

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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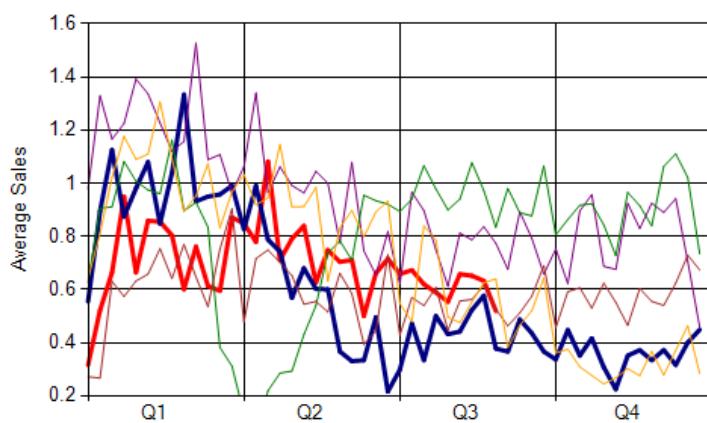


Bay Area Week 35

Ending: Sunday, September 3, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
Alameda		21	311	13	2	11	0.52	0.82	-36%	0.81	-35%	
Contra Costa		24	285	18	1	17	0.71	0.81	-13%	0.72	-2%	
Sonoma, Napa		14	128	7	0	7	0.50	0.56	-11%	0.56	-11%	
San Francisco, Marin		3	26	2	0	2	0.67	0.21	214%	0.26	155%	
San Mateo		1	12	1	0	1	1.00	0.57	76%	0.42	136%	
Santa Clara		15	199	7	3	4	0.27	0.66	-60%	0.63	-57%	
Monterey, Santa Cruz, San Benito		8	91	1	1	0	0.00	0.58	-100%	0.55	-100%	
Solano		20	134	13	0	13	0.65	0.69	-6%	0.54	20%	
Current Week Totals	Traffic : Sales	19 : 1	106	1186	62	7	55	0.52	0.70	-25%	0.64	-19%
Per Project Average				11	0.58	0.07	0.52					
Year Ago - 09/04/2022	Traffic : Sales	20 : 1	106	1102	56	16	40	0.38	0.69	-45%	0.41	-8%
% Change			0%	8%	11%	-56%	38%	38%	2%		56%	

52 Weeks Comparison



Year to Date Averages Through Week 35

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	125	29	0.96	0.09	0.87	0.70
■	2019	158	17	0.69	0.10	0.59	0.58
■	2020	151	12	0.87	0.12	0.76	0.80
■	2021	117	15	1.08	0.07	1.01	0.93
■	2022	104	11	0.80	0.12	0.69	0.58
■	2023	113	12	0.77	0.08	0.70	0.70
% Change:		8%	6%	-4%	-37%	2%	21%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.88%	APR 7.15%	
FHA	6.75%	6.99%	While other areas of the economy are moderating, we are seeing somewhat of a bounce in residential activity. Construction spending increased 0.7% in July, coming on the heels of an upwardly revised 0.6% increase the prior month. The upside surprise was mostly owed to a sturdy gain in residential spending. New home sales have been less sensitive to interest rate hikes, as builders have also used rate buydowns, price discounts and other incentives to boost sales. A dearth of resale inventory and easing material price inflation have been other tailwinds to home builders, who now appear to be scaling up single-family construction. By contrast, nonresidential spending has softened in recent months alongside tighter credit conditions and an uncertain economic outlook. Manufacturing project spending, mostly for electric vehicle and semiconductor plants, continues to be a bright spot within the nonresidential category. However, other sectors, such as office, commercial and education, continue to grow at a rapid pace, while healthcare and lodging outright contracted during July. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	4.19%		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
Alameda County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Island View at Alameda Marina	Landsea	AL	Rsv's	ATMU	98	0	3	19	1	0	4	4	0.25	0.25
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	2	19	2	0	5	5	0.31	0.31
Aspect at Innovation	Lennar	FR		ATMU	167	0	6	19	0	0	98	41	1.01	1.17
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	4	18	2	0	29	29	0.90	0.90
Chroma at Innovation	Lennar	FR		ATMU	146	0	7	20	0	0	95	38	1.39	1.09
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	20	1	1	100	46	1.07	1.31
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	19	0	0	60	25	0.60	0.71
Terraces at Bridgeway	Lennar	NK		ATMU	96	0	2	18	0	0	94	19	0.88	0.54
Vista at Bridgeway	Lennar	NK		DTMU	72	0	7	18	0	0	18	18	0.73	0.73
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMU	37	0	TSO	10	0	0	10	10	0.54	0.54
Compass at Bay37	Pulte	AL		ATMU	93	0	6	4	0	1	73	17	0.53	0.49
Lookout at Bay37	Pulte	AL		ATMU	138	0	4	4	2	0	72	34	0.53	0.97
Prime at SoHay	Taylor Morrison	HY		ATST	126	1	6	9	1	0	115	24	0.50	0.69
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	5	2	0	0	91	20	0.53	0.57
TOTALS: No. Reporting: 14			Avg. Sales: 0.50		Traffic to Sales: 22 : 1				62	199	9	2	864	330
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 7									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbey at Boulevard	Brookfield	DB		ATMU	60	0	1	11	0	0	49	49	2.02	2.02
Ivy at Boulevard	Brookfield	DB		DTMU	62	4	12	16	3	0	12	12	1.47	1.47
Melrose at Boulevard	Brookfield	DB		DTMU	75	0	6	6	0	0	69	33	0.97	0.94
Avalon at Boulevard	Lennar	DB		ATMU	90	0	3	11	1	0	4	4	0.93	0.93
Lombard at Boulevard	Lennar	DB		DTMU	100	0	6	36	0	0	52	32	0.76	0.91
Venice at Boulevard	Lennar	DB		ATMU	91	0	6	30	0	0	71	40	1.04	1.14
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	2	0	0	5	5	0.15	0.15
TOTALS: No. Reporting: 7			Avg. Sales: 0.57		Traffic to Sales: 28 : 1				35	112	4	0	262	175
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMU	34	0	4	4	0	0	28	20	0.33	0.57
Woodbury Highlands	Davidon	LF		ATMU	99	0	11	8	0	0	47	18	0.30	0.51
Traditions at the Meadow	DeNova S/O	MZ		DTMU	65	0	S/O	20	1	0	65	56	1.66	1.60
Penny Lane	Trumark	CN		ATMU	70	0	3	5	0	0	17	17	0.63	0.63
TOTALS: No. Reporting: 4			Avg. Sales: 0.25		Traffic to Sales: 37 : 1				18	37	1	0	157	111
City Codes: PH = Pleasant Hill, LF = Lafayette, MZ = Martinez, CN = Concord														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magee Preserve	Davidon	DN		DTMJ	69	0	7	37	2	0	18	18	0.56	0.56	
TOTALS: No. Reporting: 1			Avg. Sales: 2.00					Traffic to Sales: 19 : 1	7	37	2	0	18	18	Net: 2
City Codes: DN = Danville															
West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMJ	94	0	4	7	0	0	4	4	0.14	0.14	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	4	7	0	0	4	4	Net: 0
City Codes: RM = Richmond															
Antioch/Pittsburg					Projects Participating: 11										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	6	12	0	0	270	25	0.87	0.71	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	4	10	1	0	119	26	0.80	0.74	
Luca at Aviano	DeNova	AN		DTMJ	194	0	6	22	0	0	152	47	1.41	1.34	
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	4	2	0	0	11	11	0.83	0.83	
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	3	4	11	1	0	10	10	0.75	0.75	
Luna at Aviano	Lennar	AN		DTMJ	102	0	2	7	1	0	91	43	0.99	1.23	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	2	7	1	0	102	42	1.11	1.20	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	3	4	7	2	0	118	32	0.80	0.91	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	3	8	0	0	76	32	0.68	0.91	
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	5	7	1	0	81	52	1.12	1.49	
Shine at Cielo	TRI Pointe	AN		DTMJ	137	0	4	7	1	0	79	50	1.09	1.43	
TOTALS: No. Reporting: 11		Avg. Sales: 0.73						Traffic to Sales: 13 : 1	44	100	8	0	1109	370	Net: 8
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMJ	104	0	1	19	1	0	97	10	0.46	0.29	
Chandler	Brookfield	BT		DTMJ	160	0	7	11	3	0	114	46	1.07	1.31	
Cypress Crossings	KB Home	OY		DTMJ	98	4	4	37	2	1	44	33	0.75	0.94	
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	4	3	1	0	89	32	1.11	0.91	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	4	15	0	0	2	2	0.08	0.08	
Parkside	Richmond American	BT		DTMJ	34	0	4	6	0	0	13	13	0.80	0.80	
Orchard Trails	Shea	BT		DTMJ	78	0	2	13	0	0	51	15	0.53	0.43	
TOTALS: No. Reporting: 7		Avg. Sales: 0.86						Traffic to Sales: 15 : 1	26	104	7	1	410	151	Net: 6
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14										
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Makenna	DeNova	PET		DTMJ	36	2	3	10	1	0	31	24	0.64	0.69	
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	2	6	1	0	49	45	1.19	1.29	
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	6	10	1	0	32	32	1.37	1.37	
Willow at University District	DR Horton TSO	RP		DTMJ	128	0	TSO	17	2	0	87	46	1.11	1.31	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	4	6	1	0	60	21	0.56	0.60	
Aspect	Lafferty	PET		DTMJ	18	0	2	4	0	0	15	0	0.07	0.00	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	4	3	0	0	22	13	0.34	0.37	
Seasons at University District	Richmond American	RP		DTMJ	52	0	6	8	0	0	35	15	0.45	0.43	
Meadow Creek II	Ryder	SR		DTMJ	30	0	5	13	0	0	10	10	0.52	0.52	
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	5	0	0	99	14	0.67	0.40	
City 44	W Marketing	SR		ATMJ	44	0	17	18	0	0	27	4	0.26	0.11	
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	12	0	0	22	12	0.39	0.34	
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	69	6	0.22	0.17	
Portello	W Marketing	WD		DTMJ	68	2	1	16	1	0	28	19	0.50	0.54	
TOTALS: No. Reporting: 14		Avg. Sales: 0.50			Traffic to Sales: 18 : 1				54	128	7	0	586	261	Net: 7
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor															

Marin County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Verandah	Landsea	NV		ATMJ	80	0	13	6	1	0	48	16	0.45	0.46	
The Strand	Trumark	SN		DTMJ	32	0	8	14	0	0	14	3	0.15	0.09	
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 20 : 1				21	20	1	0	62	19	Net: 1
City Codes: NV = Novato, SN = San Rafael															

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	8	6	1	0	25	10	0.19	0.29	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 6 : 1				8	6	1	0	25	10	Net: 1
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Laguna Vista	SummerHill	FC		ATMJ	70	0	6	12	1	0	39	14	0.51	0.40	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 12 : 1				6	12	1	0	39	14	Net: 1
City Codes: FC = Foster City															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15										
Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Andalusia	Dividend	MH		ATMU	46	1	6	12	0	0	40	21	0.58	0.60	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	3	25	1	0	121	50	1.28	1.43	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	2	8	1	0	158	8	0.99	0.23	
Lavender	Landsea	SV	Rsv's	ATMU	128	0	2	13	0	0	79	32	0.80	0.91	
Anza at Agrihood	Pulte	SC		ATMU	36	0	5	2	0	0	28	28	0.87	0.87	
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	34	0	0	23	6	0.34	0.17	
Plaza at Central	Pulte	SJ		ATMU	90	0	7	34	1	2	53	24	0.99	0.69	
Bellaterra - Bungalow Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	3	0	0	52	5	0.48	0.14	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	4	0	0	62	18	0.52	0.51	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	7	5	0	0	55	18	0.46	0.51	
Verano	SummerHill	MV		ATMU	115	0	5	24	1	0	57	45	1.16	1.29	
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	9	3	0	0	5	5	0.41	0.41	
Brix at Glen Loma Ranch	TRI Pointe	GL	Rsv's	DTMU	67	3	5	14	2	0	9	9	0.80	0.80	
Lotus at Urban Oak	TRI Pointe	SJ		DTMU	123	0	2	9	0	0	20	17	0.34	0.49	
Jasper	Trumark	MH		ATMU	101	3	4	9	1	1	40	19	0.50	0.54	
TOTALS: No. Reporting: 15		Avg. Sales: 0.27			Traffic to Sales: 28 : 1				73	199	7	3	802	305	Net: 4
City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, SC = Santa Clara, LG = Los Gatos, MV = Mountain View, CP = Cupertino															

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMU	90	0	5	13	0	0	30	26	0.58	0.74	
Hghgrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	8	28	0	0	7	7	0.49	0.49	
Serenity V	Legacy	HO		DTMU	31	0	4	14	0	0	13	13	0.33	0.37	
Elderberry	Lennar	HO		DTMU	66	0	4	11	0	1	22	20	0.52	0.57	
Laurel	Lennar	HO		DTMU	67	0	6	11	0	0	20	18	0.47	0.51	
Beach House II at the Dunes	Shea	MA		DTMU	92	0	2	4	0	0	87	14	0.80	0.40	
Enclave, The	Shea	SS		DTMU	61	3	4	10	1	0	49	9	0.41	0.26	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	2	0	0	0	75	26	0.69	0.74	
TOTALS: No. Reporting: 8		Avg. Sales: 0.00			Traffic to Sales: 91 : 1				35	91	1	1	303	133	Net: 0
City Codes: HO = Hollister, MA = Marina, SS = Seaside															

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Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	6	9	0	0	24	16	0.34	0.46
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	8	11	1	0	22	6	0.31	0.17
Monte Verde	Century	FF		DTMU	124	0	2	15	3	0	73	41	1.12	1.17
Luminescence at Liberty	DeNova	RV		AASF	311	0	3	14	1	0	107	32	0.95	0.91
One56 at One Lake	DeNova	FF		DTMU	56	0	1	6	1	0	55	36	0.91	1.03
Iris at The Villages	DR Horton	FF		DTMU	119	0	4	14	1	0	38	36	0.97	1.03
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	7	4	0	0	30	24	0.51	0.69
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	6	7	0	0	25	20	0.42	0.57
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	1	4	0	0	74	25	0.77	0.71
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	3	6	10	1	0	52	39	0.71	1.11
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	3	1	0	38	21	0.51	0.60
Midway Grove at Homestead	Richmond American	DX		DTMU	88	0	1	0	0	0	87	5	0.54	0.14
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	3	10	0	0	48	24	0.47	0.69
Seasons at Homestead	Richmond American	DX		DTMU	85	0	3	4	1	0	35	24	0.47	0.69
Sutton at Parklane	Richmond American	DX		DTMU	121	0	7	4	0	0	81	25	0.63	0.71
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMU	74	0	3	7	0	0	70	22	0.91	0.63
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	13	1	0	0	113	22	0.78	0.63
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	2	5	1	0	3	3	0.29	0.29
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	2	2	1	0	94	12	0.64	0.34
Splash at One Lake	TRI Pointe	FF		DTMU	104	3	4	4	1	0	81	22	0.61	0.63
TOTALS: No. Reporting: 20	Avg. Sales: 0.65				Traffic to Sales: 10 : 1	86	134	13	0	1150	455	Net: 13		
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 106						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 106	Avg. Sales: 0.52	Traffic to Sales: 19 : 1	479	1186	62	7	5791	2356	Net: 55
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

AFTER A TEMPORARY SUSPENSION, SANTA CLARA
MLS DOM ARE NOW BEING CALCULATED

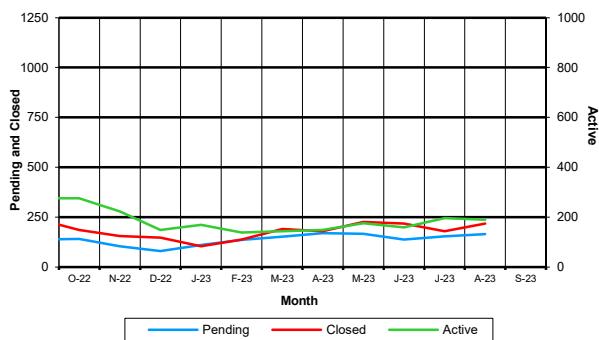
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

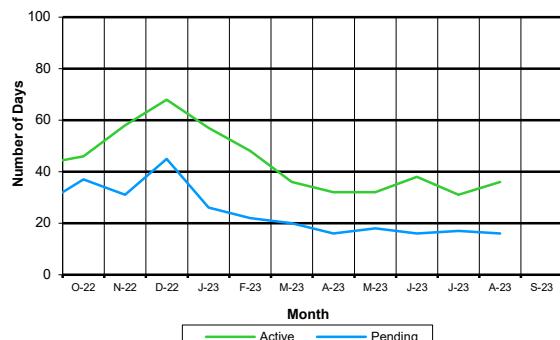
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-23	169	68	79	878,564
Feb-23	138	57	110	893,713
Mar-23	144	48	136	872,019
Apr-23	149	36	152	945,540
May-23	175	32	170	946,572
Jun-23	159	32	166	951,831
Jul-23	196	38	138	974,093
Aug-23	190	31	154	967,776



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



San Jose Metro SFD Monthly MLS Survey

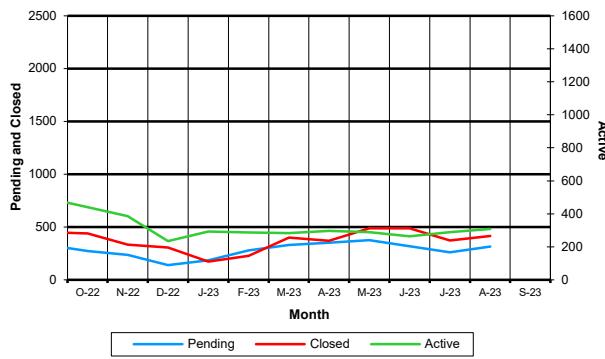
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-23	292	60	184	33	1,549,741
Feb-23	286	53	280	22	1,497,535
Mar-23	283	52	331	16	1,667,106
Apr-23	296	43	352	18	1,735,317
May-23	288	42	376	14	1,704,839
Jun-23	264	48	319	14	1,797,340
Jul-23	288	45	261	16	1,774,713
Aug-23	309	40	315	17	1,764,333

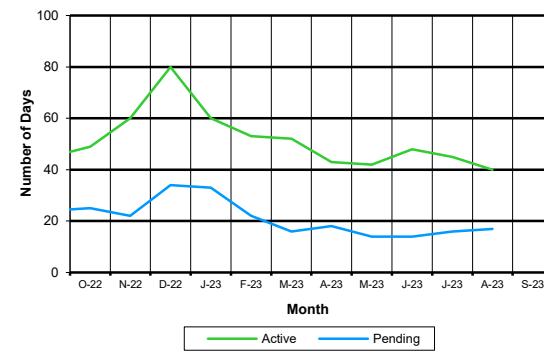
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





The Ryness Company

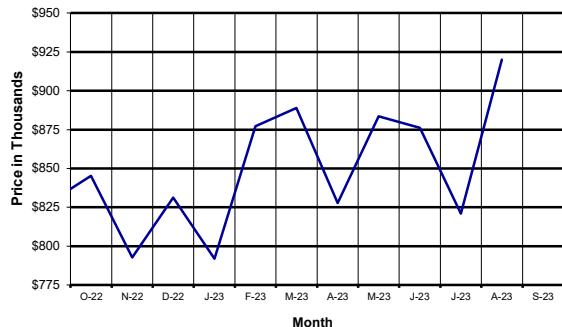
Marketing Research Department

Amador Valley Attd. Monthly MLS Survey

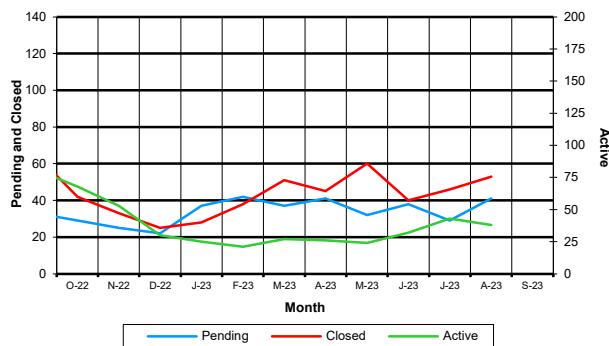
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	25	41	37	35	28	791,926
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098

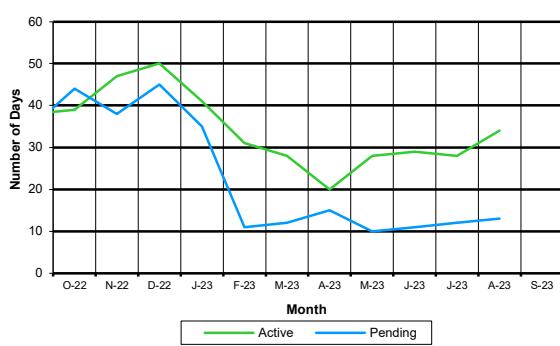
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

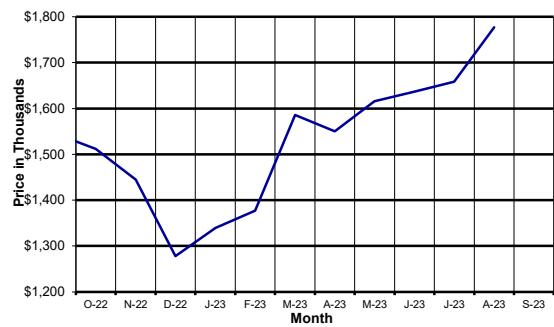


Amador Valley SFD Monthly MLS Survey

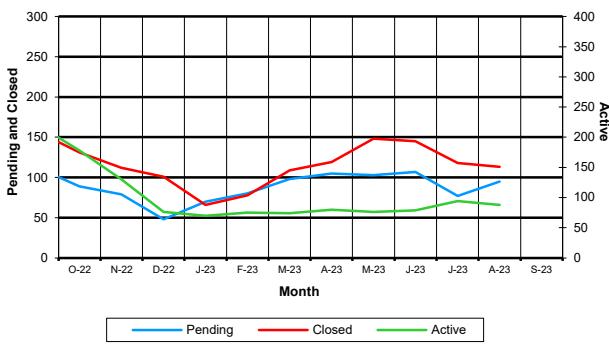
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	70	54	70	32	66	1,339,476
Feb-23	75	43	80	20	78	1,376,730
Mar-23	74	36	98	12	109	1,585,480
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055

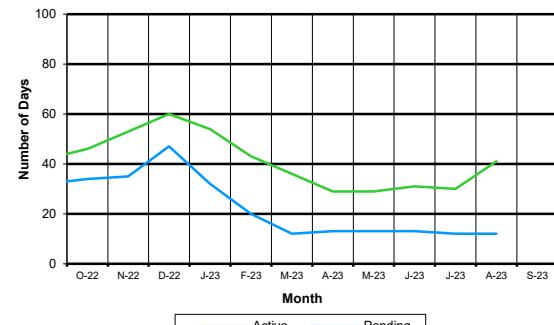
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



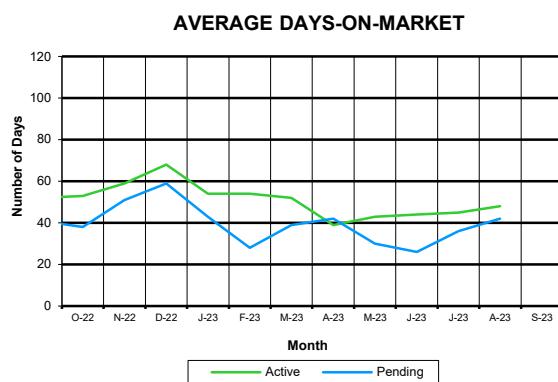


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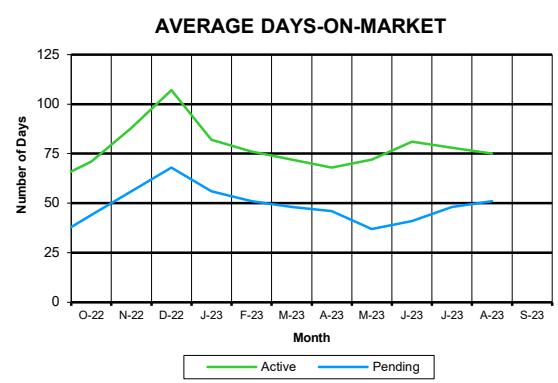
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-23	120	54	32	43	34	634,384
Feb-23	114	54	39	28	40	604,989
Mar-23	106	52	52	39	56	684,775
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518
Aug-23	195	48	42	42	51	660,545



San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-23	616	82	130	56	127	1,343,962
Feb-23	672	76	189	51	162	1,359,676
Mar-23	717	72	209	48	280	1,370,613
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028



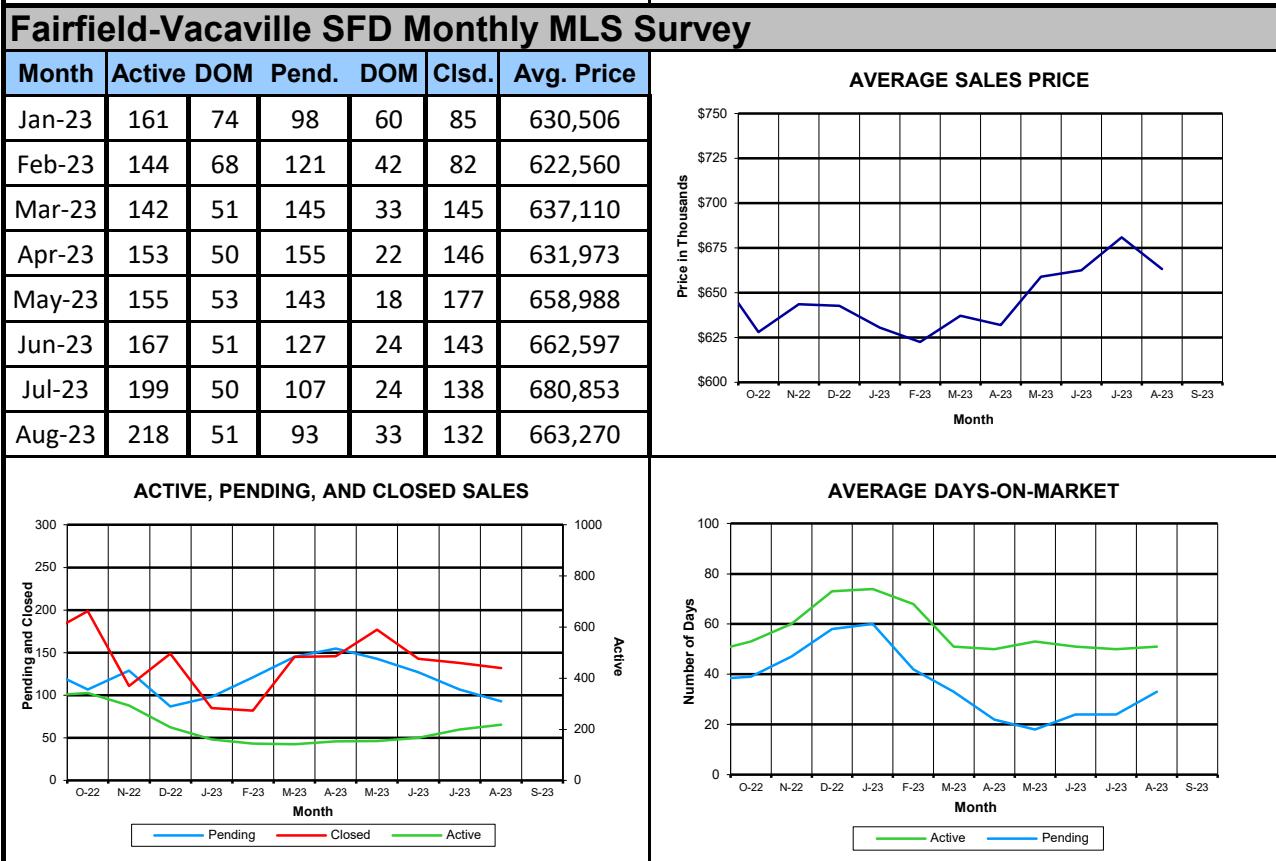
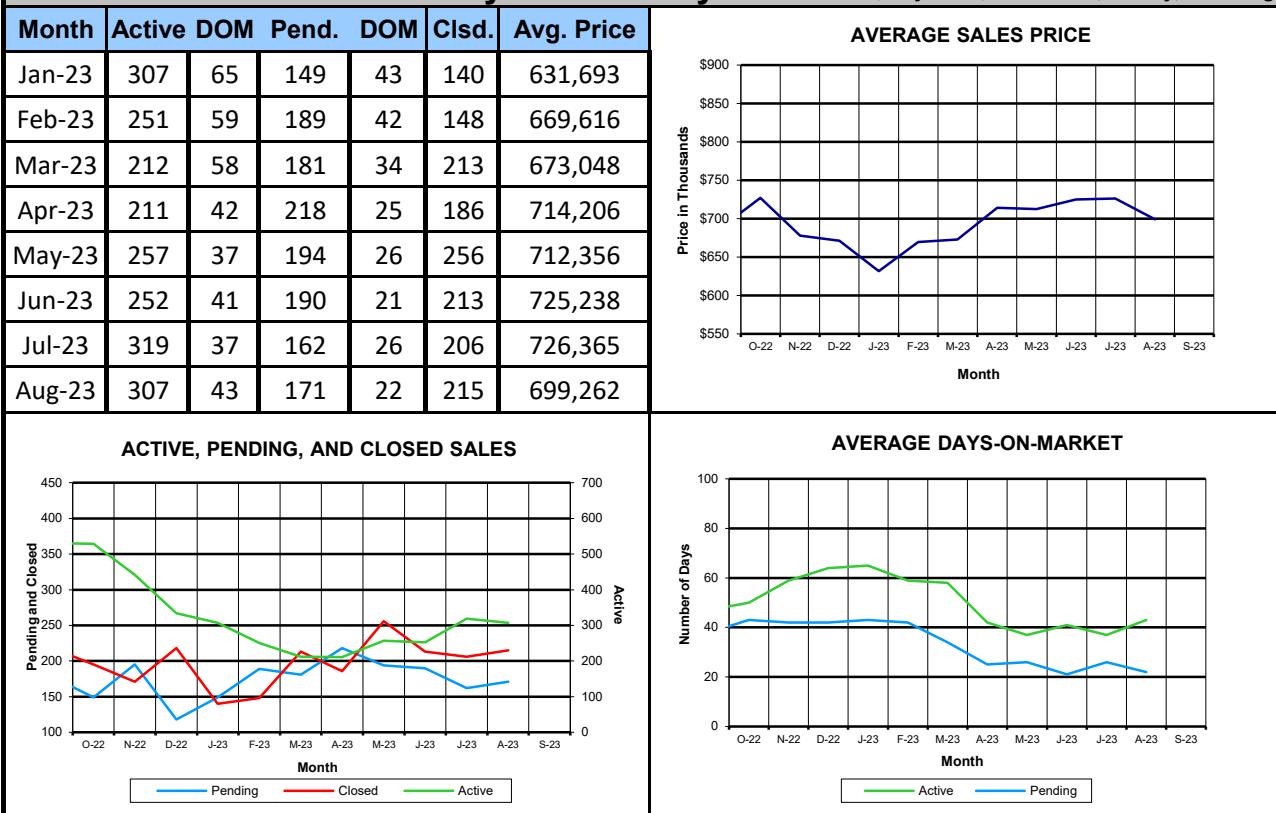


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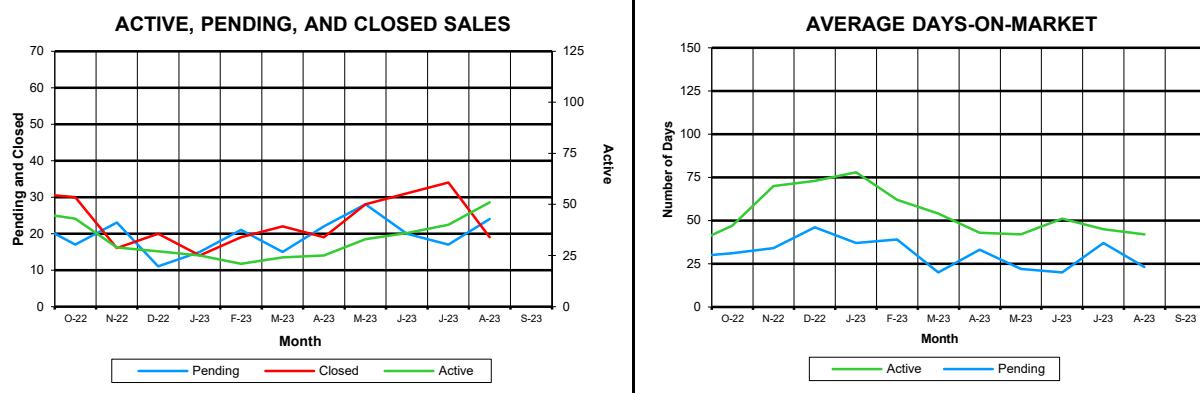
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



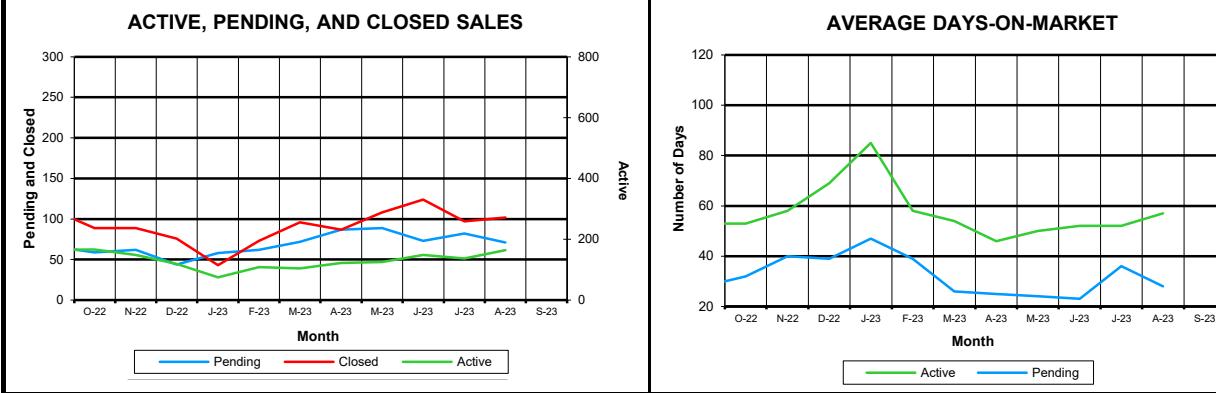
Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-23	25	78	15	466,445
Feb-23	21	62	21	528,164
Mar-23	24	54	15	567,931
Apr-23	25	43	22	524,184
May-23	33	42	28	603,261
Jun-23	36	51	20	572,659
Jul-23	40	45	17	585,594
Aug-23	51	42	24	652,983



Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-23	75	85	58	47	739,428
Feb-23	109	58	62	39	826,855
Mar-23	104	54	72	26	845,833
Apr-23	122	46	87	25	911,908
May-23	125	50	89	24	895,935
Jun-23	149	52	73	23	873,914
Jul-23	137	52	82	36	911,472
Aug-23	164	57	71	28	890,192



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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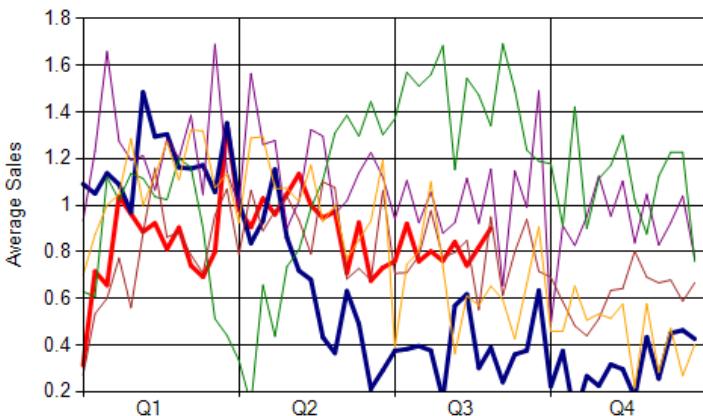
Central Valley

Week 35

Ending: Sunday, September 3, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		10	101	11	2	9	0.90	1.02	-12%	0.86	5%	
San Joaquin County		43	607	43	6	37	0.86	0.84	3%	0.80	7%	
Stanislaus County		8	35	4	0	4	0.50	0.62	-19%	0.58	-14%	
Merced County		10	92	14	1	13	1.30	0.83	57%	0.88	48%	
Madera County		10	70	8	1	7	0.70	0.71	-1%	0.62	13%	
Fresno County		30	668	38	8	30	1.00	0.98	2%	0.87	15%	
Current Week Totals	Traffic : Sales	13 : 1	111	1573	118	18	100	0.90	0.86	5%	0.80	12%
Per Project Average				14	1.06	0.16	0.90					
Year Ago - 09/04/2022	Traffic : Sales	19 : 1	103	1448	78	38	40	0.39	0.79	-51%	0.40	-3%
% Change			8%	9%	51%	-53%	150%	132%	9%		101%	

52 Weeks Comparison



Year to Date Averages Through Week 35

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	68	23	1.13	0.17	0.96	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	85	22	1.29	0.20	1.09	1.11
■	2021	105	16	1.27	0.12	1.16	1.09
■	2022	102	13	1.00	0.21	0.79	0.64
■	2023	108	14	1.01	0.14	0.86	0.86
% Change:		6%	4%	0%	-32%	9%	34%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.88%	APR 7.15%	
FHA	6.75%	6.99%	
10 Yr Yield	4.19%		While other areas of the economy are moderating, we are seeing somewhat of a bounce in residential activity. Construction spending increased 0.7% in July, coming on the heels of an upwardly revised 0.6% increase the prior month. The upside surprise was mostly owed to a sturdy gain in residential spending. New home sales have been less sensitive to interest rate hikes, as builders have also used rate buydowns, price discounts and other incentives to boost sales. A dearth of resale inventory and easing material price inflation have been other tailwinds to home builders, who now appear to be scaling up single-family construction. By contrast, nonresidential spending has softened in recent months alongside tighter credit conditions and an uncertain economic outlook. Manufacturing project spending, mostly for electric vehicle and semiconductor plants, continues to be a bright spot within the nonresidential category. However, other sectors, such as office, commercial and education, continue to grow at a rapid pace, while healthcare and lodging outright contracted during July. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
			

The Ryness Report

Week Ending
Sunday, September 3, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	3	18	0	0	117	41	1.05	1.17
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	0	3	18	2	0	78	44	0.70	1.26
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	4	4	6	2	0	94	42	1.12	1.20
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	3	3	1	0	32	32	0.99	0.99
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	2	3	1	1	25	25	0.77	0.77
Hillview	Lennar	TH		DTMJ	214	1	5	18	1	0	63	39	0.97	1.11
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	3	3	9	2	0	38	31	0.76	0.89
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	3	4	4	2	1	43	33	0.93	0.94
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	1	5	0	0	134	41	1.03	1.17
Langston at Mountain House	Shea	MH		ATMJ	302	0	6	17	0	0	225	54	1.20	1.54
TOTALS: No. Reporting: 10			Avg. Sales: 0.90		Traffic to Sales: 9 : 1				34	101	11	2	849	382
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 9									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	3	3	0	0	104	35	0.83	1.00
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	5	11	1	0	23	23	0.91	0.91
Verona at Destinations	KB Home	SK		ATMJ	106	0	2	0	0	0	104	26	0.84	0.74
Keys II at Westlake	Lennar	SK		DTMJ	86	3	5	10	2	0	20	18	0.48	0.51
Shoreside at Westlake	Lennar	SK		DTMJ	99	4	6	10	2	0	22	22	0.68	0.68
Waterside at Westlake	Lennar	SK		DTMJ	92	5	5	10	2	0	16	16	0.59	0.59
Westlake	Meritage	SK		DTMJ	84	0	7	6	0	1	73	30	0.95	0.86
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	16	2	0	46	23	0.58	0.66
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	5	14	0	0	47	26	0.61	0.74
TOTALS: No. Reporting: 9			Avg. Sales: 0.89		Traffic to Sales: 9 : 1				42	80	9	1	455	219
City Codes: SK = Stockton														

The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 34									
San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Griffin Park	Atherton	MN	Rsv's	DTMJ	267	0	2	31	4	0	176	36	1.57	1.03
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	3	11	3	1	54	54	1.62	1.62
Summit at North Main	DR Horton	MN		DTST	67	0	1	0	0	0	66	16	0.85	0.46
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	12	2	0	85	62	1.57	1.77
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	6	9	0	0	39	27	0.65	0.77
Balboa at River Islands	Kiper	LP		DTMJ	172	0	5	29	0	0	106	41	0.93	1.17
Freestone	Kiper	MN		DTMJ	60	2	3	23	0	0	57	30	0.72	0.86
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	31	3	1	78	31	0.82	0.89
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMJ	157	0	TSO	0	0	0	126	15	0.33	0.43
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	6	9	1	0	151	38	1.14	1.09
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	5	25	1	0	119	70	1.17	2.00
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	5	20	1	0	159	49	1.20	1.40
Laguna at River Islands	Pulte	LP		DTMJ	110	0	5	7	1	0	64	36	0.68	1.03
Sanctuary at River Islands	Pulte	LP		DTMJ	91	3	5	4	2	0	82	40	0.87	1.14
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	2	18	0	0	55	5	0.57	0.14
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	4	18	0	0	97	26	0.99	0.74
Birch at Arbor Bend	Richmond American	MN		ATST	60	3	6	7	1	0	38	26	0.53	0.74
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	12	0	0	93	21	0.83	0.60
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	12	0	0	3	3	0.24	0.24
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	6	9	0	0	35	22	0.49	0.63
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	9	13	0	0	52	33	0.62	0.94
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	3	7	28	2	0	13	13	1.06	1.06
Villa Ticino	Richmond American	MN		DTMJ	100	0	11	5	0	0	3	3	0.33	0.33
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	2	13	0	0	97	43	1.06	1.23
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	4	44	3	1	71	28	0.70	0.80
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	2	7	1	0	33	26	0.53	0.74
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	6	8	0	0	48	22	0.61	0.63
Avalon at River Islands	Trumark	LP		DTMJ	57	5	2	24	4	0	43	21	0.51	0.60
Avalon Point at River Islands	Trumark	LP		DTMJ	69	3	4	24	1	0	51	18	0.64	0.51
Dawn at The Collective	Trumark	MN		AASF	76	0	10	7	0	1	15	10	0.20	0.29
Vida at The Collective	Trumark	MN		AASF	103	4	3	7	2	0	30	20	0.37	0.57
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	4	20	0	0	36	30	0.56	0.86
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	6	25	0	1	22	22	0.99	0.99
Avendale	Warmington	MN		DTMJ	49	4	4	15	2	0	31	31	1.23	1.23
TOTALS: No. Reporting: 34	Avg. Sales: 0.85				Traffic to Sales: 16 : 1	149	527	34	5	2228	968	Net: 29		

City Codes: MN = Manteca, LP = Lathrop

Modesto					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Avalon	Bright	CE		DTMJ	33	0	8	8	0	0	25	17	0.47	0.49
TOTALS: No. Reporting: 1	Avg. Sales: 0.00				Traffic to Sales: NA	8	8	0	0	25	17	Net: 0		

City Codes: CE = Ceres

The Ryness Report

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Sunday, September 3, 2023

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 6										
Stanislaus County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	7	3	0	0	116	27	1.02	0.77	
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	6	3	0	0	7	7	0.22	0.22	
Acacia at Patterson Ranch	KB Home	PR		DTMJ	80	0	3	6	0	0	12	12	0.90	0.90	
Fieldstone II	KB Home	HG		DTST	50	0	5	0	0	0	43	16	0.60	0.46	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	4	2	0	184	29	1.05	0.83	
T Street Customs	SQM	NW		DTMJ	10	0	3	3	1	0	2	2	0.04	0.06	
TOTALS: No. Reporting: 6		Avg. Sales: 0.50			Traffic to Sales: 6 : 1				25	19	3	0	364	93	Net: 3
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Marcona	Bright	KY		DTMJ	116	0	6	8	1	0	45	29	0.67	0.83	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 8 : 1				6	8	1	0	45	29	Net: 1
City Codes: KY = Keyes															

Merced County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	5	5	1	0	70	32	0.87	0.91	
Lantana	DR Horton	MD		DTMJ	99	0	10	9	1	0	45	42	1.15	1.20	
Monterra VI	DR Horton	MD		DTMJ	61	0	4	3	2	0	34	34	1.68	1.68	
Newcastle	DR Horton	MD		DTMJ	33	0	4	6	2	0	28	28	1.20	1.20	
Pacheco Pointe III	DR Horton	LB	New	DTST	81	6	4	19	2	0	2	2	7.00	7.00	
Stoneridge South III	DR Horton	MD		DTMJ	64	3	11	16	3	0	39	39	1.11	1.11	
The Pines at Stonecreek	Legacy	LB		DTMJ	109	7	16	11	1	0	47	15	0.45	0.43	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	5	2	0	0	60	18	0.61	0.51	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	6	10	0	0	133	25	0.64	0.71	
Villas II, The	Stonefield Home	LB		DTST	191	3	7	11	2	1	99	13	0.73	0.37	
TOTALS: No. Reporting: 10		Avg. Sales: 1.30			Traffic to Sales: 7 : 1				72	92	14	1	557	248	Net: 13
City Codes: LB = Los Banos, MD = Merced															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10													
Madera County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Greenhills Estates	Century	CW		DTMJ	70	0	6	6	0	0	49	28	0.65	0.80				
Omni	Century	MDA		DTMJ	61	0	4	4	3	1	28	25	0.55	0.71				
Pecan Square	DR Horton	MDA		DTMJ	112	3	14	7	2	0	60	60	1.75	1.71				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	6	29	0	0	18	15	0.37	0.43				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	11	0	0	106	3	0.78	0.09				
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	2	11	1	0	42	42	1.23	1.20				
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.70	0.70				
Riverstone - Surf	Lennar	MDA	New	DTMJ	85	3	1	2	2	0	2	2	7.00	7.00				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	0	0	0	24	4	0.18	0.11				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	0	0	0	48	8	0.35	0.23				
TOTALS: No. Reporting: 10			Avg. Sales: 0.70		Traffic to Sales: 9 : 1				50	70	8	1	380	190				
City Codes: CW = Chowchilla, MDA = Madera																		

The Ryness Report

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Sunday, September 3, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 30									
Fresno County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bravado	Century	REE		DTMJ	182	0	6	2	1	0	75	25	0.76	0.71
Olivewood	Century S/O	FR		DTMJ	169	0	S/O	6	1	0	169	28	1.46	0.80
The Crossings II	Century	KER		DTMJ	104	0	7	12	0	0	87	32	1.08	0.91
Serenade	DR Horton	SAN		DTMJ	129	0	5	6	0	0	25	25	1.37	1.37
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.54	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	7	7	0	0	35	9	0.41	0.26
Centrella Estates	KB Home	FR		DTMJ	74	0	6	12	1	0	40	40	1.72	1.72
Centrella Villas	KB Home	FR		DTMJ	107	0	11	7	0	2	61	37	1.05	1.06
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	4	0	0	22	22	1.04	1.04
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	7	14	0	0	14	14	0.86	0.86
Legacy at Highland	KB Home	CV		DTMJ	42	0	5	6	0	2	27	27	0.72	0.77
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	2	4	4	1	39	34	1.05	0.97
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	5	4	5	5	0	79	58	1.01	1.66
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	4	0	0	0	4	4	0.44	0.44
Heirloom- Orchard Series	Lennar	FR		DTST	66	7	3	6	6	0	16	16	2.20	2.20
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	0	1	0	0	0	4	4	0.76	0.76
Heritage Grove - Orchard III	Lennar	CV		DTMJ	15	0	1	0	0	0	1	1	0.30	0.30
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	1	0	0	0	2	2	0.27	0.27
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	3	4	148	4	0	46	46	2.06	2.06
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	104	1	1	51	51	1.53	1.53
Juniper Hills- Surf	Lennar	FR		DTMJ	148	4	5	145	5	0	47	46	1.33	1.31
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	6	50	0	0	87	52	1.10	1.49
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	6	5	51	10	2	143	105	1.15	3.00
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	5	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	3	10	0	0	4	4	0.22	0.22
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	3	16	0	0	58	10	0.35	0.29
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	30	0	0	40	5	0.24	0.14
Somerset Crossing	Woodside	FO		ATST	99	0	4	6	0	0	57	18	0.44	0.51
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	6	5	0	0	84	0	0.51	0.00
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	2	7	0	0	55	7	0.34	0.20
TOTALS: No. Reporting: 30		Avg. Sales: 1.00			Traffic to Sales: 18 : 1				146	668	38	8	1498	722
														Net: 30

City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant

Central Valley				Projects Participating: 111							
				Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 111		Avg. Sales: 0.90		Traffic to Sales: 13 : 1	532	1573	118	18	6401	2868	Net: 100
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

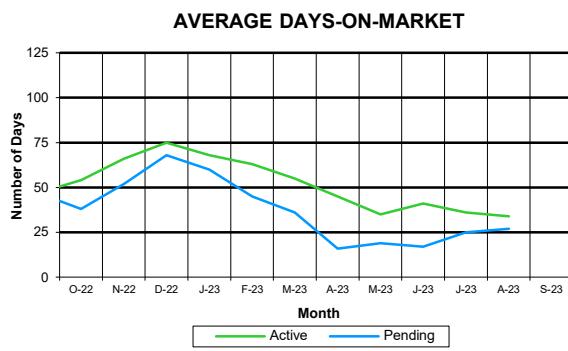


The Ryness Company

Marketing Research Department

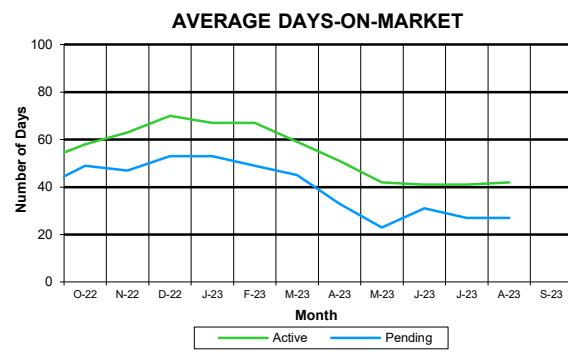
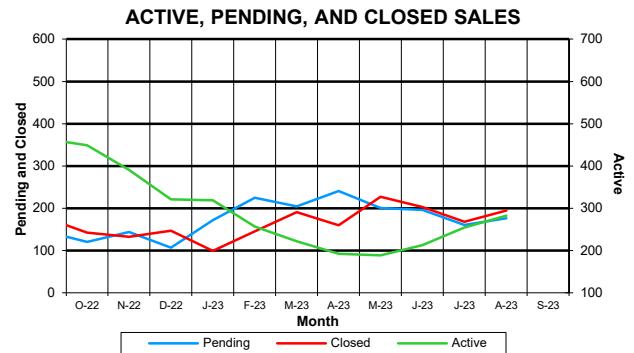
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	319	67	172	53	99	409,545
Feb-23	257	67	225	49	146	459,122
Mar-23	222	59	205	45	191	468,160
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731
Aug-23	283	42	177	27	195	488,836



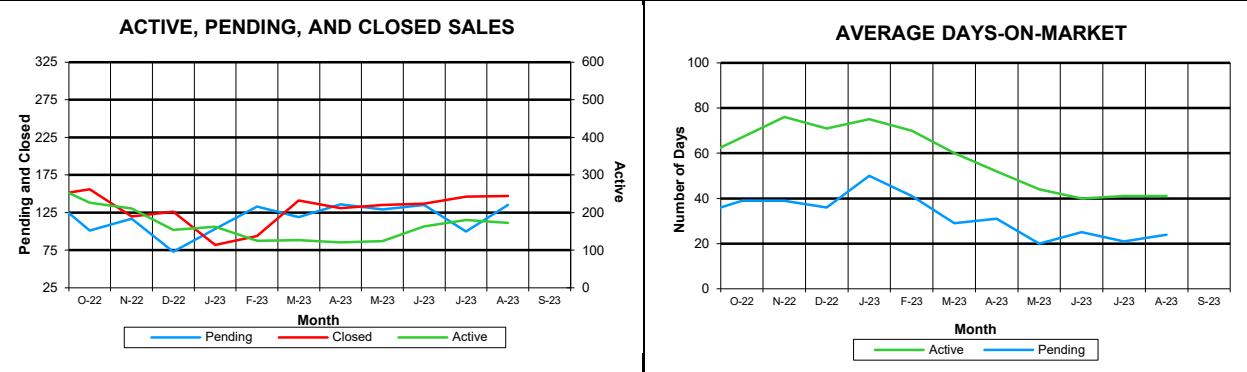


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Marketing Research Department

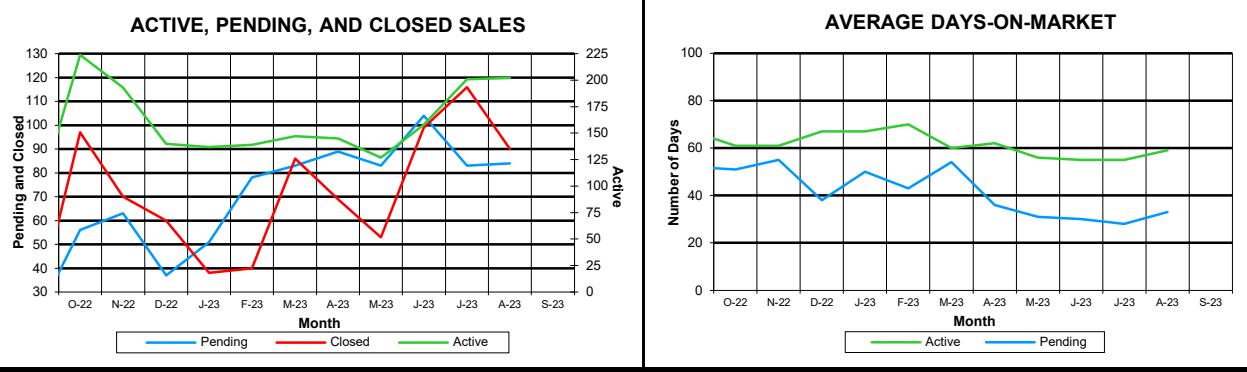
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	162	75	103	50	82	421,485
Feb-23	125	70	133	41	94	430,754
Mar-23	127	60	119	29	141	450,561
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	137	67	51	50	38	405,900
Feb-23	139	70	78	43	40	353,955
Mar-23	147	60	83	54	86	411,760
Apr-23	145	62	89	36	69	409,223
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
Jul-23	201	55	83	28	116	422,858
Aug-23	202	59	84	33	90	417,450



THE RYNESSE REPORT

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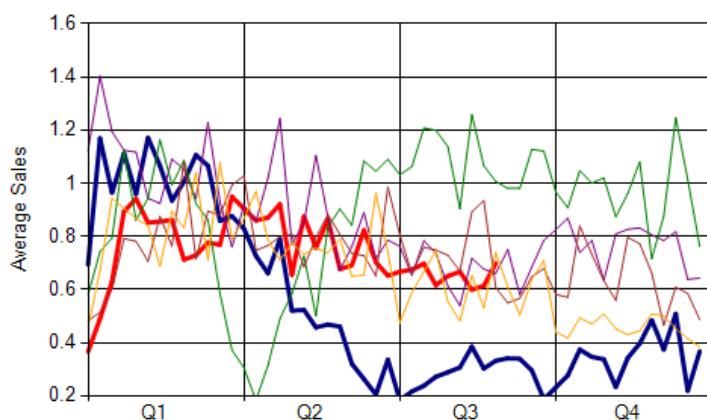


Sacramento Week 35

Ending: Sunday, September 3, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		30	616	24	0	24	0.80	0.82	-2%	0.79	1%	
Central & North Sacramento		37	273	26	1	25	0.68	0.63	7%	0.51	32%	
Folsom		17	251	10	2	8	0.47	0.77	-39%	0.61	-23%	
El Dorado		9	83	2	0	2	0.22	0.60	-63%	0.64	-65%	
Placer & Nevada		61	835	48	8	40	0.66	0.80	-18%	0.70	-6%	
Yolo		10	94	13	0	13	1.30	0.79	65%	0.80	63%	
Amador County		1	7	0	0	0	0.00	0.03	-100%	0.00	0.00	
Northern Counties		14	92	15	2	13	0.93	0.69	34%	0.73	27%	
Current Week Totals	Traffic : Sales	16:1	179	2251	138	13	125	0.70	0.74	-6%	0.67	4%
Per Project Average			13	0.77	0.07	0.70						
Year Ago - 09/04/2022	Traffic : Sales	20:1	184	2140	105	44	61	0.33	0.62	-47%	0.29	14%
% Change			-3%	5%	31%	-70%	105%	111%	19%		131%	

52 Weeks Comparison



Year to Date Averages Through Week 35

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	129	26	0.89	0.14	0.75	0.66
■	2019	141	23	0.91	0.13	0.78	0.73
■	2020	150	16	1.01	0.16	0.85	0.89
■	2021	161	18	0.98	0.09	0.89	0.85
■	2022	173	14	0.78	0.16	0.62	0.52
■	2023	180	14	0.86	0.12	0.74	0.74
% Change:		4%	4%	10%	-25%	19%	41%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.88%	APR 7.15%	
FHA	6.75%	6.99%	While other areas of the economy are moderating, we are seeing somewhat of a bounce in residential activity. Construction spending increased 0.7% in July, coming on the heels of an upwardly revised 0.6% increase the prior month. The upside surprise was mostly owed to a sturdy gain in residential spending. New home sales have been less sensitive to interest rate hikes, as builders have also used rate buydowns, price discounts and other incentives to boost sales. A dearth of resale inventory and easing material price inflation have been other tailwinds to home builders, who now appear to be scaling up single-family construction. By contrast, nonresidential spending has softened in recent months alongside tighter credit conditions and an uncertain economic outlook. Manufacturing project spending, mostly for electric vehicle and semiconductor plants, continues to be a bright spot within the nonresidential category. However, other sectors, such as office, commercial and education, continue to grow at a rapid pace, while healthcare and lodging outright contracted during July. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	4.19%		
			

The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 30									
South Sacramento					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	23	14	0	0	11	11	1.51	1.51
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	5	26	0	0	50	22	0.96	0.63
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	2	19	0	0	69	45	1.32	1.29
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	3	4	22	3	0	60	34	1.17	0.97
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	4	9	104	0	0	24	24	1.14	1.14
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	1	0	0	18	13	0.28	0.37
Allegro	KB Home	LN		ATMJ	72	0	7	6	0	0	65	30	0.78	0.86
Travisso	KB Home	LN		DTMJ	422	0	3	4	1	0	38	6	0.44	0.17
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	4	5	5	1	0	17	17	1.11	1.11
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	0	5	5	1	0	3	3	0.49	0.49
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	3	5	5	1	0	15	15	1.33	1.33
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	22	1	0	40	26	0.55	0.74
Cornerstone Crossings	Meritage	LN		DTMJ	78	3	6	10	3	0	62	42	0.86	1.20
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	7	2	0	0	31	25	0.47	0.71
Seasons at Caterina	Richmond American	GT		DTMJ	61	3	4	4	1	0	22	21	0.53	0.60
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	5	34	1	0	80	20	0.70	0.57
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	5	1	0	0	36	19	0.46	0.54
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	5	8	1	0	56	50	0.93	1.43
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	3	11	1	0	37	35	0.88	1.00
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	1	13	1	0	39	34	0.92	0.97
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	1	11	1	0	23	18	0.54	0.51
Madeira Ranch - Prairie	Taylor Morrison TSO	LN		DTMJ	66	1	TSO	15	1	0	34	29	0.80	0.83
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	1	9	1	0	49	29	1.08	0.83
Wildhawk North- Oakbridge	Taylor Morrison TSO	SO		DTMJ	253	0	TSO	12	1	0	45	37	0.99	1.06
Wildhawk North- Trailhead	Taylor Morrison TSO	SO		DTMJ	166	1	TSO	13	1	0	39	32	0.86	0.91
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	3	7	0	0	3	3	0.27	0.27
Wildhawk South- Latitude	Taylor Morrison TSO	SO		DTMJ	152	0	TSO	11	0	0	25	25	2.24	2.24
Long Meadow	The New Home Co	VN		DTMJ	122	0	7	200	0	0	2	2	1.56	1.56
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	2	9	3	0	74	31	0.69	0.89
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	13	0	0	70	21	0.59	0.60
TOTALS: No. Reporting: 30		Avg. Sales: 0.80		Traffic to Sales: 26 : 1				129	616	24	0	1137	719	Net: 24
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	4	3	0	0	42	3	0.28	0.09
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	4	14	1	0	24	24	1.08	1.08
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	5	8	8	3	0	146	27	0.65	0.77
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	0	5	10	0	0	20	12	0.36	0.34
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	4	6	10	1	0	15	9	0.25	0.26
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	3	5	4	3	0	46	18	0.55	0.51
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	4	9	1	0	27	26	0.56	0.74
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	5	4	1	0	48	20	0.57	0.57
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	5	4	0	0	65	23	0.77	0.66
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	4	0	0	70	5	0.49	0.14
Viridian	Lennar	RO		DTST	185	0	3	2	0	1	182	11	0.83	0.31
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	12	0	0	11	8	0.18	0.23
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	3	0	0	0	21	7	0.30	0.20
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	2	8	1	0	17	15	0.24	0.43
Ascent at Montelena	Pulte	RO		DTMJ	127	0	2	9	0	0	24	19	0.50	0.54
Solis at Montelena	Pulte	RO		DTMJ	55	0	5	12	0	0	5	2	0.09	0.06
Vista at Montelena	Pulte	RO		DTMJ	38	4	4	13	2	0	22	18	0.40	0.51
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	4	9	0	0	52	32	0.66	0.91
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	3	7	1	0	5	5	0.80	0.80
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	6	12	0	0	162	19	0.78	0.54
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	6	9	0	0	14	14	1.92	1.92
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	4	10	1	0	6	6	1.14	1.14
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	4	16	0	0	4	4	0.64	0.64
TOTALS: No. Reporting: 23		Avg. Sales: 0.61		Traffic to Sales: 13 : 1			97	189	15	1	1028	327	Net: 14	
City Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks														

The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
North Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	3	4	0	0	138	17	0.68	0.49
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	1	0	0	149	27	0.89	0.77
Westward - The Cove	Beazer	SO		DTST	122	1	3	8	1	0	112	33	0.63	0.94
Windrow - The Cove	Beazer	SO		DTST	167	0	1	6	0	0	162	29	0.81	0.83
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	4	5	1	0	144	54	0.94	1.54
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	3	5	0	0	146	54	0.95	1.54
Northlake - Atla	Lennar	SO		DTMJ	116	0	4	5	0	0	112	28	0.82	0.80
Northlake - Bleau	Lennar	SO		DTMJ	236	0	3	5	0	0	124	39	0.90	1.11
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	5	1	0	110	36	0.85	1.03
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	10	2	0	115	37	0.84	1.06
Northlake - Shor	Lennar	SO		DTMJ	140	0	3	10	2	0	123	38	0.90	1.09
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	4	5	1	0	113	29	0.82	0.83
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	4	5	1	0	108	22	0.79	0.63
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	3	5	10	2	0	97	50	0.90	1.43
TOTALS: No. Reporting: 14		Avg. Sales: 0.79			Traffic to Sales: 8 : 1			44	84	11	0	1753	493	Net: 11
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 17									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM		DTMJ	53	0	12	4	1	0	4	4	0.76	0.76
Sycamore Creek	JMC TSO	FM		DTMJ	44	0	TSO	0	0	0	42	1	0.30	0.03
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	10	2	0	63	53	0.90	1.51
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	4	5	1	0	43	29	0.61	0.83
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	4	5	1	0	47	27	0.70	0.77
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	5	0	0	116	36	0.86	1.03
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	0	5	5	0	0	2	2	0.12	0.12
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	0	3	10	2	0	9	9	0.50	0.50
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	5	7	1	1	70	32	0.57	0.91
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	0	0	0	40	17	0.43	0.49
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	1	11	1	0	37	35	0.94	1.00
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	4	11	0	0	26	26	0.66	0.74
Folsom Ranch - Legends	Taylor Morrison TSO	FM		DTMJ	110	1	TSO	10	1	0	26	26	0.66	0.74
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	2	44	0	0	43	43	1.53	1.53
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	3	40	0	0	32	19	0.51	0.54
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	0	3	44	0	1	35	35	1.24	1.24
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	4	40	0	0	39	26	0.62	0.74
TOTALS: No. Reporting: 17		Avg. Sales: 0.47			Traffic to Sales: 25 : 1			57	251	10	2	674	420	Net: 8
City Codes: FM = Folsom														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
El Dorado County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD					
Revere	Blue Mountain	RE		DTMJ	51	0	2	7	0	0	42	9	0.34	0.26				
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	6	13	0	0	102	16	0.62	0.46				
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	6	13	0	0	66	11	0.42	0.31				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	9	0	0	11	5	0.15	0.14				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	4	5	0	0	95	36	0.66	1.03				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	3	5	5	1	0	274	60	1.06	1.71				
Trento at The Promontory	Lennar	BH		DTMJ	32	0	2	5	0	0	5	5	0.24	0.24				
Ridgeview	The New Home Co	BH		DTMJ	44	0	2	23	1	0	5	5	0.55	0.55				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	4	3	0	0	45	16	0.46	0.46				
TOTALS: No. Reporting: 9			Avg. Sales: 0.22		Traffic to Sales: 42 : 1				34	83	2	0	645	163				
City Codes: RE = Rescue, BH = El Dorado Hills																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 61									
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	8	39	0	0	13	13	0.46	0.46
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	16	9	0	0	4	4	0.76	0.76
Harvest	Black Pine	LM		DTMJ	22	0	3	9	0	0	16	16	0.98	0.98
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	17	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	9	0	0	35	12	0.33	0.34
Balboa II	DR Horton	RV		DTST	172	5	5	9	3	1	87	76	1.55	2.17
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	5	4	19	3	0	74	53	1.19	1.51
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	9	17	0	0	62	14	0.54	0.40
Edgefield Place	JMC	RK		DTMJ	83	0	4	23	0	0	36	23	0.47	0.66
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	7	8	0	0	23	20	0.32	0.57
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	4	35	0	0	81	31	0.65	0.89
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	7	31	0	1	65	16	0.52	0.46
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	0	6	69	1	0	19	19	1.04	1.04
Palisade Village	JMC	RV		DTST	307	0	5	36	2	0	291	67	1.42	1.91
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	5	11	0	0	87	12	0.56	0.34
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	2	38	1	0	79	27	0.64	0.77
Sentinel	JMC	RV		DTST	256	0	3	29	1	0	157	26	0.86	0.74
Tribute Pointe	JMC	RK		DTMJ	99	4	6	21	1	0	21	13	0.27	0.37
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	4	44	2	0	50	37	0.67	1.06
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	1	3	0	0	146	24	0.83	0.69
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	6	6	0	0	77	7	0.60	0.20
Copper Ridge	KB Home	LL		DTMJ	94	8	2	14	1	0	85	38	0.93	1.09
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	3	7	0	1	104	49	1.26	1.40
Morgan Knolls	KB Home	RV		DTMJ	58	0	3	5	2	0	17	17	0.94	0.94
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	4	1	0	239	22	1.07	0.63
Andorra at Sierra West	Lennar	RV		DTMJ	193	0	5	5	1	1	147	46	0.97	1.31
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	4	15	3	0	88	43	0.89	1.23
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	4	5	0	0	90	38	0.84	1.09
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	3	10	2	0	101	51	0.92	1.46
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	15	3	0	138	40	0.90	1.14
Meribel at Sierra West	Lennar	RV		DTMJ	167	3	6	15	3	0	145	44	0.93	1.26
Melisse at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	4	5	0	0	91	43	0.86	1.23
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	3	15	3	1	141	44	0.91	1.26
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	4	5	1	0	23	21	0.53	0.60
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	5	1	0	96	48	1.06	1.37
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	4	16	3	1	64	35	0.82	1.00
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	0	0	0	82	17	0.69	0.49
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	5	13	0	0	84	38	0.88	1.09
Premier Soleil	Premier Homes	GB		DTMJ	52	0	1	17	1	0	33	9	0.57	0.26
Revere at Independence	Richmond American	LL		DTMJ	122	0	2	2	0	0	120	31	0.87	0.89
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	5	3	0	0	31	22	0.51	0.63
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	15	0	0	20	19	0.25	0.54
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	3	7	0	0	62	30	0.64	0.86
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	6	4	1	0	94	16	0.77	0.46
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	8	5	1	1	33	27	0.39	0.77

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 61									
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	4	0	0	86	16	0.70	0.46
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	1	4	2	0	94	24	0.77	0.69
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	3	21	0	0	70	35	1.04	1.00
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	2	1	1	0	90	18	0.53	0.51
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	1	7	1	0	73	28	0.90	0.80
Eureka Grove	The New Home Co	GB		DTMJ	72	0	5	0	0	0	67	15	0.66	0.43
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	12	0	0	19	9	0.28	0.26
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	0	3	19	0	0	3	3	0.91	0.91
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	0	2	20	0	0	3	3	0.70	0.70
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	0	4	19	0	0	14	14	0.42	0.42
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	5	6	0	0	77	3	0.37	0.09
The Lake at Crown Point II	Tim Lewis	RK		DTMJ	17	0	3	4	0	1	0	0	0.00	0.00
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	3	6	1	0	104	29	0.81	0.83
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	6	0	0	95	28	0.74	0.80
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	6	8	0	0	21	14	0.38	0.40
Muscato at Brady Vineyards	Woodside	RV		DTMJ	80	3	4	9	2	0	21	19	0.38	0.54
TOTALS: No. Reporting: 61					Traffic to Sales: 17 : 1			259	835	48	8	4388	1556	Net: 40

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

Yolo County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Parkside at The Rivers	Century	WS		DTMJ	82	0	4	10	0	0	26	25	0.59	0.71
Trailside at The Rivers	Century	WS		DTMJ	120	0	6	10	0	0	7	7	0.21	0.21
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	3	5	5	1	0	30	30	0.96	0.96
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	5	5	0	0	8	8	0.25	0.25
Orestada	Lennar	WL		DTMJ	105	0	5	5	1	0	50	39	0.90	1.11
Iris	Lennar	WL		DTMJ	97	0	4	5	1	0	58	49	0.88	1.40
Lavender	Lennar	WL		DTMJ	78	8	4	30	8	0	57	38	0.93	1.09
The Hideaway	Meritage	WN		DTMJ	148	0	4	13	0	0	64	45	1.00	1.29
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	3	5	7	2	0	74	22	0.59	0.63
Revival	Tim Lewis	WL		DTST	72	0	3	4	0	0	17	7	0.24	0.20
TOTALS: No. Reporting: 10					Traffic to Sales: 7 : 1			45	94	13	0	391	270	Net: 13

City Codes: WS = West Sacramento, WL = Woodland, WN = Winters

Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	3	7	0	0	19	1	0.18	0.03
TOTALS: No. Reporting: 1					Traffic to Sales: N/A			3	7	0	0	19	1	Net: 0

City Codes: PLY = Plymouth

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2									
Butte County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Amber Lynn Estates	DR Horton	CO		DTST	108	3	5	2	2	0	20	19	0.40	0.54
Sparrow	DR Horton	CO		DTMJ	86	0	3	5	1	1	17	13	0.26	0.37
TOTALS: No. Reporting: 2			Avg. Sales: 1.00				8	7	3	1	37	32		Net: 2
City Codes: CO = Chico														

Glenn County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Ambrosia	DR Horton	OR		DTST	95	0	4	4	1	0	27	26	0.54	0.74
TOTALS: No. Reporting: 1			Avg. Sales: 1.00				4	4	1	0	27	26		Net: 1
City Codes: OR = Orland														

Shasta County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	3	1	0	0	13	12	0.35	0.34
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	6	1	1	0	16	16	0.43	0.46
Monroe	DR Horton	RD		DTST	20	0	3	3	0	0	1	1	0.12	0.12
Rio	DR Horton	RD		DTST	50	0	4	3	0	0	40	24	0.61	0.69
TOTALS: No. Reporting: 4			Avg. Sales: 0.25				16	8	1	0	70	53		Net: 1
City Codes: RD = Redding														

Yuba County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	3	25	1	0	19	19	0.86	0.86
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	2	2	2	0	100	9	0.54	0.26
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	6	4	0	0	45	28	0.61	0.80
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	6	13	2	0	76	33	1.00	0.94
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	4	10	1	0	59	55	1.36	1.57
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	4	4	10	3	0	145	39	0.95	1.11
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	4	9	1	1	126	32	0.80	0.91
TOTALS: No. Reporting: 7			Avg. Sales: 1.29				29	73	10	1	570	215		Net: 9
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento					Projects Participating: 179									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting: 179		Avg. Sales: 0.70		Traffic to Sales: 16 : 1	725	2251	138	13	10739	4275				Net: 125
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached														
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out														

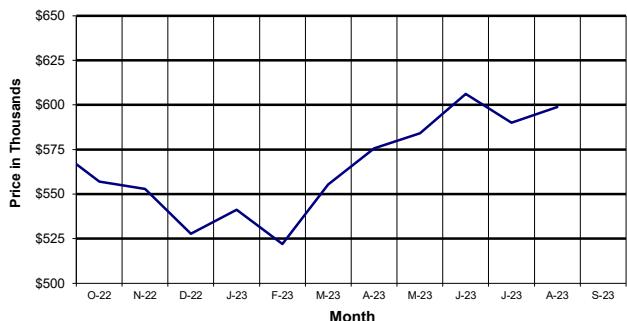
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Marketing Research Department

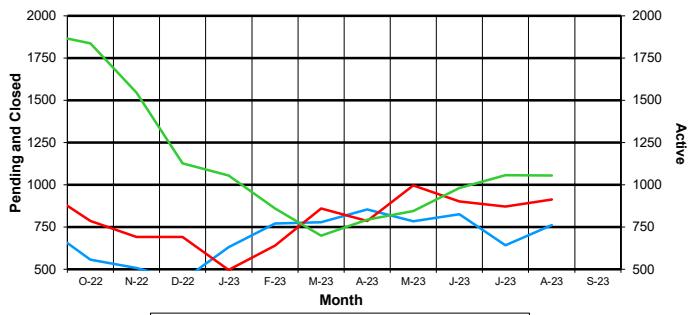
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	1,056	65	632	52	496	541,206
Feb-23	861	57	772	45	641	522,077
Mar-23	700	53	778	37	861	555,376
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048
Aug-23	1,056	40	761	24	914	598,812

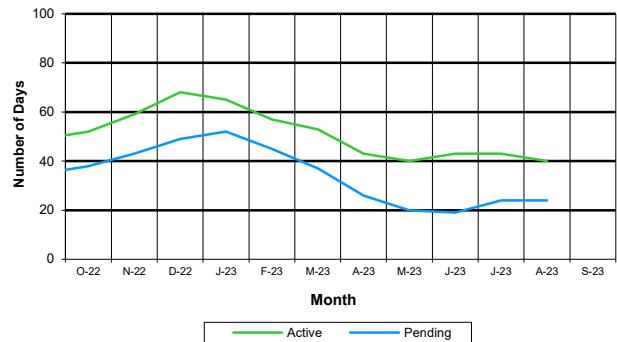
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



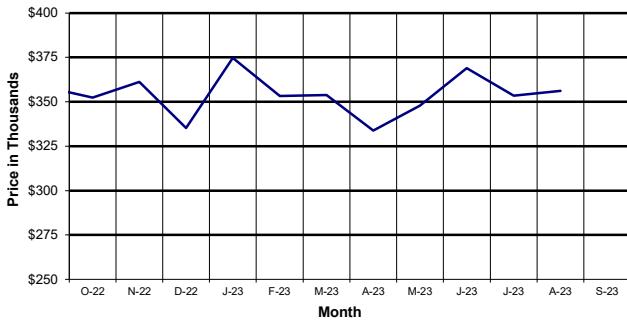
AVERAGE DAYS-ON-MARKET



Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	122	56	77	45	57	374,742
Feb-23	106	48	100	37	71	353,175
Mar-23	116	42	100	26	111	353,878
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398
Aug-23	131	41	78	20	120	356,082

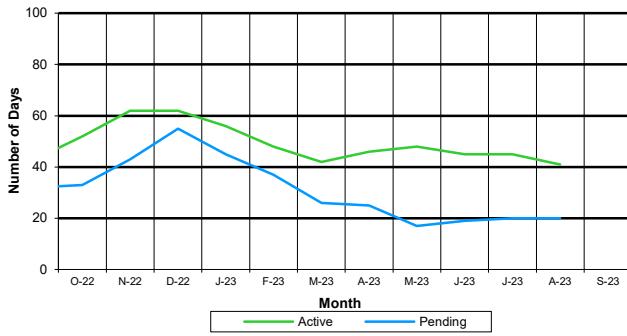
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





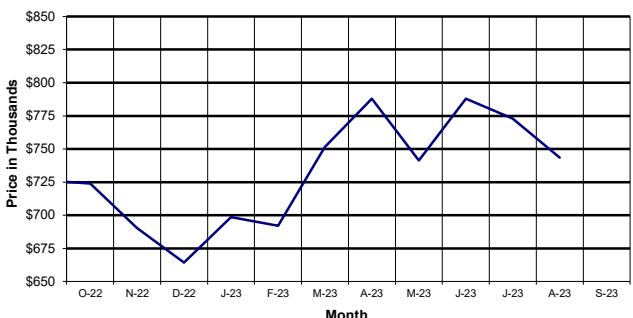
The Ryness Company

Marketing Research Department

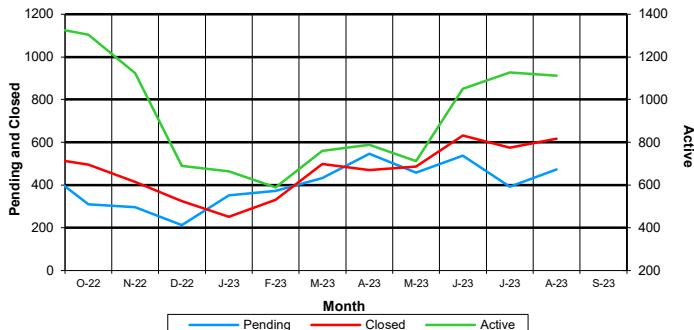
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-23	663	76	352	55	251	698,682
Feb-23	589	69	372	53	330	692,074
Mar-23	759	70	433	45	498	751,418
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004
Aug-23	1,112	58	473	33	617	743,456

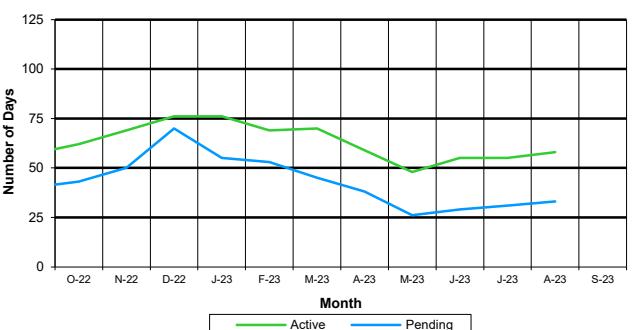
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



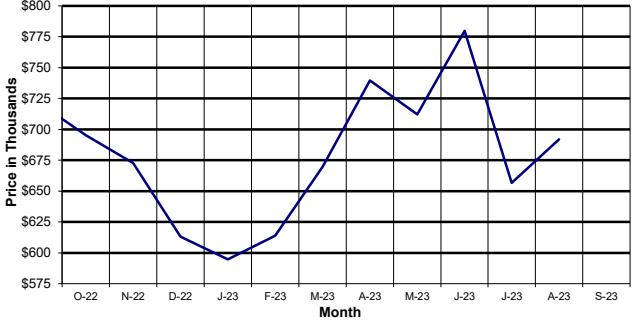
AVERAGE DAYS-ON-MARKET



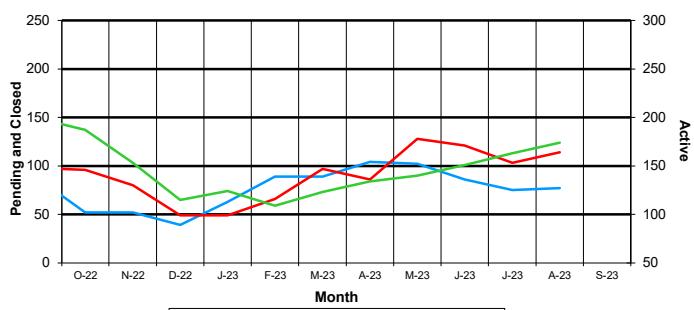
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808
Feb-23	109	67	89	43	66	613,993
Mar-23	123	78	89	34	97	669,686
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

