

THE RYNESS REPORT

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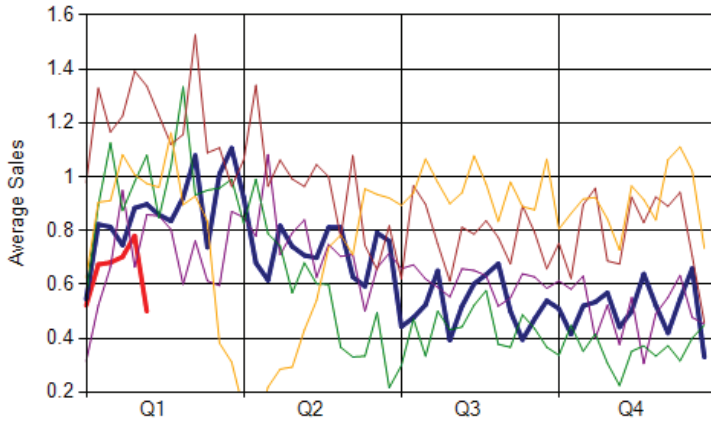
Bay Area

Week 6

Ending: Sunday, February 9, 2025

Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
Alameda		13	159	8	0	8	0.62	0.74	-17%	0.66	-7%				
Contra Costa		24	433	11	2	9	0.38	0.50	-24%	0.48	-22%				
Sonoma, Napa		8	86	4	0	4	0.50	0.55	-9%	0.51	-1%				
San Francisco, Marin		1	3	0	0	0	0.00	0.00	0.00	0.31	-100%				
San Mateo		3	68	0	0	0	0.00	0.67	-100%	1.00	-100%				
Santa Clara		18	234	13	3	10	0.56	0.88	-37%	0.68	-18%				
Monterey, Santa Cruz, San Benito		9	110	7	0	7	0.78	0.58	34%	0.42	83%				
Solano		22	106	12	1	11	0.50	0.62	-20%	0.58	-14%				
Current Week Totals		Traffic : Sales		22 : 1		98	1199	55	6	49	0.50	0.64	-22%	0.57	-13%
Per Project Average				12	0.56	0.06	0.50								
Year Ago - 02/11/2024		Traffic : Sales		14 : 1		107	1408	103	7	96	0.90	0.78	15%	0.59	53%
% Change		-8%	-15%	-47%	-14%	-49%	-44%	-18%			-2%				

52 Weeks Comparison



Year to Date Averages Through Week 6

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
Orange	2020	156	19	0.99	0.08	0.92	0.80
Red	2021	129	17	1.30	0.07	1.23	0.93
Green	2022	108	13	1.00	0.08	0.92	0.58
Purple	2023	114	12	0.74	0.07	0.67	0.64
Dark Blue	2024	108	13	0.84	0.06	0.78	0.66
Red	2025	96	13	0.69	0.05	0.64	0.64
% Change:		-11%	0%	-17%	-15%	-18%	-3%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.65%	APR 6.91%	<p>Last week the U.S. was set to impose new tariffs as part of President Trump's trade policy. Imports from Canada and Mexico are facing an additional 25% tariff- with the only exception being energy resources from Canada, which will have a 10% tariff added-while imports from China will be subject to a new 10% tariff. Although some of these tariffs may be delayed, builders have already been feeling anxious. The National Association of Home Builders published a public letter asking Trump to exempt building materials from the increased tariffs on Canada and Mexico, citing their "harmful effect on housing affordability." The reason for the unease: Even before the tariff announcement, homebuilders were feeling pinched by spiked construction and labor costs. In 2022, the average sales price of new single-family homes sampled by NAHB was \$644,750. Total construction costs for the "average" new single-family home included in the survey was \$392,241. In 2024, the average sales price of new single-family homes sampled by NAHB was \$665,298 and total construction costs for the "average" new single-family home was \$428,215. Among new builds included in the survey, that's a 3.2% jump for average sales price and a 9.2% jump for total construction costs. Since mortgage rates spiked in late spring 2022, lower housing demand-along with builders in many markets offering more incentives and affordability adjustments to attract buyers-has squeezed margins off the historic highs achieved during the pandemic housing boom. For some homebuilders, rising input and construction costs have further compressed margins over the past two years. Source: Yahoo Finance Megan Malas</p>
FHA	6.25%	7.27%	
10 Yr Yield	4.50%		

Development Name	Developer	City Code	Notes	Type										
Alameda County Alameda County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
La Playa Place	DR Horton	HY		DTMU	47	0	4	3	0	0	43	4	1.02	0.67
Poppy Lane	DR Horton	LS		DTST	18	0	3	13	1	0	2	2	0.39	0.33
The Chapter	KB Home	CV		ATMU	51	0	4	44	1	0	12	4	0.99	0.67
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	4	10	0	0	28	4	0.31	0.67
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	7	10	0	0	20	0	0.22	0.00
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	2	0	0	163	0	0.95	0.00
Beacon at Bridgeway	Lennar	NK		DTMU	120	4	4	2	2	0	112	10	1.04	1.67
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	0	0	0	153	0	0.91	0.00
Towns at Hartford	Lennar	FR		ATMU	57	0	4	9	0	0	23	5	0.62	0.83
Summit Collection	Trumark	CV		DTMU	25	0	4	24	2	0	21	7	0.75	1.17
TOTALS: No. Reporting: 10	Avg. Sales: 0.60		Traffic to Sales: 20 : 1				41	117	6	0	577	36	Net: 6	
City Codes: HY = Hayward, LS = San Leandro, CV = Castro Valley, AL = Alameda, FR = Fremont, NK = Newark														

Alameda County Amador Valley					Projects Participating: 3									
					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
Vine at Boulevard	Brookfield	DB	ATMU	92	1	10	20	2	0	62	8	1.16	1.33	
Avalon at Boulevard	Lennar	DB	ATMU	90	0	5	8	0	0	76	7	0.96	1.17	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	0	4	14	0	0	70	8	1.01	1.33	
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 21 : 1			19	42	2	0	208	23	Net: 2	
City Codes: DB = Dublin														

Contra Costa County Diablo Valley					Projects Participating: 5									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Woodbury Highlands	Davidon	LF	ATMU	99	2	8	8	1	0	77	2	0.34	0.33	
Heritage View	DeNova	MZ	DTMU	38	0	6	45	0	0	12	5	1.47	0.83	
Hillcrest	Shea	PH	DTMU	31	0	2	3	1	0	26	2	0.42	0.33	
Oak Grove	SummerHill TSO	WC	ATMU	115	0	TSO	12	2	0	62	5	0.98	0.83	
Penny Lane	Trumark	CN	ATMU	70	0	14	12	0	0	56	2	0.55	0.33	
TOTALS: No. Reporting: 5		Avg. Sales: 0.80		Traffic to Sales: 20 : 1				30	80	4	0	233	16	Net: 4
City Codes: LF = Lafayette, MZ = Martinez, PH = Pleasant Hill, WC = Walnut Creek, CN = Concord														

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	9	26	0	1	44	1	0.41	0.17	
City Village - Rows	SummerHill	SR	DTMU	114	0	5	39	0	0	9	2	0.27	0.33	
City Village - Towns	SummerHill	SR	ATMU	136	6	5	39	2	0	71	8	1.00	1.33	
City Village -Courts	SummerHill	SR	DTMU	154	0	3	39	0	0	47	3	0.65	0.50	
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 72 : 1			22	143	2	1	171	14	Net: 1	
City Codes: DN = Danville, SR = San Ramon														

Development Name	Developer	City Code	Notes	Type										
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. Sis /Week	Av. Sis /YTD
Bay View at Richmond	Meritage	RM		DTMU	94	0	2	0	0	0	53	5	0.51	0.83
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A				2	0	0	0	53	5	Net: 0
City Codes: RM = Richmond														

Contra Costa County Antioch/Pittsburg					Projects Participating: 6									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Crest at Park Ridge	Davidon	AN	DTMU	300	0	1	2	0	0	297	2	0.77	0.33	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	9	13	0	0	164	4	0.73	0.67	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	2	4	13	3	0	64	6	0.72	1.00	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	4	10	0	0	49	4	0.56	0.67	
Deer Valley	Meritage	AN	DTMU	120	0	4	0	0	0	45	2	1.00	0.33	
Shine at Cielo	TRI Pointe	AN	DTMU	137	2	4	3	1	0	127	1	0.86	0.17	
TOTALS: No. Reporting: 6		Avg. Sales: 0.67		Traffic to Sales: 10 : 1			26	41	4	0	746	19	Net: 4	
City Codes: AN = Antioch														

Contra Costa County East Contra Costa					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI	DTMU	131	0	7	12	0	1	108	0	0.38	0.00	
Cattle Ridge at Summer Lake North	DeNova	OY	DTMU	167	4	13	52	0	0	1	1	0.88	0.88	
Saddle Creek at Summer Lake North	DeNova	OY	DTMU	203	0	9	52	1	0	1	1	0.88	0.88	
Cypress Crossings	KB Home	OY	DTMU	98	0	4	13	0	0	91	4	0.68	0.67	
Beacon at Delta Coves	Pulte	BI	DTST	30	0	5	1	0	0	24	-1	0.24	-0.17	
Seagrass	Pulte	DB	DTMU	276	0	5	20	0	0	19	1	0.30	0.17	
Orchard Grove	Shea	BT	DTMU	51	0	4	12	0	0	2	2	0.93	0.93	
Orchard Trails	Shea	BT	DTMU	78	0	3	7	0	0	75	0	0.44	0.00	
TOTALS: No. Reporting: 8		Avg. Sales: 0.00		Traffic to Sales: 169 : 1			50	169	1	1	321	8	Net: 0	
City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood														

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	10	17	0	0	14	2	0.36	0.33	
Harmony at SOMO Village	Century	RP	DTMU	65	0	6	9	1	0	32	6	0.78	1.00	
Synergy at SOMO Village	Century	RP	DTMU	51	0	3	10	1	0	23	3	0.62	0.50	
Western Meadows	Davidon	NP	DTMU	12	0	5	4	0	0	1	0	0.05	0.00	
Hummingbird Cottages	DeNova	SX	DTST	15	0	3	29	0	0	3	3	1.40	1.40	
Harvest at Watson Ranch	DR Horton	AC	DTMU	219	2	4	12	2	0	119	8	1.21	1.33	
Sterling Hills at Quarry Heights II	KB Home	PET	DTMU	91	0	4	3	0	0	87	1	0.48	0.17	
Riverfront	TRI Pointe	PET	DTMU	134	0	4	2	0	0	130	3	0.59	0.50	
TOTALS: No. Reporting: 8		Avg. Sales: 0.50		Traffic to Sales: 22 : 1				39	86	4	0	409	26	Net: 4
City Codes: NP = Napa, RP = Rohnert Park, SX = Sonoma, AC = American Canyon, PET = Petaluma														

Development Name	Developer	City Code	Notes	Type										
San Francisco, Marin Marin 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
Verandah	Landsea	NV	ATMU		80	0	1	3	0	0	79	0	0.44	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A				1	3	0	0	79	0	Net: 0
City Codes: NV = Novato														

San Mateo County San Mateo County				Projects Participating: 3									
				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
Elevate at The Heights	Pulte	SM	DTMU	44	0	3	68	0	0	3	3	1.40	1.40
Overlook at The Heights	Pulte	SM	ATMU	58	0	4	0	0	0	4	4	1.87	1.87
Viewpoint at The Heights	Pulte	SM	ATMU	54	0	0	0	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 3	Avg. Sales: 0.00		Traffic to Sales: N/A				7	68	0	0	7	7	Net: 0
City Codes: SM = San Mateo													

Santa Clara County Santa Clara County				Projects Participating: 18										
				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	15	18	1	1	28	4	0.53	0.67	
Sundance	Brookfield	MH	ATMU	34	0	3	18	0	0	31	6	0.58	1.00	
Palomino Estates at Glen Loma Ranch	KB Home	GL	DTMU	37	0	5	24	0	1	24	6	0.62	1.00	
Apollo at The Square	Pulte	SV	ATMU	72	0	6	14	0	0	3	2	0.08	0.33	
Artemis at The Square	Pulte	SV	ATMU	63	0	4	14	0	0	12	4	0.32	0.67	
Avenue at Central	Pulte	SJ	ATMU	158	4	4	13	0	0	84	10	1.13	1.67	
Plaza at Central	Pulte	SJ	ATMU	90	0	3	10	0	0	87	0	0.68	0.00	
The Elms	Pulte	ST	ATMU	90	2	4	31	2	1	36	8	0.50	1.33	
28FIFTY	SummerHill	PA	ATMU	48	6	4	6	2	0	2	2	1.75	1.75	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	ATMU	76	6	7	13	1	0	69	5	0.38	0.83	
Bellaterra - Towns	SummerHill	LG	ATMU	97	0	1	13	0	0	96	2	0.49	0.33	
Amelia	Taylor Morrison	MV	ATMU	85	5	12	3	0	0	13	3	0.61	0.50	
Arroyo Village	Taylor Morrison	CP	ATMU	88	0	4	20	5	0	84	15	0.96	2.50	
Blueprint	Taylor Morrison TSO	SC	ATMU	48	0	TSO	0	0	0	42	0	0.84	0.00	
Brix at Glen Loma Ranch	TRI Pointe	GL	DTMU	67	0	5	4	0	0	42	4	0.49	0.67	
Lotus at Urban Oak	TRI Pointe	SJ	ATMU	123	2	4	15	1	0	57	3	0.43	0.50	
Ascend	Trumark	SJ	ATMU	90	0	3	13	1	0	15	7	0.71	1.17	
Lumberyard	Van Daele	MH	ATMU	49	0	3	5	0	0	16	1	0.40	0.17	
TOTALS: No. Reporting: 18		Avg. Sales: 0.56		Traffic to Sales: 18 : 1				87	234	13	3	741	82	Net: 10
City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SJ = San Jose, ST = Saratoga, PA = Palo Alto, LG = Los Gatos, MV = Mountain View, CP = Cupertino, SC = Santa Clara														

Development Name	Developer	City Code	Notes	Type										
Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	0	3	16	2	0	28	6	0.42	1.00
Highgrove at Fairview (SFD)	KB Home	HO		DTMU	138	2	3	38	2	0	85	7	0.95	1.17
Serenity V	Legacy	HO		DTMU	36	0	1	3	0	0	35	1	0.31	0.17
Bay House at The Dunes II	Shea	MA		ATMU	109	0	6	6	0	0	12	2	0.57	0.33
Enclave, The	Shea	SS		DTMU	121	0	5	5	0	0	80	4	0.41	0.67
Light House at the Dunes II	Shea	MA		DTMU	104	0	4	9	0	0	9	1	0.45	0.17
Rooftops at The Dunes	Shea	MA		ATMU	84	0	3	13	1	0	18	4	0.54	0.67
Sky House at The Dunes II	Shea	MA		DTMU	110	0	4	6	0	0	6	1	0.31	0.17
Willow Landing	TRI Pointe	HO		DTMU	144	4	5	14	2	0	3	3	2.63	2.63
TOTALS: No. Reporting: 9	Avg. Sales: 0.78		Traffic to Sales: 16 : 1				34	110	7	0	276	29	Net: 7	
City Codes: HO = Hollister, MA = Marina, 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	9	2	0	91	8	0.96	1.33
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 5 : 1			4	9	2	0	91	8	Net: 2	
City Codes: VL = Vallejo														

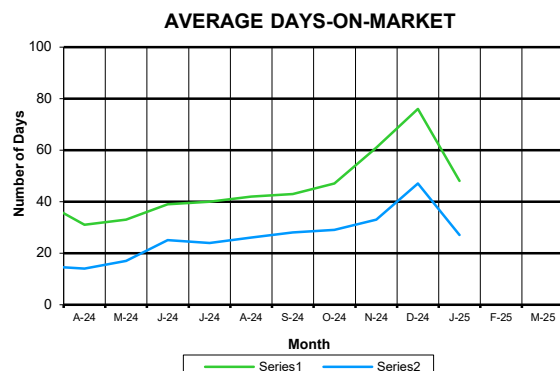
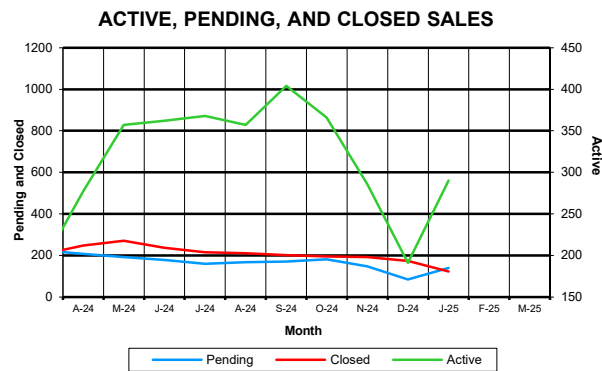
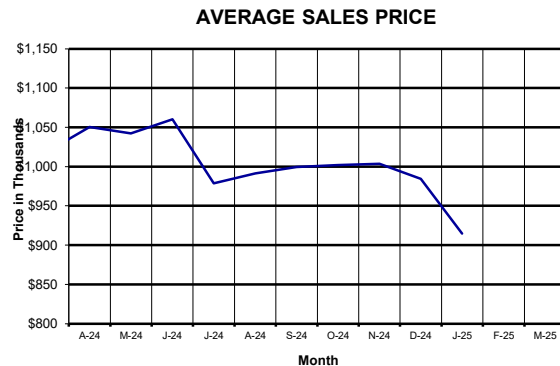
Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Solano County Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield S/O	FF		ATMU	50	0	S/O	0	1	0	50	1	0.34	0.17
Lakeside at One Lake	Brookfield S/O	FF		ATMU	58	0	S/O	0	1	0	58	2	0.40	0.33
Meridian	Century	SU		DTMU	71	0	6	14	0	1	44	5	0.64	0.83
Luminescence at Liberty	DeNova	RV		AASF	311	4	14	6	0	0	170	3	0.91	0.50
Iris at The Villages	DR Horton	FF		DTMU	119	0	1	0	0	0	118	1	1.03	0.17
Violet at Homestead	DR Horton	DX		DTST	70	0	2	5	1	0	67	5	1.09	0.83
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	5	2	0	0	90	5	0.67	0.83
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	6	2	0	0	74	4	0.55	0.67
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	2	2	0	0	61	6	0.82	1.00
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	3	9	1	0	54	6	0.73	1.00
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	4	6	19	2	0	45	4	0.70	0.67
Emerald at One Lake	Lennar	FF		DTMU	66	0	3	3	0	0	1	1	0.24	0.24
Lilac Ridge at Lagoon Valley	Lennar	VC		DTMU	108	0	6	10	0	0	10	2	0.61	0.33
Serenity at One Lake	Lennar	FF		DTMU	65	2	4	3	1	0	2	2	0.48	0.48
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	120	0	2	2	0	0	113	9	0.76	1.50
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	0	0	0	63	0	0.42	0.00
Foxboro Knolls	Pulte	VC		DTMU	58	0	3	7	2	0	48	5	0.85	0.83
Orchards at Valley Glen III	Richmond American	DX		DTMU	80	0	3	1	0	0	77	3	0.43	0.50
Seasons at Homestead	Richmond American	DX		DTMU	85	0	3	3	0	0	82	3	0.55	0.50
Sutton at Parklane	Richmond American	DX		DTMU	121	0	1	0	0	0	120	2	0.59	0.33
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	1	8	9	1	0	41	5	0.89	0.83
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	4	N/A	0	0	23	2	0.27	0.33
Splash at One Lake	TRI Pointe	FF		DTMU	144	0	2	N/A	0	0	120	3	0.58	0.50
TOTALS: No. Reporting: 21		Avg. Sales: 0.43		Traffic to Sales: 10 : 1				88	97	10	1	1531	79	Net: 9
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 100						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 98	Avg. Sales: 0.50	Traffic to Sales: 22 : 1	450	1199	55	6	5443	352	Net: 49
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

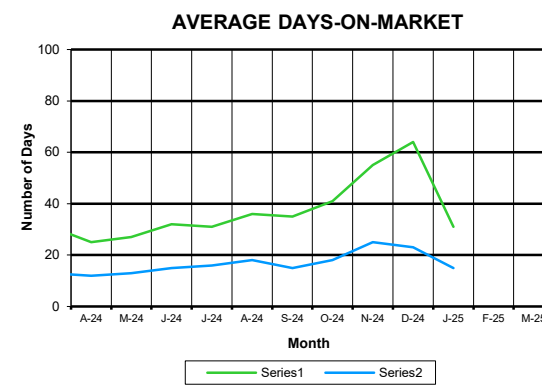
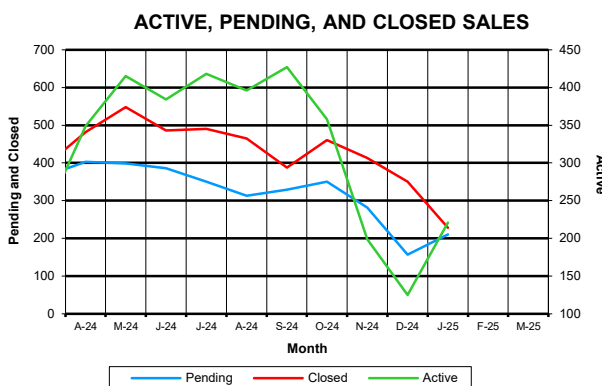
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	362	39	178	25	237	1,060,307
Jul-24	368	40	160	24	215	978,507
Aug-24	357	42	167	26	211	991,422
Sep-24	404	43	171	28	201	999,550
Oct-24	366	47	181	29	195	1,001,916
Nov-24	286	61	147	33	192	1,003,525
Dec-24	191	76	84	47	174	984,580
Jan-25	290	48	140	27	123	914,888



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

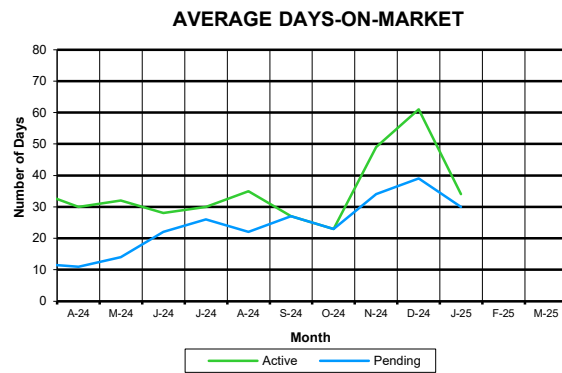
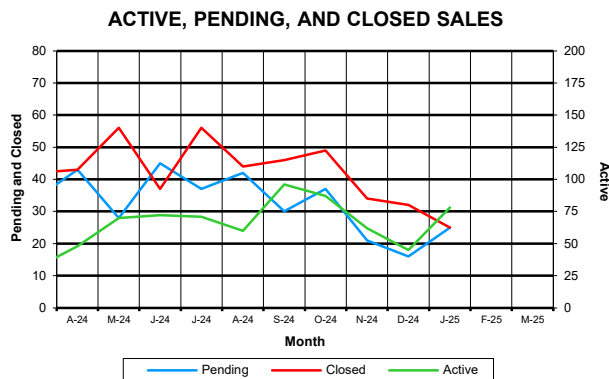
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	384	32	386	15	486	1,899,442
Jul-24	418	31	350	16	490	1,857,571
Aug-24	396	36	313	18	465	1,844,677
Sep-24	427	35	329	15	388	1,836,488
Oct-24	358	41	350	18	461	1,887,417
Nov-24	199	55	282	25	413	1,890,259
Dec-24	125	64	157	23	350	1,866,041
Jan-25	221	31	210	15	228	1,865,884



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

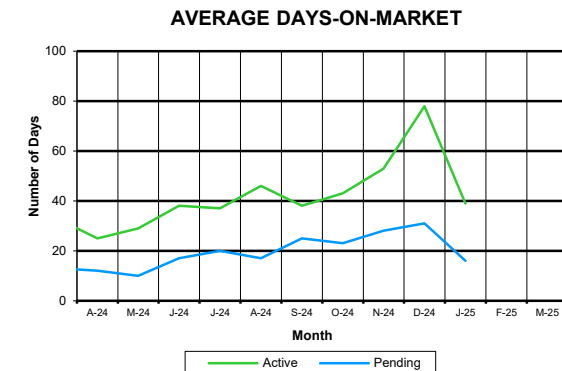
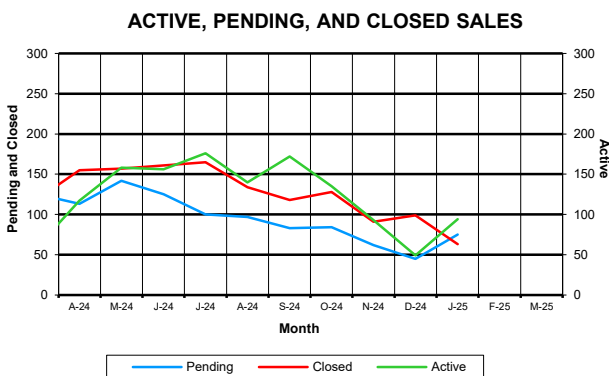
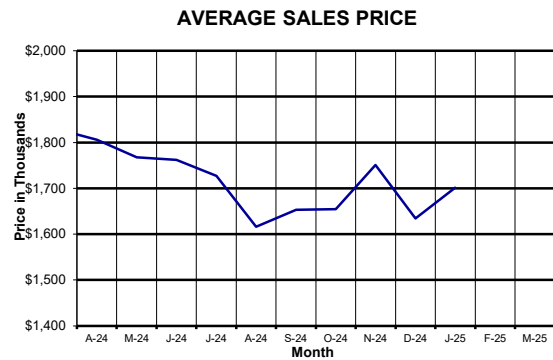
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	72	28	45	22	37	896,040
Jul-24	71	30	37	26	56	881,856
Aug-24	60	35	42	22	44	869,389
Sep-24	96	27	30	27	46	825,454
Oct-24	87	23	37	23	49	861,730
Nov-24	62	49	21	34	34	928,702
Dec-24	45	61	16	39	32	896,605
Jan-25	78	34	25	30	25	796,635



Amador Valley SFD Monthly MLS Survey

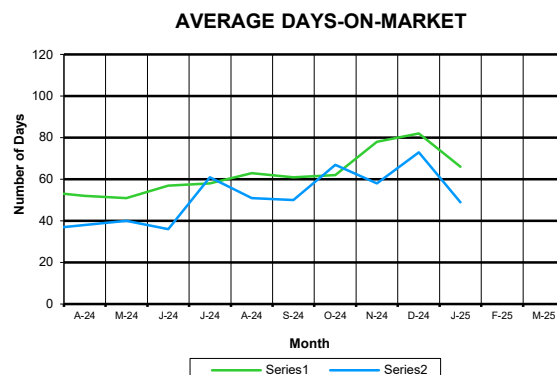
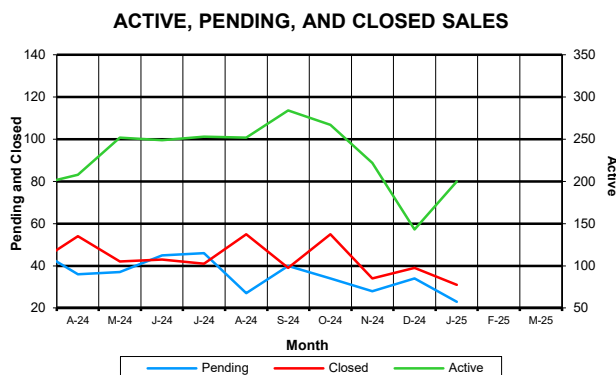
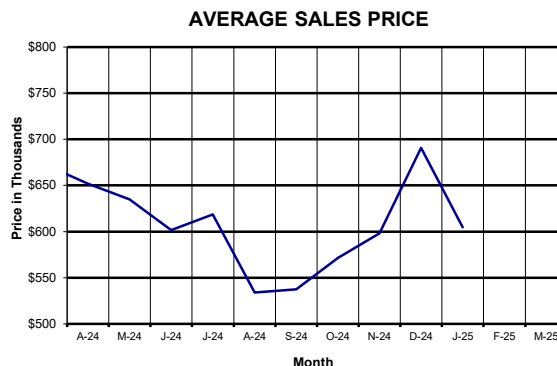
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	156	38	125	17	161	1,762,011
Jul-24	176	37	100	20	165	1,726,711
Aug-24	140	46	97	17	134	1,616,044
Sep-24	172	38	83	25	118	1,653,360
Oct-24	135	43	84	23	128	1,654,675
Nov-24	93	53	62	28	91	1,750,999
Dec-24	49	78	45	31	99	1,634,061
Jan-25	94	39	75	16	63	1,701,461



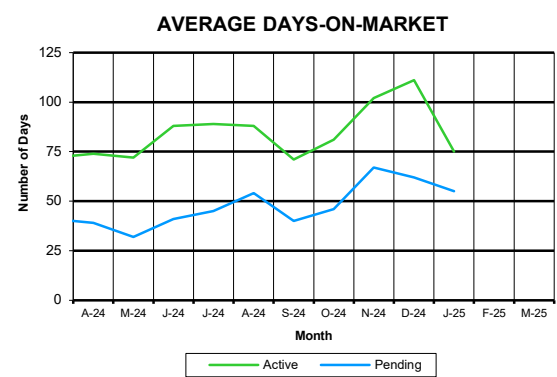
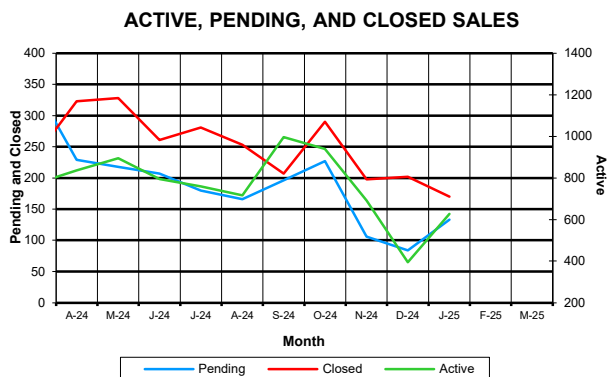
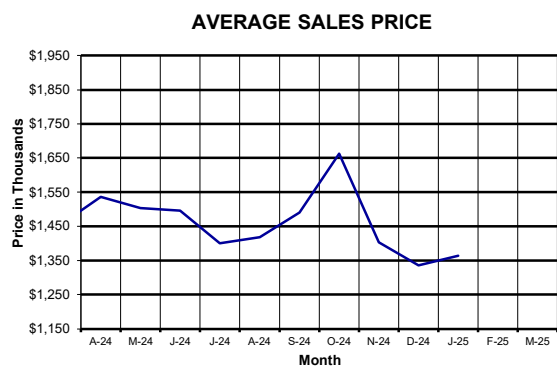
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	249	57	45	36	43	601,501
Jul-24	253	58	46	61	41	618,432
Aug-24	252	63	27	51	55	533,855
Sep-24	284	61	40	50	39	537,323
Oct-24	267	62	34	67	55	571,329
Nov-24	222	78	28	58	34	598,000
Dec-24	143	82	34	73	39	690,847
Jan-25	200	66	23	49	31	604,625



San Francisco Attd. Monthly MLS Survey

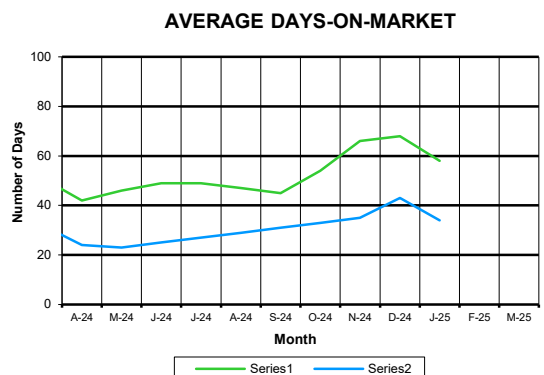
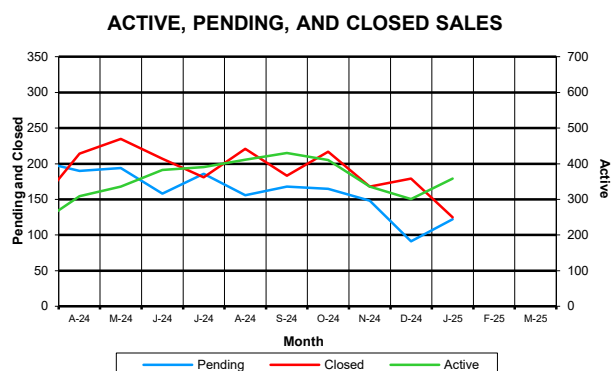
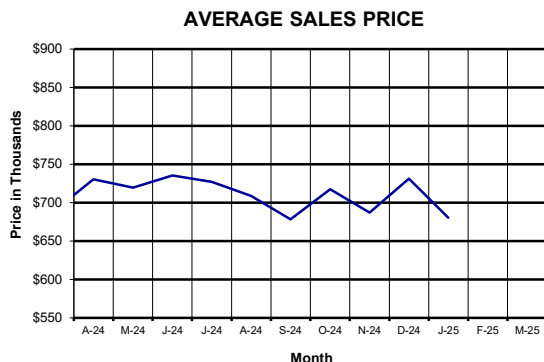
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	795	88	207	41	261	1,496,033
Jul-24	759	89	180	45	281	1,399,796
Aug-24	717	88	166	54	253	1,417,644
Sep-24	996	71	196	40	207	1,489,918
Oct-24	940	81	227	46	290	1,661,988
Nov-24	692	102	106	67	198	1,402,877
Dec-24	395	111	84	62	202	1,335,513
Jan-25	627	75	133	55	170	1,363,457



E. Contra Costa SFD Monthly MLS Survey

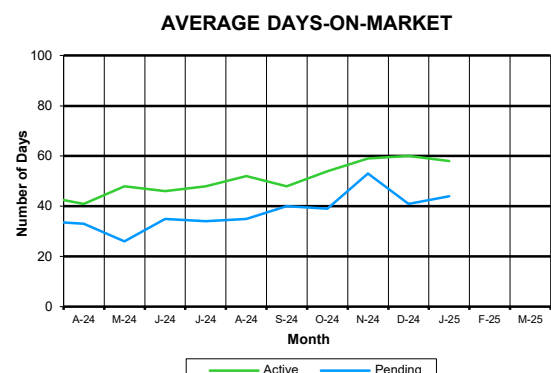
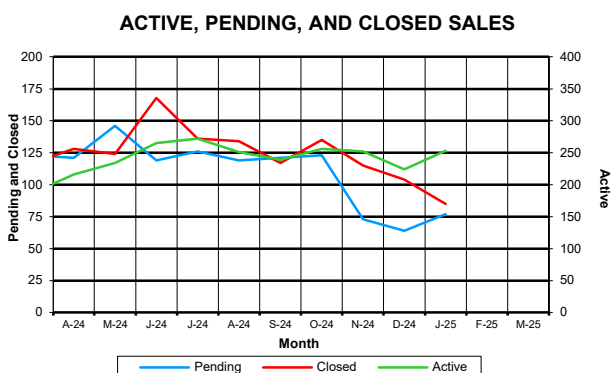
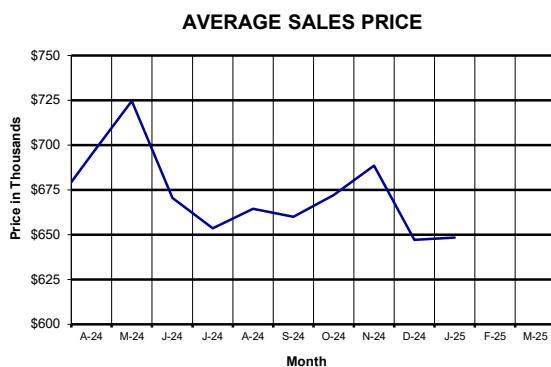
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	383	49	158	25	207	735,539
Jul-24	391	49	186	27	181	727,043
Aug-24	411	47	156	29	221	708,996
Sep-24	430	45	168	31	183	678,576
Oct-24	410	54	165	33	217	717,426
Nov-24	336	66	148	35	168	687,119
Dec-24	301	68	91	43	179	731,320
Jan-25	358	58	122	34	125	680,512



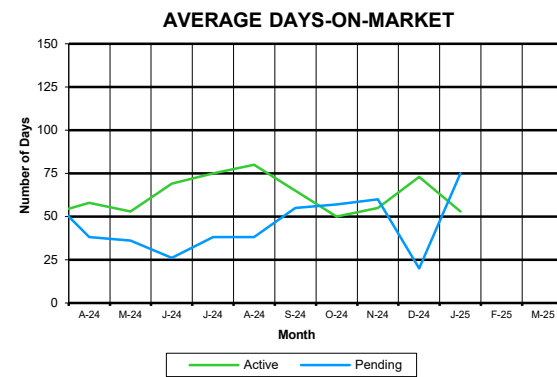
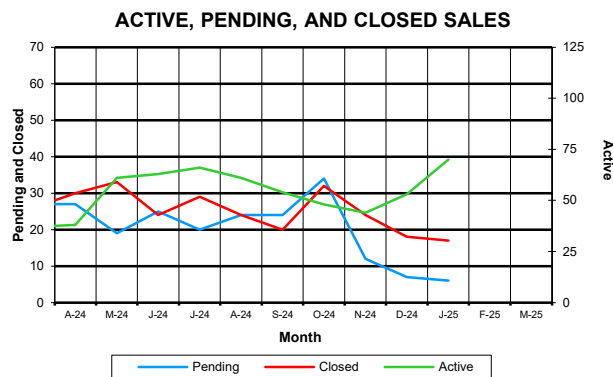
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	265	46	119	35	168	670,530
Jul-24	272	48	126	34	136	653,595
Aug-24	251	52	119	35	134	664,563
Sep-24	239	48	121	40	117	660,069
Oct-24	256	54	123	39	135	672,150
Nov-24	252	59	73	53	115	688,613
Dec-24	224	60	64	41	104	647,108
Jan-25	253	58	77	44	85	648,353



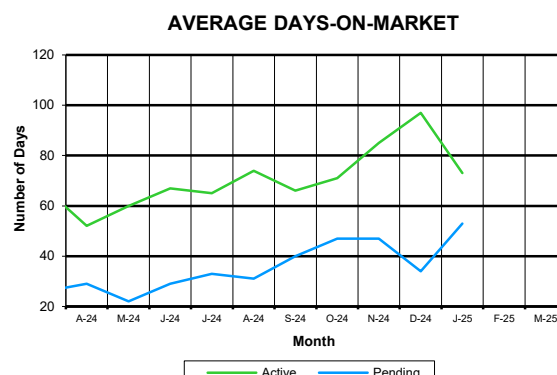
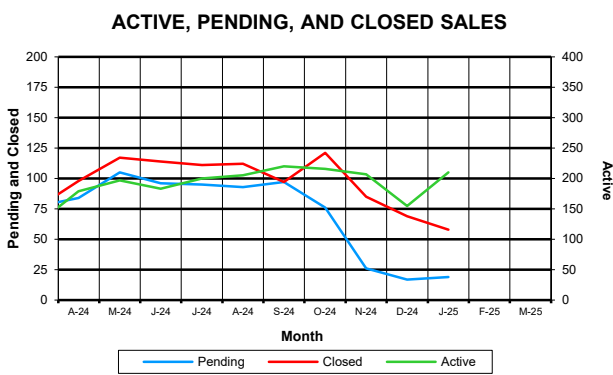
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	63	69	25	26	24	493,527
Jul-24	66	75	20	38	29	588,719
Aug-24	61	80	24	38	24	566,173
Sep-24	54	65	24	55	20	618,800
Oct-24	48	50	34	57	32	548,671
Nov-24	44	55	12	60	24	504,506
Dec-24	53	73	7	20	18	594,546
Jan-25	70	53	6	75	17	555,279



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-24	205	74	93	31	112	866,185
Sep-24	220	66	97	40	97	877,095
Oct-24	216	71	76	47	121	869,850
Nov-24	207	85	26	47	85	840,106
Dec-24	155	97	17	34	69	884,612



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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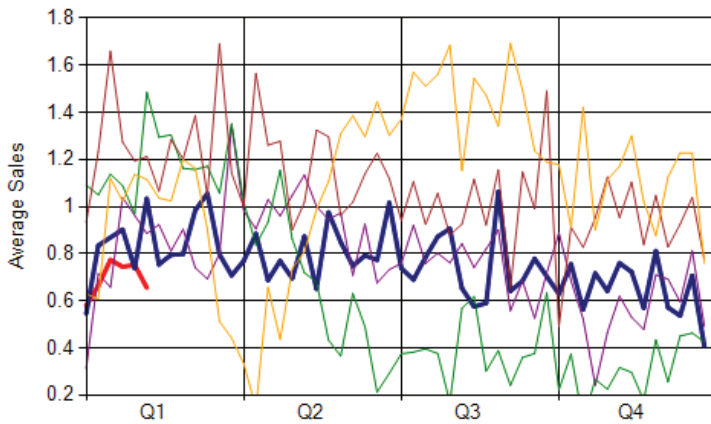
Central Valley

Week 6

Ending: Sunday, February 9, 2025

Counties / Groups								Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			18	156	7	0	7	0.39	0.63	-38%	0.70	-45%	
San Joaquin County			57	510	35	5	30	0.53	0.65	-19%	0.66	-20%	
Stanislaus County			12	122	11	0	11	0.92	0.87	6%	0.66	40%	
Merced County			5	47	4	1	3	0.60	0.52	15%	0.60	0%	
Madera County			6	179	6	0	6	1.00	0.97	4%	0.63	58%	
Fresno County			24	352	25	2	23	0.96	0.71	35%	0.68	41%	
Current Week Totals		Traffic : Sales	16 : 1	122	1366	88	8	80	0.66	0.70	-6%	0.66	-1%
Per Project Average				11	0.72	0.07	0.66						
Year Ago - 02/11/2024		Traffic : Sales	10 : 1	119	1413	135	12	123	1.03	0.82	26%	0.68	52%
% Change			3%	-3%	-35%	-33%	-35%	-37%	-15%			-2%	

52 Weeks Comparison



Year to Date Averages Through Week 6

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
Orange	2020	85	28	1.11	0.17	0.94	1.11
Red	2021	94	21	1.37	0.12	1.25	1.09
Green	2022	100	18	1.30	0.17	1.14	0.64
Purple	2023	103	14	0.93	0.16	0.77	0.77
Dark Blue	2024	120	13	0.92	0.10	0.82	0.76
Red	2025	128	14	0.79	0.09	0.70	0.70
% Change:		7%	5%	-14%	-5%	-15%	-8%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>Last week the U.S. was set to impose new tariffs as part of President Trump's trade policy. Imports from Canada and Mexico are facing an additional 25% tariff- with the only exception being energy resources from Canada, which will have a 10% tariff added-while imports from China will be subject to a new 10% tariff. Although some of these tariffs may be delayed, builders have already been feeling anxious. The National Association of Home Builders published a public letter asking Trump to exempt building materials from the increased tariffs on Canada and Mexico, citing their "harmful effect on housing affordability." The reason for the unease: Even before the tariff announcement, homebuilders were feeling pinched by spiked construction and labor costs. In 2022, the average sales price of new single-family homes sampled by NAHB was \$644,750. Total construction costs for the "average" new single-family home included in the survey was \$392,241. In 2024, the average sales price of new single-family homes sampled by NAHB was \$665,298 and total construction costs for the "average" new single-family home was \$428,215. Among new builds included in the survey, that's a 3.2% jump for average sales price and a 9.2% jump for total construction costs. Since mortgage rates spiked in late spring 2022, lower housing demand-along with builders in many markets offering more incentives and affordability adjustments to attract buyers-has squeezed margins off the historic highs achieved during the pandemic housing boom. For some homebuilders, rising input and construction costs have further compressed margins over the past two years. Source: Yahoo Finance Megan Malas</p>
FHA	6.65%	6.91%	
	6.25%	7.27%	
10 Yr Yield	4.50%		



Development Name	Developer	City Code	Notes	Type										
Tracy Tracy/Mountain House					Projects Participating: 18									
					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	5	8	0	0	9	-2	0.19	-0.33
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	5	2	0	0	71	9	1.31	1.50
Boulder at Tracy Hills	Lennar	TH		DTMU	139	0	4	3	0	0	6	1	0.26	0.17
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	4	9	1	0	12	4	0.41	0.67
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	4	11	0	0	8	2	0.31	0.33
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	4	15	0	0	94	5	0.88	0.83
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	4	12	0	0	100	6	0.93	1.00
Hillview	Lennar	TH		DTMU	214	2	5	16	2	0	160	10	1.14	1.67
Lugano at Lakeshore	Lennar	MH		DTMU	134	0	4	2	0	0	4	1	0.65	0.17
Maggiore at Lakeshore	Lennar	MH		DTMU	113	0	5	1	0	0	3	3	0.49	0.50
Mezzano at Lakeshore	Lennar	MH		DTMU	126	0	4	0	0	0	0	0	0.00	0.00
Parson Place at Creekside	Lennar	MH		ATMU	144	2	4	7	1	0	66	10	1.22	1.67
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	5	2	0	0	8	2	0.36	0.33
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	7	16	0	0	9	1	0.36	0.17
Rockingham at Tracy Hills	Lennar	TH		DTMU	69	0	7	7	0	0	9	2	0.45	0.33
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	0	6	18	0	0	12	5	0.54	0.83
Turano at Lakeshore	Lennar	MH		DTMU	130	2	4	2	2	0	8	7	1.30	1.17
Langston at Mountain House	Shea	MH		ATMU	302	0	4	25	1	0	275	2	1.05	0.33
TOTALS: No. Reporting: 18		Avg. Sales: 0.39		Traffic to Sales: 22 : 1				85	156	7	0	854	68	Net: 7
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin Stockton/Lodi				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	
Sontera	K Hovnanian	LD	DTMU	83	0	3	8	3	0	19	6	0.59	1.00	
The Preserve at Creekside	KB Home	SK	DTMU	128	0	3	8	1	0	84	4	0.84	0.67	
Vintage Oak at Gateway	KB Home	LD	DTMU	88	0	4	16	0	0	22	2	0.59	0.33	
Breakers Cove at Westlake	Lennar	SK	DTST	110	4	5	36	2	0	20	3	0.86	0.50	
Breezes at Westlake	Lennar	SK	DTMU	69	0	4	18	1	1	26	5	1.03	0.83	
Keys II at Westlake	Lennar	SK	DTMU	86	0	1	5	0	0	85	0	0.73	0.00	
Lakeside at Westlake	Lennar	SK	DTMU	125	2	3	16	1	0	9	6	0.64	1.00	
Shoreside at Westlake	Lennar	SK	DTMU	117	0	3	8	0	0	106	2	0.99	0.33	
Waterfront at Westlake	Lennar	SK	DTMU	62	0	2	15	1	0	6	3	0.40	0.50	
Waterside at Westlake	Lennar	SK	DTMU	92	0	5	5	0	0	87	3	0.85	0.50	
Waterways at Westlake	Lennar	SK	DTMU	125	0	2	6	0	0	52	6	1.23	1.00	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	5	2	0	0	102	2	0.66	0.33	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	0	1	0	0	0	95	2	0.62	0.33	
The Preserve at Gateway	Richmond American	LD	DTMU	85	0	6	13	0	0	16	5	0.66	0.83	
TOTALS: No. Reporting: 14		Avg. Sales: 0.57		Traffic to Sales: 17 : 1				47	156	9	1	729	49	Net: 8
City Codes: LD = Lodi, 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	4	23	0	1	246	0	1.31	0.00
Villa Bellissima	Century	MN		DTMU	110	0	4	13	1	0	53	13	1.55	2.17
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	4	6	12	2	0	46	12	1.63	2.00
Eagles Landing	DR Horton	LP		DTST	95	0	5	12	0	0	27	8	1.44	1.33
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	3	13	1	0	66	5	1.34	0.83
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	2	8	1	0	38	1	0.84	0.17
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	0	4	11	0	0	35	3	0.83	0.50
Cielo at Villa Ticino	KB Home	MN		DTST	117	0	5	13	0	0	29	4	1.31	0.67
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	6	7	0	0	92	1	0.68	0.17
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	5	9	1	0	47	5	0.95	0.83
Capri at River Islands	Kiper	LP	Rsv's	DTMU	84	0	4	24	1	0	34	3	0.72	0.50
Skye II at River Islands	Kiper	LP		DTMU	62	0	6	21	1	1	22	4	0.74	0.67
Chelsey at The Trails	Lennar	MN		DTMU	100	0	4	12	0	0	73	8	1.00	1.33
Driftway at River Islands	Lennar	LP		DTMU	95	0	3	13	0	0	43	7	1.19	1.17
Gilmore at Denali	Lennar	MN		DTMU	111	0	2	0	0	0	2	2	0.64	0.64
Howden at The Trails	Lennar	MN		DTMU	103	0	4	8	0	0	80	8	1.09	1.33
Aspen at Villa Ticino	Meritage	MN		DTMU	172	0	4	0	1	0	4	2	0.55	0.33
Denali 50's - Alder Grove	Meritage	MN		DTMU	208	0	2	1	2	0	48	3	1.00	0.50
Denali 60's - Arroyo Grove	Meritage	MN		DTMU	43	0	3	0	0	0	40	3	0.83	0.50
Eastwood at Machado Ranch	Meritage	MN		DTMU	136	0	4	0	0	0	2	1	0.33	0.17
Hawthorn at Arbor Bend	Meritage	MN		DTMU	212	0	4	0	0	0	187	4	1.06	0.67
Heston at Machado Ranch	Meritage	MN		DTMU	53	0	5	0	0	0	1	1	0.16	0.17
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	6	8	2	1	54	4	1.01	0.67
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	3	3	0	0	46	4	0.86	0.67
The Shores at River Islands	Pulte	LP		DTMU	53	0	7	7	1	1	26	2	0.50	0.33
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	4	4	0	0	44	6	0.83	1.00
Del Webb at River Island	Pulte/Del Webb	LP		AAAT	578	0	6	16	1	0	6	2	0.31	0.33
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	3	24	0	0	47	1	0.78	0.17
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	3	0	0	45	3	0.52	0.50
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	5	7	0	0	103	4	0.65	0.67
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	4	5	14	3	0	51	3	0.58	0.50
Villa Ticino	Richmond American	MN		DTMU	100	0	6	4	0	0	40	1	0.48	0.17
Juniper at Oakwood Trails	Taylor Morrison	MN		DTMU	110	0	7	4	1	0	73	7	1.10	1.17
Paddlewheel at River Islands	Taylor Morrison	LP		DTMU	105	0	3	6	0	0	7	7	1.36	1.17
Poppy at Oakwood Trails	Taylor Morrison	MN		DTMU	133	0	5	11	0	0	69	5	1.04	0.83
Sage at Oakwood Trails	Taylor Morrison	MN		DTMU	113	0	5	14	2	0	70	6	1.06	1.00
Chantara at River Islands	TRI Pointe	LP		DTMU	68	2	4	6	2	0	12	2	0.46	0.33
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	2	4	2	1	0	67	4	0.49	0.67
Dawn at The Collective	Trumark	MN		AASF	76	0	6	2	1	0	44	3	0.29	0.50
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	4	2	0	0	10	1	0.13	0.17
Vida at The Collective	Trumark	MN		AASF	103	0	4	2	0	0	66	1	0.43	0.17
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	14	1	0	78	5	0.56	0.83
Vintage II	Windward Pacific	MN		DTMU	68	0	4	1	0	0	64	3	0.33	0.50
TOTALS: No. Reporting: 43	Avg. Sales: 0.51		Traffic to Sales: 14 : 1				188	354	26	4	2237	172	Net: 22	
City Codes: MN = Manteca, LP = Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus Stanislaus 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
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	156	0	4	9	2	0	82	13	1.60	2.17
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	3	3	1	0	41	2	0.39	0.33
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	4	1	0	49	5	0.56	0.83
Enclave at Crossroads West	KB Home	RB		DTST	114	2	4	17	3	0	31	3	1.28	0.50
Heritage at Parkwood	KB Home	HG		DTMU	50	0	4	16	0	0	35	5	0.53	0.83
Orchards at Parkwood	KB Home	HG		DTMU	299	0	2	19	1	0	54	6	0.81	1.00
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	1	8	1	0	43	6	0.58	1.00
Blossom at Baldwin Ranch	Landsea	PR		DTMU	50	0	4	11	0	0	45	4	1.00	0.67
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	4	6	0	0	36	6	0.80	1.00
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	5	19	1	0	48	10	1.06	1.67
T Street Customs	SCM	NW		DTMU	10	0	1	N/A	0	0	9	0	0.07	0.00
The Meadowlands	Windward Pacific	OD		DTMU	62	0	5	1	0	0	25	2	0.16	0.33
TOTALS: No. Reporting: 11	Avg. Sales: 0.91		Traffic to Sales: 11 : 1				40	113	10	0	498	62	Net: 10	
City Codes: PR = Patterson, OD = Oakdale, RB = Riverbank, 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	2	4	9	1	0	82	6	0.58	1.00	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 9 : 1			4	9	1	0	82	6	Net: 1	
City Codes: KY = Keyes														

Merced County Merced 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
Crest View	Century	MD	DTMU	104	0	21	6	1	0	47	5	0.87	0.83	
Solera III	Century	MD	DTST	64	0	9	4	0	0	6	2	0.40	0.33	
Sundial at Bellevue Ranch	Century	MD	DTST	95	0	19	6	0	1	25	1	0.92	0.17	
Harvest Hills	DR Horton	LB	DTST	72	0	5	10	0	0	7	7	1.36	1.17	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	4	5	21	3	0	77	8	0.43	1.33	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	110	0	1	N/A	0	0	109	1	0.63	0.17	
Cypress Terrace	Stonefield Home	MD	DTST	170	0	1	N/A	0	0	169	0	0.60	0.00	
Southpointe	Stonefield Home	LB	DTST	36	0	2	N/A	0	0	34	0	0.56	0.00	
Villas II, The	Stonefield Home	LB	DTST	191	0	6	N/A	0	0	136	0	0.64	0.00	
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 12 : 1			69	47	4	1	610	24	Net: 3	
City Codes: MD = Merced, LB = Los Banos														

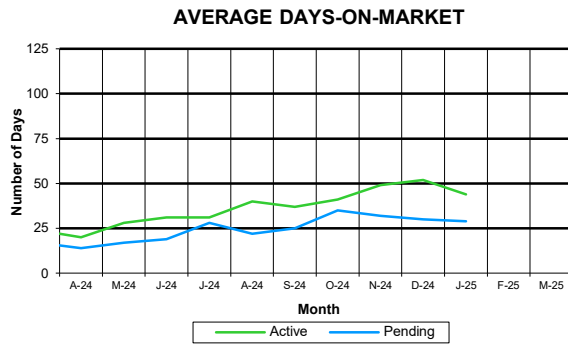
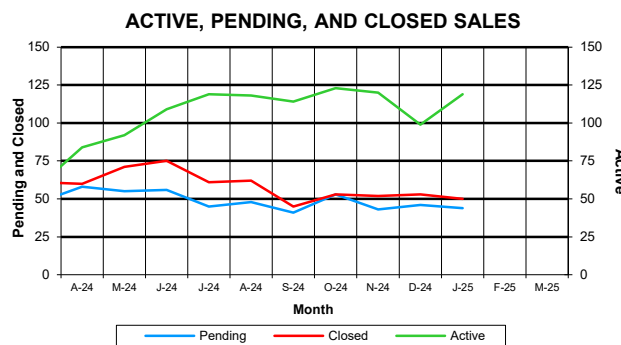
Development Name	Developer	City Code	Notes	Type										
Madera County Madera County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	1	2	0	0	62	1	0.50	0.17
Riverstone - Choral Series	Lennar	MDA		DTMU	107	2	4	51	2	0	69	5	1.23	0.83
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	3	90	1	0	74	14	1.31	2.33
Riverstone - Skye	Lennar	MDA		DTMU	81	0	4	36	2	0	65	8	0.82	1.33
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	26	N/A	0	0	63	5	0.41	0.83
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	11	N/A	0	0	124	8	0.94	1.33
Savanna at Tesoro Viejo	McCaffrey	MDA		DTMU	32	0	2	N/A	0	0	30	1	0.52	0.17
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	9	N/A	0	0	86	7	1.49	1.17
Encore at Riverstone	Woodside	MDA		DTMU	95	0	6	0	0	0	39	0	0.18	0.00
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	4	0	1	0	74	3	0.35	0.50
TOTALS: No. Reporting: 6	Avg. Sales: 1.00		Traffic to Sales: 30 : 1				70	179	6	0	686	52	Net: 6	
City Codes: MDA = Madera														

Fresno County Fresno County				Projects Participating: 24										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD	
Bravado	Century	REE	DTMU	182	0	15	4	0	0	149	4	0.86	0.67	
Trellises	Century	FR	DTMU	149	0	3	19	3	1	65	8	1.20	1.33	
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	0	3	8	0	0	99	8	0.62	1.33	
Centrella Villas	KB Home	FR	DTMU	146	0	4	20	2	0	113	7	0.85	1.17	
Cielo Ranch 5000s	KB Home	CV	DTST	92	0	4	14	1	0	77	4	0.80	0.67	
Cielo Ranch 6000s	KB Home	CV	DTMU	89	0	3	14	2	0	77	4	0.84	0.67	
Corinthalyn- Orchard	Lennar	CV	DTMU	128	0	5	8	0	0	88	9	1.39	1.50	
Corinthalyn- Treasures	Lennar S/O	CV	ATST	67	0	S/O	0	2	0	67	2	1.09	0.33	
Ellingsworth- Choral Series	Lennar	CV	DTMU	86	0	4	0	0	1	82	-1	0.97	-0.17	
Heritage Grove - Choral Series II	Lennar	CV	DTMU	32	4	5	43	5	0	19	7	0.51	1.17	
Heritage Grove - Choral Series III	Lennar	CV	DTMU	55	0	2	0	0	0	52	6	0.65	1.00	
Heritage Grove - Orchard II	Lennar	CV	DTST	63	0	3	38	2	0	46	13	1.23	2.17	
Heritage Grove - Skye Series II	Lennar	CV	DTMU	20	0	3	93	1	0	17	1	0.46	0.17	
Juniper Hills- Orchard & Clementine	Lennar	FR	DTMU	124	0	1	0	1	0	123	1	1.26	0.17	
Juniper Hills- Solana	Lennar	FR	DTST	77	0	4	0	0	0	67	0	0.62	0.00	
Kintsu Square - Orchard Series	Lennar	FR	DTMU	83	0	1	18	1	0	82	3	1.34	0.50	
Kintsu Square - Treasures	Lennar	FR	DTST	24	0	3	0	0	0	21	1	0.63	0.17	
Sterling Acres - Choral Series	Lennar	FR	DTMU	66	0	4	25	1	0	39	4	1.05	0.67	
Abbey Park	Woodside	FO	DTMU	93	4	4	3	3	0	19	8	1.02	1.33	
Canyon Ridge at The Preserve	Woodside	FT	DTMU	59	0	4	6	0	0	5	0	0.06	0.00	
Cottonwood Creek at The Preserve	Woodside	FT	DTMU	121	0	4	6	0	0	11	0	0.12	0.00	
Ivy Gate at Farmstead	Woodside	CV	DTMU	113	0	3	27	1	0	84	1	0.35	0.17	
Somerset Crossing	Woodside	FO	ATST	99	0	4	5	0	0	86	1	0.42	0.17	
Woodlands at Brooklyn Trail	Woodside	FR	DTMU	100	0	6	1	0	0	89	3	0.37	0.50	
TOTALS: No. Reporting: 24		Avg. Sales: 0.96		Traffic to Sales: 14 : 1				92	352	25	2	1577	94	Net: 23
City Codes: REE = Reedley, FR = Fresno, FO = Fowler, CV = Clovis, FT = Friant														

Development Name	Developer	City Code	Notes	Type								
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: 122		Avg. Sales: 0.66		Traffic to Sales: 16 : 1		595	1366	88	8	7273	527	Net: 80
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										

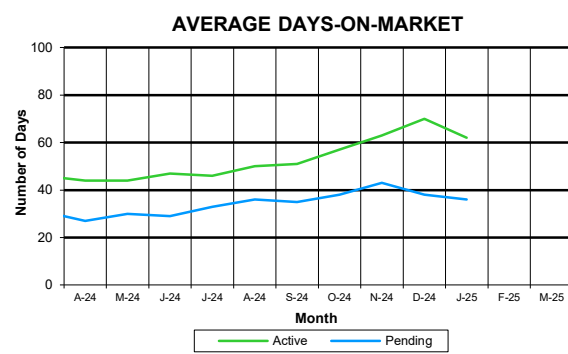
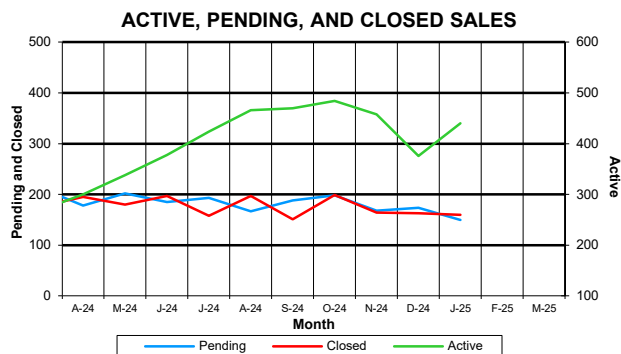
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	109	31	56	19	75	802,622
Jul-24	119	31	45	28	61	769,586
Aug-24	118	40	48	22	62	815,386
Sep-24	114	37	41	25	45	769,479
Oct-24	123	41	53	35	53	796,070
Nov-24	120	49	43	32	52	786,218
Dec-24	99	52	46	30	53	730,922
Jan-25	119	44	44	29	50	767,753



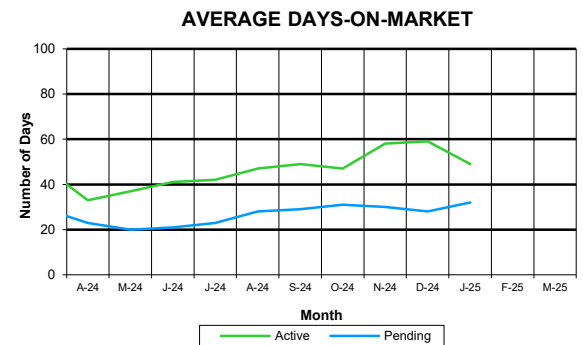
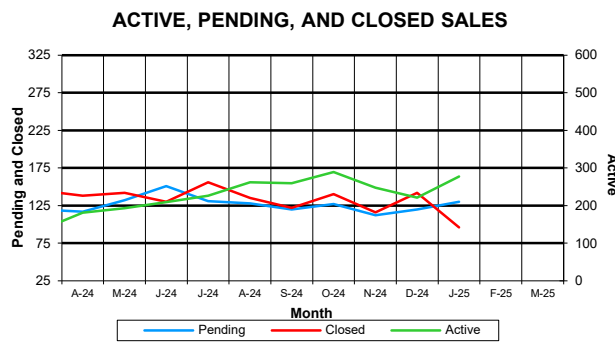
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	378	47	185	29	197	486,930
Jul-24	424	46	193	33	158	491,446
Aug-24	466	50	167	36	197	477,854
Sep-24	470	51	188	35	151	466,049
Oct-24	484	57	198	38	199	481,996
Nov-24	458	63	168	43	164	462,200
Dec-24	376	70	174	38	163	456,353
Jan-25	440	62	150	36	160	449,179



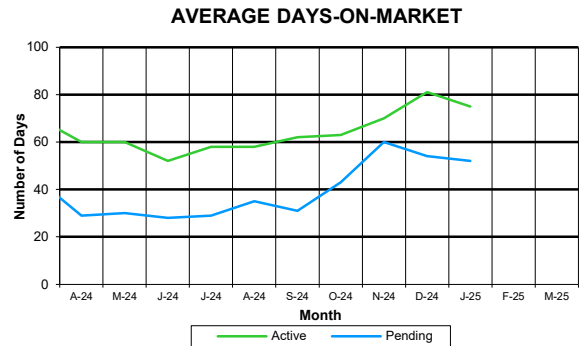
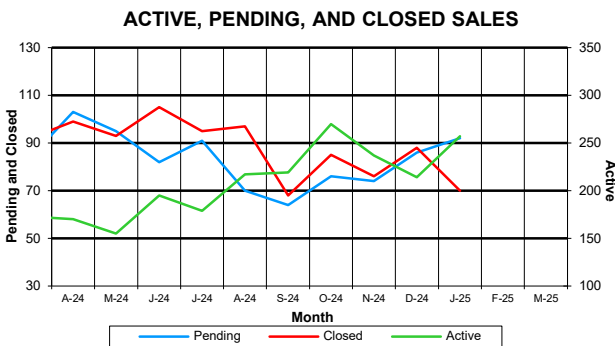
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	209	41	151	21	130	497,059
Jul-24	226	42	131	23	156	496,664
Aug-24	262	47	128	28	135	484,187
Sep-24	259	49	120	29	122	461,802
Oct-24	289	47	127	31	140	501,240
Nov-24	247	58	112	30	116	470,189
Dec-24	221	59	120	28	142	474,076
Jan-25	277	49	130	32	96	463,308



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	195	52	82	28	105	414,405
Jul-24	179	58	91	29	95	437,922
Aug-24	217	58	70	35	97	447,283
Sep-24	219	62	64	31	68	390,851
Oct-24	270	63	76	43	85	407,499
Nov-24	237	70	74	60	76	416,670
Dec-24	214	81	86	54	88	422,866
Jan-25	257	75	92	52	70	443,873



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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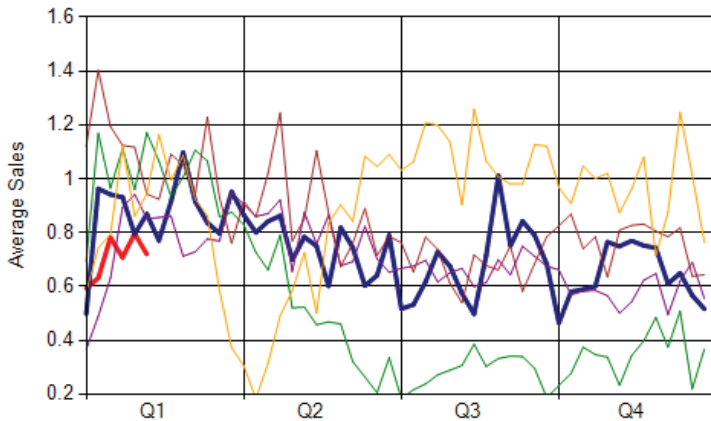
Sacramento

Week 6

Ending: Sunday, February 9, 2025







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.				
		Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.			
South Sacramento		47	458	35	3	32	0.68	0.65	5%	0.66	4%				
Central & North Sacramento		46	762	38	7	31	0.67	0.75	-10%	0.77	-13%				
Folsom		9	108	8	2	6	0.67	0.54	23%	0.75	-11%				
El Dorado		9	102	5	0	5	0.56	0.39	43%	0.45	23%				
Placer & Nevada		57	893	46	4	42	0.74	0.77	-5%	0.68	8%				
Yolo		8	55	3	1	2	0.25	0.62	-60%	0.57	-56%				
Amador County		1	9	0	0	0	0.00	0.20	-100%	0.17	-100%				
Northern Counties		19	209	26	3	23	1.21	0.85	43%	0.68	77%				
Current Week Totals		Traffic : Sales		16 : 1		196	2596	161	20	141	0.72	0.70	2%	0.68	5%
Per Project Average						13	0.82	0.10	0.72						
Year Ago - 02/11/2024		Traffic : Sales		12 : 1		190	2286	183	18	165	0.87	0.83	4%	0.68	28%
% Change						3%	14%	-12%	11%	-15%	-17%	-16%	1%		

52 Weeks Comparison



Year to Date Averages Through Week 6


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2020	137	24	0.93	0.09	0.84	0.89
	2021	153	21	1.25	0.10	1.15	0.85
	2022	168	19	1.15	0.14	1.01	0.52
	2023	188	14	0.84	0.14	0.70	0.70
	2024	188	13	0.93	0.09	0.83	0.74
	2025	191	14	0.81	0.11	0.70	0.70
% Change:		1%	13%	-12%	19%	-16%	-5%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Last week the U.S. was set to impose new tariffs as part of President Trump's trade policy. Imports from Canada and Mexico are facing an additional 25% tariff- with the only exception being energy resources from Canada, which will have a 10% tariff added-while imports from China will be subject to a new 10% tariff. Although some of these tariffs may be delayed, builders have already been feeling anxious. The National Association of Home Builders published a public letter asking Trump to exempt building materials from the increased tariffs on Canada and Mexico, citing their "harmful effect on housing affordability." The reason for the unease: Even before the tariff announcement, homebuilders were feeling pinched by spiked construction and labor costs. In 2022, the average sales price of new single-family homes sampled by NAHB was \$644,750. Total construction costs for the "average" new single-family home included in the survey was \$392,241. In 2024, the average sales price of new single-family homes sampled by NAHB was \$665,298 and total construction costs for the "average" new single-family home was \$428,215. Among new builds included in the survey, that's a 3.2% jump for average sales price and a 9.2% jump for total construction costs. Since mortgage rates spiked in late spring 2022, lower housing demand-along with builders in many markets offering more incentives and affordability adjustments to attract buyers-has squeezed margins off the historic highs achieved during the pandemic housing boom. For some homebuilders, rising input and construction costs have further compressed margins over the past two years. Source: Yahoo Finance Megan Malas</p>
CONV	6.65%	6.91%	
FHA	6.25%	7.27%	
10 Yr Yield	4.50%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 47									
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
Lilly	Beazer	LN	New	DTST	75	0	5	6	0	0	1	1	7.00	7.00
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	5	5	0	0	13	1	0.24	0.17
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	8	7	1	1	29	1	0.53	0.17
Riverhaven	Beazer	SO		DTST	66	0	4	12	0	0	35	2	0.64	0.33
Stonehaven	Beazer	SO		DTMU	90	0	4	4	0	0	57	0	0.69	0.00
Parlin Oaks	Blue Mountain	GT		DTST	71	0	3	10	0	0	7	1	0.24	0.17
Park Place	Century	SO		DTST	48	0	4	11	1	1	13	2	0.39	0.33
Cascade at Elliott Springs	Elliott	VN		DTMU	173	0	3	23	1	0	35	2	0.74	0.33
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	21	1	0	89	4	0.93	0.67
The Retreats	K Hovnanian	RM		DTMU	62	0	3	0	0	0	57	3	0.41	0.50
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	5	4	0	0	20	4	0.50	0.67
Fairfax at The Grove	KB Home	LN		DTMU	125	4	6	6	3	0	73	8	1.37	1.33
Hamilton Park	KB Home	LN		DTST	85	0	5	14	0	0	5	2	0.45	0.33
Hayworth at The Grove	KB Home	LN		DTMU	90	0	5	5	0	0	60	3	1.13	0.50
Highland at The Grove	KB Home	LN		DTST	116	4	5	13	3	0	37	11	0.92	1.83
Lexington at The Grove	KB Home	LN		DTMU	58	0	2	0	0	0	56	4	0.98	0.67
Riva at Delta Shores	KB Home	SO		DTMU	109	4	5	9	1	0	21	4	0.58	0.67
Rosewood at The Grove	KB Home	LN		DTMU	51	0	5	0	0	0	44	0	0.68	0.00
Westborne at The Grove	KB Home	LN		DTMU	123	0	3	25	1	0	91	9	1.34	1.50
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	5	0	0	101	0	1.24	0.00
Calabria at Vineyard Parke	Lennar	SO		DTST	113	0	4	14	1	1	68	3	1.65	0.50
Cascade II at Vineyard Park	Lennar	SO		DTMU	175	4	6	16	1	0	4	2	0.39	0.33
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	0	4	8	0	0	128	5	1.48	0.83
Redwood IV at Vineyard Parke	Lennar	SO		DTMU	91	0	4	17	1	0	8	5	0.98	0.83
The Towns at Greenwood	Lennar	GT		ATMU	148	0	5	16	1	0	11	6	0.78	1.00
Vienna at Vineyard Parke	Lennar	SO		DTMU	103	0	3	5	0	0	1	1	0.19	0.17
Laguna Ranch II	Richmond American	LN		DTMU	100	0	4	1	2	0	89	9	0.63	1.50
Seasons at the Farm	Richmond American	GT		DTMU	87	0	1	1	0	0	86	2	0.56	0.33
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	1	4	0	0	119	2	0.88	0.33
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	3	2	0	0	38	2	0.58	0.33
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	4	3	0	0	15	1	0.23	0.17
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	6	3	0	0	20	2	0.31	0.33
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	4	4	0	0	38	7	0.90	1.17
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	5	6	0	0	96	6	0.82	1.00
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	165	0	4	19	2	0	89	4	0.76	0.67
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	5	8	2	0	81	3	0.67	0.50
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	4	5	9	4	0	119	10	0.99	1.67
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	4	3	1	0	86	6	0.71	1.00
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	4	4	2	0	67	1	0.78	0.17
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	6	7	0	0	62	3	0.72	0.50
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	0	4	22	0	0	8	3	0.28	0.50
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	4	22	2	0	24	8	0.85	1.33
Long Meadow	The New Home Co	VN		DTMU	122	0	3	28	1	0	67	4	0.88	0.67
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	4	5	28	2	0	23	8	0.82	1.33
Cedar Creek	Tim Lewis	GT		DTMU	112	0	1	3	1	0	111	3	0.61	0.50

Development Name	Developer	City Code	Notes	Type										
South Sacramento South Sacramento (Continued ...)					Projects Participating: 47									
					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 Oasis	Tim Lewis	LN		DTMU	52	0	3	17	0	0	47	2	0.70	0.33
The Meadows	Woodside	LN		DTMU	141	0	5	8	0	0	14	1	0.29	0.17
TOTALS: No. Reporting: 47		Avg. Sales: 0.68		Traffic to Sales: 13 : 1				196	458	35	3	2363	171	Net: 32
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta														

C/N Sacramento Central Sacramento					Projects Participating: 34									
					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
Arista	Beazer	RO	New	DTMU	142	6	6	7	0	0	0	0	0.00	0.00
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	4	3	25	4	0	63	5	0.65	0.83
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	8	12	0	1	206	-2	0.69	-0.33
Placer at Rio Del Oro	Elliott	RO		DTMU	117	4	6	4	2	0	47	4	0.36	0.67
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	4	7	0	0	38	3	0.28	0.50
Veranda at Stone Creek Village	Elliott	RO		DTST	128	4	5	15	1	0	23	14	1.63	2.33
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	4	5	1	0	64	5	0.69	0.83
Four Seasons at The Ranch - Autumn	K Hovnanian	RO		AASF	39	0	5	3	0	0	1	1	0.09	0.17
Four Seasons at The Ranch - Spring	K Hovnanian	RO		AASF	90	0	2	3	0	0	2	2	0.18	0.33
Four Seasons at The Ranch - Summer	K Hovnanian	RO		AASF	63	0	3	3	0	0	3	0	0.27	0.00
Four Seasons at The Ranch - Winter	K Hovnanian	RO		AASF	55	0	5	3	0	0	3	3	0.72	0.72
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	3	4	9	3	0	79	5	0.50	0.83
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	6	1	0	1	87	2	0.71	0.33
Reserve at The Ranch	K Hovnanian	RO		DTMU	90	0	3	5	0	0	1	1	0.09	0.17
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	2	0	0	0	114	0	0.72	0.00
Silverbrook at The Ranch	K Hovnanian	RO		DTST	69	0	5	5	0	0	3	2	0.27	0.33
Celedon at Pradera Ranch	Lennar	RO		DTMU	110	0	2	15	1	0	108	9	1.76	1.50
Cobalt at The Preserve	Lennar	RO		DTMU	135	0	4	6	0	0	2	1	0.17	0.17
Jade at Pradera Ranch	Lennar S/O	RO		DTMU	90	0	S/O	7	0	0	90	2	1.75	0.33
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	7	32	2	0	83	13	1.45	2.17
Olive Grove at Pradera Ranch	Lennar	RO		DTST	78	0	2	68	4	1	76	20	2.15	3.33
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	4	6	32	2	0	111	13	1.49	2.17
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	4	6	36	2	0	86	13	1.21	2.17
Ascent at Montelena	Pulte	RO		DTMU	127	0	4	12	0	0	74	3	0.60	0.50
Solis at Montelena	Pulte	RO		DTMU	55	0	3	3	2	0	46	4	0.35	0.67
Vista at Montelena	Pulte	RO		DTMU	38	0	1	0	0	0	37	0	0.28	0.00
Seasons at Montelena	Richmond American	RO		DTMU	125	0	3	27	0	0	110	1	0.72	0.17
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	0	5	53	2	1	27	7	0.75	1.17
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	0	5	53	0	0	11	1	0.30	0.17
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	3	53	1	0	14	7	0.39	1.17
Acacia II at Cypress	Woodside	RO		DTMU	90	0	5	4	0	0	27	0	0.33	0.00
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	3	19	1	0	61	2	0.74	0.33
Sycamore at Cypress	Woodside	RO		DTMU	96	0	6	7	0	0	22	0	0.27	0.00
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	4	19	0	0	29	7	0.36	1.17
TOTALS: No. Reporting: 34		Avg. Sales: 0.71		Traffic to Sales: 20 : 1				140	553	28	4	1748	148	Net: 24
City Codes: RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
C/N Sacramento North Sacramento					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
Archer Estates	KB Home	SO		DTMU	143	2	4	41	1	0	2	2	1.75	1.75
Cottages at The Preserve	KB Home	AO		DTST	70	0	3	19	2	1	51	2	1.18	0.33
Villas at The Preserve	KB Home	AO		DTMU	203	4	5	34	2	0	77	8	1.13	1.33
Northlake - Bleau	Lennar	SO		DTMU	348	0	11	14	1	0	223	6	1.05	1.00
Northlake - Crestvue II	Lennar	SO		DTMU	138	2	6	7	0	0	28	6	0.41	1.00
Northlake - Drifton	Lennar	SO		DTMU	236	0	15	3	0	0	133	1	0.65	0.17
Northlake - Lakelet	Lennar	SO		DTMU	307	0	5	16	1	2	163	4	0.77	0.67
Northlake - Shor	Lennar	SO		DTMU	337	0	8	9	0	0	171	8	0.81	1.33
Northlake - Watersyde	Lennar	SO		DTMU	276	2	5	7	0	0	151	3	0.71	0.50
Northlake - Wavmor	Lennar	SO		DTMU	320	0	19	16	1	0	152	1	0.72	0.17
Waters Edge	Lennar	SO		DTST	139	0	4	16	1	0	19	3	0.54	0.50
Terrace Park	TRI Pointe	SO		DTST	79	2	4	27	1	0	6	2	0.40	0.33
TOTALS: No. Reporting: 12		Avg. Sales: 0.58		Traffic to Sales: 21 : 1				89	209	10	3	1176	46	Net: 7
City Codes: SO = Sacramento, AO = Antelope														

Folsom Folsom Area					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
Esquire at Folsom Ranch	KB Home	FM	DTMU	153	4	3	25	2	0	59	14	1.31	2.33	
Brass Pointe at Russell Ranch	Lennar	FM	DTMU	143	0	3	16	1	1	138	4	0.95	0.67	
Rockcross II at Folsom Ranch	Lennar	FM	DTMU	115	0	3	30	2	1	86	8	1.43	1.33	
Sterling Hills at Russell Ranch	Lennar	FM	DTMU	112	0	1	10	0	0	111	0	1.19	0.00	
Folsom Ranch - Encore	Taylor Morrison	FM	DTMU	106	0	4	8	0	0	81	3	0.71	0.50	
Folsom Ranch - Legends	Taylor Morrison	FM	DTMU	110	0	3	9	1	0	85	4	0.74	0.67	
Canterly at Folsom Ranch	TRI Pointe	FM	DTMU	100	0	1	0	0	0	99	0	0.96	0.00	
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMU	90	0	4	0	0	0	84	0	0.61	0.00	
The Trails	Woodside	FM	DTMU	40	0	4	10	2	0	17	4	0.94	0.67	
TOTALS: No. Reporting: 9		Avg. Sales: 0.67		Traffic to Sales: 14 : 1				26	108	8	2	760	37	Net: 6
City Codes: FM = Folsom														

El Dorado El Dorado County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Oakhaven	Blue Mountain	RE	DTMU	29	0	4	21	0	0	9	1	0.18	0.17	
Revere	Blue Mountain	RE	DTMU	51	0	3	12	0	0	48	0	0.24	0.00	
Alder at Saratoga Estates	Elliott	EH	DTMU	129	0	2	2	0	0	127	0	0.53	0.00	
Manzanita at Saratoga	Elliott	EH	DTMU	131	0	2	11	0	0	99	3	0.42	0.50	
Ponderosa at Saratoga	Elliott	EH	DTMU	56	0	5	16	2	0	29	1	0.20	0.17	
Heritage El Dorado Hills-Mosaic	Lennar	EH	AASF	373	0	9	16	1	0	364	6	1.09	1.00	
Legends II at Heritage Carson Creek	Lennar	EH	AASF	123	0	4	0	0	0	24	2	0.58	0.33	
Ridgeview	The New Home Co	EH	DTMU	44	0	3	17	0	0	37	1	0.44	0.17	
Sutter's Ridge	Williams	PV	DTMU	39	4	6	7	2	0	12	7	0.24	1.17	
TOTALS: No. Reporting: 9		Avg. Sales: 0.56		Traffic to Sales: 20 : 1			38	102	5	0	749	21	Net: 5	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														

Development Name	Developer	City Code	Notes	Type										
Placer / Nevada Placer County					Projects Participating: 57									
					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	4	15	4	1	64	8	0.94	1.33
Whitehawk	Anthem United	GB		DTMU	55	0	12	28	0	0	40	0	0.39	0.00
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	3	18	1	0	35	6	0.64	1.00
Verrado II at Solaire	Beazer	RV		DTMU	63	0	3	4	0	0	32	4	0.40	0.67
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	4	5	12	2	0	16	3	0.18	0.50
Millau at Twelve Bridges	Century	LL		DTST	105	0	3	11	0	0	24	5	0.54	0.83
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	4	9	0	0	20	3	0.45	0.50
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	5	4	0	0	59	0	0.33	0.00
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	4	7	1	1	40	5	1.02	0.83
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	4	5	10	1	0	69	4	1.04	0.67
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	0	6	13	0	0	51	5	1.30	0.83
Turkey Creek Estates	Elliott	LL		DTMU	228	0	6	20	0	0	94	-1	0.50	-0.17
Edgefield Place	JMC	RK		DTMU	136	0	5	24	0	0	96	6	0.63	1.00
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	5	30	0	0	62	0	0.42	0.00
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	4	5	43	2	0	66	8	1.03	1.33
Meadowbrook at Fiddymment Farm	JMC	RV		DTMU	80	0	1	13	0	0	79	0	0.40	0.00
Northbrook at Fiddymment Farm	JMC	RV		DTST	120	0	5	22	0	0	97	8	1.04	1.33
Sagebrook at Fiddymment Farm	JMC	RV		DTMU	214	0	3	32	1	0	135	5	0.68	0.83
Sentinel Village at Sierra Vista	JMC	RV		DTST	256	6	4	22	5	0	211	10	0.82	1.67
Tribute Pointe	JMC	RK		DTMU	99	0	4	27	0	0	47	4	0.31	0.67
Westwind at Whitney Ranch	JMC	RK		DTST	43	0	5	42	1	1	31	6	1.30	1.00
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	3	34	2	0	132	11	0.88	1.83
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	2	3	31	1	0	55	7	0.82	1.17
Copper Ridge	KB Home	LL		DTMU	281	0	8	2	0	0	140	1	0.84	0.17
Breckenridge at Sierra West	Lennar	RV		DTMU	264	4	5	60	4	0	206	11	1.18	1.83
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	7	4	0	0	181	9	0.99	1.50
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	3	16	1	0	185	11	1.00	1.83
Meander at Winding Creek	Lennar	RV		DTMU	74	0	1	14	1	0	73	9	1.25	1.50
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	5	7	0	0	163	4	0.90	0.67
Windham at Sierra West	Lennar	RV		DTMU	190	0	2	0	0	0	188	1	1.14	0.17
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	3	0	0	0	79	4	1.09	0.67
Premier Soleil	Premier Homes	GB		DTMU	52	0	4	19	0	0	40	0	0.30	0.00
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	6	0	0	53	2	0.94	0.33
Jasmine at Solaire	Pulte	RV		DTMU	107	0	4	8	0	0	48	0	0.90	0.00
Seasons at Amoruso Ranch	Richmond American	RV		DTMU	75	0	4	7	0	0	4	4	0.97	0.97
Seasons at Mason Trails	Richmond American	RV		DTMU	92	0	7	1	0	0	77	0	0.56	0.00
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	4	5	17	4	0	84	11	0.54	1.83
Tapestry at Amoruso Ranch	Richmond American	RV		DTMU	63	0	6	24	1	0	6	6	1.45	1.45
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	5	5	0	0	142	8	0.72	1.33
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	4	4	1	0	85	4	0.53	0.67
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	4	5	0	1	121	3	0.61	0.50
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	5	1	0	138	6	0.70	1.00
Parks at Valley Oak	The New Home Co	RV		DTMU	59	0	2	9	1	0	44	10	0.56	1.67
Trails at Valley Oak	The New Home Co	RV		DTMU	62	0	6	9	0	0	55	2	0.69	0.33
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	3	27	0	0	51	3	0.47	0.50

Development Name	Developer	City Code	Notes	Type										
Placer / Nevada Placer County (Continued ...)					Projects Participating: 57									
					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
Morgan Place	Tim Lewis	RV		DTMU	79	0	2	15	0	0	20	2	0.36	0.33
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	3	3	0	0	14	0	0.18	0.00
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	5	15	0	0	14	2	0.25	0.33
Jubilee at Independence	TRI Pointe	LL		DTMU	90	4	4	17	3	0	30	7	0.71	1.17
Monument at Independence	TRI Pointe	LL		DTMU	159	0	4	17	0	0	23	3	0.54	0.50
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	4	19	0	0	4	2	0.19	0.33
Vibrance at Solaire	TRI Pointe TSO	RV		DTMU	88	0	TSO	17	5	0	55	12	1.02	2.00
Magnolia Village	Williams	LL		ATMU	32	0	2	4	0	0	8	3	0.27	0.50
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	3	12	2	0	77	4	0.59	0.67
Summerfield at Sierra Vista	Woodside	RV		DTMU	135	0	3	20	1	0	9	2	0.36	0.33
The Park at Granite Bay	Woodside	GB		DTMU	55	0	6	17	0	0	9	0	0.21	0.00
Wildflower at Winding Creek	Woodside	RV		DTMU	97	0	5	17	0	0	52	7	1.06	1.17
TOTALS: No. Reporting: 57		Avg. Sales: 0.74		Traffic to Sales: 19 : 1				240	893	46	4	4033	260	Net: 42
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	2	N/A	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 0		Avg. Sales: 0.00			Traffic to Sales: N/A			2	0	0	0	0	0	Net: 0	
City Codes: GV = Grass Valley															

Yolo Yolo County					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Trailside at the Rivers	Century	WS	DTMU	120	0	3	10	2	0	80	10	0.74	1.67	
Bungalows at Bretton Woods	DeNova	DV	AASF	39	0	5	3	0	0	5	0	0.21	0.00	
Greenway at Bretton Woods	DeNova	DV	DTST	150	0	5	5	0	0	5	1	0.26	0.17	
Cannon Pointe at Pioneer Village	Lennar	WL	DTMU	107	0	2	8	0	0	105	1	0.99	0.17	
Casera Meadows at Pioneer Village	Lennar	WL	DTMU	124	2	5	16	1	0	110	10	1.02	1.67	
The Hideaway	Meritage	WN	DTMU	148	0	4	0	0	1	143	3	1.03	0.50	
Walnut Lane	Meritage	WN	DTMU	53	0	2	0	0	0	51	2	1.06	0.33	
Revival	Tim Lewis	WL	DTST	72	0	7	13	0	0	59	1	0.41	0.17	
TOTALS: No. Reporting: 8	Avg. Sales: 0.25		Traffic to Sales: 18 : 1				33	55	3	1	558	28	Net: 2	
City Codes: WS = West Sacramento, DV = Davis, 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	9	0	0	33	1	0.18	0.17
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			4	9	0	0	33	1	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	0	3	5	1	0	59	5	0.47	0.83
Sparrow	DR Horton	CO		DTMU	86	0	1	1	1	1	85	1	0.61	0.17
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 3 : 1				4	6	2	1	144	6	Net: 1
City Codes: CO = Chico														

Northern Counties Yuba 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
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	3	6	2	0	39	5	0.57	0.83	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	4	18	1	0	50	4	0.51	0.67	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	4	0	0	0	111	1	0.43	0.17	
Cadence	DR Horton	OL	DTST	12	0	3	0	0	0	1	1	0.47	0.47	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	4	6	9	3	0	120	12	0.80	2.00	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	156	2	3	14	2	0	150	7	0.99	1.17	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	1	2	6	3	2	143	3	1.21	0.50	
Pembroke at Rio Del Oro	Lennar	PLK	DTMU	49	0	3	32	2	0	25	4	0.75	0.67	
Rock Creek at Rio Del Oro	Lennar	PLK	DTST	111	0	7	9	0	0	40	7	1.20	1.17	
Sungate at Northpoint	Lennar	PLK	NewDTMU	65	5	4	12	1	0	1	1	7.00	7.00	
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	48	2	5	51	3	0	37	8	0.87	1.33	
Seasons at Riverton North	Richmond American	PLK	DTMU	83	0	6	9	0	0	12	5	0.00	0.00	
Seasons at Riverton South	Richmond American	PLK	DTMU	79	0	5	7	0	0	7	1	0.37	0.17	
TOTALS: No. Reporting: 13		Avg. Sales: 1.15		Traffic to Sales: 10 : 1				55	173	17	2	736	59	Net: 15
City Codes: PLK = Plumas Lake, OL = Olivehurst, WH = Wheatland														

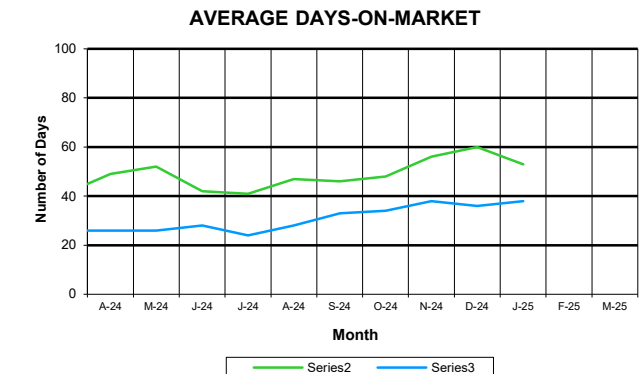
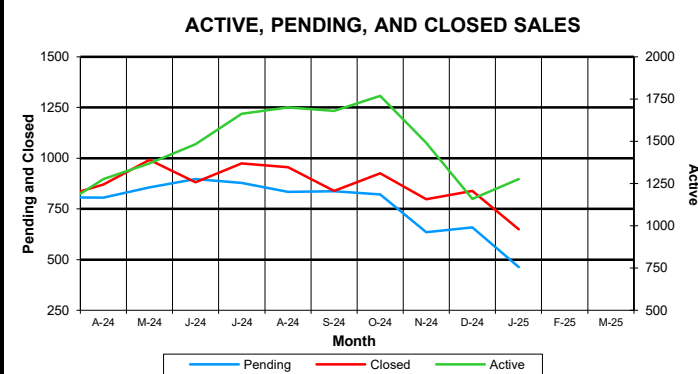
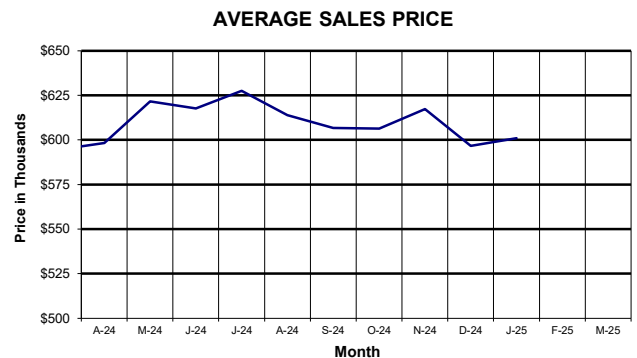
Northern Counties Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Harter Estates		DR Horton		YC	ATST	150	4	6	8	3	0	54	6	1.07	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 3.00			Traffic to Sales: 3 : 1			6	8	3	0	54	6	Net: 3	
City Codes: YC = Yuba City															

Northern Counties Shasta County					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
Harlen	DR Horton	RD	New	DTMU	37	4	3	12	1	0	1	1	7.00	7.00
Lilac at Shastina Ranch	DR Horton	RD		DTST	140	4	3	5	3	0	72	8	0.64	1.33
Magnolia at Shastina Ranch	DR Horton TSO	RD		DTMU	122	0	TSO	5	0	0	66	3	0.59	0.50
TOTALS: No. Reporting: 3		Avg. Sales: 1.33		Traffic to Sales: 6 : 1				6	22	4	0	139	12	Net: 4
City Codes: RD = Redding														

Development Name	Developer	City Code	Notes	Type								
Sacramento					Projects Participating: 197							
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 196		Avg. Sales: 0.72		Traffic to Sales: 16 : 1		839	2596	161	20	12493	795	Net: 141
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										

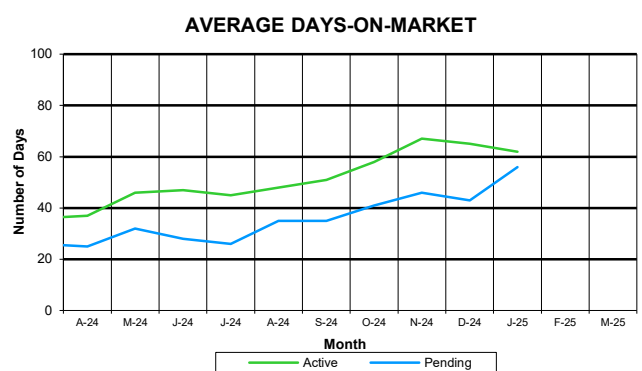
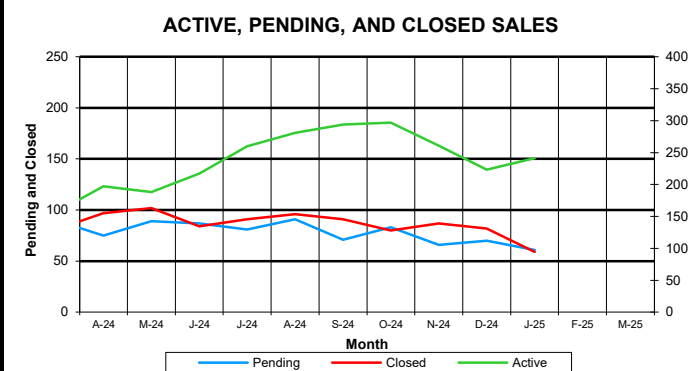
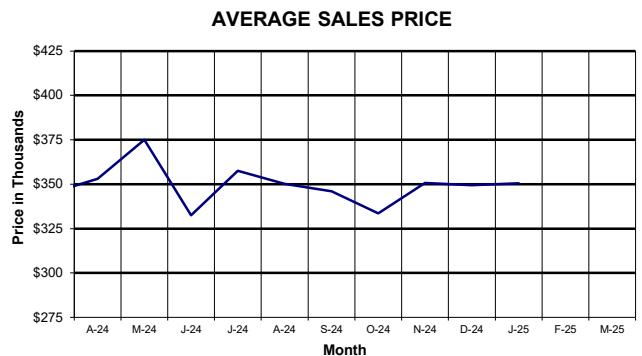
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	1,483	42	897	28	882	617,669
Jul-24	1,662	41	879	24	975	627,548
Aug-24	1,701	47	834	28	955	613,874
Sep-24	1,679	46	837	33	839	606,698
Oct-24	1,768	48	822	34	925	606,279
Nov-24	1,491	56	636	38	798	617,262
Dec-24	1,160	60	659	36	839	596,601
Jan-25	1,276	53	464	38	650	600,994



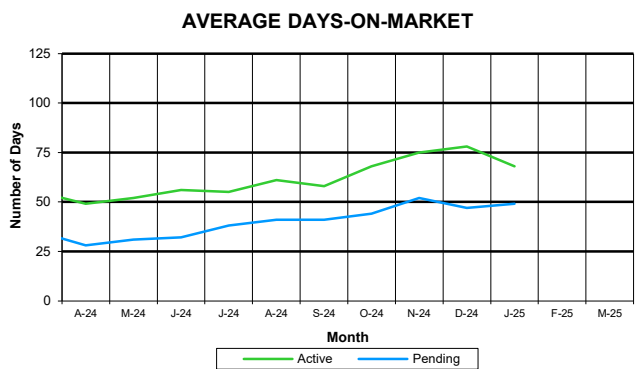
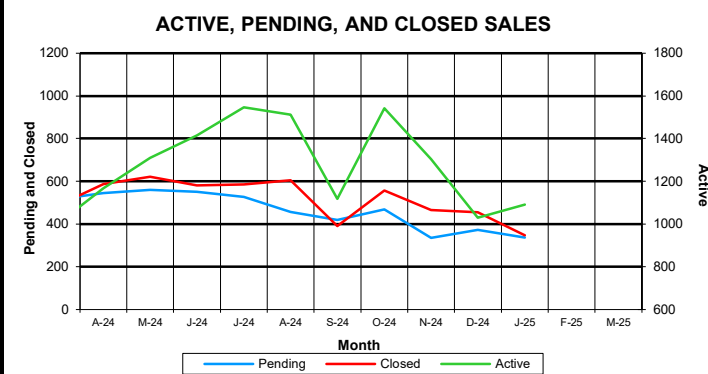
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	217	47	87	28	84	332,500
Jul-24	260	45	81	26	91	357,589
Aug-24	281	48	91	35	96	350,127
Sep-24	294	51	71	35	91	346,008
Oct-24	297	58	83	41	80	333,572
Nov-24	261	67	66	46	87	350,657
Dec-24	223	65	70	43	82	349,499
Jan-25	241	62	61	56	59	350,574



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	1,414	56	551	32	581	808,356
Jul-24	1,546	55	527	38	585	789,655
Aug-24	1,512	61	456	41	605	748,977
Sep-24	1,118	58	419	41	391	734,729
Oct-24	1,541	68	468	44	556	755,935
Nov-24	1,303	75	335	52	465	766,501
Dec-24	1,030	78	372	47	455	802,245
Jan-25	1,090	68	336	49	347	733,642



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-24	196	50	101	33	108	714,737
Jul-24	214	51	90	28	107	702,342
Aug-24	205	59	86	39	113	723,220
Sep-24	207	53	87	33	101	681,617
Oct-24	237	62	68	47	99	642,456
Nov-24	212	71	59	45	69	602,590
Dec-24	145	78	64	41	90	644,939
Jan-25	157	74	42	52	53	634,599

