

THE RYNESS REPORT

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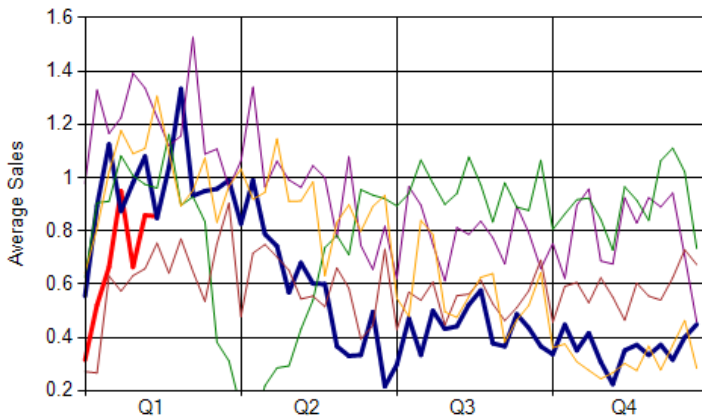
Bay Area

Week 7

Ending: Sunday, February 19, 2023

Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.
Alameda		23	250	22	6	16	0.70	0.77	-10%	0.67	4%
Contra Costa		25	549	32	1	31	1.24	0.83	49%	0.54	128%
Sonoma, Napa		13	126	3	1	2	0.15	0.53	-71%	0.42	-63%
San Francisco, Marin		4	34	0	0	0	0.00	0.00	0.00	-0.04	100%
San Mateo		3	35	1	0	1	0.33	0.48	-31%	0.35	-5%
Santa Clara		16	236	14	0	14	0.88	0.70	25%	0.52	69%
Monterey, Santa Cruz, San Benito		11	125	13	0	13	1.18	0.55	117%	0.32	270%
Solano		22	225	25	2	23	1.05	0.80	31%	0.55	88%
Current Week Totals	Traffic : Sales 14 : 1	117	1580	110	10	100	0.85	0.69	23%	0.51	69%
Per Project Average			14	0.94	0.09	0.85					
Year Ago - 02/20/2022	Traffic : Sales 14 : 1	105	1457	103	14	89	0.85	0.91	-6%	0.86	-1%
% Change		11%	8%	7%	-29%	12%	1%	-24%		-41%	

52 Weeks Comparison



Year to Date Averages Through Week 7

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	137	38	1.10	0.08	1.02	0.70
■	2019	143	18	0.64	0.09	0.54	0.58
■	2020	155	20	1.00	0.08	0.92	0.80
■	2021	127	17	1.30	0.07	1.23	0.93
■	2022	108	13	1.00	0.09	0.91	0.58
■	2023	115	12	0.77	0.07	0.69	0.69
	% Change:	6%	-9%	-23%	-17%	-24%	20%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The run-up in mortgage rates in 2022 eroded affordability and significantly depressed demand for housing. Nearly every housing market indicator weakened over the year as a result. To close out 2022, new home sales registered a 26.6% year-over-year decline and existing home sales similarly posted a 34% annual drop. The downward trajectory of mortgage rates in the last few months of the year has sparked hope for a turnaround. New home sales registered three consecutive monthly increases in October, November and December. Existing home sales also declined at a less-than-expected rate in December, falling only 1.5% compared to November's 7.9% drop. Pending home sales, reflecting signed real estate contracts, also rose 2.5% in December, the first monthly improvements since May. Mortgage rates continued to slide through the beginning of the year, averaging 6.36% in December and 6.18% in January. This decline in financing costs appeared to bring some buyers back from the sidelines, triggering a 24.7% jump in mortgage applications for purchase the second week of January. Although, mortgage rates began inching up again in February. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
FHA	6.99%	7.13%	
	6.00%	6.13%	
10 Yr Yield	3.72%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 18									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	4	6	0	0	66	-1	0.38	-0.14
Maple Lane	DR Horton	LS		ATMJ	39	3	5	16	1	1	8	8	1.27	1.14
Atlas at Mssion Village	KB Home	HY		ATMJ	72	3	6	16	1	1	58	5	1.44	0.71
Aspect at Innovation	Lennar	FR		ATMJ	167	0	1	7	0	0	66	9	0.95	1.29
Beacon at Bridgeway	Lennar	NK		DTMJ	120	0	1	16	1	0	5	5	1.17	1.17
Chroma at Innovation	Lennar	FR		ATMJ	146	4	5	13	3	1	66	9	1.64	1.29
Courts at Bridgeway	Lennar	NK		ATMJ	79	0	4	16	0	0	72	0	0.69	0.00
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	4	13	1	1	65	11	1.00	1.57
Matrix at Innovation	Lennar	FR		ATMJ	53	0	3	7	1	0	39	4	0.54	0.57
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	5	16	0	0	76	1	0.96	0.14
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	4	16	1	1	93	4	0.79	0.57
Villas at Bridgeway	Lennar	NK		DTMJ	137	4	4	16	1	0	120	7	0.96	1.00
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	2	1	0	58	2	0.53	0.29
Landing at Bay37	Pulte	AL		ATMJ	96	0	3	3	0	0	81	2	0.74	0.29
Lookout at Bay37	Pulte	AL		ATMJ	138	0	4	3	1	0	40	2	0.37	0.29
Line at SoHay	Taylor Morrison	HY		ATST	198	4	3	7	4	0	191	7	0.95	1.00
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	6	6	0	0	94	3	0.47	0.43
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	3	11	0	0	75	4	0.52	0.57
TOTALS: No. Reporting: 18		Avg. Sales: 0.61		Traffic to Sales: 12 : 1				68	190	16	5	1273	82	Net: 11
City Codes: FR = Fremont, LS = San Leandro, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	3	15	1	1	107	13	0.97	1.86	
Melrose at Boulevard	Brookfield	DB	DTMJ	75	0	1	32	1	0	44	8	1.02	1.14	
Lombard at Boulevard	Lennar	DB	DTMJ	100	0	1	6	1	0	25	5	0.62	0.71	
Venice at Boulevard	Lennar	DB	ATMJ	91	5	3	3	3	0	38	7	0.94	1.00	
Vineyard Collection II	Ponderosa TSO	LV	DTMJ	9	0	TSO	4	0	0	3	3	0.58	0.58	
TOTALS: No. Reporting: 5		Avg. Sales: 1.00		Traffic to Sales: 10 : 1			8	60	6	1	217	36	Net: 5	
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley				Projects Participating: 5									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oak Park	Davidon	PH	DTMJ	34	0	10	6	0	0	12	5	0.21	0.71
Woodbury Highlands	Davidon	LF	ATMJ	99	0	11	14	0	0	31	2	0.25	0.29
Diablo Meadows	DeNova	QL	DTMJ	18	3	4	10	1	0	9	4	0.45	0.57
Traditions at the Meadow	DeNova	MZ	DTMJ	65	8	5	73	4	0	22	13	1.97	1.86
Penny Lane	Trumark	CN	ATMJ	70	0	5	75	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 5		Avg. Sales: 1.00		Traffic to Sales: 36 : 1			35	178	5	0	74	24	Net: 5
City Codes: PH = Pleasant Hill, LF = Lafayette, QL = Clayton, MZ = Martinez, CN = Concord													

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 2									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Magee Preserve	Davidon	DN		DTMJ	69	3	2	36	1	0	9	9	2.10	2.10
Hillcrest at the Preserve	Lennar	SR		ATMJ	104	0	5	0	0	0	98	0	0.71	0.00
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 36 : 1				7	36	1	0	107	9	Net: 1
City Codes: DN = Danville, SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Bay View at Richmond	Meritage	RM	New	DTMJ	94	4	3	28	1	0	1	1	3.50	3.50
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 28 : 1			3	28	1	0	1	1	Net: 1	
City Codes: RM= Richmond														

Antioch/Pittsburg				Projects Participating: 10									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Vista II	Century	AN	DTMJ	9	0	8	14	0	0	1	0	0.05	0.00
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	5	17	0	0	253	8	0.89	1.14
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	9	21	1	0	99	6	0.82	0.86
Luca at Aviano	DeNova	AN	DTMJ	194	7	5	92	6	0	115	10	1.44	1.43
Luna at Aviano	Lennar	AN	DTMJ	102	0	5	4	0	0	63	15	0.98	2.14
Oriana at Aviano	Lennar	AN	DTMJ	115	4	4	4	2	0	68	8	1.06	1.14
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	3	12	3	1	0	88	7	0.73	1.00
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	13	3	2	1	48	4	0.58	0.57
Rise at Cielo	TRI Pointe	AN	DTMJ	159	5	5	18	4	0	38	9	0.86	1.29
Shine at Cielo	TRI Pointe	AN	DTMJ	137	4	5	21	4	0	35	6	0.79	0.86
TOTALS: No. Reporting: 10		Avg. Sales: 1.90		Traffic to Sales: 10 : 1			71	197	20	1	808	73	Net: 19
City Codes: AN= Antioch, PT = Pittsburg													

East Contra Costa				Projects Participating: 7									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sl's /Week	Avg. Sl's /YTD
Delta Coves	Blue Mountain	BI	DTMJ	104	0	4	8	0	0	89	2	0.49	0.29
Chandler	Brookfield	BT	DTMJ	160	6	6	10	1	0	78	10	1.00	1.43
Bennett Estates	DeNova	BT	DTMJ	14	0	3	7	0	0	11	1	0.27	0.14
Cypress Crossings	KB Home	OY	DTMJ	98	4	7	49	2	0	15	4	0.50	0.57
Woodbury at Emerson Ranch	Lennar	OY	DTMJ	104	3	5	11	1	0	67	10	1.28	1.43
Alicante	Meritage	OY	DTMJ	157	0	7	0	0	0	150	0	1.30	0.00
Orchard Trails	Shea	BT	DTMJ	78	0	2	25	1	0	37	1	0.55	0.14
TOTALS: No. Reporting: 7		Avg. Sales: 0.71		Traffic to Sales: 22 : 1			34	110	5	0	447	28	Net: 5
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 13									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Makenna	DeNova	PET		DTMJ	36	0	4	21	0	0	8	1	0.40	0.14
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	3	4	21	3	1	17	13	1.28	1.86
Willow at University District	DR Horton	RP		DTMJ	128	0	3	12	0	0	52	11	1.03	1.57
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	5	8	0	0	42	3	0.53	0.43
Aspect	Lafferty	PET		DTMJ	18	0	2	0	0	0	15	0	0.08	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	2	4	0	0	12	3	0.33	0.43
Seasons at University District	Richmond American	RP		DTMJ	52	0	3	18	0	0	21	1	0.42	0.14
Meadow Creek	Ryder	SR		DTMJ	48	0	3	13	0	0	43	3	0.49	0.43
Riverfront	TRI Pointe	PET		DTMJ	134	0	1	10	0	0	90	5	0.76	0.71
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	0	0	0	25	2	0.33	0.29
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	13	0	0	14	4	0.48	0.57
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	63	0	0.22	0.00
Portello	W Marketing	WD		DTMJ	68	0	8	6	0	0	10	1	0.36	0.14
TOTALS: No. Reporting: 13		Avg. Sales: 0.15		Traffic to Sales: 42 : 1				37	126	3	1	412	47	Net: 2
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	4	16	0	0	33	1	0.42	0.14
The Strand (Detached)	Trumark	SN		DTMJ	18	0	8	6	0	0	10	-1	0.15	-0.14
The Strand (Townhomes)	Trumark	SN		ATMJ	14	0	0	6	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: NA				12	28	0	0	43	0	Net: 0
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1								
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week
Lofton at Portola	TRI Pointe	SF	ATMJ	54	0	15	6	0	0	15	0	0.15	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			15	6	0	0	15	0	Net: 0
City Codes: SF = San Francisco													

San Mateo County					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
One 90 - Borelle	Pulte	SM	DTMJ	29	0	1	6	0	0	28	2	0.26	0.29	
One 90 - Cobalt	Pulte	SM	ATMJ	54	0	8	7	0	0	32	2	0.55	0.29	
Laguna Vista	SummerHill	FC	ATMJ	70	0	7	22	1	0	31	6	0.64	0.86	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 35 : 1			16	35	1	0	91	10	Net: 1	
City Codes: SM= San Mateo, FC= Foster City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 16									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	9	16	0	0	20	1	0.49	0.14
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	5	4	0	0	58	5	0.84	0.71
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	3	4	16	2	0	77	6	1.16	0.86
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	9	5	1	0	151	1	1.15	0.14
Lavender	Landsea	SV	Rsv's	ATMJ	128	3	4	26	2	0	56	8	0.80	1.14
Anza at Agrihood	Pulte	SC		ATMJ	36	4	4	8	1	0	8	8	1.87	1.87
Gateway at Central	Pulte	SJ		ATMJ	72	0	3	9	0	0	21	4	0.52	0.57
Plaza at Central	Pulte	SJ		ATMJ	90	0	7	8	0	0	32	3	1.27	0.43
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	10	18	1	0	48	1	0.60	0.14
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	5	18	3	0	49	5	0.53	0.71
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	9	18	1	0	39	2	0.42	0.29
Nuevo - Terraces	SummerHill	SC		ATST	176	0	3	14	1	0	173	5	0.81	0.71
Verano	SummerHill	MV		ATMJ	115	10	8	44	2	0	20	8	0.95	1.14
Ov8tion	Taylor Morrison	SV		ATMJ	107	0	6	6	0	0	89	13	0.99	1.86
Lotus at Urban Oak	TRI Pointe	SJ	Rsv's	DTMJ	123	0	7	16	0	0	7	4	0.23	0.57
Jasper	Truemark	MH		ATMJ	101	0	6	10	0	0	23	1	0.44	0.14
TOTALS: No. Reporting: 16		Avg. Sales: 0.88		Traffic to Sales: 17 : 1				99	236	14	0	871	75	Net: 14
City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, SC = Santa Clara, LG = Los Gatos, MV = Mountain View														

Monterey, Santa Cruz, San Benito Counties				Projects Participating: 11									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Promontory at Ridgemark	Century	HO	DTMJ	90	5	5	27	2	0	9	5	0.39	0.71
Roberts Ranch	KB Home	HO	DTMJ	192	4	6	24	4	0	166	11	1.58	1.57
Serenity V	Legacy	HO	DTMJ	31	0	7	12	0	0	1	1	0.09	0.14
Elderberry	Lennar	HO	DTMJ	66	0	1	8	1	0	3	1	0.21	0.14
Laurel	Lennar	HO	DTMJ	67	0	2	8	0	0	5	3	0.35	0.43
Polo Ranch	Lennar	SV	DTMJ	40	0	4	2	1	0	33	1	0.48	0.14
Montclair	Meritage	HO	DTMJ	99	0	3	8	2	0	84	5	0.93	0.71
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	4	8	1	0	75	2	0.92	0.29
Enclave, The	Shea	SS	DTMJ	61	0	3	6	0	0	40	0	0.44	0.00
Sea House II at The Dunes	Shea	MA	ATMJ	79	5	6	14	1	0	57	8	0.70	1.14
Surf House II at The Dunes	Shea	MA	DTMJ	48	0	4	8	1	0	35	5	0.43	0.71
TOTALS: No. Reporting: 11		Avg. Sales: 1.18		Traffic to Sales: 10 : 1			45	125	13	0	508	42	Net: 13
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside													

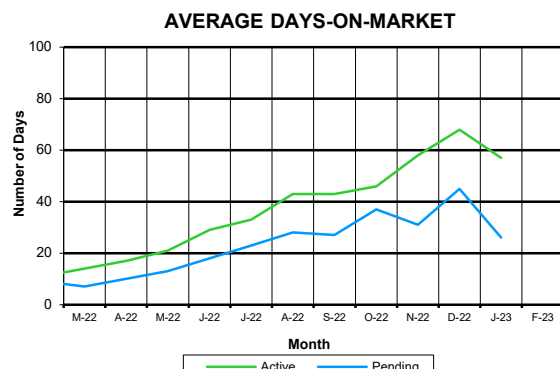
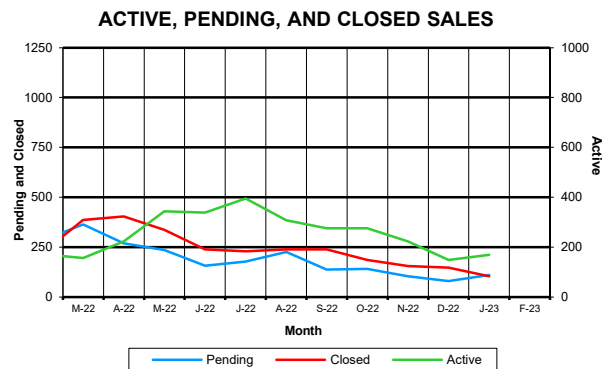
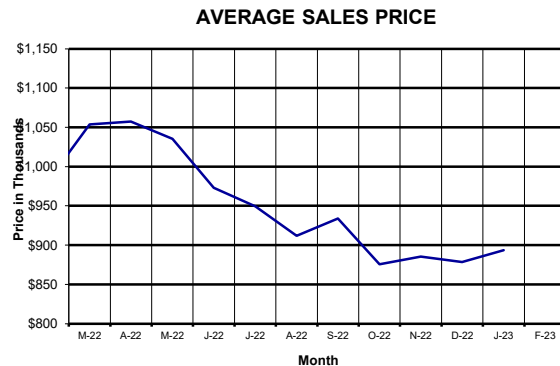
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 22									
					Units	New Rel.	Rel'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hbrizon at One Lake	Brookfield	FF		ATMJ	22	0	4	19	0	0	14	6	0.32	0.86
Lakeside at One Lake	Brookfield	FF		ATMJ	26	0	2	14	1	0	20	4	0.46	0.57
Monte Verde	Century	FF		DTMJ	124	6	7	23	3	1	37	6	0.99	0.86
Luminescence at Liberty	DeNova	RV		AASF	311	6	4	13	3	0	86	11	1.02	1.57
One56 at One Lake	DeNova	FF		DTMJ	56	0	8	28	2	0	23	4	0.72	0.57
Iris at The Villages	DR Horton	FF		DTMJ	119	3	4	17	1	0	4	2	0.35	0.29
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	5	6	0	0	11	3	0.35	0.43
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	2	5	1	0	9	4	0.29	0.57
Wildhaw k at Roberts Ranch	KB Home	VC		DTMJ	88	5	5	19	3	0	54	5	0.80	0.71
Oreston at One Lake	Lennar	FF		DTMJ	130	4	3	4	2	0	118	10	0.95	1.43
Homestead	Meritage	DX		DTMJ	99	0	6	0	0	0	93	4	0.91	0.57
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	1	7	0	0	24	11	0.53	1.57
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	2	7	0	0	24	7	0.51	1.00
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	4	1	1	0	84	2	0.63	0.29
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	5	5	2	1	27	3	0.36	0.43
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	6	11	0	0	13	2	0.28	0.29
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	2	1	0	60	4	0.60	0.57
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	12	7	1	0	53	7	1.08	1.00
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	9	5	0	0	89	3	0.77	0.43
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	10	6	2	0	38	8	0.63	1.14
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	5	12	1	0	73	2	0.61	0.29
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	4	14	1	0	63	4	0.60	0.57
TOTALS: No. Reporting: 22		Avg. Sales: 1.05		Traffic to Sales: 9 : 1				112	225	25	2	1017	112	Net: 23
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area				Projects Participating: 117						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 117	Avg. Sales: 0.85	Traffic to Sales: 14 : 1	562	1580	110	10	5884	539	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 , 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										

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

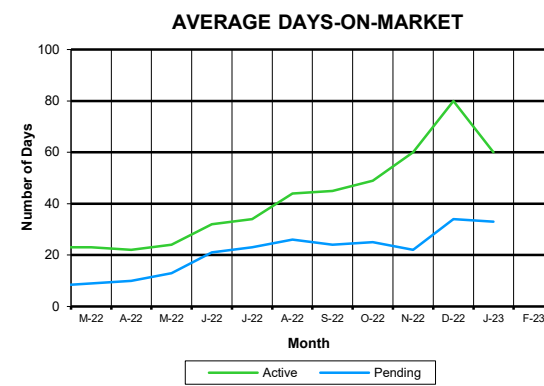
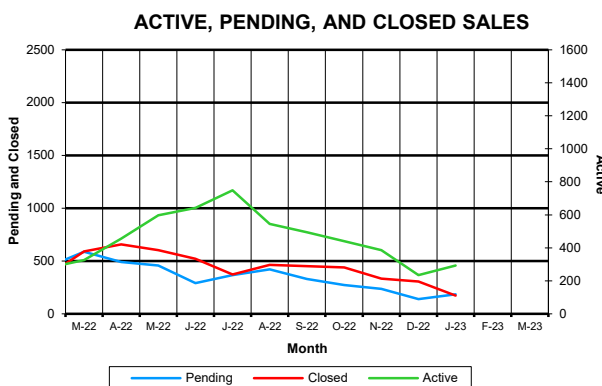
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	338	29	156	18	239	973,041
Jul-22	395	33	178	23	229	949,220
Aug-22	308	43	226	28	238	911,819
Sep-22	275	43	138	27	239	933,807
Oct-22	276	46	140	37	186	875,762
Nov-22	223	58	103	31	155	885,403
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

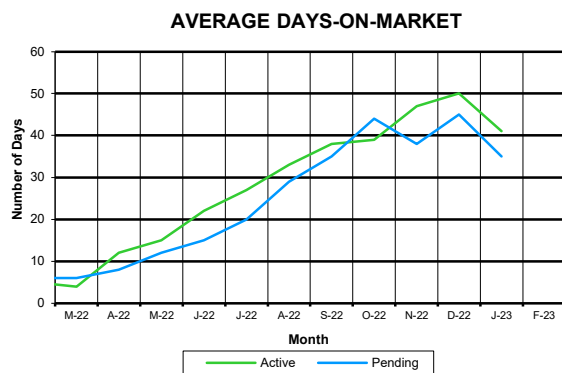
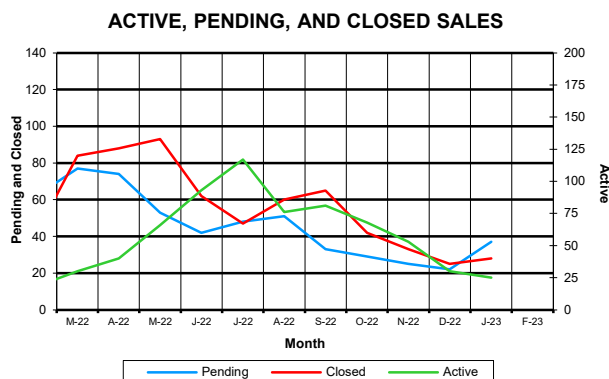
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	641	32	292	21	521	1,822,266
Jul-22	748	34	368	23	372	1,674,580
Aug-22	544	44	421	26	464	1,582,380
Sep-22	494	45	330	24	450	1,592,261
Oct-22	441	49	272	25	440	1,618,274
Nov-22	385	60	237	22	333	1,581,235
Dec-22	234	80	138	34	305	1,480,356
Jan-23	292	60	184	33	172	1,549,741



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

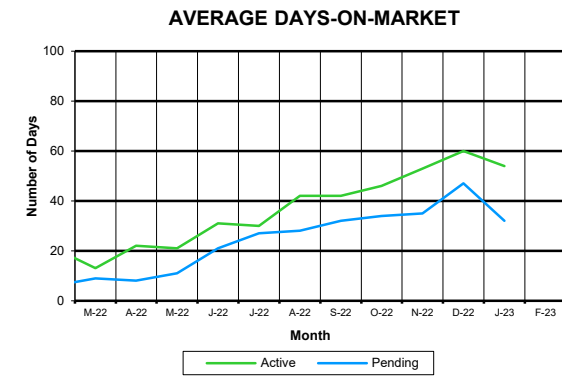
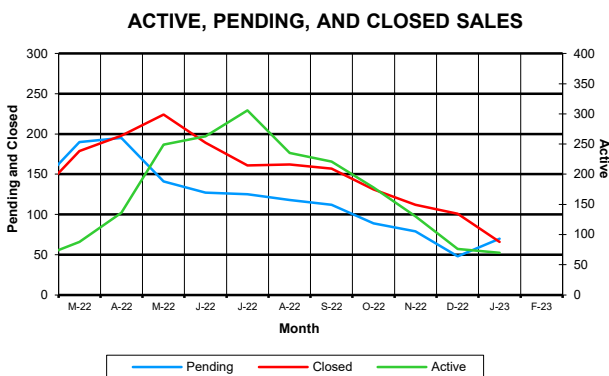
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	93	22	42	15	62	932,604
Jul-22	117	27	48	20	47	865,021
Aug-22	76	33	51	29	60	876,763
Sep-22	81	38	33	35	65	828,447
Oct-22	68	39	29	44	42	845,285
Nov-22	53	47	25	38	33	792,682
Dec-22	30	50	22	45	25	831,240
Jan-23	25	41	37	35	28	791,926



Amador Valley SFD Monthly MLS Survey

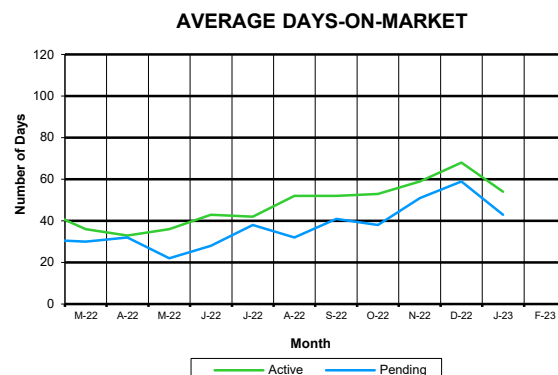
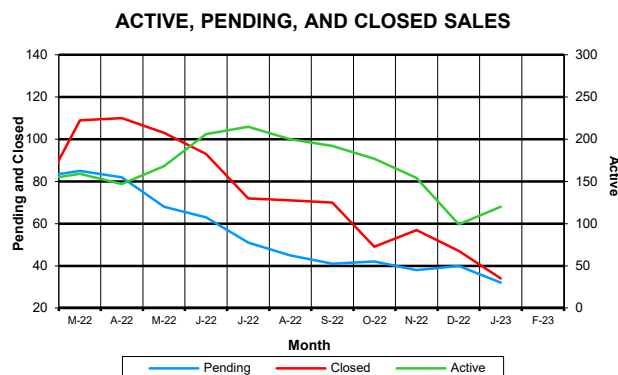
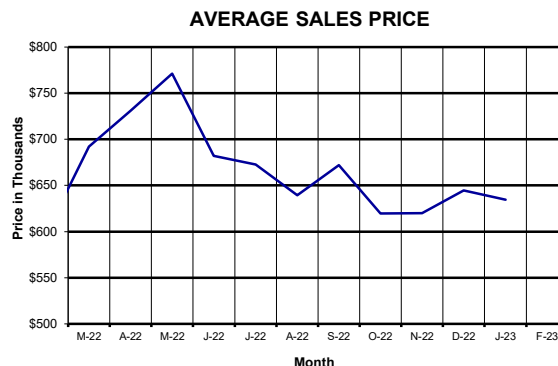
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	263	31	127	21	189	1,659,661
Jul-22	306	30	125	27	161	1,596,195
Aug-22	235	42	118	28	162	1,481,409
Sep-22	221	42	112	32	157	1,544,436
Oct-22	178	46	89	34	131	1,511,960
Nov-22	130	53	79	35	112	1,444,704
Dec-22	76	60	48	47	101	1,277,668
Jan-23	70	54	70	32	66	1,339,476



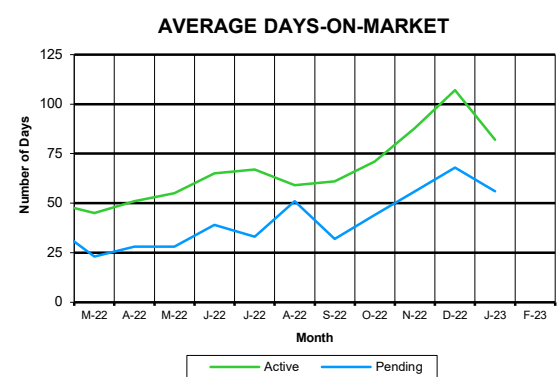
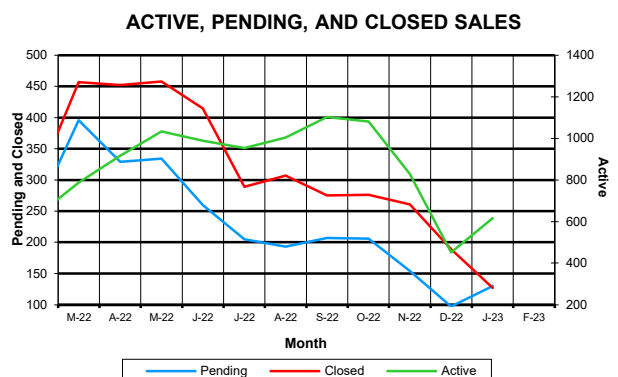
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	206	43	63	28	93	681,923
Jul-22	215	42	51	38	72	672,759
Aug-22	200	52	45	32	71	639,514
Sep-22	192	52	41	41	70	671,941
Oct-22	177	53	42	38	49	619,702
Nov-22	154	59	38	51	57	620,131
Dec-22	99	68	40	59	47	644,517
Jan-23	120	54	32	43	34	634,384



San Francisco Attd. Monthly MLS Survey

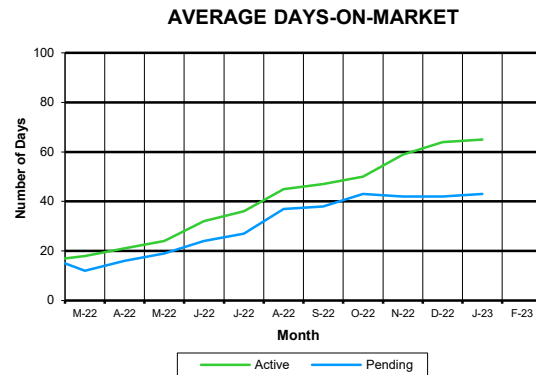
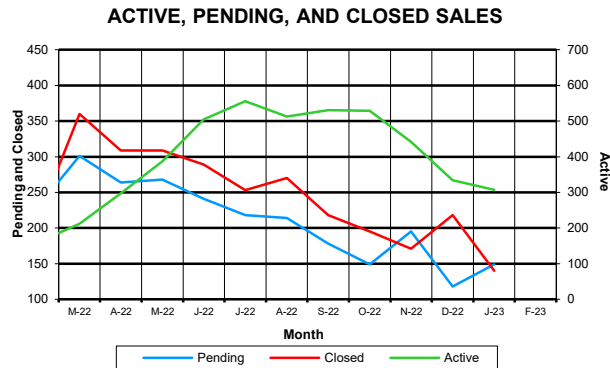
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	989	65	260	39	415	1,584,763
Jul-22	954	67	205	33	289	1,535,921
Aug-22	1,004	59	193	51	307	1,304,994
Sep-22	1,103	61	207	32	275	1,482,194
Oct-22	1,081	71	206	44	276	1,513,257
Nov-22	829	88	154	56	261	1,515,593
Dec-22	452	107	97	68	189	1,258,316
Jan-23	616	82	130	56	127	1,343,962



E. Contra Costa SFD Monthly MLS Survey

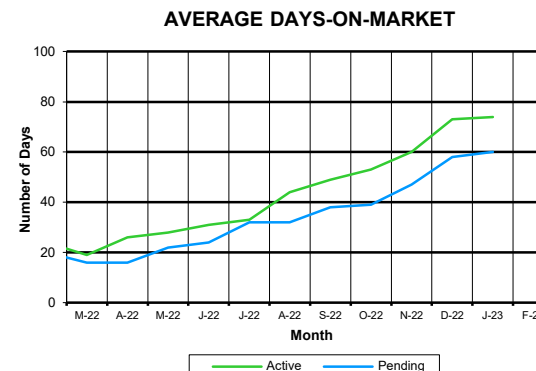
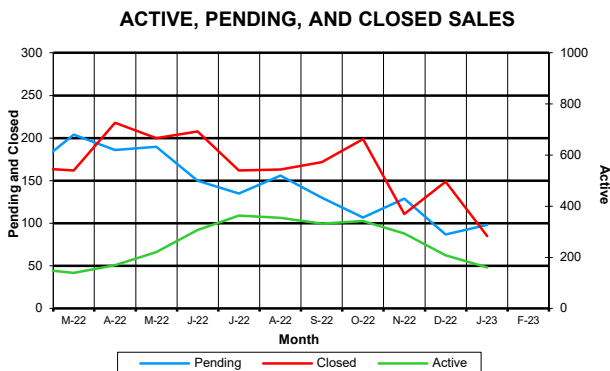
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	505	32	241	24	289	750,411
Jul-22	556	36	218	27	253	756,096
Aug-22	513	45	214	37	270	714,947
Sep-22	531	47	178	38	218	688,313
Oct-22	529	50	149	43	195	727,329
Nov-22	442	59	195	42	171	677,926
Dec-22	334	64	118	42	218	671,389
Jan-23	307	65	149	43	140	631,693



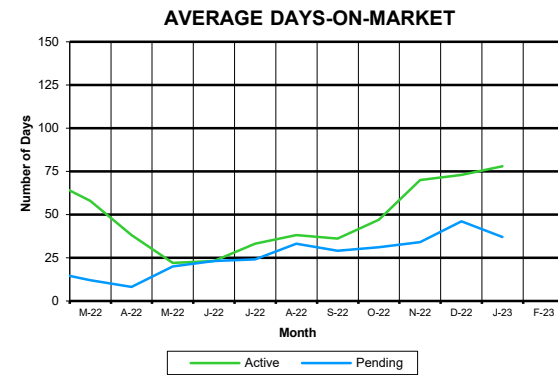
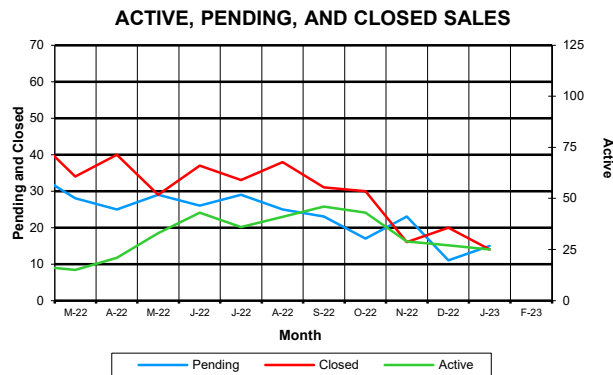
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	307	31	150	24	208	714,915
Jul-22	363	33	135	32	162	648,099
Aug-22	355	44	156	32	163	646,374
Sep-22	332	49	130	38	172	660,301
Oct-22	342	53	107	39	199	627,972
Nov-22	294	60	129	47	111	643,510
Dec-22	208	73	87	58	149	642,706
Jan-23	161	74	98	60	85	630,506



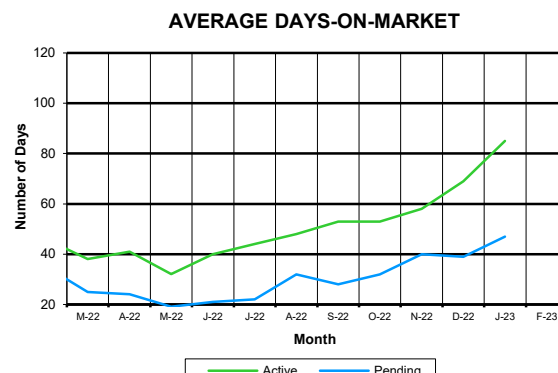
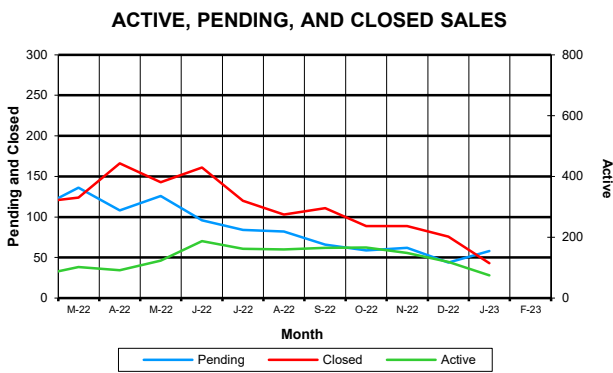
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	43	23	26	23	37	622,768
Jul-22	36	33	29	24	33	512,235
Aug-22	41	38	25	33	38	511,383
Sep-22	46	36	23	29	31	608,145
Oct-22	43	47	17	31	30	538,650
Nov-22	29	70	23	34	16	506,934
Dec-22	27	73	11	46	20	538,347
Jan-23	25	78	15	37	14	466,445



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	188	40	96	21	161	871,404
Jul-22	162	44	84	22	120	850,852
Aug-22	160	48	82	32	103	859,819
Sep-22	165	53	66	28	111	803,880
Oct-22	166	53	59	32	89	807,918
Nov-22	149	58	62	40	89	839,169
Dec-22	119	69	44	39	76	854,904
Jan-23	75	85	58	47	43	739,428



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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NATIONAL BUILDER DIVISION

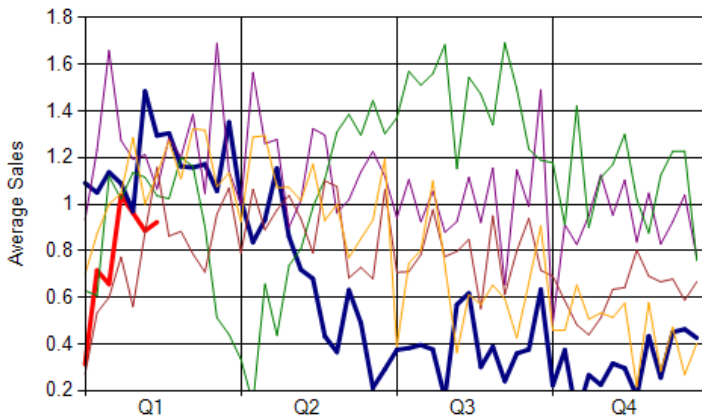
Central Valley

Ending: Sunday, February 19, 2023

Week 7

Counties / Groups								Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			13	437	15	1	14	1.08	0.99	9%	0.67	60%	
San Joaquin County			46	574	52	9	43	0.93	0.77	22%	0.51	84%	
Stanislaus County			9	82	8	2	6	0.67	0.60	11%	0.33	102%	
Merced County			9	75	6	1	5	0.56	0.55	1%	0.44	27%	
Madera County			7	36	4	1	3	0.43	0.65	-34%	0.59	-28%	
Fresno County			20	278	26	1	25	1.25	0.96	30%	0.75	67%	
Current Week Totals		Traffic : Sales	13 : 1	104	1482	111	15	96	0.92	0.79	17%	0.56	66%
Per Project Average				14		1.07	0.14	0.92					
Year Ago - 02/20/2022		Traffic : Sales	12 : 1	102	1839	155	23	132	1.29	1.16	12%	1.03	26%
% Change				2%	-19%	-28%	-35%	-27%	-29%	-32%	-46%		

52 Weeks Comparison



Year to Date Averages Through Week 7

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	63	29	1.15	0.14	1.00	0.80
■	2019	75	19	0.81	0.13	0.68	0.77
■	2020	85	29	1.12	0.16	0.96	1.11
■	2021	96	21	1.33	0.11	1.22	1.09
■	2022	100	18	1.33	0.17	1.16	0.64
■	2023	103	14	0.95	0.15	0.79	0.79
% Change:		3%	-18%	-29%	-12%	-32%	23%

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



NATIONAL BUILDER DIVISION

WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The run-up in mortgage rates in 2022 eroded affordability and significantly depressed demand for housing. Nearly every housing market indicator weakened over the year as a result. To close out 2022, new home sales registered a 26.6% year-over-year decline and existing home sales similarly posted a 34% annual drop. The downward trajectory of mortgage rates in the last few months of the year has sparked hope for a turnaround. New home sales registered three consecutive monthly increases in October, November and December. Existing home sales also declined at a less-than-expected rate in December, falling only 1.5% compared to November's 7.9% drop. Pending home sales, reflecting signed real estate contracts, also rose 2.5% in December, the first monthly improvements since May. Mortgage rates continued to slide through the beginning of the year, averaging 6.36% in December and 6.18% in January. This decline in financing costs appeared to bring some buyers back from the sidelines, triggering a 24.7% jump in mortgage applications for purchase the second week of January. Although, mortgage rates began inching up again in February. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
FHA	6.99%	7.13%	
	6.00%	6.13%	
10 Yr Yield	3.72%		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 13									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	5	40	1	0	80	5	0.96	0.71
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	5	40	0	0	36	2	0.43	0.29
Townsend at Ellis	Landsea	TR		DTMJ	104	0	7	40	0	1	97	-1	1.34	-0.14
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	2	1	33	2	0	72	18	1.28	2.57
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	4	4	52	0	0	3	3	0.70	0.70
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	3	3	47	1	0	4	4	0.93	0.93
Hillview	Lennar	TH		DTMJ	214	2	1	37	3	0	37	13	1.00	1.86
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	1	4	50	3	0	17	8	0.77	1.14
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	1	1	22	1	0	177	10	0.88	1.43
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	2	1	22	1	0	20	10	1.10	1.43
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	2	3	0	0	137	4	0.78	0.57
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	5	27	1	0	98	5	0.96	0.71
Langston at Mountain House	Shea	MH		ATMJ	302	6	5	24	2	0	178	7	1.11	1.00
TOTALS: No. Reporting: 13		Avg. Sales: 1.08		Traffic to Sales: 29 : 1				44	437	15	1	956	88	Net: 14
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi				Projects Participating: 11									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Talavera	DR Horton	LD	DTMJ	27	3	3	8	2	0	24	7	0.70	1.00
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	5	14	1	1	74	5	0.76	0.71
Montevello II	KB Home	SK	DTST	103	0	3	0	1	0	100	3	0.84	0.43
Santorini	KB Home	SK	DTMJ	86	0	3	21	1	1	74	5	0.92	0.71
Verona at Destinations	KB Home	SK	ATMJ	106	5	7	6	1	0	80	2	0.83	0.29
Keys at Westlake	Lennar	SK	DTMJ	101	0	2	0	0	0	95	0	0.69	0.00
Keys II at Westlake	Lennar	SK	DTMJ	86	0	4	15	0	0	6	4	0.45	0.57
Shoreside at Westlake	Lennar	SK	DTMJ	99	0	2	15	0	0	2	2	0.45	0.45
Westlake	Meritage	SK	DTMJ	84	3	5	16	1	0	52	9	1.06	1.29
Autumn Trails at Westlake	Richmond American	SK	DTMJ	112	0	3	10	0	0	24	1	0.47	0.14
Summers Bend at Westlake	Richmond American	SK	DTMJ	96	0	1	1	1	0	25	4	0.51	0.57
TOTALS: No. Reporting: 11	Avg. Sales: 0.55		Traffic to Sales: 13 : 1				38	106	8	2	556	42	Net: 6
City Codes: LD = Lodi, SK = Stockton													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 37									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	5	9	0	0	79	-1	0.43	-0.14
Griffin Park	Atherton	MN		DTMJ	156	0	4	16	1	1	149	12	1.77	1.71
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	1	0	0	0	99	0	1.35	0.00
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	4	24	0	0	4	4	0.76	0.76
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	3	11	1	0	40	5	0.86	0.71
Summit at North Main	DR Horton	MN		DTST	67	4	3	11	2	1	59	9	1.20	1.29
Yosemite Greens	DR Horton	MN		DTMJ	99	3	4	17	2	0	42	19	1.61	2.71
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	5	2	0	1	13	1	0.40	0.14
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	4	2	1	0	92	5	0.85	0.71
Balboa at River Islands	Kiper	LP		DTMJ	77	0	2	NA	0	0	73	7	0.85	1.00
Catalina II at River Islands	Kiper	LP		DTMJ	93	3	5	18	1	0	84	5	0.82	0.71
Freestone	Kiper	MN		DTMJ	60	0	3	NA	0	0	33	6	0.64	0.86
Skye at River Islands	Kiper	LP		DTMJ	155	6	5	47	3	1	55	8	0.82	1.14
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	7	6	17	7	0	122	11	0.34	1.57
Hbrizon at River Islands	Lennar	LP		DTMJ	143	0	4	3	2	1	118	11	1.13	1.57
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	4	4	14	2	0	127	14	1.22	2.00
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	6	6	7	4	0	63	14	0.86	2.00
Arbor Bend- Linden	Meritage	MN		DTMJ	268	5	6	11	3	0	121	11	1.16	1.57
Laguna at River Islands	Pulte	LP		DTMJ	110	0	11	11	1	0	32	4	0.48	0.57
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	8	8	0	1	42	0	0.63	0.00
Sunset at River Islands	Pulte	LP		DTMJ	122	0	12	3	0	0	110	4	1.01	0.57
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	3	18	0	0	51	1	0.74	0.14
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	101	3	4	18	1	0	76	5	1.08	0.71
Birch at Arbor Bend	Richmond American	MN		ATST	60	3	4	5	1	0	16	4	0.36	0.57
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	4	4	10	4	0	76	4	0.91	0.57
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	4	4	0	0	17	4	0.39	0.57
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	4	1	0	25	6	0.44	0.86
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	2	16	1	0	68	14	1.07	2.00
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	6	30	0	0	45	2	0.61	0.29
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	17	2	0	12	4	0.35	0.57
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMJ	77	0	4	13	0	0	31	5	0.62	0.71
Avalon at River Islands	Trumark	LP		DTMJ	57	0	11	22	0	0	25	0	0.44	0.00
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	3	21	0	0	37	1	0.72	0.14
Dawn at The Collective	Trumark	MN		AASF	76	0	3	5	2	1	7	1	0.14	0.14
Vida at The Collective	Trumark	MN		AASF	103	0	4	5	0	0	13	2	0.25	0.29
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	15	0	0	9	3	0.25	0.43
Veranda at River Islands	Van Daele	LP		DTMJ	101	4	5	34	2	0	92	8	0.88	1.14
TOTALS: No. Reporting: 35	Avg. Sales: 1.06		Traffic to Sales: 11 : 1				173	468	44	7	2157	213	Net: 37	
City Codes: MN= Manteca, LP= Lathrop														

Development Name	Developer	City Code	Notes	Type										
Modesto					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
Avalon	Bright	CE	DTMJ	33	1	7	10	2	0	13	5	0.52	0.71	
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 5 : 1			7	10	2	0	13	5	Net: 2	
City Codes: CE = Ceres														

Stanislaus County				Projects Participating: 6									
				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
Bruin Heights	DR Horton	RB	DTST	51	0	1	1	0	1	50	9	0.96	1.29
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	0	8	5	0	1	87	-1	1.01	-0.14
Carmel Ranch	K Hovnanian	OD	DTMJ	50	0	2	4	0	0	0	0	0.00	0.00
Fieldstone II	KB Home	HG	DTST	50	3	5	11	1	0	32	5	0.74	0.71
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	4	4	14	1	0	161	6	1.09	0.86
T Street Customs	SCM	NW	DTMJ	10	0	5	3	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 6		Avg. Sales: 0.00		Traffic to Sales: 19 : 1			25	38	2	2	330	19	Net: 0
City Codes: RB = Riverbank, FR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman													

Turlock				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
Marcona	Bright	KY	DTMJ	116	4	9	13	2	0	20	4	0.51	0.57
Les Chateaux	KB Home	TK	DTMJ	60	5	6	21	2	0	35	8	0.67	1.14
TOTALS: No. Reporting: 2		Avg. Sales: 2.00		Traffic to Sales: 9 : 1			15	34	4	0	55	12	Net: 4
City Codes: KY = Keyes, TK = Turlock													

Merced County				Projects Participating: 9									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	7	8	6	2	0	44	6	0.84	0.86
Lantana	DR Horton	MD	DTMJ	99	0	3	8	1	1	12	9	1.06	1.29
Monterra V	DR Horton TSO	MD	DTST	35	0	TSO	0	0	0	33	0	0.59	0.00
Stoneridge South III	DR Horton	MD	DTMJ	64	2	5	0	1	0	3	3	0.41	0.43
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	5	23	0	0	35	3	0.45	0.43
Sunrise Ranch	Meritage	LB	DTMJ	87	4	4	27	2	0	61	11	0.92	1.57
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	45	0	1	4	0	0	44	0	0.63	0.00
Cypress Terrace	Stonefield Home	MD	DTST	125	0	2	3	0	0	110	2	0.61	0.29
Villas II, The	Stonefield Home	LB	DTST	191	0	7	4	0	0	86	0	0.80	0.00
TOTALS: No. Reporting: 9		Avg. Sales: 0.56		Traffic to Sales: 13 : 1			35	75	6	1	428	34	Net: 5
City Codes: LB = Los Banos, MD = Merced													

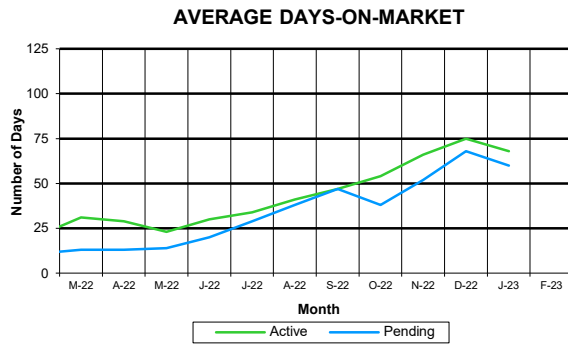
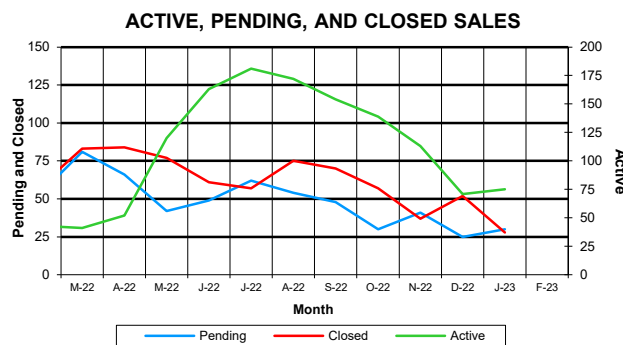
Development Name	Developer	City Code	Notes	Type										
Madera County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Greenhills Estates	Century	CW		DTMJ	70	6	7	4	3	0	29	8	0.62	1.14
Omni	Century	MDA		DTMJ	61	6	7	5	1	0	5	3	0.22	0.43
Pheasant Run	Century	CW		DTMJ	71	0	1	2	0	0	70	2	1.03	0.29
Pecan Square	DR Horton	MDA		DTMJ	112	0	1	7	0	0	8	8	1.27	1.14
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	3	14	0	1	7	4	0.35	0.57
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	2	0	0	106	3	0.98	0.43
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	2	2	0	0	6	6	0.95	0.86
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 9 : 1				23	36	4	1	231	34	Net: 3
City Codes: CW = Chowchilla, MDA = Madera														

Fresno County				Projects Participating: 20									
				Units	New Rel.	Rel'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Bravado	Century	REE	DTMJ	182	0	7	2	0	0	51	1	0.73	0.14
Meadowood II	Century	FR	ATMJ	127	4	8	6	1	0	116	3	1.43	0.43
Monarch	Century	KB	DTMJ	64	1	7	7	0	0	51	2	0.63	0.29
Olivewood	Century	FR	DTMJ	169	2	7	8	0	0	143	2	1.62	0.29
The Crossings II	Century	KER	DTMJ	104	6	8	9	2	0	63	8	1.20	1.14
Aspire at Sunnyside	K Hovnanian	FO	DTST	132	0	6	0	0	0	126	0	0.62	0.00
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	0	8	8	2	0	28	2	0.49	0.29
Centrella Villas	KB Home	FR	DTMJ	146	7	5	19	3	0	42	18	1.39	2.57
Legacy at Highland	KB Home	CV	DTMJ	42	4	5	21	2	0	8	8	0.86	1.14
Anatole- Clementine	Lennar	FR	DTMJ	99	0	1	2	2	1	93	9	0.93	1.29
Arboralla - Clementine	Lennar	CV	DTST	137	4	3	1	1	0	125	13	1.29	1.86
Brambles- Starling	Lennar	FR	ATST	150	0	4	58	1	0	120	12	1.20	1.71
Brambles- Wilde	Lennar	FR	DTST	89	0	1	0	1	0	88	9	0.88	1.29
Catalina Park - Surf	Lennar	FR	DTMJ	82	6	3	2	2	0	12	7	1.29	1.00
Daffodil Hill - Clementine	Lennar	FR	DTMJ	110	0	13	3	3	0	23	2	0.46	0.29
Ellingsworth - Coronet	Lennar S/O	CV	DTMJ	5	0	S/O	0	1	0	5	2	0.18	0.29
Juniper Hills- Solana	Lennar TSO	FR	DTST	77	0	TSO	0	0	0	2	2	0.38	0.38
Juniper Hills- Surf	Lennar	FR	DTMJ	148	5	5	2	2	0	8	7	1.10	1.00
Sterling Acres- Coronet	Lennar	FR	DTMJ	96	0	2	72	0	0	51	16	0.99	2.29
Veneto Park- Starling Townhomes	Lennar	CV	ATMJ	185	0	3	58	3	0	50	12	0.52	1.71
TOTALS: No. Reporting: 20		Avg. Sales: 1.25		Traffic to Sales: 11 : 1			96	278	26	1	1205	135	Net: 25
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis													

Central Valley			Projects Participating: 106						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 104	Avg. Sales: 0.92	Traffic to Sales: 13 : 1	456	1482	111	15	5931	582	Net: 96
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									

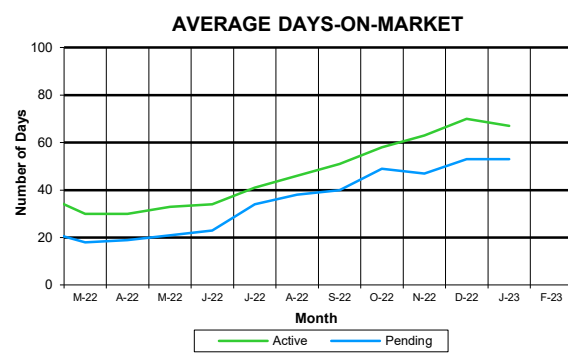
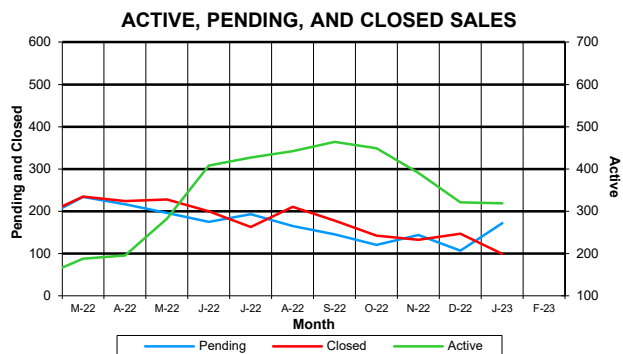
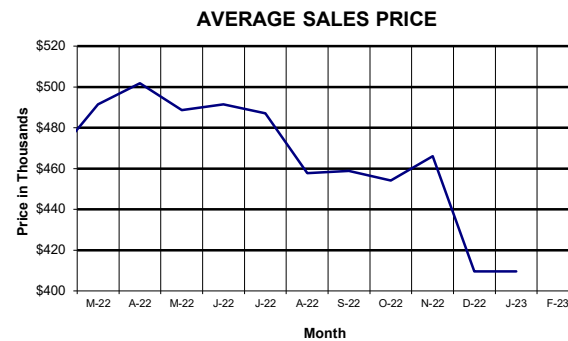
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	163	30	49	20	61	825,886
Jul-22	181	34	62	29	57	787,514
Aug-22	172	41	54	38	75	757,103
Sep-22	154	47	48	47	70	732,209
Oct-22	139	54	30	38	57	688,501
Nov-22	113	66	41	52	37	694,184
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666



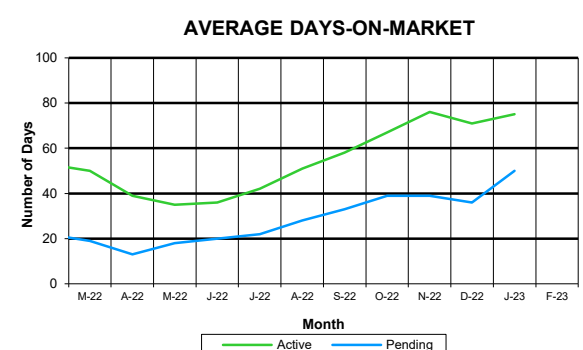
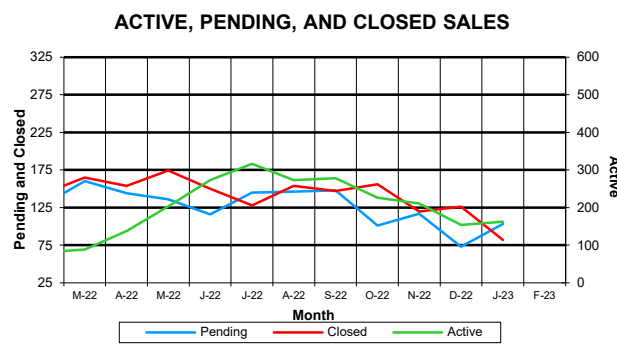
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	408	34	175	23	200	491,522
Jul-22	427	41	193	34	163	487,015
Aug-22	442	46	165	38	211	457,703
Sep-22	464	51	146	40	178	458,862
Oct-22	449	58	121	49	143	454,187
Nov-22	391	63	144	47	133	466,121
Dec-22	321	70	107	53	147	409,534
Jan-23	319	67	172	53	99	409,545



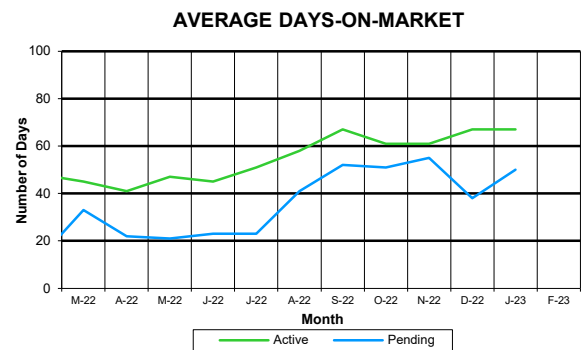
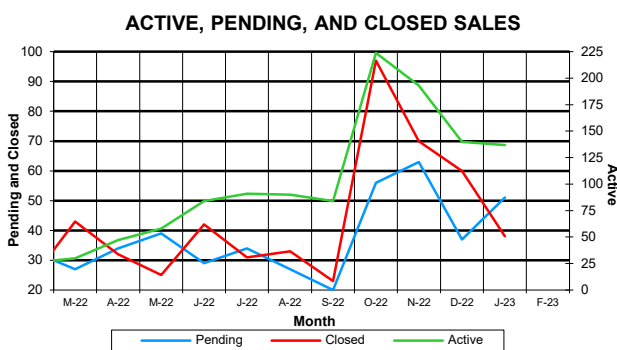
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	273	36	116	20	150	513,650
Jul-22	316	42	145	22	128	496,425
Aug-22	273	51	146	28	154	488,836
Sep-22	278	58	148	33	147	475,483
Oct-22	226	67	101	39	156	456,932
Nov-22	211	76	117	39	120	498,139
Dec-22	154	71	73	36	126	412,309
Jan-23	162	75	103	50	82	421,485



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	84	45	29	23	42	429,170
Jul-22	91	51	34	23	31	414,633
Aug-22	90	58	27	41	33	391,560
Sep-22	84	67	20	52	23	389,173
Oct-22	224	61	56	51	97	401,749
Nov-22	193	61	63	55	70	371,207
Dec-22	140	67	37	38	60	379,899
Jan-23	137	67	51	50	38	405,900



THE RYNESS REPORT

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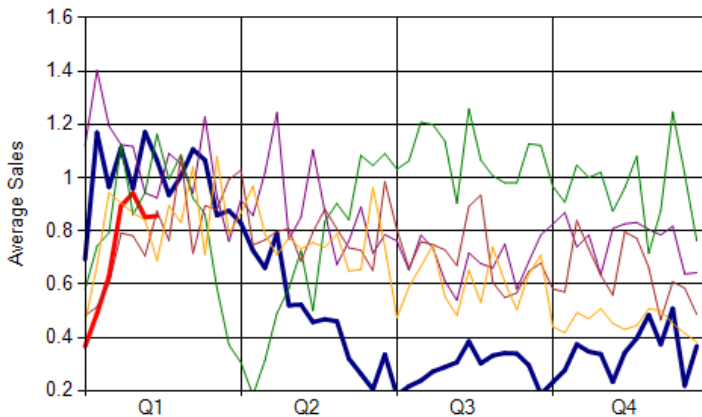
Sacramento

Ending: Sunday, February 19, 2023

Week 7

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
		Projects	Traffic	Sales	Cancel				Avg.	Diff.	Avg.	Diff.
South Sacramento		24	295	30	2	28	1.17	0.78	49%	0.61	92%	
Central & North Sacramento		42	654	30	6	24	0.57	0.53	7%	0.40	44%	
Folsom		17	763	13	3	10	0.59	0.45	30%	0.36	65%	
El Dorado		8	91	6	0	6	0.75	0.48	56%	0.26	192%	
Placer & Nevada		69	1356	85	11	74	1.07	0.94	15%	0.67	59%	
Yolo		10	110	7	0	7	0.70	0.83	-15%	0.75	-6%	
Amador County		1	3	0	0	0	0.00	0.00	0.00	0.08	-100%	
Northern Counties		16	103	12	1	11	0.69	0.52	33%	0.38	83%	
Current Week Totals	Traffic : Sales 18 : 1	187	3375	183	23	160	0.86	0.72	19%	0.53	61%	
Per Project Average			18	0.98	0.12	0.86						
Year Ago - 02/20/2022	Traffic : Sales 16 : 1	169	3319	208	28	180	1.07	1.02	4%	0.88	21%	
% Change		11%	2%	-12%	-18%	-11%	-20%	-30%		-40%		

52 Weeks Comparison



Year to Date Averages Through Week 7

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	25	0.91	0.14	0.77	0.66
🔴	2019	137	22	0.78	0.10	0.68	0.73
🟢	2020	138	25	0.99	0.10	0.89	0.89
🟣	2021	154	21	1.22	0.10	1.12	0.85
🟠	2022	168	19	1.16	0.14	1.02	0.52
🔴	2023	188	15	0.86	0.14	0.72	0.72
% Change:		12%	-25%	-26%	1%	-30%	37%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The run-up in mortgage rates in 2022 eroded affordability and significantly depressed demand for housing. Nearly every housing market indicator weakened over the year as a result. To close out 2022, new home sales registered a 26.6% year-over-year decline and existing home sales similarly posted a 34% annual drop. The downward trajectory of mortgage rates in the last few months of the year has sparked hope for a turnaround. New home sales registered three consecutive monthly increases in October, November and December. Existing home sales also declined at a less-than-expected rate in December, falling only 1.5% compared to November's 7.9% drop. Pending home sales, reflecting signed real estate contracts, also rose 2.5% in December, the first monthly improvements since May. Mortgage rates continued to slide through the beginning of the year, averaging 6.36% in December and 6.18% in January. This decline in financing costs appeared to bring some buyers back from the sidelines, triggering a 24.7% jump in mortgage applications for purchase the second week of January. Although, mortgage rates began inching up again in February. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
FHA	6.99%	7.13%	
	6.00%	6.13%	
10 Yr Yield	3.72%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 24									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	5	27	0	0	35	7	1.44	1.00
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	5	6	20	3	1	31	7	1.28	1.00
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	5	5	19	2	0	37	11	1.59	1.57
The Retreats	K Hovnanian	RM		DTMJ	62	3	5	7	1	0	6	1	0.16	0.14
Allegro	KB Home	LN		ATMJ	72	3	4	15	1	0	41	6	0.74	0.86
Travisso	KB Home	LN		DTMJ	422	0	6	13	1	0	32	0	0.55	0.00
Vintage Park	KB Home	SO		DTST	81	0	1	7	1	0	80	6	0.89	0.86
Essentia at Sterling Meadows	Lennar	LN		DTST	139	4	3	14	3	0	122	22	1.01	3.14
Cornerstone Commons	Meritage	LN		DTMJ	83	0	3	22	2	0	20	6	0.45	0.86
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	3	21	0	0	29	9	0.65	1.29
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	2	0	0	0	16	10	0.43	1.43
Seasons at Caterina	Richmond American	GT		DTMJ	61	4	4	7	1	0	4	3	0.30	0.43
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	8	3	0	1	62	2	0.72	0.29
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	4	2	1	0	17	0	0.34	0.00
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	4	40	3	0	11	5	0.34	0.71
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	7	6	0	0	7	5	0.49	0.71
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	2	1	10	3	0	14	9	0.98	1.29
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	6	6	1	0	6	1	0.42	0.14
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	5	5	1	0	11	6	0.77	0.86
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	7	7	4	2	0	31	11	1.79	1.57
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	5	5	5	2	0	20	12	1.16	1.71
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	12	5	1	0	8	1	0.46	0.14
Cedar Creek	TimLewis	GT		DTMJ	112	0	4	12	0	0	43	0	0.54	0.00
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	5	25	1	0	53	4	0.59	0.57
TOTALS: No. Reporting: 24		Avg. Sales: 1.17		Traffic to Sales: 10 : 1				115	295	30	2	736	144	Net: 28
City Codes: LN= Elk Grove Laguna, RM= Rancho Murieta, SO= Sacramento, GT= Galt														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 25									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	6	3	0	0	40	1	0.33	0.14
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	3	1	0	0	64	0	0.46	0.00
Crocker Village- Main Street	Black Pine	SO		DTMJ	44	0	5	0	0	0	39	0	0.28	0.00
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	4	3	0	0	112	1	0.62	0.14
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	5	21	0	0	120	1	0.61	0.14
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	3	13	0	0	9	1	0.33	0.14
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	1	14	0	0	7	1	0.22	0.14
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	5	5	0	0	26	-2	0.46	-0.29
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	5	1	0	0	9	7	0.44	1.00
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	10	4	1	1	30	2	0.53	0.29
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	30	12	1	2	37	-5	0.66	-0.71
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	4	4	0	1	105	0	1.00	0.00
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	5	2	0	0	67	2	0.58	0.29
Ventana	Lennar	RO		DTMJ	160	0	4	11	1	1	156	5	0.83	0.71
Verdant	Lennar	RO		DTST	157	0	3	11	1	1	154	4	1.03	0.57
Viridian	Lennar	RO		DTST	185	0	3	11	0	0	178	7	0.93	1.00
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	4	66	0	0	4	1	0.12	0.14
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	4	30	0	0	18	4	0.43	0.57
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	4	5	0	0	3	1	0.07	0.14
Ascent at Montelena	Pulte	RO		DTMJ	127	4	6	14	2	0	10	5	0.49	0.71
Solis at Montelena	Pulte	RO		DTMJ	55	0	3	17	1	0	4	1	0.15	0.14
Vista at Montelena	Pulte	RO		DTMJ	38	0	3	16	0	0	7	3	0.26	0.43
Seasons at Montelena	Richmond American	RO		DTMJ	125	6	5	44	2	0	26	6	0.52	0.86
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	3	0	0	60	1	0.55	0.14
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	4	8	1	0	148	5	0.82	0.71
TOTALS: No. Reporting: 25	Avg. Sales: 0.16		Traffic to Sales: 32 : 1				132	319	10	6	1433	52	Net: 4	
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	1	2	15	0	0	113	3	0.64	0.43
Edgeview - The Cove	Beazer	SO		ATST	156	0	2	19	2	0	114	6	0.82	0.86
Westward - The Cove	Beazer	SO		DTST	122	0	16	11	0	0	66	4	0.44	0.57
Windrow - The Cove	Beazer	SO		DTST	167	2	1	14	2	0	131	6	0.77	0.86
Garnet at Barrett Ranch	Lennar	AO		DTST	149	4	4	16	2	0	101	11	0.81	1.57
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	6	11	1	0	102	10	0.82	1.43
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	27	1	0	87	3	0.80	0.43
Northlake - Bleau	Lennar	SO		DTMJ	236	3	2	27	1	0	91	6	0.83	0.86
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	2	27	0	0	87	8	0.80	1.14
Northlake - Drifton	Lennar	SO		DTMJ	134	3	3	27	1	0	80	6	0.79	0.86
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	27	0	0	85	7	0.78	1.00
Northlake - Shor	Lennar	SO		DTMJ	140	7	4	27	4	0	95	10	0.87	1.43
Northlake - Watersyde	Lennar	SO		DTMJ	127	3	3	27	1	0	90	6	0.82	0.86
Northlake - Wavmor	Lennar	SO		DTMJ	153	3	2	27	0	0	91	6	0.83	0.86
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	4	5	10	1	0	54	7	0.68	1.00
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	1	0	3	0	144	7	0.96	1.00
Portisol at Artisan Square	Williams	SO		ATST	95	0	8	23	1	0	76	8	0.62	1.14
TOTALS: No. Reporting: 17		Avg. Sales: 1.18		Traffic to Sales: 17 : 1				67	335	20	0	1607	114	Net: 20
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Sycamore Creek	JMC	FM	DTMJ	86	0	4	6	0	0	41	0	0.36	0.00	
Soleil at Folsom Ranch	KB Home	FM	DTMJ	109	0	6	23	2	1	98	-1	1.01	-0.14	
Aster at White Rock Springs	Lennar	FM	DTMJ	90	2	4	11	1	0	78	8	0.90	1.14	
Brass Pointe at Russell Ranch	Lennar	FM	DTMJ	142	0	4	11	0	1	14	4	0.33	0.57	
Gold Cliff at Russell Ranch	Lennar	FM	DTMJ	63	0	6	11	0	0	19	5	0.45	0.71	
Platinum Peak at Russell Ranch	Lennar	FM	DTMJ	100	0	6	13	0	0	19	-1	0.48	-0.14	
Rockcress at Folsom Ranch	Lennar	FM	DTMJ	118	4	5	15	2	0	86	6	0.81	0.86	
Stone Bluff at White Rock Springs	Richmond American	FM	DTMJ	81	0	12	19	1	1	39	1	0.41	0.14	
Stone Haven at White Rock Springs	Richmond American TSO	FM	DTMJ	42	0	TSO	7	0	0	29	6	0.45	0.86	
Folsom Ranch - Debut	Taylor Morrison	FM	DTMJ	42	0	7	15	1	0	5	3	0.44	0.43	
Folsom Ranch - Encore	Taylor Morrison	FM	DTMJ	106	0	12	5	0	0	0	0	0.00	0.00	
Folsom Ranch - Legends	Taylor Morrison	FM	DTMJ	110	0	12	7	0	0	3	3	0.27	0.43	
Silver Crest at Russell Ranch	The New Home Co	FM	DTMJ	108	0	4	28	0	0	100	1	0.64	0.14	
Canterly at Folsom Ranch	TRI Pointe	FM	New	DTMJ	100	6	3	225	3	0	3	3	21.00	21.00
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMJ	72	0	5	71	0	0	17	4	0.48	0.57	
Lariat at Folsom Ranch	TRI Pointe	FM	New	DTMJ	41	5	3	225	2	0	2	2	14.00	14.00
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMJ	90	4	4	71	1	0	18	5	0.51	0.71	
TOTALS: No. Reporting: 17		Avg. Sales: 0.59		Traffic to Sales: 59 : 1			97	763	13	3	571	49	Net: 10	
City Codes: FM= Folsom														

The Ryness Report

Week Ending
Sunday, February 19, 2023

Sacramento Page 4 of 8

Development Name	Developer	City Code	Notes	Type										
El Dorado 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
Revere	Blue Mountain	RE		DTMJ	51	0	3	8	1	0	36	3	0.38	0.43
Alder at Saratoga Estates	Elliott	EH		DTMJ	115	0	6	16	0	0	87	1	0.64	0.14
Manzanita at Saratoga	Elliott	EH		DTMJ	103	0	4	12	0	0	56	1	0.43	0.14
Ponderosa at Saratoga	Elliott	EH		DTMJ	56	0	4	12	0	0	7	1	0.15	0.14
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	3	4	18	3	0	68	9	0.58	1.29
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	4	5	9	1	0	323	5	1.40	0.71
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	3	10	1	0	21	4	0.39	0.57
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	0	4	6	0	0	32	3	0.46	0.43
TOTALS: No. Reporting: 8		Avg. Sales: 0.75		Traffic to Sales: 15 : 1				33	91	6	0	630	27	Net: 6
City Codes: RE = Rescue, EH = El Dorado Hills, CK = Cameron Park														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 68									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Whitehawk	Anthem United	GB	New	DTMJ	55	5	4	2	1	0	1	1	7.00	7.00
Verrado at Solaire	Beazer	RV		DTMJ	76	0	6	6	0	0	50	5	0.57	0.71
Millstone at Sierra Fine	Black Fine	RK		DTST	61	0	2	9	2	0	59	5	0.51	0.71
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	5	4	1	0	26	2	0.33	0.29
Balboa II	DR Horton	RV		DTST	172	7	4	17	4	0	26	15	0.92	2.14
Heartland at Independence	DR Horton	LL		DTMJ	98	0	2	1	0	0	96	21	1.24	3.00
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	3	6	30	1	0	29	8	0.85	1.14
Winding Creek - The Wilds II	DR Horton	RV		DTST	62	3	4	12	2	0	27	16	1.03	2.29
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	4	24	0	0	49	1	0.57	0.14
Edgefield Place	JMC	RK		DTMJ	83	0	7	26	0	0	17	4	0.34	0.57
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	3	29	1	0	7	4	0.16	0.57
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	3	5	54	1	1	54	4	0.56	0.57
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	9	64	0	1	48	-1	0.50	-0.14
Palisade Village	JMC	RV		DTST	307	4	2	43	4	0	245	21	1.39	3.00
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	31	0	0	81	6	0.64	0.86
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	4	52	0	1	54	2	0.56	0.29
Sentinel	JMC	RV		DTST	141	0	6	44	1	0	135	4	0.88	0.57
Tribute Pointe	JMC	RK		DTMJ	99	0	3	28	0	0	10	2	0.20	0.29
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	3	47	2	0	19	6	0.41	0.86
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	4	25	3	1	126	4	0.85	0.57
Aspire at Solaire II	K Hovnanian	RV		DTST	33	1	3	0	0	0	30	6	0.43	0.86
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	3	1	0	68	3	0.42	0.43
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	3	3	6	2	0	74	4	0.74	0.57
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	3	4	16	1	1	45	8	0.83	1.14
Copper Ridge	KB Home	LL		DTMJ	79	6	5	16	4	1	53	11	0.84	1.57
Cortland at Mason Trails	KB Home	RV		DTMJ	110	6	7	17	3	1	63	8	1.16	1.14
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	3	14	1	1	223	6	1.14	0.86
Andorra at Sierra West	Lennar	RV		DTMJ	193	4	2	15	2	0	116	15	0.93	2.14
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	4	3	12	1	0	111	14	0.92	2.00
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	4	14	1	0	54	12	0.76	1.71
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	6	5	11	3	0	69	17	0.94	2.43
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	4	6	16	3	0	89	10	0.79	1.43
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	5	4	15	3	0	59	7	0.74	1.00
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	5	3	16	4	0	65	15	0.79	2.14
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	10	0	0	107	9	0.86	1.29
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	4	12	0	0	106	5	0.83	0.71
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	4	13	0	0	50	2	0.64	0.29
St. Moritz at Sierra	Lennar	RV		DTMJ	144	3	4	12	1	0	109	13	0.86	1.86
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	3	4	5	1	0	3	1	0.20	0.14
Windham at Sierra West	Lennar	RV		DTMJ	105	6	2	13	1	1	62	14	1.00	2.00
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	27	3	0	0	38	9	0.76	1.29
Meadowlands 60s	Meritage	LL		DTMJ	92	0	4	17	1	0	71	6	0.78	0.86
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	3	31	2	0	59	13	0.88	1.86
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	33	1	0	7	1	0.23	0.14
Revere at Independence	Richmond American	LL		DTMJ	122	0	7	2	0	1	94	5	0.85	0.71

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 68									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	4	6	0	0	11	2	0.33	0.29
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	5	3	1	0	4	3	0.08	0.43
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	3	5	23	2	0	36	4	0.53	0.57
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	1	1	1	0	127	4	0.89	0.57
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	7	9	2	0	74	2	0.52	0.29
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	5	5	25	2	0	85	7	0.90	1.00
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	35	25	0	0	6	0	0.11	0.00
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	6	24	1	0	71	1	0.75	0.14
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	5	6	24	2	0	77	7	0.82	1.00
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	10	44	1	1	41	6	1.04	0.86
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	6	12	1	0	80	8	0.56	1.14
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	4	5	23	2	0	54	9	1.01	1.29
Eureka Grove	The New Home Co	GB		DTMJ	72	3	6	25	2	0	54	2	0.74	0.29
Rocklin Meadows	The New Home Co	RK		DTMJ	27	5	6	33	1	0	12	2	0.31	0.29
Magnolia at Granite Bay	TimLewis	GB		DTMJ	89	3	5	21	1	0	6	6	1.14	1.14
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	7	8	1	0	75	1	0.41	0.14
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	3	28	0	0	7	5	0.19	0.71
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	7	5	50	4	0	84	9	0.84	1.29
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	4	28	0	0	5	2	0.14	0.29
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	5	50	1	0	72	5	0.72	0.71
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	4	9	1	0	133	8	0.85	1.14
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	4	14	0	0	8	1	0.29	0.14
Mbscato at Brady Vineyards	Woodside TSO	RV		DTMJ	80	0	TSO	0	0	0	5	3	0.18	0.43
TOTALS: No. Reporting: 68		Avg. Sales: 1.09		Traffic to Sales: 16 : 1			350	1355	85	11	4111	441	Net: 74	
City Codes: GB = Granite Bay, RV = Roseville, RK = Rocklin, LL = Lincoln														

Nevada County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Timberwood Estates	Hilbers	GV	DTST	45	0	2	1	0	0	24	-1	0.11	-0.14	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	1	0	0	24	-1	Net: 0	
City Codes: GV = Grass Valley														

Development Name	Developer	City Code	Notes	Type										
Yolo County					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Parkside at The Rivers	Century	WS		DTMJ	82	0	1	16	0	0	6	5	0.37	0.71
Trailside at the Rivers	Century	WS		DTMJ	120	0	1	14	2	0	2	2	0.38	0.38
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	2	10	0	0	2	2	0.61	0.61
Casera Meadow s at Pioneer Village	Lennar	WL		DTMJ	124	0	4	10	0	0	1	1	0.23	0.23
Crestada	Lennar	WL		DTMJ	105	3	3	12	1	0	21	10	0.77	1.43
Iris	Lennar	WL		DTMJ	97	6	6	12	2	0	25	16	0.65	2.29
Lavender	Lennar	WL		DTMJ	78	0	4	12	0	0	22	3	0.66	0.43
The Hdeaway	Meritage	WN		DTMJ	148	5	5	12	1	0	26	7	0.72	1.00
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	3	10	4	1	0	59	7	0.61	1.00
Revival	TimLewis	WL		DTST	72	0	3	8	0	0	10	0	0.24	0.00
TOTALS: No. Reporting: 10		Avg. Sales: 0.70		Traffic to Sales: 16 : 1				39	110	7	0	174	53	Net: 7
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

Amador County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	FLY	DTMJ	40	0	4	3	0	0	18	0	0.23	0.00	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	3	0	0	18	0	Net: 0	
City Codes: FLY = Plymouth														

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. Sl's /Week	Av. Sl's /YTD
Amber Lynn Estates	DR Horton	CO	DTST	108	0	8	0	0	0	1	0	0.05	0.00	
Sparrow	DR Horton	CO	DTMJ	86	0	10	0	0	0	4	0	0.11	0.00	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			18	0	0	0	5	0	Net: 0	
City Codes: CO = Chico														

Glenn County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Ambrosia	DR Horton	OR	DTST	95	0	4	3	1	0	4	3	0.18	0.43	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 3 : 1			4	3	1	0	4	3	Net: 1	
City Codes: OR = Orland														

Shasta County					Projects Participating: 3									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	3	9	0	0	3	2	0.32	0.29	
Magnolia at Shastina Ranch	DR Horton	RD	DTMJ	66	4	5	9	2	0	5	5	0.54	0.71	
Rio	DR Horton	RD	DTST	50	0	6	8	0	0	20	4	0.54	0.57	
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 13 : 1			14	26	2	0	28	11	Net: 2	
City Codes: RD = Redding														

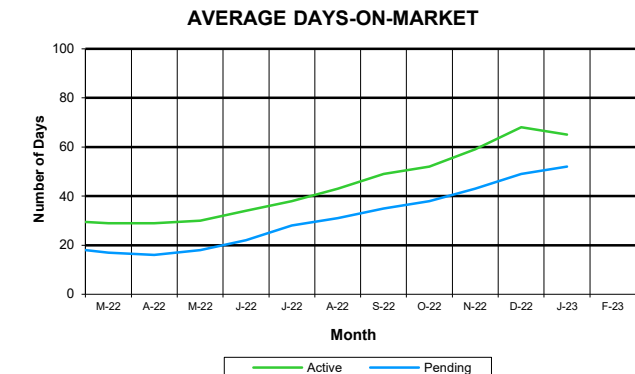
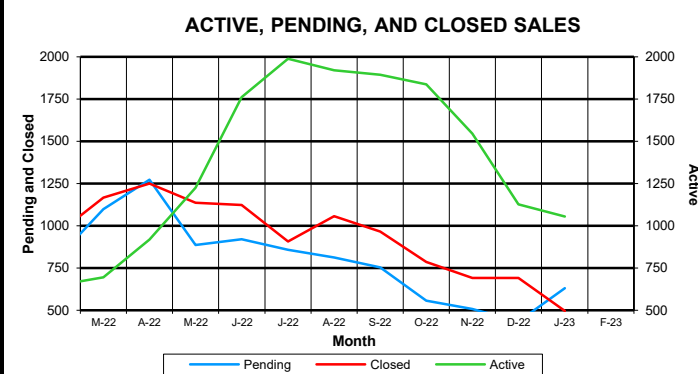
Development Name	Developer	City Code	Notes	Type										
Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	3	4	0	0	149	7	0.98	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	4	0	0	149	7	Net: 0	
City Codes: LO = Live Oak														

Yuba County				Projects Participating: 9									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Meadows at Pumas Ranch	Cresleigh	FLK	DTMJ	111	0	7	11	0	0	92	0	0.59	0.00
Cresleigh Riverside at Pumas Ranch	Cresleigh TSO	FLK	DTMJ	52	0	TSO	0	0	0	46	0	0.29	0.00
Diamante at Pumas Lake	DR Horton	FLK	DTST	94	0	1	0	0	0	93	3	1.19	0.43
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMJ	145	0	5	7	0	0	19	2	0.41	0.29
Butte Vista at Cobblestone	KB Home	FLK	DTMJ	147	0	5	15	0	0	48	5	0.99	0.71
Cascade Valley at Cobblestone	KB Home	FLK	DTMJ	69	6	4	17	4	0	13	9	0.85	1.29
Windsor Crossing at River Oaks	Lennar	FLK	DTST	168	3	2	14	2	0	111	5	0.89	0.71
Seasons at River Oaks	Richmond American	OL	DTST	83	4	6	3	1	1	77	5	0.70	0.71
Seasons at Thoroughbred Acres	Richmond American	OL	DTMJ	139	4	6	3	2	0	102	8	0.78	1.14
TOTALS: No. Reporting: 9		Avg. Sales: 0.89		Traffic to Sales: 8 : 1			36	70	9	1	601	37	Net: 8
City Codes: FLK = Pumas Lake, WH = Wheatland, OL = Olivehurst													

Sacramento			Projects Participating: 187						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 187	Avg. Sales: 0.86	Traffic to Sales: 18 : 1	914	3375	183	23	10091	937	Net: 160
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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

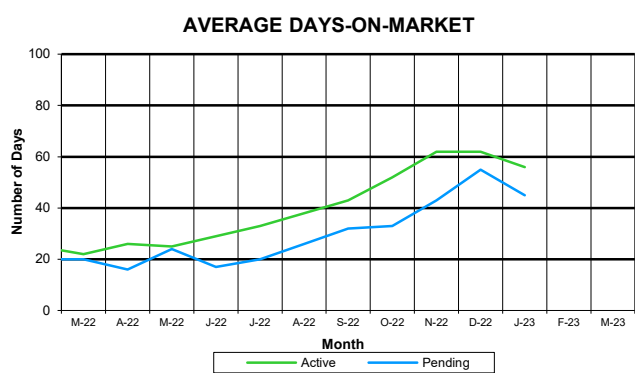
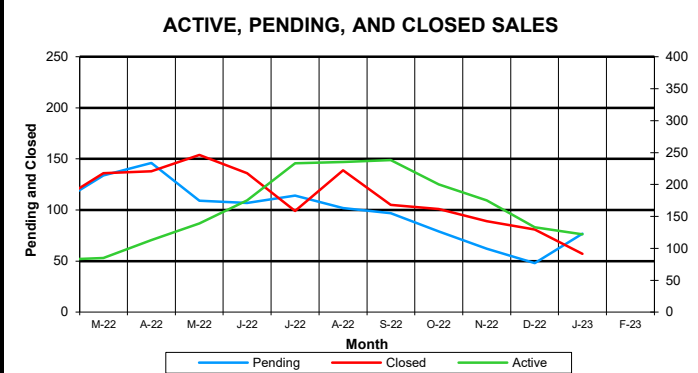
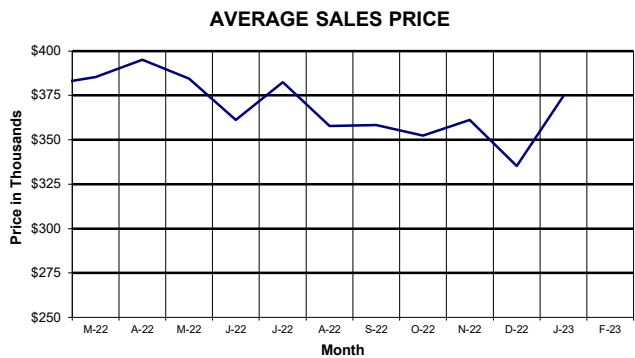
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	1,762	34	920	22	1,124	613,511
Jul-22	1,988	38	858	28	908	600,773
Aug-22	1,920	43	812	31	1,057	599,333
Sep-22	1,894	49	755	35	967	576,484
Oct-22	1,837	52	558	38	786	557,084
Nov-22	1,545	59	508	43	692	552,905
Dec-22	1,127	68	434	49	692	527,696
Jan-23	1,056	65	632	52	496	541,206



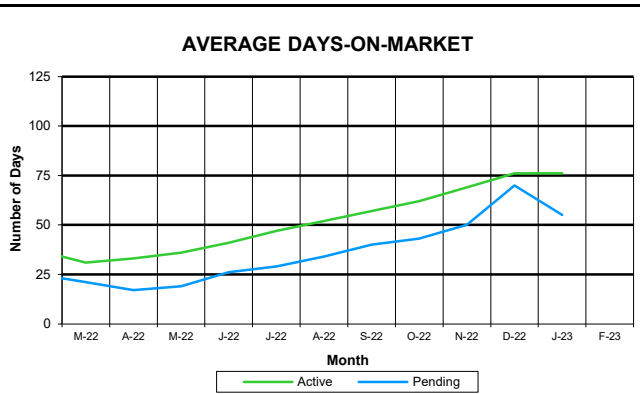
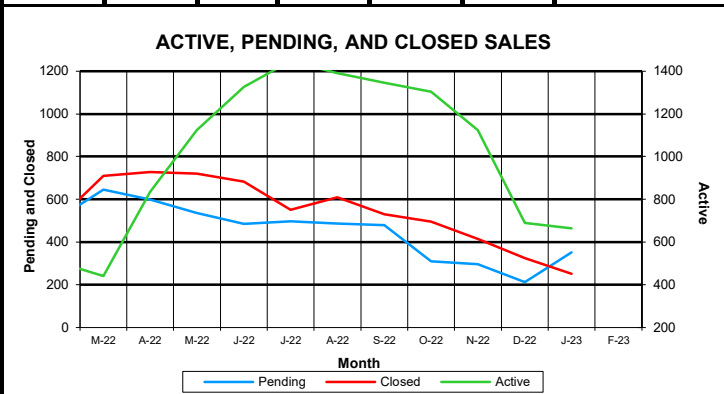
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	175	29	107	17	136	361,194
Jul-22	233	33	114	20	99	382,416
Aug-22	235	38	102	26	139	357,838
Sep-22	238	43	97	32	105	358,259
Oct-22	200	52	79	33	101	352,295
Nov-22	175	62	62	43	89	361,249
Dec-22	133	62	48	55	81	335,177
Jan-23	122	56	77	45	57	374,742



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	1,327	41	484	26	683	803,529
Jul-22	1,449	47	496	29	550	779,001
Aug-22	1,391	52	486	34	609	751,855
Sep-22	1,347	57	478	40	529	726,395
Oct-22	1,304	62	309	43	495	723,990
Nov-22	1,124	69	296	50	414	690,351
Dec-22	689	76	212	70	324	664,289
Jan-23	663	76	352	55	251	698,682



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jun-22	214	37	89	22	121	730,190
Jul-22	242	41	103	34	103	697,744
Aug-22	213	52	93	42	139	712,891
Sep-22	199	58	87	47	98	721,652
Oct-22	187	60	52	47	96	695,309
Nov-22	153	73	52	52	80	672,735
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808

