

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



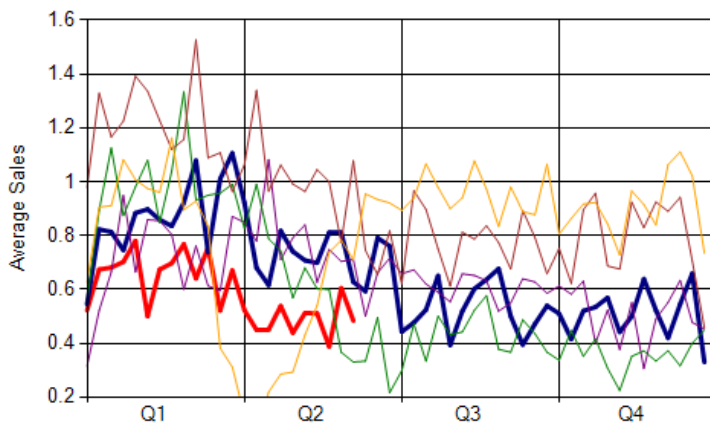
## Bay Area

Week 23

Ending: Sunday, June 8, 2025







Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
Alameda		15	205	11	0	11	0.73	0.70	5%	0.67	9%				
Contra Costa		22	319	9	1	8	0.36	0.50	-27%	0.46	-21%				
Sonoma, Napa		11	103	4	1	3	0.27	0.54	-50%	0.53	-49%				
San Mateo		2	16	0	0	0	0.00	0.30	-100%	0.23	-100%				
Santa Clara		14	126	9	0	9	0.64	0.62	3%	0.43	48%				
Monterey, Santa Cruz, San Benito		9	70	3	1	2	0.22	0.44	-49%	0.38	-41%				
Solano		16	82	10	0	10	0.63	0.73	-14%	0.78	-20%				
Current Week Totals		Traffic : Sales		20 : 1		89	921	46	3	43	0.48	0.59	-18%	0.54	-11%
Per Project Average				10	0.52	0.03	0.48								
Year Ago - 06/09/2024		Traffic : Sales		18 : 1		110	1363	77	8	69	0.63	0.81	-23%	0.82	-24%
% Change		-19%	-32%	-40%	-63%	-38%	-23%	-27%				-34%			

52 Weeks Comparison



Year to Date Averages Through Week 23

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2020	153	13	0.78	0.12	0.66	0.80
	2021	117	16	1.20	0.07	1.13	0.93
	2022	103	11	0.93	0.10	0.83	0.58
	2023	114	12	0.81	0.08	0.74	0.64
	2024	106	14	0.88	0.07	0.81	0.66
	2025	93	12	0.65	0.06	0.59	0.59
% Change:		-12%	-14%	-26%	-16%	-27%	-11%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.50%	APR 7.00%	<p>Economic uncertainty has produced a double whammy for the housing market: sluggish home sales and plodding construction. In a May survey of builder confidence conducted by Wells Fargo and the National Association of Home Builders, home builder sentiment dropped to a level last seen in November 2023. The problem, as ever, is the cost of housing: Home prices are out of reach for many who would like to buy. And the tariff drama under President Trump has both made it more expensive to build new homes and made the future more unpredictable for would-be homebuyers. The result is a country where builders want to build, and buyers want to buy - but the future is too much in doubt. The first issue is a dip in demand. Lots of Americans would love to buy a home, but they simply can't afford to. Home prices are up nearly 50% since before the pandemic, and mortgage rates ticked up to 6.86% last week - a far cry from their pandemic low of 2.65% for a 30-year fixed-rate loan. Construction of single-family homes dropped in April, according to figures from the Census Bureau. Every indicator concerning single-family homes - building permits, starts of new homes and completions - was down compared to a year ago. This may have consequences for the future: A lack of permits now can mean fewer homes hitting the market later. Source: NPR Laurel Wamsley</p>
FHA	6.25%	6.99%	
10 Yr Yield	4.48%		

Development Name	Developer	City Code	Notes	Type										
Alameda County   Alameda County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
La Playa Place	DR Horton	HY		DTMU	47	0	3	5	0	0	44	5	0.74	0.22
Poppy Lane	DR Horton	LS		DTST	18	5	6	15	1	0	12	12	0.54	0.52
The Chapter	KB Home	CV		ATMU	51	0	4	25	0	0	22	14	0.75	0.61
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	4	11	0	0	34	10	0.31	0.43
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	3	11	0	0	24	4	0.22	0.17
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	1	0	0	0	119	17	0.96	0.74
Towns at Hartford	Lennar	FR		ATMU	57	0	5	6	1	0	47	29	0.87	1.26
TOTALS: No. Reporting: 7	Avg. Sales: 0.29		Traffic to Sales: 37 : 1				26	73	2	0	302	91	Net: 2	
City Codes: HY = Hayward, LS = San Leandro, CV = Castro Valley, AL = Alameda, NK = Newark, FR = Fremont														

Alameda County   Amador Valley					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
Vine at Boulevard	Brookfield	DB	ATMU	92	0	17	14	1	0	72	18	1.02	0.78	
Cava	DeNova	LV	ATMU	112	0	12	24	2	0	10	10	1.40	1.40	
Avalon at Boulevard	Lennar	DB	ATMU	90	0	4	3	1	0	86	17	0.89	0.74	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	0	3	3	0	0	85	23	0.99	1.00	
Larkspur at Francis Ranch	Taylor Morrison	DB	DTMU	91	0	6	35	0	0	4	4	1.27	1.27	
Primrose at Francis Ranch	Taylor Morrison	DB	DTMU	85	0	3	1	0	0	17	17	1.20	1.20	
Azure at Francis Ranch	Trumark	DB	DTMU	98	0	1	26	3	0	15	15	1.25	1.25	
Orchid at Francis Ranch	Trumark TSO	DB	DTMU	101	0	TSO	26	2	0	3	4	1.50	1.50	
TOTALS: No. Reporting: 8		Avg. Sales: 1.13		Traffic to Sales: 15 : 1			46	132	9	0	292	108	Net: 9	
City Codes: DB = Dublin, LV = Livermore														

Contra Costa County   Diablo Valley					Projects Participating: 5									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Woodbury Highlands	Davidon	LF	ATMU	99	0	10	6	0	0	87	12	0.35	0.52	
180 Midhill	DeNova	MZ	DTMU	7	0	5	3	0	0	2	2	0.18	0.18	
Heritage View	DeNova	MZ	DTMU	38	2	5	8	1	0	23	16	0.91	0.70	
Hillcrest	Shea	PH	DTMU	31	0	3	4	1	0	27	3	0.34	0.13	
Oak Grove	SummerHill	WC	ATMU	115	0	4	5	0	0	72	15	0.90	0.65	
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 13 : 1				27	26	2	0	211	48	Net: 2
City Codes: LF = Lafayette, MZ = Martinez, PH = Pleasant Hill, WC = Walnut Creek														

Contra Costa County   San Ramon Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magee Preserve	Davidon	DN	DTMU	69	0	5	16	1	0	55	12	0.44	0.52	
City Village - Rows	SummerHill	SR	DTMU	114	0	3	35	0	0	13	6	0.26	0.26	
City Village - Towns	SummerHill	SR	ATMU	136	0	6	35	0	0	80	17	0.91	0.74	
City Village -Courts	SummerHill	SR	DTMU	154	0	3	35	3	0	53	9	0.59	0.39	
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 30 : 1			17	121	4	0	201	44	Net: 4	
City Codes: DN = Danville, SR = San Ramon														

Development Name	Developer	City Code	Notes	Type										
Contra Costa County   West Contra Costa					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
Owl Ranch	DR Horton	HC		DTMU	40	4	5	12	1	0	15	15	1.14	1.14
Bay View at Richmond	Meritage	RM		DTMU	94	0	4	0	0	0	59	11	0.49	0.48
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 12 : 1				9	12	1	0	74	26	Net: 1
City Codes: HC = Hercules, RM = Richmond														

Contra Costa County   Antioch/Pittsburg					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
Hills at Park Ridge	Davidon	AN	DTMU	227	0	6	20	1	0	181	21	0.75	0.91	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	0	4	9	0	0	70	12	0.66	0.52	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	4	32	0	0	59	14	0.56	0.61	
Deer Valley	Meritage	AN	DTMU	120	0	4	0	0	0	68	25	1.09	1.09	
TOTALS: No. Reporting: 4		Avg. Sales: 0.25		Traffic to Sales: 61 : 1				18	61	1	0	378	72	Net: 1
City Codes: AN = Antioch														

Contra Costa County   East Contra Costa					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMU	131	0	3	0	0	0	112	4	0.37	0.17
Cattle Ridge at Summer Lake North	DeNova	OY	Rsv's	DTMU	167	0	5	26	0	0	5	5	0.28	0.28
Saddle Creek at Summer Lake North	DeNova	OY		DTMU	203	0	5	21	1	0	13	13	0.72	0.72
Seagrass	Pulte	DB		DTMU	276	0	5	13	0	0	28	10	0.34	0.43
Orchard Grove	Shea	BT		DTMU	51	4	6	25	0	0	10	10	0.52	0.52
Orchard Trails	Shea	BT		DTMU	78	0	2	2	0	0	76	1	0.40	0.04
Apricot Estates	Trumark	BT		DTMU	63	0	14	12	0	1	2	2	0.40	0.40
TOTALS: No. Reporting: 7		Avg. Sales: 0.00		Traffic to Sales: 99 : 1				40	99	1	1	246	45	Net: 0
City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood														

Sonoma and Napa Counties   Sonoma, Napa Counties					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Copperleaf at Riversound	Brookfield	NP	ATMU	58	3	10	11	0	0	5	5	0.31	0.31	
Foundry at Riversound	Brookfield	NP	DTMU	66	0	10	11	0	0	6	6	0.37	0.37	
Patina at Riversound	Brookfield	NP	DTMU	79	0	23	12	0	1	19	7	0.34	0.30	
Harmony at SOMO Village	Century	RP	DTMU	65	3	3	6	2	0	44	18	0.75	0.78	
Synergy at SOMO Village	Century	RP	DTMU	51	0	5	9	0	0	33	13	0.61	0.57	
Vintage Farm	Davidon	NP	DTMU	53	0	5	6	0	0	14	14	0.92	0.92	
Western Meadows	Davidon	NP	DTMU	12	0	4	3	0	0	2	1	0.05	0.04	
Hummingbird Cottages	DeNova	SX	DTST	15	0	4	12	0	0	9	9	0.47	0.47	
Harvest at Watson Ranch	DR Horton	AC	DTMU	219	4	6	14	1	0	145	34	1.26	1.48	
Stonebridge	DR Horton	SR	DTMU	108	4	5	19	1	0	9	9	0.74	0.74	
Sterling Hills at Quarry Heights II	KB Home	PET	DTMU	91	0	2	0	0	0	89	3	0.45	0.13	
TOTALS: No. Reporting: 11	Avg. Sales: 0.27		Traffic to Sales: 26 : 1			77	103	4	1	375	119	Net: 3		
City Codes: NP = Napa, RP = Rohnert Park, SX = Sonoma, AC = American Canyon, SR = Santa Rosa, PET = Petaluma														

Development Name	Developer	City Code	Notes	Type										
San Mateo County   San Mateo 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
Elevate at The Heights	Pulte	SM		DTMU	44	0	3	10	0	0	7	7	0.37	0.37
Overlook at The Heights	Pulte	SM		ATMU	58	0	3	6	0	0	9	9	0.47	0.47
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: N/A				6	16	0	0	16	16	Net: 0
City Codes: SM = San Mateo														

Santa Clara County   Santa Clara County				Projects Participating: 15									
				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
Moonstone	Brookfield	MH	ATMU	86	5	16	9	0	0	47	23	0.67	1.00
Palomino Estates at Glen Loma Ranch	KB Home	GL	DTMU	37	0	1	3	1	0	36	18	0.64	0.78
Apollo at The Square	Pulte	SV	ATMU	72	0	6	3	0	0	3	2	0.06	0.09
Artemis at The Square	Pulte	SV	ATMU	63	0	5	4	0	0	16	8	0.29	0.35
Avenue at Central	Pulte	SJ	ATMU	158	0	3	10	1	0	99	25	1.08	1.09
Plaza at Central	Pulte	SJ	ATMU	90	0	2	5	0	0	88	1	0.61	0.04
The Elms	Pulte	ST	ATMU	90	4	5	24	2	0	47	19	0.53	0.83
28FIFTY	SummerHill	PA	ATMU	48	0	2	14	0	0	18	18	0.99	0.99
Amelia	Taylor Morrison	MV	ATMU	85	0	6	23	3	0	26	16	0.68	0.70
Blueprint	Taylor Morrison	SC	ATMU	48	2	2	1	1	0	44	2	0.65	0.09
Brix at Glen Loma Ranch	TRI Pointe	GL	DTMU	67	0	2	4	0	0	47	9	0.46	0.39
Lotus at Urban Oak	TRI Pointe	SJ	ATMU	123	0	3	N/A	0	0	64	10	0.43	0.43
Ascend	Trumark	SJ	ATMU	32	0	7	8	1	0	24	16	0.63	0.70
Lumberyard	Van Daele	MH	ATMU	49	0	5	12	0	0	28	13	0.49	0.57
Heritage on 6th Street	Warmington	GL	DTMU	19	0	3	6	0	0	2	2	0.15	0.15
TOTALS: No. Reporting: 14		Avg. Sales: 0.64		Traffic to Sales: 14 : 1			68	126	9	0	589	182	Net: 9
City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SJ = San Jose, ST = Saratoga, PA = Palo Alto, MV = Mountain View, SC = Santa Clara													

Monterey, Santa Cruz, San Benito   Monterey, Santa Cruz, San Benito Counties					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	0	5	2	0	0	38	16	0.45	0.70	
Everglen	KB Home	HO	DTST	82	0	5	17	0	0	9	9	0.64	0.64	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	4	5	11	1	0	95	17	0.89	0.74	
Bay House at The Dunes II	Shea	MA	ATMU	109	0	5	1	0	1	13	3	0.34	0.13	
Enclave, The	Shea	SS	DTMU	121	4	6	3	0	0	83	7	0.39	0.30	
Light House at the Dunes II	Shea	MA	DTMU	104	0	3	7	0	0	18	10	0.49	0.43	
Rooftops at The Dunes	Shea	MA	ATMU	84	0	4	22	0	0	19	5	0.38	0.22	
Sky House at The Dunes II	Shea	MA	DTMU	110	5	7	3	2	0	14	9	0.39	0.39	
Willow Landing	TRI Pointe	HO	DTMU	144	5	6	4	0	0	11	11	0.61	0.61	
TOTALS: No. Reporting: 9		Avg. Sales: 0.22		Traffic to Sales: 23 : 1			46	70	3	1	300	87	Net: 2	
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

Development Name	Developer	City Code	Notes	Type										
Solano County   Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	2	3	20	1	0	102	19	0.91	0.83
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 20 : 1				3	20	1	0	102	19	Net: 1
City Codes: VL = Vallejo														

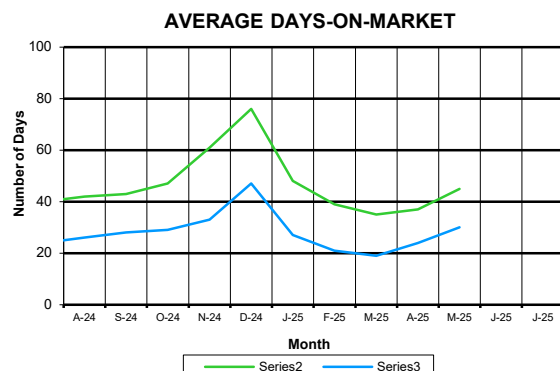
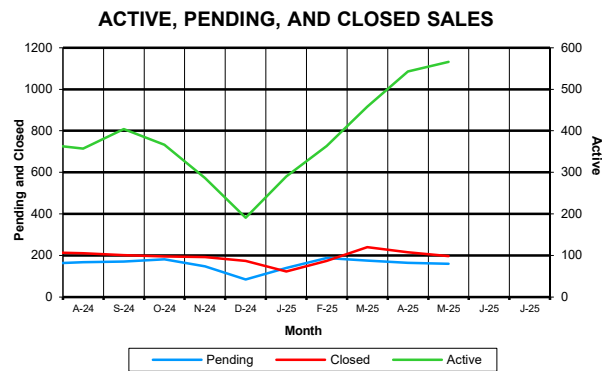
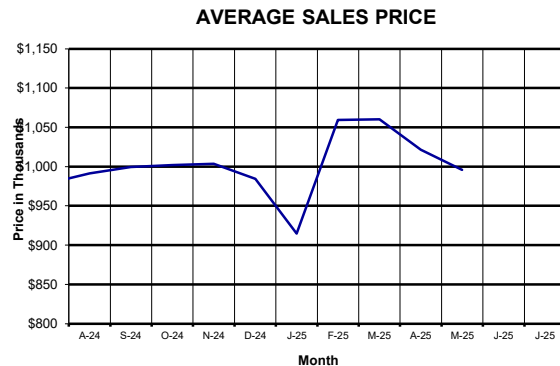
Solano County   Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 17									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Meridian	Century	SU	DTMU	71	4	4	6	2	0	62	23	0.72	1.00	
Luminescence at Liberty	DeNova	RV	AASF	311	0	12	6	0	0	179	12	0.88	0.52	
Four Seasons at Homestead- Autumn	K Hovnanian	DX	AASF	152	0	5	5	0	0	110	25	0.73	1.09	
Four Seasons at Homestead- Spring	K Hovnanian	DX	AASF	150	0	5	5	1	0	91	21	0.60	0.91	
Sweetbay at Magnolia Park	KB Home	VC	DTMU	104	5	6	9	2	0	76	28	0.83	1.22	
Wildhawk II at Roberts Ranch	KB Home	VC	DTMU	62	0	3	6	1	0	57	16	0.70	0.70	
Emerald at One Lake	Lennar	FF	DTMU	66	2	4	1	1	0	14	14	0.66	0.66	
Hawthorn Hill at Lagoon Valley	Lennar	VC	DTMU	100	0	3	2	0	0	1	1	0.88	0.88	
Lilac Ridge at Lagoon Valley	Lennar	VC	DTMU	108	0	5	2	0	0	21	13	0.63	0.57	
Serenity at One Lake	Lennar	FF	DTMU	65	0	4	1	1	0	6	6	0.28	0.28	
Tramore Village at Vanden Meadows	Meritage	VC	DTMU	212	0	3	0	0	0	135	31	0.82	1.35	
Waterford Vanden Meadows 60s	Meritage	VC	DTMU	83	0	4	0	0	0	63	0	0.38	0.00	
Foxboro Knolls	Pulte S/O	VC	DTMU	58	0	S/O	4	0	0	58	15	0.79	0.65	
Carmello II at Roberts Ranch	Taylor Morrison	VC	DTMU	72	0	3	5	1	0	64	28	1.01	1.22	
Rosemary Grove at Lagoon Valley	Taylor Morrison	VC	DTMU	97	0	4	10	0	0	10	10	0.90	0.90	
Glisten at One Lake	TRI Pointe	FF	DTMU	75	0	3	N/A	0	0	32	11	0.31	0.48	
Splash at One Lake	TRI Pointe	FF	DTMU	144	0	4	N/A	0	0	126	9	0.56	0.39	
TOTALS: No. Reporting: 15		Avg. Sales: 0.60		Traffic to Sales: 7 : 1				72	62	9	0	1105	263	Net: 9
City Codes: SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville, FF = Fairfield														

Bay Area			Projects Participating: 92						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 89	Avg. Sales: 0.48	Traffic to Sales: 20 : 1	455	921	46	3	4191	1120	Net: 43
Project Types:			AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached						
Abbreviations:			SO = Sold Out, TSO = Temporarily Sold Out						

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

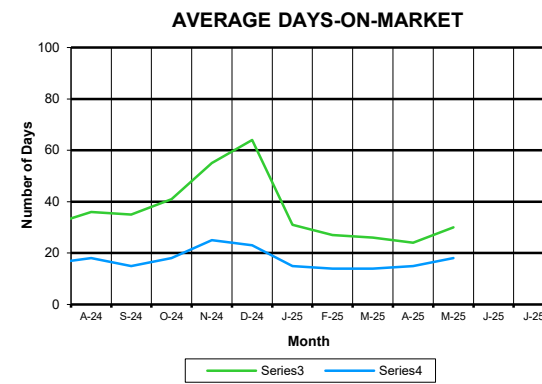
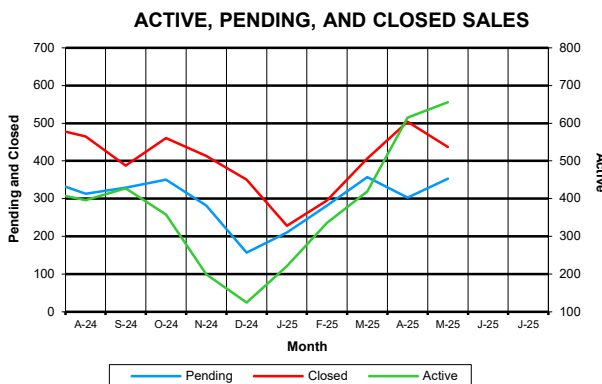
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	366	47	181	29	195	1,001,916
Nov-24	286	61	147	33	192	1,003,525
Dec-24	191	76	84	47	174	984,580
Jan-25	290	48	140	27	123	914,888
Feb-25	363	39	188	21	174	1,059,385
Mar-25	458	35	175	19	240	1,060,127
Apr-25	543	37	165	24	215	1,021,618
May-25	566	45	159	30	197	995,776



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

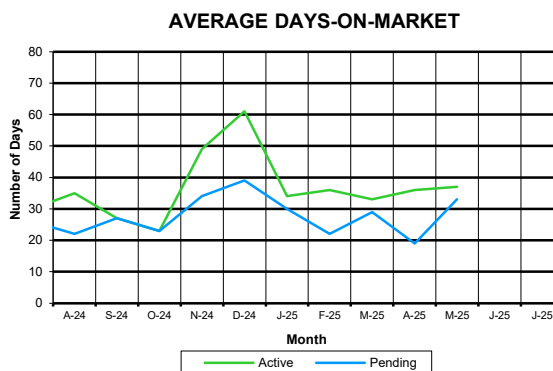
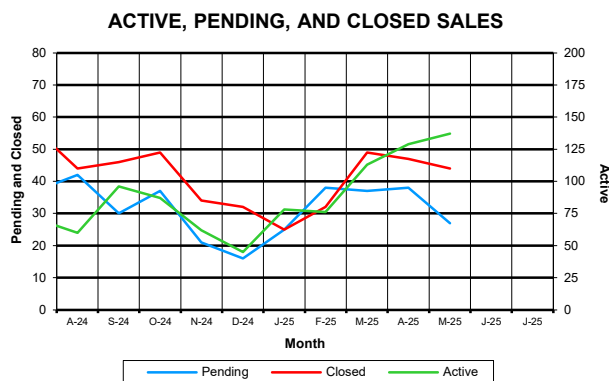
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	358	41	350	18	461	1,887,417
Nov-24	199	55	282	25	413	1,890,259
Dec-24	125	64	157	23	350	1,866,041
Jan-25	221	31	210	15	228	1,865,884
Feb-25	336	27	282	14	295	1,940,438
Mar-25	419	26	357	14	406	2,036,892
Apr-25	615	24	303	15	504	2,013,558
May-25	656	30	353	18	437	1,996,217



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

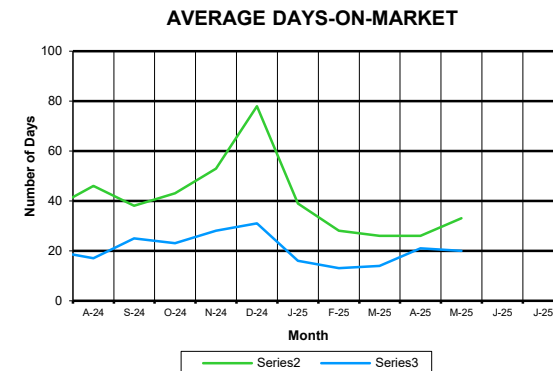
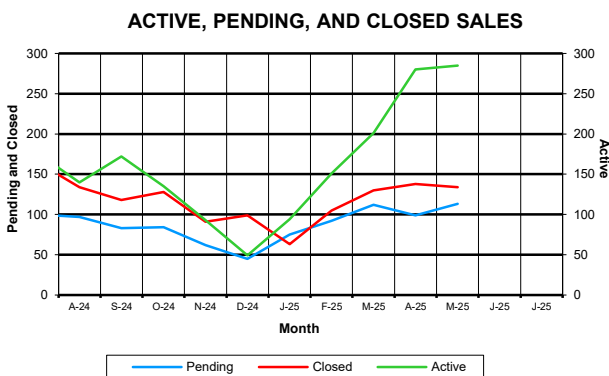
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	87	23	37	23	49	861,730
Nov-24	62	49	21	34	34	928,702
Dec-24	45	61	16	39	32	896,605
Jan-25	78	34	25	30	25	796,635
Feb-25	76	36	38	22	32	826,461
Mar-25	113	33	37	29	49	860,637
Apr-25	129	36	38	19	47	822,348
May-25	137	37	27	33	44	905,018



## Amador Valley SFD Monthly MLS Survey

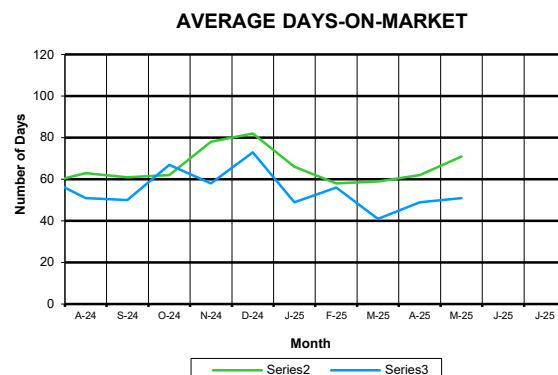
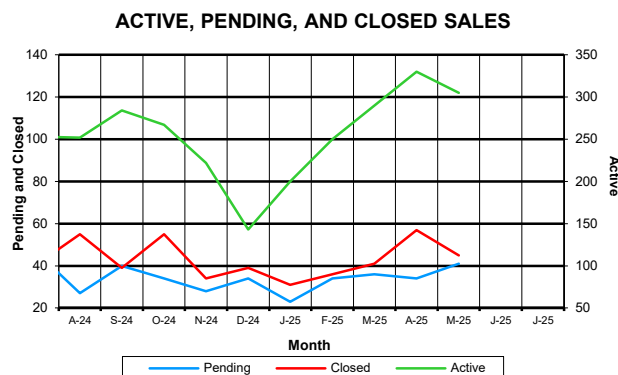
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	135	43	84	23	128	1,654,675
Nov-24	93	53	62	28	91	1,750,999
Dec-24	49	78	45	31	99	1,634,061
Jan-25	94	39	75	16	63	1,701,461
Feb-25	151	28	92	13	105	1,643,447
Mar-25	201	26	112	14	130	1,692,572
Apr-25	280	26	99	21	138	1,765,915
May-25	285	33	113	20	134	1,632,756



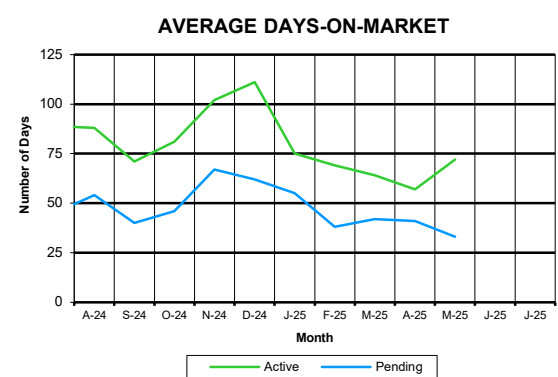
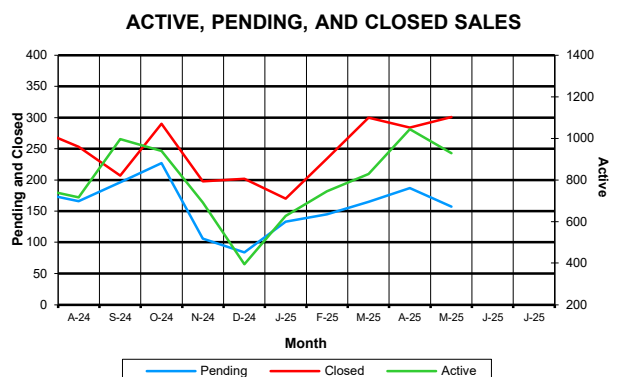
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	267	62	34	67	55	571,329
Nov-24	222	78	28	58	34	598,000
Dec-24	143	82	34	73	39	690,847
Jan-25	200	66	23	49	31	604,625
Feb-25	250	58	34	56	36	535,105
Mar-25	290	59	36	41	41	607,617
Apr-25	330	62	34	49	57	602,465
May-25	305	71	41	51	45	554,181



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	940	81	227	46	290	1,661,988
Nov-24	692	102	106	67	198	1,402,877
Dec-24	395	111	84	62	202	1,335,513
Jan-25	627	75	133	55	170	1,363,457
Feb-25	745	69	145	38	234	1,421,926
Mar-25	828	64	165	42	300	1,508,615
Apr-25	1,044	57	187	41	284	1,767,156
May-25	929	72	157	33	301	1,532,787

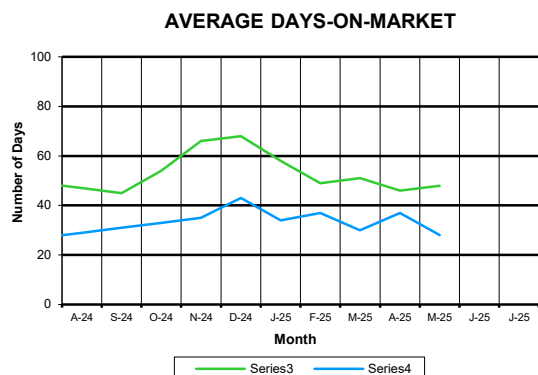
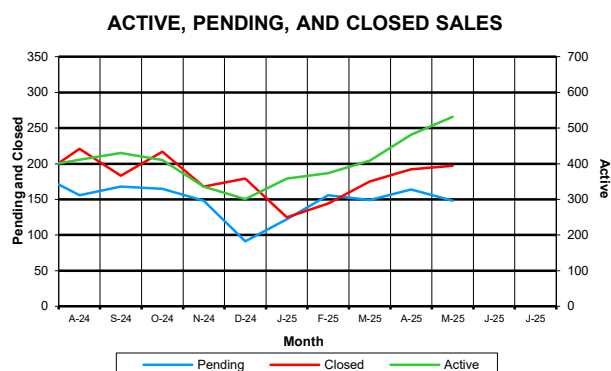
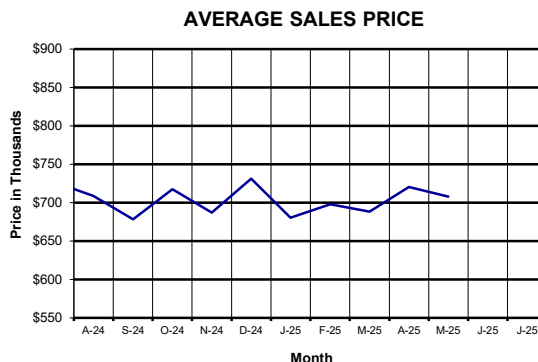




## E. Contra Costa SFD Monthly MLS Survey

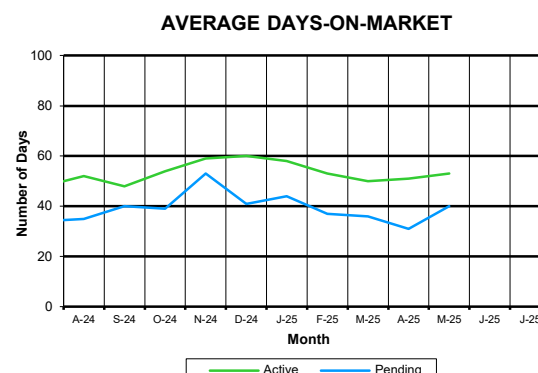
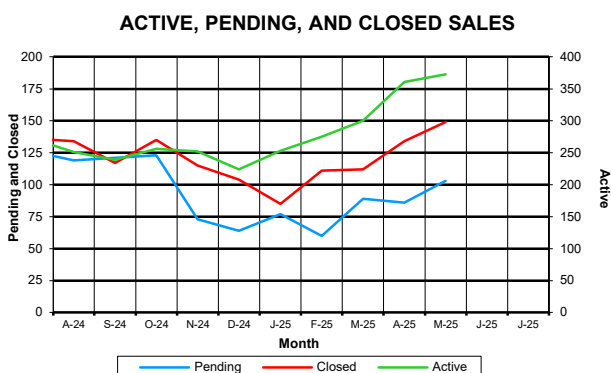
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	410	54	165	33	217	717,426
Nov-24	336	66	148	35	168	687,119
Dec-24	301	68	91	43	179	731,320
Jan-25	358	58	122	34	125	680,512
Feb-25	374	49	156	37	144	698,115
Mar-25	409	51	149	30	175	688,556
Apr-25	481	46	164	37	192	720,515
May-25	532	48	148	28	197	707,886



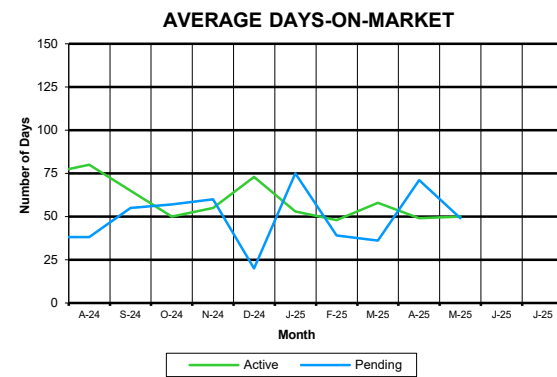
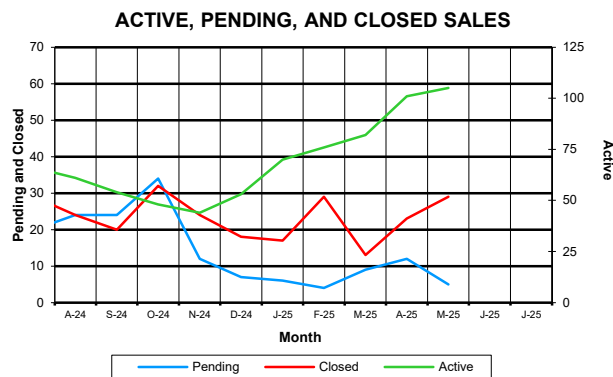
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	256	54	123	39	135	672,150
Nov-24	252	59	73	53	115	688,613
Dec-24	224	60	64	41	104	647,108
Jan-25	253	58	77	44	85	648,353
Feb-25	275	53	60	37	111	676,495
Mar-25	300	50	89	36	112	677,303
Apr-25	361	51	86	31	134	655,602
May-25	373	53	103	40	149	670,375



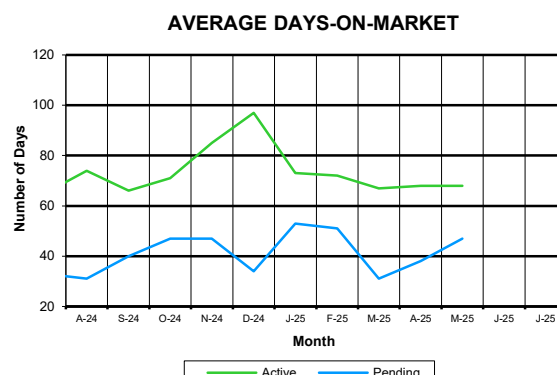
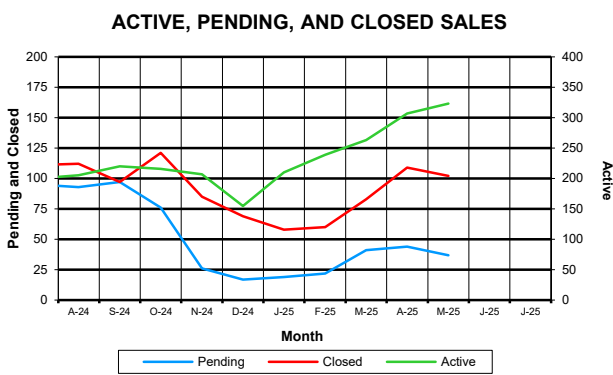
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	48	50	34	57	32	548,671
Nov-24	44	55	12	60	24	504,506
Dec-24	53	73	7	20	18	594,546
Jan-25	70	53	6	75	17	555,279
Feb-25	76	48	4	39	29	545,110
Mar-25	82	58	9	36	13	485,926
Apr-25	101	49	12	71	23	630,050
May-25	105	50	5	49	29	556,269



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	216	71	76	47	121	869,850
Nov-24	207	85	26	47	85	840,106
Dec-24	155	97	17	34	69	884,612
Jan-25	210	73	19	53	58	858,721
Feb-25	239	72	22	51	60	869,971
Mar-25	263	67	41	31	83	866,360
Apr-25	307	68	44	38	109	895,130
May-25	323	68	37	47	102	846,835



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



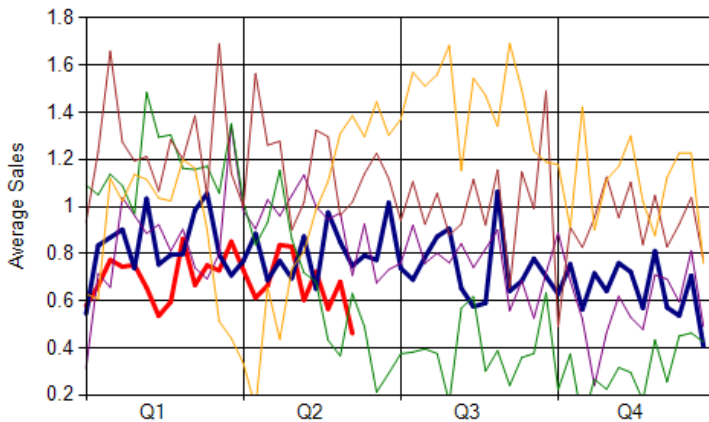
## Central Valley

Week 23

Ending: Sunday, June 8, 2025

Counties / Groups								Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			23	207	7	1	6	0.26	0.52	-50%	0.48	-46%	
San Joaquin County			56	660	40	9	31	0.55	0.66	-16%	0.70	-21%	
Stanislaus County			11	80	11	1	10	0.91	0.87	5%	0.84	8%	
Merced County			10	50	9	1	8	0.80	0.87	-8%	1.03	-22%	
Madera County			19	553	10	5	5	0.26	0.74	-64%	0.72	-63%	
Fresno County			24	369	13	7	6	0.25	0.73	-66%	0.76	-67%	
Current Week Totals		Traffic : Sales	21 : 1	143	1919	90	24	66	0.46	0.69	-33%	0.71	-35%
Per Project Average				13	0.63	0.17	0.46						
Year Ago - 06/09/2024		Traffic : Sales	13 : 1	127	1457	114	19	95	0.75	0.81	-8%	0.82	-9%
% Change			13%	32%	-21%	26%	-31%	-38%	-15%		-13%		

52 Weeks Comparison



Year to Date Averages Through Week 23

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2020	80	21	1.08	0.20	0.88	1.11
■	2021	106	17	1.33	0.12	1.21	1.09
■	2022	102	14	1.17	0.17	1.00	0.64
■	2023	106	14	1.03	0.14	0.89	0.77
■	2024	124	12	0.92	0.11	0.81	0.76
■	2025	131	13	0.81	0.12	0.69	0.69
% Change:		6%	12%	-12%	10%	-15%	-9%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Economic uncertainty has produced a double whammy for the housing market: sluggish home sales and plodding construction. In a May survey of builder confidence conducted by Wells Fargo and the National Association of Home Builders, home builder sentiment dropped to a level last seen in November 2023. The problem, as ever, is the cost of housing: Home prices are out of reach for many who would like to buy. And the tariff drama under President Trump has both made it more expensive to build new homes and made the future more unpredictable for would-be homebuyers. The result is a country where builders want to build, and buyers want to buy - but the future is too much in doubt. The first issue is a dip in demand. Lots of Americans would love to buy a home, but they simply can't afford to. Home prices are up nearly 50% since before the pandemic, and mortgage rates ticked up to 6.86% last week - a far cry from their pandemic low of 2.65% for a 30-year fixed-rate loan. Construction of single-family homes dropped in April, according to figures from the Census Bureau. Every indicator concerning single-family homes - building permits, starts of new homes and completions - was down compared to a year ago. This may have consequences for the future: A lack of permits now can mean fewer homes hitting the market later. Source: NPR Laurel Wamsley</p>
CONV	6.50%	7.00%	
FHA	6.25%	6.99%	
10 Yr Yield	4.48%		



Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Tracy   Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Ashley Park	Bright	TR		DTMU	14	0	2	2	0	0	12	1	0.19	0.04
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	4	3	0	0	82	20	1.15	0.87
Boulder at Tracy Hills	Lennar	TH		DTMU	139	0	3	10	0	0	15	10	0.37	0.43
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	3	9	0	0	17	9	0.37	0.39
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	3	13	1	0	9	3	0.21	0.13
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	4	6	9	0	0	112	23	0.90	1.00
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	4	5	0	0	116	22	0.93	0.96
Hillview	Lennar	TH		DTMU	214	0	2	13	2	0	180	30	1.15	1.30
Lugano at Lakeshore	Lennar	MH		DTMU	134	4	6	5	1	0	14	11	0.60	0.48
Maggiore at Lakeshore	Lennar	MH		DTMU	113	5	7	2	0	0	12	12	0.52	0.52
Mezzano at Lakeshore	Lennar	MH		DTMU	126	0	4	2	0	0	7	7	0.30	0.30
Parson Place at Creekside	Lennar	MH		ATMU	144	0	2	3	0	0	78	22	1.10	0.96
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	5	8	0	0	8	2	0.20	0.09
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	6	5	0	0	10	2	0.24	0.09
Rockingham at Tracy Hills	Lennar	TH		DTMU	69	0	3	5	0	0	17	10	0.46	0.43
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	0	8	13	1	0	12	5	0.31	0.22
Turano at Lakeshore	Lennar	MH		DTMU	130	0	4	12	0	0	12	11	0.52	0.48
Cypress at Avina	Pulte	MH		DTMU	31	0	4	1	0	0	8	8	0.53	0.53
Laurel at Avina	Pulte	MH		DTMU	50	0	7	9	0	0	2	2	0.39	0.39
Sequoia at Avina	Pulte	MH		DTMU	82	0	5	24	1	1	10	10	1.94	1.94
Langston at Mountain House	Shea	MH		ATMU	302	0	3	20	1	0	284	11	1.01	0.48
Silverleaf at Lakeshore	Taylor Morrison	MH		DTMU	88	0	3	15	0	0	3	3	0.49	0.49
Trailview at Lakeshore	Taylor Morrison	MH		DTMU	116	0	4	19	0	0	2	2	0.33	0.33
TOTALS: No. Reporting: 23		Avg. Sales: 0.26		Traffic to Sales: 30 : 1				98	207	7	1	1022	236	Net: 6
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin   Stockton/Lodi					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Sontera	K Hovnanian	LD	DTMU	83	0	5	6	2	0	27	14	0.55	0.61	
The Preserve at Creekside	KB Home	SK	DTMU	128	0	2	16	1	0	102	22	0.87	0.96	
Vintage Oak at Gateway	KB Home	LD	DTMU	88	0	3	14	1	1	35	15	0.64	0.65	
Breakers Cove at Westlake	Lennar	SK	DTST	110	0	4	18	1	0	43	26	1.07	1.13	
Breezes at Westlake	Lennar	SK	DTMU	69	0	4	8	0	0	39	18	0.93	0.78	
Lakeside at Westlake	Lennar	SK	DTMU	125	3	4	5	0	0	17	14	0.55	0.61	
Shoreside at Westlake	Lennar	SK	DTMU	117	0	4	18	1	1	111	11	0.89	0.48	
Waterfront at Westlake	Lennar	SK	DTMU	62	0	3	30	2	0	17	14	0.53	0.61	
Waterways at Westlake	Lennar	SK	DTMU	125	5	5	68	4	0	77	32	1.30	1.39	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	3	0	0	0	106	6	0.62	0.26	
The Preserve at Gateway	Richmond American	LD	DTMU	85	0	4	17	0	0	38	27	0.92	1.17	
TOTALS: No. Reporting: 11		Avg. Sales: 0.91		Traffic to Sales: 17 : 1				41	200	12	2	612	199	Net: 10
City Codes: LD = Lodi, SK = Stockton														

Development Name	Developer	City Code	Notes	Type										
San Joaquin   San Joaquin County					Projects Participating: 47									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Griffin Park	Atherton	MN		DTMU	267	0	4	25	2	1	254	8	1.24	0.35
Villa Bellissima	Century	MN		DTMU	110	4	3	9	3	0	77	37	1.51	1.61
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	0	3	18	1	0	65	31	1.44	1.35
Eagles Landing	DR Horton	LP		DTST	95	0	2	12	1	0	49	30	1.37	1.30
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	2	14	1	0	81	20	1.22	0.87
Mariposa	K Hovnanian	LP		DTMU	66	0	4	7	1	0	8	8	0.50	0.50
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	9	14	0	0	53	20	0.85	0.87
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	0	3	24	2	1	44	12	0.74	0.52
Cielo at Villa Ticino	KB Home	MN		DTST	117	0	5	8	1	0	46	21	1.18	0.91
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	2	1	0	0	96	5	0.63	0.22
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	1	16	3	1	59	17	0.89	0.74
Capri at River Islands	Kiper	LP		DTMU	84	0	4	17	0	0	48	17	0.75	0.74
Serena at River Islands	Kiper	LP		DTMU	93	0	7	28	0	0	5	5	0.61	0.61
Skye II at River Islands	Kiper	LP		DTMU	62	0	5	21	0	0	31	13	0.66	0.57
Chelsey at The Trails	Lennar	MN		DTMU	100	0	5	2	0	0	82	17	0.91	0.74
Driftway at River Islands	Lennar	LP		DTMU	95	0	4	6	0	0	54	18	1.02	0.78
Gilmore at Denali	Lennar	MN		DTMU	111	4	4	6	1	0	10	10	0.50	0.50
Howden at The Trails	Lennar	MN		DTMU	103	4	5	1	1	0	87	15	0.96	0.65
Aspen at Villa Ticino	Meritage	MN		DTMU	172	0	4	0	0	0	18	16	0.74	0.70
Denali 50's - Alder Grove	Meritage	MN		DTMU	208	4	5	0	3	0	67	22	1.03	0.96
Denali 60's - Arroyo Grove	Meritage	MN		DTMU	43	0	4	0	0	0	39	2	0.60	0.09
Eastwood at Machado Ranch	Meritage	MN		DTMU	136	0	5	0	1	0	9	8	0.39	0.35
Hawthorn at Arbor Bend	Meritage	MN		DTMU	212	0	2	0	0	0	193	10	1.00	0.43
Heston at Machado Ranch	Meritage	MN		DTMU	53	0	2	0	1	1	8	8	0.35	0.35
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	3	1	0	0	67	17	0.95	0.74
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	6	7	14	1	0	54	12	0.77	0.52
The Shores at River Islands	Pulte	LP		DTMU	53	0	2	13	1	0	39	15	0.56	0.65
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	4	13	0	1	54	16	0.77	0.70
Del Webb at River Island	Pulte/Del Webb	LP		AAAT	578	0	3	15	0	0	17	13	0.47	0.57
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	4	N/A	0	0	53	7	0.69	0.30
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	2	17	1	0	69	27	0.66	1.17
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	1	5	2	0	112	13	0.64	0.57
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	3	7	1	0	57	9	0.55	0.39
Villa Ticino	Richmond American	MN		DTMU	100	0	5	23	0	0	49	10	0.48	0.43
Juniper at Oakwood Trails	Taylor Morrison	MN		DTMU	110	0	8	8	0	0	86	20	1.03	0.87
Paddlewheel at River Islands	Taylor Morrison	LP		DTMU	105	0	4	20	0	0	16	16	0.72	0.70
Poppy at Oakwood Trails	Taylor Morrison	MN		DTMU	133	0	12	2	0	1	82	18	0.98	0.78
Sage at Oakwood Trails	Taylor Morrison	MN		DTMU	113	0	4	20	0	0	80	16	0.96	0.70
Chantara at River Islands	TRI Pointe	LP		DTMU	68	0	3	12	0	0	19	9	0.44	0.39
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	4	12	0	0	71	8	0.46	0.35
Dawn at The Collective	Trumark	MN		AASF	76	0	10	3	0	0	49	9	0.29	0.39
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	7	4	0	0	14	6	0.15	0.26
Vida at The Collective	Trumark	MN		AASF	103	0	10	3	0	0	74	10	0.43	0.43
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	16	0	1	88	15	0.56	0.65
Monterey at River Islands	Van Daele	LP		DTMU	75	0	3	9	0	0	16	16	0.80	0.80

Development Name	Developer	City Code	Notes	Type										
San Joaquin   San Joaquin County (Continued ...)					Projects Participating: 47									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Westwind at River Islands	Van Daele	LP		DTMU	87	0	6	14	0	0	22	22	0.50	0.96
Vintage II	Windward Pacific	MN		DTMU	68	0	2	N/A	0	0	66	5	0.31	0.22
TOTALS: No. Reporting: 45		Avg. Sales: 0.47		Traffic to Sales: 16 : 1				206	460	28	7	2737	679	Net: 21
City Codes: MN = Manteca, LP = Lathrop														

Stanislaus   Stanislaus County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Meadows at Baldwin Ranch	DR Horton	PR	DTMU	156	4	6	6	2	0	117	48	1.71	2.09	
Carmel Ranch	K Hovnanian	OD	DTMU	50	0	1	3	2	0	49	10	0.40	0.43	
Acacia at Patterson Ranch	KB Home	PR	DTMU	80	0	5	13	2	1	61	17	0.58	0.74	
Enclave at Crossroads West	KB Home	RB	DTST	114	0	3	12	1	0	54	26	1.31	1.13	
Heritage at Parkwood	KB Home	HG	DTMU	60	4	3	11	1	0	51	21	0.61	0.91	
Orchards at Parkwood	KB Home	HG	DTMU	299	0	4	4	0	0	72	24	0.86	1.04	
Sycamore at Patterson Ranch	KB Home	PR	DTMU	75	4	5	8	2	0	60	23	0.66	1.00	
Bradford at Baldwin Ranch	Lennar	PR	DTST	63	0	3	8	1	0	7	7	0.58	0.58	
Holly Oak at Baldwin Ranch	Lennar	PR	DTMU	63	0	2	1	0	0	50	20	0.80	0.87	
Magnolia at Baldwin Ranch	Lennar	PR	DTMU	71	0	5	9	0	0	60	22	0.97	0.96	
The Meadowlands	Windward Pacific	OD	DTMU	62	0	3	N/A	0	0	27	4	0.15	0.17	
TOTALS: No. Reporting: 10	Avg. Sales: 1.00		Traffic to Sales: 7 : 1				40	75	11	1	608	222	Net: 10	
City Codes: PR = Patterson, OD = Oakdale, RB = Riverbank, HG = Hughson														

Stanislaus   Turlock					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Marcona	Bright	KY	DTMU	116	0	5	5	0	0	93	11	0.58	0.48	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			5	5	0	0	93	11	Net: 0	
City Codes: KY = Keyes														

Merced County   Merced County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Crest View	Century	MD	DTMU	104	0	13	5	0	0	55	13	0.77	0.57	
Solera III	Century	MD	DTST	64	6	9	3	1	0	16	12	0.50	0.52	
Sundial at Bellevue Ranch	Century	MD	DTST	95	8	10	7	0	0	49	25	1.11	1.09	
Harvest Hills	DR Horton	LB	DTST	72	4	5	7	2	0	34	34	1.54	1.48	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	5	12	0	0	92	23	0.47	1.00	
Bellevue Ranch	Stonefield Home	MD	DTST	228	0	2	8	2	0	129	21	0.68	0.91	
Cypress Terrace	Stonefield Home	MD	DTST	260	0	5	1	2	1	179	14	0.59	0.61	
Renaissance	Stonefield Home	MD	DTST	154	4	5	2	1	0	9	9	0.41	0.41	
Southpointe	Stonefield Home	LB	DTST	79	0	3	5	1	0	41	7	0.53	0.30	
Villas II, The	Stonefield Home	LB	DTST	191	0	6	0	0	0	136	0	0.60	0.00	
TOTALS: No. Reporting: 10		Avg. Sales: 0.80		Traffic to Sales: 6 : 1				63	50	9	1	740	158	Net: 8
City Codes: MD = Merced, LB = Los Banos														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
Madera County   Madera County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Orchard View	Century	CW		DTST	203	13	12	6	4	0	24	24	1.68	1.68
Riverstone - Calligraphy	Lennar	MDA		DTMU	102	0	5	86	0	0	7	7	0.72	0.72
Riverstone - Cancion	Lennar	MDA		DTMU	45	0	3	113	1	1	13	13	0.92	0.92
Riverstone - Celestial	Lennar	MDA		DTST	31	0	2	14	0	0	8	8	4.00	4.00
Riverstone - Choral Series	Lennar	MDA		DTMU	79	0	1	36	0	0	78	14	1.06	0.61
Riverstone - Frontier	Lennar	MDA		DTMU	52	0	2	68	0	0	9	9	4.50	4.50
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	3	63	0	0	92	32	1.26	1.39
Riverstone - Skye	Lennar	MDA		DTMU	81	0	3	36	0	0	70	13	0.73	0.57
Riverstone - Treasures	Lennar	MDA		DTMU	85	0	3	38	0	0	20	20	0.89	0.87
Riverstone - Valencia	Lennar	MDA		DTMU	47	0	2	0	0	0	10	10	0.71	0.71
Tesoro Viejo - Calligraphy	Lennar	MDA		DTMU	24	0	4	0	0	0	6	6	0.54	0.54
Tesoro Viejo - Choral	Lennar	MDA		DTMU	30	0	4	27	0	0	2	2	0.22	0.22
Tesoro Viejo - Valencia	Lennar	MDA		DTMU	30	4	4	0	3	1	6	6	3.00	3.00
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	24	13	0	0	65	7	0.38	0.30
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	16	17	0	1	158	42	1.06	1.83
Savanna at Tesoro Viejo III	McCaffrey	MDA		DTMU	111	0	22	13	1	0	12	9	0.27	0.39
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	4	15	1	2	105	26	1.40	1.13
Encore at Riverstone	Woodside	MDA		DTMU	95	0	5	4	0	0	40	1	0.17	0.04
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	4	4	0	0	82	11	0.36	0.48
TOTALS: No. Reporting: 19		Avg. Sales: 0.26		Traffic to Sales: 55 : 1				123	553	10	5	807	260	Net: 5
City Codes: CW = Chowchilla, MDA = Madera														

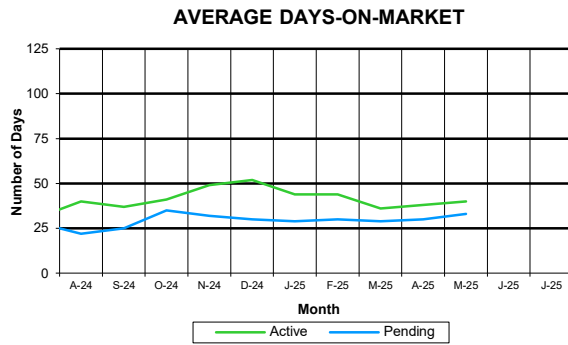
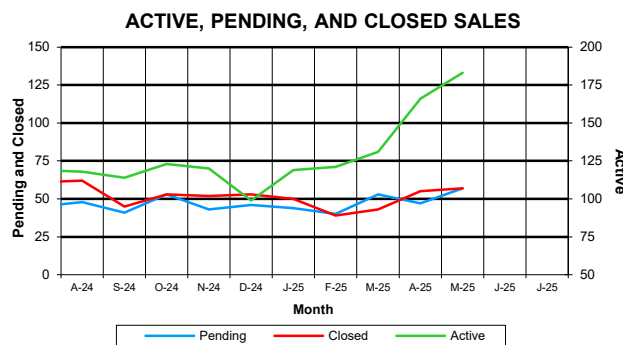
Development Name	Developer	City Code	Notes	Type	Projects Participating: 24									
Fresno County   Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE		DTMU	185	4	9	5	0	0	171	26	0.90	1.13
Trellises	Century	FR		DTMU	149	21	23	23	2	1	87	30	1.22	1.30
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	3	1	0	115	24	0.65	1.04
Centrella Villas	KB Home	FR		DTMU	146	0	7	9	0	2	126	20	0.84	0.87
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	3	0	0	86	13	0.76	0.57
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	2	10	2	0	87	14	0.80	0.61
Edgewood at Peach Street	KB Home	FR		DTMU	94	0	2	6	1	0	18	18	1.27	1.27
Parkside at Peach Street	KB Home	FR		DTST	107	0	3	15	1	1	27	27	1.91	1.91
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	3	0	0	0	83	0	0.82	0.00
Fanucchi Ranch - Celestial	Lennar	FR		DTMU	52	0	4	0	0	0	10	10	1.13	1.13
Fanucchi Ranch - Treasures	Lennar	FR		DTMU	42	0	3	0	2	1	15	15	1.06	1.06
Heritage Grove - Choral Series II	Lennar S/O	CV		DTMU	32	0	S/O	15	0	0	32	20	0.59	0.87
Heritage Grove - Orchard II	Lennar S/O	CV		DTST	63	0	S/O	21	0	0	63	31	1.16	1.35
Heritage Grove - Orchard Series IV	Lennar	CV		DTMU	24	0	5	0	0	0	18	18	1.27	1.27
Heritage Grove - Skye Series II	Lennar	CV		DTMU	20	0	2	80	0	0	18	2	0.33	0.09
Heritage Grove - Skye Series IV	Lennar	CV		DTMU	34	0	4	0	0	1	26	18	0.73	0.78
Heritage Grove - The Grand Series II	Lennar	CV		DTMU	62	0	6	111	0	0	14	14	7.00	7.00
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	0	0.53	0.00
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	1	0	0	0	82	3	1.05	0.13
Sterling Acres - Choral Series	Lennar	FR		DTMU	66	0	1	38	1	0	64	29	1.18	1.26
Abbey Park	Woodside	FO		DTMU	93	0	3	7	0	0	48	36	1.34	1.57
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	3	1	1	0	12	7	0.12	0.30
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	1	1	1	13	2	0.12	0.09
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	4	5	21	1	0	93	10	0.36	0.43
TOTALS: No. Reporting: 24		Avg. Sales: 0.25		Traffic to Sales: 28 : 1				99	369	13	7	1375	387	Net: 6
City Codes: REE = Reedley, FR = Fresno, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 146						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 143	Avg. Sales: 0.46	Traffic to Sales: 21 : 1	675	1919	90	24	7994	2152	Net: 66
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									



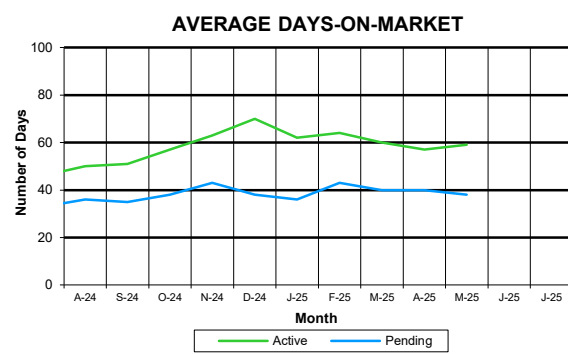
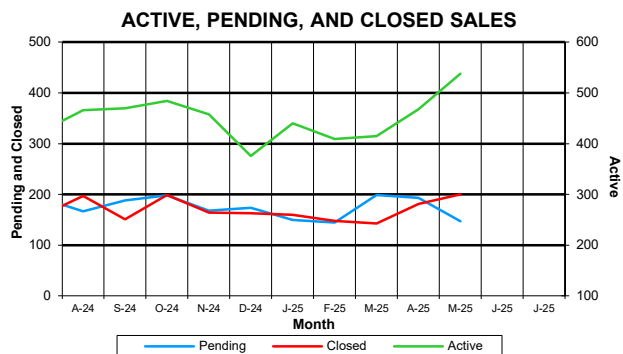
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	123	41	53	35	53	796,070
Nov-24	120	49	43	32	52	786,218
Dec-24	99	52	46	30	53	730,922
Jan-25	119	44	44	29	50	767,753
Feb-25	121	44	40	30	39	732,025
Mar-25	131	36	53	29	43	696,220
Apr-25	166	38	47	30	55	708,071
May-25	183	40	57	33	57	700,241



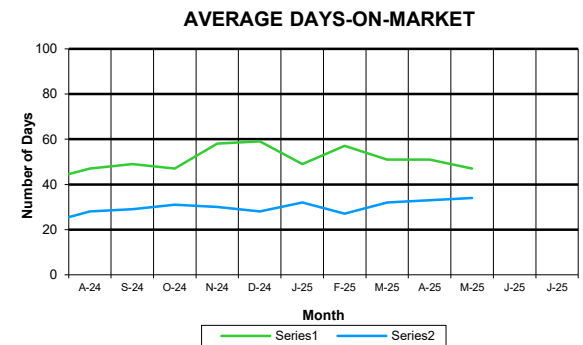
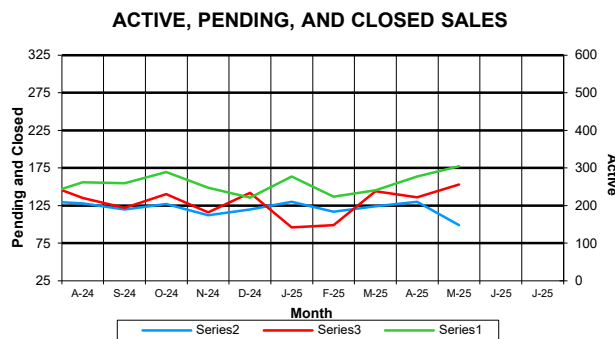
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	484	57	198	38	199	481,996
Nov-24	458	63	168	43	164	462,200
Dec-24	376	70	174	38	163	456,353
Jan-25	440	62	150	36	160	449,179
Feb-25	409	64	145	43	148	470,381
Mar-25	415	60	199	40	143	465,830
Apr-25	468	57	193	40	181	487,819
May-25	538	59	147	38	200	486,466



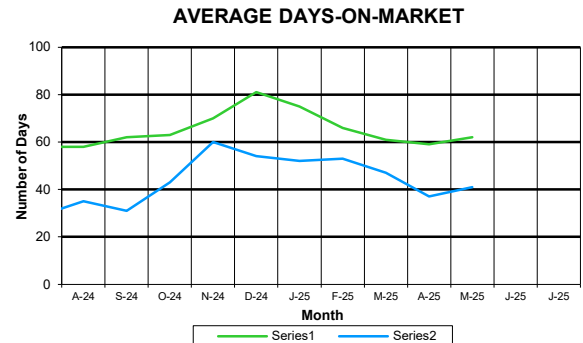
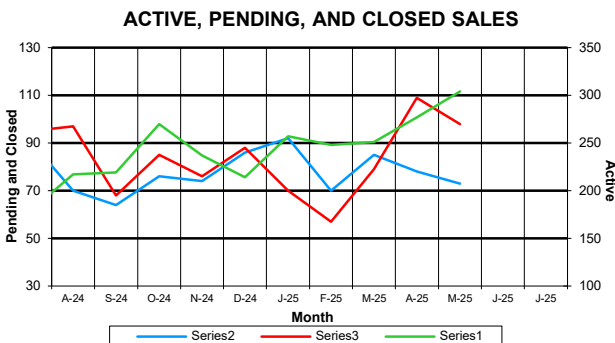
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	289	47	127	31	140	501,240
Nov-24	247	58	112	30	116	470,189
Dec-24	221	59	120	28	142	474,076
Jan-25	277	49	130	32	96	463,308
Feb-25	224	57	117	27	99	497,847
Mar-25	241	51	124	32	144	472,462
Apr-25	277	51	130	33	136	486,244
May-25	304	47	99	34	153	497,361



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	270	63	76	43	85	407,499
Nov-24	237	70	74	60	76	416,670
Dec-24	214	81	86	54	88	422,866
Jan-25	257	75	92	52	70	443,873
Feb-25	248	66	70	53	57	421,735
Mar-25	251	61	85	47	79	398,770
Apr-25	277	59	78	37	109	419,163
May-25	304	62	73	41	98	442,500



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



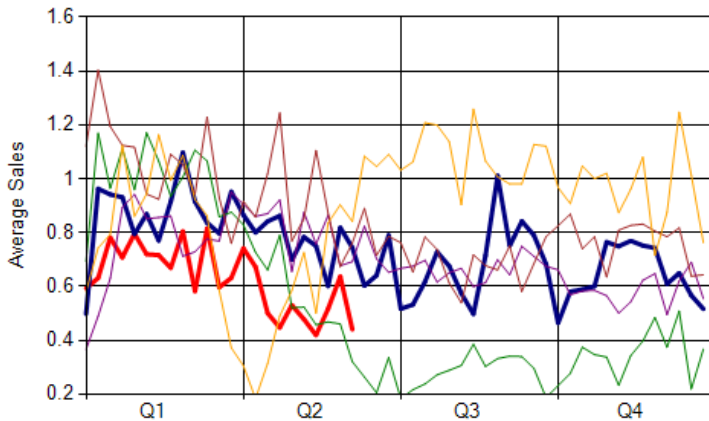
## Sacramento

Week 23

Ending: Sunday, June 8, 2025







Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
South Sacramento		54	552	24	3	21	0.39	0.62	-37%	0.61	-36%				
Central & North Sacramento		52	505	27	3	24	0.46	0.61	-24%	0.54	-14%				
Folsom		6	77	5	1	4	0.67	0.71	-6%	0.81	-18%				
El Dorado		10	90	8	1	7	0.70	0.49	43%	0.46	53%				
Placer & Nevada		58	769	26	5	21	0.36	0.65	-44%	0.60	-40%				
Yolo		7	41	3	0	3	0.43	0.52	-17%	0.48	-11%				
Amador County		1	2	0	0	0	0.00	0.23	-100%	0.23	-100%				
Northern Counties		19	101	13	2	11	0.58	0.70	-17%	0.60	-4%				
Current Week Totals		Traffic : Sales		20 : 1		207	2137	106	15	91	0.44	0.62	-30%	0.58	-24%
Per Project Average						10	0.51	0.07	0.44						
Year Ago - 06/09/2024		Traffic : Sales		16 : 1		191	2566	161	19	142	0.74	0.83	-10%	0.81	-8%
% Change						8%	-17%	-34%	-21%	-36%	-41%	-25%			-28%

52 Weeks Comparison



Year to Date Averages Through Week 23


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2020	146	16	0.89	0.17	0.72	0.89
	2021	157	19	1.09	0.09	0.99	0.85
	2022	170	15	0.95	0.14	0.81	0.52
	2023	181	15	0.91	0.13	0.78	0.70
	2024	188	13	0.92	0.10	0.83	0.74
	2025	196	13	0.73	0.10	0.62	0.62
% Change:		4%	-2%	-21%	6%	-25%	-15%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Economic uncertainty has produced a double whammy for the housing market: sluggish home sales and plodding construction. In a May survey of builder confidence conducted by Wells Fargo and the National Association of Home Builders, home builder sentiment dropped to a level last seen in November 2023. The problem, as ever, is the cost of housing: Home prices are out of reach for many who would like to buy. And the tariff drama under President Trump has both made it more expensive to build new homes and made the future more unpredictable for would-be homebuyers. The result is a country where builders want to build, and buyers want to buy - but the future is too much in doubt. The first issue is a dip in demand. Lots of Americans would love to buy a home, but they simply can't afford to. Home prices are up nearly 50% since before the pandemic, and mortgage rates ticked up to 6.86% last week - a far cry from their pandemic low of 2.65% for a 30-year fixed-rate loan. Construction of single-family homes dropped in April, according to figures from the Census Bureau. Every indicator concerning single-family homes - building permits, starts of new homes and completions - was down compared to a year ago. This may have consequences for the future: A lack of permits now can mean fewer homes hitting the market later. Source: NPR Laurel Wamsley</p>
CONV	6.50%	7.00%	
FHA	6.25%	6.99%	
10 Yr Yield	4.48%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 55									
South Sacramento   South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Lilly	Beazer	LN		DTST	75	0	3	8	1	0	5	5	0.29	0.29
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	4	5	0	0	19	7	0.27	0.30
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	4	14	1	0	35	7	0.49	0.30
Riverhaven	Beazer	SO		DTST	66	0	2	6	0	0	39	6	0.55	0.26
Stonehaven	Beazer	SO		DTMU	90	0	5	N/A	0	0	58	4	0.58	0.17
Parlin Oaks	Blue Mountain	GT		DTST	71	0	4	8	0	0	16	10	0.35	0.43
Park Place	Century	SO		DTST	48	0	4	4	0	0	29	18	0.58	0.78
Cascade at Elliott Springs	Elliott	VN		DTMU	173	4	6	29	2	0	55	22	0.86	0.96
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	5	26	0	0	99	14	0.88	0.61
The Retreats	K Hovnanian	RM		DTMU	62	0	1	0	0	0	61	5	0.39	0.22
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	3	9	1	0	24	8	0.42	0.35
Fairfax at The Grove	KB Home	LN		DTMU	125	0	3	7	0	0	94	29	1.34	1.26
Hamilton Park	KB Home	LN		DTST	85	0	3	41	0	0	16	13	0.57	0.57
Hayworth at The Grove	KB Home	LN		DTMU	90	0	4	6	0	0	75	18	1.07	0.78
Highland at The Grove	KB Home	LN		DTST	116	0	4	10	0	0	54	28	0.94	1.22
Lexington at The Grove	KB Home	LN		DTMU	58	0	1	1	0	0	57	5	0.77	0.22
Riva at Delta Shores	KB Home	SO		DTMU	109	0	5	8	0	0	34	17	0.64	0.74
Rosewood at The Grove	KB Home	LN		DTMU	51	0	5	0	0	0	44	0	0.54	0.00
Westborne at The Grove	KB Home	LN		DTMU	123	0	4	14	0	1	112	30	1.32	1.30
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	0	0	0	101	0	1.03	0.00
Calabria at Vineyard Parke	Lennar	SO		DTST	113	4	5	40	2	0	81	17	1.39	0.74
Cascade II at Vineyard Park	Lennar	SO		DTMU	175	0	2	17	1	0	12	10	0.44	0.43
Cortese at Vineyard Parke	Lennar	SO		DTMU	190	0	6	17	1	1	140	17	1.36	0.74
Harmony at Arbor Ranch	Lennar	LN		DTST	74	0	2	3	0	0	12	12	0.91	0.91
Lyric at Arbor Ranch	Lennar	LN		DTMU	56	0	4	2	0	0	4	4	0.97	0.97
Melody at Arbor Ranch	Lennar	LN		DTST	38	0	6	6	0	0	6	6	0.46	0.46
Redwood IV at Vineyard Parke	Lennar	SO		DTMU	91	0	4	18	1	0	30	27	1.19	1.17
Symphony at Arbor Ranch	Lennar	LN		DTMU	113	0	5	6	0	0	3	3	0.27	0.27
The Cottages at Greenwood	Lennar	GT		DTST	78	0	4	18	1	0	2	2	1.00	1.00
The Towns at Greenwood	Lennar	GT		ATMU	148	3	3	38	2	0	31	26	1.00	1.13
Vienna at Vineyard Parke	Lennar	SO		DTMU	103	0	2	18	1	0	21	21	0.95	0.91
Monument at Liberty Ranch	Meritage	GT		DTMU	51	0	4	0	0	0	4	4	0.30	0.30
Rushmore at Liberty Ranch	Meritage	GT		DTMU	70	0	4	0	1	0	6	6	0.46	0.46
Vernon at Liberty Ranch	Meritage	GT		DTMU	52	0	3	0	0	0	5	5	0.38	0.38
Cherry Knolls	Richmond American	LN		DTST	125	0	2	6	0	0	8	8	1.56	1.56
Laguna Ranch II	Richmond American	LN		DTMU	110	0	5	2	0	0	100	20	0.64	0.87
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	5	3	1	0	45	9	0.55	0.39
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	4	4	0	0	20	6	0.24	0.26
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	4	4	0	0	22	4	0.27	0.17
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	2	15	1	0	56	25	0.94	1.09
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	5	9	0	1	104	14	0.77	0.61
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	165	0	2	11	1	0	110	25	0.82	1.09
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	2	7	0	0	94	16	0.68	0.70
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	2	3	0	0	133	24	0.97	1.04
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	4	2	0	0	96	16	0.70	0.70

Development Name	Developer	City Code	Notes	Type										
South Sacramento   South Sacramento (Continued ...)					Projects Participating: 55									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	4	5	4	1	0	89	22	0.86	0.96
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	2	3	0	0	68	10	0.66	0.43
Wildhawk South- Meridian	Taylor Morrison	SO		DTMU	72	0	2	2	0	0	8	8	0.72	0.72
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	4	4	15	2	0	18	13	0.40	0.57
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	2	15	0	0	36	20	0.80	0.87
Long Meadow	The New Home Co	VN		DTMU	122	5	6	19	1	0	79	16	0.85	0.70
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	0	5	16	0	0	31	16	0.69	0.70
Villas at Arbor Ranch	The New Home Co	LN		DTST	85	0	4	16	1	0	16	16	1.13	1.13
The Oasis	Tim Lewis	LN		DTMU	52	0	3	9	1	0	49	4	0.58	0.17
The Meadows	Woodside	LN		DTMU	141	0	4	8	0	0	15	2	0.23	0.09
TOTALS: No. Reporting: 54	Avg. Sales: 0.39		Traffic to Sales: 23 : 1				203	552	24	3	2581	700	Net: 21	
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36									
C/N Sacramento   Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Arista	Beazer	RO		DTMU	142	2	3	18	1	0	9	9	0.53	0.53
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	7	11	0	0	72	12	0.63	0.52
Park Haven at Cresleigh Ranch	Cresleigh	RO		DTST	71	0	6	7	0	0	2	2	0.38	0.38
Coloma at Rio Del Oro	Elliott	RO	New	DTST	132	10	5	18	5	0	5	5	5.00	5.00
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	3	5	0	0	221	13	0.70	0.57
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	4	7	0	0	55	12	0.37	0.52
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	4	6	3	0	0	44	9	0.29	0.39
Veranda at Stone Creek Village	Elliott	RO		DTST	128	0	3	24	1	0	37	28	1.19	1.22
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	5	4	0	0	74	15	0.67	0.65
Four Seasons at The Ranch - Autumn	K Hovnanian	RO		AASF	39	0	4	2	0	0	6	5	0.21	0.22
Four Seasons at The Ranch - Spring	K Hovnanian	RO		AASF	90	0	5	2	0	0	7	7	0.25	0.30
Four Seasons at The Ranch - Summer	K Hovnanian	RO		AASF	63	0	2	3	1	0	8	5	0.28	0.22
Four Seasons at The Ranch - Winter	K Hovnanian	RO		AASF	55	0	4	3	0	0	8	8	0.38	0.38
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	5	3	1	0	98	24	0.56	1.04
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	6	3	0	0	100	15	0.71	0.65
Reserve at The Ranch	K Hovnanian	RO		DTMU	90	0	5	3	0	0	5	5	0.18	0.22
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	5	0	0	0	111	2	0.63	0.09
Silverbrook at The Ranch	K Hovnanian	RO		DTST	69	0	6	3	1	1	14	13	0.50	0.57
Westcott Station	KB Home	SO		DTST	57	0	5	17	0	0	9	9	0.37	0.39
Aqua at The Preserve	Lennar	RO		DTMU	55	0	4	4	0	0	10	10	1.94	1.94
Azure at The Preserve	Lennar	RO		DTMU	126	4	4	36	2	0	10	10	0.71	0.71
Celedon at Pradera Ranch	Lennar S/O	RO		DTMU	110	0	S/O	0	0	0	110	11	1.41	0.48
Cobalt at The Preserve	Lennar	RO		DTMU	135	0	5	18	1	0	18	17	0.62	0.74
Cyan at The Preserve	Lennar	RO		DTST	124	0	4	5	0	0	7	7	0.58	0.58
Midori at Pradera Ranch	Lennar S/O	RO		DTMU	90	0	S/O	2	0	0	90	20	1.21	0.87
Charleston at East Village	Meritage	SO		DTMU	113	0	4	0	0	0	0	0	0.00	0.00
Ascent at Montelena	Pulte	RO		DTMU	127	0	3	10	1	1	89	18	0.63	0.78
Solis at Montelena	Pulte	RO		DTMU	55	0	3	0	0	0	50	8	0.34	0.35
Seasons at Montelena	Richmond American	RO		DTMU	125	0	3	8	0	0	120	11	0.70	0.48
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	0	2	26	2	0	36	16	0.68	0.70
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	0	3	26	1	0	21	11	0.40	0.48
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	6	26	0	0	17	10	0.32	0.43
Acacia II at Cypress	Woodside	RO		DTMU	90	0	2	0	0	0	30	3	0.31	0.13
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	4	14	1	0	68	9	0.68	0.39
Sycamore at Cypress	Woodside	RO		DTMU	96	0	3	4	0	0	25	3	0.26	0.13
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	3	5	0	0	34	12	0.35	0.52
TOTALS: No. Reporting: 36		Avg. Sales: 0.44		Traffic to Sales: 18 : 1			142	320	18	2	1620	374	Net: 16	
City Codes: RO = Rancho Cordova, FO = Fair Oaks, SO = Sacramento														

Development Name	Developer	City Code	Notes	Type										
C/N Sacramento   North Sacramento					Projects Participating: 16									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Skylar	DR Horton	SO		DTST	77	4	5	18	2	0	9	9	1.75	1.75
Archer Estates	KB Home	SO		DTMU	143	0	1	14	1	0	19	19	1.05	1.05
Cottages at The Preserve	KB Home	AO		DTST	70	0	6	4	0	1	64	15	1.06	0.65
Villas at The Preserve	KB Home	AO		DTMU	203	0	3	11	0	0	101	32	1.19	1.39
Northlake - Bleu	Lennar	SO		DTMU	348	0	1	18	1	0	237	20	1.03	0.87
Northlake - Crestvue II	Lennar	SO		DTMU	138	5	6	18	1	0	35	13	0.41	0.57
Northlake - Drifton	Lennar	SO		DTMU	236	0	12	3	0	0	138	6	0.62	0.26
Northlake - Lakelet	Lennar	SO		DTMU	307	5	6	19	1	0	173	14	0.75	0.61
Northlake - Shor	Lennar	SO		DTMU	337	4	5	17	1	0	182	19	0.79	0.83
Northlake - Watersyde	Lennar	SO		DTMU	276	3	5	17	1	0	166	18	0.72	0.78
Northlake - Wavmor	Lennar	SO		DTMU	320	0	9	18	1	0	162	12	0.71	0.52
Waters Edge	Lennar	SO		DTST	139	0	5	5	0	0	36	20	0.69	0.87
Bridgeport at East Village	Meritage	SO		DTMU	138	0	4	0	0	0	0	0	0.00	0.00
Asheville at East Village	Meritage	SO		DTMU	114	0	2	0	0	0	2	2	0.93	0.93
Durham at East Village	Meritage	SO		DTMU	76	0	4	0	0	0	0	0	0.00	0.00
Terrace Park	TRI Pointe	SO		DTST	79	0	6	23	0	0	18	13	0.56	0.57
TOTALS: No. Reporting: 16		Avg. Sales: 0.50		Traffic to Sales: 21 : 1				80	185	9	1	1342	212	Net: 8
City Codes: SO = Sacramento, AO = Antelope														

Folsom   Folsom Area					Projects Participating: 6									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Esquire at Folsom Ranch	KB Home	FM	DTMU	153	0	5	10	0	0	79	34	1.27	1.48	
Rockcross II at Folsom Ranch	Lennar	FM	DTMU	115	5	6	19	1	0	102	26	1.32	1.13	
Folsom Ranch - Encore	Taylor Morrison	FM	DTMU	106	0	2	12	2	0	97	19	0.74	0.83	
Folsom Ranch - Legends	Taylor Morrison	FM	DTMU	110	0	4	12	1	0	106	25	0.81	1.09	
Sendero at Folsom Ranch	TRI Pointe	FM	DTST	136	0	2	15	1	1	2	2	0.64	0.64	
The Trails	Woodside	FM	DTMU	40	0	5	9	0	0	20	7	0.57	0.30	
TOTALS: No. Reporting: 6	Avg. Sales: 0.67		Traffic to Sales: 15 : 1				24	77	5	1	406	113	Net: 4	
City Codes: FM = Folsom														

Development Name	Developer	City Code	Notes	Type										
El Dorado   El Dorado County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Oakhaven	Blue Mountain	RE		DTMU	29	0	4	10	0	0	9	1	0.13	0.04
Revere	Blue Mountain	RE		DTMU	51	0	1	0	0	0	50	2	0.23	0.09
Manzanita at Saratoga	Elliott	EH		DTMU	131	5	4	5	4	0	110	14	0.44	0.61
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	3	3	0	0	39	11	0.24	0.48
Heritage El Dorado Hills-Mosaic	Lennar	EH		AASF	373	0	3	0	0	0	370	15	1.05	0.65
Legends II at Heritage Carson Creek	Lennar	EH		AASF	123	0	2	5	0	0	36	14	0.62	0.61
Mosaic II at Heritage Carson Creek	Lennar	EH		AASF	144	0	3	18	1	0	13	13	0.81	0.81
Roxbury at Heritage Carson Creek	Lennar	EH		AASF	142	4	4	37	2	0	47	31	0.97	1.35
Ridgeview	The New Home Co	EH		DTMU	44	0	5	11	1	1	39	3	0.39	0.13
Sutter's Ridge	Williams	PV		DTMU	39	0	3	1	0	0	19	14	0.28	0.61
TOTALS: No. Reporting: 10	Avg. Sales: 0.70		Traffic to Sales: 11 : 1				32	90	8	1	732	118	Net: 7	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														



Development Name	Developer	City Code	Notes	Type	Projects Participating: 58									
Placer / Nevada   Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Finale at Whitney Ranch	Anthem United	RK		DTMU	60	0	9	54	0	0	3	3	0.25	0.25
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	10	42	0	0	77	21	0.90	0.91
Whitehawk	Anthem United	GB		DTMU	55	0	12	26	0	0	43	4	0.36	0.17
Pinnacle at Solaire	Beazer	RV		DTMU	120	5	7	19	2	0	42	13	0.59	0.57
Verrado II at Solaire	Beazer	RV		DTMU	63	0	4	6	0	0	37	9	0.38	0.39
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	6	7	0	0	19	6	0.18	0.26
Allora at Amoruso Ranch	Brookfield	RV		DTMU	83	0	14	5	0	0	4	4	0.36	0.36
Tesoro at Amoruso Ranch	Brookfield	RV		DTMU	73	0	9	6	0	0	6	6	0.54	0.54
Millau at Twelve Bridges	Century	LL		DTST	105	0	2	10	1	0	41	22	0.67	0.96
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	3	8	0	0	38	21	0.62	0.91
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	7	4	0	0	65	6	0.33	0.26
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	3	9	0	0	64	29	1.14	1.26
Dragonfly II at Winding Creek	DR Horton	RV		DTST	77	4	5	19	4	0	21	21	2.72	2.72
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	4	5	11	1	0	76	30	1.35	1.30
Turkey Creek Estates	Elliott	LL		DTMU	228	0	2	18	0	0	98	3	0.48	0.13
Edgefield Place	JMC	RK		DTMU	136	3	5	18	2	0	115	25	0.68	1.09
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	4	20	0	1	69	7	0.42	0.30
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	3	5	28	1	0	83	25	1.02	1.09
Meadowbrook at Fiddymnt Farm	JMC S/O	RV		DTMU	80	0	S/O	0	0	0	80	2	0.37	0.09
Northbrook at Fiddymnt Farm	JMC	RV		DTST	120	0	4	19	1	0	110	21	1.00	0.91
Sagebrook at Fiddymnt Farm	JMC	RV		DTMU	214	4	5	16	2	0	145	15	0.67	0.65
Sentinel Village at Sierra Vista	JMC	RV		DTST	256	3	5	18	1	0	217	16	0.79	0.70
Tribute Pointe	JMC	RK		DTMU	99	0	4	22	0	0	55	12	0.32	0.52
Westwind at Whitney Ranch	JMC	RK		DTST	43	0	4	21	0	1	38	13	0.93	0.57
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	3	38	1	0	146	25	0.88	1.09
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	5	30	0	0	76	28	0.90	1.22
Copper Ridge	KB Home	LL		DTMU	281	0	5	1	0	0	143	4	0.78	0.17
Westhaven at Whitney Ranch	KB Home	RK		DTST	88	0	6	13	0	0	6	6	0.37	0.37
Breckenridge at Sierra West	Lennar	RV		DTMU	264	0	4	3	0	0	233	38	1.22	1.65
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	5	8	0	0	189	17	0.95	0.74
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	5	6	0	0	203	29	1.00	1.26
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	3	8	0	0	189	30	0.95	1.30
Windham at Sierra West	Lennar	RV		DTMU	190	0	1	0	0	0	189	2	1.04	0.09
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	2	0	0	0	80	5	0.90	0.22
Premier Soleil	Premier Homes	GB		DTMU	52	0	6	9	0	0	40	0	0.27	0.00
Camellia at Solaire	Pulte	RV		DTMU	67	0	2	2	0	0	61	10	0.83	0.43
Jasmine at Solaire	Pulte	RV		DTMU	107	0	4	1	0	0	60	12	0.86	0.52
Seasons at Amoruso Ranch	Richmond American	RV		DTMU	75	0	4	6	0	0	22	22	1.04	1.04
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	4	22	0	0	114	41	0.67	1.78
Tapestry at Amoruso Ranch	Richmond American	RV		DTMU	63	0	3	20	0	0	23	23	1.09	1.09
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	6	3	0	0	147	13	0.69	0.57
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	2	2	1	0	91	10	0.51	0.43
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	3	1	1	130	12	0.61	0.52
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	3	3	1	1	147	15	0.69	0.65
Parks at Valley Oak	The New Home Co	RV		DTMU	59	0	3	7	0	0	51	17	0.54	0.74

Development Name	Developer	City Code	Notes	Type										
Placer / Nevada   Placer County (Continued ...)					Projects Participating: 58									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Trails at Valley Oak	The New Home Co	RV		DTMU	62	0	2	7	1	1	60	7	0.62	0.30
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	6	18	0	0	59	11	0.47	0.48
Morgan Place	Tim Lewis	RV		DTMU	79	0	3	14	0	0	23	5	0.31	0.22
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	4	13	0	0	21	9	0.29	0.39
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	4	10	0	0	38	15	0.64	0.65
Juniper at Winding Creek	TRI Pointe	RV		DTMU	74	0	3	16	1	0	9	9	0.98	0.98
Monument at Independence	TRI Pointe	LL		DTMU	159	0	2	10	1	0	27	7	0.46	0.30
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	4	25	0	0	6	4	0.16	0.17
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	5	9	0	0	68	25	0.96	1.09
Magnolia Village	Williams	LL		ATMU	32	2	3	3	1	0	13	8	0.28	0.35
Summerfield at Sierra Vista	Woodside	RV		DTMU	135	4	6	28	1	0	20	13	0.47	0.57
The Park at Granite Bay	Woodside	GB		DTMU	55	0	5	12	1	0	13	4	0.22	0.17
Wildflower at Winding Creek	Woodside	RV		DTMU	97	4	6	13	1	0	61	16	0.92	0.70
TOTALS: No. Reporting: 58	Avg. Sales: 0.36		Traffic to Sales: 30 : 1				268	769	26	5	4304	826	Net: 21	
City Codes: RK = Rocklin, RV = Roseville, GB = Granite Bay, LL = Lincoln														

Yolo   Yolo County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Trailside at the Rivers	Century	WS		DTMU	120	0	2	3	1	0	95	25	0.76	1.09
Bungalows at Bretton Woods	DeNova	DV	Rsv's	AASF	39	0	2	2	0	0	8	3	0.19	0.13
Greenway at Bretton Woods	DeNova	DV	Rsv's	DTST	150	0	2	6	1	0	8	4	0.22	0.17
Casera Meadows at Pioneer Village	Lennar S/O	WL		DTMU	124	0	S/O	18	1	0	124	24	1.00	1.04
Ruby Cottages	Lennar	WL		DTST	87	0	5	5	0	0	7	7	1.14	1.14
The Hideaway	Meritage	WN		DTMU	148	0	2	0	0	0	146	6	0.93	0.26
Revival	Tim Lewis	WL		DTST	72	0	2	7	0	0	64	6	0.39	0.26
TOTALS: No. Reporting: 7	Avg. Sales: 0.43		Traffic to Sales: 14 : 1				15	41	3	0	452	75	Net: 3	
City Codes: WS = West Sacramento, DV = Davis, WL = Woodland, WN = Winters														

Amador County   Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY	DTMU		40	0	3	2	0	0	37	5	0.19	0.22
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	2	0	0	37	5	Net: 0	
City Codes: PLY = Plymouth														

Northern Counties   Butte County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Amber Lynn Estates		DR Horton		CO	DTST	108	0	3	3	0	0	71	17	0.50	0.74
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			3	3	0	0	71	17	Net: 0	
City Codes: CO = Chico															

Development Name	Developer	City Code	Notes	Type										
Northern Counties   Yuba County					Projects Participating: 13									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMU	78	0	5	5	1	0	47	13	0.55	0.57
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMU	72	0	5	14	0	0	55	9	0.48	0.39
Cadence	DR Horton	OL		DTST	12	1	2	3	3	0	10	10	0.52	0.52
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMU	145	0	3	2	1	2	140	30	0.84	1.30
Butte Vista at Cobblestone	KB Home	PLK		DTMU	156	0	4	4	1	0	152	14	0.90	0.61
Cascade Valley at Cobblestone	KB Home	PLK		DTMU	145	0	4	0	0	0	141	5	1.04	0.22
Pembroke at Rio Del Oro	Lennar	PLK		DTMU	49	0	4	19	1	0	40	19	0.80	0.83
Rock Creek at Rio Del Oro	Lennar	PLK		DTST	111	0	6	2	0	0	47	14	0.93	0.61
Starling at Northpoint	Lennar	PLK		DTMU	70	0	4	0	0	0	12	12	0.74	0.74
Sungate at Northpoint	Lennar	PLK		DTMU	65	0	5	1	0	0	8	8	0.47	0.47
Wildbrook at Rio Del Oro	Lennar	PLK		DTMU	48	0	3	5	0	0	43	14	0.72	0.61
Seasons at Riverton North	Richmond American	PLK		DTMU	83	0	5	9	0	0	30	23	0.83	1.00
Seasons at Riverton South	Richmond American	PLK		DTMU	79	0	5	8	0	0	22	16	0.61	0.70
TOTALS: No. Reporting: 13	Avg. Sales: 0.38		Traffic to Sales: 10 : 1				55	72	7	2	747	187	Net: 5	
City Codes: PLK = Plumas Lake, OL = Olivehurst, WH = Wheatland														

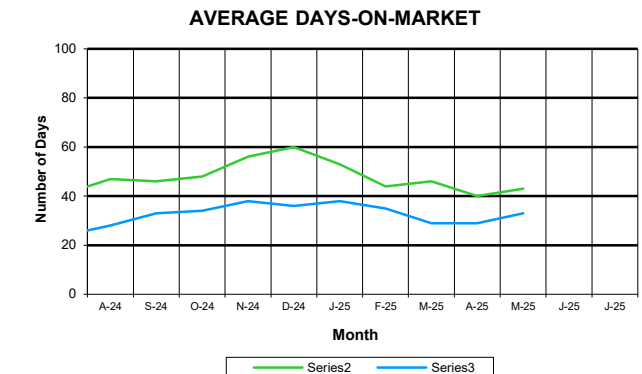
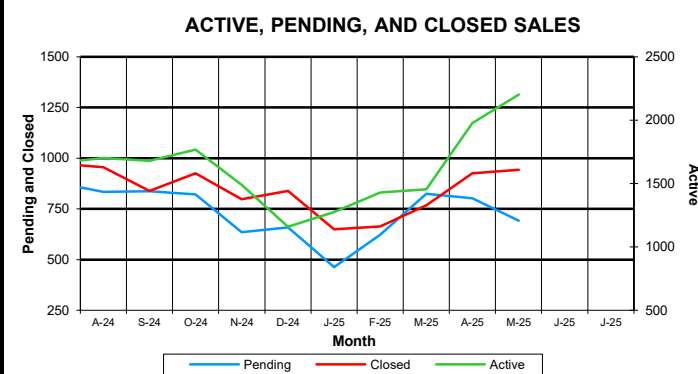
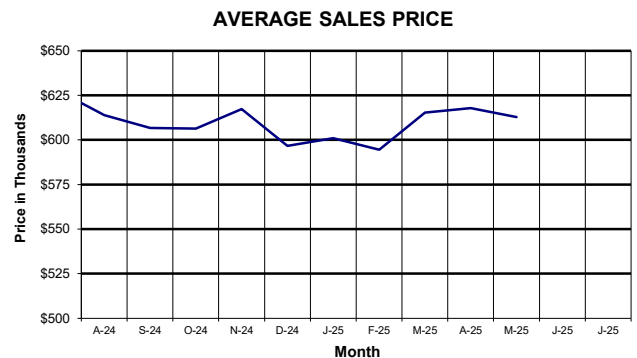
Northern Counties   Sutter County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Harter Estates	DR Horton	YC	ATST	150	2	4	8	3	0	73	25	1.08	1.09	
Aspire at Sycamore Ranch	K Hovnanian	YC	DTMU	82	0	3	4	0	0	11	11	0.77	0.77	
TOTALS: No. Reporting: 2		Avg. Sales: 1.50		Traffic to Sales: 4 : 1			7	12	3	0	84	36	Net: 3	
City Codes: YC = Yuba City														

Northern Counties   Shasta County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Harlen	DR Horton	RD	DTMU	37	0	4	3	0	0	4	4	0.23	0.23	
Lilac at Shastina Ranch	DR Horton	RD	DTST	140	4	5	6	2	0	94	30	0.73	1.30	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	122	0	2	5	1	0	82	19	0.63	0.83	
TOTALS: No. Reporting: 3		Avg. Sales: 1.00		Traffic to Sales: 5 : 1				11	14	3	0	180	53	Net: 3
City Codes: RD = Redding														

Sacramento			Projects Participating: 208						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 207	Avg. Sales: 0.44	Traffic to Sales: 20 : 1	843	2137	106	15	12556	2716	Net: 91
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

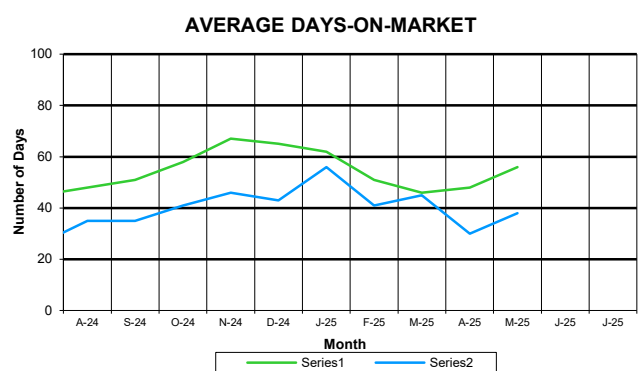
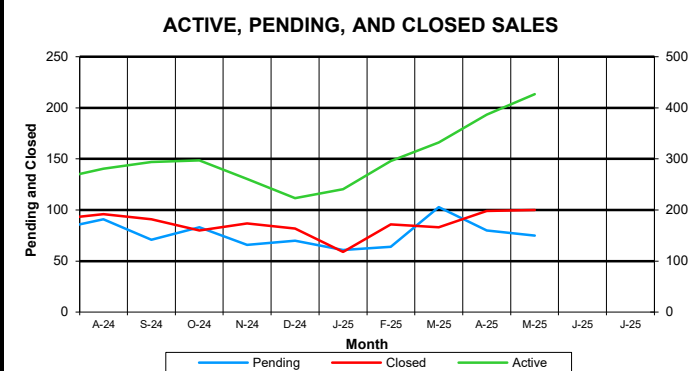
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	1,768	48	822	34	925	606,279
Nov-24	1,491	56	636	38	798	617,262
Dec-24	1,160	60	659	36	839	596,601
Jan-25	1,276	53	464	38	650	600,994
Feb-25	1,429	44	623	35	663	594,502
Mar-25	1,455	46	824	29	768	615,338
Apr-25	1,977	40	803	29	925	617,760
May-25	2,202	43	692	33	943	612,770



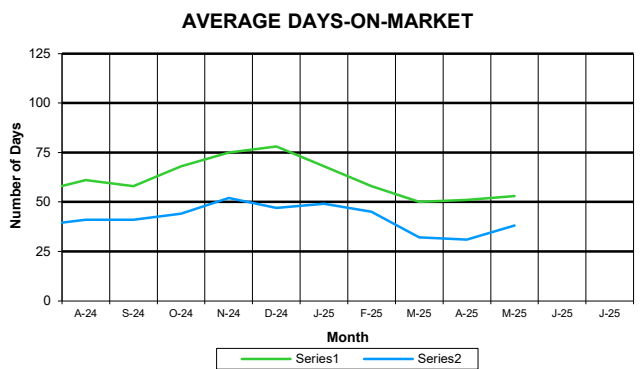
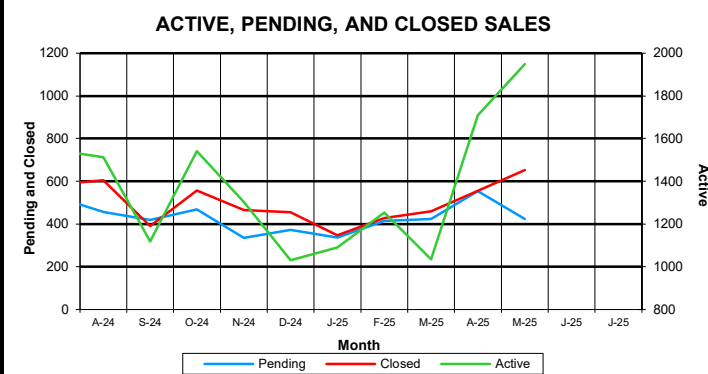
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	297	58	83	41	80	333,572
Nov-24	261	67	66	46	87	350,657
Dec-24	223	65	70	43	82	349,499
Jan-25	241	62	61	56	59	350,574
Feb-25	296	51	64	41	86	360,380
Mar-25	332	46	103	45	83	359,978
Apr-25	387	48	80	30	99	346,947
May-25	427	56	75	38	100	381,823



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	1,541	68	468	44	556	755,935
Nov-24	1,303	75	335	52	465	766,501
Dec-24	1,030	78	372	47	455	802,245
Jan-25	1,090	68	336	49	347	733,642
Feb-25	1,254	58	414	45	428	729,444
Mar-25	1,035	50	423	32	459	771,546
Apr-25	1,709	51	553	31	555	769,440
May-25	1,950	53	423	38	652	798,129



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-24	237	62	68	47	99	642,456
Nov-24	212	71	59	45	69	602,590
Dec-24	145	78	64	41	90	644,939
Jan-25	157	74	42	52	53	634,599
Feb-25	184	60	70	41	80	699,286
Mar-25	195	50	80	42	89	715,769
Apr-25	253	52	88	38	106	747,365
May-25	298	58	61	31	99	782,830

