

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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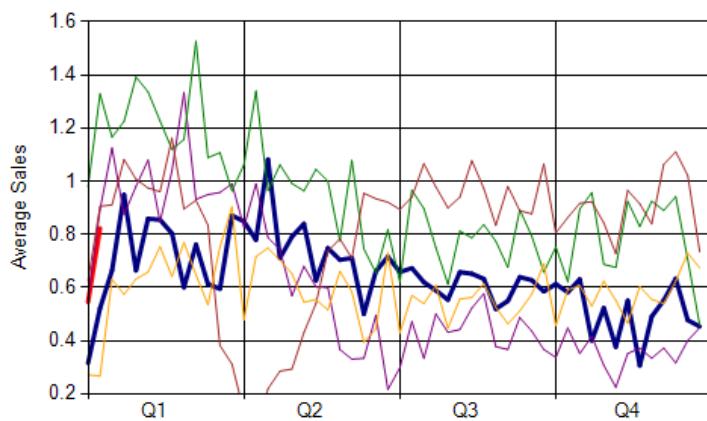


## Bay Area Week 2

*Ending: Sunday, January 14, 2024*

| Counties / Groups                |                 | Projects | Traffic    | Sales       | Cancels   | Net Sales | Avg. Sales | Year to Date Avg. | Prev. 13 Wks. Avg. | Diff.      |             |            |
|----------------------------------|-----------------|----------|------------|-------------|-----------|-----------|------------|-------------------|--------------------|------------|-------------|------------|
| Alameda                          |                 | 19       | 194        | 17          | 0         | 17        | 0.89       | 0.79              | 13%                | 0.64       | 40%         |            |
| Contra Costa                     |                 | 28       | 490        | 21          | 1         | 20        | 0.71       | 0.68              | 4%                 | 0.46       | 54%         |            |
| Sonoma, Napa                     |                 | 9        | 77         | 8           | 0         | 8         | 0.89       | 0.64              | 40%                | 0.46       | 95%         |            |
| San Francisco, Marin             |                 | 3        | 38         | 3           | 0         | 3         | 1.00       | 0.50              | 100%               | 0.46       | 117%        |            |
| San Mateo                        |                 | 1        | 16         | 0           | 0         | 0         | 0.00       | 1.00              | -100%              | 0.46       | -100%       |            |
| Santa Clara                      |                 | 16       | 266        | 18          | 2         | 16        | 1.00       | 0.66              | 52%                | 0.45       | 123%        |            |
| Monterey, Santa Cruz, San Benito |                 | 7        | 106        | 7           | 0         | 7         | 1.00       | 0.86              | 17%                | 0.58       | 73%         |            |
| Solano                           |                 | 24       | 390        | 19          | 2         | 17        | 0.71       | 0.57              | 23%                | 0.47       | 51%         |            |
| <b>Current Week Totals</b>       | Traffic : Sales | 17 : 1   | <b>107</b> | <b>1577</b> | <b>93</b> | <b>5</b>  | <b>88</b>  | <b>0.82</b>       | <b>0.68</b>        | <b>21%</b> | <b>0.50</b> | <b>64%</b> |
| Per Project Average              |                 |          |            | 15          | 0.87      | 0.05      | 0.82       |                   |                    |            |             |            |
| <b>Year Ago - 01/15/2023</b>     | Traffic : Sales | 16 : 1   | <b>117</b> | <b>1115</b> | <b>69</b> | <b>8</b>  | <b>61</b>  | <b>0.52</b>       | <b>0.42</b>        | <b>23%</b> | <b>0.36</b> | <b>46%</b> |
| % Change                         |                 |          |            | -9%         | 41%       | 35%       | -38%       | 44%               | 58%                | 61%        | 41%         |            |

### 52 Weeks Comparison



### Year to Date Averages Through Week 2

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2019 | 140                  | 15                  | 0.34              | 0.08                | 0.27               | 0.58                      |
| ■            | 2020 | 158                  | 17                  | 0.82              | 0.05                | 0.77               | 0.80                      |
| ■            | 2021 | 136                  | 15                  | 1.23              | 0.08                | 1.15               | 0.93                      |
| ■            | 2022 | 112                  | 12                  | 0.78              | 0.05                | 0.73               | 0.58                      |
| ■            | 2023 | 112                  | 10                  | 0.49              | 0.07                | 0.42               | 0.64                      |
| ■            | 2024 | 110                  | 14                  | 0.72              | 0.04                | 0.68               | 0.68                      |
| % Change:    |      | -3%                  | 37%                 | 46%               | -42%                | 61%                | 6%                        |

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



### WEEKLY FINANCIAL NEWS

| Financing  |                      |                     | Market Commentary  |
|--|----------------------|---------------------|--|
| CONV   | RATE<br><b>6.38%</b> | APR<br><b>6.79%</b> |  |
| FHA  | <b>6.75%</b>         | <b>6.99%</b>        | Many factors have contributed to the housing market's chronic shortage of homes for sale, including more than a decade of below-average new home construction and demographic trends that have led to homeowners hanging on to their properties longer. While homebuilders have stepped up construction, the biggest source of for-sale inventory is homeowners who put their home on the market. But years of soaring home prices and the large gap that exists between where mortgage rates are now and where they were just a couple years ago has discouraged many who locked in rock bottom rates from selling. The average rate on a 30-year mortgage has declined in recent weeks since reaching 7.79% in late October, and was at 6.66% as of this past week, according to Freddie Mac. And housing economists expect that the average rate will continue to decline this year, though forecasts generally see it moving no lower than 6%. That means the upcoming spring homebuying season is likely to favor sellers as homebuyers compete for a relatively limited number of homes for sale. Source: Alex Veiga Yahoo Finance |
| 10 Yr Yield  | <b>4.08%</b>         |                     |  |
|  |                      |                     |  |

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| Development Name  | Developer    | City Code | Notes                   | Type | Projects Participating: 12      |          |            |         |            |            |              |          |                |               |
|---|--------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| Alameda 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 |
| Island View at Alameda Marina                                     | Landsea      | AL        |                         | ATMU | 98                              | 0        | 4          | 15      | 0          | 0          | 8            | 1        | 0.23           | 0.50          |
| Waterside at Alameda Marina                                       | Landsea      | AL        | Rsv's                   | ATMU | 84                              | 3        | 7          | 15      | 1          | 0          | 8            | 1        | 0.23           | 0.50          |
| Aspect at Innovation  | Lennar       | FR        |                         | ATMU | 167                             | 4        | 8          | 22      | 2          | 0          | 116          | 5        | 1.00           | 2.50          |
| Beacon at Bridgeway   | Lennar       | NK        |                         | DTMU | 120                             | 0        | 7          | 8       | 0          | 0          | 49           | 0        | 0.96           | 0.00          |
| Chroma at Innovation  | Lennar       | FR        |                         | ATMU | 146                             | 0        | 4          | 12      | 0          | 0          | 129          | 3        | 1.48           | 1.50          |
| Lumiere at Innovation   | Lennar       | FR        |                         | ATMU | 156                             | 3        | 5          | 11      | 1          | 0          | 110          | 1        | 0.98           | 0.50          |
| Matrix at Innovation  | Lennar       | FR        |                         | ATMU | 104                             | 5        | 6          | 22      | 2          | 0          | 75           | 2        | 0.63           | 1.00          |
| Vista at Bridgeway  | Lennar       | NK        |                         | DTMU | 72                              | 0        | 6          | 8       | 0          | 0          | 35           | 0        | 0.80           | 0.00          |
| Center Pointe Cottages  | Nuvera Homes | FR        |                         | ATMU | 37                              | 0        | 5          | 12      | 1          | 0          | 28           | 1        | 0.75           | 0.50          |
| Compass at Bay37  | Pulte        | AL        |                         | ATMU | 93                              | 3        | 4          | 6       | 1          | 0          | 81           | 1        | 0.52           | 0.50          |
| Lookout at Bay37  | Pulte        | AL        |                         | ATMU | 138                             | 0        | 4          | 5       | 0          | 0          | 82           | 0        | 0.53           | 0.00          |
| Ellis at Central Station  | TRI Pointe   | OK        |                         | ATMU | 128                             | 4        | 3          | 2       | 3          | 0          | 97           | 4        | 0.51           | 2.00          |
| <b>TOTALS: No. Reporting: 12</b>                                  |              |           | <b>Avg. Sales: 0.92</b> |      | <b>Traffic to Sales: 13 : 1</b> |          |            |         | <b>63</b>  | <b>138</b> | <b>11</b>    | <b>0</b> | <b>818</b>     | <b>19</b>     |
| City Codes: AL = Alameda, FR = Fremont, NK = Newark, OK = Oakland |              |           |                         |      |                                 |          |            |         |            |            |              |          |                |               |

| Amador Valley                           |                |    |                         |      | 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 |
| Abbey at Boulevard                      | Brookfield TSO | DB |                         | ATMU | 60                             | 0        | TSO        | 23      | 0          | 0         | 50           | 1        | 1.16           | 0.50          |
| Ivy at Boulevard                        | Brookfield TSO | DB |                         | DTMU | 62                             | 0        | TSO        | 22      | 0          | 0         | 38           | 0        | 1.40           | 0.00          |
| Avalon at Boulevard                     | Lennar         | DB |                         | ATMU | 90                             | 0        | 2          | 4       | 3          | 0         | 29           | 4        | 1.25           | 2.00          |
| Gramercy at the Boulevard               | Lennar         | DB |                         | ATMU | 102                            | 0        | 2          | 4       | 0          | 0         | 8            | 1        | 0.60           | 0.50          |
| Lombard at Boulevard                    | Lennar         | DB |                         | DTMU | 100                            | 0        | 1          | 2       | 3          | 0         | 75           | 5        | 0.86           | 2.50          |
| Venice at Boulevard                     | Lennar         | DB |                         | ATMU | 91                             | 0        | 4          | 0       | 0          | 0         | 85           | 0        | 0.97           | 0.00          |
| Vineyard Collection II                  | Ponderosa      | LV |                         | DTMU | 9                              | 0        | 1          | 1       | 0          | 0         | 5            | 0        | 0.10           | 0.00          |
| <b>TOTALS: No. Reporting: 7</b>         |                |    | <b>Avg. Sales: 0.86</b> |      | <b>Traffic to Sales: 9 : 1</b> |          |            |         | <b>10</b>  | <b>56</b> | <b>6</b>     | <b>0</b> | <b>290</b>     | <b>11</b>     |
| City Codes: DB = Dublin, LV = Livermore |                |    |                         |      |                                |          |            |         |            |           |              |          |                |               |

| Diablo Valley   |            |    |                         |      | Projects Participating: 5       |          |            |         |            |           |              |          |                |               |
|---|------------|----|-------------------------|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|   |            |    |                         |      | 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 |
| Oak Park  | Davidon    | PH |                         | DTMU | 34                              | 0        | 2          | 4       | 0          | 0         | 32           | 1        | 0.31           | 0.50          |
| Woodbury Highlands  | Davidon    | LF |                         | ATMU | 99                              | 0        | 16         | 7       | 0          | 0         | 58           | 1        | 0.33           | 0.50          |
| Hillcrest   | Shea       | PH |                         | DTMU | 31                              | 3        | 6          | 17      | 1          | 0         | 3            | 3        | 0.57           | 1.50          |
| Oak Grove   | SummerHill | WC |                         | ATMU | 115                             | 0        | 6          | 20      | 0          | 0         | 10           | 0        | 1.40           | 0.00          |
| Penny Lane  | Trumark    | CN |                         | ATMU | 70                              | 0        | 2          | 6       | 0          | 0         | 18           | 0        | 0.39           | 0.00          |
| <b>TOTALS: No. Reporting: 5</b>   |            |    | <b>Avg. Sales: 0.20</b> |      | <b>Traffic to Sales: 54 : 1</b> |          |            |         | <b>32</b>  | <b>54</b> | <b>1</b>     | <b>0</b> | <b>121</b>     | <b>5</b>      |
| City Codes: PH = Pleasant Hill, LF = Lafayette, WC = Walnut Creek, CN = Concord |            |    |                         |      |                                 |          |            |         |            |           |              |          |                |               |

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| Development Name                          | Developer  | City Code | Notes | Type | Projects Participating: 4 |          |            |                                  |            |            |              |          |                |               |               |
|---|------------|-----------|-------|------|---------------------------|----------|------------|----------------------------------|------------|------------|--------------|----------|----------------|---------------|---------------|
| San Ramon Valley                          |            |           |       |      | 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 |               |
| Magee Preserve                            | Davidon    | DN        |       | DTMJ | 69                        | 4        | 9          | 29                               | 0          | 0          | 26           | 1        | 0.51           | 0.50          |               |
| Hillcrest at The Preserve                 | Lennar     | SR        |       | ATMJ | 104                       | 0        | 4          | 1                                | 1          | 0          | 5            | 1        | 0.27           | 0.50          |               |
| City Village - Towns                      | SummerHill | SR        |       | ATMJ | 116                       | 0        | 6          | 58                               | 0          | 0          | 20           | 0        | 1.35           | 0.00          |               |
| City Village -Courts                      | SummerHill | SR        |       | DTMJ | 154                       | 0        | 6          | 58                               | 0          | 0          | 9            | 0        | 0.55           | 0.00          |               |
| <b>TOTALS: No. Reporting: 4</b>           |            |           |       |      | <b>Avg. Sales: 0.25</b>   |          |            | <b>Traffic to Sales: 146 : 1</b> | <b>25</b>  | <b>146</b> | <b>1</b>     | <b>0</b> | <b>60</b>      | <b>2</b>      | <b>Net: 1</b> |
| City Codes: DN = Danville, SR = San Ramon |            |           |       |      |                           |          |            |                                  |            |            |              |          |                |               |               |

| 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 | Avg. Sls /Week | Avg. Sls /YTD |               |
| Bay View at Richmond            | Meritage | RM |  | DTMJ | 94                        | 3        | 6          | 18                             | 2          | 0         | 10           | 4        | 0.21           | 2.00          |               |
| <b>TOTALS: No. Reporting: 1</b> |          |    |  |      | <b>Avg. Sales: 2.00</b>   |          |            | <b>Traffic to Sales: 9 : 1</b> | <b>6</b>   | <b>18</b> | <b>2</b>     | <b>0</b> | <b>10</b>      | <b>4</b>      | <b>Net: 2</b> |
| 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 | Avg. Sls /Week | Avg. Sls /YTD |                |
| Crest at Park Ridge                      | Davidon         | AN |  | DTMJ | 300                        | 4        | 7          | 13                              | 2          | 0          | 285          | 3        | 0.86           | 1.50          |                |
| Hills at Park Ridge                      | Davidon         | AN |  | DTMJ | 225                        | 0        | 6          | 20                              | 1          | 0          | 126          | 2        | 0.75           | 1.00          |                |
| Luca at Aviano                           | DeNova          | AN |  | DTMJ | 194                        | 3        | 6          | 34                              | 1          | 0          | 165          | 1        | 1.30           | 0.50          |                |
| Bayberry at Laurel Ranch                 | KB Home         | AN |  | DTMJ | 112                        | 3        | 7          | 4                               | 1          | 1          | 15           | 1        | 0.46           | 0.50          |                |
| Wildwood at Laurel Ranch                 | KB Home         | AN |  | DTMJ | 82                         | 0        | 6          | 4                               | 0          | 0          | 12           | 0        | 0.37           | 0.00          |                |
| Luna at Aviano                           | Lennar          | AN |  | DTMJ | 102                        | 0        | 1          | 7                               | 0          | 0          | 101          | 0        | 0.91           | 0.00          |                |
| Oriana at Aviano                         | Lennar          | AN |  | DTMJ | 115                        | 0        | 2          | 7                               | 1          | 0          | 113          | 3        | 1.02           | 1.50          |                |
| Retreat at Vista Del Mar                 | Taylor Morrison | PT |  | DTMJ | 142                        | 0        | 7          | 4                               | 2          | 0          | 130          | 2        | 0.78           | 1.00          |                |
| Serene at Vista Del Mar                  | Taylor Morrison | PT |  | DTMJ | 120                        | 0        | 4          | 2                               | 0          | 0          | 89           | 2        | 0.68           | 1.00          |                |
| Rise at Cielo                            | TRI Pointe      | AN |  | DTMJ | 159                        | 0        | 4          | 22                              | 1          | 0          | 104          | 3        | 1.14           | 1.50          |                |
| Shine at Cielo                           | TRI Pointe      | AN |  | DTMJ | 137                        | 5        | 7          | 22                              | 5          | 0          | 99           | 6        | 1.08           | 3.00          |                |
| <b>TOTALS: No. Reporting: 11</b>         |                 |    |  |      | <b>Avg. Sales: 1.18</b>    |          |            | <b>Traffic to Sales: 10 : 1</b> | <b>57</b>  | <b>139</b> | <b>14</b>    | <b>1</b> | <b>1239</b>    | <b>23</b>     | <b>Net: 13</b> |
| 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 | Avg. Sls /Week | Avg. Sls /YTD |               |
| Delta Coves   | Blue Mountain     | BI |  | DTMJ | 131                       | 0        | 2          | 18                              | 0          | 0          | 102          | 0        | 0.45           | 0.00          |               |
| Chandler  | Brookfield        | BT |  | DTMJ | 160                       | 0        | 6          | 12                              | 0          | 0          | 130          | 2        | 1.04           | 1.00          |               |
| Cypress Crossings   | KB Home           | OY |  | DTMJ | 98                        | 2        | 6          | 42                              | 1          | 0          | 59           | 2        | 0.76           | 1.00          |               |
| Beacon at Delta Coves   | Pulte             | BI |  | DTST | 30                        | 0        | 3          | 22                              | 1          | 0          | 11           | 1        | 0.25           | 0.50          |               |
| Seagrass  | Pulte             | DB |  | DTMJ | 276                       | 0        | 7          | 15                              | 0          | 0          | 0            | 0        | 0.00           | 0.00          |               |
| Parkside  | Richmond American | BT |  | DTMJ | 34                        | 0        | 6          | 5                               | 1          | 0          | 14           | 1        | 0.40           | 0.50          |               |
| Orchard Trails  | Shea              | BT |  | DTMJ | 78                        | 0        | 6          | 19                              | 0          | 0          | 55           | 0        | 0.48           | 0.00          |               |
| <b>TOTALS: No. Reporting: 7</b>   |                   |    |  |      | <b>Avg. Sales: 0.43</b>   |          |            | <b>Traffic to Sales: 44 : 1</b> | <b>36</b>  | <b>133</b> | <b>3</b>     | <b>0</b> | <b>371</b>     | <b>6</b>      | <b>Net: 3</b> |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay |                   |    |  |      |                           |          |            |                                 |            |            |              |          |                |               |               |

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| Development Name                    | Developer         | City Code               | Notes | Type | Projects Participating: 12      |          |             |         |            |           |              |          |                |               |               |
|-------------------------------------|-------------------|-------------------------|-------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| 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                              | 0        | 1           | 4       | 0          | 0         | 35           | 0        | 0.52           | 0.00          |               |
| Artisan at Watson Ranch             | DR Horton         | AC                      |       | DTMJ | 98                              | 4        | 5           | 10      | 4          | 0         | 76           | 6        | 1.26           | 3.00          |               |
| Harvest at Watson Ranch             | DR Horton         | AC                      |       | DTMJ | 219                             | 0        | 6           | 14      | 0          | 0         | 46           | 1        | 1.09           | 0.50          |               |
| Willow at University District       | DR Horton         | RP                      |       | DTMJ | 128                             | 3        | 5           | 22      | 1          | 0         | 105          | 3        | 1.08           | 1.50          |               |
| Sterling Hills at Quarry Heights II | KB Home           | PET                     |       | DTMJ | 91                              | 2        | 5           | 6       | 1          | 0         | 64           | 1        | 0.50           | 0.50          |               |
| Sandalwood at University District   | Richmond American | RP                      |       | DTMJ | 26                              | 0        | 1           | 2       | 1          | 0         | 25           | 1        | 0.30           | 0.50          |               |
| Seasons at University District      | Richmond American | RP                      |       | DTMJ | 52                              | 0        | 8           | 8       | 0          | 0         | 39           | 0        | 0.40           | 0.00          |               |
| Meadow Creek II                     | Ryder             | SR                      |       | DTMJ | 30                              | 1        | 4           | 9       | 1          | 0         | 22           | 1        | 0.57           | 0.50          |               |
| Riverfront                          | TRI Pointe        | PET                     |       | DTMJ | 134                             | 0        | 5           | 2       | 0          | 0         | 105          | 0        | 0.63           | 0.00          |               |
| Kerry Ranch                         | W Marketing       | SR                      |       | DTMJ | 30                              | 0        | 2           | N/A     | 0          | 0         | 28           | 0        | 0.37           | 0.00          |               |
| Paseo Vista                         | W Marketing       | SR                      |       | DTST | 128                             | 0        | 4           | N/A     | 0          | 0         | 69           | 1        | 0.21           | 0.50          |               |
| Portello                            | W Marketing       | WD                      |       | DTMJ | 68                              | 0        | 3           | N/A     | 0          | 0         | 35           | 0        | 0.47           | 0.00          |               |
| <b>TOTALS: No. Reporting: 9</b>     |                   | <b>Avg. Sales: 0.89</b> |       |      | <b>Traffic to Sales: 10 : 1</b> |          |             |         | <b>49</b>  | <b>77</b> | <b>8</b>     | <b>0</b> | <b>649</b>     | <b>14</b>     | <b>Net: 8</b> |

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                      | Rsv's | ATMU | 80                              | 2        | 6           | 11      | 1          | 0         | 58           | 1        | 0.46           | 0.50          |               |
| The Strand                      | Trumark | SN                      |       | DTMJ | 32                              | 0        | 14          | 18      | 0          | 0         | 17           | 0        | 0.15           | 0.00          |               |
| <b>TOTALS: No. Reporting: 2</b> |         | <b>Avg. Sales: 0.50</b> |       |      | <b>Traffic to Sales: 29 : 1</b> |          |             |         | <b>20</b>  | <b>29</b> | <b>1</b>     | <b>0</b> | <b>75</b>      | <b>1</b>      | <b>Net: 1</b> |

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                      | Rsv's | ATMU | 54                             | 3        | 5           | 9       | 2          | 0         | 37           | 2        | 0.25           | 1.00          |               |
| <b>TOTALS: No. Reporting: 1</b> |            | <b>Avg. Sales: 2.00</b> |       |      | <b>Traffic to Sales: 5 : 1</b> |          |             |         | <b>5</b>   | <b>9</b>  | <b>2</b>     | <b>0</b> | <b>37</b>      | <b>2</b>      | <b>Net: 2</b> |

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                      |  | ATMU | 70                           | 0        | 6           | 16      | 0          | 0         | 44           | 2        | 0.46           | 1.00          |               |
| <b>TOTALS: No. Reporting: 1</b> |            | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: N/A</b> |          |             |         | <b>6</b>   | <b>16</b> | <b>0</b>     | <b>0</b> | <b>44</b>      | <b>2</b>      | <b>Net: 0</b> |

City Codes: FC = Foster City

# The Ryness Report

Week Ending  
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| Development Name                       | Developer       | City Code               | Notes | Type | Projects Participating: 16      |          |            |           |            |           |              |            |                |                |
|--|-----------------|-------------------------|-------|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|----------------|
| 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                              | 0        | 1          | 5         | 1          | 0         | 45           | 1          | 0.51           | 0.50           |
| Summerstone                            | DR Horton       | GL                      |       | DTST | 29                              | 3        | 5          | 12        | 2          | 0         | 7            | 2          | 0.46           | 1.00           |
| Lavender                               | Landsea         | SV                      | Rsv's | ATMU | 128                             | 0        | 3          | 19        | 2          | 1         | 99           | 2          | 0.84           | 1.00           |
| Anza at Agrihood                       | Pulte S/O       | SC                      |       | ATMU | 36                              | 1        | S/O        | 0         | 2          | 0         | 36           | 3          | 0.70           | 1.50           |
| Avenue at Central                      | Pulte           | SJ                      |       | ATMU | 158                             | 0        | 4          | 33        | 1          | 0         | 16           | 2          | 0.88           | 1.00           |
| Gateway at Central                     | Pulte TSO       | SJ                      |       | ATMU | 72                              | 0        | TSO        | 0         | 0          | 0         | 25           | 0          | 0.29           | 0.00           |
| Plaza at Central                       | Pulte           | SJ                      |       | ATMU | 90                              | 0        | 5          | 33        | 0          | 0         | 58           | 0          | 0.80           | 0.00           |
| The Elms                               | Pulte           | ST                      |       | ATMU | 90                              | 2        | 4          | 13        | 0          | 0         | 2            | 0          | 0.12           | 0.00           |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill      | LG                      |       | ATMU | 76                              | 0        | 7          | 23        | 0          | 0         | 53           | 0          | 0.42           | 0.00           |
| Bellaterra - Flats                     | SummerHill      | LG                      |       | ATMU | 80                              | 0        | 8          | 23        | 0          | 0         | 66           | 0          | 0.47           | 0.00           |
| Bellaterra - Towns                     | SummerHill      | LG                      |       | ATMU | 97                              | 0        | 6          | 23        | 0          | 0         | 64           | 0          | 0.46           | 0.00           |
| Verano                                 | SummerHill      | MV                      |       | ATMU | 115                             | 0        | 4          | 27        | 5          | 0         | 76           | 5          | 1.12           | 2.50           |
| Arroyo Village                         | Taylor Morrison | CP                      |       | ATMU | 88                              | 0        | 10         | 25        | 1          | 0         | 23           | 3          | 0.74           | 1.50           |
| Brix at Glen Loma Ranch                | TRI Pointe      | GL                      | Rsv's | DTMU | 67                              | 0        | 5          | 7         | 1          | 0         | 14           | 1          | 0.46           | 0.50           |
| Lotus at Urban Oak                     | TRI Pointe      | SJ                      |       | ATMU | 123                             | 3        | 6          | 10        | 2          | 1         | 28           | 1          | 0.36           | 0.50           |
| Jasper                                 | Trumark         | MH                      |       | ATMU | 101                             | 0        | 15         | 13        | 1          | 0         | 55           | 1          | 0.55           | 0.50           |
| <b>TOTALS: No. Reporting: 16</b>       |                 | <b>Avg. Sales: 1.00</b> |       |      | <b>Traffic to Sales: 15 : 1</b> |          |            | <b>83</b> | <b>266</b> | <b>18</b> | <b>2</b>     | <b>667</b> | <b>21</b>      | <b>Net: 16</b> |

City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SC = Santa Clara, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino

| Monterey, Santa Cruz, San Benito Counties |         |                         |  |      | Projects Participating: 7       |          |            |           |            |           |              |            |                |               |
|---|---------|-------------------------|--|------|---------------------------------|----------|------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|   |         |                         |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Promontory at Ridgemark                   | Century | HO                      |  | DTMU | 90                              | 4        | 4          | 27        | 2          | 0         | 49           | 2          | 0.70           | 1.00          |
| Brighton at Fairview (Courtyards)         | KB Home | HO                      |  | DTMU | 72                              | 0        | 8          | 4         | 0          | 0         | 1            | 0          | 0.09           | 0.00          |
| Highbrook at Fairview (SFD)               | KB Home | HO                      |  | DTMU | 138                             | 3        | 6          | 36        | 1          | 0         | 22           | 2          | 0.66           | 1.00          |
| Serenity V                                | Legacy  | HO                      |  | DTMU | 36                              | 0        | 3          | 10        | 1          | 0         | 20           | 2          | 0.34           | 1.00          |
| Elderberry                                | Lennar  | HO                      |  | DTMU | 66                              | 0        | 3          | 8         | 2          | 0         | 42           | 4          | 0.69           | 2.00          |
| Laurel                                    | Lennar  | HO                      |  | DTMU | 67                              | 0        | 5          | 12        | 1          | 0         | 40           | 2          | 0.65           | 1.00          |
| Enclave, The                              | Shea    | SS                      |  | DTMU | 61                              | 0        | 3          | 9         | 0          | 0         | 50           | 0          | 0.36           | 0.00          |
| <b>TOTALS: No. Reporting: 7</b>           |         | <b>Avg. Sales: 1.00</b> |  |      | <b>Traffic to Sales: 15 : 1</b> |          |            | <b>32</b> | <b>106</b> | <b>7</b>  | <b>0</b>     | <b>224</b> | <b>12</b>      | <b>Net: 7</b> |

City Codes: HO = Hollister, SS = Seaside

| Benicia, Vallejo                |            |                         |  |      | 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 |
| Cascade at Waterstone           | TRI Pointe | VL                      |  | DTMU | 185                         | 0        | 4          | 17       | 0          | 0         | 54           | 0         | 1.38           | 0.00          |
| <b>TOTALS: No. Reporting: 1</b> |            | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: NA</b> |          |            | <b>4</b> | <b>17</b>  | <b>0</b>  | <b>0</b>     | <b>54</b> | <b>0</b>       | <b>Net: 0</b> |

City Codes: VL = Vallejo

# The Ryness Report

Week Ending  
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| Development Name                    | Developer         | City Code               | Notes | Type | Projects Participating: 23 |          |            |                                 |            |            |              |          |                |               |                |
|-------------------------------------|-------------------|-------------------------|-------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Fairfield, Vacaville, Suisun, Dixon |                   |                         |       |      | 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 |                |
| Horizon at One Lake                 | Brookfield        | FF                      |       | ATMU | 50                         | 0        | 7          | 6                               | 0          | 0          | 27           | 0        | 0.30           | 0.00          |                |
| Lakeside at One Lake                | Brookfield        | FF                      |       | ATMU | 58                         | 0        | 5          | 8                               | 0          | 0          | 27           | 0        | 0.30           | 0.00          |                |
| Meridian                            | Century           | SU                      |       | DTMU | 71                         | 0        | 2          | 15                              | 0          | 0          | 5            | 2        | 0.38           | 1.00          |                |
| Monte Verde                         | Century           | FF                      |       | DTMU | 124                        | 4        | 14         | 17                              | 3          | 0          | 90           | 2        | 1.07           | 1.00          |                |
| Luminescence at Liberty             | DeNova            | RV                      |       | AASF | 311                        | 4        | 6          | 12                              | 2          | 0          | 125          | 3        | 0.95           | 1.50          |                |
| Iris at The Villages                | DR Horton         | FF                      |       | DTMU | 119                        | 4        | 6          | 17                              | 2          | 0          | 54           | 2        | 0.93           | 1.00          |                |
| Violet at Homestead                 | DR Horton         | DX                      |       | DTST | 70                         | 0        | 4          | 7                               | 0          | 0          | 5            | 0        | 0.95           | 0.00          |                |
| Four Seasons at Homestead- Autumn   | K Hovnanian       | DX                      |       | AASF | 152                        | 0        | 4          | 4                               | 0          | 0          | 33           | 0        | 0.42           | 0.00          |                |
| Four Seasons at Homestead- Spring   | K Hovnanian       | DX                      |       | AASF | 150                        | 0        | 4          | 4                               | 0          | 0          | 34           | 1        | 0.43           | 0.50          |                |
| Sagebrush at Magnolia Park          | KB Home           | VC                      |       | DTMU | 63                         | 3        | 6          | 4                               | 1          | 0          | 16           | 3        | 0.88           | 1.50          |                |
| Sweetbay at Magnolia Park           | KB Home           | VC                      |       | DTMU | 104                        | 4        | 6          | 7                               | 1          | 0          | 10           | 1        | 0.55           | 0.50          |                |
| Wildhawk at Roberts Ranch           | KB Home           | VC                      |       | DTMU | 88                         | 0        | 4          | 7                               | 0          | 0          | 82           | 0        | 0.71           | 0.00          |                |
| Wildhawk II at Roberts Ranch        | KB Home           | VC                      |       | DTMU | 62                         | 3        | 6          | 11                              | 2          | 1          | 7            | 2        | 0.84           | 1.00          |                |
| Tramore Village at Vanden Meadows   | Meritage          | VC                      |       | DTMU | 111                        | 0        | 4          | 7                               | 0          | 0          | 61           | 1        | 0.66           | 0.50          |                |
| Waterford Vanden Meadows 60s        | Meritage          | VC                      |       | DTMU | 83                         | 0        | 3          | 6                               | 1          | 0          | 50           | 2        | 0.53           | 1.00          |                |
| Foxboro Knolls                      | Pulte             | VC                      | New   | DTMU | 58                         | 2        | 2          | 174                             | 0          | 0          | 0            | 0        | 0.00           | 0.00          |                |
| Orchards at Valley Glenn III        | Richmond American | DX                      |       | DTMU | 80                         | 0        | 2          | 16                              | 0          | 0          | 55           | 0        | 0.45           | 0.00          |                |
| Seasons at Homestead                | Richmond American | DX                      |       | DTMU | 85                         | 2        | 8          | 4                               | 1          | 1          | 47           | 1        | 0.50           | 0.50          |                |
| Sutton at Parklane                  | Richmond American | DX                      |       | DTMU | 121                        | 4        | 5          | 8                               | 2          | 0          | 91           | 2        | 0.62           | 1.00          |                |
| Farmstead Square                    | Taylor Morrison   | VC                      |       | DTMU | 130                        | 0        | 1          | 3                               | 1          | 0          | 129          | 2        | 0.79           | 1.00          |                |
| Glisten at One Lake                 | TRI Pointe        | FF                      |       | DTMU | 75                         | 4        | 5          | 12                              | 2          | 0          | 8            | 2        | 0.27           | 1.00          |                |
| Shimmer at One Lake                 | TRI Pointe        | FF                      |       | DTMU | 96                         | 0        | 1          | 12                              | 0          | 0          | 95           | 0        | 0.57           | 0.00          |                |
| Splash at One Lake                  | TRI Pointe        | FF                      |       | DTMU | 104                        | 4        | 7          | 12                              | 1          | 0          | 86           | 1        | 0.57           | 0.50          |                |
| <b>TOTALS: No. Reporting: 23</b>    |                   | <b>Avg. Sales: 0.74</b> |       |      |                            |          |            | <b>Traffic to Sales: 20 : 1</b> | <b>112</b> | <b>373</b> | <b>19</b>    | <b>2</b> | <b>1137</b>    | <b>27</b>     | <b>Net: 17</b> |

City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville

| Bay Area  |  |                         | Projects Participating: 110     |            |             |           |              |             |            |                |
|---|--|-------------------------|---------------------------------|------------|-------------|-----------|--------------|-------------|------------|----------------|
|   |  |                         | Rel'd Rm'g                      | Traffic    | Wk's Sales  | Wk's Cans | Sold to Date | Sold YTD    | Net Sales  |                |
| <b>GRAND TOTALS: No. Reporting: 107</b>   |  | <b>Avg. Sales: 0.82</b> | <b>Traffic to Sales: 17 : 1</b> | <b>540</b> | <b>1577</b> | <b>93</b> | <b>5</b>     | <b>5796</b> | <b>149</b> | <b>Net: 88</b> |
| 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  |  |                         |                                 |            |             |           |              |             |            |                |



# The Ryness Company

Marketing Research Department

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

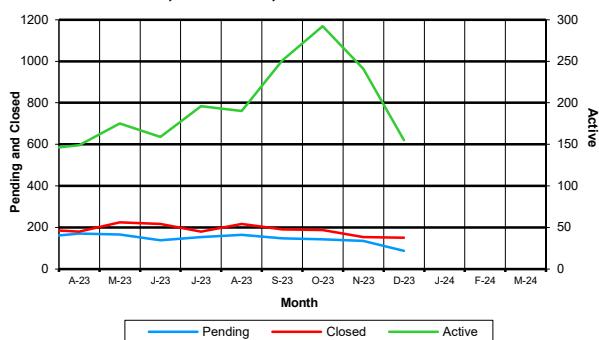
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

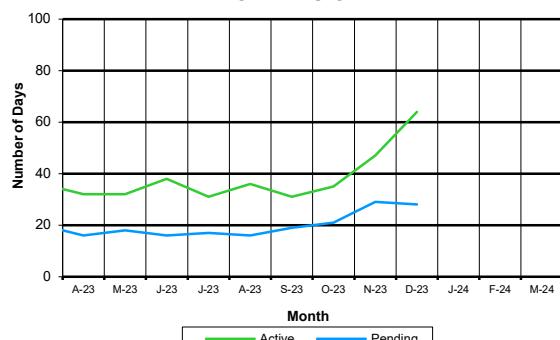
| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |           |
|--------|------------|-----------|-------|------------|-----|-----------|
| May-23 | 175        | 32        | 166   | 18         | 225 | 951,831   |
| Jun-23 | 159        | 38        | 138   | 16         | 217 | 974,093   |
| Jul-23 | 196        | 31        | 154   | 17         | 179 | 967,776   |
| Aug-23 | 190        | 36        | 164   | 16         | 217 | 970,602   |
| Sep-23 | 251        | 31        | 148   | 19         | 190 | 1,011,696 |
| Oct-23 | 292        | 35        | 143   | 21         | 188 | 984,996   |
| Nov-23 | 241        | 47        | 135   | 29         | 154 | 939,682   |
| Dec-23 | 155        | 64        | 87    | 28         | 151 | 912,755   |



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## San Jose Metro SFD Monthly MLS Survey

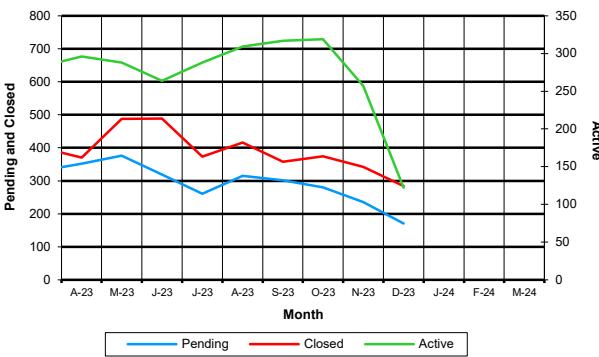
San Jose, Santa Clara & Sunnyvale

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |           |
|--------|------------|-----------|-------|------------|-----|-----------|
| May-23 | 288        | 42        | 376   | 14         | 488 | 1,704,839 |
| Jun-23 | 264        | 48        | 319   | 14         | 489 | 1,797,340 |
| Jul-23 | 288        | 45        | 261   | 16         | 373 | 1,774,713 |
| Aug-23 | 309        | 40        | 315   | 17         | 416 | 1,764,333 |
| Sep-23 | 317        | 43        | 301   | 16         | 358 | 1,831,146 |
| Oct-23 | 319        | 45        | 280   | 17         | 374 | 1,798,477 |
| Nov-23 | 257        | 45        | 236   | 18         | 342 | 1,673,093 |
| Dec-23 | 122        | 62        | 171   | 22         | 284 | 1,720,219 |

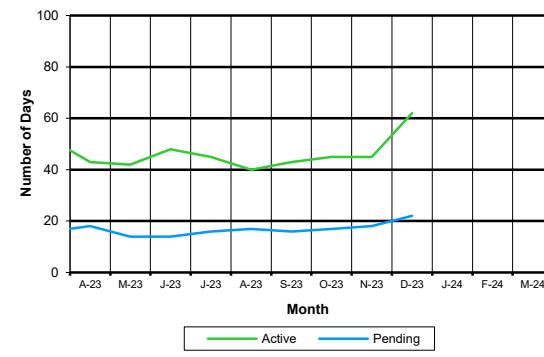
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

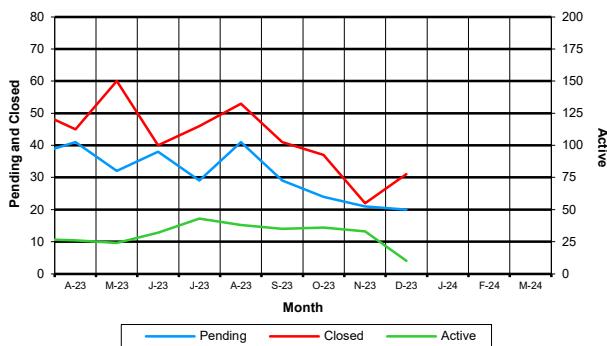
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

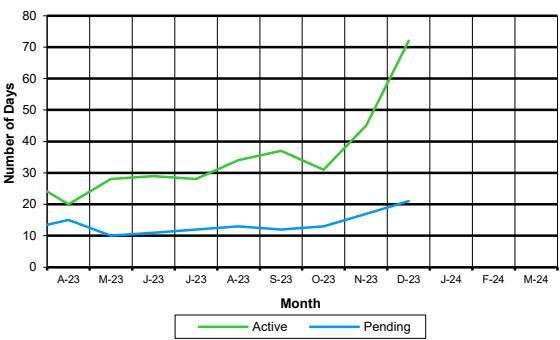
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| May-23 | 24     | 28  | 32    | 10  | 60    | 883,537    |
| Jun-23 | 32     | 29  | 38    | 11  | 40    | 876,177    |
| Jul-23 | 43     | 28  | 29    | 12  | 46    | 820,930    |
| Aug-23 | 38     | 34  | 41    | 13  | 53    | 920,098    |
| Sep-23 | 35     | 37  | 29    | 12  | 41    | 910,667    |
| Oct-23 | 36     | 31  | 24    | 13  | 37    | 915,390    |
| Nov-23 | 33     | 45  | 21    | 17  | 22    | 936,790    |
| Dec-23 | 10     | 72  | 20    | 21  | 31    | 863,381    |



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

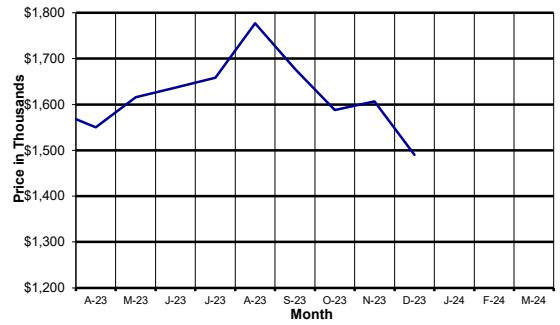


## Amador Valley SFD Monthly MLS Survey

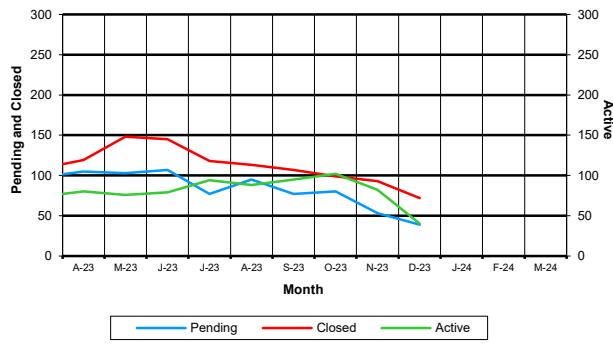
Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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  |
| Sep-23 | 95     | 45  | 77    | 14  | 107   | 1,677,437  |
| Oct-23 | 102    | 38  | 80    | 16  | 99    | 1,587,596  |
| Nov-23 | 82     | 51  | 53    | 16  | 93    | 1,606,739  |
| Dec-23 | 40     | 78  | 39    | 26  | 72    | 1,489,757  |

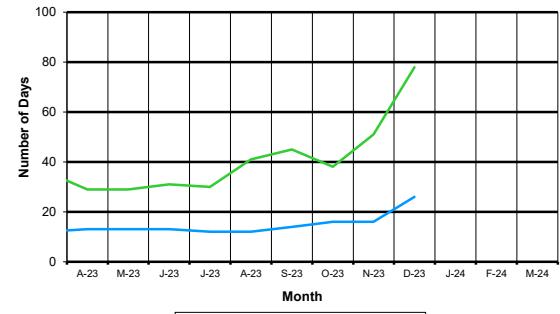
### AVERAGE SALES PRICE

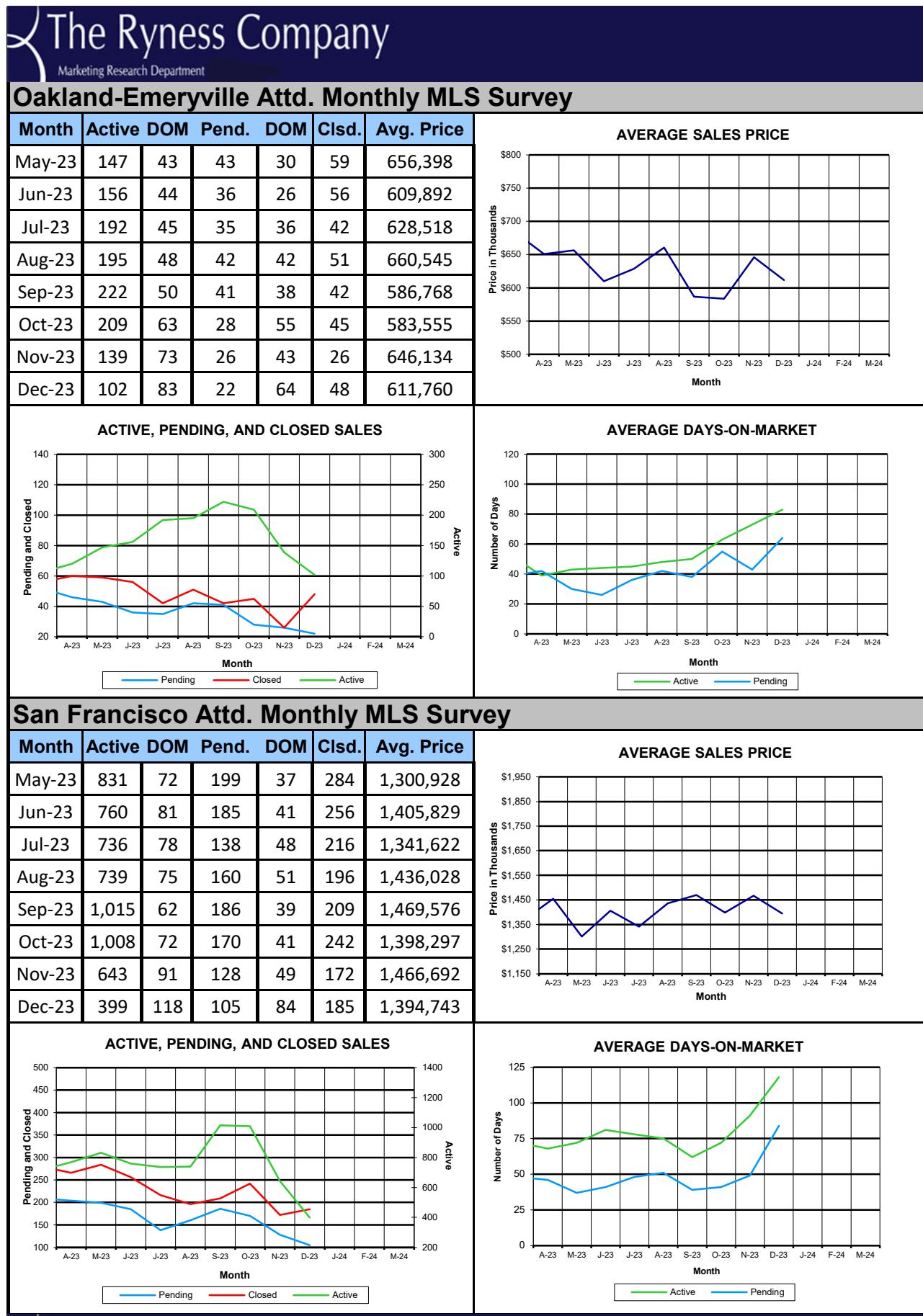


### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET







# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

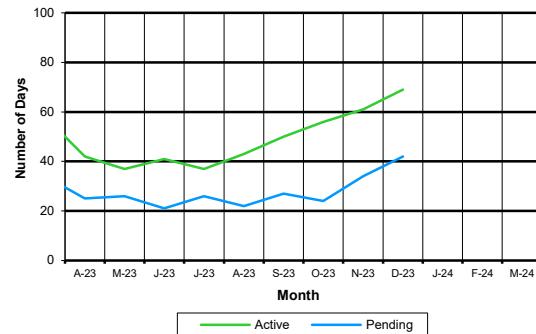
| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |         |
|--------|------------|-----------|-------|------------|---------|
| May-23 | 257        | 37        | 194   | 26         | 712,356 |
| Jun-23 | 252        | 41        | 190   | 21         | 725,238 |
| Jul-23 | 319        | 37        | 162   | 26         | 726,365 |
| Aug-23 | 307        | 43        | 171   | 22         | 699,262 |
| Sep-23 | 306        | 50        | 172   | 27         | 680,314 |
| Oct-23 | 313        | 56        | 138   | 24         | 679,450 |
| Nov-23 | 294        | 61        | 133   | 34         | 680,744 |
| Dec-23 | 189        | 69        | 127   | 42         | 696,638 |



### ACTIVE, PENDING, AND CLOSED SALES



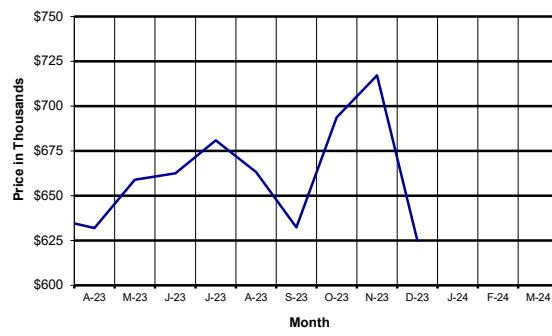
### AVERAGE DAYS-ON-MARKET



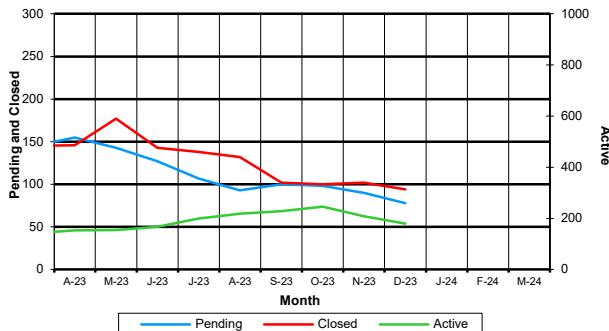
## Fairfield-Vacaville SFD Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |         |
|--------|------------|-----------|-------|------------|---------|
| May-23 | 155        | 53        | 143   | 18         | 658,988 |
| Jun-23 | 167        | 51        | 127   | 24         | 662,597 |
| Jul-23 | 199        | 50        | 107   | 24         | 680,853 |
| Aug-23 | 218        | 51        | 93    | 33         | 663,270 |
| Sep-23 | 228        | 53        | 100   | 35         | 632,417 |
| Oct-23 | 246        | 55        | 98    | 27         | 693,817 |
| Nov-23 | 208        | 72        | 90    | 41         | 717,188 |
| Dec-23 | 180        | 69        | 78    | 52         | 625,019 |

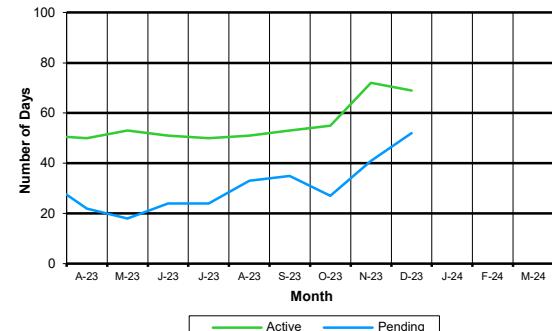
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



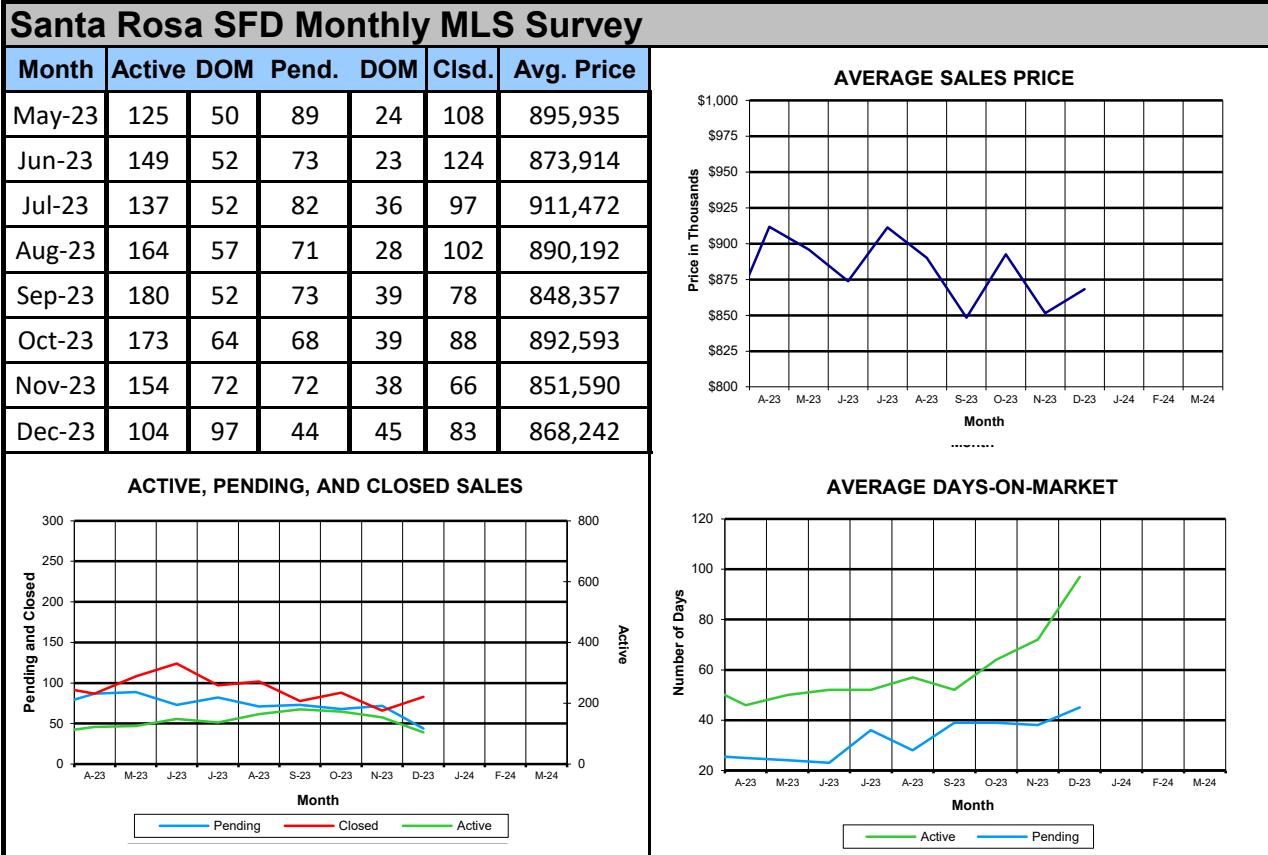
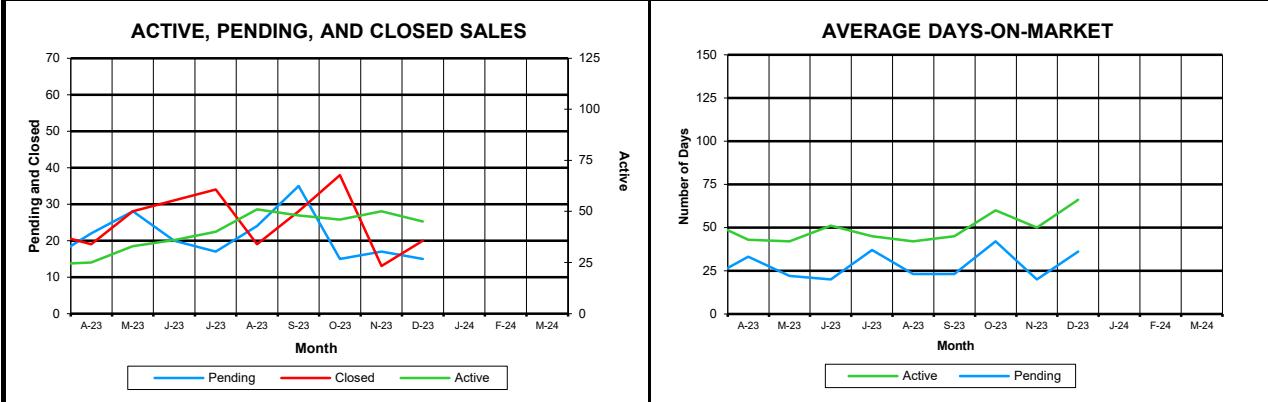


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |
|--------|------------|-----------|-------|------------|
| 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    |
| Sep-23 | 48         | 45        | 35    | 535,259    |
| Oct-23 | 46         | 60        | 15    | 590,770    |
| Nov-23 | 50         | 50        | 17    | 540,769    |
| Dec-23 | 45         | 66        | 15    | 639,174    |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



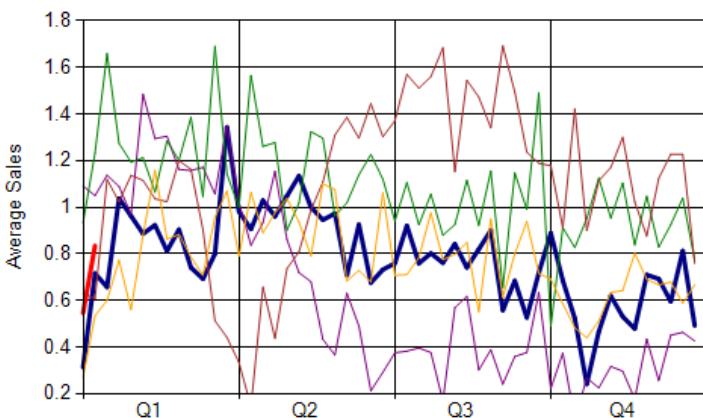
## Central Valley

Week 2

Ending: Sunday, January 14, 2024

| 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         |                 | 9        | 89         | 5           | 0          | 5         | 0.56       | 0.67              | -17%               | 0.56               | -2%                 |             |
| San Joaquin County           |                 | 45       | 652        | 42          | 4          | 38        | 0.84       | 0.65              | 29%                | 0.56               | 50%                 |             |
| Stanislaus County            |                 | 12       | 83         | 9           | 0          | 9         | 0.75       | 0.50              | 50%                | 0.35               | 116%                |             |
| Merced County                |                 | 11       | 128        | 15          | 1          | 14        | 1.27       | 1.18              | 8%                 | 0.74               | 73%                 |             |
| Madera County                |                 | 11       | 64         | 14          | 0          | 14        | 1.27       | 0.90              | 41%                | 0.45               | 181%                |             |
| Fresno County                |                 | 33       | 563        | 31          | 10         | 21        | 0.64       | 0.59              | 8%                 | 0.64               | -1%                 |             |
| <b>Current Week Totals</b>   | Traffic : Sales | 14:1     | <b>121</b> | <b>1579</b> | <b>116</b> | <b>15</b> | <b>101</b> | <b>0.83</b>       | <b>0.69</b>        | <b>21%</b>         | <b>0.57</b>         | <b>47%</b>  |
| Per Project Average          |                 |          |            | 13          | 0.96       | 0.12      | 0.83       |                   |                    |                    |                     |             |
| <b>Year Ago - 01/15/2023</b> | Traffic : Sales | 14:1     | <b>102</b> | <b>1289</b> | <b>91</b>  | <b>18</b> | <b>73</b>  | <b>0.72</b>       | <b>0.52</b>        | <b>38%</b>         | <b>0.31</b>         | <b>128%</b> |
| <b>% Change</b>              |                 |          | 19%        | 22%         | 27%        | -17%      | 38%        | 17%               | 33%                |                    | 81%                 |             |

### 52 Weeks Comparison



### Year to Date Averages Through Week 2

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2019 | 74                   | 16                  | 0.51              | 0.11                | 0.40               | 0.77                      |
| ■            | 2020 | 82                   | 22                  | 0.75              | 0.13                | 0.62               | 1.11                      |
| ■            | 2021 | 90                   | 22                  | 1.21              | 0.12                | 1.08               | 1.09                      |
| ■            | 2022 | 100                  | 16                  | 1.20              | 0.13                | 1.07               | 0.64                      |
| ■            | 2023 | 99                   | 13                  | 0.67              | 0.15                | 0.52               | 0.77                      |
| ■            | 2024 | 121                  | 13                  | 0.79              | 0.10                | 0.69               | 0.69                      |
| % Change:    |      | 22%                  | 1%                  | 18%               | -32%                | 33%                | -11%                      |

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



### WEEKLY FINANCIAL NEWS

| Financing  |                             |                            | Market Commentary  |
|--|-----------------------------|----------------------------|--|
| <b>CONV</b>  | <b>RATE</b><br><b>6.38%</b> | <b>APR</b><br><b>6.79%</b> |  |
| <b>FHA</b>   | <b>6.75%</b>                | <b>6.99%</b>               | Many factors have contributed to the housing market's chronic shortage of homes for sale, including more than a decade of below-average new home construction and demographic trends that have led to homeowners hanging on to their properties longer. While homebuilders have stepped up construction, the biggest source of for-sale inventory is homeowners who put their home on the market. But years of soaring home prices and the large gap that exists between where mortgage rates are now and where they were just a couple years ago has discouraged many who locked in rock bottom rates from selling. The average rate on a 30-year mortgage has declined in recent weeks since reaching 7.79% in late October, and was at 6.66% as of this past week, according to Freddie Mac. And housing economists expect that the average rate will continue to decline this year, though forecasts generally see it moving no lower than 6%. That means the upcoming spring homebuying season is likely to favor sellers as homebuyers compete for a relatively limited number of homes for sale. Source: Alex Veiga Yahoo Finance |
| <b>10 Yr Yield</b>   | <b>4.08%</b>                |                            |  |
|  |                             |                            |  |

# The Ryness Report

Week Ending  
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Central Valley

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| Development Name                | Developer   | City Code | Notes                   | Type | Projects Participating: 9       |          |             |         |            |           |              |          |                |               |
|---------------------------------|-------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| 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 S/O | TR        |                         | DTMU | 121                             | 0        | S/O         | 0       | 1          | 0         | 121          | 1        | 0.93           | 0.50          |
| Amethyst at Tracy Hills         | Lennar      | TH        |                         | ATMU | 132                             | 2        | 3           | 4       | 2          | 0         | 116          | 5        | 1.12           | 2.50          |
| Fairgrove at Tracy Hills        | Lennar      | TH        |                         | DTMU | 149                             | 3        | 3           | 7       | 1          | 0         | 39           | 4        | 0.76           | 2.00          |
| Greenwood at Tracy Hills        | Lennar      | TH        |                         | DTMU | 150                             | 2        | 2           | 5       | 0          | 0         | 35           | 0        | 0.68           | 0.00          |
| Hillview                        | Lennar      | TH        |                         | DTMU | 214                             | 3        | 6           | 3       | 0          | 0         | 87           | 0        | 1.03           | 0.00          |
| Parklin at Tracy Hills          | Lennar      | TH        |                         | DTMU | 69                              | 2        | 3           | 3       | 1          | 0         | 53           | 1        | 0.77           | 0.50          |
| Sunhaven at Tracy Hills         | Lennar      | TH        |                         | DTMU | 64                              | 2        | 2           | 4       | 0          | 0         | 53           | 0        | 0.81           | 0.00          |
| Bergamo at Mountain House       | Shea        | MH        |                         | DTMU | 137                             | 0        | 2           | 27      | 0          | 0         | 135          | 0        | 0.91           | 0.00          |
| Langston at Mountain House      | Shea        | MH        |                         | ATMU | 302                             | 0        | 6           | 36      | 0          | 0         | 236          | 1        | 1.14           | 0.50          |
| <b>TOTALS: No. Reporting: 9</b> |             |           | <b>Avg. Sales: 0.56</b> |      | <b>Traffic to Sales: 18 : 1</b> |          |             |         | <b>27</b>  | <b>89</b> | <b>5</b>     | <b>0</b> | <b>875</b>     | <b>12</b>     |
| <b>Net: 5</b>                   |             |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |

Qty Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House

| Stockton/Lodi                   |                   |    |                         |      | 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 |
| Aspire at River Terrace II      | K Hovnanian       | SK |                         | DTMU | 107                            | 0        | 1           | 0       | 0          | 0         | 106          | 0        | 0.74           | 0.00          |
| The Preserve at Creekside       | KB Home           | SK |                         | DTMU | 128                            | 5        | 5           | 34      | 1          | 0         | 33           | 1        | 0.75           | 0.50          |
| Keys II at Westlake             | Lennar            | SK |                         | DTMU | 86                             | 0        | 3           | 5       | 1          | 0         | 32           | 1        | 0.53           | 0.50          |
| Shoreside at Westlake           | Lennar            | SK |                         | DTMU | 99                             | 3        | 5           | 5       | 1          | 0         | 32           | 1        | 0.62           | 0.50          |
| Waterside at Westlake           | Lennar            | SK |                         | DTMU | 92                             | 0        | 4           | 5       | 0          | 0         | 30           | 1        | 0.65           | 0.50          |
| Autumn Trails at Westlake       | Richmond American | SK |                         | DTMU | 112                            | 5        | 8           | 8       | 4          | 0         | 59           | 4        | 0.60           | 2.00          |
| Summers Bend at Westlake        | Richmond American | SK |                         | DTMU | 96                             | 0        | 6           | 7       | 0          | 0         | 54           | 0        | 0.56           | 0.00          |
| <b>TOTALS: No. Reporting: 7</b> |                   |    | <b>Avg. Sales: 1.00</b> |      | <b>Traffic to Sales: 9 : 1</b> |          |             |         | <b>32</b>  | <b>64</b> | <b>7</b>     | <b>0</b> | <b>346</b>     | <b>8</b>      |
| <b>Net: 7</b>                   |                   |    |                         |      |                                |          |             |         |            |           |              |          |                |               |

Qty Codes: SK = Stockton

# The Ryness Report

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| Development Name                       | Developer         | City Code               | Notes | Type                            | Projects Participating: 38 |          |             |            |            |           |              |           |                |               |
|--|-------------------|-------------------------|-------|---------------------------------|----------------------------|----------|-------------|------------|------------|-----------|--------------|-----------|----------------|---------------|
| San Joaquin 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 |
| Griffin Park                           | Atherton          | MN                      | Rsv's | DTMJ                            | 267                        | 0        | 3           | 48         | 3          | 1         | 213          | 5         | 1.62           | 2.50          |
| Indigo at Stanford Crossing            | DR Horton         | LP                      |       | DTMJ                            | 87                         | 3        | 4           | 8          | 2          | 0         | 77           | 3         | 1.47           | 1.50          |
| Yosemite Greens                        | DR Horton TSO     | MN                      |       | DTMJ                            | 99                         | 0        | TSO         | 0          | 0          | 0         | 87           | 0         | 1.19           | 0.00          |
| Iron Pointe at Stanford Crossing       | KB Home           | LP                      |       | DTMJ                            | 98                         | 4        | 7           | 6          | 2          | 0         | 52           | 3         | 0.66           | 1.50          |
| Balboa at River Islands                | Kiper             | LP                      | Rsv's | DTMJ                            | 117                        | 0        | 3           | 23         | 0          | 0         | 114          | 0         | 0.86           | 0.00          |
| Skye at River Islands                  | Kiper TSO         | LP                      |       | DTMJ                            | 155                        | 0        | TSO         | 35         | 0          | 0         | 89           | 2         | 0.78           | 1.00          |
| Bella Vista Oakwood Shores II          | Lafferty TSO      | MN                      |       | DTMJ                            | 157                        | 0        | TSO         | 0          | 2          | 0         | 131          | 2         | 0.32           | 1.00          |
| Chelsey at The Trails                  | Lennar            | MN                      |       | DTMJ                            | 100                        | 0        | 5           | 4          | 2          | 1         | 22           | 3         | 1.27           | 1.50          |
| Howden at The Trails                   | Lennar            | MN                      |       | DTMJ                            | 103                        | 0        | 4           | 10         | 3          | 0         | 12           | 6         | 0.69           | 3.00          |
| Arbor Bend - Cypress                   | Meritage          | MN                      |       | DTMJ                            | 175                        | 0        | 4           | 2          | 0          | 0         | 165          | 0         | 1.09           | 0.00          |
| Arbor Bend - Hawthorn                  | Meritage          | MN                      |       | DTMJ                            | 212                        | 0        | 5           | 9          | 0          | 0         | 129          | 0         | 1.07           | 0.00          |
| Arbor Bend- Linden                     | Meritage          | MN                      |       | DTMJ                            | 268                        | 0        | 6           | 16         | 0          | 0         | 165          | 0         | 1.09           | 0.00          |
| Laguna at River Islands                | Pulte             | LP                      |       | DTMJ                            | 110                        | 0        | 5           | 11         | 0          | 0         | 91           | 2         | 0.80           | 1.00          |
| Sanctuary at River Islands             | Pulte S/O         | LP                      |       | DTMJ                            | 91                         | 0        | S/O         | 1          | 2          | 0         | 91           | 2         | 0.80           | 1.00          |
| Artisan at Griffin Park                | Raymus            | MN                      |       | DTMJ                            | 80                         | 0        | 2           | 23         | 0          | 0         | 3            | 2         | 0.70           | 1.00          |
| Passport at Griffin Park               | Raymus            | MN                      | Rsv's | DTMJ                            | 93                         | 0        | 3           | 23         | 0          | 0         | 90           | 0         | 0.77           | 0.00          |
| The Strand Collection                  | Raymus            | MN                      | Rsv's | DTMJ                            | 56                         | 4        | 5           | 49         | 1          | 0         | 20           | 2         | 1.32           | 1.00          |
| Birch at Arbor Bend                    | Richmond American | MN                      |       | ATST                            | 60                         | 2        | 6           | 20         | 0          | 1         | 40           | -1        | 0.44           | -0.50         |
| Encore at Stanford Crossing            | Richmond American | LP                      |       | DTMJ                            | 104                        | 3        | 5           | 5          | 1          | 0         | 99           | 0         | 0.76           | 0.00          |
| Encore II at Stanford Crossing         | Richmond American | LP                      |       | DTMJ                            | 104                        | 3        | 6           | 6          | 1          | 0         | 4            | 1         | 0.13           | 0.50          |
| Magnolia at Arbor Bend                 | Richmond American | MN                      |       | DTMJ                            | 52                         | 0        | 1           | 11         | 0          | 0         | 40           | 0         | 0.44           | 0.00          |
| Seasons at Stanford Crossing IV        | Richmond American | LP                      |       | DTST                            | 113                        | 0        | 4           | 13         | 0          | 0         | 60           | 0         | 0.58           | 0.00          |
| Seasons at Villa Ticino                | Richmond American | MN                      |       | DTMJ                            | 119                        | 0        | 3           | 22         | 1          | 0         | 18           | 1         | 0.58           | 0.50          |
| Villa Ticino                           | Richmond American | MN                      |       | DTMJ                            | 100                        | 0        | 6           | 2          | 0          | 0         | 11           | 0         | 0.39           | 0.00          |
| Oakwood Trails- Juniper                | Taylor Morrison   | MN                      |       | DTMJ                            | 110                        | 0        | 4           | 35         | 5          | 0         | 20           | 5         | 1.94           | 2.50          |
| Oakwood Trails- Poppy                  | Taylor Morrison   | MN                      |       | DTMJ                            | 133                        | 0        | 4           | 35         | 3          | 0         | 22           | 3         | 2.14           | 1.50          |
| Oakwood Trails- Sage                   | Taylor Morrison   | MN                      |       | DTMJ                            | 113                        | 0        | 4           | 35         | 2          | 0         | 21           | 5         | 2.04           | 2.50          |
| Waypointe at River Islands             | The New Home Co   | LP                      |       | DTMJ                            | 94                         | 0        | 4           | 19         | 0          | 0         | 90           | 0         | 0.75           | 0.00          |
| Journey at Stanford Crossing           | TRI Pointe        | LP                      |       | DTMJ                            | 81                         | 0        | 4           | 5          | 1          | 0         | 40           | 2         | 0.49           | 1.00          |
| The Cove at River Islands              | TRI Pointe        | LP                      |       | DTMJ                            | 77                         | 0        | 4           | 15         | 1          | 0         | 58           | 2         | 0.60           | 1.00          |
| Avalon at River Islands                | Trumark           | LP                      |       | DTMJ                            | 57                         | 0        | 4           | 16         | 0          | 0         | 53           | 0         | 0.51           | 0.00          |
| Dawn at The Collective                 | Trumark           | MN                      |       | AASF                            | 76                         | 0        | 7           | 7          | 0          | 0         | 18           | 0         | 0.19           | 0.00          |
| Origin at the Collective 2.0           | Trumark           | MN                      |       | DTMJ                            | 41                         | 0        | 4           | 6          | 0          | 0         | 0            | 0         | 0.00           | 0.00          |
| Vida at The Collective                 | Trumark           | MN                      |       | AASF                            | 103                        | 0        | 6           | 7          | 0          | 0         | 35           | 0         | 0.35           | 0.00          |
| Hideaway II at River Islands           | Van Daele         | LP                      |       | ATST                            | 108                        | 3        | 8           | 27         | 2          | 1         | 42           | 0         | 0.50           | 0.00          |
| Veranda II at River Island             | Van Daele         | LP                      |       | DTMJ                            | 40                         | 0        | 6           | 24         | 0          | 0         | 27           | 0         | 0.66           | 0.00          |
| Avendale                               | Warmington        | MN                      |       | DTMJ                            | 49                         | 0        | 3           | 7          | 0          | 0         | 46           | 0         | 1.04           | 0.00          |
| Vintage II                             | Windward Pacific  | MN                      |       | DTMJ                            | 68                         | 0        | 14          | 3          | 1          | 0         | 54           | 1         | 0.39           | 0.50          |
| <b>TOTALS: No. Reporting: 38</b>       |                   | <b>Avg. Sales: 0.82</b> |       | <b>Traffic to Sales: 17 : 1</b> |                            |          | <b>163</b>  | <b>588</b> | <b>35</b>  | <b>4</b>  | <b>2349</b>  | <b>51</b> | <b>Net: 31</b> |               |
| City Codes: MN = Manteca, LP = Lathrop |                   |                         |       |                                 |                            |          |             |            |            |           |              |           |                |               |

# The Ryness Report

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| Development Name                | Developer | City Code | Notes                   | Type | Projects Participating: 1 |          |            |                              |            |           |              |          |                |               |               |
|---------------------------------|-----------|-----------|-------------------------|------|---------------------------|----------|------------|------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
| Modesto                         |           |           |                         |      | 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        |                         | DTMU | 38                        | 0        | 2          | 6                            | 0          | 0         | 36           | 0        | 0.50           | 0.00          |               |
| <b>TOTALS: No. Reporting: 1</b> |           |           | <b>Avg. Sales: 0.00</b> |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>2</b>   | <b>6</b>  | <b>0</b>     | <b>0</b> | <b>36</b>      | <b>0</b>      | <b>Net: 0</b> |
| City Codes: CE = Ceres          |           |           |                         |      |                           |          |            |                              |            |           |              |          |                |               |               |

| Stanislaus 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 |               |
| Grasslands at Countryside   | DR Horton        | RB |                         | DTMU | 34                         | 3        | 7          | 14                             | 1          | 0         | 15           | 3        | 1.22           | 1.50          |               |
| Aspire at Apricot Grove II  | K Hovnanian      | PR |                         | DTMU | 150                        | 3        | 5          | 2                              | 1          | 0         | 128          | 1        | 0.96           | 0.50          |               |
| Carmel Ranch  | K Hovnanian      | OD |                         | DTMU | 50                         | 4        | 5          | 9                              | 3          | 0         | 12           | 3        | 0.24           | 1.50          |               |
| Acacia at Patterson Ranch   | KB Home          | PR |                         | DTMU | 80                         | 0        | 5          | 4                              | 0          | 0         | 19           | -1       | 0.59           | -0.50         |               |
| Heritage at Parkwood  | KB Home          | HG |                         | DTMU | 50                         | 3        | 5          | 6                              | 1          | 0         | 4            | 1        | 0.39           | 0.50          |               |
| Orchards at Parkwood  | KB Home          | HG |                         | DTMU | 299                        | 0        | 3          | 11                             | 1          | 0         | 6            | 2        | 0.58           | 1.00          |               |
| Sycamore at Patterson Ranch   | KB Home          | PR |                         | DTMU | 75                         | 0        | 3          | 16                             | 0          | 0         | 9            | 1        | 0.49           | 0.50          |               |
| Turnleaf at Patterson Ranch   | KB Home          | PR |                         | DTST | 190                        | 0        | 4          | 1                              | 0          | 0         | 184          | 0        | 0.95           | 0.00          |               |
| T Street Customs  | SQM              | NW |                         | DTMU | 10                         | 0        | 3          | 3                              | 1          | 0         | 7            | 1        | 0.10           | 0.50          |               |
| The Meadowlands   | Windward Pacific | OD |                         | DTMU | 62                         | 0        | 19         | 2                              | 1          | 0         | 11           | 1        | 0.11           | 0.50          |               |
| <b>TOTALS: No. Reporting: 10</b>  |                  |    | <b>Avg. Sales: 0.90</b> |      |                            |          |            | <b>Traffic to Sales: 8 : 1</b> | <b>59</b>  | <b>68</b> | <b>9</b>     | <b>0</b> | <b>395</b>     | <b>12</b>     | <b>Net: 9</b> |
| City Codes: RB = Riverbank, 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 |                         | DTMU | 116                       | 0        | 4          | 9                            | 0          | 0         | 51           | 0        | 0.59           | 0.00          |               |
| <b>TOTALS: No. Reporting: 1</b> |        |    | <b>Avg. Sales: 0.00</b> |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>4</b>   | <b>9</b>  | <b>0</b>     | <b>0</b> | <b>51</b>      | <b>0</b>      | <b>Net: 0</b> |
| City Codes: KY = Keyes          |        |    |                         |      |                           |          |            |                              |            |           |              |          |                |               |               |

| Merced County                           |                 |     |                         |      | Projects Participating: 11 |          |            |                                |            |            |              |          |                |               |                |
|---|-----------------|-----|-------------------------|------|----------------------------|----------|------------|--------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
|   |                 |     |                         |      | 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  |                         | DTMU | 95                         | 3        | 7          | 4                              | 2          | 0          | 84           | 2        | 0.85           | 1.00          |                |
| Lantana                                 | DR Horton       | MD  |                         | DTMU | 99                         | 0        | 13         | 19                             | 2          | 0          | 57           | 6        | 0.98           | 3.00          |                |
| Monterra VI                             | DR Horton       | S/O |                         | DTMU | 61                         | 0        | S/O        | 22                             | 3          | 0          | 61           | 4        | 1.55           | 2.00          |                |
| New castle                              | DR Horton       | MD  |                         | DTMU | 33                         | 0        | 2          | 0                              | 0          | 0          | 31           | 0        | 0.73           | 0.00          |                |
| Pacheco Pointe III                      | DR Horton       | LB  |                         | DTST | 81                         | 3        | 6          | 15                             | 3          | 0          | 27           | 8        | 1.40           | 4.00          |                |
| Stoneridge South III                    | DR Horton       | MD  |                         | DTMU | 64                         | 0        | 2          | 11                             | 0          | 0          | 62           | 0        | 1.14           | 0.00          |                |
| The Pointe at Stonecreek                | Legacy          | LB  |                         | DTMU | 109                        | 0        | 9          | 12                             | 1          | 0          | 52           | 1        | 0.42           | 0.50          |                |
| Bellevue Ranch Phase 4                  | Stonefield Home | MD  |                         | DTST | 92                         | 0        | 5          | 25                             | 1          | 0          | 71           | 2        | 0.61           | 1.00          |                |
| Cypress Terrace                         | Stonefield Home | MD  |                         | DTST | 163                        | 0        | 6          | 8                              | 0          | 1          | 141          | -1       | 0.62           | -0.50         |                |
| Southpointe                             | Stonefield Home | LB  |                         | DTST | 36                         | 4        | 5          | 3                              | 3          | 0          | 7            | 3        | 1.63           | 1.50          |                |
| Villas II, The                          | Stonefield Home | LB  |                         | DTST | 191                        | 0        | 4          | 9                              | 0          | 0          | 106          | 1        | 0.68           | 0.50          |                |
| <b>TOTALS: No. Reporting: 11</b>        |                 |     | <b>Avg. Sales: 1.27</b> |      |                            |          |            | <b>Traffic to Sales: 9 : 1</b> | <b>59</b>  | <b>128</b> | <b>15</b>    | <b>1</b> | <b>699</b>     | <b>26</b>     | <b>Net: 14</b> |
| City Codes: LB = Los Banos, MD = Merced |                 |     |                         |      |                            |          |            |                                |            |            |              |          |                |               |                |

# The Ryness Report

Week Ending  
Sunday, January 14, 2024

Central Valley

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| Development Name                 | Developer | City Code               | Notes | Type | Projects Participating: 11     |          |             |         |            |           |              |          |                |               |                |
|----------------------------------|-----------|-------------------------|-------|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| 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                             | 3        | 7           | 2       | 2          | 0         | 59           | 4        | 0.63           | 2.00          |                |
| Omni                             | Century   | MDA                     |       | DTMJ | 61                             | 0        | 6           | 5       | 1          | 0         | 44           | 1        | 0.63           | 0.50          |                |
| Pecan Square                     | DR Horton | MDA                     |       | DTMJ | 112                            | 3        | 13          | 14      | 3          | 0         | 90           | 5        | 1.69           | 2.50          |                |
| Bristol at Tesoro Viejo          | KB Home   | MDA                     |       | DTMJ | 63                             | 4        | 4           | 24      | 3          | 0         | 30           | 4        | 0.45           | 2.00          |                |
| Riverstone - Choral Series       | Lennar    | MDA                     | New   | DTMJ | 107                            | 5        | 4           | 3       | 1          | 0         | 1            | 1        | 3.50           | 3.50          |                |
| Riverstone - Clementine I        | Lennar    | MDA                     |       | DTST | 108                            | 0        | 1           | 6       | 0          | 0         | 107          | 0        | 0.69           | 0.00          |                |
| Riverstone - Orchard Series      | Lennar    | MDA                     | New   | DTMJ | 101                            | 5        | 4           | 3       | 1          | 0         | 1            | 1        | 3.50           | 3.50          |                |
| Riverstone - Skye                | Lennar    | MDA                     |       | DTMJ | 85                             | 2        | 4           | 3       | 2          | 0         | 5            | 2        | 0.21           | 1.00          |                |
| Riverstone - Surf                | Lennar    | MDA                     |       | DTMJ | 85                             | 0        | 1           | 3       | 0          | 0         | 2            | -1       | 0.10           | -0.50         |                |
| Encore at Riverstone             | Woodside  | MDA                     |       | DTMJ | 95                             | 0        | 3           | 0       | 0          | 0         | 26           | 0        | 0.17           | 0.00          |                |
| Ovation at Riverstone            | Woodside  | MDA                     |       | DTMJ | 145                            | 0        | 4           | 1       | 1          | 0         | 50           | 1        | 0.32           | 0.50          |                |
| <b>TOTALS: No. Reporting: 11</b> |           | <b>Avg. Sales: 1.27</b> |       |      | <b>Traffic to Sales: 5 : 1</b> |          |             |         | <b>51</b>  | <b>64</b> | <b>14</b>    | <b>0</b> | <b>415</b>     | <b>18</b>     | <b>Net: 14</b> |

City Codes: CW = Chowchilla, MDA = Madera

# The Ryness Report

Week Ending  
Sunday, January 14, 2024

Central Valley

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| Development Name                    | Developer   | City Code               | Notes | Type | Projects Participating: 33      |          |            |         |            |            |              |           |                |               |                |
|-------------------------------------|-------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|-----------|----------------|---------------|----------------|
| Fresno 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 |                |
| Bravado                             | Century     | REE                     |       | DTMJ | 182                             | 0        | 7          | 6       | 1          | 0          | 96           | 1         | 0.82           | 0.50          |                |
| The Crossings II                    | Century     | KER                     |       | DTMJ | 104                             | 0        | 2          | 2       | 0          | 1          | 102          | -1        | 1.03           | -0.50         |                |
| Serenade                            | DR Horton   | SAN                     |       | DTMJ | 129                             | 0        | 5          | 14      | 2          | 1          | 30           | 1         | 0.80           | 0.50          |                |
| Aspire at Sunnyside                 | K Hovnanian | FO                      |       | DTST | 132                             | 0        | 6          | 1       | 0          | 0          | 126          | 0         | 0.50           | 0.00          |                |
| Aspire at Sunnyside II              | K Hovnanian | FO                      |       | DTST | 143                             | 0        | 5          | 5       | 1          | 0          | 52           | 3         | 0.50           | 1.50          |                |
| Centrella Estates                   | KB Home     | FR                      |       | DTMJ | 74                              | 0        | 5          | 14      | 2          | 0          | 45           | 3         | 1.06           | 1.50          |                |
| Centrella Villas                    | KB Home     | FR                      |       | DTMJ | 107                             | 0        | 6          | 11      | 1          | 0          | 69           | 2         | 0.89           | 1.00          |                |
| Cielo Ranch 5000s                   | KB Home     | CV                      |       | DTST | 92                              | 0        | 6          | 16      | 0          | 0          | 26           | 0         | 0.65           | 0.00          |                |
| Cielo Ranch 6000s                   | KB Home     | CV                      |       | DTMJ | 89                              | 5        | 6          | 14      | 2          | 0          | 24           | 3         | 0.68           | 1.50          |                |
| Legacy at Highland                  | KB Home     | CV                      |       | DTMJ | 42                              | 0        | 3          | 4       | 0          | 0          | 34           | 1         | 0.60           | 0.50          |                |
| Catalina Park - Surf                | Lennar      | FR                      |       | DTMJ | 83                              | 0        | 4          | 0       | 0          | 0          | 57           | 1         | 1.01           | 0.50          |                |
| Corinthalyn- Orchard                | Lennar      | CV                      |       | DTMJ | 128                             | 0        | 4          | 2       | 0          | 1          | 7            | 0         | 0.96           | 0.00          |                |
| Corinthalyn- Surf                   | Lennar      | CV                      |       | DTMJ | 75                              | 0        | 3          | 2       | 2          | 0          | 17           | 3         | 1.51           | 1.50          |                |
| Corinthalyn- Treasures              | Lennar      | CV                      |       | ATST | 67                              | 3        | 6          | 4       | 1          | 0          | 5            | 2         | 0.95           | 1.00          |                |
| Daffodil Hill - Clementine          | Lennar      | FR                      |       | DTMJ | 110                             | 0        | 3          | 1       | 0          | 0          | 107          | 1         | 1.10           | 0.50          |                |
| Ellingsworth- Choral Series         | Lennar      | CV                      |       | DTMJ | 86                              | 3        | 7          | 33      | 1          | 0          | 32           | 3         | 1.14           | 1.50          |                |
| Heirloom Ranch- Orchard Series      | Lennar      | FR                      |       | DTST | 66                              | 5        | 7          | 2       | 2          | 1          | 42           | 2         | 1.60           | 1.00          |                |
| Heritage Grove - Choral Series III  | Lennar      | CV                      |       | DTMJ | 55                              | 0        | 5          | 3       | 1          | 0          | 6            | 1         | 0.25           | 0.50          |                |
| Heritage Grove - Orchard III        | Lennar      | CV                      |       | DTMJ | 15                              | 0        | 3          | 3       | 0          | 1          | 6            | 0         | 0.27           | 0.00          |                |
| Heritage Grove - Skye Series III    | Lennar      | CV                      |       | DTST | 31                              | 0        | 2          | 3       | 1          | 1          | 8            | 1         | 0.30           | 0.50          |                |
| Juniper Hills- Orchard & Clementine | Lennar      | FR                      |       | DTMJ | 124                             | 4        | 7          | 116     | 1          | 0          | 73           | 3         | 1.77           | 1.50          |                |
| Juniper Hills- Solana               | Lennar      | FR                      |       | DTST | 77                              | 0        | 6          | 41      | 0          | 1          | 65           | -1        | 1.24           | -0.50         |                |
| Juniper Hills- Surf                 | Lennar      | FR                      |       | DTMJ | 102                             | 3        | 6          | 146     | 2          | 0          | 75           | 2         | 1.38           | 1.00          |                |
| Juniper Hills- Treasures            | Lennar      | FR                      |       | DTST | 46                              | 6        | 5          | 4       | 4          | 0          | 9            | 4         | 1.43           | 2.00          |                |
| Kintsu Square - Choral Series       | Lennar      | FR                      |       | DTMJ | 84                              | 4        | 6          | 4       | 2          | 1          | 13           | 2         | 1.26           | 1.00          |                |
| Kintsu Square - Orchard Series      | Lennar      | FR                      |       | DTMJ | 83                              | 0        | 4          | 4       | 2          | 1          | 5            | 1         | 0.95           | 0.50          |                |
| Canyon Ridge at The Preserve        | Woodside    | FT                      |       | DTMJ | 59                              | 0        | 8          | 12      | 0          | 0          | 0            | 0         | 0.00           | 0.00          |                |
| Cottonwood Creek at The Preserve    | Woodside    | FT                      |       | DTMJ | 121                             | 0        | 2          | 0       | 0          | 0          | 5            | 0         | 0.13           | 0.00          |                |
| Ivy Gate at Farmstead               | Woodside    | CV                      |       | DTMJ | 113                             | 0        | 2          | 36      | 0          | 0          | 63           | 0         | 0.35           | 0.00          |                |
| Red Porch at Farmstead              | Woodside    | CV                      |       | DTMJ | 55                              | 0        | 7          | 36      | 1          | 0          | 46           | 1         | 0.25           | 0.50          |                |
| Somerset Crossing                   | Woodside    | FO                      |       | ATST | 99                              | 0        | 6          | 5       | 0          | 0          | 62           | 0         | 0.42           | 0.00          |                |
| Springs at Brooklyn Trail           | Woodside    | FR                      |       | DTMJ | 115                             | 0        | 3          | 9       | 1          | 1          | 95           | 0         | 0.52           | 0.00          |                |
| Woodlands at Brooklyn Trail         | Woodside    | FR                      |       | DTMJ | 100                             | 0        | 3          | 10      | 1          | 0          | 58           | 1         | 0.32           | 0.50          |                |
| <b>TOTALS: No. Reporting: 33</b>    |             | <b>Avg. Sales: 0.64</b> |       |      | <b>Traffic to Sales: 18 : 1</b> |          |            |         | <b>160</b> | <b>563</b> | <b>31</b>    | <b>10</b> | <b>1460</b>    | <b>40</b>     | <b>Net: 21</b> |

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

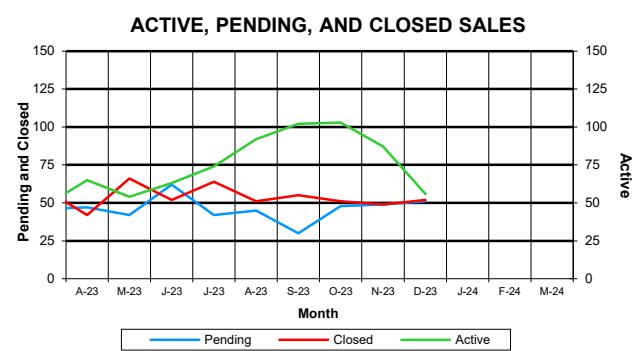
| Central Valley  |  |                         | Projects Participating: 121     |            |             |            |              |             |            |                 |
|---|--|-------------------------|---------------------------------|------------|-------------|------------|--------------|-------------|------------|-----------------|
|   |  |                         | Rel'd Rm'g                      | Traffic    | Wk's Sales  | Wk's Cans  | Sold to Date | Sold YTD    | Net Sales  |                 |
| <b>GRAND TOTALS: No. Reporting: 121</b>   |  | <b>Avg. Sales: 0.83</b> | <b>Traffic to Sales: 14 : 1</b> | <b>557</b> | <b>1579</b> | <b>116</b> | <b>15</b>    | <b>6626</b> | <b>167</b> | <b>Net: 101</b> |
| 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 , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |  |                         |                                 |            |             |            |              |             |            |                 |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |  |                         |                                 |            |             |            |              |             |            |                 |

# The Ryness Company

Marketing Research Department

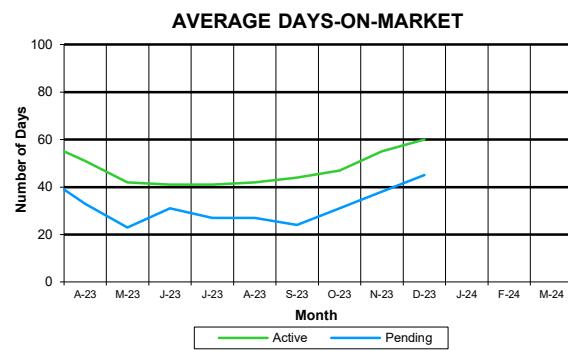
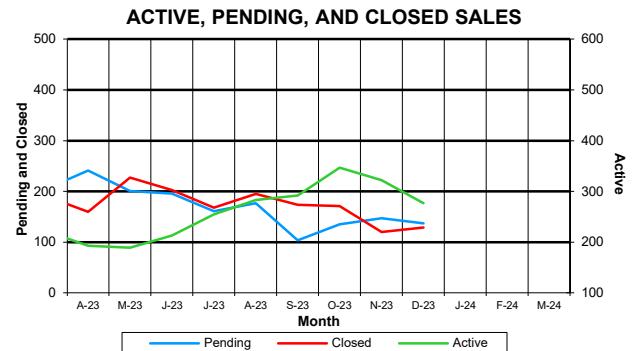
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 102    | 37  | 30    | 22  | 55    | 798,298    |
| Oct-23 | 103    | 44  | 48    | 29  | 51    | 722,282    |
| Nov-23 | 87     | 53  | 49    | 29  | 49    | 751,666    |
| Dec-23 | 56     | 48  | 51    | 55  | 52    | 715,041    |



## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 292    | 44  | 104   | 24  | 174   | 480,085    |
| Oct-23 | 347    | 47  | 135   | 31  | 171   | 452,915    |
| Nov-23 | 322    | 55  | 147   | 38  | 120   | 455,456    |
| Dec-23 | 277    | 60  | 137   | 45  | 129   | 444,406    |



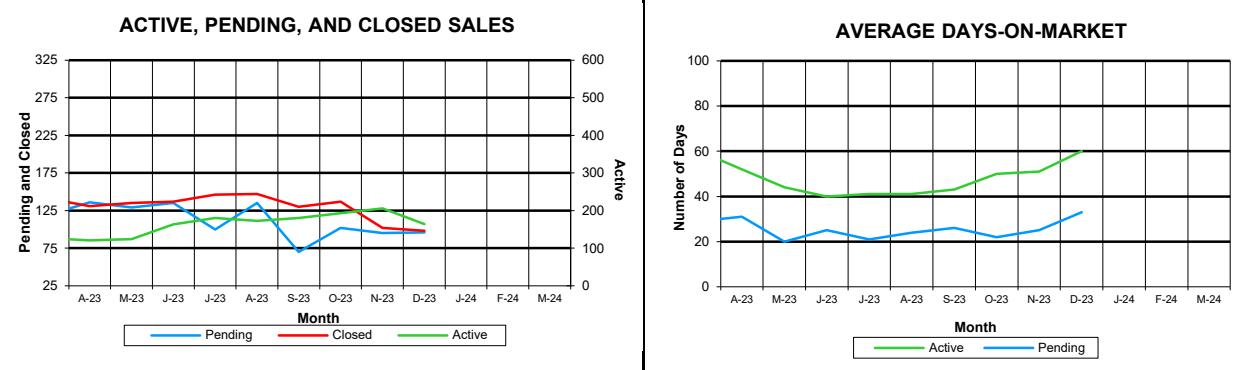


# The Ryness Company

Marketing Research Department

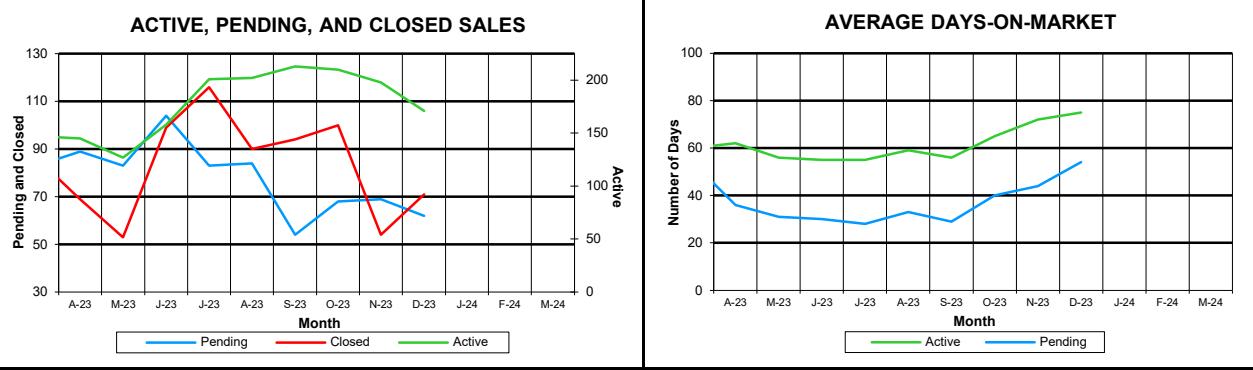
## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 180    | 43  | 70    | 26  | 130   | 489,583    |
| Oct-23 | 193    | 50  | 102   | 22  | 137   | 480,766    |
| Nov-23 | 206    | 51  | 95    | 25  | 102   | 466,729    |
| Dec-23 | 164    | 60  | 96    | 33  | 98    | 459,128    |



## Merced SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 213    | 56  | 54    | 29  | 94    | 418,614    |
| Oct-23 | 210    | 65  | 68    | 40  | 100   | 384,998    |
| Nov-23 | 198    | 72  | 69    | 44  | 54    | 391,044    |
| Dec-23 | 171    | 75  | 62    | 54  | 71    | 404,997    |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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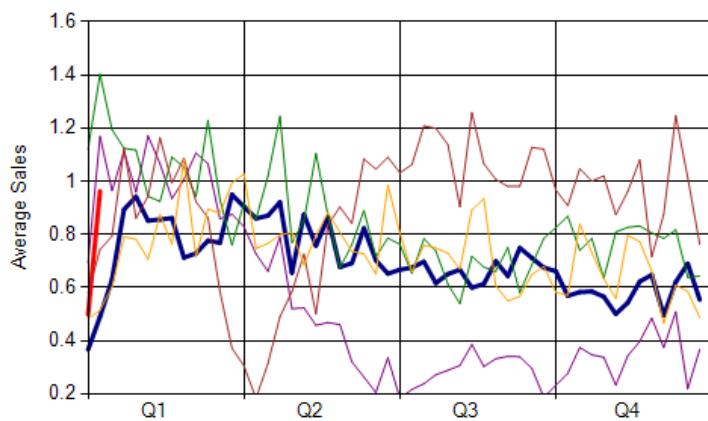


## Sacramento Week 2

Ending: Sunday, January 14, 2024

| 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. |            |
|------------------------------|-----------------|----------|------------|-------------|------------|-----------|------------|-------------------|--------------------|--------------------|---------------------|------------|
| South Sacramento             |                 | 36       | 506        | 49          | 4          | 45        | 1.25       | 0.89              | 41%                | 0.74               | 70%                 |            |
| Central & North Sacramento   |                 | 36       | 291        | 25          | 3          | 22        | 0.61       | 0.51              | 21%                | 0.42               | 46%                 |            |
| Folsom                       |                 | 14       | 250        | 18          | 1          | 17        | 1.21       | 0.90              | 35%                | 0.78               | 56%                 |            |
| El Dorado                    |                 | 9        | 97         | 4           | 0          | 4         | 0.44       | 0.44              | 0%                 | 0.42               | 6%                  |            |
| Placer & Nevada              |                 | 66       | 1130       | 65          | 4          | 61        | 0.92       | 0.72              | 28%                | 0.53               | 74%                 |            |
| Yolo                         |                 | 10       | 101        | 13          | 1          | 12        | 1.20       | 0.75              | 60%                | 0.81               | 49%                 |            |
| Amador County                |                 | 1        | 2          | 0           | 0          | 0         | 0.00       | 0.00              | 0.00               | 0.15               | -100%               |            |
| Northern Counties            |                 | 14       | 157        | 20          | 2          | 18        | 1.29       | 1.00              | 29%                | 0.54               | 140%                |            |
| <b>Current Week Totals</b>   | Traffic : Sales | 13:1     | <b>186</b> | <b>2534</b> | <b>194</b> | <b>15</b> | <b>179</b> | <b>0.96</b>       | <b>0.73</b>        | <b>32%</b>         | <b>0.57</b>         | <b>68%</b> |
| Per Project Average          |                 |          |            | 14          | 1.04       | 0.08      | 0.96       |                   |                    |                    |                     |            |
| <b>Year Ago - 01/15/2023</b> | Traffic : Sales | 18:1     | <b>190</b> | <b>2300</b> | <b>125</b> | <b>32</b> | <b>93</b>  | <b>0.49</b>       | <b>0.43</b>        | <b>14%</b>         | <b>0.36</b>         | <b>37%</b> |
| <b>% Change</b>              |                 |          | -2%        | 10%         | 55%        | -53%      | 92%        | 97%               | 71%                |                    | 60%                 |            |

### 52 Weeks Comparison



### Year to Date Averages Through Week 2

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2019 | 138                  | 20                  | 0.57              | 0.08                | 0.50               | 0.73                      |
| ■            | 2020 | 133                  | 22                  | 0.77              | 0.11                | 0.67               | 0.89                      |
| ■            | 2021 | 150                  | 20                  | 1.35              | 0.09                | 1.26               | 0.85                      |
| ■            | 2022 | 166                  | 19                  | 1.06              | 0.13                | 0.93               | 0.52                      |
| ■            | 2023 | 188                  | 12                  | 0.57              | 0.14                | 0.43               | 0.70                      |
| ■            | 2024 | 186                  | 13                  | 0.81              | 0.08                | 0.73               | 0.73                      |
| % Change:    |      | -1%                  | 9%                  | 42%               | -46%                | 71%                | 5%                        |

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



### WEEKLY FINANCIAL NEWS

| Financing  |                      |                     | Market Commentary  |
|--|----------------------|---------------------|--|
| CONV   | RATE<br><b>6.38%</b> | APR<br><b>6.79%</b> |  |
| FHA  | <b>6.75%</b>         | <b>6.99%</b>        | Many factors have contributed to the housing market's chronic shortage of homes for sale, including more than a decade of below-average new home construction and demographic trends that have led to homeowners hanging on to their properties longer. While homebuilders have stepped up construction, the biggest source of for-sale inventory is homeowners who put their home on the market. But years of soaring home prices and the large gap that exists between where mortgage rates are now and where they were just a couple years ago has discouraged many who locked in rock bottom rates from selling. The average rate on a 30-year mortgage has declined in recent weeks since reaching 7.79% in late October, and was at 6.66% as of this past week, according to Freddie Mac. And housing economists expect that the average rate will continue to decline this year, though forecasts generally see it moving no lower than 6%. That means the upcoming spring homebuying season is likely to favor sellers as homebuyers compete for a relatively limited number of homes for sale. Source: Alex Veiga Yahoo Finance |
| 10 Yr Yield  | <b>4.08%</b>         |                     |  |
|  |                      |                     |  |

| Development Name                     | Developer           | City Code               | Notes | Type | Projects Participating: 36      |          |            |         |            |            |              |          |                |               |                |
|--------------------------------------|---------------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| South Sacramento                     |                     |                         |       |      | 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 |                |
| Stonehaven                           | Beazer              | SO                      |       | DTMJ | 90                              | 0        | 17         | 9       | 0          | 0          | 30           | 0        | 1.14           | 0.00          |                |
| Carnelian at Sheldon Farms           | DR Horton           | LN                      |       | DTMJ | 122                             | 3        | 6          | 24      | 2          | 0          | 80           | 4        | 1.12           | 2.00          |                |
| Persimmon at Sheldon Farms           | DR Horton           | LN                      |       | DTMJ | 148                             | 0        | 8          | 25      | 0          | 0          | 103          | 2        | 1.44           | 1.00          |                |
| Tamarind at Sheldon Farms            | DR Horton           | LN                      |       | DTMJ | 121                             | 3        | 6          | 13      | 1          | 0          | 82           | 1        | 1.17           | 0.50          |                |
| Laurel at Elliott Springs            | Elliott             | VN                      |       | DTMJ | 233                             | 0        | 6          | 67      | 0          | 0          | 37           | 0        | 0.92           | 0.00          |                |
| The Retreats                         | K Hovnanian         | RM                      |       | DTMJ | 62                              | 0        | 4          | 4       | 1          | 0          | 25           | 1        | 0.30           | 0.50          |                |
| Allegro                              | KB Home             | LN                      |       | ATMJ | 72                              | 0        | 3          | 4       | 0          | 1          | 69           | -1       | 0.67           | -0.50         |                |
| Highland at The Grove                | KB Home             | LN                      |       | DTST | 116                             | 0        | 2          | 8       | 0          | 0          | 0            | 0        | 0.00           | 0.00          |                |
| Rosewood at The Grove                | KB Home             | LN                      |       | DTMJ | 51                              | 3        | 5          | 13      | 2          | 0          | 12           | 2        | 1.45           | 1.00          |                |
| Westborne at The Grove               | KB Home             | LN                      |       | DTMJ | 123                             | 3        | 5          | 27      | 3          | 0          | 14           | 4        | 1.15           | 2.00          |                |
| Antinori II at Vineyard Parke        | Lennar              | SO                      |       | DTMJ | 117                             | 0        | 6          | 5       | 0          | 0          | 35           | 2        | 1.02           | 1.00          |                |
| Bordeaux II at Vineyard Parke        | Lennar              | LN                      |       | DTMJ | 148                             | 0        | 4          | 10      | 2          | 0          | 21           | 5        | 0.84           | 2.50          |                |
| Cortese at Vineyard Parke            | Lennar              | SO                      |       | DTMJ | 303                             | 8        | 6          | 30      | 7          | 1          | 39           | 8        | 1.29           | 4.00          |                |
| Cornerstone Commons                  | Meritage            | LN                      |       | DTMJ | 83                              | 2        | 4          | 10      | 2          | 0          | 72           | 2        | 0.79           | 1.00          |                |
| Cornerstone Crossings                | Meritage            | LN                      |       | DTMJ | 78                              | 0        | 2          | 3       | 1          | 0          | 76           | 2        | 0.83           | 1.00          |                |
| Laguna Ranch II                      | Richmond American   | LN                      |       | DTMJ | 100                             | 0        | 2          | 2       | 0          | 0          | 51           | 0        | 0.61           | 0.00          |                |
| Seasons at Caterina                  | Richmond American   | GT                      |       | DTMJ | 61                              | 3        | 5          | 8       | 2          | 0          | 28           | 2        | 0.46           | 1.00          |                |
| Seasons at Stonebrook                | Richmond American   | LN                      |       | DTMJ | 102                             | 2        | 5          | 4       | 2          | 0          | 97           | 3        | 0.73           | 1.50          |                |
| Seasons at the Farm                  | Richmond American   | GT                      |       | DTMJ | 87                              | 0        | 6          | 7       | 1          | 0          | 46           | 0        | 0.47           | 0.00          |                |
| Woodberry at Bradshaw Crossing II    | Richmond American   | SO                      |       | DTMJ | 120                             | 4        | 7          | 22      | 2          | 0          | 65           | 2        | 0.82           | 1.00          |                |
| Esplanade at Madeira Ranch- Classics | Taylor Morrison     | LN                      |       | AASF | 116                             | 0        | 2          | 1       | 0          | 0          | 6            | 0        | 0.65           | 0.00          |                |
| Esplanade at Madeira Ranch- Estates  | Taylor Morrison     | LN                      |       | AASF | 85                              | 0        | 6          | 0       | 0          | 0          | 2            | 0        | 0.22           | 0.00          |                |
| Esplanade at Madeira Ranch- Premiers | Taylor Morrison     | LN                      |       | AASF | 90                              | 0        | 6          | 1       | 1          | 0          | 2            | 1        | 0.22           | 0.50          |                |
| Madeira Ranch - Grange               | Taylor Morrison     | LN                      |       | DTST | 71                              | 5        | 4          | 5       | 1          | 0          | 46           | 1        | 0.75           | 0.50          |                |
| Madeira Ranch - Homestead            | Taylor Morrison     | LN                      |       | DTMJ | 121                             | 5        | 4          | 7       | 3          | 0          | 56           | 3        | 0.91           | 1.50          |                |
| Madeira Ranch - Orchard              | Taylor Morrison TSO | LN                      |       | DTMJ | 76                              | 0        | TSO        | 9       | 2          | 0          | 35           | 2        | 0.57           | 1.00          |                |
| Madeira Ranch - Prairie              | Taylor Morrison TSO | LN                      |       | DTMJ | 66                              | 0        | TSO        | 10      | 4          | 1          | 50           | 3        | 0.82           | 1.50          |                |
| Wildhawk North- Bluestone            | Taylor Morrison TSO | SO                      |       | DTMJ | 166                             | 0        | TSO        | 24      | 0          | 0          | 54           | 1        | 0.84           | 0.50          |                |
| Wildhawk North- Oakbridge            | Taylor Morrison     | SO                      |       | DTMJ | 253                             | 0        | 2          | 12      | 1          | 0          | 62           | 1        | 0.96           | 0.50          |                |
| Wildhawk North- Trailhead            | Taylor Morrison TSO | SO                      |       | DTMJ | 166                             | 0        | TSO        | 15      | 2          | 0          | 55           | 2        | 0.86           | 1.00          |                |
| Wildhawk South- Anchor               | Taylor Morrison TSO | SO                      |       | DTMJ | 263                             | 0        | TSO        | 9       | 0          | 0          | 17           | 4        | 0.56           | 2.00          |                |
| Wildhawk South- Latitude             | Taylor Morrison TSO | SO                      |       | DTMJ | 152                             | 0        | TSO        | 8       | 0          | 0          | 40           | 0        | 1.33           | 0.00          |                |
| Long Meadow                          | The New Home Co     | VN                      |       | DTMJ | 122                             | 4        | 6          | 46      | 3          | 0          | 23           | 3        | 1.13           | 1.50          |                |
| Cedar Creek                          | Tim Lewis           | GT                      |       | DTMJ | 112                             | 0        | 3          | 14      | 1          | 1          | 80           | 0        | 0.63           | 0.00          |                |
| Reflections at Poppy Lane            | Tim Lewis           | LN                      |       | DTMJ | 73                              | 0        | 1          | 13      | 0          | 0          | 72           | 0        | 0.53           | 0.00          |                |
| The Oasis                            | Tim Lewis           | LN                      |       | DTMJ | 52                              | 5        | 6          | 37      | 3          | 0          | 13           | 4        | 1.15           | 2.00          |                |
| <b>TOTALS: No. Reporting: 36</b>     |                     | <b>Avg. Sales: 1.25</b> |       |      | <b>Traffic to Sales: 10 : 1</b> |          |            |         | <b>149</b> | <b>506</b> | <b>49</b>    | <b>4</b> | <b>1595</b>    | <b>64</b>     | <b>Net: 45</b> |

City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt

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| Development Name                     | Developer         | City Code | Notes                   | Type | Projects Participating: 26      |          |            |         |            |            |              |          |                |               |                |
|--------------------------------------|-------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Central Sacramento                   |                   |           |                         |      | 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 |                |
| Magnolia Station at Cresleigh Ranch  | Cresleigh         | RO        |                         | DTMJ | 81                              | 3        | 5          | 15      | 1          | 0          | 34           | 1        | 0.83           | 0.50          |                |
| Heritage at Gum Ranch                | Elliott           | FO        |                         | DTMJ | 251                             | 4        | 6          | 9       | 2          | 0          | 162          | 3        | 0.67           | 1.50          |                |
| Placer at Rio Del Oro                | Elliott           | RO        |                         | DTMJ | 117                             | 0        | 4          | 11      | 1          | 0          | 29           | 1        | 0.39           | 0.50          |                |
| Sutter at Rio Del Oro                | Elliott           | RO        |                         | DTMJ | 136                             | 0        | 4          | 8       | 0          | 0          | 19           | 0        | 0.24           | 0.00          |                |
| Canyon at The Ranch                  | K Hovnanian       | RO        |                         | DTMJ | 114                             | 0        | 6          | 1       | 0          | 0          | 15           | 1        | 0.41           | 0.50          |                |
| Montrose at The Ranch                | K Hovnanian       | RO        |                         | DTMJ | 113                             | 2        | 6          | 4       | 2          | 0          | 60           | 2        | 0.58           | 1.00          |                |
| Paseo at The Ranch                   | K Hovnanian       | RO        |                         | DTMJ | 130                             | 0        | 6          | 2       | 0          | 0          | 39           | -1       | 0.58           | -0.50         |                |
| Sagebrush at The Ranch               | K Hovnanian       | RO        |                         | DTMJ | 116                             | 0        | 3          | 3       | 0          | 0          | 63           | 2        | 0.61           | 1.00          |                |
| Springs at The Ranch                 | K Hovnanian       | RO        |                         | DTMJ | 173                             | 0        | 2          | 0       | 0          | 0          | 71           | 0        | 0.69           | 0.00          |                |
| Caledon at Pradera Ranch             | Lennar            | RO        |                         | DTMJ | 111                             | 0        | 4          | 5       | 0          | 0          | 1            | 0        | 0.19           | 0.00          |                |
| Mdori at Pradera Ranch               | Lennar            | RO        |                         | DTMJ | 90                              | 0        | 3          | 5       | 1          | 1          | 1            | 1        | 0.78           | 0.50          |                |
| Verdant II at Pradera Ranch          | Lennar            | RO        |                         | DTMJ | 192                             | 3        | 5          | 5       | 1          | 0          | 8            | 2        | 0.44           | 1.00          |                |
| Viridian                             | Lennar            | RO        |                         | DTST | 185                             | 0        | 2          | 0       | 0          | 0          | 183          | 0        | 0.77           | 0.00          |                |
| Viridian II at Pradera Ranch         | Lennar            | RO        |                         | DTMJ | 92                              | 0        | 5          | 5       | 0          | 0          | 3            | 0        | 0.20           | 0.00          |                |
| Echelon at Premier Montelena         | Premier Homes     | RO        |                         | DTMJ | 18                              | 0        | 2          | 24      | 0          | 0          | 16           | 0        | 0.20           | 0.00          |                |
| Ban (Village 8) at Premier Montelena | Premier Homes     | RO        |                         | DTMJ | 24                              | 0        | 2          | 24      | 0          | 0          | 22           | 0        | 0.25           | 0.00          |                |
| Elevate at Premier Montelena         | Premier Homes     | RO        |                         | DTMJ | 36                              | 3        | 3          | 24      | 2          | 0          | 33           | 4        | 0.37           | 2.00          |                |
| Ascent at Montelena                  | Pulte             | RO        |                         | DTMJ | 127                             | 0        | 5          | 12      | 0          | 0          | 28           | 0        | 0.42           | 0.00          |                |
| Solis at Montelena                   | Pulte             | RO        |                         | DTMJ | 55                              | 2        | 5          | 10      | 2          | 0          | 16           | 2        | 0.22           | 1.00          |                |
| Vista at Montelena                   | Pulte             | RO        |                         | DTMJ | 38                              | 0        | 3          | 10      | 0          | 0          | 33           | 0        | 0.44           | 0.00          |                |
| Seasons at Montelena                 | Richmond American | RO        |                         | DTMJ | 125                             | 0        | 8          | 19      | 0          | 0          | 59           | -1       | 0.61           | -0.50         |                |
| Acacia II at Cypress                 | Woodside          | RO        |                         | DTMJ | 90                              | 0        | 3          | 5       | 1          | 0          | 13           | 1        | 0.51           | 0.50          |                |
| Magnolia at Cypress                  | Woodside          | RO        |                         | DTMJ | 178                             | 0        | 1          | 0       | 0          | 0          | 167          | 0        | 0.73           | 0.00          |                |
| Palo Verde at Cypress                | Woodside          | RO        |                         | DTMJ | 92                              | 3        | 5          | 9       | 2          | 1          | 21           | 1        | 0.80           | 0.50          |                |
| Sycamore at Cypress                  | Woodside          | RO        |                         | DTMJ | 96                              | 0        | 3          | 5       | 1          | 0          | 11           | 1        | 0.45           | 0.50          |                |
| Valley Oak at Cypress                | Woodside          | RO        |                         | DTMJ | 88                              | 0        | 3          | 10      | 0          | 0          | 8            | 1        | 0.32           | 0.50          |                |
| <b>TOTALS: No. Reporting: 26</b>     |                   |           | <b>Avg. Sales: 0.54</b> |      | <b>Traffic to Sales: 14 : 1</b> |          |            |         | <b>104</b> | <b>225</b> | <b>16</b>    | <b>2</b> | <b>1115</b>    | <b>21</b>     | <b>Net: 14</b> |

City Codes: RO = Rancho Cordova, FO = Fair Oaks

| North Sacramento                 |         |    |                         |      | 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 |               |
| Artisan - The Cove               | Beazer  | SO |                         | DTST | 145                            | 2        | 1          | 3       | 1          | 0         | 144          | 1        | 0.65           | 0.50          |               |
| Villas at The Preserve           | KB Home | AO |                         | DTMJ | 203                            | 0        | 6          | 3       | 0          | 1         | 5            | 0        | 0.41           | 0.00          |               |
| Lapis at Barrett Ranch           | Lennar  | AO |                         | DTMJ | 151                            | 0        | 1          | 0       | 0          | 0         | 150          | 0        | 0.87           | 0.00          |               |
| Northlake - Bleau                | Lennar  | SO |                         | DTMJ | 348                            | 0        | 5          | 5       | 0          | 0         | 147          | 3        | 0.94           | 1.50          |               |
| Northlake - Crestvue II          | Lennar  | SO |                         | DTMJ | 138                            | 0        | 3          | 5       | 0          | 0         | 0            | 0        | 0.00           | 0.00          |               |
| Northlake - Drifton              | Lennar  | SO |                         | DTMJ | 236                            | 0        | 2          | 5       | 0          | 0         | 118          | 0        | 0.80           | 0.00          |               |
| Northlake - Lakelet              | Lennar  | SO |                         | DTMJ | 307                            | 5        | 4          | 20      | 4          | 0         | 132          | 4        | 0.85           | 2.00          |               |
| Northlake - Shor                 | Lennar  | SO |                         | DTMJ | 337                            | 3        | 4          | 10      | 2          | 0         | 137          | 3        | 0.88           | 1.50          |               |
| Northlake - Watersyde            | Lennar  | SO |                         | DTMJ | 276                            | 0        | 5          | 5       | 0          | 0         | 123          | 0        | 0.79           | 0.00          |               |
| Northlake - Wavmor               | Lennar  | SO |                         | DTMJ | 320                            | 3        | 5          | 10      | 2          | 0         | 127          | 4        | 0.81           | 2.00          |               |
| <b>TOTALS: No. Reporting: 10</b> |         |    | <b>Avg. Sales: 0.80</b> |      | <b>Traffic to Sales: 7 : 1</b> |          |            |         | <b>36</b>  | <b>66</b> | <b>9</b>     | <b>1</b> | <b>1083</b>    | <b>15</b>     | <b>Net: 8</b> |

City Codes: SO = Sacramento, AO = Antelope

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| Development Name                  | Developer         | City Code | Notes | Type | Projects Participating: 14      |          |            |         |            |            |              |          |                |               |
|-----------------------------------|-------------------|-----------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| Folsom Area                       |                   |           |       |      | 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 |
| Oakwood at Folsom Ranch           | Beazer            | FM        |       | DTMJ | 53                              | 0        | 5          | 4       | 0          | 0          | 18           | 0        | 0.74           | 0.00          |
| Brass Pointe at Russell Ranch     | Lennar            | FM        |       | DTMJ | 143                             | 0        | 4          | 5       | 1          | 1          | 71           | 0        | 0.80           | 0.00          |
| Platinum Peak at Russell Ranch    | Lennar            | FM        |       | DTMJ | 100                             | 0        | 4          | 5       | 0          | 0          | 63           | 1        | 0.73           | 0.50          |
| Rockcress at Folsom Ranch         | Lennar            | FM        |       | DTMJ | 118                             | 0        | 2          | 0       | 0          | 0          | 116          | 0        | 0.76           | 0.00          |
| Rockcress II at Folsom Ranch      | Lennar            | FM        |       | DTMJ | 115                             | 0        | 4          | 5       | 0          | 0          | 1            | 0        | 0.23           | 0.00          |
| Silver Knoll at Russell Ranch     | Lennar            | FM        |       | DTMJ | 96                              | 3        | 6          | 10      | 2          | 0          | 47           | 3        | 1.33           | 1.50          |
| Sterling Hills at Russell Ranch   | Lennar            | FM        |       | DTMJ | 112                             | 4        | 6          | 15      | 3          | 0          | 46           | 5        | 1.24           | 2.50          |
| Stone Bluff at White Rock Springs | Richmond American | FM        |       | DTMJ | 81                              | 3        | 4          | 5       | 1          | 0          | 77           | 2        | 0.54           | 1.00          |
| Folsom Ranch - Encore             | Taylor Morrison   | FM        |       | DTMJ | 106                             | 5        | 4          | 9       | 2          | 0          | 41           | 4        | 0.70           | 2.00          |
| Folsom Ranch - Legends            | Taylor Morrison   | FM        |       | DTMJ | 110                             | 0        | 3          | 8       | 0          | 0          | 32           | 0        | 0.55           | 0.00          |
| Canterly at Folsom Ranch          | TRI Pointe        | FM        |       | DTMJ | 100                             | 3        | 5          | 42      | 2          | 0          | 61           | 2        | 1.29           | 1.00          |
| Eastwood at Folsom Ranch          | TRI Pointe        | FM        |       | DTMJ | 72                              | 6        | 5          | 50      | 4          | 0          | 47           | 4        | 0.57           | 2.00          |
| Lariat at Folsom Ranch            | TRI Pointe        | FM        |       | DTMJ | 76                              | 3        | 5          | 42      | 1          | 0          | 51           | 2        | 1.08           | 1.00          |
| Lonestar at Folsom Ranch          | TRI Pointe        | FM        |       | DTMJ | 90                              | 2        | 5          | 50      | 2          | 0          | 51           | 2        | 0.62           | 1.00          |
| <b>TOTALS: No. Reporting: 14</b>  |                   |           |       |      | <b>Traffic to Sales: 14 : 1</b> |          |            |         | <b>62</b>  | <b>250</b> | <b>18</b>    | <b>1</b> | <b>722</b>     | <b>25</b>     |
| City Codes: FM = Folsom           |                   |           |       |      |                                 |          |            |         |            |            |              |          |                |               |

| El Dorado County                              |                 |    |  |      | Projects Participating: 9       |          |            |         |            |           |              |          |                |               |
|---|-----------------|----|--|------|---------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|   |                 |    |  |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Revere  | Blue Mountain   | RE |  | DTMJ | 51                              | 0        | 3          | 11      | 0          | 0         | 44           | 1        | 0.31           | 0.50          |
| Alder at Saratoga Estates                     | Elliott         | BH |  | DTMJ | 129                             | 0        | 4          | 14      | 0          | 0         | 108          | 0        | 0.59           | 0.00          |
| Manzanita at Saratoga                         | Elliott         | BH |  | DTMJ | 131                             | 0        | 5          | 18      | 1          | 0         | 71           | 1        | 0.40           | 0.50          |
| Ponderosa at Saratoga                         | Elliott         | BH |  | DTMJ | 56                              | 0        | 4          | 11      | 1          | 0         | 15           | 1        | 0.16           | 0.50          |
| Emerald Peak at Bass Lake                     | Lennar          | BH |  | DTMJ | 113                             | 0        | 7          | 5       | 0          | 0         | 105          | 1        | 0.64           | 0.50          |
| Heritage El Dorado Hills-Mbsaic               | Lennar          | BH |  | DTMJ | 373                             | 0        | 8          | 5       | 0          | 0         | 296          | 0        | 1.06           | 0.00          |
| Trento at The Promontory                      | Lennar          | BH |  | DTMJ | 32                              | 0        | 5          | 5       | 1          | 0         | 17           | 1        | 0.43           | 0.50          |
| Ridgeview                                     | The New Home Co | BH |  | DTMJ | 44                              | 0        | 4          | 21      | 1          | 0         | 12           | 1        | 0.43           | 0.50          |
| Edgelake at Serrano                           | TRI Pointe      | BH |  | DTMJ | 65                              | 0        | 3          | 7       | 0          | 0         | 53           | 2        | 0.46           | 1.00          |
| <b>TOTALS: No. Reporting: 9</b>               |                 |    |  |      | <b>Traffic to Sales: 24 : 1</b> |          |            |         | <b>43</b>  | <b>97</b> | <b>4</b>     | <b>0</b> | <b>721</b>     | <b>8</b>      |
| City Codes: RE = Rescue, BH = El Dorado Hills |                 |    |  |      |                                 |          |            |         |            |           |              |          |                |               |

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| Development Name                     | Developer         | City Code | Notes | Type | Projects Participating: 65 |          |             |         |            |           |              |          |                |               |
|--------------------------------------|-------------------|-----------|-------|------|----------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| 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 |
| Kindred at Sierra Vista              | Anthem United     | R/V       |       | DTMJ | 159                        | 0        | 20          | 20      | 1          | 0         | 3            | 1        | 0.25           | 0.50          |
| Whitehawk                            | Anthem United     | GB        |       | DTMJ | 55                         | 0        | 6           | 38      | 0          | 0         | 19           | 0        | 0.40           | 0.00          |
| Verrado II at Solaire                | Beazer            | R/V       |       | DTMJ | 63                         | 0        | 11          | 7       | 0          | 0         | 11           | 1        | 0.45           | 0.50          |
| Harvest                              | Black Pine        | LM        |       | DTMJ | 22                         | 0        | 3           | 5       | 0          | 0         | 17           | 0        | 0.48           | 0.00          |
| The Glen in Granite Bay              | Blue Mountain     | GB        |       | DTMJ | 33                         | 0        | 6           | 15      | 0          | 0         | 1            | 0        | 0.03           | 0.00          |
| Oresleigh Havenwood                  | Oresleigh         | LL        |       | DTMJ | 83                         | 2        | 4           | 9       | 1          | 0         | 41           | 1        | 0.33           | 0.50          |
| Balboa II                            | DR Horton         | R/V       |       | DTST | 172                        | 5        | 8           | 11      | 3          | 0         | 115          | 4        | 1.53           | 2.00          |
| Dragonfly at Winding Creek           | DR Horton         | R/V       |       | DTST | 77                         | 0        | 5           | 22      | 0          | 0         | 8            | 1        | 0.78           | 0.50          |
| Melrose at Mason Trails              | DR Horton         | R/V       |       | DTMJ | 93                         | 0        | 2           | 8       | 1          | 0         | 91           | 1        | 1.12           | 0.50          |
| Turkey Creek Estates                 | Elliott           | LL        |       | DTMJ | 228                        | 3        | 6           | 22      | 1          | 0         | 68           | 1        | 0.51           | 0.50          |
| Edgefield Place                      | JMC               | RK        |       | DTMJ | 83                         | 0        | 6           | 24      | 1          | 1         | 50           | 4        | 0.52           | 2.00          |
| Excelsior Village at Sierra Vista    | JMC               | R/V       |       | DTMJ | 80                         | 3        | 6           | 32      | 2          | 0         | 33           | 3        | 0.37           | 1.50          |
| Fairbrook at Fiddymont Farms         | JMC               | R/V       |       | DTMJ | 115                        | 4        | 6           | 59      | 3          | 0         | 97           | 3        | 0.68           | 1.50          |
| Inspiration Village at Sierra Vista  | JMC               | R/V       |       | DTMJ | 103                        | 3        | 6           | 49      | 2          | 0         | 5            | 3        | 0.60           | 1.50          |
| Meadow brook at Fiddymont Farms      | JMC               | R/V       |       | DTMJ | 80                         | 0        | 3           | 0       | 0          | 0         | 72           | 1        | 0.50           | 0.50          |
| Northbrook at Fiddymont Farm         | JMC               | R/V       |       | DTST | 87                         | 3        | 6           | 51      | 0          | 0         | 37           | 0        | 0.99           | 0.00          |
| Palisade Village                     | JMC               | R/V       |       | DTST | 307                        | 0        | 3           | 13      | 0          | 0         | 300          | 0        | 1.34           | 0.00          |
| Prominence at Whitney Ranch          | JMC               | RK        |       | DTMJ | 92                         | 0        | 2           | 6       | 1          | 1         | 90           | 1        | 0.52           | 0.50          |
| Sagebrook at Fiddymont Farms         | JMC               | R/V       |       | DTMJ | 214                        | 0        | 5           | 39      | 0          | 0         | 86           | 0        | 0.60           | 0.00          |
| Sentinel                             | JMC               | R/V       |       | DTST | 256                        | 3        | 6           | 30      | 1          | 0         | 163          | 1        | 0.81           | 0.50          |
| Tribute Pointe                       | JMC               | RK        |       | DTMJ | 99                         | 0        | 4           | 35      | 0          | 0         | 23           | 0        | 0.24           | 0.00          |
| Wrenwood at Whitney Ranch            | JMC               | RK        |       | DTMJ | 158                        | 5        | 5           | 49      | 4          | 0         | 71           | 7        | 0.76           | 3.50          |
| Firefly at Winding Creek             | K Hovnanian       | R/V       |       | DTMJ | 86                         | 3        | 6           | 2       | 1          | 0         | 80           | 1        | 0.54           | 0.50          |
| Firefly at Winding Creek II          | K Hovnanian       | R/V       |       | DTMJ | 36                         | 2        | 2           | 7       | 3          | 0         | 34           | 4        | 1.21           | 2.00          |
| Aurora Heights at Twelve Bridges     | KB Home           | LL        |       | DTMJ | 224                        | 4        | 5           | 33      | 2          | 0         | 9            | 3        | 0.80           | 1.50          |
| Copper Ridge                         | KB Home           | LL        |       | DTMJ | 281                        | 4        | 7           | 34      | 3          | 0         | 104          | 4        | 0.94           | 2.00          |
| Cortland at Mason Trails             | KB Home           | R/V       |       | DTMJ | 110                        | 0        | 2           | 0       | 0          | 0         | 108          | 0        | 1.07           | 0.00          |
| Morgan Knolls                        | KB Home           | R/V       |       | DTMJ | 58                         | 4        | 6           | 22      | 2          | 0         | 28           | 3        | 0.75           | 1.50          |
| Andorra at Sierra West               | Lennar            | R/V       |       | DTMJ | 193                        | 3        | 5           | 10      | 2          | 0         | 186          | 3        | 1.09           | 1.50          |
| Breckenridge at Sierra West          | Lennar            | R/V       |       | DTMJ | 281                        | 0        | 4           | 10      | 2          | 1         | 127          | 3        | 1.07           | 1.50          |
| Emilia at Heritage Placer Vineyards  | Lennar            | R/V       |       | DTMJ | 404                        | 0        | 4           | 5       | 0          | 0         | 119          | 2        | 0.94           | 1.00          |
| Lazio at Heritage Placer Vineyards   | Lennar            | R/V       |       | AASF | 457                        | 0        | 5           | 5       | 0          | 0         | 116          | 2        | 0.90           | 1.00          |
| Lumiere at Sierra West               | Lennar            | R/V       |       | DTMJ | 205                        | 4        | 5           | 15      | 3          | 0         | 177          | 4        | 1.03           | 2.00          |
| Meander at Winding Creek             | Lennar            | R/V       |       | DTMJ | 74                         | 0        | 3           | 5       | 0          | 0         | 1            | 0        | 0.41           | 0.00          |
| Meribel at Sierra West               | Lennar            | R/V       |       | DTMJ | 167                        | 0        | 4           | 5       | 0          | 0         | 163          | 0        | 0.93           | 0.00          |
| Moblise at Heritage Placer Vineyards | Lennar            | R/V       |       | DTST | 256                        | 0        | 4           | 5       | 0          | 0         | 112          | 1        | 0.89           | 0.50          |
| The Woods at Fullerton Ranch         | Lennar            | LL        |       | DTMJ | 81                         | 6        | 5           | 20      | 5          | 0         | 56           | 8        | 0.90           | 4.00          |
| Windham at Sierra West               | Lennar            | R/V       |       | DTMJ | 173                        | 3        | 4           | 10      | 2          | 0         | 123          | 2        | 1.13           | 1.00          |
| Encore at Meadowlands                | Meritage          | LL        |       | DTMJ | 83                         | 0        | 2           | 10      | 1          | 0         | 78           | 1        | 0.80           | 0.50          |
| Roam at Winding Creek                | Meritage          | R/V       |       | DTMJ | 95                         | 2        | 3           | 3       | 1          | 0         | 91           | 2        | 0.80           | 1.00          |
| Traverse at Winding Creek            | Meritage          | R/V       |       | DTMJ | 82                         | 0        | 6           | 37      | 1          | 0         | 12           | 0        | 0.74           | 0.00          |
| Premier Soleil                       | Premier Homes     | GB        |       | DTMJ | 52                         | 0        | 3           | 22      | 0          | 0         | 33           | 0        | 0.43           | 0.00          |
| Camellia at Solaire                  | Pulte             | R/V       | New   | DTMJ | 67                         | 3        | 2           | 89      | 1          | 0         | 1            | 1        | 3.50           | 3.50          |
| Revere at Independence               | Richmond American | LL        |       | DTMJ | 122                        | 0        | 8           | 1       | 0          | 0         | 114          | 0        | 0.73           | 0.00          |
| Seasons at Mason Trails              | Richmond American | R/V       |       | DTMJ | 77                         | 4        | 7           | 4       | 2          | 0         | 44           | 3        | 0.55           | 1.50          |

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| Development Name                    | Developer         | City Code | Notes | Type | Projects Participating: 65 |          |            |         |            |           |              |          |                |                |
|-------------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|----------------|
| 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  |
| Seasons at Sierra Vista             | Richmond American | RV        |       | DTMJ | 143                        | 0        | 3          | 30      | 1          | 0         | 32           | 1        | 0.33           | 0.50           |
| Windsong at Winding Creek           | Richmond American | RV        |       | DTMJ | 71                         | 0        | 4          | 15      | 0          | 1         | 63           | -1       | 0.55           | -0.50          |
| Esplanade at Turkey Creek- Classics | Taylor Morrison   | LL        |       | AASF | 243                        | 0        | 2          | 6       | 1          | 0         | 103          | 1        | 0.73           | 0.50           |
| Esplanade at Turkey Creek- Cottages | Taylor Morrison   | LL        |       | AASF | 180                        | 0        | 7          | 6       | 1          | 0         | 34           | 1        | 0.33           | 0.50           |
| Esplanade at Turkey Creek- Estates  | Taylor Morrison   | LL        |       | AASF | 180                        | 0        | 3          | 5       | 2          | 0         | 96           | 2        | 0.68           | 1.00           |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison   | LL        |       | AASF | 260                        | 0        | 4          | 6       | 0          | 0         | 101          | 0        | 0.71           | 0.00           |
| Fiddym Farm- Magnolia               | Taylor Morrison   | RV        |       | DTMJ | 99                         | 5        | 2          | 19      | 5          | 0         | 88           | 6        | 1.02           | 3.00           |
| Rocklin Meadows                     | The New Home Co   | RK        |       | DTMJ | 27                         | 2        | 3          | 17      | 0          | 0         | 21           | 0        | 0.24           | 0.00           |
| Valley Oak- Parks                   | The New Home Co   | RV        |       | DTMJ | 59                         | 0        | 4          | 12      | 0          | 0         | 8            | 0        | 0.36           | 0.00           |
| Valley Oak- Trails                  | The New Home Co   | RV        |       | DTMJ | 62                         | 3        | 4          | 12      | 1          | 0         | 13           | 1        | 0.56           | 0.50           |
| Magnolia at Granite Bay             | Tim Lewis         | GB        |       | DTMJ | 89                         | 0        | 3          | 34      | 0          | 0         | 21           | 0        | 0.40           | 0.00           |
| Morgan Place                        | Tim Lewis         | RV        | New   | DTMJ | 79                         | 2        | 2          | 3       | 0          | 0         | 0            | 0        | 0.00           | 0.00           |
| Summit at Whitney Ranch             | Tim Lewis         | RK        |       | DTMJ | 82                         | 0        | 3          | 4       | 0          | 0         | 79           | 0        | 0.35           | 0.00           |
| The Lake at Crown Point II          | Tim Lewis         | RK        |       | DTMJ | 17                         | 0        | 3          | 16      | 1          | 0         | 4            | 1        | 0.17           | 0.50           |
| The Woods at Crowne Pointe          | Tim Lewis         | RK        | New   | DTMJ | 55                         | 2        | 2          | 12      | 0          | 0         | 0            | 0        | 0.00           | 0.00           |
| Barrington at Independence          | TRI Pointe        | LL        |       | DTMJ | 94                         | 0        | 2          | 6       | 0          | 0         | 8            | 0        | 0.10           | 0.00           |
| Lansdale at Independence            | TRI Pointe        | LL        |       | DTMJ | 90                         | 0        | 4          | 6       | 0          | 0         | 13           | 0        | 0.16           | 0.00           |
| Radiance at Solaire                 | TRI Pointe        | RV        |       | DTMJ | 106                        | 0        | 3          | 2       | 0          | 0         | 103          | 0        | 0.70           | 0.00           |
| Cabernet at Brady Vineyards         | Woodside          | RV        |       | DTMJ | 38                         | 0        | 3          | 13      | 0          | 0         | 24           | 0        | 0.32           | 0.00           |
| Moscato at Brady Vineyards          | Woodside          | RV        |       | DTMJ | 80                         | 3        | 4          | 8       | 1          | 0         | 30           | 1        | 0.40           | 0.50           |
| <b>TOTALS: No. Reporting: 65</b>    |                   |           |       |      |                            |          |            |         |            |           |              |          |                | <b>Net: 61</b> |

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

| Nevada 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 |
| Timberwood Estates II           | Hilbers | GV |  | DTST | 5                         | 0        | 5          | 0       | 0          | 0         | 0            | 0        | 0.00           | 0.00          |
| <b>TOTALS: No. Reporting: 1</b> |         |    |  |      |                           |          |            |         |            |           |              |          |                | <b>Net: 0</b> |

City Codes: GV = Grass Valley

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| Development Name  | Developer         | City Code | Notes | Type | Projects Participating: 10     |          |            |         |            |            |              |          |                |               |
|---|-------------------|-----------|-------|------|--------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| Yolo 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 |
| Parkside at The Rivers  | Century           | WS        |       | DTMJ | 82                             | 0        | 4          | 10      | 1          | 0          | 45           | 2        | 0.71           | 1.00          |
| Trailside at the Rivers                                       | Century           | WS        |       | DTMJ | 120                            | 0        | 4          | 9       | 0          | 0          | 14           | 0        | 0.27           | 0.00          |
| Cannon Pointe at Pioneer Village                              | Lennar            | WL        |       | DTMJ | 107                            | 0        | 6          | 5       | 0          | 0          | 49           | -1       | 0.97           | -0.50         |
| Casera Meadows at Pioneer Village                             | Lennar            | WL        |       | DTMJ | 124                            | 5        | 7          | 15      | 3          | 0          | 32           | 5        | 0.62           | 2.50          |
| Crestada  | Lennar            | WL        |       | DTMJ | 105                            | 6        | 5          | 25      | 6          | 0          | 72           | 6        | 0.97           | 3.00          |
| Iris  | Lennar            | WL        |       | DTMJ | 97                             | 3        | 5          | 5       | 1          | 0          | 78           | 1        | 0.91           | 0.50          |
| Lavender  | Lennar            | WL        |       | DTMJ | 78                             | 0        | 4          | 5       | 1          | 1          | 74           | 0        | 0.92           | 0.00          |
| The Hideaway  | Meritage          | WN        |       | DTMJ | 148                            | 0        | 5          | 16      | 0          | 0          | 72           | 0        | 0.86           | 0.00          |
| Harvest at Spring Lake  | Richmond American | WL        |       | DTMJ | 84                             | 0        | 3          | 1       | 0          | 0          | 81           | 0        | 0.56           | 0.00          |
| Revival   | TimLewis          | WL        |       | DTST | 72                             | 3        | 3          | 10      | 1          | 0          | 25           | 3        | 0.28           | 1.50          |
| <b>TOTALS: No. Reporting: 10</b>                              |                   |           |       |      | <b>Traffic to Sales: 8 : 1</b> |          |            |         | <b>46</b>  | <b>101</b> | <b>13</b>    | <b>1</b> | <b>542</b>     | <b>16</b>     |
| 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              | TimLewis | PLY |  | DTMJ | 40                          | 0        | 4          | 2       | 0          | 0         | 21           | 0        | 0.17           | 0.00          |
| <b>TOTALS: No. Reporting: 1</b> |          |     |  |      | <b>Traffic to Sales: NA</b> |          |            |         | <b>4</b>   | <b>2</b>  | <b>0</b>     | <b>0</b> | <b>21</b>      | <b>0</b>      |
| City Codes: PLY = 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 | Avg. Sls /Week | Avg. Sls /YTD |
| Amber Lynn Estates              | DR Horton | CO |  | DTST | 108                            | 3        | 6          | 6       | 2          | 0         | 38           | 2        | 0.55           | 1.00          |
| Sparrow                         | DR Horton | CO |  | DTMJ | 86                             | 3        | 7          | 3       | 3          | 1         | 36           | 2        | 0.43           | 1.00          |
| <b>TOTALS: No. Reporting: 2</b> |           |    |  |      | <b>Traffic to Sales: 2 : 1</b> |          |            |         | <b>13</b>  | <b>9</b>  | <b>5</b>     | <b>1</b> | <b>74</b>      | <b>4</b>      |
| City Codes: CO = Chico          |           |    |  |      |                                |          |            |         |            |           |              |          |                |               |

| 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                             | 3        | 7          | 10      | 1          | 0         | 31           | 4        | 0.55           | 2.00          |
| Magnolia at Shastina Ranch      | DR Horton | RD |  | DTMJ | 66                             | 3        | 5          | 11      | 1          | 0         | 27           | 2        | 0.48           | 1.00          |
| Monroe                          | DR Horton | RD |  | DTST | 20                             | 3        | 4          | 6       | 2          | 0         | 8            | 3        | 0.29           | 1.50          |
| Rio                             | DR Horton | RD |  | DTST | 50                             | 0        | 4          | 1       | 0          | 0         | 40           | 0        | 0.48           | 0.00          |
| <b>TOTALS: No. Reporting: 4</b> |           |    |  |      | <b>Traffic to Sales: 7 : 1</b> |          |            |         | <b>20</b>  | <b>28</b> | <b>4</b>     | <b>0</b> | <b>106</b>     | <b>9</b>      |
| City Codes: RD = Redding        |           |    |  |      |                                |          |            |         |            |           |              |          |                |               |

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| Development Name   | Developer         | City Code | Notes                   | Type | Projects Participating: 8       |          |            |         |            |            |              |          |                |               |
|--|-------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| Yuba 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 |
| Cresleigh Bluffs at Plumas Ranch                               | Cresleigh         | PLK       |                         | DTMJ | 78                              | 2        | 5          | 25      | 2          | 0          | 5            | 2        | 0.41           | 1.00          |
| Cresleigh Grove at Plumas Ranch                                | Cresleigh         | PLK       |                         | DTMJ | 72                              | 3        | 5          | 34      | 2          | 0          | 25           | 4        | 0.61           | 2.00          |
| Cresleigh Meadows at Plumas Ranch                              | Cresleigh         | PLK       |                         | DTMJ | 111                             | 0        | 5          | 12      | 0          | 0          | 102          | 0        | 0.50           | 0.00          |
| Aspire at Caliterra Ranch                                      | K Hovnanian       | WH        |                         | DTMJ | 145                             | 5        | 5          | 11      | 3          | 0          | 59           | 4        | 0.63           | 2.00          |
| Butte Vista at Cobblestone                                     | KB Home           | PLK       |                         | DTMJ | 147                             | 0        | 3          | 13      | 1          | 0          | 86           | 3        | 0.90           | 1.50          |
| Cascade Valley at Cobblestone                                  | KB Home           | PLK       |                         | DTMJ | 69                              | 0        | 3          | 15      | 1          | 0          | 66           | 1        | 1.06           | 0.50          |
| Windsor Crossing at River Oaks                                 | Lennar            | PLK       |                         | DTST | 168                             | 0        | 2          | 5       | 1          | 0          | 166          | 1        | 0.96           | 0.50          |
| Seasons at Thoroughbred Acres                                  | Richmond American | OL        |                         | DTMJ | 146                             | 3        | 5          | 5       | 1          | 1          | 139          | 0        | 0.78           | 0.00          |
| <b>TOTALS: No. Reporting: 8</b>                                |                   |           | <b>Avg. Sales: 1.25</b> |      | <b>Traffic to Sales: 11 : 1</b> |          |            |         | <b>33</b>  | <b>120</b> | <b>11</b>    | <b>1</b> | <b>648</b>     | <b>15</b>     |
| City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst |                   |           |                         |      |                                 |          |            |         |            |            |              |          |                |               |

| Sacramento  |  |                         | Projects Participating: 186     |            |             |            |              |              |            |                 |
|---|--|-------------------------|---------------------------------|------------|-------------|------------|--------------|--------------|------------|-----------------|
|   |  |                         | Rel'd Rm'g                      | Traffic    | Wk's Sales  | Wk's Cans  | Sold to Date | Sold YTD     | Net Sales  |                 |
| <b>GRAND TOTALS: No. Reporting: 186</b>   |  | <b>Avg. Sales: 0.96</b> | <b>Traffic to Sales: 13 : 1</b> | <b>811</b> | <b>2534</b> | <b>194</b> | <b>15</b>    | <b>10785</b> | <b>270</b> | <b>Net: 179</b> |
| 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  |  |                         |                                 |            |             |            |              |              |            |                 |

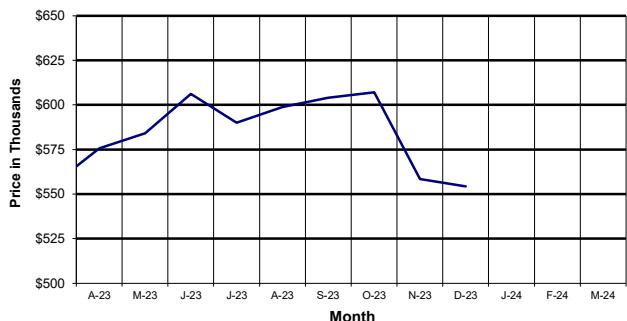
# The Ryness Company

Marketing Research Department

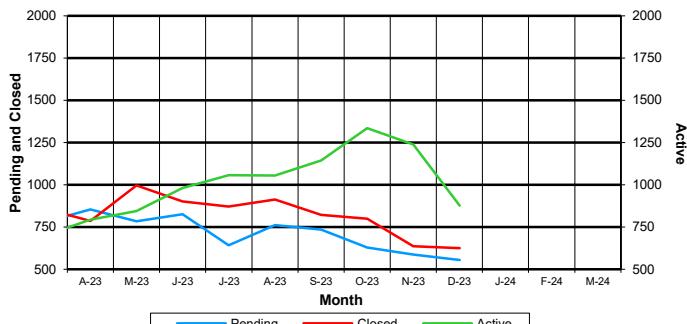
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 1,145  | 41  | 735   | 24  | 822   | 604,024    |
| Oct-23 | 1,335  | 43  | 630   | 27  | 799   | 607,113    |
| Nov-23 | 1,238  | 49  | 588   | 31  | 637   | 558,389    |
| Dec-23 | 878    | 63  | 556   | 41  | 626   | 554,264    |

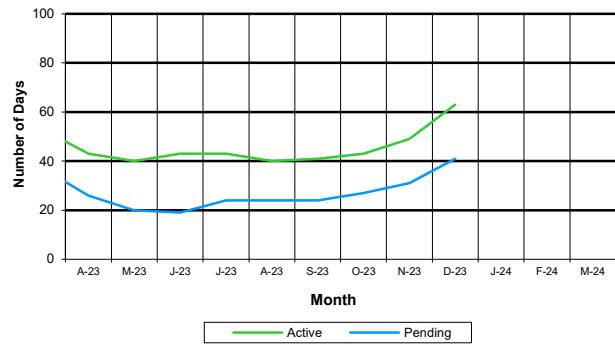
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



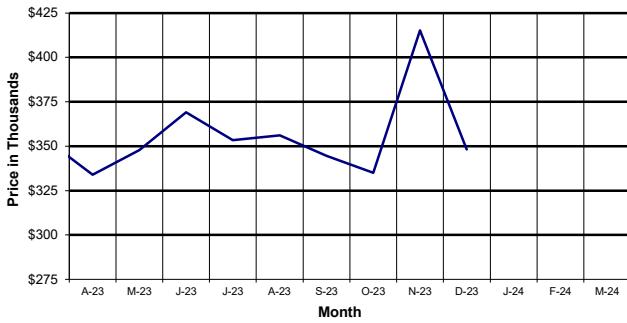
### AVERAGE DAYS-ON-MARKET



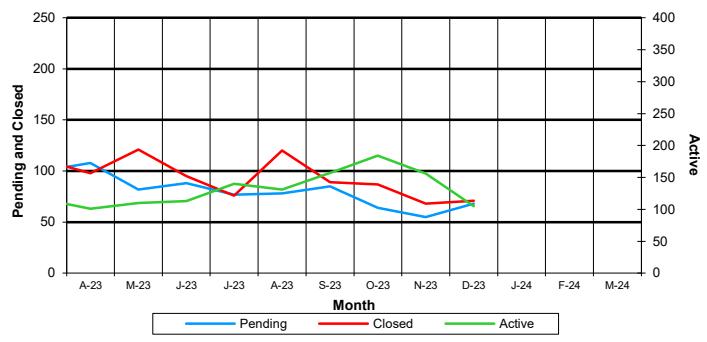
## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 157    | 37  | 85    | 29  | 89    | 344,570    |
| Oct-23 | 184    | 43  | 64    | 29  | 87    | 334,969    |
| Nov-23 | 156    | 53  | 55    | 37  | 68    | 415,252    |
| Dec-23 | 105    | 58  | 68    | 45  | 71    | 348,088    |

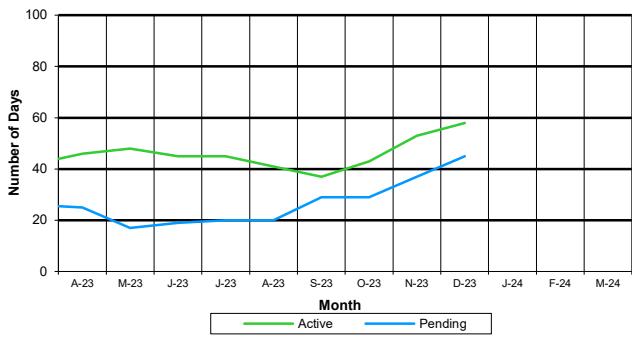
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





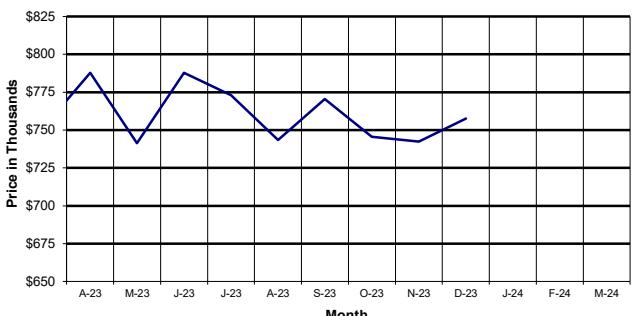
# The Ryness Company

Marketing Research Department

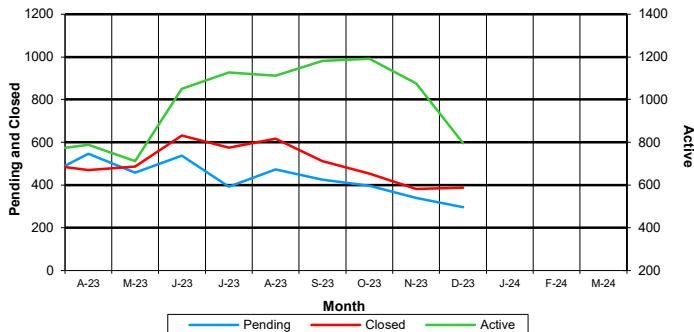
## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Sep-23 | 1,180  | 60  | 425   | 36  | 511   | 770,446    |
| Oct-23 | 1,192  | 66  | 397   | 34  | 454   | 745,567    |
| Nov-23 | 1,076  | 73  | 340   | 45  | 381   | 742,379    |
| Dec-23 | 795    | 85  | 296   | 55  | 388   | 757,560    |

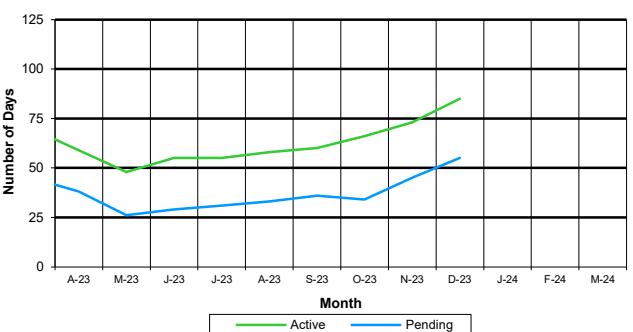
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



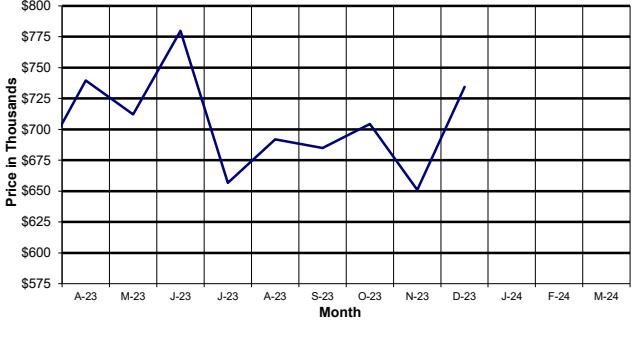
AVERAGE DAYS-ON-MARKET



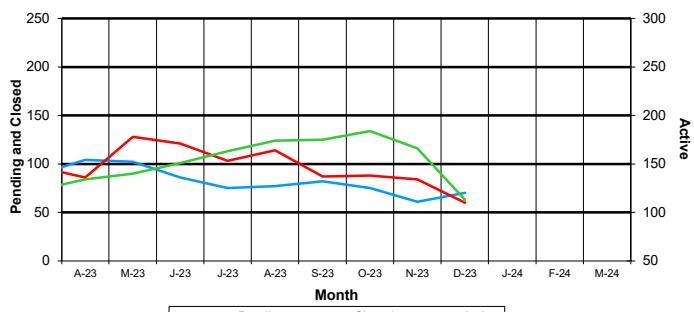
## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Aug-23 | 174    | 68  | 77    | 30  | 114   | 691,857    |
| Sep-23 | 175    | 69  | 82    | 31  | 87    | 684,882    |
| Oct-23 | 184    | 71  | 75    | 31  | 88    | 704,488    |
| Nov-23 | 166    | 82  | 61    | 50  | 84    | 650,882    |
| Dec-23 | 113    | 85  | 70    | 57  | 60    | 734,409    |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

