

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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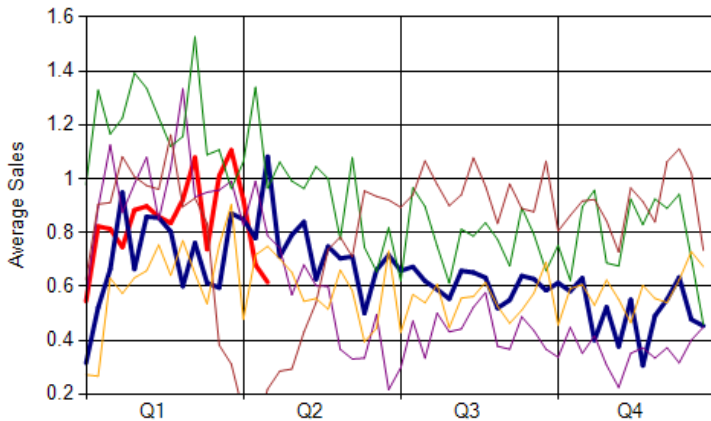
Bay Area

Week 16

Ending: Sunday, April 21, 2024

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.				
		Projects	Traffic	Sales	Cancel				Avg.	Diff.	Avg.	Diff.			
Alameda		18	295	13	0	13	0.72	0.82	-12%	0.83	-13%				
Contra Costa		25	593	20	4	16	0.64	0.82	-22%	0.86	-25%				
Sonoma, Napa		7	43	6	0	6	0.86	0.79	8%	0.82	5%				
San Francisco, Marin		3	20	1	0	1	0.33	0.83	-60%	0.92	-64%				
San Mateo		1	14	0	0	0	0.00	0.63	-100%	0.62	-100%				
Santa Clara		20	275	10	0	10	0.50	0.93	-46%	1.01	-50%				
Monterey, Santa Cruz, San Benito		7	107	8	0	8	1.14	0.94	21%	0.94	22%				
Solano		23	243	16	6	10	0.43	0.80	-45%	0.86	-49%				
Current Week Totals		Traffic : Sales		21 : 1		104	1590	74	10	64	0.62	0.84	-27%	0.88	-30%
Per Project Average				15	0.71	0.10	0.62								
Year Ago - 04/23/2023		Traffic : Sales		12 : 1		110	1481	124	5	119	1.08	0.74	47%	0.76	43%
% Change		-5%	7%	-40%	100%	-46%	-43%	14%			16%				

52 Weeks Comparison



Year to Date Averages Through Week 16


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	148	19	0.72	0.09	0.63	0.58
■	2020	153	15	0.83	0.11	0.71	0.80
■	2021	119	17	1.26	0.07	1.19	0.93
■	2022	103	12	1.04	0.09	0.95	0.58
■	2023	114	12	0.82	0.08	0.74	0.64
■	2024	105	14	0.90	0.07	0.84	0.84
% Change:		-8%	15%	11%	-17%	14%	31%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>A dearth of existing home inventory, builder incentives and a resilient jobs market helped to propel new home sales 5.9% higher over the past year. However, affordability continues to challenge the overall pace of sales and put downward pressure on prices. In February, new home sales dipped 0.3% as mortgage rates crept back up. We expect sales were little changed in March with mortgage rates edging up slightly further and resale inventory at a near four-year high last month. The rising number of both existing and new homes for sale, as builders have ramped single-family construction back up, likely continued to weigh on prices. The median price of a new home sold fell 7.6% over the past year to \$400,500, leaving it just 3% higher than the median price of an existing home. Looking ahead, a structural shortfall of available single-family homes as well as builders' ability to bridge the affordability gap with price incentives should support sales this year even as mortgage rates have swung higher in recent weeks. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
CONV	7.00%	7.11%	
FHA	6.75%	7.28%	
10 Yr Yield	4.63%		
			

Development Name	Developer	City Code	Notes	Type										
Alameda County Alameda 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
La Playa Place	DR Horton	HY	New	DTMU	47	5	3	26	2	0	2	2	7.00	7.00
Island View at Alameda Marina	Landsea	AL	Rsv's	ATMU	98	2	3	19	1	0	13	6	0.26	0.38
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	19	0	0	13	6	0.26	0.38
Aspect at Innovation	Lennar	FR		ATMU	167	4	6	12	2	0	134	23	1.03	1.44
Beacon at Bridgeway	Lennar	NK		DTMU	120	4	7	14	2	0	60	11	0.92	0.69
Chroma at Innovation	Lennar	FR		ATMU	146	0	6	18	1	0	133	7	1.31	0.44
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	18	1	0	123	14	0.98	0.88
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	12	0	0	93	20	0.70	1.25
Vista at Bridgeway	Lennar	NK		DTMU	72	0	4	14	1	0	52	17	0.90	1.06
Lookout at Bay37	Pulte	AL		ATMU	138	0	3	8	1	0	95	13	0.56	0.81
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	5	5	0	0	103	10	0.50	0.63
TOTALS: No. Reporting: 11	Avg. Sales: 1.00		Traffic to Sales: 15 : 1				52	165	11	0	821	129	Net: 11	
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	TSO	DB	ATMU	60	0	TSO	0	0	0	50	1	0.87	0.06	
Ivy at Boulevard	Brookfield	TSO	DB	DTMU	62	0	TSO	0	0	0	60	22	1.46	1.38	
Vine at Boulevard	Brookfield		DB	ATMU	92	4	29	24	0	0	0	0	0.00	0.00	
Avalon at Boulevard	Lennar		DB	ATMU	90	2	5	36	0	0	42	18	1.13	1.13	
Gramercy at the Boulevard	Lennar		DB	ATMU	102	2	5	35	1	0	27	21	0.99	1.31	
Lombard at Boulevard	Lennar		DB	DTMU	100	1	3	34	1	0	87	16	0.86	1.00	
Vineyard Collection II	Ponderosa	TSO	LV	DTMU	9	0	TSO	1	0	0	6	1	0.09	0.06	
TOTALS: No. Reporting: 7		Avg. Sales: 0.29			Traffic to Sales: 65 : 1				42	130	2	0	272	79	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	11	17	0	0	63	6	0.34	0.38	
Hillcrest	Shea	PH	DTMU	31	0	5	14	0	0	15	15	0.78	0.94	
Oak Grove	SummerHill	WC	ATMU	115	0	2	17	0	0	20	10	0.95	0.63	
Penny Lane	Trumark	CN	ATMU	70	0	12	10	0	0	28	10	0.47	0.63	
TOTALS: No. Reporting: 4		Avg. Sales: 0.00		Traffic to Sales: N/A				30	58	0	0	126	41	Net: 0
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	2	12	0	0	35	10	0.54	0.63
City Village - Towns	SummerHill	SR		ATMU	136	0	1	156	0	1	36	16	1.25	1.00
City Village -Courts	SummerHill	SR		DTMU	154	0	2	156	2	0	20	11	0.66	0.69
TOTALS: No. Reporting: 3	Avg. Sales: 0.33		Traffic to Sales: 162 : 1				5	324	2	1	91	37	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	16	1	1	23	17	0.38	1.06
TOTALS: No. Reporting: 1					Avg. Sales: 0.00			Traffic to Sales: 16 : 1			4	16	1	1	23	17	Net: 0			
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. Sis /Week	Av. Sis /YTD
Crest at Park Ridge	Davidon	AN	DTMU	300	0	3	14	0	0	291	9	0.85	0.56	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	10	12	0	0	142	18	0.78	1.13	
Luca at Aviano	DeNova	AN	DTMU	194	2	2	25	3	0	191	27	1.36	1.69	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	0	4	5	1	0	25	11	0.54	0.69	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	3	5	5	1	0	26	14	0.56	0.88	
Deer Valley	Meritage	AN	DTMU	120	0	4	19	1	0	2	2	0.64	0.64	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMU	142	0	3	0	0	0	139	11	0.77	0.69	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMU	120	0	8	6	2	1	112	26	0.78	1.63	
Rise at Cielo	TRI Pointe	AN	DTMU	159	0	5	4	0	0	115	14	1.09	0.88	
Shine at Cielo	TRI Pointe	AN	DTMU	137	0	6	4	0	0	108	15	1.03	0.94	
TOTALS: No. Reporting: 10		Avg. Sales: 0.70		Traffic to Sales: 12 : 1				50	94	8	1	1151	147	Net: 7
City Codes: AN = Antioch, PT = Pittsburg														

Contra Costa County East Contra Costa				Projects Participating: 7									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI	DTMU	131	3	4	15	1	0	107	5	0.44	0.31
Chandler	Brookfield	BT	DTMU	160	0	12	16	4	0	148	20	1.06	1.25
Cypress Crossings	KB Home	OY	DTMU	98	2	4	29	1	0	76	19	0.83	1.19
Beacon at Delta Coves	Pulte	BI	DTST	30	0	5	8	0	0	16	6	0.28	0.38
Seagrass	Pulte	DB	DTMU	276	0	3	11	1	1	10	10	0.45	0.63
Parkside	Richmond American	BT	DTMU	34	0	3	7	0	0	28	15	0.57	0.94
Orchard Trails	Shea	BT	DTMU	78	0	2	15	2	0	66	11	0.51	0.69
TOTALS: No. Reporting: 7		Avg. Sales: 1.14		Traffic to Sales: 11 : 1			33	101	9	1	451	86	Net: 8
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay													

Development Name	Developer	City Code	Notes	Type										
Sonoma and Napa Counties Sonoma, Napa 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
Artisan at Watson Ranch	DR Horton	AC		DTMU	98	1	1	1	1	0	97	27	1.31	1.69
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	3	5	6	2	0	73	28	1.30	1.75
Willow at University District	DR Horton	RP		DTMU	128	0	1	13	0	0	123	21	1.11	1.31
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	4	5	1	0	72	9	0.51	0.56
Seasons at University District	Richmond American	RP		DTMU	52	0	3	6	0	0	47	8	0.42	0.50
Meadow Creek II	Ryder	SR		DTMU	31	0	3	8	1	0	28	7	0.54	0.44
Riverfront	TRI Pointe	PET	Rsv's	DTMU	134	3	6	4	1	0	112	7	0.62	0.44
TOTALS: No. Reporting: 7	Avg. Sales: 0.86		Traffic to Sales: 7 : 1				23	43	6	0	552	107	Net: 6	
City Codes: AC = American Canyon, RP = Rohnert Park, 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	2	4	8	1	0	72	16	0.52	1.00	
The Strand	Trumark	SN	DTMU	32	0	6	11	0	0	26	9	0.20	0.56	
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 19 : 1			10	19	1	0	98	25	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	2	1	0	0	50	15	0.31	0.94
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				2	1	0	0	50	15	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	4	14	0	0	52	10	0.48	0.63
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				4	14	0	0	52	10	Net: 0	
City Codes: FC = Foster City																

Development Name	Developer	City Code	Notes	Type										
Santa Clara County Santa Clara County					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
Moonstone	Brookfield	MH		ATMU	86	0	9	33	1	0	5	5	0.44	0.44
Sundance	Brookfield	MH		ATMU	34	0	9	33	0	0	3	3	0.27	0.27
Summerstone	DR Horton	GL		DTST	29	0	4	6	0	0	21	16	0.72	1.00
Lumen	KB Home	ML		ATMU	32	0	2	18	0	0	8	8	1.51	1.51
Lavender	Landsea	SV		ATMU	128	0	2	0	0	0	124	27	0.94	1.69
Bellflower at Cadence	Lennar	GL		DTMU	18	0	2	14	1	0	8	8	0.86	0.86
Briarwood at Cadence	Lennar	GL		DTMU	54	0	2	14	1	0	7	7	0.75	0.75
Avenue at Central	Pulte	SJ		ATMU	158	0	5	12	0	0	42	28	1.30	1.75
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	0	0.25	0.00
Plaza at Central	Pulte	SJ		ATMU	90	0	5	12	0	0	72	14	0.83	0.88
The Elms	Pulte	ST		ATMU	90	0	5	19	0	0	10	8	0.33	0.50
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	5	13	0	0	55	2	0.39	0.13
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	1	13	1	0	79	13	0.52	0.81
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	6	13	2	0	82	18	0.54	1.13
Verano	SummerHill	MV		ATMU	115	0	10	19	1	0	98	27	1.19	1.69
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	9	15	0	0	41	21	0.91	1.31
Blueprint	Taylor Morrison	SC		ATMU	48	0	11	6	0	0	22	22	2.66	2.66
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	3	10	0	0	20	7	0.45	0.44
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	4	12	1	0	39	12	0.43	0.75
Jasper	Trumark	MH		ATMU	101	5	11	13	2	0	79	25	0.70	1.56
TOTALS: No. Reporting: 20		Avg. Sales: 0.50		Traffic to Sales: 28 : 1				105	275	10	0	840	271	Net: 10
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	5	17	2	0	69	22	0.82	1.38	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	0	5	2	1	0	10	9	0.40	0.56	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	4	23	2	0	48	28	1.02	1.75	
Serenity V	Legacy	HO	DTMU	36	0	3	16	0	0	24	6	0.33	0.38	
Elderberry	Lennar	HO	DTMU	66	0	4	22	1	0	62	24	0.83	1.50	
Laurel	Lennar	HO	DTMU	67	3	5	22	2	0	55	17	0.73	1.06	
Enclave, The	Shea	SS	DTMU	61	0	2	5	0	0	53	3	0.35	0.19	
TOTALS: No. Reporting: 7		Avg. Sales: 1.14		Traffic to Sales: 13 : 1				28	107	8	0	321	109	Net: 8
City Codes: HO = Hollister, SS = Seaside														

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	4	11	1	0	70	16	1.32	1.00
TOTALS: No. Reporting: 1					Avg. Sales: 1.00			Traffic to Sales: 11 : 1			4	11	1	0	70	16	Net: 1
City Codes: VL = Vallejo																	

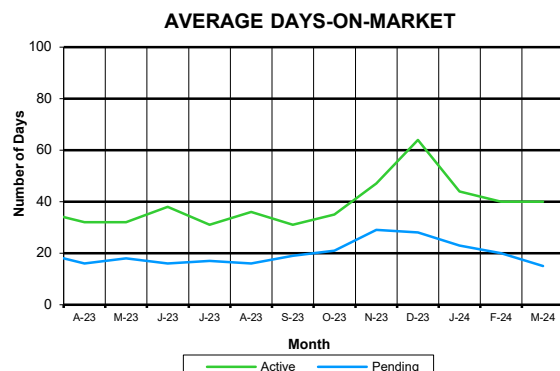
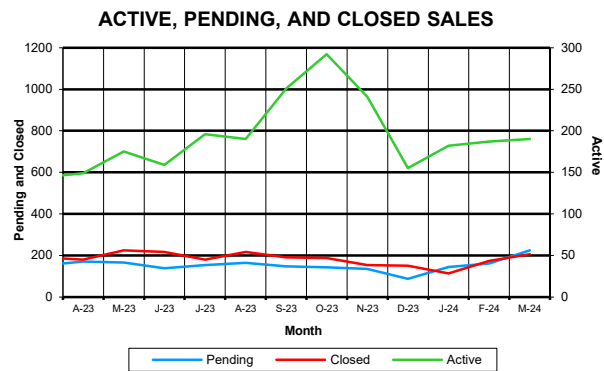
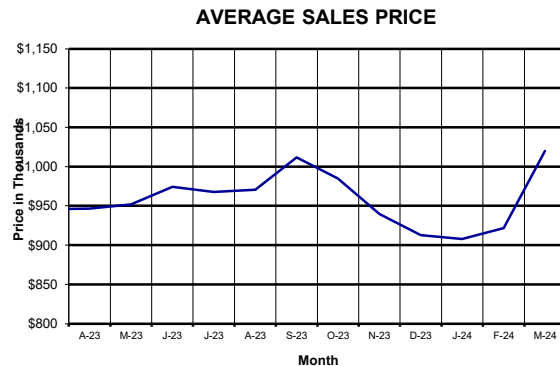
Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
Solano County Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	7	11	0	1	31	4	0.30	0.25
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	9	15	0	0	31	4	0.30	0.25
Meridian	Century	SU		DTMU	71	0	1	13	0	0	9	6	0.33	0.38
Monte Verde	Century	FF		DTMU	124	2	3	13	1	0	114	19	1.16	1.19
Luminescence at Liberty	DeNova	RV		AASF	311	4	6	14	1	0	141	19	0.97	1.19
Iris at The Villages	DR Horton	FF		DTMU	119	3	5	16	2	1	75	23	1.04	1.44
Violet at Homestead	DR Horton	DX		DTST	70	0	7	8	0	0	18	13	0.93	0.81
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	3	7	6	2	1	56	23	0.61	1.44
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	3	5	0	0	48	15	0.52	0.94
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	3	4	5	2	1	29	16	0.90	1.00
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	4	11	0	0	18	9	0.56	0.56
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	2	1	0	0	86	4	0.67	0.25
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	3	4	12	1	0	20	15	0.90	0.94
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	2	12	0	0	69	9	0.65	0.56
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	6	0	0	55	7	0.51	0.44
Foxboro Knolls	Pulte	VC		DTMU	58	0	5	17	0	1	23	23	1.61	1.61
Orchards at Valley Glen III	Richmond American	DX		DTMU	80	0	3	2	3	1	67	12	0.50	0.75
Seasons at Homestead	Richmond American	DX		DTMU	85	3	6	12	2	0	60	14	0.56	0.88
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	7	1	0	103	14	0.64	0.88
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	0	9	22	0	0	3	3	0.70	0.70
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	4	12	0	0	12	6	0.28	0.38
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	3	12	0	0	98	13	0.59	0.81
TOTALS: No. Reporting: 22	Avg. Sales: 0.41		Traffic to Sales: 15 : 1				103	232	15	6	1166	271	Net: 9	
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 104								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 104		Avg. Sales: 0.62	Traffic to Sales: 21 : 1		495	1590	74	10	6084	1360	Net: 64
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

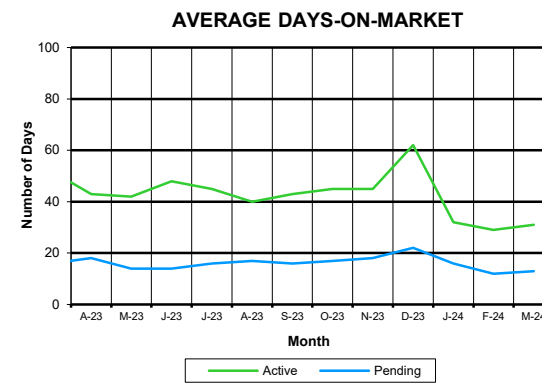
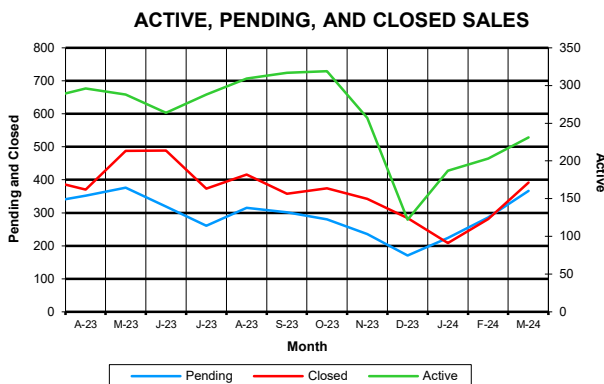
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682
Dec-23	155	64	87	28	151	912,755
Jan-24	182	44	144	23	113	907,860
Feb-24	187	40	162	20	174	921,672
Mar-24	190	40	224	15	206	1,019,731



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

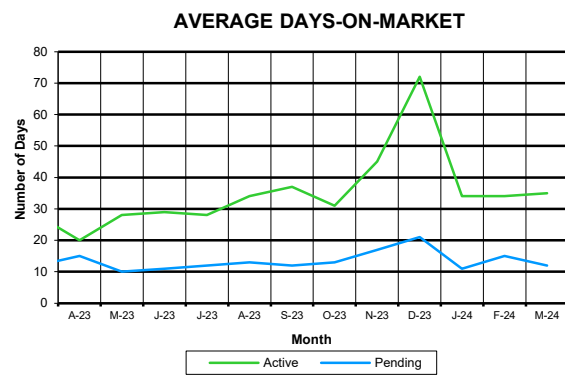
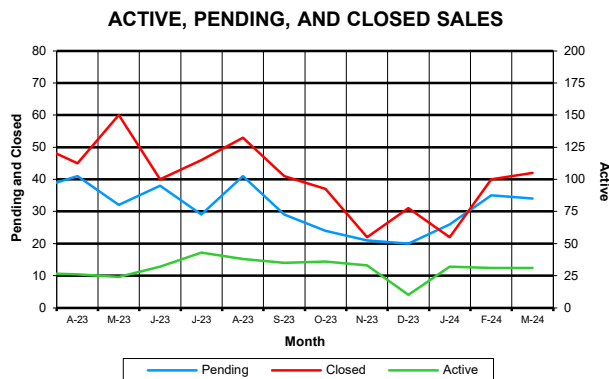
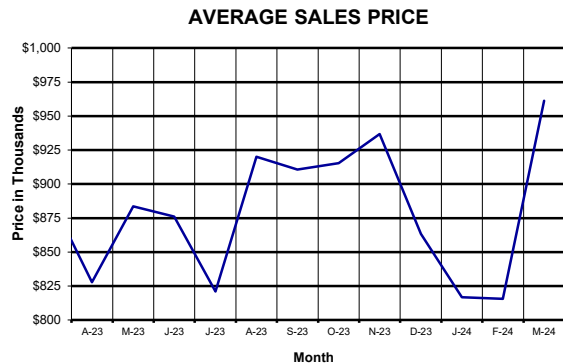
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146
Oct-23	319	45	280	17	374	1,798,477
Nov-23	257	45	236	18	342	1,673,093
Dec-23	122	62	171	22	284	1,720,219
Jan-24	187	32	224	16	208	1,729,724
Feb-24	203	29	286	12	281	1,740,358
Mar-24	231	31	366	13	392	1,878,824



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

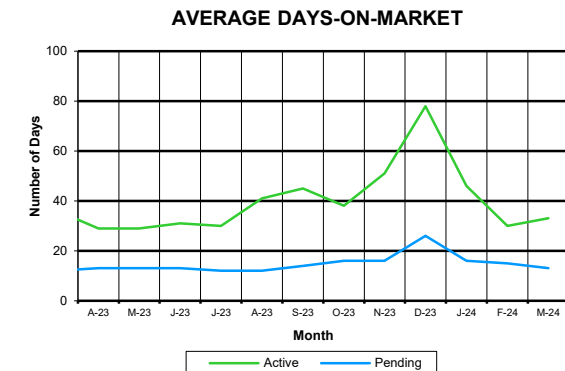
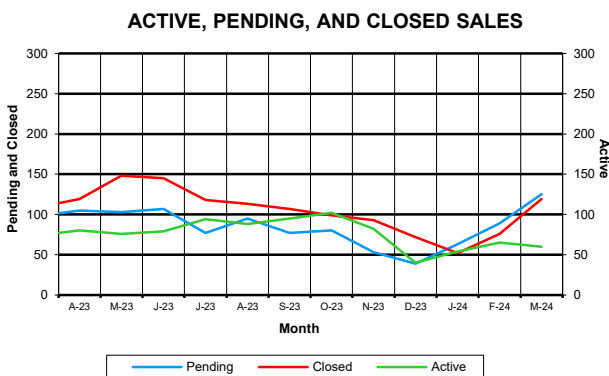
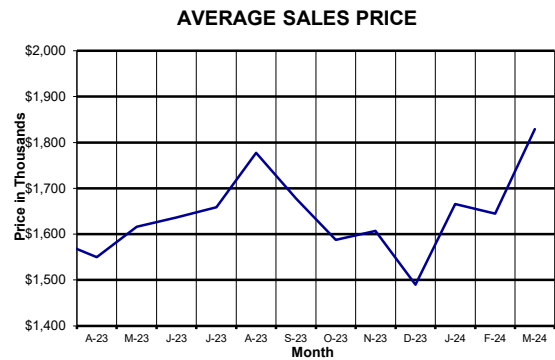
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790
Dec-23	10	72	20	21	31	863,381
Jan-24	32	34	26	11	22	816,678
Feb-24	31	34	35	15	40	815,642
Mar-24	31	35	34	12	42	961,321



Amador Valley SFD Monthly MLS Survey

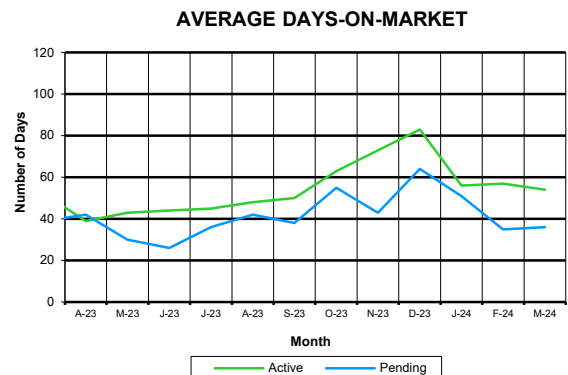
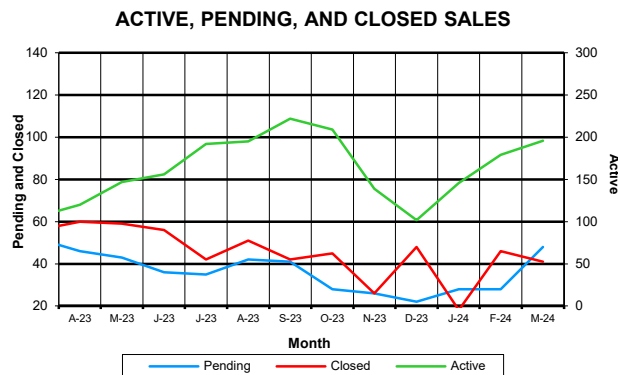
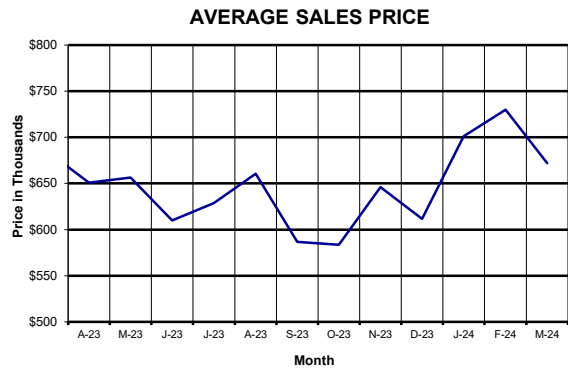
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437
Oct-23	102	38	80	16	99	1,587,596
Nov-23	82	51	53	16	93	1,606,739
Dec-23	40	78	39	26	72	1,489,757
Jan-24	54	46	63	16	52	1,665,783
Feb-24	65	30	89	15	76	1,644,646
Mar-24	60	33	125	13	119	1,829,082



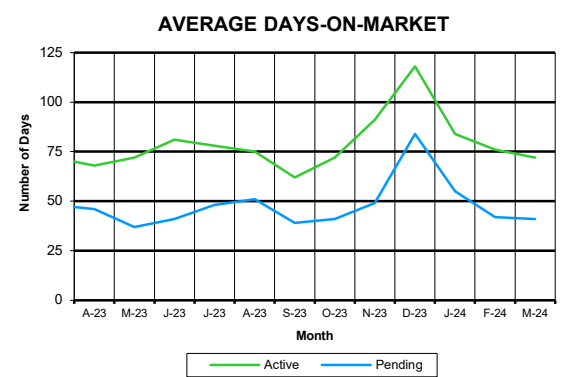
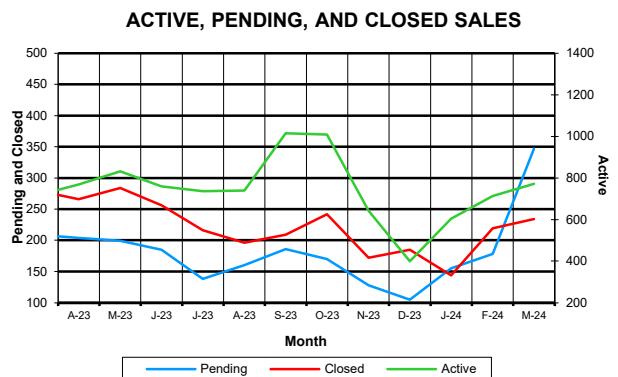
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768
Oct-23	209	63	28	55	45	583,555
Nov-23	139	73	26	43	26	646,134
Dec-23	102	83	22	64	48	611,760
Jan-24	146	56	28	51	18	701,050
Feb-24	179	57	28	35	46	730,051
Mar-24	196	54	48	36	41	672,072



San Francisco Attd. Monthly MLS Survey

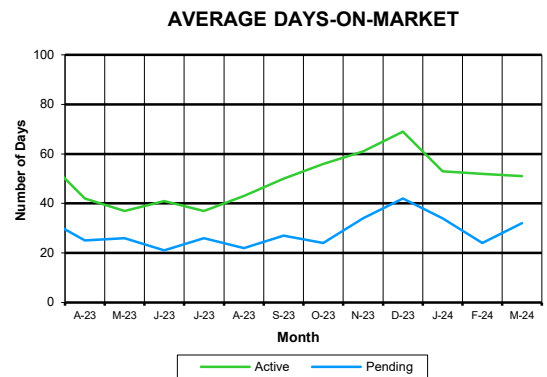
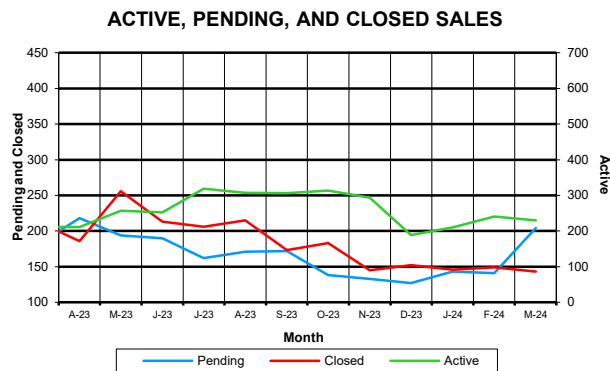
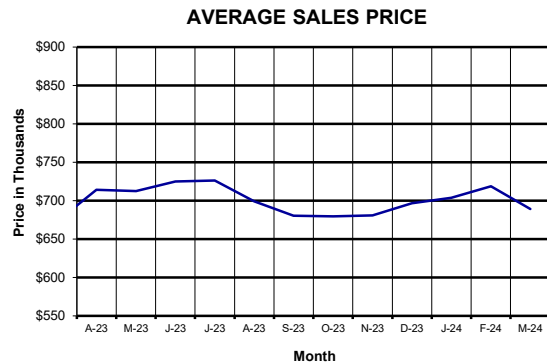
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692
Dec-23	399	118	105	84	185	1,394,743
Jan-24	604	84	155	55	144	1,551,337
Feb-24	713	76	178	42	219	1,487,284
Mar-24	771	72	347	41	234	1,455,757



E. Contra Costa SFD Monthly MLS Survey

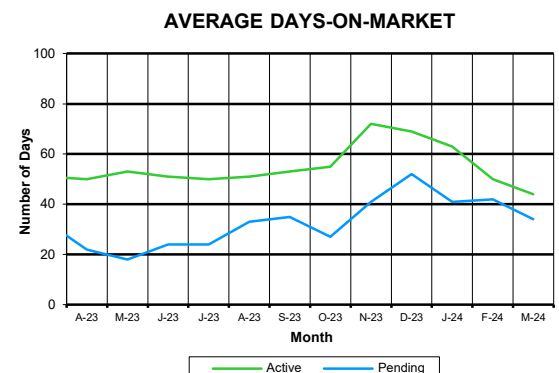
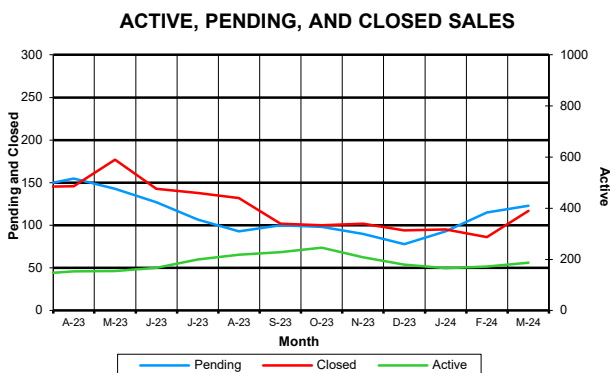
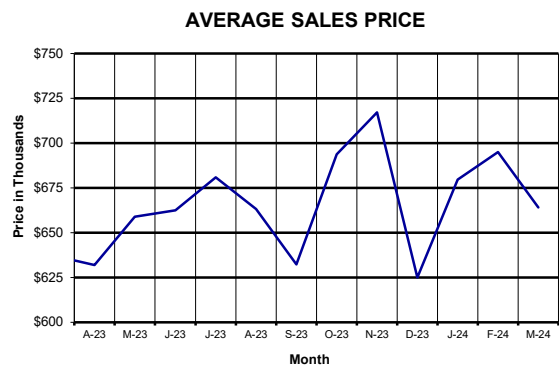
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314
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



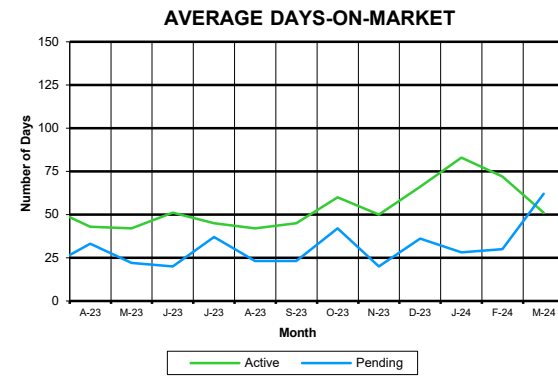
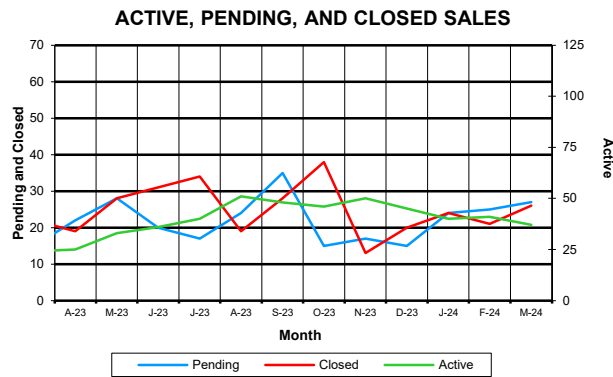
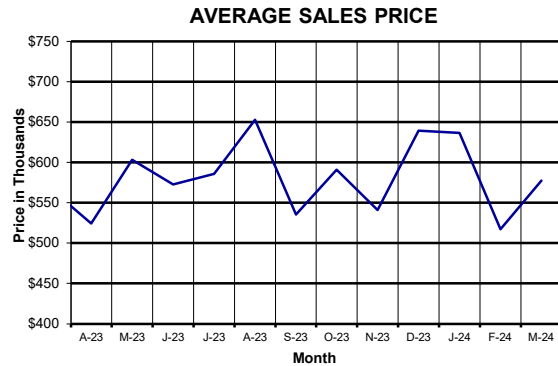
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	218	51	93	33	132	663,270
Sep-23	228	53	100	35	102	632,417
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



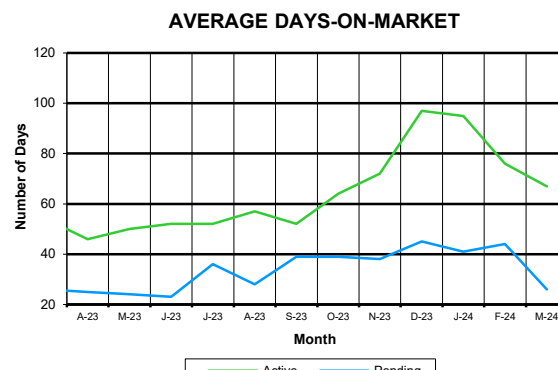
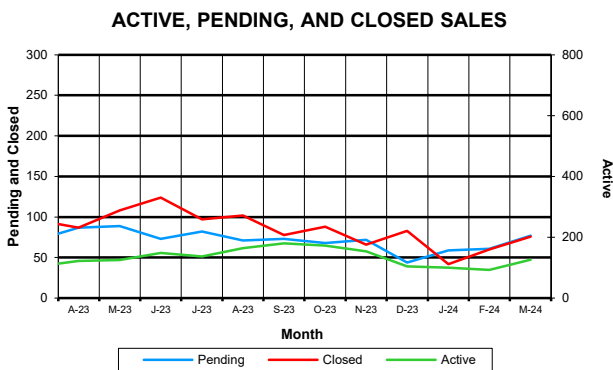
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	51	42	24	23	19	652,983
Sep-23	48	45	35	23	28	535,259
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



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357
Oct-23	173	64	68	39	88	892,593
Nov-23	154	72	72	38	66	851,590
Dec-23	104	97	44	45	83	868,242
Jan-24	100	95	59	41	42	776,764
Feb-24	93	76	61	44	60	875,230
Mar-24	126	67	77	26	76	900,287



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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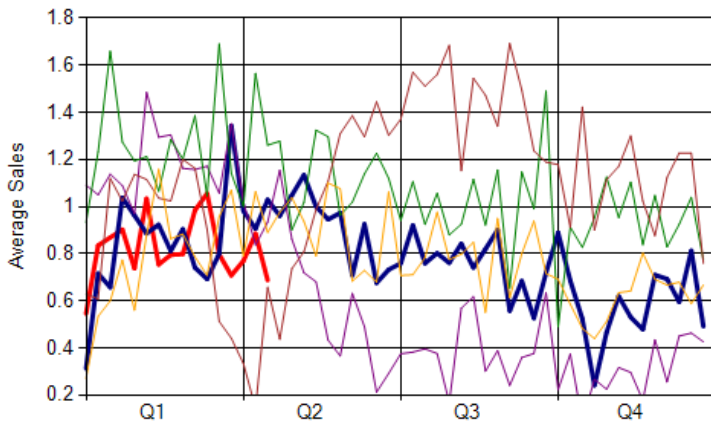
Central Valley

Week 16

Ending: Sunday, April 21, 2024

Counties / Groups								Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.	
Tracy/Mountain House			10	163	9	0	9	0.90	0.89	1%	0.92	-2%	
San Joaquin County			50	689	39	3	36	0.72	0.86	-16%	0.90	-20%	
Stanislaus County			16	134	14	0	14	0.88	0.70	25%	0.71	23%	
Merced County			12	122	9	4	5	0.42	0.88	-53%	0.88	-52%	
Madera County			11	53	6	1	5	0.45	0.76	-40%	0.76	-40%	
Fresno County			32	352	23	2	21	0.66	0.80	-18%	0.84	-22%	
Current Week Totals		Traffic : Sales	15 : 1	131	1513	100	10	90	0.69	0.82	-16%	0.85	-19%
Per Project Average				12	0.76	0.08	0.69						
Year Ago - 04/23/2023		Traffic : Sales	12 : 1	104	1528	127	20	107	1.03	0.86	20%	0.90	15%
% Change				26%	-1%	-21%	-50%	-16%	-33%	-4%	-5%		

52 Weeks Comparison



Year to Date Averages Through Week 16


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	75	20	0.94	0.14	0.80	0.77
	2020	80	23	1.01	0.17	0.84	1.11
	2021	105	19	1.37	0.11	1.26	1.09
	2022	103	16	1.29	0.16	1.13	0.64
	2023	104	14	1.00	0.14	0.86	0.77
	2024	124	12	0.92	0.10	0.82	0.82
% Change:		19%	-14%	-8%	-30%	-4%	6%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>A dearth of existing home inventory, builder incentives and a resilient jobs market helped to propel new home sales 5.9% higher over the past year. However, affordability continues to challenge the overall pace of sales and put downward pressure on prices. In February, new home sales dipped 0.3% as mortgage rates crept back up. We expect sales were little changed in March with mortgage rates edging up slightly further and resale inventory at a near four-year high last month. The rising number of both existing and new homes for sale, as builders have ramped single-family construction back up, likely continued to weigh on prices. The median price of a new home sold fell 7.6% over the past year to \$400,500, leaving it just 3% higher than the median price of an existing home. Looking ahead, a structural shortfall of available single-family homes as well as builders' ability to bridge the affordability gap with price incentives should support sales this year even as mortgage rates have swung higher in recent weeks. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
CONV	7.00%	7.11%	
FHA	6.75%	7.28%	
10 Yr Yield	4.63%		
			

Development Name	Developer	City Code	Notes	Type										
Tracy Tracy/Mountain House					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
Ashley Park	Bright	TR		DTMU	14	0	2	4	0	0	2	2	0.37	0.37
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	1	1	3	1	0	129	18	1.10	1.13
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	3	30	0	0	14	14	1.15	1.15
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	3	5	24	2	0	56	21	0.86	1.31
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	6	5	23	4	0	55	20	0.84	1.25
Hillview	Lennar	TH		DTMU	214	0	5	15	1	0	101	14	1.03	0.88
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	4	5	0	0	65	13	0.78	0.81
Parson Place at Creekside	Lennar	MH		ATMU	144	0	3	30	0	0	11	11	0.91	0.91
Bergamo at Mountain House	Shea	MH		DTMU	137	0	1	10	0	0	136	1	0.84	0.06
Langston at Mountain House	Shea	MH		ATMU	302	0	4	19	1	0	254	19	1.15	1.19
TOTALS: No. Reporting: 10	Avg. Sales: 0.90		Traffic to Sales: 18 : 1				33	163	9	0	823	133	Net: 9	
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

San Joaquin Stockton/Lodi					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
The Preserve at Creekside	KB Home	SK	DTMU	128	0	4	39	0	0	49	17	0.84	1.06	
Keys II at Westlake	Lennar	SK	DTMU	86	0	4	10	1	0	56	25	0.75	1.56	
Shoreside at Westlake	Lennar	SK	DTMU	99	0	5	10	1	0	49	18	0.75	1.13	
Waterside at Westlake	Lennar	SK	DTMU	92	0	5	10	1	0	43	14	0.71	0.88	
Waterways at Westlake	Lennar	SK	NewDTMU	145	5	4	10	1	0	1	1	2.33	2.33	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	3	6	12	1	0	75	20	0.67	1.25	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	3	8	16	2	0	74	20	0.67	1.25	
TOTALS: No. Reporting: 7		Avg. Sales: 1.00		Traffic to Sales: 15 : 1				36	107	7	0	347	115	Net: 7
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 43										
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	Rsv's	DTMU	267	0	5	27	1	0	234	26	1.61	1.63	
Indigo at Stanford Crossing	DR Horton TSO	LP		DTMU	87	0	TSO	0	0	0	86	12	1.30	0.75	
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	3	6	25	2	0	17	17	2.33	2.33	
Yosemite Greens	DR Horton TSO	MN		DTMU	99	0	TSO	0	0	0	87	0	1.00	0.00	
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	2	19	0	0	7	7	2.23	2.23	
Arcadia at Stanford Crossing	KB Home	LP	New	DTMU	81	9	7	9	2	0	2	2	7.00	7.00	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	3	6	6	2	0	72	23	0.77	1.44	
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	5	18	1	0	9	9	1.24	1.24	
Capri at River Islands	Kiper	LP		DTMU	84	0	5	22	0	0	6	6	1.14	1.14	
Skye at River Islands	Kiper	LP		DTMU	115	0	4	43	0	0	105	18	0.82	1.13	
Chelsey at The Trails	Lennar	MN		DTMU	100	3	6	19	2	0	36	17	1.15	1.06	
Howden at The Trails	Lennar	MN		DTMU	103	3	6	14	2	0	30	24	0.96	1.50	
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	4	0	0	165	0	1.00	0.00	
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	0	6	13	0	0	139	10	1.04	0.63	
Arbor Bend- Linden	Meritage TSO	MN		DTMU	167	0	TSO	0	0	0	165	0	1.00	0.00	
Denali 50"s - The Groves	Meritage	MN		DTMU	208	0	3	10	1	0	9	9	1.47	1.47	
Denali 60"s - The Groves	Meritage	MN		DTMU	43	0	3	7	2	0	6	6	0.98	0.98	
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	5	10	0	0	18	18	1.59	1.59	
Laguna at River Islands	Pulte	LP		DTMU	110	0	5	1	0	1	102	13	0.80	0.81	
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	5	16	1	0	15	15	1.33	1.33	
The Shores at River Islands	Pulte	LP		DTMU	23	0	4	31	0	0	17	17	1.65	1.65	
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	5	11	2	0	15	15	1.33	1.33	
Artisan at Griffin Park	Raymus	MN	Rsv's	DTMU	80	3	6	42	2	0	20	19	1.09	1.19	
The Strand Collection	Raymus	MN	Rsv's	DTMU	56	0	4	32	0	0	35	17	1.20	1.06	
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	3	16	2	0	54	13	0.51	0.81	
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	5	0	0	99	0	0.68	0.00	
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	3	6	0	0	16	13	0.35	0.81	
Magnolia at Arbor Bend	Richmond American	MN		DTMU	52	0	2	6	0	0	50	10	0.48	0.63	
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	3	7	14	1	0	70	10	0.60	0.63	
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	6	18	0	1	28	11	0.62	0.69	
Villa Ticino	Richmond American	MN		DTMU	100	0	4	20	1	0	23	12	0.55	0.75	
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	0	1	15	1	0	41	26	1.69	1.63	
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	5	15	0	0	40	21	1.65	1.31	
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	2	15	3	1	40	24	1.65	1.50	
Waypointe at River Islands	The New Home Co S/O	LP		DTMU	94	0	S/O	2	1	0	94	4	0.70	0.25	
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	2	11	1	0	51	13	0.54	0.81	
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMU	77	0	5	9	0	0	72	16	0.65	1.00	
Avalon at River Islands	Trumark	LP		DTMU	57	0	1	5	0	0	56	3	0.47	0.19	
Dawn at The Collective	Trumark	MN		AASF	76	0	5	5	1	0	25	7	0.23	0.44	
Origin at the Collective 2.0	Trumark	MN		DTMU	41	0	8	5	0	0	1	1	0.03	0.06	
Vida at The Collective	Trumark	MN		AASF	103	0	11	4	0	0	38	3	0.34	0.19	
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	6	20	0	0	54	12	0.56	0.75	
Vintage II	Windward Pacific	MN		DTMU	68	0	11	12	1	0	57	4	0.38	0.25	
TOTALS: No. Reporting: 43	Avg. Sales: 0.67		Traffic to Sales: 18 : 1				189	582	32	3	2306	503	Net: 29		
City Codes: MN = Manteca, LP = Lathrop															

Development Name	Developer	City Code	Notes	Type										
Stanislaus Stanislaus County					Projects Participating: 15									
					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
Grasslands at Countryside	DR Horton	RB		DTMU	34	0	2	2	1	0	32	20	1.22	1.25
Heritage Collection	DR Horton	RB		DTMU	47	3	5	10	3	0	20	20	1.77	1.77
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	50	3	5	21	1	0	18	18	1.94	1.94
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	3	6	1	0	139	15	0.94	0.94
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	4	5	0	0	19	10	0.30	0.63
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	6	0	0	29	9	0.63	0.56
Heritage at Parkwood	KB Home	HG		DTMU	50	0	3	6	1	0	10	7	0.41	0.44
Orchards at Parkwood	KB Home	HG		DTMU	299	3	5	7	1	0	19	15	0.78	0.94
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	3	13	2	0	18	10	0.56	0.63
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	2	0	0	187	3	0.90	0.19
Blossom at Baldwin Ranch	Landsea	PR	Rsv's	DTMU	50	0	5	28	0	0	5	5	1.59	1.59
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	2	3	8	1	0	2	2	0.64	0.64
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	3	8	1	0	3	3	0.95	0.95
T Street Customs	SCM	NW		DTMU	10	0	2	2	0	0	8	2	0.10	0.13
The Meadowlands	Windward Pacific	OD		DTMU	62	0	14	3	2	0	16	6	0.13	0.38
TOTALS: No. Reporting: 15	Avg. Sales: 0.93		Traffic to Sales: 9 : 1				61	127	14	0	525	145	Net: 14	
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	4	7	0	0	54	3	0.54	0.19	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			4	7	0	0	54	3	Net: 0	
City Codes: KY = Keyes														

Merced County Merced County					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Crest View	Century	MD	DTMU	104	0	7	4	1	1	10	10	0.82	0.82	
Silhouette at Sunrise Ranch	Century	LB	DTMU	95	0	6	3	0	0	89	7	0.79	0.44	
Lantana	DR Horton	MD	DTMU	99	2	3	13	1	0	74	23	1.02	1.44	
Newcastle II	DR Horton	MD	DTMU	34	2	4	9	0	1	21	21	1.86	1.86	
Pacheco Pointe III	DR Horton	LB	DTST	81	0	2	13	4	1	44	25	1.32	1.56	
Pacheco Pointe IV	DR Horton	LB	DTMU	63	0	1	5	2	0	15	15	1.33	1.33	
Stoneridge South III	DR Horton TSO	MD	DTMU	64	0	TSO	0	0	0	62	0	0.91	0.00	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	6	9	16	0	0	58	7	0.42	0.44	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	3	6	23	1	0	82	13	0.62	0.81	
Cypress Terrace	Stonefield Home	MD	DTST	163	0	6	3	0	1	157	15	0.65	0.94	
Southpointe	Stonefield Home	LB	DTST	36	0	4	20	0	0	20	16	1.09	1.00	
Villas II, The	Stonefield Home	LB	DTST	191	0	5	13	0	0	117	12	0.69	0.75	
TOTALS: No. Reporting: 12		Avg. Sales: 0.42		Traffic to Sales: 14 : 1				53	122	9	4	749	164	Net: 5
City Codes: MD = Merced, LB = Los Banos														

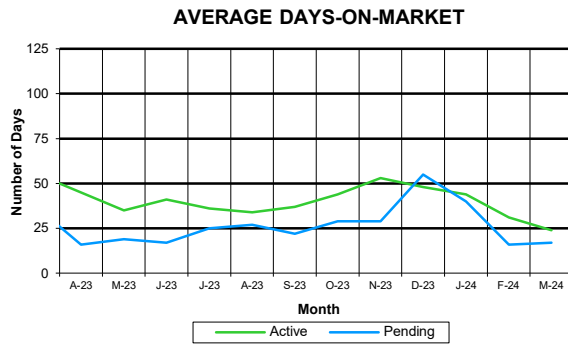
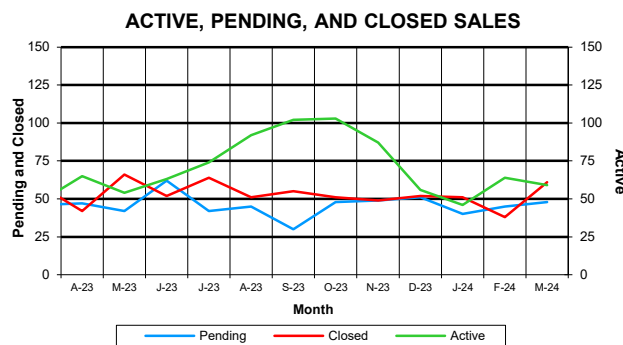
Development Name	Developer	City Code	Notes	Type										
Madera County Madera County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Omni	Century	MDA		DTMU	61	0	3	6	1	1	58	15	0.69	0.94
Pecan Square	DR Horton	MDA		DTMU	112	0	1	5	0	0	107	22	1.59	1.38
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	1	1	0	0	40	14	0.49	0.88
Riverstone - Choral Series	Lennar	MDA		DTMU	107	0	3	3	1	0	13	13	0.91	0.91
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	26	0	0	107	0	0.63	0.00
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	4	6	3	1	0	10	10	0.70	0.70
Riverstone - Skye	Lennar	MDA		DTMU	81	0	3	3	0	0	22	19	0.59	1.19
Riverstone - Surf	Lennar	MDA		DTMU	46	3	4	3	1	0	15	12	0.45	0.75
Riverstone - Treasures	Lennar	MDA		DTST	25	0	4	1	0	0	10	10	0.88	0.88
Encore at Riverstone	Woodside	MDA		DTMU	95	0	5	0	0	0	28	2	0.16	0.13
Ovation at Riverstone	Woodside	MDA		DTMU	145	3	3	2	2	0	64	15	0.38	0.94
TOTALS: No. Reporting: 11	Avg. Sales: 0.45		Traffic to Sales: 9 : 1				34	53	6	1	474	132	Net: 5	
City Codes: MDA = Madera														

Development Name	Developer	City Code	Notes	Type										
Fresno County Fresno County					Projects Participating: 32									
					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	6	5	0	0	105	10	0.80	0.63
Trellises	Century	FR		DTMU	149	0	7	4	1	0	12	12	0.99	0.99
Serenade	DR Horton	SAN		DTMU	129	2	1	3	2	1	44	15	0.86	0.94
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.48	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	4	0	0	65	16	0.55	1.00
Centrella Estates	KB Home	FR		DTMU	74	0	4	12	0	0	60	18	1.07	1.13
Centrella Villas	KB Home	FR		DTMU	107	3	4	9	1	0	86	19	0.94	1.19
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	12	1	0	41	15	0.76	0.94
Cielo Ranch 6000s	KB Home	CV		DTMU	89	5	6	8	2	1	41	20	0.83	1.25
Legacy at Highland	KB Home	CV		DTMU	42	2	1	5	3	0	41	8	0.58	0.50
Catalina Park - Surf	Lennar	FR		DTMU	83	0	5	1	0	0	72	16	1.02	1.00
Corinthalyn- Orchard	Lennar	CV		DTMU	128	0	3	4	1	0	33	26	1.55	1.63
Corinthalyn- Surf	Lennar	CV		DTMU	75	4	6	4	3	0	39	25	1.54	1.56
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	5	0	0	0	14	11	0.73	0.69
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	5	39	1	0	42	13	1.00	0.81
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	3	2	0	0	56	16	1.39	1.00
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	6	1	1	0	12	7	0.31	0.44
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	2	1	0	0	13	7	0.36	0.44
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	4	1	0	0	14	7	0.35	0.44
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	5	71	0	0	85	15	1.54	0.94
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	1.01	0.06
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	3	75	0	0	84	11	1.23	0.69
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	3	0	0	0	14	9	0.69	0.56
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	4	5	4	1	0	38	27	1.56	1.69
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	4	4	4	3	0	38	34	1.97	2.13
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	5	4	0	0	4	4	0.09	0.25
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	1	6	0	0	6	1	0.12	0.06
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	3	5	31	2	0	70	7	0.36	0.44
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	1	31	0	0	52	7	0.26	0.44
Somerset Crossing	Woodside	FO		ATST	99	0	6	5	0	0	68	6	0.42	0.38
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	3	0	0	0	112	17	0.57	1.06
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	3	5	6	1	0	69	12	0.35	0.75
TOTALS: No. Reporting: 32	Avg. Sales: 0.66		Traffic to Sales: 15 : 1				131	352	23	2	1623	412	Net: 21	
City Codes: REE = Reedley, FR = Fresno, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 131						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 131	Avg. Sales: 0.69	Traffic to Sales: 15 : 1	541	1513	100	10	6901	1607	Net: 90
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									

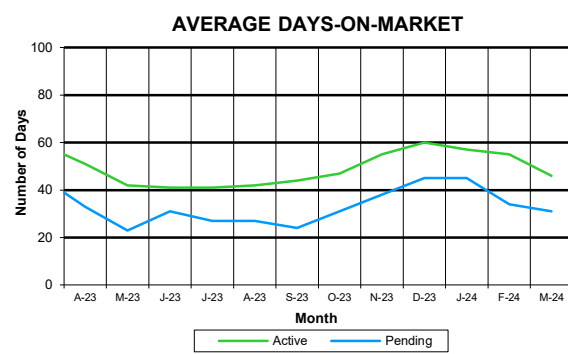
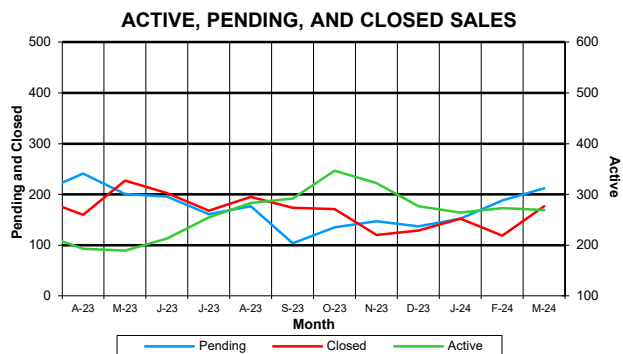
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298
Oct-23	103	44	48	29	51	722,282
Nov-23	87	53	49	29	49	751,666
Dec-23	56	48	51	55	52	715,041
Jan-24	46	44	40	40	51	707,687
Feb-24	64	31	45	16	38	783,972
Mar-24	59	24	48	17	61	828,274



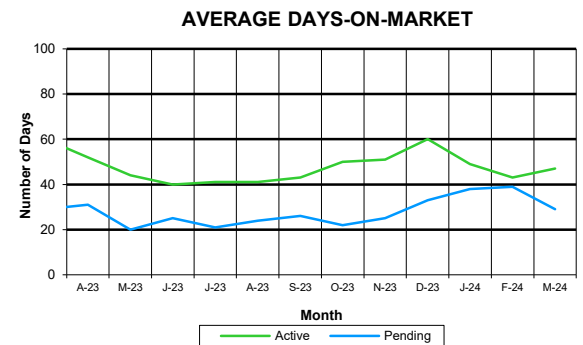
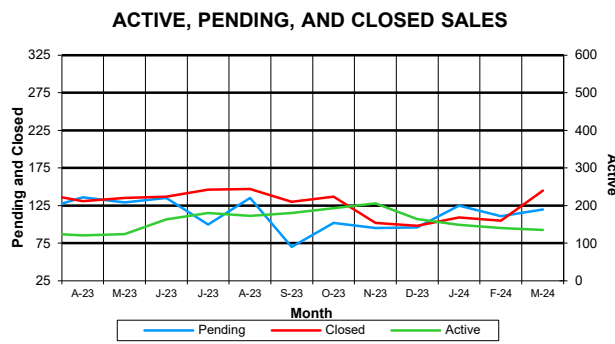
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	283	42	177	27	195	488,836
Sep-23	292	44	104	24	174	480,085
Oct-23	347	47	135	31	171	452,915
Nov-23	322	55	147	38	120	455,456
Dec-23	277	60	137	45	129	444,406
Jan-24	264	57	152	45	152	468,208
Feb-24	273	55	188	34	119	456,116
Mar-24	269	46	212	31	177	478,435



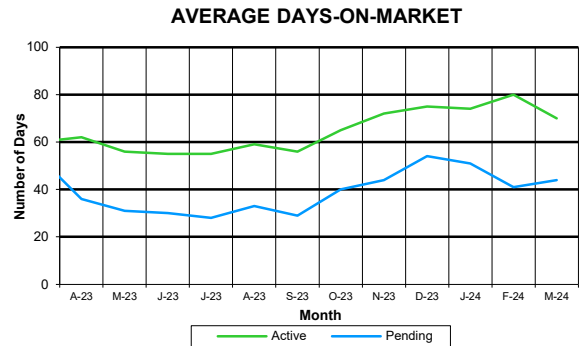
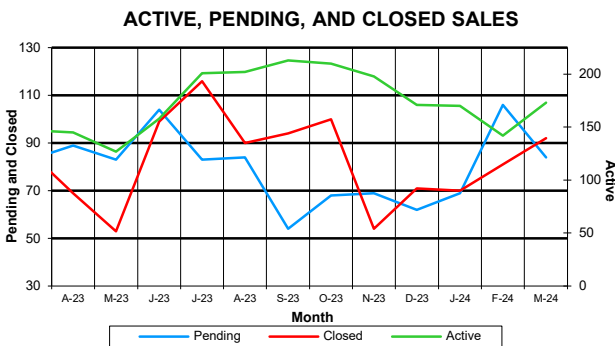
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583
Oct-23	193	50	102	22	137	480,766
Nov-23	206	51	95	25	102	466,729
Dec-23	164	60	96	33	98	459,128
Jan-24	149	49	125	38	109	470,351
Feb-24	140	43	111	39	105	481,699
Mar-24	135	47	120	29	145	464,064



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	202	59	84	33	90	417,450
Sep-23	213	56	54	29	94	418,614
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



THE RYNESS REPORT

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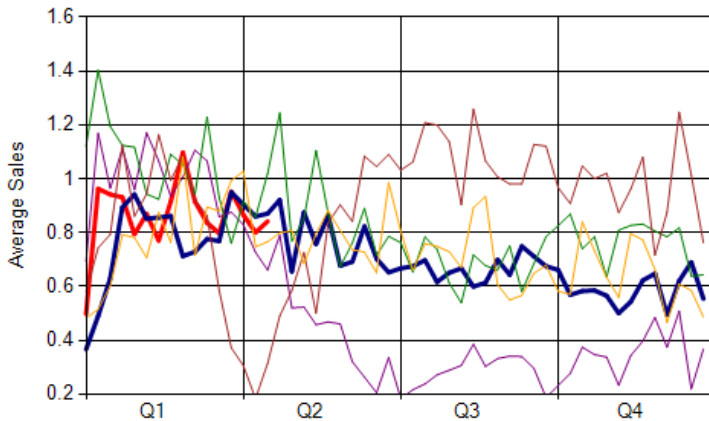
Sacramento

Week 16

Ending: Sunday, April 21, 2024







Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
South Sacramento		40	506	48	5	43	1.08	0.97	10%	0.98	10%
Central & North Sacramento		32	372	33	2	31	0.97	0.62	57%	0.61	59%
Folsom		14	284	20	3	17	1.21	1.00	21%	1.00	21%
El Dorado		11	143	6	2	4	0.36	0.65	-44%	0.70	-48%
Placer & Nevada		68	1175	54	7	47	0.69	0.86	-19%	0.89	-22%
Yolo		9	95	6	1	5	0.56	1.25	-55%	1.37	-60%
Amador County		1	18	0	0	0	0.00	0.38	-100%	0.46	-100%
Northern Counties		14	133	14	2	12	0.86	0.94	-8%	0.93	-8%
Current Week Totals		Traffic : Sales		15 : 1		189	2726	181	22	159	0.84 0.86 -2% 0.88 -5%
Per Project Average						14	0.96	0.12	0.84		
Year Ago - 04/23/2023		Traffic : Sales		17 : 1		177	3083	180	26	154	0.87 0.78 12% 0.82 5%
% Change						7%	-12%	1%	-15%	3%	-3% 11% 7%

52 Weeks Comparison



Year to Date Averages Through Week 16

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	140	23	0.90	0.11	0.79	0.73
	2020	143	18	0.89	0.15	0.73	0.89
	2021	155	20	1.13	0.10	1.04	0.85
	2022	169	17	1.09	0.14	0.95	0.52
	2023	184	15	0.92	0.15	0.78	0.70
	2024	187	14	0.95	0.09	0.86	0.86
% Change:		2%	-11%	3%	-37%	11%	23%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	A dearth of existing home inventory, builder incentives and a resilient jobs market helped to propel new home sales 5.9% higher over the past year. However, affordability continues to challenge the overall pace of sales and put downward pressure on prices. In February, new home sales dipped 0.3% as mortgage rates crept back up. We expect sales were little changed in March with mortgage rates edging up slightly further and resale inventory at a near four-year high last month. The rising number of both existing and new homes for sale, as builders have ramped single-family construction back up, likely continued to weigh on prices. The median price of a new home sold fell 7.6% over the past year to \$400,500, leaving it just 3% higher than the median price of an existing home. Looking ahead, a structural shortfall of available single-family homes as well as builders' ability to bridge the affordability gap with price incentives should support sales this year even as mortgage rates have swung higher in recent weeks. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	7.00%	7.11%	
	6.75%	7.28%	
10 Yr Yield	4.63%		

Development Name	Developer	City Code	Notes	Type	Projects Participating: 40									
South Sacramento South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Poppy Meadows Marigold	Beazer	LN		DTMU	35	2	5	10	0	0	2	2	0.18	0.18
Poppy Meadows Primrose	Beazer	LN		DTMU	157	9	30	4	2	0	7	7	0.57	0.57
Riverhaven	Beazer	SO		DTST	66	1	5	3	0	0	18	18	1.47	1.47
Stonehaven	Beazer	SO		DTMU	90	1	8	5	2	0	43	13	1.07	0.81
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	0	5	8	1	1	103	27	1.21	1.69
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	6	18	0	0	118	17	1.38	1.06
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	3	5	10	3	0	103	22	1.22	1.38
Cascade at Elliott Springs	Elliott	VN		DTMU	173	3	5	47	2	0	12	12	2.27	2.27
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	52	0	0	53	16	0.98	1.00
The Retreats	K Hovnanian	RM		DTMU	62	0	3	5	0	0	30	6	0.31	0.38
Fairfax at The Grove	KB Home	LN		DTMU	125	3	6	19	2	0	25	25	2.22	2.22
Hayworth at The Grove	KB Home	LN		DTMU	90	3	5	19	3	0	27	27	2.39	2.39
Lexington at The Grove	KB Home	LN		DTMU	58	0	3	17	2	0	16	16	1.05	1.00
Rosewood at The Grove	KB Home	LN		DTMU	51	0	5	10	1	1	35	25	1.57	1.56
Westborne at The Grove	KB Home	LN		DTMU	123	3	7	19	3	0	36	26	1.38	1.63
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	0	4	14	2	0	60	27	1.24	1.69
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	7	14	0	1	41	25	1.05	1.56
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	3	5	11	2	0	64	33	1.45	2.06
Laguna Ranch II	Richmond American	LN		DTMU	100	3	8	3	2	1	60	9	0.61	0.56
Seasons at Caterina	Richmond American	GT		DTMU	61	0	4	6	0	0	40	14	0.54	0.88
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	2	0	0	0	100	6	0.68	0.38
Seasons at the Farm	Richmond American	GT		DTMU	87	0	3	11	0	0	55	9	0.49	0.56
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	2	6	25	1	0	85	22	0.91	1.38
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	2	3	5	0	0	14	8	0.60	0.50
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	2	5	1	0	6	4	0.26	0.25
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	1	5	1	0	7	6	0.30	0.38
Madeira Greens	Taylor Morrison	LN	New	DTMU	85	7	2	7	5	0	5	5	17.50	17.50
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	1	6	0	0	59	14	0.78	0.88
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	4	7	1	0	66	13	0.88	0.81
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	2	3	11	2	0	49	16	0.65	1.00
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	3	6	1	0	57	10	0.76	0.63
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	3	7	1	0	66	13	0.84	0.81
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	5	6	14	2	0	74	13	0.95	0.81
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	9	5	10	4	0	70	17	0.89	1.06
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	2	7	1	0	36	23	0.82	1.44
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	6	6	0	0	44	4	1.00	0.25
Long Meadow	The New Home Co	VN		DTMU	122	3	5	32	1	0	37	17	1.08	1.06
Cedar Creek	Tim Lewis	GT		DTMU	112	0	3	8	0	0	97	17	0.69	1.06
The Oasis	Tim Lewis	LN		DTMU	52	0	4	27	0	1	23	14	0.91	0.88
The Meadows	Woodside	LN		DTMU	141	0	4	13	0	0	2	2	0.32	0.32
TOTALS: No. Reporting: 40	Avg. Sales: 1.08		Traffic to Sales: 11 : 1				198	506	48	5	1845	600	Net: 43	
City Codes: LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
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	3	9	0	0	47	14	0.85	0.88
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	4	8	1	0	171	12	0.67	0.75
Placer at Rio Del Oro	Elliott	RO		DTMU	117	3	5	8	0	0	34	6	0.39	0.38
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	3	5	9	0	0	24	5	0.26	0.31
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	3	5	4	2	0	26	12	0.51	0.75
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	5	2	1	0	69	11	0.59	0.69
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	2	5	6	1	0	48	8	0.59	0.50
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	3	4	4	3	1	78	17	0.67	1.06
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.61	0.00
Celedon at Pradera Ranch	Lennar	RO		DTMU	111	4	4	17	3	0	14	13	0.73	0.81
Jade at Pradera Ranch	Lennar	RO		DTMU	90	4	6	16	2	0	5	5	0.54	0.54
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	3	10	1	0	11	11	0.72	0.69
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	0	4	12	0	0	19	13	0.59	0.81
Viridian	Lennar	RO		DTST	185	0	1	0	0	0	184	1	0.73	0.06
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	3	3	15	3	0	21	18	0.72	1.13
Ascent at Montelena	Pulte	RO		DTMU	127	0	4	18	0	0	41	13	0.50	0.81
Solis at Montelena	Pulte	RO		DTMU	55	3	5	8	2	0	25	11	0.28	0.69
Vista at Montelena	Pulte	RO		DTMU	38	0	4	8	0	0	34	1	0.39	0.06
Seasons at Montelena	Richmond American	RO		DTMU	125	4	7	35	3	0	72	12	0.65	0.75
Acacia II at Cypress	Woodside	RO		DTMU	90	0	5	5	0	0	18	6	0.46	0.38
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	3	16	0	0	34	14	0.84	0.88
Sycamore at Cypress	Woodside	RO		DTMU	96	3	5	10	1	0	16	6	0.42	0.38
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	3	10	2	0	15	8	0.38	0.50
TOTALS: No. Reporting: 23		Avg. Sales: 1.04		Traffic to Sales: 9 : 1				95	230	25	1	1077	217	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	5	17	0	0	1	1	0.78	0.78	
Villas at The Preserve	KB Home	AO	DTMU	203	0	4	30	1	0	22	17	0.84	1.06	
Northlake - Bleau	Lennar	SO	DTMU	348	6	5	27	6	1	174	30	1.02	1.88	
Northlake - Crestvue II	Lennar	SO	DTMU	138	0	3	14	0	0	0	0	0.00	0.00	
Northlake - Drifton	Lennar	SO	DTMU	236	0	4	14	0	0	127	9	0.78	0.56	
Northlake - Lakelet	Lennar	SO	DTMU	307	0	8	0	0	0	134	6	0.79	0.38	
Northlake - Shor	Lennar	SO	DTMU	337	0	4	12	0	0	140	6	0.82	0.38	
Northlake - Watersyde	Lennar	SO	DTMU	276	0	5	14	0	0	128	5	0.75	0.31	
Northlake - Wavmor	Lennar	SO	DTMU	320	3	5	14	1	0	145	22	0.85	1.38	
TOTALS: No. Reporting: 9		Avg. Sales: 0.78		Traffic to Sales: 18 : 1				43	142	8	1	871	96	Net: 7
City Codes: AO = Antelope, SO = Sacramento														

Development Name	Developer	City Code	Notes	Type										
Folsom Folsom Area					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
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	1	8	7	1	0	28	10	0.73	0.63
Esquire at Folsom Ranch	KB Home	FM		DTMU	153	0	4	14	1	0	6	6	1.91	1.91
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	3	5	14	3	1	91	20	0.88	1.25
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	0	6	11	1	0	80	18	0.80	1.13
Rockcress at Folsom Ranch	Lennar S/O	FM		DTMU	118	0	S/O	10	1	0	118	2	0.71	0.13
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	0	4	10	1	0	11	10	0.60	0.63
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	4	5	18	4	0	65	21	1.32	1.31
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	0	4	18	2	1	63	22	1.23	1.38
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	3	21	0	0	52	16	0.72	1.00
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	3	1	19	2	0	49	17	0.68	1.06
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	0	3	26	2	1	83	24	1.36	1.50
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	3	45	0	0	58	15	0.60	0.94
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	3	2	26	2	0	69	20	1.13	1.25
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	0	3	45	0	0	63	14	0.66	0.88
TOTALS: No. Reporting: 14		Avg. Sales: 1.21		Traffic to Sales: 14 : 1				51	284	20	3	836	215	Net: 17
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. Sls /Week	Av. Sls /YTD
Oakhaven	Blue Mountain	RE	DTMU	29	0	4	37	0	0	3	3	0.36	0.36	
Revere	Blue Mountain	RE	DTMU	51	0	2	4	0	0	45	3	0.29	0.19	
Alder at Saratoga Estates	Elliott	EH	DTMU	129	0	2	11	0	0	121	13	0.62	0.81	
Manzanita at Saratoga	Elliott	EH	DTMU	131	3	6	17	2	0	83	13	0.43	0.81	
Ponderosa at Saratoga	Elliott	EH	DTMU	56	0	5	11	0	0	22	8	0.21	0.50	
Emerald Peak at Bass Lake	Lennar S/O	EH	DTMU	113	0	S/O	2	1	0	113	9	0.63	0.56	
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMU	373	0	4	16	1	0	316	20	1.08	1.25	
Trento at The Promontory	Lennar	EH	DTMU	32	0	5	7	0	1	27	11	0.50	0.69	
Ridgeview	The New Home Co	EH	DTMU	44	0	4	23	1	1	21	10	0.50	0.63	
Edgelake at Serrano	TRI Pointe	EH	DTMU	65	0	2	11	0	0	61	10	0.47	0.63	
Sutter's Ridge	Williams	PV	DTMU	39	0	2	4	1	0	2	2	0.24	0.24	
TOTALS: No. Reporting: 11	Avg. Sales: 0.36		Traffic to Sales: 24 : 1				36	143	6	2	814	102	Net: 4	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 67									
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	14	59	0	0	25	23	0.96	1.44
Whitehawk	Anthem United	GB		DTMU	55	0	6	64	1	0	32	13	0.52	0.81
Pinnacle at Solaire	Beazer	RV		DTMU	120	10	13	5	3	0	11	11	0.90	0.90
Verrado II at Solaire	Beazer	RV		DTMU	63	0	10	4	0	0	19	9	0.50	0.56
Harvest	Black Pine	LM		DTMU	22	0	1	3	0	0	21	4	0.43	0.25
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	4	15	0	0	3	2	0.07	0.13
Millau at Twelve Bridges	Century	LL		DTST	105	2	4	18	2	0	4	4	1.75	1.75
Rialto at Twelve Bridges	Century	LL		DTMU	79	2	3	14	1	0	3	3	1.31	1.31
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	3	0	0	0	49	9	0.35	0.56
Balboa II	DR Horton	RV		DTST	172	0	4	10	3	0	166	55	1.86	3.44
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	3	5	8	2	0	30	23	1.24	1.44
Turkey Creek Estates	Elliott	LL		DTMU	228	3	5	15	1	0	76	9	0.52	0.56
Edgefield Place	JMC	RK		DTMU	83	3	5	29	1	0	64	18	0.58	1.13
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	3	5	32	2	0	45	15	0.43	0.94
Fairbrook at Fiddymment Farms	JMC	RV		DTMU	125	4	6	22	1	0	116	22	0.74	1.38
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	3	6	40	1	1	28	26	1.26	1.63
Meadowbrook at Fiddymment Farms	JMC	RV		DTMU	80	0	3	12	0	0	77	6	0.49	0.38
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	0	7	38	0	1	61	24	1.19	1.50
Palisade Village	JMC	RV		DTST	307	0	3	2	0	0	304	4	1.28	0.25
Prominence at Whitney Ranch	JMC	RK		DTMU	92	0	1	0	0	0	91	2	0.49	0.13
Sagebrook at Fiddymment Farms	JMC	RV		DTMU	214	3	5	39	2	0	100	14	0.64	0.88
Sentinel	JMC	RV		DTST	256	0	5	29	0	0	183	21	0.85	1.31
Tribute Pointe	JMC	RK		DTMU	99	3	5	25	1	0	32	9	0.29	0.56
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	3	59	0	0	88	24	0.82	1.50
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	1	5	0	0	85	6	0.53	0.38
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	4	31	1	0	21	15	0.83	0.94
Copper Ridge	KB Home	LL		DTMU	281	3	5	10	2	0	130	30	1.05	1.88
Morgan Knolls	KB Home	RV		DTMU	58	0	3	11	0	0	49	24	0.96	1.50
Breckenridge at Sierra West	Lennar	RV		DTMU	281	3	6	10	2	0	152	28	1.15	1.75
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	3	8	14	2	0	134	17	0.95	1.06
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	5	12	1	0	142	28	0.99	1.75
Lumiere at Sierra West	Lennar	RV		DTMU	205	0	3	10	0	0	200	27	1.07	1.69
Meander at Winding Creek	Lennar	RV		DTMU	74	0	4	14	1	0	14	13	0.85	0.81
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	5	0	0	163	0	0.86	0.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	0	4	12	0	0	121	10	0.87	0.63
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	3	4	4	0	0	77	29	1.01	1.81
Windham at Sierra West	Lennar	RV		DTMU	173	0	6	13	1	2	135	14	1.10	0.88
Traverse at Winding Creek	Meritage	RV		DTMU	82	3	4	17	4	0	43	31	1.42	1.94
Premier Soleil	Premier Homes	GB		DTMU	52	0	3	13	0	0	37	4	0.41	0.25
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	18	0	0	30	30	2.10	2.10
Jasmine at Solaire	Pulte	RV		DTMU	107	0	6	2	1	0	17	17	1.53	1.53
Revere at Independence	Richmond American	LL		DTMU	122	0	1	0	0	0	121	7	0.71	0.44
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	6	8	1	1	53	12	0.56	0.75
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	6	5	16	4	0	53	22	0.47	1.38
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	1	1	1	0	70	6	0.54	0.38

Development Name	Developer	City Code	Notes	Type	Projects Participating: 67									
Placer / Nevada Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	5	5	7	0	0	115	13	0.74	0.81
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	3	5	6	1	0	45	12	0.38	0.75
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	7	0	0	105	11	0.68	0.69
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	4	6	7	0	0	114	13	0.73	0.81
Fiddymment Farm - Magnolia	Taylor Morrison	RV		DTMU	99	4	4	2	0	0	95	13	0.95	0.81
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	7	0	0	24	3	0.24	0.19
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	7	12	0	0	17	9	0.47	0.56
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	3	12	2	2	27	15	0.72	0.94
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	3	64	1	0	28	7	0.42	0.44
Morgan Place	Tim Lewis	RV		DTMU	79	0	4	5	0	0	4	4	0.28	0.28
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	2	5	0	0	5	2	0.13	0.13
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	2	4	0	0	3	3	0.21	0.21
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	5	37	0	0	9	1	0.09	0.06
Jubilee at Independence	TRI Pointe	LL	New	DTMU	90	5	5	37	0	0	0	0	0.00	0.00
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	6	37	0	0	14	1	0.14	0.06
Monument at Independence	TRI Pointe	LL	New	DTMU	159	5	5	37	0	0	0	0	0.00	0.00
Radiance at Solaire	TRI Pointe S/O	RV		DTMU	106	0	S/O	15	1	0	106	3	0.66	0.19
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	2	15	1	0	14	14	1.15	1.15
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	4	9	0	0	29	5	0.33	0.31
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	4	17	0	0	44	15	0.50	0.94
The Park at Granite Bay	Woodside	GB	New	DTMU	55	15	12	24	2	0	3	3	2.33	2.33
Wildflower at Winding Creek	Woodside	RV		DTMU	97	3	5	38	4	0	17	17	2.33	2.33
TOTALS: No. Reporting: 67		Avg. Sales: 0.70		Traffic to Sales: 22 : 1				307	1172	54	7	4293	884	Net: 47
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	3	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 1	Avg. Sales: 0.00			Traffic to Sales: N/A			6	3	0	0	0	0	Net: 0
City Codes: GV = Grass Valley													

Development Name	Developer	City Code	Notes	Type										
Yolo Yolo County					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
Parkside at The Rivers	Century	WS		DTMU	82	0	3	4	0	0	66	23	0.85	1.44
Trailside at the Rivers	Century	WS		DTMU	120	2	2	10	0	0	38	24	0.57	1.50
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	0	6	8	0	0	68	18	1.06	1.13
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	4	8	0	0	49	22	0.75	1.38
Crestada	Lennar	WL		DTMU	105	3	5	15	3	1	94	28	1.06	1.75
Lavender	Lennar	WL		DTMU	79	0	1	15	0	0	78	4	0.83	0.25
The Hideaway	Meritage	WN		DTMU	148	3	5	10	2	0	93	21	0.96	1.31
Walnut Lane	Meritage	WN		DTMU	53	0	3	13	1	0	13	13	2.12	2.12
Revival	Tim Lewis	WL		DTST	72	0	2	12	0	0	36	14	0.35	0.88
TOTALS: No. Reporting: 9	Avg. Sales: 0.56		Traffic to Sales: 16 : 1				31	95	6	1	535	167	Net: 5	
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	18	0	0	27	6	0.20	0.38
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			4	18	0	0	27	6	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. Sis /Week	Av. Sis /YTD
Amber Lynn Estates	DR Horton	CO	DTST	108	0	5	8	0	0	53	17	0.64	1.06	
Sparrow	DR Horton TSO	CO	DTMU	86	0	TSO	0	0	0	52	18	0.53	1.13	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: N/A			5	8	0	0	105	35	Net: 0	
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. Sis /Week	Av. Sis /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	4	10	1	0	16	13	0.61	0.81	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	3	4	22	1	0	32	11	0.58	0.69	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	1	3	1	0	110	8	0.50	0.50	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	0	3	9	2	0	81	26	0.75	1.63	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	4	7	15	4	1	109	26	1.00	1.63	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	3	5	22	2	0	94	29	1.23	1.81	
Wildbrook at Rio Del Oro	Lennar	PLK	New	DTMU	145	4	3	12	1	0	1	1	2.33	2.33
TOTALS: No. Reporting: 7	Avg. Sales: 1.57		Traffic to Sales: 8 : 1				27	93	12	1	443	114	Net: 11	
City Codes: PLK = Plumas Lake, WH = Wheatland														

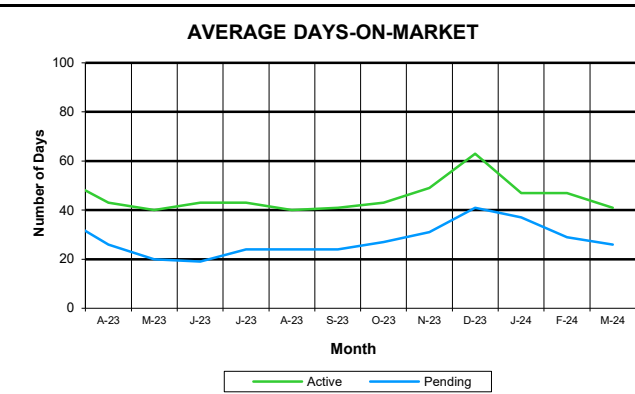
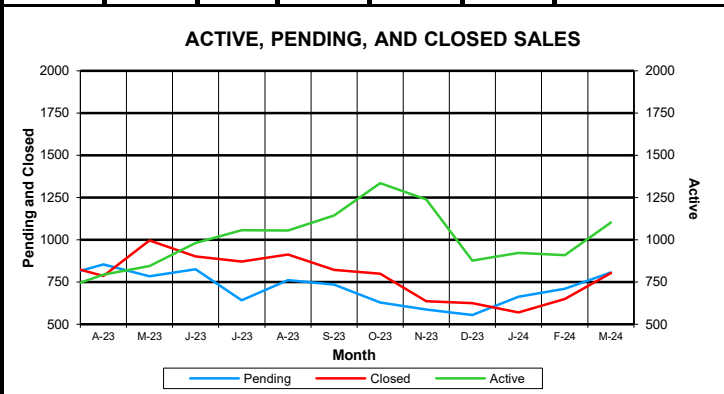
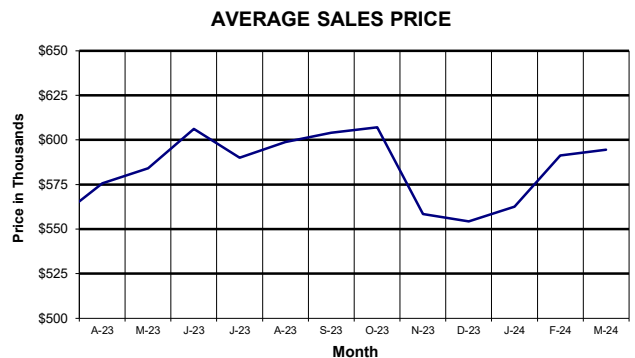
Development Name	Developer	City Code	Notes	Type										
Northern Counties Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Harter Estates	DR Horton	YC		ATST	150	0	2	10	1	0	8	8	0.97	0.97
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 10 : 1			2	10	1	0	8	8	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. Sis /Week	Av. Sis /YTD	
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	5	9	1	1	43	16	0.61	1.00	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	0	6	9	0	0	39	14	0.55	0.88	
Monroe	DR Horton	RD	DTST	20	0	5	4	0	0	13	8	0.32	0.50	
Rio	DR Horton	RD	DTST	50	0	3	0	0	0	46	6	0.47	0.38	
TOTALS: No. Reporting: 4		Avg. Sales: 0.00		Traffic to Sales: 22 : 1				19	22	1	1	141	44	Net: 0
City Codes: RD = Redding														

Sacramento			Projects Participating: 189						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 189	Avg. Sales: 0.84	Traffic to Sales: 15 : 1	824	2726	181	22	10995	2488	Net: 159
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						

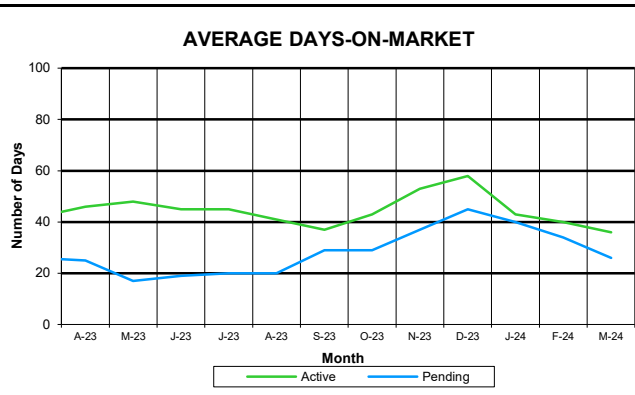
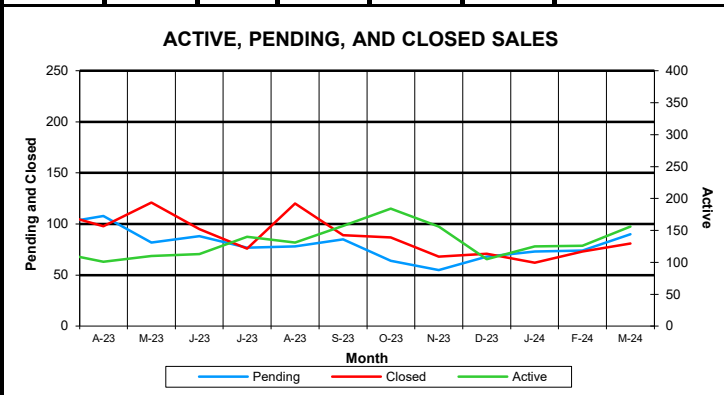
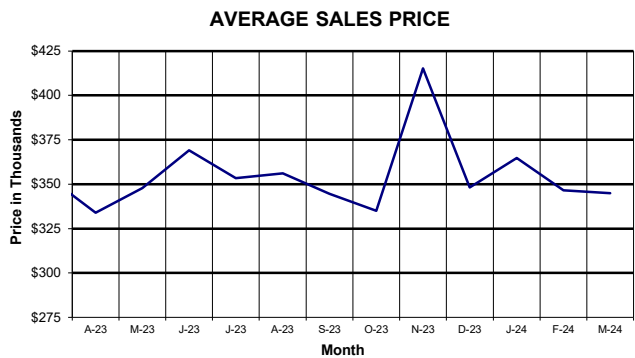
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	1,056	40	761	24	914	598,812
Sep-23	1,145	41	735	24	822	604,024
Oct-23	1,335	43	630	27	799	607,113
Nov-23	1,238	49	588	31	637	558,389
Dec-23	878	63	556	41	626	554,264
Jan-24	923	47	664	37	571	562,621
Feb-24	909	47	710	29	651	591,286
Mar-24	1,103	41	807	26	803	594,570



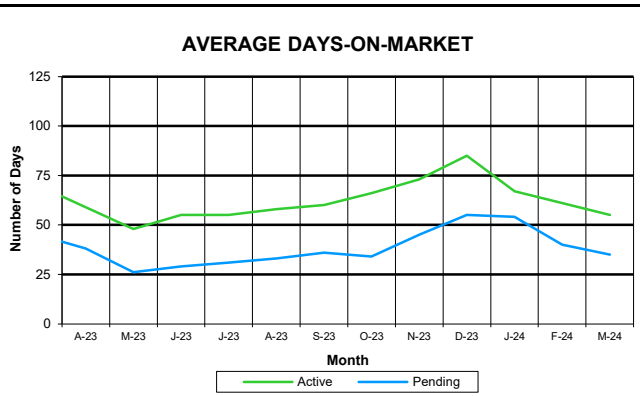
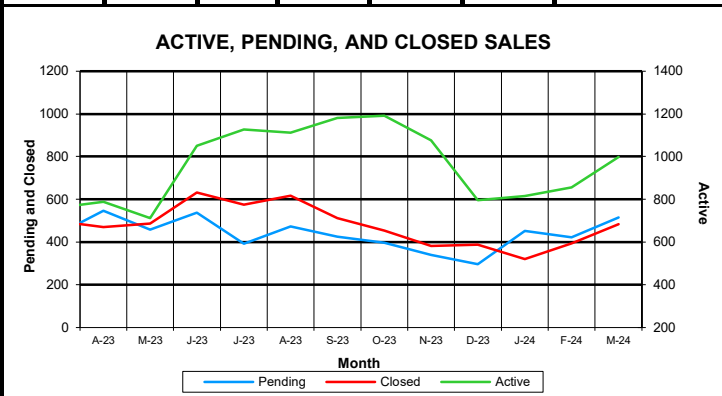
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	131	41	78	20	120	356,082
Sep-23	157	37	85	29	89	344,570
Oct-23	184	43	64	29	87	334,969
Nov-23	156	53	55	37	68	415,252
Dec-23	105	58	68	45	71	348,088
Jan-24	125	43	73	40	62	364,728
Feb-24	126	40	74	34	73	346,597
Mar-24	156	36	90	26	81	345,000



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	1,112	58	473	33	617	743,456
Sep-23	1,180	60	425	36	511	770,446
Oct-23	1,192	66	397	34	454	745,567
Nov-23	1,076	73	340	45	381	742,379
Dec-23	795	85	296	55	388	757,560
Jan-24	815	67	452	54	320	693,905
Feb-24	856	61	422	40	393	722,229
Mar-24	997	55	515	35	483	768,410



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	174	68	77	30	114	691,857
Sep-23	175	69	82	31	87	684,882
Oct-23	184	71	75	31	88	704,488
Nov-23	166	82	61	50	84	650,882
Dec-23	113	85	70	57	60	734,409
Jan-24	122	60	76	54	76	641,132
Feb-24	136	52	69	38	77	712,479
Mar-24	149	47	95	26	85	718,552

