at Montelena	TRI Pointe	RO	DTMU	98	0	3	31	0	0	7	7	0.77	0.77	
Starblossom at Montelena	TRI Pointe	RO	DTMU	65	0	1	31	0	0	1	1	0.11	0.11	
Wildblossom at Montelena	TRI Pointe	RO	DTMU	23	0	4	31	0	0	2	2	0.22	0.22	
Acacia II at Cypress	Woodside	RO	DTMU	90	0	3	3	0	0	23	11	0.42	0.35	
Palo Verde at Cypress	Woodside	RO	DTMU	92	0	3	14	0	0	40	20	0.72	0.65	
Sycamore at Cypress	Woodside	RO	DTMU	96	0	3	3	0	0	18	8	0.34	0.26	
Valley Oak at Cypress	Woodside	RO	DTMU	88	0	5	3	1	0	18	11	0.33	0.35	
TOTALS: No. Reporting: 26		Avg. Sales: 0.65		Traffic to Sales: 15 : 1				76	265	18	1	1256	559	Net: 17
City Codes: RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
C/N Sacramento   North Sacramento					Projects Participating: 10									
					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	2	9	2	0	16	16	0.98	0.98
Villas at The Preserve	KB Home	AO		DTMU	203	0	2	26	2	0	36	31	0.88	1.00
Northlake - Bleau	Lennar	SO		DTMU	348	4	4	16	2	0	218	53	1.18	1.71
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	2	3	0	0	6	6	0.15	0.19
Northlake - Drifton	Lennar	SO		DTMU	236	0	3	3	0	0	141	14	0.80	0.45
Northlake - Lakelet	Lennar	SO		DTMU	307	0	3	16	0	0	139	11	0.75	0.35
Northlake - Shor	Lennar	SO		DTMU	337	4	5	7	1	0	170	16	0.92	0.52
Northlake - Watersyde	Lennar	SO		DTMU	276	0	5	2	0	0	143	9	0.77	0.29
Northlake - Wavmor	Lennar	SO		DTMU	320	0	1	3	0	0	170	26	0.92	0.84
Waters Edge	Lennar	SO		DTST	139	0	1	2	0	0	4	4	0.49	0.49
TOTALS: No. Reporting: 10	Avg. Sales: 0.70		Traffic to Sales: 12 : 1				28	87	7	0	1043	186	Net: 7	
City Codes: AO = Antelope, SO = Sacramento														

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	4	6	0	0	32	14	0.60	0.45	
Esquire at Folsom Ranch	KB Home	FM	DTMU	153	4	5	23	2	0	21	21	1.16	1.16	
Brass Pointe at Russell Ranch	Lennar TSO	FM	DTMU	143	0	TSO	13	2	0	113	33	0.96	1.06	
Platinum Peak at Russell Ranch	Lennar	FM	DTMU	120	0	1	3	0	0	113	36	0.98	1.16	
Rockcress II at Folsom Ranch	Lennar	FM	DTMU	115	4	3	20	3	0	45	37	1.35	1.19	
Silver Knoll at Russell Ranch	Lennar S/O	FM	DTMU	98	0	S/O	19	2	0	98	44	1.52	1.42	
Sterling Hills at Russell Ranch	Lennar	FM	DTMU	112	0	3	4	0	0	95	43	1.44	1.39	
Folsom Ranch - Encore	Taylor Morrison	FM	DTMU	106	0	4	15	0	0	60	24	0.69	0.77	
Folsom Ranch - Legends	Taylor Morrison	FM	DTMU	110	0	1	13	1	0	61	29	0.70	0.94	
Canterly at Folsom Ranch	TRI Pointe	FM	DTMU	100	0	2	24	0	0	88	29	1.16	0.94	
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMU	72	0	2	25	1	0	63	20	0.57	0.65	
Lariat at Folsom Ranch	TRI Pointe	FM	DTMU	76	0	3	24	0	1	73	24	0.96	0.77	
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMU	90	0	3	25	0	0	73	24	0.66	0.77	
TOTALS: No. Reporting: 13		Avg. Sales: 0.77		Traffic to Sales: 19 : 1				31	214	11	1	935	378	Net: 10
City Codes: FM = Folsom														

Development Name	Developer	City Code	Notes	Type										
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	14	0	0	5	5	0.21	0.21
Revere	Blue Mountain	RE		DTMU	51	0	1	4	0	0	48	6	0.28	0.19
Alder at Saratoga Estates	Elliott	EH		DTMU	129	0	3	3	1	0	126	18	0.60	0.58
Manzanita at Saratoga	Elliott	EH		DTMU	131	0	3	10	1	0	86	16	0.42	0.52
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	2	5	0	0	25	11	0.21	0.35
Heritage El Dorado Hills-Mosaic	Lennar	EH		AASF	373	0	4	4	0	0	362	33	1.18	1.06
Legends II at Heritage Carson Creek	Lennar	EH		AASF	123	0	4	7	1	0	6	6	0.42	0.42
Trento at The Promontory	Lennar S/O	EH		DTMU	32	0	S/O	1	0	0	32	16	0.46	0.52
Ridgeview	The New Home Co	EH		DTMU	44	0	4	15	0	1	24	13	0.42	0.42
Edgelake at Serrano	TRI Pointe	EH		DTMU	65	0	2	6	1	0	63	12	0.43	0.39
Sutter's Ridge	Williams	PV		DTMU	39	0	8	3	0	0	2	2	0.09	0.09
TOTALS: No. Reporting: 11	Avg. Sales: 0.27		Traffic to Sales: 18 : 1				33	72	4	1	779	138	Net: 3	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														



Development Name	Developer	City Code	Notes	Type	Projects Participating: 58									
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	2	19	0	0	43	41	1.05	1.32
Whitehawk	Anthem United	GB		DTMU	55	0	8	38	0	0	36	17	0.47	0.55
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	3	21	2	0	21	21	0.77	0.77
Verrado II at Solaire	Beazer	RV		DTMU	63	0	5	18	2	0	24	14	0.45	0.45
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	6	11	0	0	5	4	0.08	0.13
Millau at Twelve Bridges	Century	LL		DTST	105	0	4	14	0	0	7	7	0.40	0.40
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	4	13	1	0	6	6	0.35	0.35
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	1	4	0	0	55	15	0.36	0.48
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	1	11	0	0	10	10	0.82	0.82
Balboa II	DR Horton	RV		DTST	172	0	4	3	1	0	166	55	1.59	1.77
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	4	4	10	1	0	42	35	1.07	1.13
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	4	4	14	1	0	6	6	0.49	0.49
Turkey Creek Estates	Elliott	LL		DTMU	228	0	3	15	0	0	81	14	0.50	0.45
Edgefield Place	JMC	RK		DTMU	83	3	3	19	2	0	80	34	0.64	1.10
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	4	28	0	0	46	16	0.39	0.52
Fairbrook at Fiddymnt Farms	JMC	RV		DTMU	125	0	3	19	0	0	119	25	0.69	0.81
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	0	3	29	2	0	46	44	1.23	1.42
Meadowbrook at Fiddymnt Farms	JMC	RV		DTMU	80	0	1	15	0	0	79	8	0.46	0.26
Northbrook at Fiddymnt Farm	JMC TSO	RV		DTST	87	0	TSO	23	2	1	82	45	1.24	1.45
Sagebrook at Fiddymnt Farms	JMC TSO	RV		DTMU	214	0	TSO	29	0	0	112	26	0.65	0.84
Sentinel	JMC	RV		DTST	256	0	5	23	0	0	194	32	0.84	1.03
Tribute Pointe	JMC	RK		DTMU	99	0	4	25	0	0	37	14	0.30	0.45
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	2	47	1	0	105	41	0.86	1.32
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	3	31	1	0	36	30	0.89	0.97
Copper Ridge	KB Home	LL		DTMU	281	0	5	7	0	0	135	35	0.97	1.13
Morgan Knolls	KB Home	RV		DTMU	58	0	1	3	0	0	54	29	0.82	0.94
Breckenridge at Sierra West	Lennar	RV		DTMU	281	0	3	7	1	0	196	55	1.33	1.77
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	3	4	0	0	170	32	1.09	1.03
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	4	3	32	4	0	171	45	1.08	1.45
Meander at Winding Creek	Lennar	RV		DTMU	74	4	4	14	2	0	38	37	1.21	1.19
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	3	16	2	1	155	27	1.01	0.87
Windham at Sierra West	Lennar	RV		DTMU	190	0	1	2	0	0	175	41	1.27	1.32
Traverse at Winding Creek	Meritage	RV		DTMU	82	4	4	18	1	0	56	44	1.24	1.42
Premier Soleil	Premier Homes	GB		DTMU	52	0	2	22	0	0	38	5	0.36	0.16
Camellia at Solaire	Pulte	RV		DTMU	67	0	1	12	0	0	36	36	1.23	1.23
Jasmine at Solaire	Pulte	RV		DTMU	107	0	3	3	1	1	29	29	1.11	1.11
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	3	3	0	0	66	25	0.60	0.81
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	2	18	0	0	63	32	0.50	1.03
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	4	4	3	2	0	125	23	0.73	0.74
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	4	4	4	1	0	55	22	0.41	0.71
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	1	3	1	0	110	16	0.65	0.52
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	1	3	0	0	123	22	0.72	0.71
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	1	2	0	0	26	5	0.23	0.16
Valley Oak- Parks	The New Home Co	RV		DTMU	59	4	3	12	2	0	25	17	0.49	0.55
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	4	11	0	0	37	25	0.71	0.81

Development Name	Developer	City Code	Notes	Type										
Placer / Nevada   Placer County (Continued ...)					Projects Participating: 58									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	1	62	1	0	37	16	0.46	0.52
Morgan Place	Tim Lewis	RV		DTMU	79	0	2	10	0	0	9	9	0.31	0.31
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	2	2	1	0	9	6	0.17	0.19
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	4	19	0	0	3	3	0.10	0.10
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	4	0	0	0	10	2	0.09	0.06
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	4	6	1	0	10	10	0.65	0.65
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	5	0	0	0	15	2	0.13	0.06
Monument at Independence	TRI Pointe	LL		DTMU	159	0	2	6	1	0	9	9	0.59	0.59
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	3	18	1	0	23	23	0.85	0.85
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	3	4	0	0	32	8	0.31	0.26
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	1	12	0	0	55	26	0.53	0.84
The Park at Granite Bay	Woodside	GB		DTMU	55	0	9	17	0	0	6	6	0.37	0.37
Wildflower at Winding Creek	Woodside	RV		DTMU	97	0	3	19	1	0	30	30	1.35	1.35
TOTALS: No. Reporting: 58	Avg. Sales: 0.62		Traffic to Sales: 22 : 1				176	853	39	3	3569	1312	Net: 36	
City Codes: RV = Roseville, GB = Granite Bay, 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	1	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			6	1	0	0	0	0	Net: 0	
City Codes: GV = Grass Valley															

Yolo   Yolo 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
Parkside at The Rivers	Century	WS	DTMU	82	0	2	3	0	0	77	34	0.83	1.10	
Trailside at the Rivers	Century	WS	DTMU	120	4	3	8	2	0	54	40	0.66	1.29	
Cannon Pointe at Pioneer Village	Lennar	WL	DTMU	107	0	1	19	3	0	99	37	1.25	1.19	
Casera Meadows at Pioneer Village	Lennar	WL	DTMU	124	0	8	6	0	0	71	38	0.88	1.23	
The Hideaway	Meritage TSO	WN	DTMU	148	0	TSO	7	3	0	113	41	1.01	1.32	
Walnut Lane	Meritage	WN	DTMU	53	4	2	8	4	0	32	32	1.51	1.51	
Revival	Tim Lewis	WL	DTST	72	0	1	10	0	0	45	23	0.38	0.74	
TOTALS: No. Reporting: 7		Avg. Sales: 1.71		Traffic to Sales: 5 : 1				17	61	12	0	491	245	Net: 12
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

Amador County   Amador County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II		Tim Lewis		PLY	DTMU	40	0	4	8	0	0	27	6	0.18	0.19
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			4	8	0	0	27	6	Net: 0	
City Codes: PLY = Plymouth															

Development Name	Developer	City Code	Notes	Type										
Northern Counties   Butte County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Amber Lynn Estates	DR Horton	CO		DTST	108	4	4	0	0	0	52	16	0.53	0.52
Sparrow	DR Horton	CO		DTMU	86	0	2	3	0	0	62	28	0.55	0.90
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: N/A				6	3	0	0	114	44	Net: 0
City Codes: CO = Chico														

Northern Counties   Yuba County				Projects Participating: 9										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	4	4	0	0	26	23	0.63	0.74	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	1	19	1	0	38	17	0.54	0.55	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	5	0	0	0	110	8	0.47	0.26	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	0	1	7	3	1	96	43	0.79	1.39	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	4	2	15	4	1	128	45	1.03	1.45	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	0	1	13	2	1	116	51	1.27	1.65	
Pembroke at Rio Del Oro	Lennar	PLK	DTMU	52	0	4	4	0	0	5	5	0.80	0.80	
Rock Creek at Rio Del Oro	Lennar	PLK	DTST	50	0	3	5	0	0	4	4	0.64	0.64	
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	145	0	2	4	0	0	9	9	0.58	0.58	
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 7 : 1				23	71	10	3	532	205	Net: 7
City Codes: PLK = Plumas Lake, WH = Wheatland														

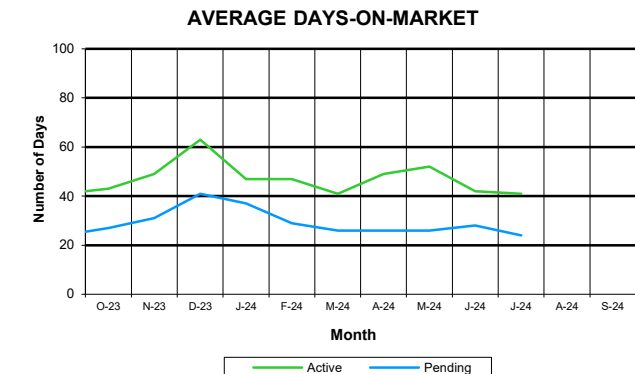
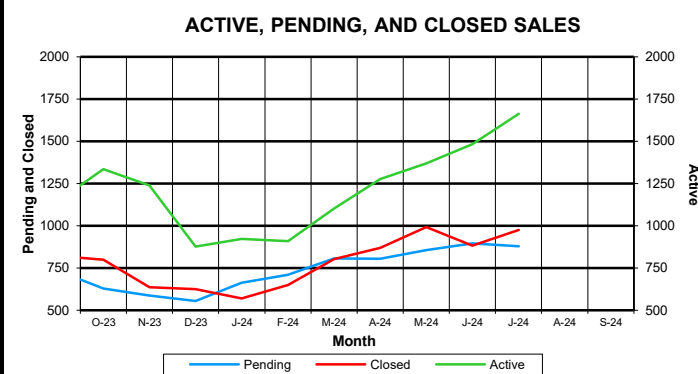
Northern Counties   Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Harter Estates		DR Horton		YC	ATST	150	0	2	7	1	0	25	25	1.07	1.07
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 7 : 1			2	7	1	0	25	25	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	4	3	0	0	55	28	0.64	0.90	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	4	5	4	2	0	47	22	0.55	0.71	
Monroe	DR Horton	RD	DTST	20	0	4	1	0	0	14	9	0.25	0.29	
Rio	DR Horton	RD	DTST	50	0	1	0	0	0	49	8	0.43	0.26	
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 4 : 1				14	8	2	0	165	67	Net: 2
City Codes: RD = Redding														

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: 0.68	Traffic to Sales: 16 : 1	574	2326	141	12	11211	4265	Net: 129
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									

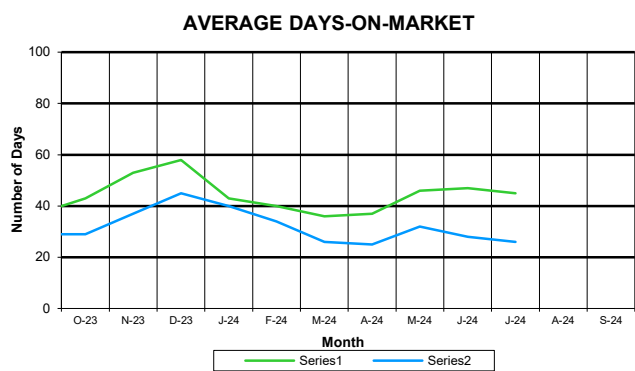
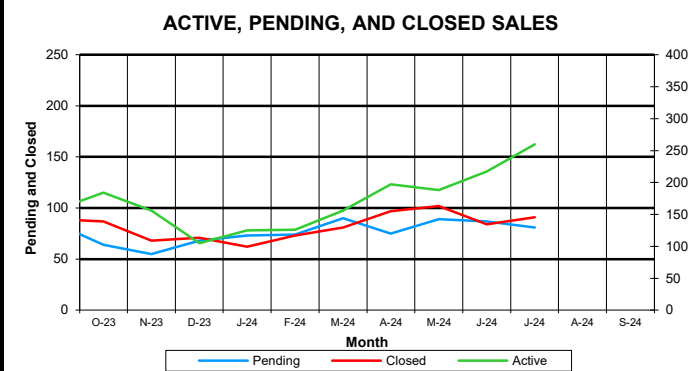
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	1,483	42	897	28	882	617,669
Jul-24	1,662	41	879	24	975	627,548



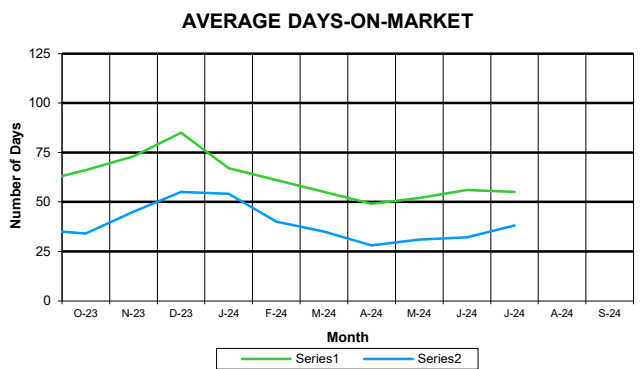
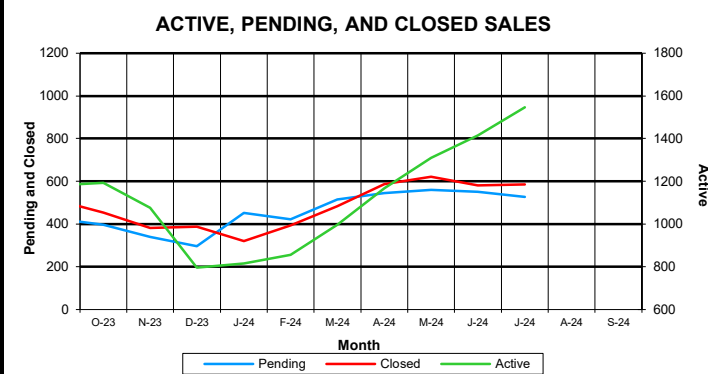
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	217	47	87	28	84	332,500
Jul-24	260	45	81	26	91	357,589



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	1,414	56	551	32	581	808,356
Jul-24	1,546	55	527	38	585	789,655



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jun-24	196	50	101	33	108	714,737
Jul-24	214	51	90	28	107	702,342

