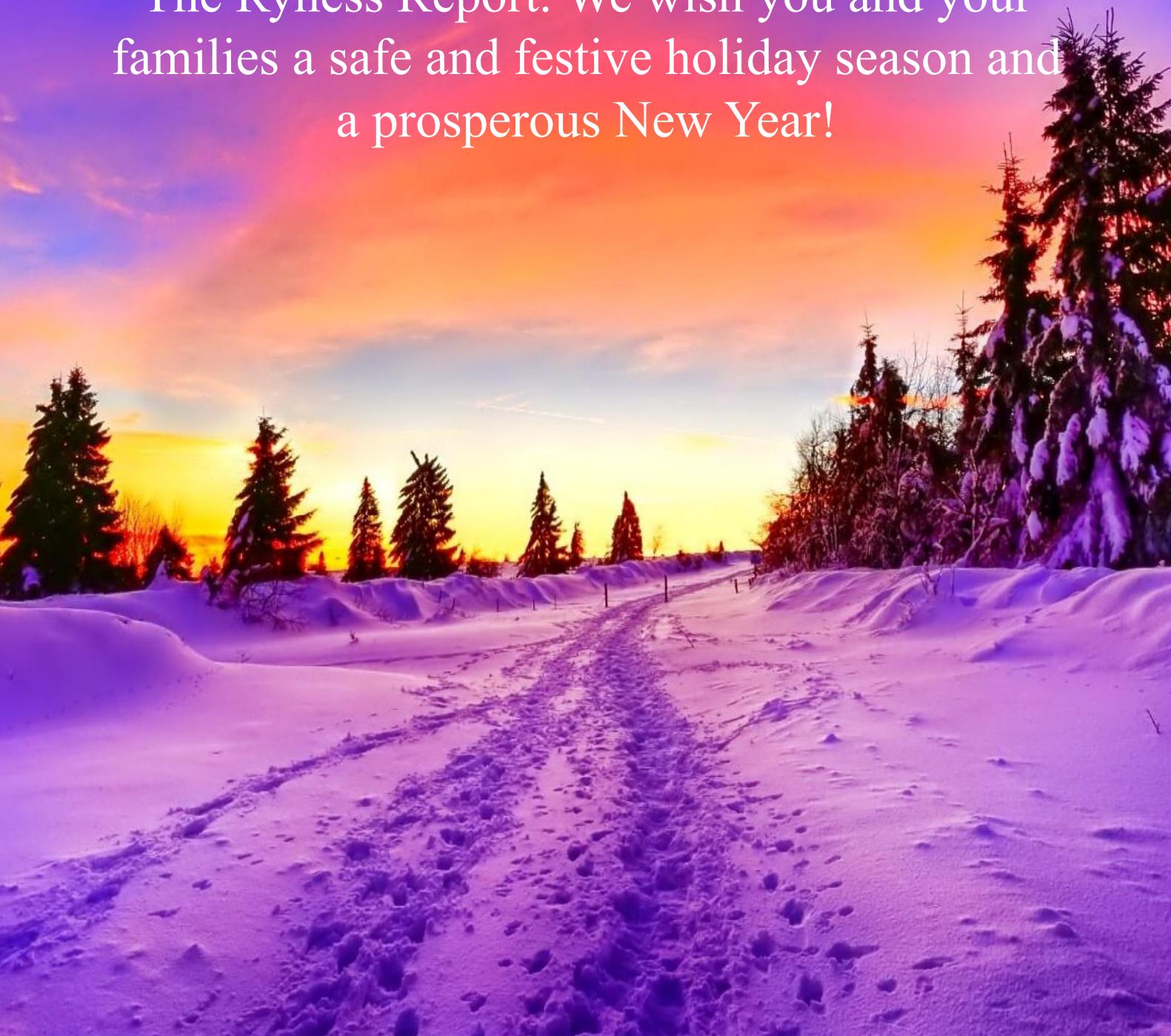


# Happy Holidays from The Ryness Company

Thank you for your participation in  
The Ryness Report. We wish you and your  
families a safe and festive holiday season and  
a prosperous New Year!



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

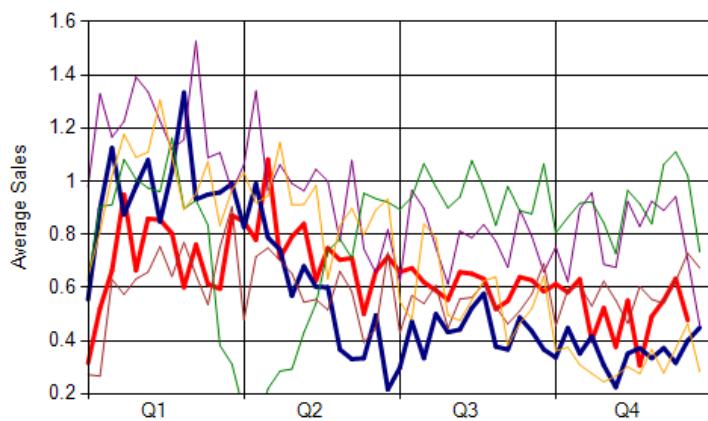


## Bay Area Week 51

Ending: Sunday, December 24, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.	
Alameda		19	122	7	0	7	0.37	0.79	-53%	0.70	-47%
Contra Costa		29	224	18	8	10	0.34	0.71	-52%	0.52	-33%
Sonoma, Napa		9	36	3	0	3	0.33	0.54	-38%	0.47	-29%
San Francisco, Marin		3	22	2	0	2	0.67	0.27	143%	0.36	86%
San Mateo		1	6	0	0	0	0.00	0.50	-100%	0.23	-100%
Santa Clara		16	147	12	0	12	0.75	0.61	24%	0.46	62%
Monterey, Santa Cruz, San Benito		7	74	4	0	4	0.57	0.59	-2%	0.60	-5%
Solano		23	116	14	1	13	0.57	0.63	-10%	0.48	18%
<b>Current Week Totals</b>	Traffic : Sales	12 : 1	<b>107</b>	<b>747</b>	<b>60</b>	<b>9</b>	<b>0.48</b>	<b>0.65</b>	<b>-26%</b>	<b>0.53</b>	<b>-10%</b>
Per Project Average			7	0.56	0.08	0.48					
<b>Year Ago - 12/25/2022</b>	Traffic : Sales	12 : 1	<b>105</b>	<b>641</b>	<b>55</b>	<b>13</b>	<b>0.40</b>	<b>0.58</b>	<b>-31%</b>	<b>0.36</b>	<b>13%</b>
% Change			2%	17%	9%	-31%	21%	19%	12%		49%

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	127	24	0.80	0.10	0.70	0.70
■	2019	160	16	0.68	0.10	0.58	0.58
■	2020	149	12	0.91	0.10	0.81	0.80
■	2021	116	14	1.01	0.07	0.94	0.93
■	2022	107	10	0.70	0.12	0.58	0.58
■	2023	111	11	0.72	0.08	0.65	0.65
% Change:		4%	8%	3%	-39%	12%	12%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>								
<b>FHA</b>								
<b>10 Yr Yield</b>								
<b>RATE</b>								
<b>6.13%</b>								
<b>6.50%</b>								
<b>APR</b>								
<b>6.51%</b>								
<b>6.85%</b>								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13									
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	3	5	12	0	0	7	7	0.22	0.22
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	12	0	0	7	7	0.22	0.22
Aspect at Innovation	Lennar	FR		ATMU	167	0	5	11	0	0	109	52	0.96	1.02
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	6	9	0	0	50	50	1.04	1.04
Chroma at Innovation	Lennar	FR		ATMU	146	4	7	3	0	0	126	69	1.50	1.35
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	3	0	0	107	53	0.98	1.04
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	11	1	0	71	36	0.61	0.71
Vista at Bridgeway	Lennar	NK		DTMU	72	3	6	9	0	0	35	35	0.86	0.86
Center Pointe Cottages	Nuvera Homes	FR		ATMU	37	5	7	7	1	0	26	26	0.76	0.76
Compass at Bay37	Pulte	AL		ATMU	93	0	3	2	1	0	79	23	0.52	0.45
Lookout at Bay37	Pulte	AL		ATMU	138	4	5	2	1	0	81	43	0.53	0.84
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	1	0	0	0	125	34	0.51	0.67
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	5	N/A	0	0	91	20	0.49	0.39
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 20 : 1</b>				<b>65</b>	<b>81</b>	<b>4</b>	<b>0</b>	<b>914</b>	<b>455</b>
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, 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	DB		ATMU	60	0	1	15	0	0	49	49	1.22	1.22
Ivy at Boulevard	Brookfield TSO	DB		DTMU	62	0	TSO	16	0	0	38	38	1.57	1.57
Avalon at Boulevard	Lennar	DB		ATMU	90	3	4	4	1	0	25	25	1.23	1.23
Gramercy at the Boulevard	Lennar	DB		ATMU	102	3	4	3	1	0	6	6	0.58	0.58
Lombard at Boulevard	Lennar	DB		DTMU	100	0	1	1	1	0	70	50	0.83	0.98
Venice at Boulevard	Lennar	DB		ATMU	91	0	5	1	0	0	84	53	1.00	1.04
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	1	0	0	5	5	0.10	0.10
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.43</b>		<b>Traffic to Sales: 14 : 1</b>				<b>16</b>	<b>41</b>	<b>3</b>	<b>0</b>	<b>277</b>	<b>226</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	3	3	0	0	31	23	0.31	0.45
Woodbury Highlands	Davidon	LF		ATMU	99	0	17	3	0	0	57	28	0.34	0.55
Hillcrest	Shea	PH		DTMU	31	0	4	7	0	0	0	0	0.00	0.00
Oak Grove	SummerHill	WC		ATMU	115	3	1	11	3	0	10	10	2.41	2.41
Penny Lane	Trumark	CN		ATMU	70	0	3	0	0	0	17	17	0.39	0.39
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 8 : 1</b>				<b>28</b>	<b>24</b>	<b>3</b>	<b>0</b>	<b>115</b>	<b>78</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		DTMU	69	0	6	10	0	0	25	25	0.52	0.52
Hillcrest at The Preserve	Lennar	SR		ATMU	104	5	5	1	1	0	4	4	0.26	0.26
City Village - Towns	SummerHill	SR		ATMU	116	0	3	32	2	1	19	19	1.60	1.60
City Village -Courts	SummerHill	SR		DTMU	154	0	6	32	0	0	9	9	0.68	0.68
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 25 : 1</b>				<b>20</b>	<b>75</b>	<b>3</b>	<b>1</b>	<b>57</b>	<b>57</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		DTMU	94	0	5	11	0	1	6	6	0.14	0.14
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: -1.00</b>		<b>Traffic to Sales: NA</b>				<b>5</b>	<b>11</b>	<b>0</b>	<b>1</b>	<b>6</b>	<b>6</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		DTMU	300	0	6	4	0	0	282	37	0.86	0.73
Hills at Park Ridge	Davidon	AN		DTMU	225	0	9	4	0	1	123	30	0.74	0.59
Luca at Aviano	DeNova	AN		DTMU	194	0	4	8	0	1	164	59	1.32	1.16
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	0	5	0	0	0	14	14	0.48	0.48
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	0	6	1	0	1	12	12	0.41	0.41
Luna at Aviano	Lennar	AN		DTMU	102	0	1	5	0	0	101	53	0.93	1.04
Oriana at Aviano	Lennar	AN		DTMU	115	2	4	5	0	0	108	48	1.00	0.94
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	9	3	1	0	128	42	0.78	0.82
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	0	6	3	0	0	86	42	0.68	0.82
Rise at Cielo	TRI Pointe	AN		DTMU	159	7	6	12	5	0	98	69	1.11	1.35
Shine at Cielo	TRI Pointe	AN		DTMU	137	4	7	12	2	0	92	63	1.04	1.24
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.45</b>		<b>Traffic to Sales: 7 : 1</b>				<b>63</b>	<b>57</b>	<b>8</b>	<b>3</b>	<b>1208</b>	<b>469</b>
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMU	131	0	2	6	1	1	102	15	0.45	0.29
Chandler	Brookfield	BT		DTMU	160	0	8	3	0	0	128	60	1.05	1.18
Cypress Crossings	KB Home	OY		DTMU	98	0	3	23	0	0	57	46	0.77	0.90
Woodbury at Emerson Ranch	Lennar TSO	OY		DTMU	108	0	TSO	1	0	0	104	47	1.08	0.92
Beacon at Delta Coves	Pulte	BI		DTST	30	0	5	9	0	0	9	9	0.22	0.22
Seagrass	Pulte	DB		DTMU	276	0	7	9	0	0	0	0	0.00	0.00
Parkside	Richmond American	BT		DTMU	34	3	7	1	2	2	13	13	0.40	0.40
Orchard Trails	Shea	BT		DTMU	78	4	6	5	1	0	55	19	0.49	0.37
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.13</b>		<b>Traffic to Sales: 14 : 1</b>				<b>38</b>	<b>57</b>	<b>4</b>	<b>3</b>	<b>468</b>	<b>209</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: 13									
Sonoma, Napa Counties					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
Makenna	DeNova	PET		DTMJ	36	0	1	1	0	0	35	28	0.55	0.55
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	4	7	1	0	71	67	1.24	1.31
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	2	5	0	0	43	43	1.09	1.09
Willow at University District	DR Horton	RP		DTMJ	128	0	2	9	1	0	102	61	1.08	1.20
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	4	4	0	0	63	24	0.51	0.47
Aspect	Lafferty TSO	PET		DTMJ	18	0	TSO	N/A	0	0	17	2	0.07	0.04
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	1	1	0	0	25	16	0.31	0.31
Seasons at University District	Richmond American	RP		DTMJ	52	0	7	0	1	0	39	19	0.41	0.37
Meadow Creek II	Ryder	SR		DTMJ	30	0	5	7	0	0	20	20	0.57	0.57
Riverfront	TRI Pointe	PET		DTMJ	134	0	6	2	0	0	104	19	0.64	0.37
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	N/A	0	0	28	18	0.38	0.35
Paseo Vista	W Marketing	SR		DTST	128	0	1	N/A	0	0	68	5	0.21	0.10
Portello	W Marketing	WD		DTMJ	68	0	3	N/A	0	0	35	26	0.49	0.51
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 12 : 1</b>			<b>38</b>	<b>36</b>	<b>3</b>	<b>0</b>	<b>650</b>	<b>348</b>	<b>Net: 3</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 Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	6	7	0	0	56	24	0.46	0.47
The Strand	Trumark	SN		DTMJ	32	0	14	5	1	0	17	8	0.15	0.16
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 12 : 1</b>			<b>20</b>	<b>12</b>	<b>1</b>	<b>0</b>	<b>73</b>	<b>32</b>	<b>Net: 1</b>

City Codes: NV = Novato, SN = San Rafael

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF	Rsv's	ATMJ	54	0	3	10	1	0	33	18	0.23	0.35
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 10 : 1</b>			<b>3</b>	<b>10</b>	<b>1</b>	<b>0</b>	<b>33</b>	<b>18</b>	<b>Net: 1</b>

City Codes: SF = San Francisco

San Mateo County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Laguna Vista	SummerHill	FC		ATMJ	70	0	4	6	0	0	41	16	0.44	0.31
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>4</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>41</b>	<b>16</b>	<b>Net: 0</b>

City Codes: FC = Foster City

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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	2	0	0	0	44	25	0.52	0.49	
Summerstone	DR Horton	GL		DTST	29	0	4	5	0	0	5	5	0.41	0.41	
Lavender	Landsea	SV		ATMU	128	5	5	6	3	0	97	50	0.85	0.98	
Anza at Agrihood	Pulte	SC		ATMU	36	0	2	0	0	0	33	33	0.68	0.68	
Avenue at Central	Pulte	SJ		ATMU	158	0	6	5	0	0	12	12	0.79	0.79	
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	8	0.30	0.16	
Plaza at Central	Pulte	SJ		ATMU	90	0	5	4	0	0	58	29	0.84	0.57	
The Elms	Pulte	ST		ATMU	90	0	3	5	0	0	1	1	0.08	0.08	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	24	0	0	52	5	0.42	0.10	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	5	24	1	0	65	21	0.48	0.41	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	2	24	3	0	64	27	0.47	0.53	
Verano	SummerHill	MV		ATMU	115	0	5	23	1	0	71	59	1.09	1.16	
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	10	13	2	0	19	19	0.67	0.67	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	1	6	0	0	0	13	13	0.48	0.48	
Lotus at Urban Oak	TRI Pointe	SJ	Rsv's	ATMU	123	0	4	8	1	0	27	24	0.36	0.47	
Jasper	Trumark	MH		ATMU	101	0	16	6	1	0	54	33	0.56	0.65	
<b>TOTALS: No. Reporting: 16</b>					<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 12 : 1</b>	<b>83</b>	<b>147</b>	<b>12</b>	<b>0</b>	<b>640</b>	<b>364</b>	<b>Net: 12</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	0	2	10	1	0	47	43	0.70	0.84	
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	0	8	8	0	0	1	1	0.12	0.12	
Highbrook at Fairview (SFD)	KB Home	HO		DTMU	138	4	7	23	2	0	18	18	0.59	0.59	
Serenity V	Legacy	HO	Rsv's	DTMU	31	0	6	9	0	0	17	17	0.31	0.33	
Elderberry	Lennar	HO		DTMU	66	0	4	12	1	0	38	36	0.65	0.71	
Laurel	Lennar	HO		DTMU	67	0	3	12	0	0	38	36	0.65	0.71	
Enclave, The	Shea	SS		DTMU	61	0	3	0	0	0	50	10	0.37	0.20	
<b>TOTALS: No. Reporting: 7</b>					<b>Avg. Sales: 0.57</b>			<b>Traffic to Sales: 19 : 1</b>	<b>33</b>	<b>74</b>	<b>4</b>	<b>0</b>	<b>209</b>	<b>161</b>	<b>Net: 4</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	5	4	0	0	53	53	1.47	1.47	
<b>TOTALS: No. Reporting: 1</b>					<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>	<b>5</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>53</b>	<b>53</b>	<b>Net: 0</b>

City Codes: VL = Vallejo

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
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	4	0	0	27	19	0.31	0.37
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	5	3	1	0	27	11	0.31	0.22
Meridian	Century	SU		DTMU	71	0	1	8	0	0	3	3	0.29	0.29
Monte Verde	Century	FF		DTMU	124	0	2	4	1	0	98	66	1.21	1.29
Luminescence at Liberty	DeNova	RV		AASF	311	4	5	5	2	0	122	47	0.95	0.92
Iris at The Villages	DR Horton	FF		DTMU	119	0	4	4	0	0	52	50	0.94	0.98
Violet at Homestead	DR Horton	DX		DTST	70	0	3	6	0	0	4	4	1.75	1.75
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	4	2	0	0	33	27	0.44	0.53
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	4	5	2	2	0	33	28	0.44	0.55
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	4	4	5	1	0	12	12	0.79	0.79
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	4	4	3	2	0	8	8	0.52	0.52
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	4	5	0	0	82	33	0.73	0.65
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	4	6	5	1	0	4	4	0.76	0.76
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	6	8	0	0	59	46	0.66	0.90
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	9	0	0	47	30	0.52	0.59
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	3	10	0	0	54	30	0.46	0.59
Seasons at Homestead	Richmond American	DX		DTMU	85	4	5	2	2	0	45	34	0.50	0.67
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	5	2	1	87	31	0.60	0.61
Farmstead Square	Taylor Morrison	VC		DTMU	130	2	2	1	0	0	128	37	0.80	0.73
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	3	7	0	0	6	6	0.23	0.23
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	1	7	0	0	95	13	0.58	0.25
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	4	7	0	0	85	26	0.57	0.51
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.59</b>			<b>Traffic to Sales: 8 : 1</b>			<b>86</b>	<b>112</b>	<b>14</b>	<b>1</b>	<b>1111</b>	<b>565</b>	<b>Net: 13</b>

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

Bay Area			Projects Participating: 112							
			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: 0.48</b>	<b>Traffic to Sales: 12 : 1</b>	<b>507</b>	<b>747</b>	<b>60</b>	<b>9</b>	<b>5855</b>	<b>3057</b>	<b>Net: 51</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

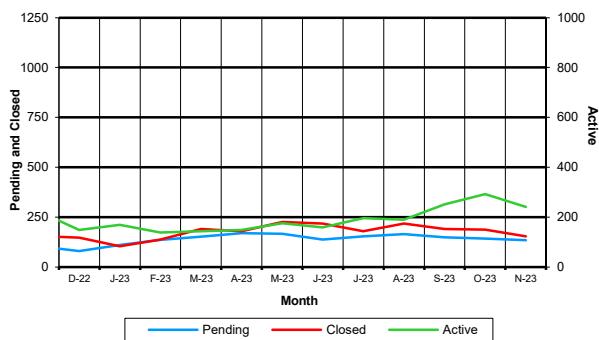
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

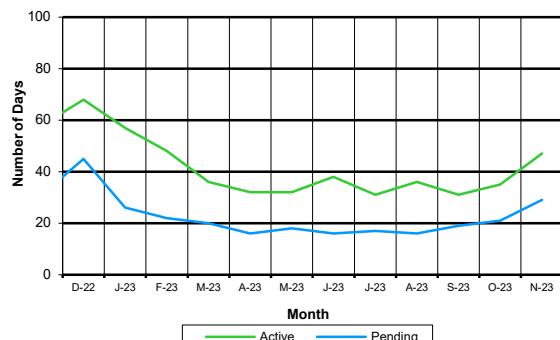
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Apr-23	149	32	170	16	946,572
May-23	175	32	166	18	951,831
Jun-23	159	38	138	16	974,093
Jul-23	196	31	154	17	967,776
Aug-23	190	36	164	16	970,602
Sep-23	251	31	148	19	1,011,696
Oct-23	292	35	143	21	984,996
Nov-23	241	47	135	29	939,682



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

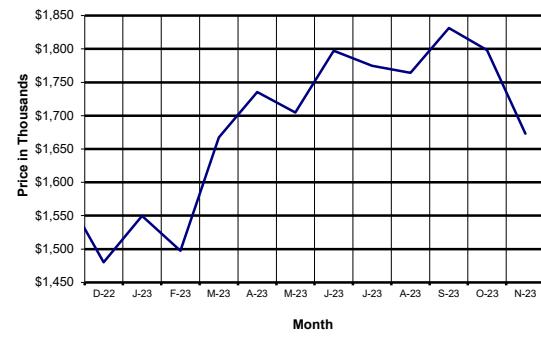


## San Jose Metro SFD Monthly MLS Survey

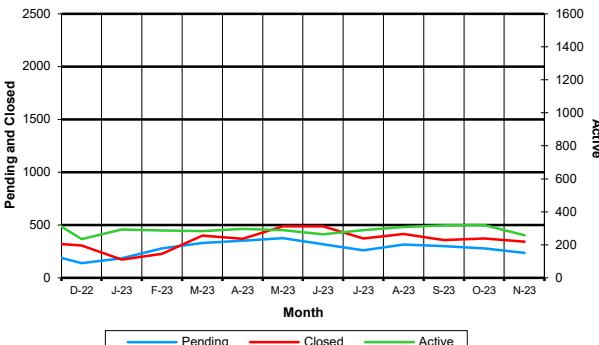
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Apr-23	296	43	352	18	1,735,317
May-23	288	42	376	14	1,704,839
Jun-23	264	48	319	14	1,797,340
Jul-23	288	45	261	16	1,774,713
Aug-23	309	40	315	17	1,764,333
Sep-23	317	43	301	16	1,831,146
Oct-23	319	45	280	17	1,798,477
Nov-23	257	45	236	18	1,673,093

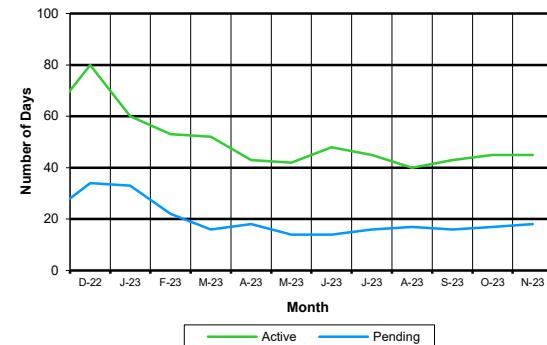
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

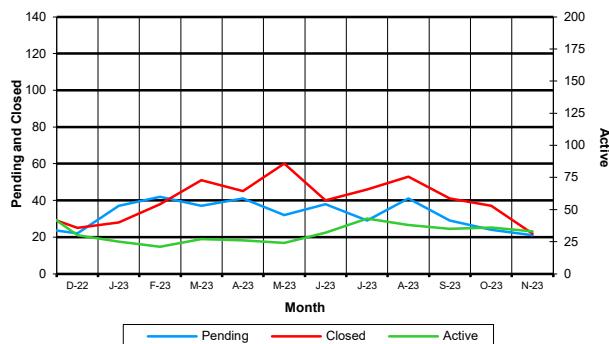
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

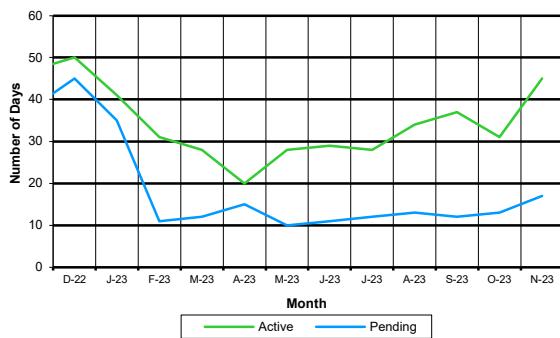
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

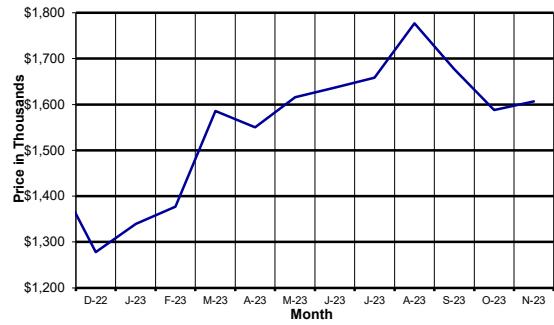


## Amador Valley SFD Monthly MLS Survey

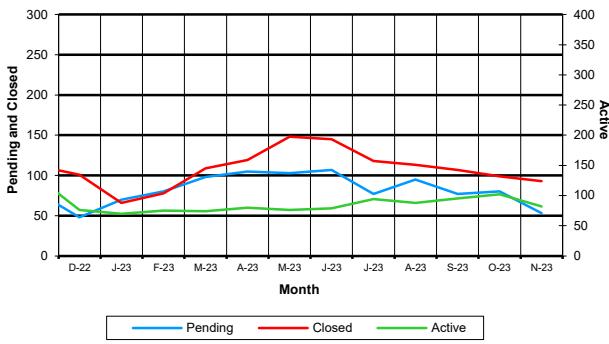
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055
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

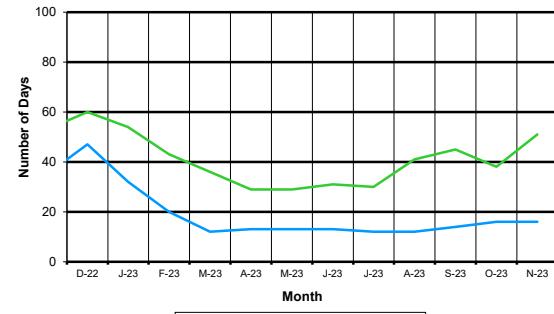
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



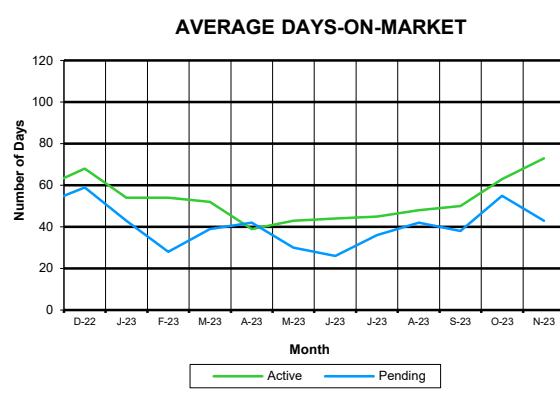
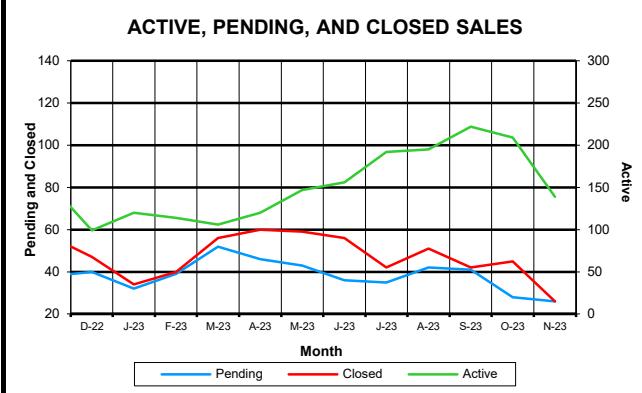


# The Ryness Company

Marketing Research Department

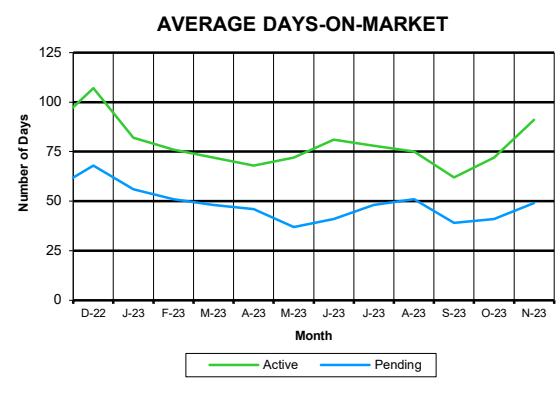
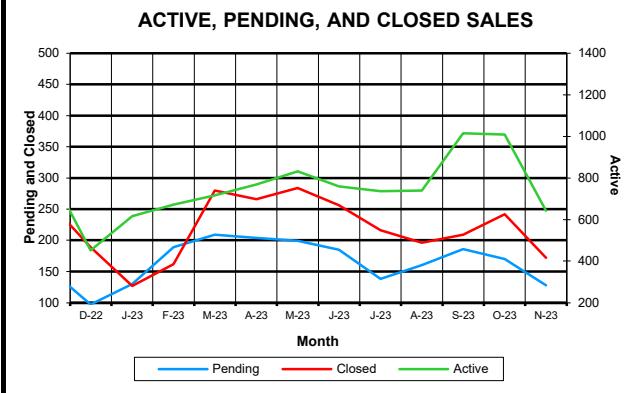
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768
Oct-23	209	63	28	55	45	583,555
Nov-23	139	73	26	43	26	646,134



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692



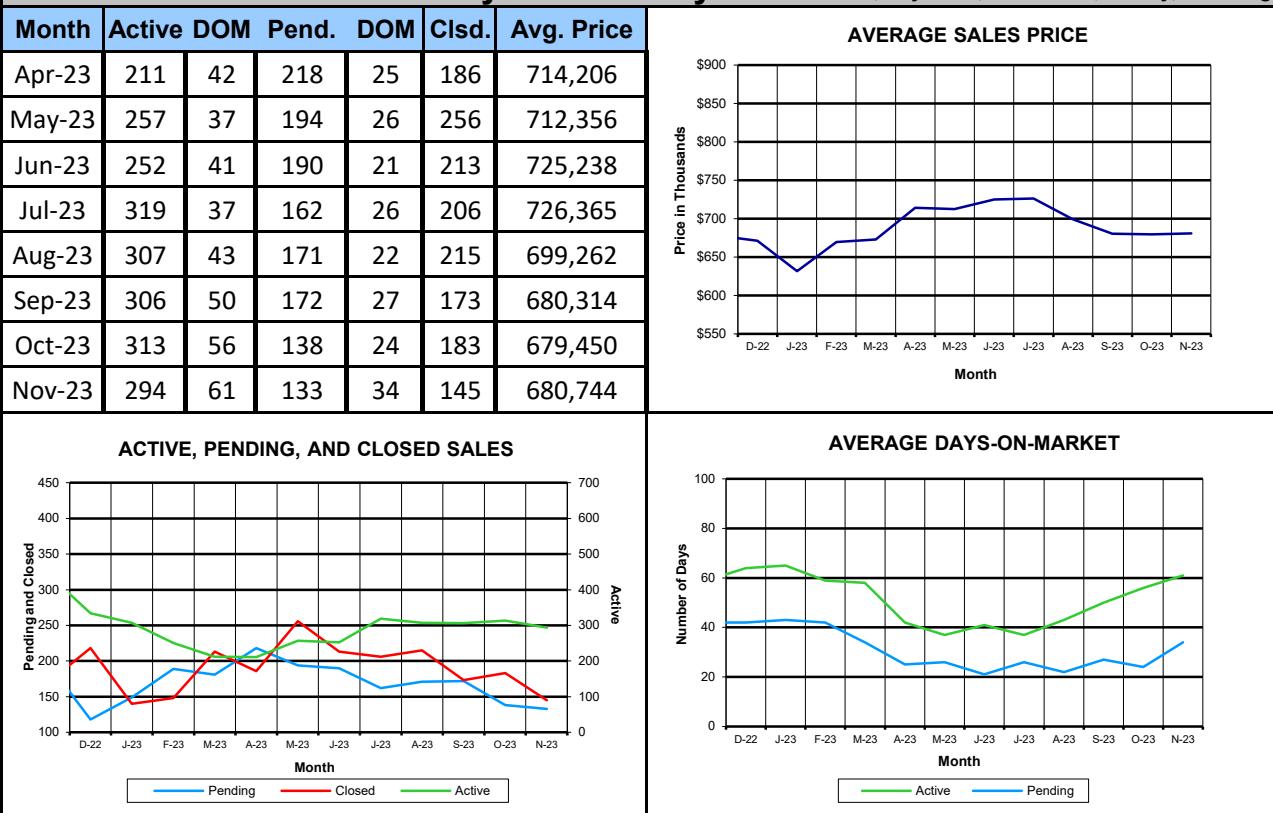


# The Ryness Company

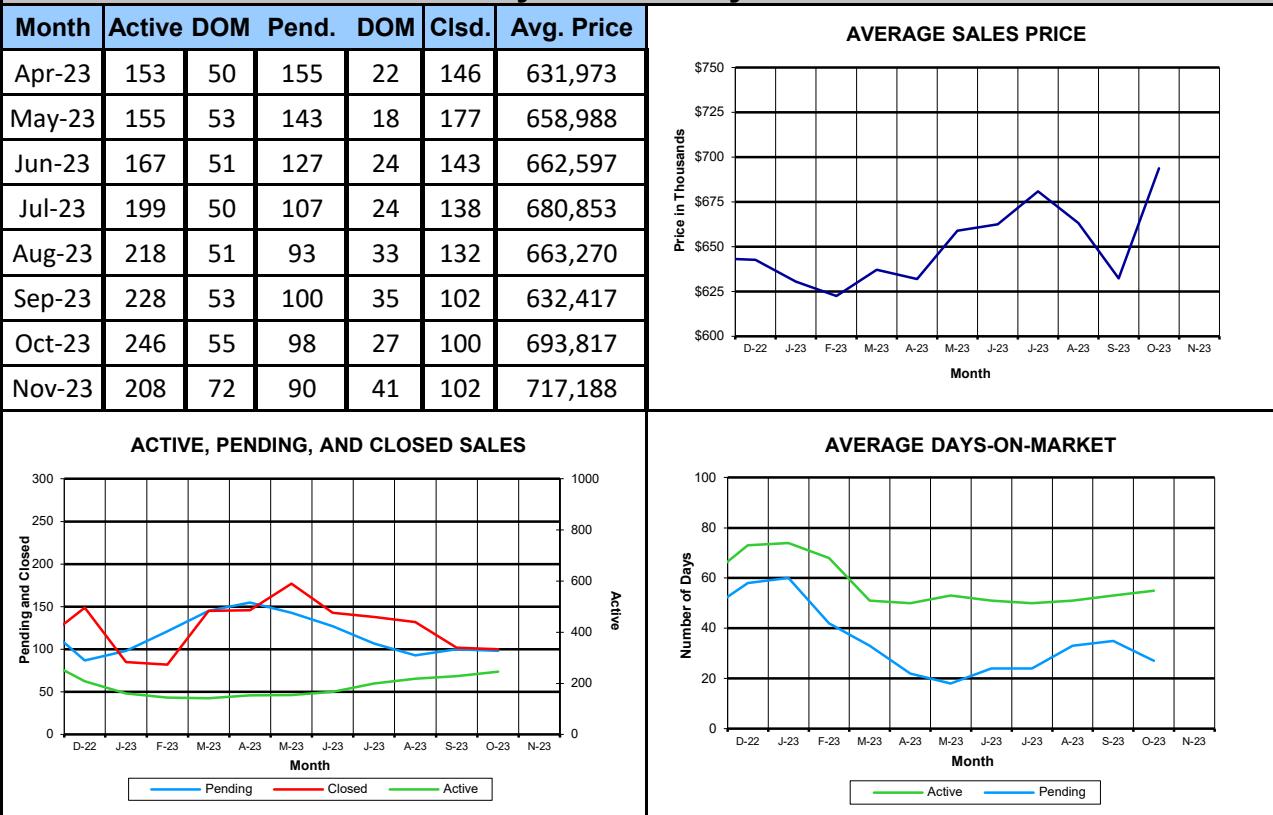
Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



## Fairfield-Vacaville SFD Monthly MLS Survey



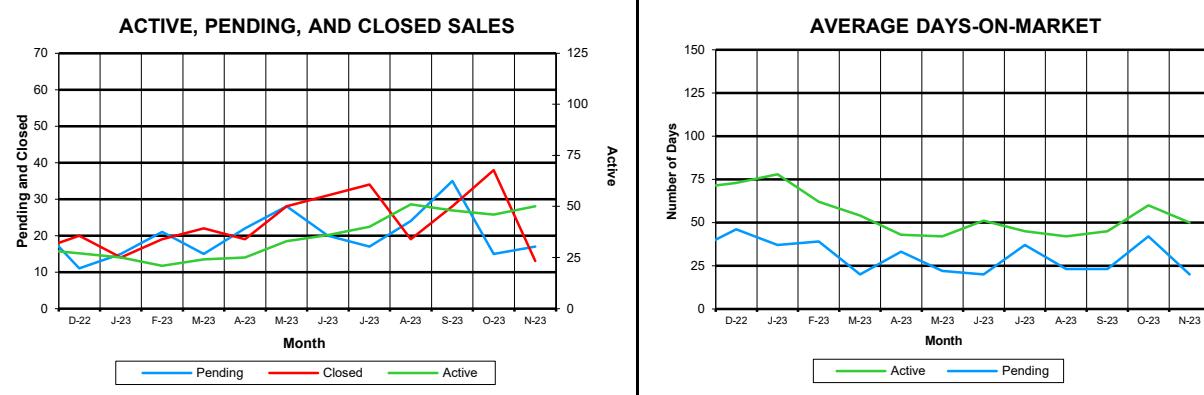


# The Ryness Company

Marketing Research Department

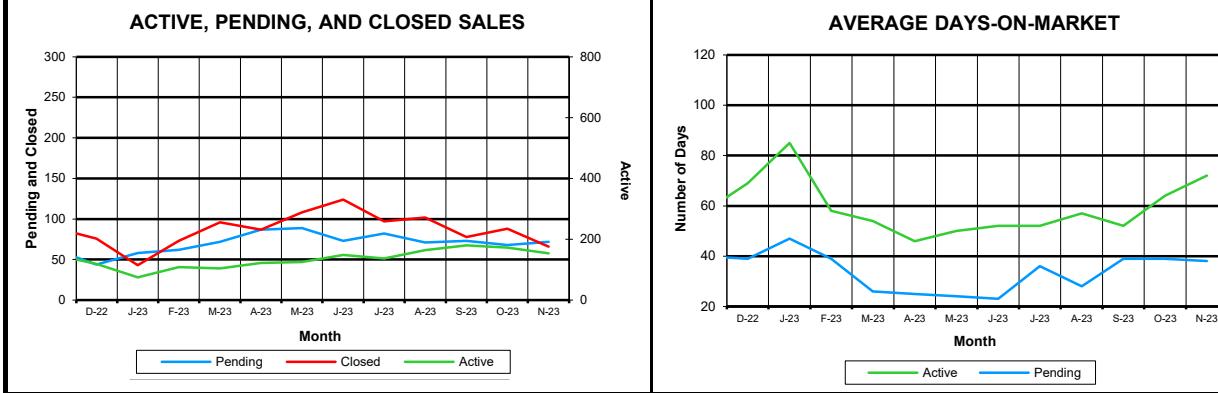
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Apr-23	25	43	22	524,184
May-23	33	42	28	603,261
Jun-23	36	51	20	572,659
Jul-23	40	45	17	585,594
Aug-23	51	42	24	652,983
Sep-23	48	45	35	535,259
Oct-23	46	60	15	590,770
Nov-23	50	50	17	540,769



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Apr-23	122	46	87	911,908
May-23	125	50	89	895,935
Jun-23	149	52	73	873,914
Jul-23	137	52	82	911,472
Aug-23	164	57	71	890,192
Sep-23	180	52	73	848,357
Oct-23	173	64	68	892,593
Nov-23	154	72	72	851,590



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

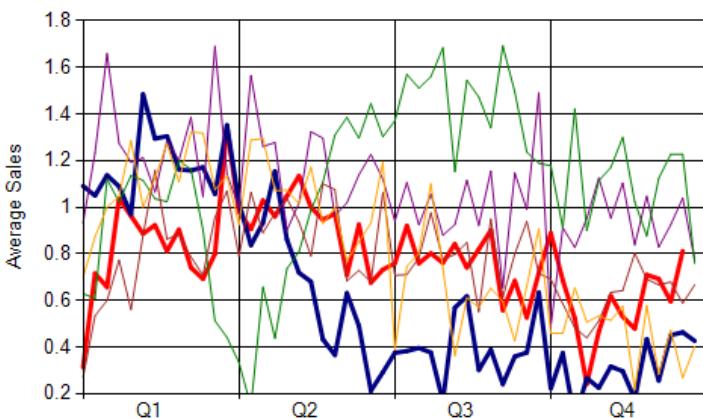


## Central Valley

**Week 51** Ending: Sunday, December 24, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		9	51	6	1	5	0.56	0.92	-40%	0.54	3%	
San Joaquin County		45	331	44	4	40	0.89	0.75	18%	0.55	63%	
Stanislaus County		12	49	8	2	6	0.50	0.53	-6%	0.35	43%	
Merced County		10	98	8	1	7	0.70	0.78	-10%	0.71	-2%	
Madera County		7	19	1	0	1	0.14	0.64	-78%	0.54	-74%	
Fresno County		29	303	37	5	32	1.10	0.90	23%	0.73	51%	
<b>Current Week Totals</b>	Traffic : Sales	8:1	<b>112</b>	<b>851</b>	<b>104</b>	<b>13</b>	<b>91</b>	<b>0.81</b>	<b>0.78</b>	<b>4%</b>	<b>0.59</b>	<b>38%</b>
Per Project Average				8	0.93	0.12	0.81					
<b>Year Ago - 12/25/2022</b>	Traffic : Sales	11:1	<b>95</b>	<b>635</b>	<b>57</b>	<b>13</b>	<b>44</b>	<b>0.46</b>	<b>0.65</b>	<b>-29%</b>	<b>0.32</b>	<b>46%</b>
<b>% Change</b>			18%	34%	82%	0%	107%	75%	20%		85%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	70	21	0.98	0.17	0.81	0.80
■	2019	79	22	0.92	0.14	0.77	0.77
■	2020	86	21	1.31	0.18	1.13	1.11
■	2021	104	15	1.22	0.12	1.10	1.09
■	2022	100	13	0.88	0.23	0.65	0.64
■	2023	110	13	0.92	0.14	0.78	0.78
% Change:		9%	1%	5%	-39%	20%	21%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>6.13%</b>	<b>APR</b> <b>6.51%</b>	The recent decline in mortgage rates is boosting home buying activity as 2023 winds to a close. Existing home sales ended a five-month streak of declines and rose 0.8% during November. Although the 3.82-million unit pace of sales registered during the month is still sluggish by historical standards, November's modest uptick in resales is the latest sign that housing activity is starting to bounce off the mat as financing costs move lower. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-to-year basis during the month. November's surprising drop appears mostly owed to a sharp pullback in sales in the South region. The West registered a less pronounced decline, while the Northeast and Midwest both improved during the month. All told, lower financing costs should continue to be a tailwind for the residential sector as the calendar turns to 2024. An energetic rebound, however, seems unlikely given rates will likely remain elevated over recent norms. A weaker macroeconomic backdrop is another potential obstacle for housing next year. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>FHA</b>	<b>6.50%</b>	<b>6.85%</b>	
<b>10 Yr Yield</b>	<b>3.91%</b>		
			

# The Ryness Report

Week Ending  
Sunday, December 24, 2023

Central Valley

Page  
1 of 5

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	TR	Rsv's	DTMU	121	0	1	0	0	1	120	44	0.94	0.86
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	5	4	5	3	0	109	58	1.09	1.14
Fairgrove at Tracy Hills	Lennar TSO	TH		DTMU	149	0	TSO	3	0	0	35	35	0.72	0.72
Greenwood at Tracy Hills	Lennar TSO	TH		DTMU	150	0	TSO	3	0	0	35	35	0.72	0.72
Hillview	Lennar	TH		DTMU	214	0	3	2	1	0	87	63	1.07	1.24
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	2	0	0	0	52	45	0.79	0.88
Sunhaven at Tracy Hills	Lennar TSO	TH		DTMU	64	0	TSO	1	1	0	53	43	0.85	0.84
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	16	0	0	135	42	0.93	0.82
Langston at Mountain House	Shea	MH		ATMU	302	4	7	21	1	0	235	64	1.15	1.25
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.56</b>		<b>Traffic to Sales: 9 : 1</b>				<b>19</b>	<b>51</b>	<b>6</b>	<b>1</b>	<b>861</b>	<b>429</b>
Qty Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 8									
					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	1	1	0	106	37	0.75	0.73
The Preserve at Creekside	KB Home	SK		DTMU	128	0	2	28	0	0	31	31	0.75	0.75
Keys II at Westlake	Lennar	SK		DTMU	86	0	4	5	1	0	31	29	0.54	0.57
Shoreside at Westlake	Lennar	SK		DTMU	99	0	3	5	1	0	31	31	0.64	0.64
Waterside at Westlake	Lennar	SK		DTMU	92	0	7	5	0	1	27	27	0.62	0.62
Westlake	Meritage	SK		DTMU	84	0	3	4	2	0	81	38	0.87	0.75
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	5	7	6	3	0	55	32	0.58	0.63
Summers Bend at Westlake	Richmond American	SK		DTMU	96	4	6	1	3	1	54	33	0.58	0.65
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 1.13</b>		<b>Traffic to Sales: 5 : 1</b>				<b>33</b>	<b>55</b>	<b>11</b>	<b>2</b>	<b>416</b>	<b>258</b>
Qty Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 40													
San Joaquin County					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Griffin Park	Atherton	MN		DTMJ	267	8	4	32	4	0	205	65	1.60	1.27				
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	3	6	0	0	73	73	1.48	1.48				
Yosemite Greens	DR Horton TSO	MN		DTMJ	99	0	TSO	0	0	0	87	64	1.24	1.25				
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	4	6	8	2	0	49	37	0.64	0.73				
Balboa at River Islands	Kiper	LP		DTMJ	117	0	3	15	0	0	114	49	0.88	0.96				
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	18	1	1	86	39	0.77	0.76				
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	2	N/A	0	0	129	18	0.32	0.35				
Chelsey at The Trails	Lennar	MN		DTMJ	100	4	4	4	1	0	16	16	1.12	1.12				
Howden at The Trails	Lennar	MN		DTMJ	103	3	5	4	2	0	7	7	0.49	0.49				
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	2	0	0	165	52	1.11	1.02				
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	2	15	0	0	128	79	1.09	1.55				
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	7	8	0	1	164	54	1.11	1.06				
Laguna at River Islands	Pulte	LP		DTMJ	110	3	5	3	4	0	86	58	0.78	1.14				
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	3	3	1	0	88	46	0.80	0.90				
Artisan at Griffin Park	Raymus	MN		DTMJ	80	0	4	N/A	0	0	1	1	0.78	0.78				
Passport at Griffin Park	Raymus	MN		DTMJ	93	0	3	N/A	0	0	90	31	0.79	0.61				
The Strand Collection	Raymus	MN	Rsv's	DTMJ	56	3	5	36	1	0	16	16	1.32	1.32				
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	3	2	0	0	41	29	0.47	0.57				
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	3	0	0	99	27	0.77	0.53				
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	5	0	0	3	3	0.11	0.11				
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	1	6	0	0	40	27	0.45	0.53				
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	3	5	5	2	0	59	40	0.59	0.78				
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	3	5	8	1	0	16	16	0.57	0.57				
Villa Ticino	Richmond American	MN		DTMJ	100	0	6	3	0	0	11	11	0.44	0.44				
Legacy at Stanford Crossing	Taylor Morrison TSO	LP		DTMJ	107	0	TSO	0	0	0	106	52	0.99	1.02				
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMJ	110	0	5	12	3	0	13	13	1.78	1.78				
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMJ	133	0	2	2	1	0	14	14	1.92	1.92				
Oakwood Trails- Sage	Taylor Morrison	MN		DTMJ	113	0	6	5	3	0	13	13	1.78	1.78				
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	3	4	23	1	0	90	43	0.77	0.84				
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	6	0	0	37	30	0.47	0.59				
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMJ	77	0	3	9	0	0	56	30	0.59	0.59				
Avalon at River Islands	Trumark	LP		DTMJ	57	0	4	1	1	0	53	31	0.52	0.61				
Dawn at The Collective	Trumark	MN		AASF	76	0	7	1	0	0	18	13	0.20	0.25				
Ironwood	Trumark	MN		DTMJ	14	0	1	0	3	0	13	13	5.69	5.69				
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	0	0	0	0	0	0.00	0.00				
Vida at The Collective	Trumark	MN		AASF	103	0	4	1	0	0	35	25	0.36	0.49				
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	11	1	0	42	36	0.52	0.71				
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	6	18	1	0	27	27	0.71	0.71				
Avendale	Warmington	MN		DTMJ	49	0	3	1	0	0	46	46	1.11	1.11				
Vintage II	Windward Pacific	MN		DTMJ	68	0	15	0	0	0	53	14	0.40	0.27				
<b>TOTALS: No. Reporting: 37</b>	<b>Avg. Sales: 0.84</b>				<b>Traffic to Sales: 8 : 1</b>				<b>161</b>	<b>276</b>	<b>33</b>	<b>2</b>	<b>2389</b>	<b>1258</b>				
<b>Net: 31</b>																		
City Codes: MN = Manteca, LP = Lathrop																		

# The Ryness Report

Week Ending  
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Central Valley

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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	3	2	0	0	35	27	0.51	0.53	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>35</b>	<b>27</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	5	5	6	3	1	11	11	1.18	1.18	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	6	3	0	1	124	35	0.95	0.69	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	4	5	1	0	9	9	0.19	0.19	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	4	2	0	0	20	20	0.68	0.68	
Heritage at Parkwood	KB Home	HG		DTMU	50	0	3	7	0	0	3	3	0.41	0.41	
Orchards at Parkwood	KB Home	HG		DTMU	299	4	5	6	2	0	4	4	0.55	0.55	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	4	5	11	1	0	7	7	0.46	0.46	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	3	0	0	0	185	30	0.97	0.59	
T Street Customs	SQM	NW		DTMU	10	0	4	2	1	0	6	6	0.09	0.12	
The Meadowlands	Windward Pacific	OD		DTMU	62	0	20	2	0	0	10	5	0.10	0.10	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.60</b>					<b>Traffic to Sales: 6 : 1</b>	<b>59</b>	<b>44</b>	<b>8</b>	<b>2</b>	<b>379</b>	<b>130</b>	<b>Net: 6</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	3	0	0	51	35	0.61	0.69	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>4</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>51</b>	<b>35</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	0	6	N/A	0	0	82	44	0.85	0.86	
Lantana	DR Horton	MD		DTMU	99	0	12	28	1	0	50	47	0.90	0.92	
Monterra VI	DR Horton	MD		DTMU	61	0	4	15	2	0	55	55	1.52	1.52	
Newcastle	DR Horton	MD		DTMU	33	0	3	3	0	0	30	30	0.76	0.76	
Pacheco Pointe III	DR Horton	LB		DTST	81	0	5	4	1	0	18	18	1.11	1.11	
Stoneridge South III	DR Horton	MD		DTMU	64	0	4	14	2	0	60	60	1.17	1.18	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	10	1	0	0	51	19	0.42	0.37	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	3	7	11	1	1	69	27	0.60	0.53	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	5	10	0	0	138	30	0.61	0.59	
Southpointe	Stonefield Home	LB	New	DTST	36	5	3	6	1	0	2	2	1.56	1.56	
Villas II, The	Stonefield Home	LB		DTST	191	0	5	6	0	0	105	19	0.69	0.37	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.70</b>					<b>Traffic to Sales: 12 : 1</b>	<b>64</b>	<b>98</b>	<b>8</b>	<b>1</b>	<b>660</b>	<b>351</b>	<b>Net: 7</b>
City Codes: LB = Los Banos, MD = Merced															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
Madera County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Greenhills Estates	Century	CW		DTMJ	70	0	8	N/A	0	0	55	34	0.60	0.67				
Omni	Century	MDA		DTMJ	61	0	7	N/A	0	0	43	40	0.64	0.78				
Pecan Square	DR Horton	MDA		DTMJ	112	0	13	6	0	0	85	85	1.69	1.67				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	4	3	0	0	26	23	0.41	0.45				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	4	0	0	107	4	0.70	0.08				
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.15	0.15				
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	0.18	0.18				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	3	3	0	0	26	6	0.17	0.12				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	5	3	1	0	49	9	0.32	0.18				
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.14</b>			<b>Traffic to Sales: 19 : 1</b>				<b>45</b>	<b>19</b>	<b>1</b>	<b>0</b>	<b>397</b>	<b>207</b>				
Qty Codes: CW = Chowchilla, MDA = Madera																		

# The Ryness Report

Week Ending  
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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		DTMU	182	0	8	N/A	0	0	95	45	0.83	0.88
The Crossings II	Century	KER		DTMU	104	0	1	N/A	0	0	103	48	1.07	0.94
Serenade	DR Horton	SAN		DTMU	129	4	6	11	3	0	29	29	0.85	0.85
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.51	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	4	2	0	49	19	0.48	0.37
Centrella Estates	KB Home	FR		DTMU	74	0	9	4	0	2	41	41	1.04	1.04
Centrella Villas	KB Home	FR		DTMU	107	3	7	11	3	1	68	44	0.92	0.86
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	10	0	0	26	26	0.70	0.70
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	4	14	0	0	21	21	0.65	0.65
Legacy at Highland	KB Home	CV		DTMU	42	2	5	13	2	1	32	32	0.60	0.63
Catalina Park - Surf	Lennar	FR		DTMU	83	0	3	1	1	0	55	50	1.03	0.98
Corinthalyn- Orchard	Lennar	CV		DTMU	128	4	5	9	3	1	6	6	1.40	1.40
Corinthalyn- Surf	Lennar	CV		DTMU	75	8	8	9	6	0	12	12	1.45	1.45
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	2	1	1	0	3	3	1.31	1.31
Daffodil Hill - Clementine	Lennar	FR		DTMU	110	1	4	1	1	0	106	85	1.12	1.67
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	3	15	1	0	29	29	1.15	1.15
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	4	2	0	0	40	40	1.72	1.72
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	5	0	0	0	6	6	0.28	0.28
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	2	0	0	0	7	7	0.36	0.36
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	3	0	0	0	7	7	0.30	0.30
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	5	6	51	3	0	70	70	1.83	1.83
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	22	0	0	66	66	1.34	1.34
Juniper Hills- Surf	Lennar	FR		DTMU	102	7	6	63	4	0	72	70	1.40	1.37
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	4	1	0	0	4	4	1.22	1.22
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	0	3	3	1	0	8	8	1.10	1.10
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	5	5	3	3	0	4	4	1.75	1.75
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	8	12	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	N/A	0	0	5	5	0.15	0.15
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	2	18	0	0	63	15	0.35	0.29
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	8	18	0	0	45	10	0.25	0.20
Somerset Crossing	Woodside	FO		ATST	99	0	5	N/A	0	0	63	24	0.44	0.47
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	3	2	2	0	95	11	0.53	0.22
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	4	5	1	0	57	9	0.32	0.18
<b>TOTALS: No. Reporting: 29</b>		<b>Avg. Sales: 1.10</b>			<b>Traffic to Sales: 8 : 1</b>			<b>156</b>	<b>303</b>	<b>37</b>	<b>5</b>	<b>1413</b>	<b>846</b>	<b>Net: 32</b>

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

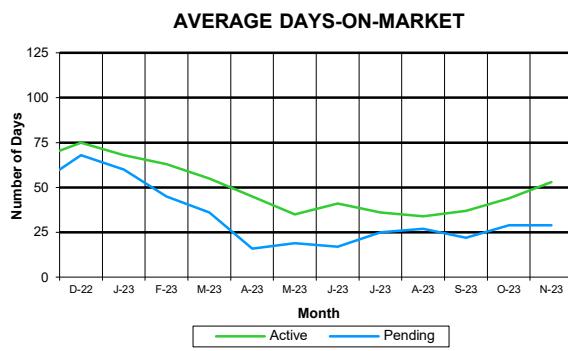
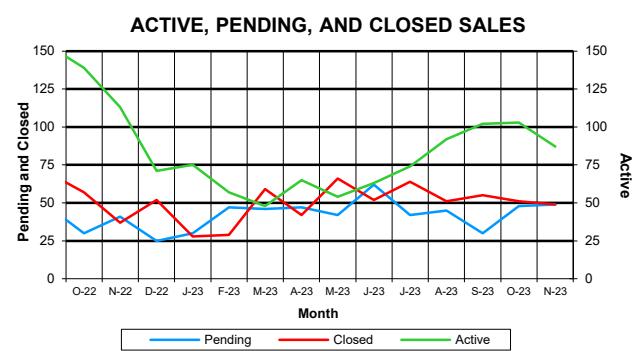
Central Valley			Projects Participating: 122							
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 112</b>		<b>Avg. Sales: 0.81</b>	<b>Traffic to Sales: 8 : 1</b>	<b>544</b>	<b>851</b>	<b>104</b>	<b>13</b>	<b>6601</b>	<b>3541</b>	<b>Net: 91</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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out										

# The Ryness Company

Marketing Research Department

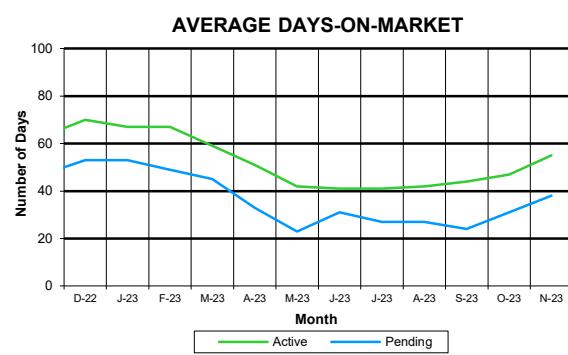
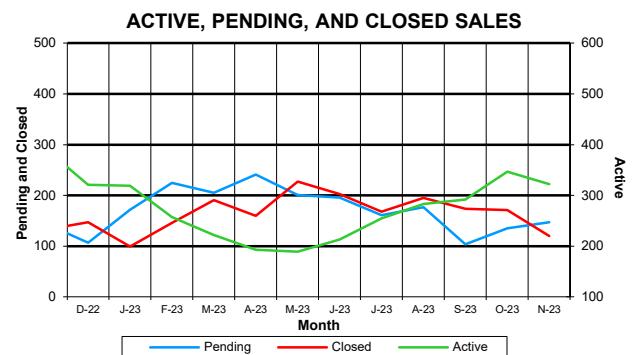
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876
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



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731
Aug-23	283	42	177	27	195	488,836
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



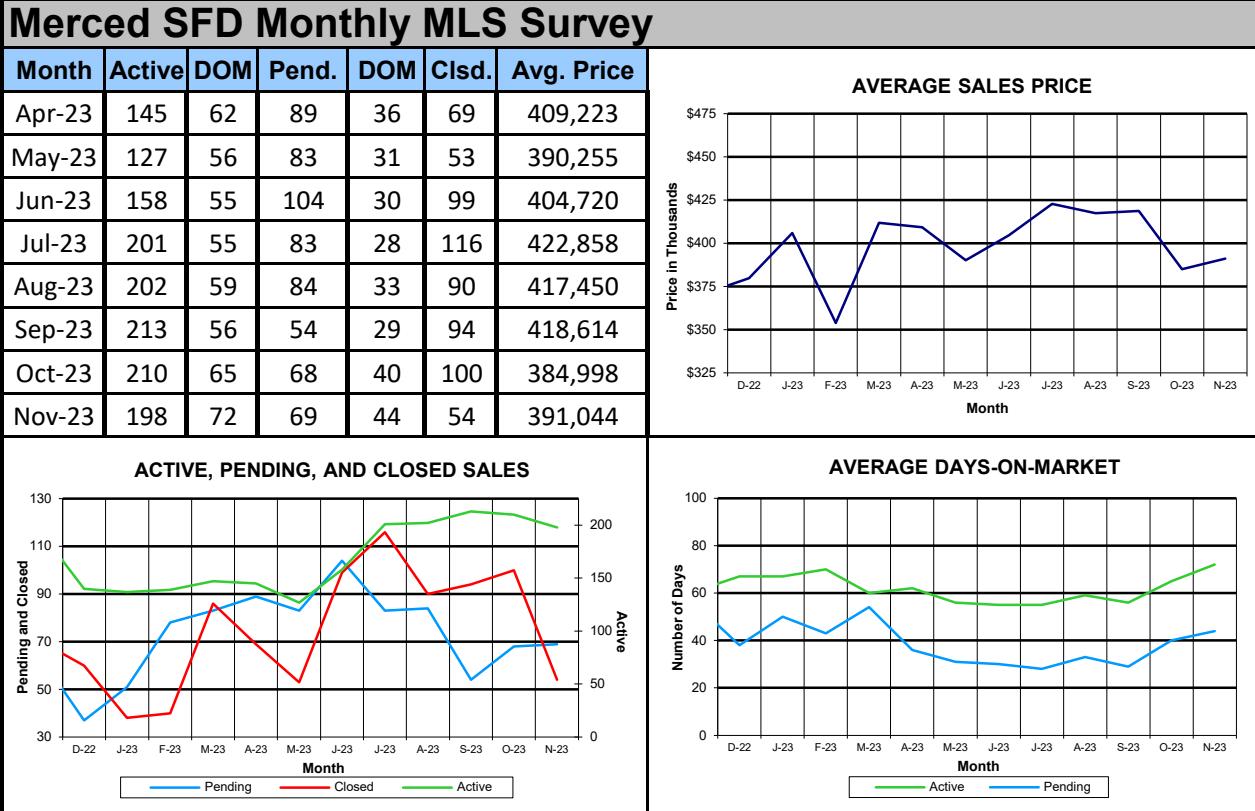
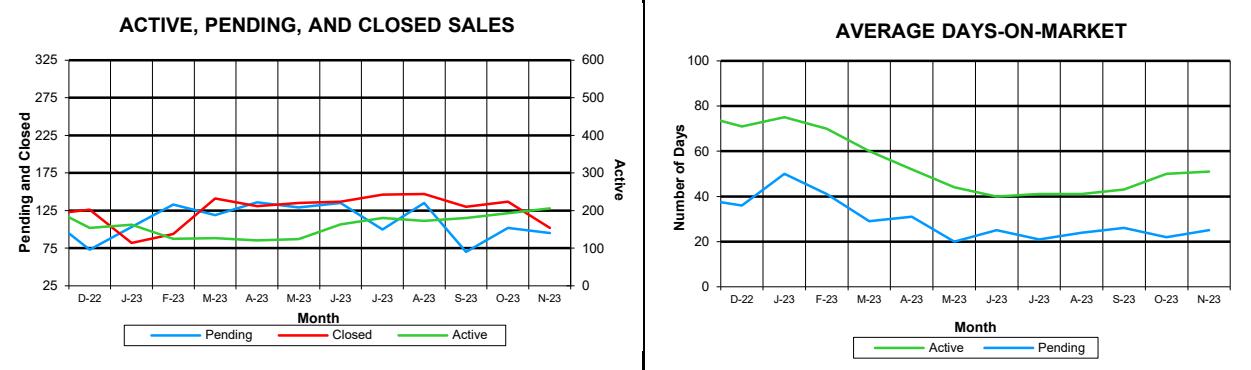


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953
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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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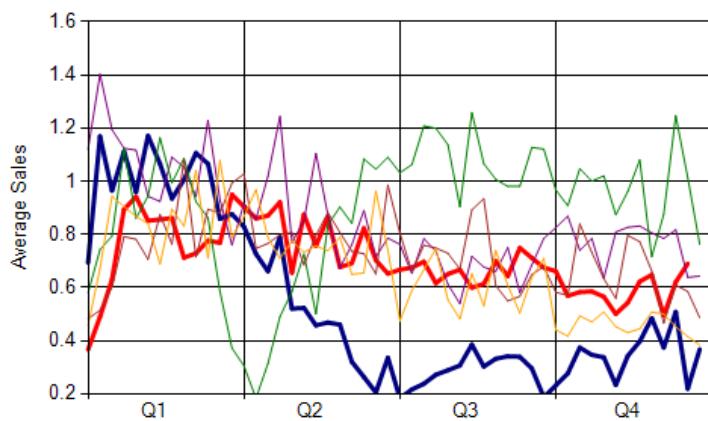
## Sacramento

Week 51

Ending: Sunday, December 24, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
South Sacramento		23	226	26	1	25	1.09	0.81	34%	0.78	39%	
Central & North Sacramento		35	186	22	3	19	0.54	0.58	-6%	0.44	22%	
Folsom		12	101	12	1	11	0.92	0.76	21%	0.78	17%	
El Dorado		9	81	5	1	4	0.44	0.55	-19%	0.42	6%	
Placer & Nevada		57	511	41	3	38	0.67	0.74	-10%	0.55	22%	
Yolo		10	69	11	1	10	1.00	0.79	26%	0.85	18%	
Amador County		1	10	0	0	0	0.00	0.06	-100%	0.15	-100%	
Northern Counties		14	72	7	3	4	0.29	0.65	-56%	0.56	-49%	
<b>Current Week Totals</b>		Traffic : Sales 10 : 1	<b>161</b>	<b>1256</b>	<b>124</b>	<b>13</b>	<b>111</b>	<b>0.69</b>	<b>0.70</b>	<b>-2%</b>	<b>0.60</b>	<b>15%</b>
Per Project Average			8	0.77	0.08	0.69						
<b>Year Ago - 12/25/2022</b>		Traffic : Sales 16 : 1	<b>160</b>	<b>1107</b>	<b>68</b>	<b>33</b>	<b>35</b>	<b>0.22</b>	<b>0.53</b>	<b>-59%</b>	<b>0.34</b>	<b>-35%</b>
% Change			1%	13%	82%	-61%	217%	215%	33%		76%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	131	24	0.81	0.14	0.67	0.66
■	2019	141	21	0.86	0.13	0.74	0.73
■	2020	150	16	1.04	0.14	0.90	0.89
■	2021	162	17	0.95	0.10	0.85	0.85
■	2022	176	13	0.70	0.18	0.53	0.52
■	2023	181	13	0.82	0.12	0.70	0.70
% Change:		2%	3%	16%	-34%	33%	34%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.13%	APR 6.51%	
FHA	6.50%	6.85%	The recent decline in mortgage rates is boosting home buying activity as 2023 winds to a close. Existing home sales ended a five-month streak of declines and rose 0.8% during November. Although the 3.82-million unit pace of sales registered during the month is still sluggish by historical standards, November's modest uptick in resales is the latest sign that housing activity is starting to bounce off the mat as financing costs move lower. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-to-year basis during the month. November's surprising drop appears mostly owed to a sharp pullback in sales in the South region. The West registered a less pronounced decline, while the Northeast and Midwest both improved during the month. All told, lower financing costs should continue to be a tailwind for the residential sector as the calendar turns to 2024. An energetic rebound, however, seems unlikely given rates will likely remain elevated over recent norms. A weaker macroeconomic backdrop is another potential obstacle for housing next year. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
10 Yr Yield	3.91%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36									
South Sacramento					Units	New Rel.	Ref'd Rmg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	18	N/A	0	0	29	29	1.25	1.25
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	0	5	14	3	1	76	48	1.11	0.94
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	3	6	11	2	0	101	77	1.48	1.51
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	10	1	0	81	55	1.20	1.08
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	6	42	0	0	37	37	1.00	1.00
The Retreats	K Hovnanian	RM		DTMJ	62	0	5	3	0	0	24	19	0.30	0.37
Allegro	KB Home	LN		ATMJ	72	0	2	0	1	0	70	35	0.71	0.69
Highland at The Grove	KB Home	LN		DTST	116	0	2	4	0	0	0	0	0.00	0.00
Rosewood at The Grove	KB Home	LN		DTMJ	51	4	5	1	1	0	9	9	1.70	1.70
Westborne at The Grove	KB Home	LN		DTMJ	123	5	6	25	2	0	10	10	1.09	1.09
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	4	5	1	0	33	33	1.05	1.05
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	2	5	5	1	0	15	15	0.68	0.68
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	5	5	1	0	29	29	1.06	1.06
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	12	0	0	66	52	0.75	1.02
Cornerstone Crossings	Meritage	LN		DTMJ	78	4	4	7	2	0	74	54	0.84	1.06
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	4	5	1	0	49	43	0.60	0.84
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	6	5	1	0	24	23	0.42	0.45
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	2	2	0	96	36	0.74	0.71
Seasons at the Farm	Richmond American	GT		DTMJ	87	5	6	7	4	0	46	29	0.49	0.57
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	3	5	3	1	0	63	57	0.83	1.12
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	2	N/A	0	0	6	6	0.95	0.95
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	6	N/A	0	0	2	2	0.32	0.32
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	7	N/A	0	0	1	1	0.16	0.16
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	2	N/A	0	0	43	41	0.74	0.80
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	2	N/A	0	0	53	48	0.91	0.94
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	4	N/A	0	0	31	26	0.53	0.51
Madeira Ranch - Prairie	Taylor Morrison TSO	LN		DTMJ	66	0	TSO	N/A	0	0	45	40	0.77	0.78
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	3	N/A	0	0	51	31	0.83	0.61
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	3	N/A	0	0	61	53	1.00	1.04
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	2	N/A	0	0	53	46	0.86	0.90
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	1	N/A	0	0	13	13	0.48	0.48
Wildhawk South- Latitude	Taylor Morrison TSO	SO		DTMJ	152	0	TSO	N/A	0	0	40	40	1.47	1.47
Long Meadow	The New Home Co	VN		DTMJ	122	5	5	30	1	0	20	20	1.16	1.16
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	3	7	0	0	80	37	0.65	0.73
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	10	0	0	71	22	0.53	0.43
The Oasis	Tim Lewis	LN		DTMJ	52	4	5	13	1	0	9	9	1.09	1.09
<b>TOTALS: No. Reporting: 23</b>	<b>Avg. Sales: 1.09</b>		<b>Traffic to Sales: 9 : 1</b>			<b>151</b>	<b>226</b>	<b>26</b>	<b>1</b>	<b>1511</b>	<b>1125</b>	<b>Net: 25</b>		

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

Development Name	Developer	City Code	Notes	Type	Projects Participating: 25										
Central Sacramento					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	3	15	0	0	33	33	0.87	0.87	
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	5	5	1	0	159	40	0.66	0.78	
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	4	5	2	1	0	28	20	0.39	0.39	
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	2	4	4	0	0	19	13	0.25	0.25	
Canyon at The Ranch	K Hovnanian	RO		DTMJ	114	3	4	2	1	0	14	14	0.41	0.41	
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	3	4	2	3	0	57	29	0.57	0.57	
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	3	1	0	38	37	0.59	0.73	
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	3	4	3	1	0	58	30	0.58	0.59	
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	0	0	0	71	29	0.71	0.57	
Caledon at Pradera Ranch	Lennar	RO		DTMJ	111	0	4	5	0	0	1	1	0.44	0.44	
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	0	4	5	1	0	6	6	0.39	0.39	
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	12	0.78	0.24	
Viridian II at Pradera Ranch	Lennar	RO		DTMJ	92	0	5	5	0	0	3	3	0.24	0.24	
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	18	0	2	7	0	0	16	13	0.21	0.25	
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	24	0	2	7	0	0	22	8	0.26	0.16	
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	36	0	2	7	1	0	29	27	0.34	0.53	
Ascent at Montelena	Pulte	RO		DTMJ	127	0	6	2	0	1	27	22	0.42	0.43	
Solis at Montelena	Pulte	RO		DTMJ	55	0	4	3	1	0	15	12	0.21	0.24	
Vista at Montelena	Pulte	RO		DTMJ	38	2	3	3	1	0	33	29	0.46	0.57	
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	7	11	0	1	60	40	0.64	0.78	
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	4	8	0	0	9	9	0.40	0.40	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	1	2	0	0	167	24	0.74	0.47	
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	4	2	0	0	19	19	0.82	0.82	
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	4	6	0	0	10	10	0.47	0.47	
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	5	4	0	0	6	6	0.27	0.27	
<b>TOTALS: No. Reporting: 25</b>		<b>Avg. Sales: 0.40</b>			<b>Traffic to Sales: 9 : 1</b>				<b>93</b>	<b>113</b>	<b>12</b>	<b>2</b>	<b>1083</b>	<b>486</b>	<b>Net: 10</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12										
North 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	
Artisan - The Cove	Beazer TSO	SO		DTST	145	0	TSO	N/A	0	0	143	22	0.65	0.43	
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	N/A	0	0	153	31	0.84	0.61	
Villas at The Preserve	KB Home	AO		DTMJ	203	4	6	13	1	0	5	5	0.55	0.55	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	1	5	1	0	150	58	0.89	1.14	
Northlake - Bleau	Lennar	SO		DTMJ	348	4	4	15	3	0	144	59	0.94	1.16	
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	3	10	2	0	117	43	0.81	0.84	
Northlake - Lakelet	Lennar	SO		DTMJ	307	0	3	5	1	0	128	50	0.84	0.98	
Northlake - Shor	Lennar	SO		DTMJ	337	0	3	5	0	0	129	44	0.84	0.86	
Northlake - Watersyde	Lennar	SO		DTMJ	276	0	5	5	0	1	123	39	0.80	0.76	
Northlake - Wavmor	Lennar	SO		DTMJ	320	0	4	10	2	0	122	36	0.80	0.71	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	129	0	1	0	0	0	128	81	1.04	1.59	
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 0.90</b>			<b>Traffic to Sales: 7 : 1</b>				<b>34</b>	<b>73</b>	<b>10</b>	<b>1</b>	<b>1342</b>	<b>468</b>	<b>Net: 9</b>

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 15										
					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	8	N/A	0	0	15	15	0.70	0.70	
Sycamore Creek	JMC	FM		DTMJ	44	0	1	0	0	0	43	2	0.27	0.04	
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	143	0	4	5	1	0	71	61	0.82	1.20	
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	4	5	1	0	60	40	0.72	0.78	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	5	0	0	116	36	0.77	0.71	
Rockcress II at Folsom Ranch	Lennar	FM		DTMJ	115	0	4	5	0	0	1	1	0.78	0.78	
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	96	0	6	5	0	1	44	44	1.36	1.36	
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	3	5	5	1	0	39	39	1.14	1.14	
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	3	1	1	0	75	37	0.54	0.73	
Folsom Ranch - Encore	Taylor Morrison TSO	FM		DTMJ	106	0	TSO	N/A	0	0	35	35	0.63	0.69	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	4	N/A	0	0	31	31	0.56	0.61	
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	3	5	19	2	0	58	58	1.31	1.31	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	4	16	1	0	42	29	0.53	0.57	
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	76	4	6	19	3	0	47	47	1.06	1.06	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	4	5	16	2	0	49	36	0.62	0.71	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.92</b>			<b>Traffic to Sales: 8 : 1</b>				<b>61</b>	<b>101</b>	<b>12</b>	<b>1</b>	<b>726</b>	<b>511</b>	<b>Net: 11</b>

City Codes: FM = Folsom

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
El Dorado County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Revere	Blue Mountain	RE		DTMJ	51	0	4	4	0	0	43	10	0.31	0.20				
Alder at Saratoga Estates	Elliott	BH		DTMJ	129	0	5	11	0	0	107	21	0.60	0.41				
Manzanita at Saratoga	Elliott	BH		DTMJ	131	4	6	12	1	0	70	15	0.40	0.29				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	2	5	12	0	0	14	8	0.16	0.16				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	5	5	0	1	104	45	0.65	0.88				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	8	5	1	0	296	82	1.08	1.61				
Trento at The Promontory	Lennar	BH		DTMJ	32	3	5	10	2	0	14	14	0.38	0.38				
Ridgeview	The New Home Co	BH		DTMJ	44	0	5	18	0	0	11	11	0.44	0.44				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	3	5	4	1	0	51	22	0.45	0.43				
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.44</b>		<b>Traffic to Sales: 16 : 1</b>				<b>48</b>	<b>81</b>	<b>5</b>	<b>1</b>	<b>710</b>	<b>228</b>				
														<b>Net: 4</b>				
City Codes: RE = Rescue, BH = El Dorado Hills																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 62									
Placer 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
Kindred at Sierra Vista	Anthem United	R/V		DTMJ	159	0	11	14	0	0	1	1	0.11	0.11
Whitehawk	Anthem United	GB		DTMJ	55	0	6	26	0	0	19	19	0.43	0.43
Verrado II at Solaire	Beazer	R/V		DTMJ	63	0	13	N/A	0	0	9	9	0.42	0.42
Harvest	Black Pine	LM		DTMJ	22	0	3	6	0	0	17	17	0.53	0.53
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	6	5	0	0	1	1	0.04	0.04
Oresleigh Havenwood	Oresleigh	LL		DTMJ	83	0	3	1	0	0	40	17	0.33	0.33
Balboa II	DR Horton	R/V		DTST	172	0	5	6	0	0	107	96	1.48	1.88
Dragonfly at Winding Creek	DR Horton	R/V		DTST	77	5	6	9	3	0	7	7	0.96	0.96
Melrose at Mason Trails	DR Horton	R/V		DTMJ	93	2	3	5	1	0	90	69	1.15	1.35
Turkey Creek Estates	Elliott	LL		DTMJ	228	0	5	13	0	0	66	18	0.51	0.35
Edgefield Place	JMC	RK		DTMJ	83	0	8	20	0	1	45	32	0.48	0.63
Excelsior Village at Sierra Vista	JMC	R/V		DTMJ	80	3	4	8	1	0	29	26	0.33	0.51
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	5	5	10	3	0	94	44	0.67	0.86
Inspiration Village at Sierra Vista	JMC	R/V		DTMJ	103	3	6	27	2	0	2	2	0.38	0.38
Meadow brook at Fiddymont Farms	JMC	R/V		DTMJ	80	0	5	11	1	0	70	21	0.50	0.41
Northbrook at Fiddymont Farm	JMC	R/V		DTST	87	0	3	17	0	0	37	37	1.08	1.08
Palisade Village	JMC	R/V		DTST	307	0	3	9	2	0	300	76	1.36	1.49
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	4	0	0	89	14	0.52	0.27
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	3	5	9	1	0	86	34	0.61	0.67
Sentinel	JMC	R/V		DTST	256	0	5	13	0	0	161	30	0.81	0.59
Tribute Pointe	JMC	RK		DTMJ	99	0	4	16	1	0	23	15	0.25	0.29
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	5	40	2	0	63	50	0.70	0.98
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	5	1	1	0	78	8	0.54	0.16
Firefly at Winding Creek II	K Hovnanian	R/V		DTMJ	36	0	3	7	1	0	31	31	1.23	1.23
Aurora Heights at Twelve Bridges	KB Home	LL		DTMJ	224	0	3	26	0	0	4	4	0.48	0.48
Copper Ridge	KB Home S/O	LL		DTMJ	98	0	S/O	13	1	0	98	54	0.91	1.06
Cortland at Mason Trails	KB Home	R/V		DTMJ	110	0	2	0	1	0	108	53	1.10	1.04
Morgan Knolls	KB Home	R/V		DTMJ	58	0	4	23	0	0	26	26	0.76	0.76
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	2	0	0	238	21	1.00	0.41
Andorra at Sierra West	Lennar	R/V		DTMJ	193	4	8	10	2	0	180	79	1.07	1.55
Breckenridge at Sierra West	Lennar	R/V		DTMJ	281	0	6	5	0	0	122	77	1.06	1.51
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	404	0	6	5	0	0	114	62	0.92	1.22
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	457	4	5	10	2	0	113	63	0.89	1.24
Lumiere at Sierra West	Lennar	R/V		DTMJ	205	0	4	5	1	0	171	73	1.01	1.43
Meribel at Sierra West	Lennar	R/V		DTMJ	167	0	5	5	1	1	162	61	0.94	1.20
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	256	0	3	5	1	0	110	62	0.90	1.22
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	3	6	5	1	0	49	47	0.83	0.92
Windham at Sierra West	Lennar	R/V		DTMJ	173	4	5	15	3	0	119	71	1.12	1.39
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	3	4	0	0	77	48	0.82	0.94
Roam at Winding Creek	Meritage	R/V		DTMJ	95	0	3	0	0	0	89	43	0.80	0.84
Traverse at Winding Creek	Meritage	R/V		DTMJ	82	0	4	8	0	0	11	11	0.83	0.83
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	13	0	0	33	9	0.44	0.18
Revere at Independence	Richmond American	LL		DTMJ	122	0	9	4	0	0	113	32	0.73	0.63
Seasons at Mason Trails	Richmond American	R/V		DTMJ	77	3	6	2	2	0	41	32	0.53	0.63
Seasons at Sierra Vista	Richmond American	R/V		DTMJ	143	4	5	16	2	0	30	29	0.32	0.57

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 62									
Placer County (Continued ...)					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
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	5	7	1	1	62	36	0.55	0.71
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	4	N/A	0	0	101	23	0.73	0.45
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	9	N/A	0	0	32	26	0.32	0.51
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	N/A	0	0	94	24	0.68	0.47
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	N/A	0	0	101	31	0.73	0.61
Fiddymore Farm- Magnolia	Taylor Morrison	RV		DTMU	99	0	3	N/A	0	0	82	47	0.98	0.92
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	1	0	1	0	21	11	0.25	0.22
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	4	8	0	0	8	8	0.41	0.41
Valley Oak- Trails	The New Home Co	RV		DTMU	62	3	4	8	2	0	10	10	0.49	0.49
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	4	13	0	0	20	20	0.41	0.41
Summit at Whitney Ranch	Tim Lewis	RK		DTMU	82	0	3	2	0	0	79	5	0.35	0.10
The Lake at Crown Point II	Tim Lewis	RK		DTMU	17	0	4	4	0	0	3	3	0.15	0.15
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	2	0	0	0	8	6	0.10	0.12
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	4	1	0	0	13	10	0.16	0.20
Radiance at Solaire	TRI Pointe	RV		DTMU	106	2	3	5	1	0	103	36	0.72	0.71
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	4	4	0	0	23	16	0.32	0.31
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	2	4	0	0	29	27	0.41	0.53
<b>TOTALS: No. Reporting: 56</b>		<b>Avg. Sales: 0.68</b>			<b>Traffic to Sales: 12 : 1</b>			<b>282</b>	<b>509</b>	<b>41</b>	<b>3</b>	<b>4262</b>	<b>1970</b>	<b>Net: 38</b>
City Codes: RV = Roseville, GB = Granite Bay, LM = Loomis, LL = Lincoln, RK = Rocklin														

Nevada 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
Timberwood Estates II	Hilbers	GV		DTST	5	0	5	2	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>5</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Net: 0</b>
City Codes: GV = Grass Valley														

Yolo County					Projects Participating: 10									
					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
Parkside at The Rivers	Century	WS		DTMU	82	0	2	5	0	0	43	42	0.71	0.82
Trailside at the Rivers	Century	WS		DTMU	120	0	4	5	0	0	14	14	0.28	0.28
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	5	6	15	4	0	49	49	1.04	1.04
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	3	10	2	0	25	25	0.52	0.52
Crestada	Lennar	WL		DTMU	105	3	5	10	2	0	66	55	0.93	1.08
Iris	Lennar	WL		DTMU	97	0	4	10	2	1	76	67	0.92	1.31
Lavender	Lennar	WL		DTMU	78	0	4	5	0	0	74	55	0.96	1.08
The Hideaway	Meritage	WN		DTMU	148	4	6	2	1	0	71	52	0.88	1.02
Harvest at Spring Lake	Richmond American	WL		DTMU	84	0	3	0	0	0	81	29	0.58	0.57
Revival	Tim Lewis	WL		DTST	72	0	4	7	0	0	21	11	0.24	0.22
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 6 : 1</b>			<b>41</b>	<b>69</b>	<b>11</b>	<b>1</b>	<b>520</b>	<b>399</b>	<b>Net: 10</b>
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

# The Ryness Report

Week Ending  
Sunday, December 24, 2023

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	4	10	0	0	21	3	0.17	0.06	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: NA</b>	<b>4</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>3</b>	<b>Net: 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	Av. Sls /Week	Av. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	2	6	1	1	0	35	34	0.53	0.67	
Sparrow	DR Horton	CO		DTMU	86	4	5	4	1	1	32	28	0.40	0.55	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 3 : 1</b>	<b>11</b>	<b>5</b>	<b>2</b>	<b>1</b>	<b>67</b>	<b>62</b>	<b>Net: 1</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	Av. Sls /Week	Av. Sls /YTD	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	4	5	9	2	0	27	26	0.51	0.51	
Magnolia at Shastina Ranch	DR Horton	RD		DTMU	66	0	3	9	0	0	22	22	0.41	0.43	
Monroe	DR Horton	RD		DTST	20	0	4	3	0	0	5	5	0.21	0.21	
Rio	DR Horton	RD		DTST	50	0	4	1	0	0	40	24	0.49	0.47	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 11 : 1</b>	<b>16</b>	<b>22</b>	<b>2</b>	<b>0</b>	<b>94</b>	<b>77</b>	<b>Net: 2</b>
City Codes: RD = Redding															

Yuba County					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMU	78	0	5	5	0	0	3	3	0.32	0.32	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMU	72	0	5	11	0	0	20	20	0.52	0.52	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	5	2	0	0	102	11	0.51	0.22	
Aspire at Calterra Ranch	K Hovnanian	WH		DTMU	145	3	4	5	2	0	55	38	0.61	0.75	
Butte Vista at Cobblestone	KB Home	PLK		DTMU	147	0	6	11	0	0	83	40	0.90	0.78	
Cascade Valley at Cobblestone	KB Home	PLK		DTMU	69	0	3	1	0	0	66	62	1.11	1.22	
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	3	8	0	2	165	59	0.98	1.16	
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	146	0	4	2	1	0	137	43	0.79	0.84	
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.13</b>					<b>Traffic to Sales: 15 : 1</b>	<b>35</b>	<b>45</b>	<b>3</b>	<b>2</b>	<b>631</b>	<b>276</b>	<b>Net: 1</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst															

Sacramento					Projects Participating: 185									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
<b>GRAND TOTALS: No. Reporting: 161</b>		<b>Avg. Sales: 0.69</b>		<b>Traffic to Sales: 10 : 1</b>	<b>781</b>	<b>1256</b>	<b>124</b>	<b>13</b>	<b>10967</b>	<b>5605</b>	<b>Net: 111</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														

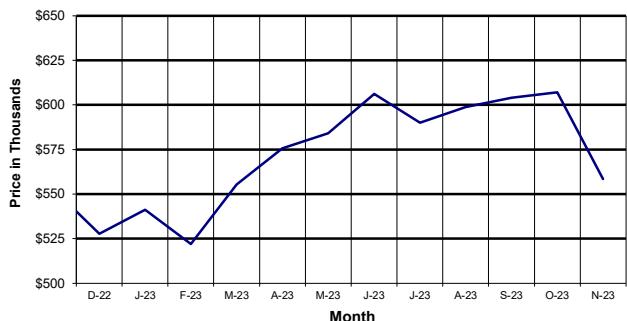
# The Ryness Company

Marketing Research Department

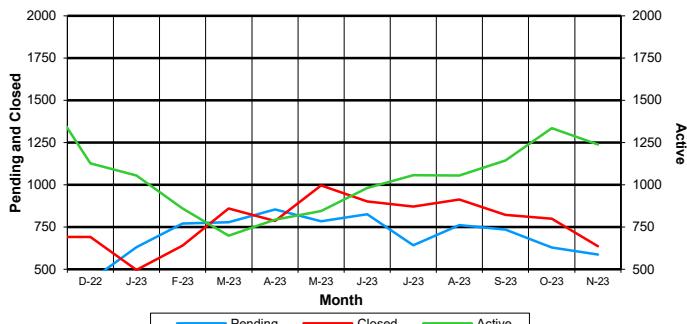
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048
Aug-23	1,056	40	761	24	914	598,812
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

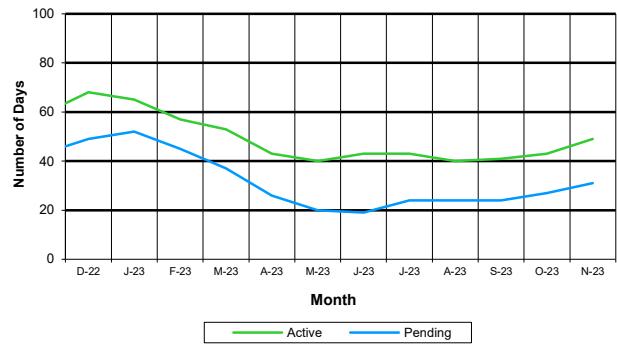
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



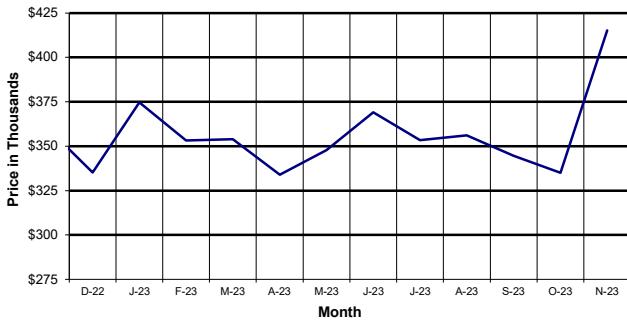
### AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398
Aug-23	131	41	78	20	120	356,082
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

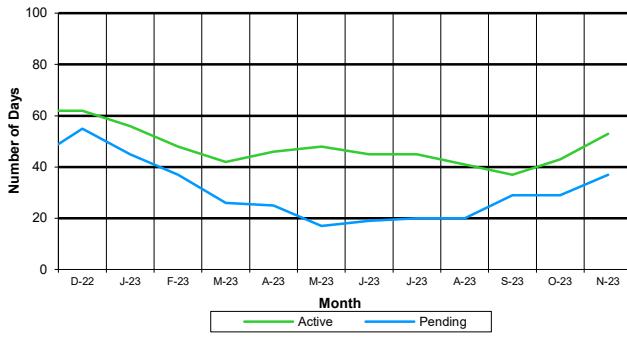
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



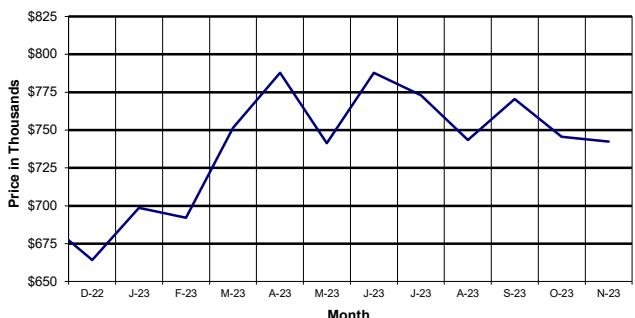
# The Ryness Company

Marketing Research Department

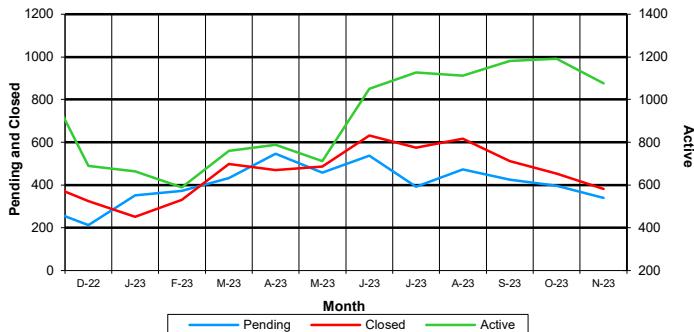
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004
Aug-23	1,112	58	473	33	617	743,456
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

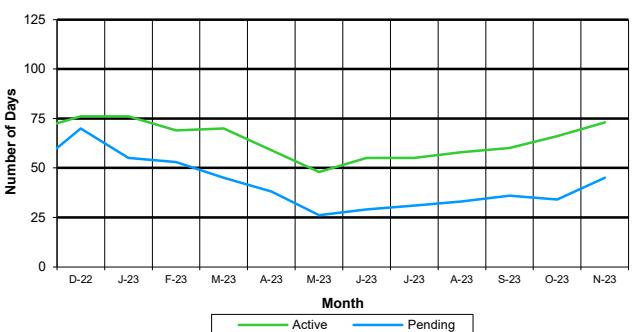
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



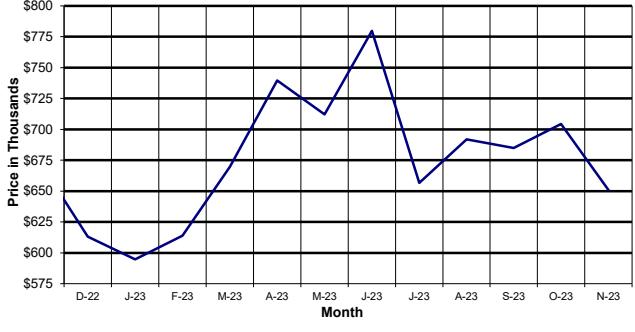
AVERAGE DAYS-ON-MARKET



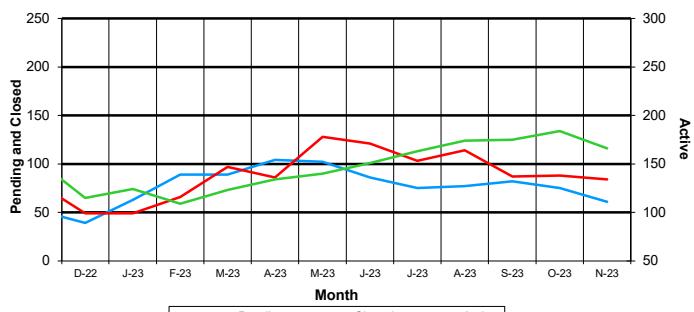
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

