

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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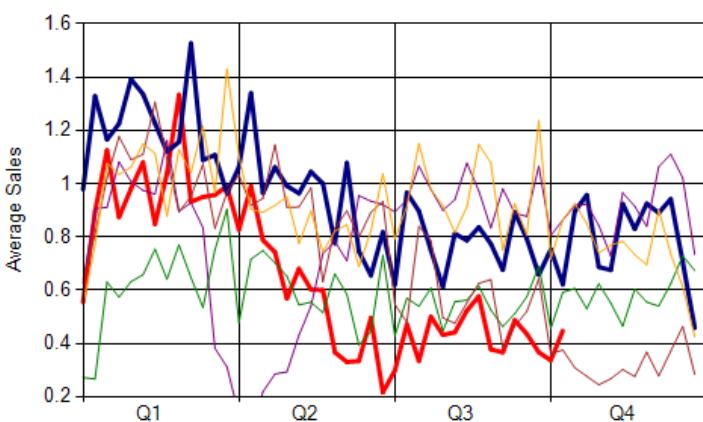


**Ending: Sunday, October 16, 2022**

## Bay Area Week 41

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.	
Alameda	23	307	15	3	12	0.52	0.70	-26%	0.57	-8%	
Contra Costa	23	247	12	1	11	0.48	0.65	-26%	0.48	0%	
Sonoma, Napa	12	79	4	0	4	0.33	0.45	-27%	0.37	-11%	
San Francisco, Marin	3	16	1	0	1	0.33	0.37	-10%	0.10	225%	
San Mateo	5	36	0	0	0	0.00	0.58	-100%	0.38	-100%	
Santa Clara	16	206	9	1	8	0.50	0.67	-25%	0.24	107%	
Monterey, Santa Cruz, San Benito	8	74	6	0	6	0.75	0.76	-2%	0.54	38%	
Solano	24	178	16	7	9	0.38	0.64	-41%	0.42	-10%	
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>18 : 1</b>	<b>114</b>	<b>1143</b>	<b>63</b>	<b>12</b>	<b>0.45</b>	<b>0.64</b>	<b>-30%</b>	<b>0.43</b>	<b>3%</b>
Per Project Average			10	0.55	0.11	0.45					
<b>Year Ago - 10/17/2021</b>	<b>Traffic : Sales</b>	<b>18 : 1</b>	<b>111</b>	<b>1348</b>	<b>76</b>	<b>7</b>	<b>0.62</b>	<b>0.97</b>	<b>-36%</b>	<b>0.79</b>	<b>-21%</b>
% Change			3%	-15%	-17%	71%	-26%	-28%	-34%	-45%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 41

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	141	32	1.05	0.10	0.95	0.90
■	2018	125	27	0.90	0.09	0.81	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.89	0.11	0.78	0.80
■	2021	116	14	1.04	0.07	0.97	0.93
■	2022	105	11	0.76	0.12	0.64	0.64
% Change:		-9%	-23%	-27%	73%	-34%	-31%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>			If you are among many people who are currently looking to buy a new home, there are ways to make it happen. Some experts say the roller coaster ride of mortgage rates is getting better. It all depends on who you ask. Chauncey Hilliard, a Charlotte realtor, says the market is currently balanced. "Right now, what your experiencing is that buyers now have the opportunity that they didn't have a couple months ago with multiple offers." The market is starting to shift to a buyer's market, according to Hilliard. "Right now, what buyers are able to achieve, is that they can actually get seller concessions to offset the higher interest rate," Hilliard said. Mortgage rates are up to almost 7% in the U.S., up from around 3% less than a year ago. "Different lenders are offering buydown basically if you put \$1,000 towards something, they'll give you 2,000," Hilliard said. "So yes, there's a way to get around the 7% interest rate." If you are unable to do that, financial planner Alex Calott said there are other options. "The first thing you need to do is you probably need to talk to a lender and see now what you can get pre-approved," Calott said. "Then also, don't be afraid to shop lenders." Calott said the most important thing to remember is to live and buy within your means. Source: Yahoo News Almiya White					
<b>FHA</b>								
<b>10 Yr Yield</b>								
<b>RATE</b>								
<b>6.95%</b>								
<b>5.95%</b>								
<b>APR</b>								
<b>7.18%</b>								
<b>5.45%</b>								
<b>EQUAL OPPORTUNITY LENDER</b>								

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18													
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				
Enclave - Sierra Collection	Century	FR		ATMU	70	3	3	14	2	0	67	28	0.43	0.68				
Atlas at Mission Village	KB Home	HY		ATMU	72	3	5	10	2	0	52	52	2.35	2.35				
Aspect at Innovation	Lennar	FR		ATMU	167	0	7	29	0	0	44	25	0.86	0.61				
Bungalows at Bridgewater	Lennar	NK		DTMU	100	0	6	10	0	0	91	31	0.85	0.76				
Chroma at Innovation	Lennar	FR		ATMU	146	0	5	26	0	1	46	46	2.08	2.08				
Courts at Bridgewater	Lennar	NK		ATMU	81	0	3	10	0	0	69	11	0.80	0.27				
Lumiere at Innovation	Lennar	FR		ATMU	156	0	4	26	1	0	39	33	0.83	0.80				
Matrix at Innovation	Lennar	FR		ATMU	53	0	4	29	0	0	34	16	0.63	0.39				
Terraces at Bridgewater	Lennar	NK		ATMU	96	0	5	10	0	0	61	31	1.00	0.76				
Towns at Bridgewater	Lennar	NK		ATMU	103	0	5	10	2	0	81	25	0.82	0.61				
Villas at Bridgewater	Lennar	NK		DTMU	137	0	5	10	1	0	109	35	1.02	0.85				
Breeze at Bay37	Pulte	AL		DTMU	30	0	3	2	0	0	27	8	0.30	0.20				
Compass at Bay37	Pulte	AL		ATMU	93	0	3	2	2	0	48	13	0.53	0.32				
Landing at Bay37	Pulte	AL		ATMU	96	0	2	2	1	1	79	48	0.87	1.17				
Lookout at Bay37	Pulte	AL		ATMU	138	0	5	2	0	1	39	12	0.43	0.29				
Line at SoHay	Taylor Morrison	HY		ATST	198	0	8	5	1	0	180	49	0.99	1.20				
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	0	0	0	91	0	0.50	0.00				
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	3	4	0	0	68	31	0.54	0.76				
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 17 : 1</b>				<b>76</b>	<b>201</b>	<b>12</b>	<b>3</b>	<b>1225</b>	<b>494</b>				
<b>Net: 9</b>																		
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland																		

Amador 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				
Broadway at Boulevard	Brookfield	DB		ATMU	110	0	16	8	1	0	94	22	1.02	0.54				
Melrose at Boulevard	Brookfield	DB		DTMU	75	0	6	38	0	0	30	30	1.19	1.19				
Lombard at Boulevard	Lennar	DB		DTMU	100	2	10	25	0	0	15	15	0.68	0.68				
Skyline at Boulevard	Lennar	DB		ATMU	114	0	3	15	1	0	111	23	0.72	0.56				
Venice at Boulevard	Lennar	DB		ATMU	91	2	5	20	1	0	21	21	0.94	0.94				
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 35 : 1</b>				<b>40</b>	<b>106</b>	<b>3</b>	<b>0</b>	<b>271</b>	<b>111</b>				
<b>Net: 3</b>																		
City Codes: DB = Dublin																		

Diablo Valley					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				
Oak Park	Davidon	PH		DTMU	34	0	10	8	0	0	8	8	0.20	0.20				
Woodbury Highlands	Davidon	LF		ATMU	99	0	15	8	0	0	27	15	0.25	0.37				
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>25</b>	<b>16</b>	<b>0</b>	<b>0</b>	<b>35</b>	<b>23</b>				
<b>Net: 0</b>																		
City Codes: PH = Pleasant Hill, LF = Lafayette																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	3	0	0	0	100	16	0.84	0.39	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: N/A</b>		<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>100</b>	<b>16</b>	<b>Net: 0</b>
City Codes: SR = San Ramon															

Antioch/Pittsburg					Projects Participating: 12										
					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	
Cielo at Sand Creek- Horizon	Century	AN		DTMJ	175	0	5	30	0	0	158	40	1.41	0.98	
Vista II	Century	AN		DTMJ	9	0	9	11	0	0	0	0	0.00	0.00	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	14	12	0	1	244	28	0.92	0.68	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	13	10	0	0	95	30	0.92	0.73	
Luca at Aviano	DeNova	AN		DTMJ	194	0	4	14	1	0	101	59	1.63	1.44	
Luna at Aviano	Lennar	AN		DTMJ	102	0	5	6	1	0	42	31	0.91	0.76	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	4	6	2	0	44	33	0.95	0.80	
Haven at Vista Del Mar	Taylor Morrison	PT		DTST	60	0	1	3	1	0	56	21	0.60	0.51	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	2	8	1	0	82	29	0.80	0.71	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	8	4	0	0	40	28	0.61	0.68	
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	3	12	0	0	25	25	0.95	0.95	
Shine at Cielo	TRI Pointe	AN		DTMJ	137	0	3	12	1	0	22	22	0.84	0.84	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 18 : 1</b>		<b>71</b>	<b>128</b>	<b>7</b>	<b>1</b>	<b>909</b>	<b>346</b>	<b>Net: 6</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		DTMJ	104	0	8	12	0	0	85	16	0.52	0.39	
Chandler	Brookfield	BT		DTMJ	160	0	14	7	0	0	64	33	1.06	0.80	
Bennett Estates	DeNova	BT		DTMJ	14	0	2	15	0	0	10	10	0.44	0.44	
Cypress Crossings	KB Home	OY		DTMJ	98	0	6	21	0	0	9	9	0.73	0.73	
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	3	3	1	0	51	51	1.49	1.49	
Alicante	Meritage	OY		DTMJ	157	0	12	8	3	0	145	56	1.49	1.37	
Beacon at Delta Coves	Pulte	BI	New	DTST	30	3	3	17	0	0	0	0	0.00	0.00	
Orchard Trails	Shea	BT		DTMJ	78	0	3	20	1	0	36	26	0.72	0.63	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.63</b>					<b>Traffic to Sales: 21 : 1</b>		<b>51</b>	<b>103</b>	<b>5</b>	<b>0</b>	<b>400</b>	<b>201</b>	<b>Net: 5</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12										
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	10	26	0	0	2	2	0.93	0.93	
Willow at University District	DR Horton	RP		DTMJ	128	3	3	12	3	0	34	34	1.05	1.05	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	2	1	0	0	30	13	0.48	0.32	
Aspect	Lafferty	PET		DTMJ	18	0	1	0	0	0	16	0	0.09	0.00	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	3	4	0	0	11	11	0.60	0.60	
Seasons at University District	Richmond American	RP		DTMJ	52	0	6	8	0	0	13	13	0.40	0.40	
Meadow Creek	Ryder	SR		DTMJ	48	0	1	3	0	0	39	15	0.55	0.37	
Riverfront	TRI Pointe	PET	Rsv's	DTMJ	134	0	3	7	0	0	82	24	0.81	0.59	
City 44	W Marketing	SR		ATMU	44	0	4	5	0	0	20	13	0.34	0.32	
Kerry Ranch	W Marketing	SR		DTMJ	30	0	6	6	0	0	7	7	0.63	0.63	
Paseo Vista	W Marketing	SR		DTST	128	0	1	0	1	0	63	6	0.24	0.15	
Portello	W Marketing	WD		DTMJ	68	0	10	7	0	0	8	8	0.79	0.79	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 20 : 1</b>				<b>50</b>	<b>79</b>	<b>4</b>	<b>0</b>	<b>325</b>	<b>146</b>	<b>Net: 4</b>

City Codes: PET = Petaluma, 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	ATMU	80	0	4	13	1	0	33	25	0.55	0.61	
The Strand (Detached)	Trumark	SN		DTMJ	37	0	12	0	0	0	10	10	0.21	0.24	
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 13 : 1</b>				<b>16</b>	<b>13</b>	<b>1</b>	<b>0</b>	<b>43</b>	<b>35</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		ATMU	54	0	5	3	0	0	16	3	0.19	0.07	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>5</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>3</b>	<b>Net: 0</b>

City Codes: SF = San Francisco

San Mateo County					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	
One 90 - Borelle	Pulte	SM		DTMJ	29	0	3	6	0	0	25	4	0.27	0.10	
One 90 - Cobalt	Pulte	SM		ATMU	54	0	2	5	0	0	25	25	0.62	0.61	
One 90 - Indigo	Pulte	SM		ATMU	54	0	4	6	0	0	40	35	0.85	0.85	
One 90 - Slate	Pulte <b>TSO</b>	SM		ATMU	57	0	TSO	6	0	0	55	25	0.60	0.61	
Laguna Vista	SummerHill	FC		ATMU	70	0	2	13	0	0	24	24	0.80	0.80	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>11</b>	<b>36</b>	<b>0</b>	<b>0</b>	<b>169</b>	<b>113</b>	<b>Net: 0</b>

City Codes: SM = San Mateo, FC = Foster City

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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	7	12	1	0	13	13	0.56	0.56
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	3	8	1	0	51	34	0.99	0.83
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	3	7	0	0	62	41	1.28	1.00
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	0	2	2	0	0	33	14	0.64	0.34
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	2	2	0	0	158	12	1.40	0.29
Lavender	Landsea	SV	Rsv's	ATMU	128	0	4	19	0	0	42	32	0.80	0.78
Gateway at Central	Pulte	SJ		ATMU	72	0	6	30	1	0	9	9	0.41	0.41
Plaza at Central	Pulte	SJ		ATMU	90	6	4	31	5	1	9	9	1.24	1.24
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	2	4	0	0	46	28	0.74	0.68
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	6	0	0	40	15	0.54	0.37
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	9	10	0	0	37	18	0.50	0.44
Nuevo - Terraces	SummerHill	SC		ATST	176	0	8	16	0	0	168	17	0.86	0.41
Verano	SummerHill	MV		ATMU	115	0	4	36	0	0	5	5	1.59	1.59
Ovation	Taylor Morrison	SV		ATMU	107	0	7	5	1	0	75	37	1.04	0.90
Lotus at Urban Oak	TRI Pointe	SJ		DTMJ	123	0	9	11	0	0	1	1	0.08	0.08
Jasper	Trumark	MH		ATMU	101	0	7	7	0	0	22	22	0.64	0.64
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 23 : 1</b>			<b>85</b>	<b>206</b>	<b>9</b>	<b>1</b>	<b>771</b>	<b>307</b>	<b>Net: 8</b>

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

Monterey, Santa Cruz, San Benito Counties				Projects Participating: 8										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMJ	90	0	2	30	0	0	2	2	0.38	0.38
Roberts Ranch	KB Home	HO		DTMJ	192	0	5	12	1	0	144	50	1.65	1.22
Polo Ranch	Lennar	SV		DTMJ	40	0	4	1	0	0	33	20	0.64	0.49
Montclair	Meritage	HO		DTMJ	99	5	4	11	4	0	78	50	1.08	1.22
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	4	7	0	0	70	40	1.11	0.98
Enclave, The	Shea	SS		DTMJ	61	0	5	2	0	0	38	23	0.53	0.56
Sea House II at The Dunes	Shea	MA		ATMU	79	0	5	6	1	0	48	23	0.76	0.56
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	5	5	0	0	30	21	0.48	0.51
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 12 : 1</b>			<b>34</b>	<b>74</b>	<b>6</b>	<b>0</b>	<b>443</b>	<b>229</b>	<b>Net: 6</b>

City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside

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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	9	9	0	0	9	9	0.36	0.36
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	14	15	1	0	8	8	0.32	0.32
Monte Verde	Century	FF		DTMJ	124	0	3	12	0	1	17	17	0.88	0.88
Luminescence at Liberty	DeNova	RV		AASF	311	0	3	7	2	0	71	49	1.07	1.20
One56 at One Lake	DeNova	FF		DTMJ	56	0	13	15	0	0	16	16	1.13	1.13
Savannah II at Homestead	DR Horton	DX		DTST	74	4	6	6	3	0	46	46	1.20	1.20
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	3	4	2	2	1	9	9	0.68	0.68
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	5	2	0	1	4	4	0.30	0.30
Midhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	2	1	0	0	45	40	0.90	0.98
Creston at One Lake	Lennar	FF		DTMJ	130	0	5	11	0	0	106	37	1.00	0.90
Homestead	Meritage	DX		DTMJ	99	0	2	15	2	0	87	38	1.03	0.93
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	6	2	0	0	10	10	0.37	0.37
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	4	13	1	1	15	15	0.51	0.51
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	2	5	0	0	84	8	0.73	0.20
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	8	2	0	2	19	12	0.34	0.29
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	9	10	0	0	10	10	0.35	0.35
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	8	1	1	1	56	19	0.68	0.46
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	2	17	1	0	47	47	1.50	1.50
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	5	7	1	0	88	31	0.90	0.76
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	7	8	1	0	31	26	0.74	0.63
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	2	3	0	0	118	7	0.66	0.17
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	3	2	0	0	99	31	0.97	0.76
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	3	4	6	1	0	70	18	0.69	0.44
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	4	7	0	0	59	23	0.68	0.56
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 0.38</b>				<b>Traffic to Sales: 11 : 1</b>			<b>130</b>	<b>178</b>	<b>16</b>	<b>7</b>	<b>1124</b>	<b>530</b>	<b>Net: 9</b>

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

Bay Area			Projects Participating: 114						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 114</b>	<b>Avg. Sales: 0.45</b>	<b>Traffic to Sales: 18 : 1</b>	<b>597</b>	<b>1143</b>	<b>63</b>	<b>12</b>	<b>5831</b>	<b>2554</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 , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

# The Ryness Company

Marketing Research Department

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

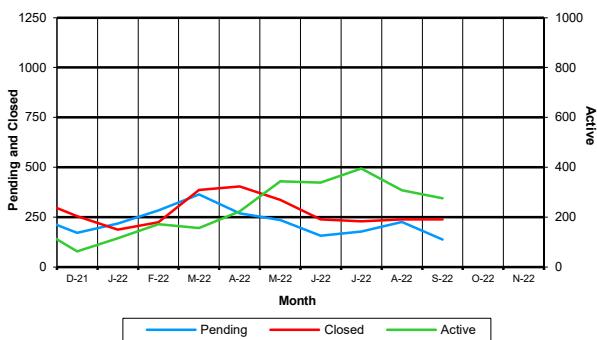
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

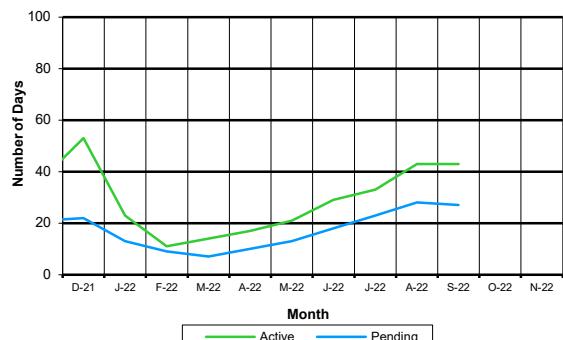
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Feb-22	172	11	284	9	224	981,926
Mar-22	156	14	363	7	386	1,053,845
Apr-22	223	17	269	10	404	1,057,560
May-22	343	21	235	13	336	1,035,397
Jun-22	338	29	156	18	239	973,041
Jul-22	395	33	178	23	229	949,220
Aug-22	308	43	226	28	238	911,819
Sep-22	275	43	138	27	239	933,807



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

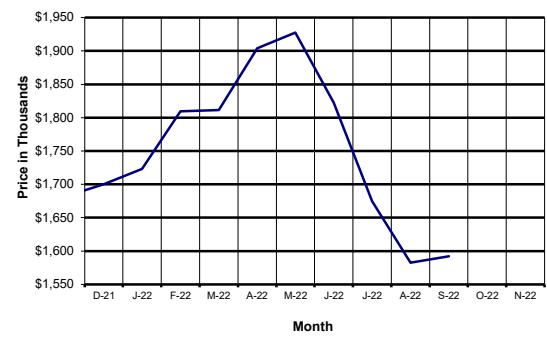


## San Jose Metro SFD Monthly MLS Survey

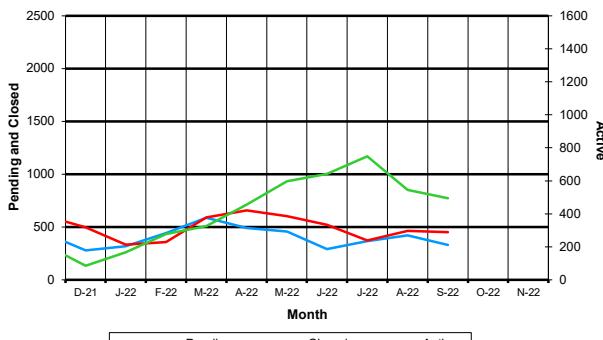
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Feb-22	278	23	443	8	357	1,809,662
Mar-22	326	23	587	9	592	1,811,625
Apr-22	455	22	490	10	656	1,904,125
May-22	598	24	458	13	603	1,927,395
Jun-22	641	32	292	21	521	1,822,266
Jul-22	748	34	368	23	372	1,674,580
Aug-22	544	44	421	26	464	1,582,380
Sep-22	494	45	330	24	450	1,592,261

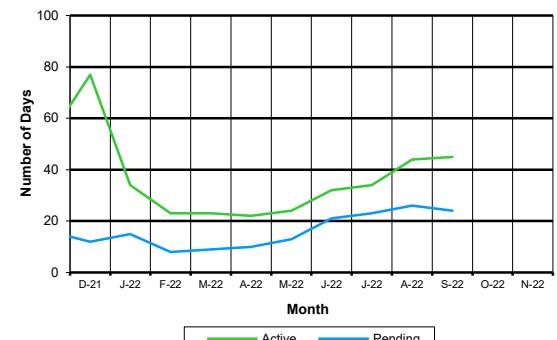
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

Marketing Research Department

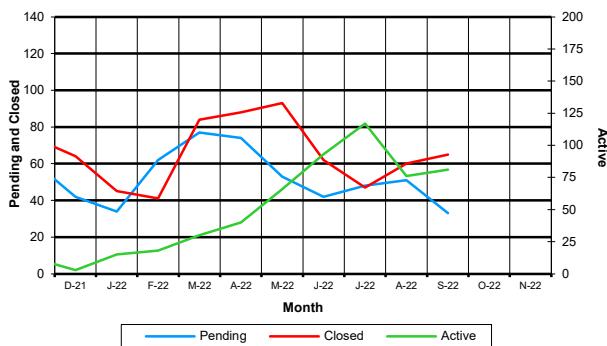
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

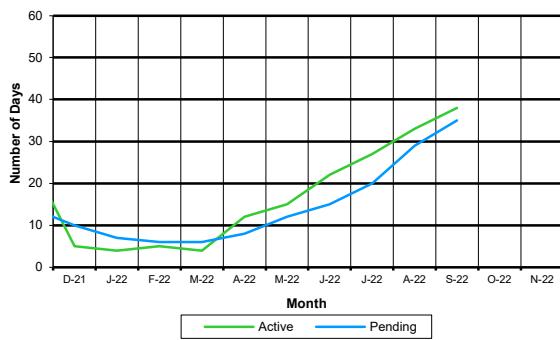
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	18	5	62	6	41	926,881
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875
May-22	66	15	53	12	93	999,018
Jun-22	93	22	42	15	62	932,604
Jul-22	117	27	48	20	47	865,021
Aug-22	76	33	51	29	60	876,763
Sep-22	81	38	33	35	65	828,447



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

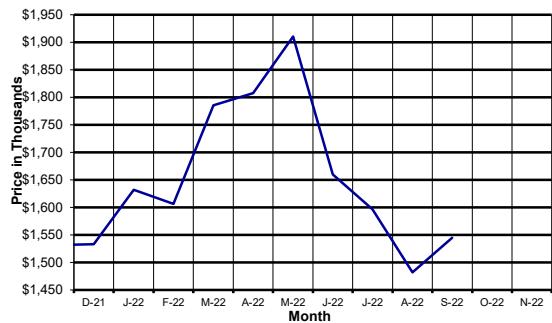


## Amador Valley SFD Monthly MLS Survey

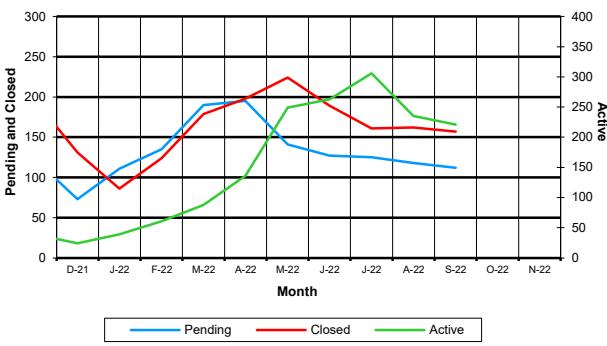
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	61	21	135	6	124	1,606,440
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648
May-22	249	21	141	11	224	1,910,805
Jun-22	263	31	127	21	189	1,659,661
Jul-22	306	30	125	27	161	1,596,195
Aug-22	235	42	118	28	162	1,481,409
Sep-22	221	42	112	32	157	1,544,436

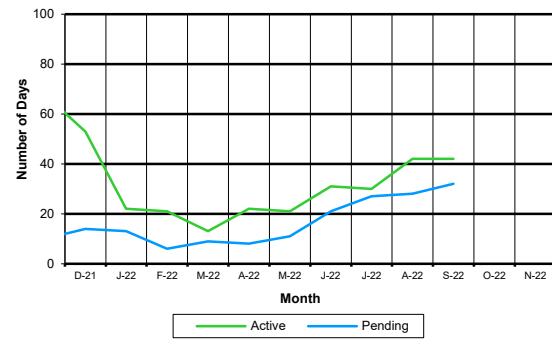
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



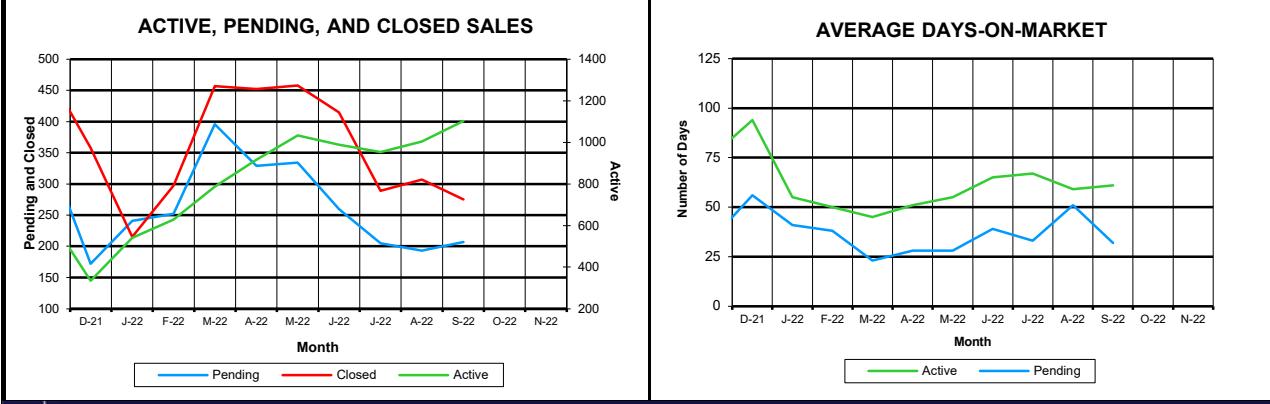
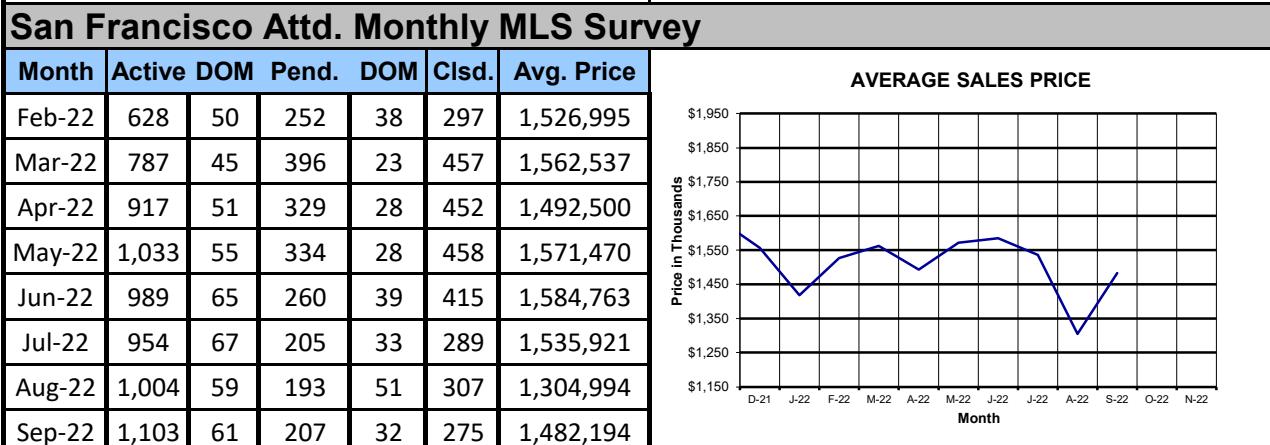
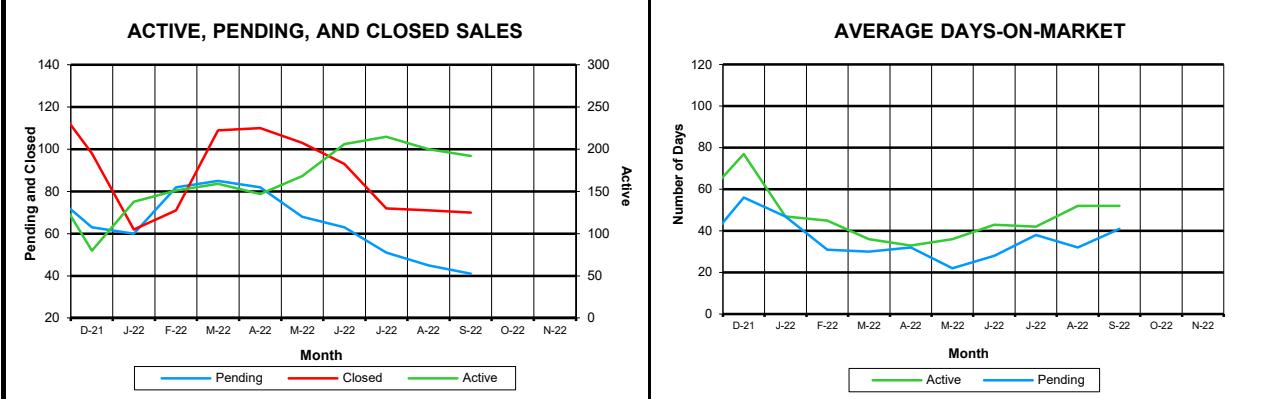


# The Ryness Company

Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	151	45	82	31	71	600,788
Mar-22	159	36	85	30	109	692,157
Apr-22	147	33	82	32	110	730,835
May-22	168	36	68	22	103	771,182
Jun-22	206	43	63	28	93	681,923
Jul-22	215	42	51	38	72	672,759
Aug-22	200	52	45	32	71	639,514
Sep-22	192	52	41	41	70	671,941



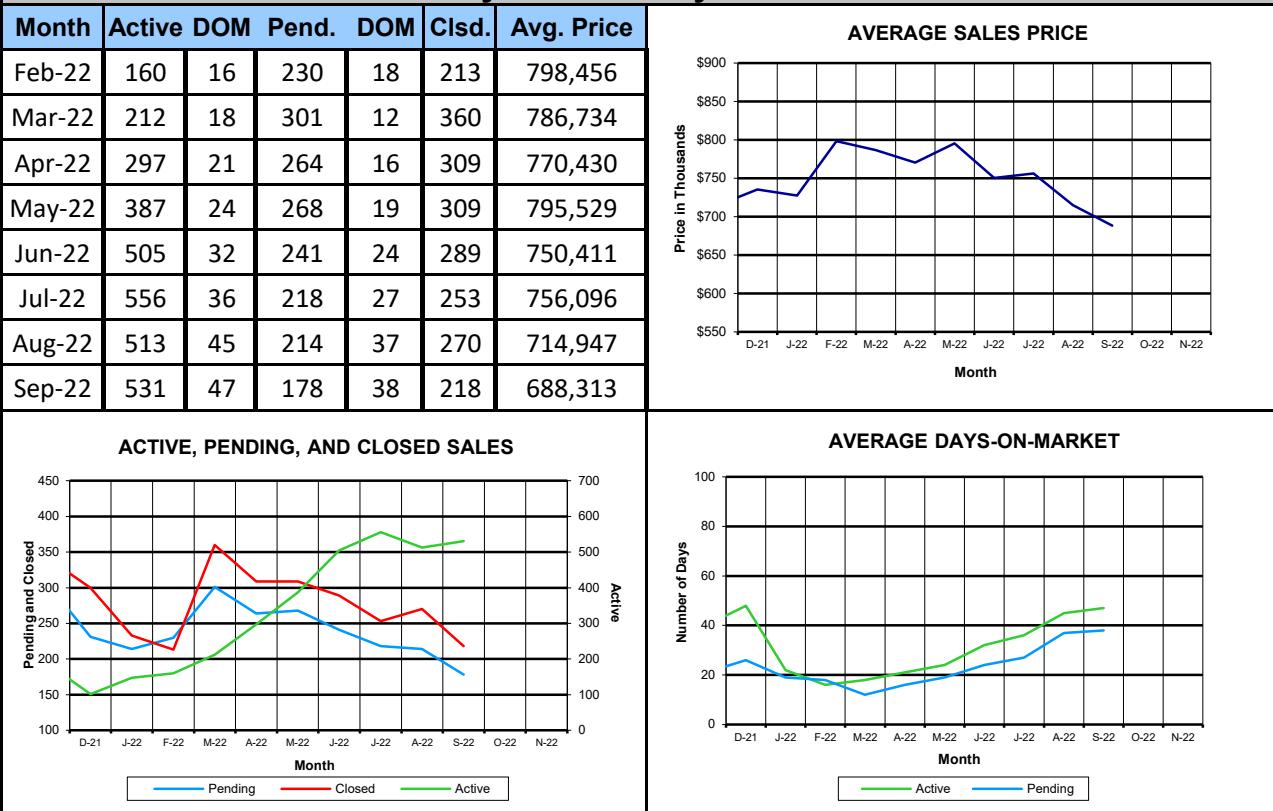


# The Ryness Company

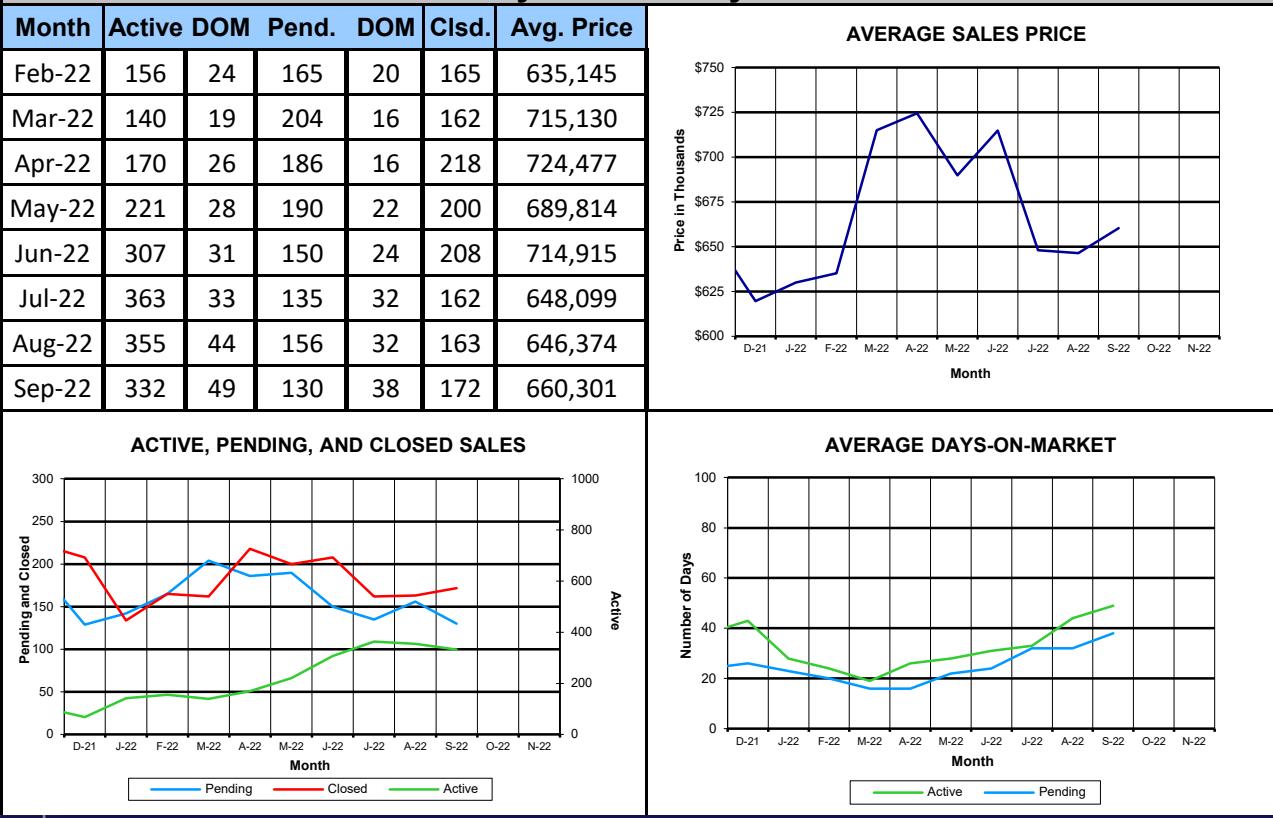
Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



## Fairfield-Vacaville SFD Monthly MLS Survey



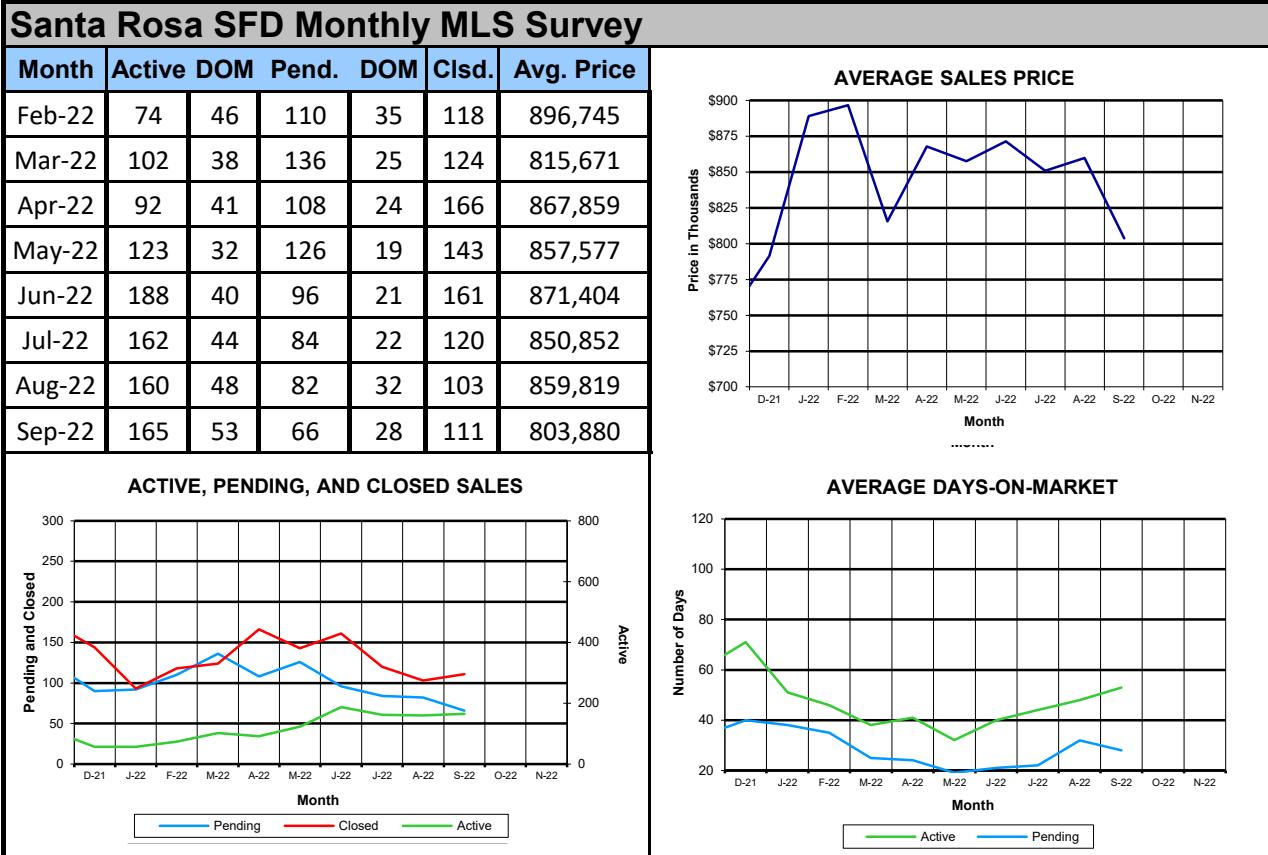
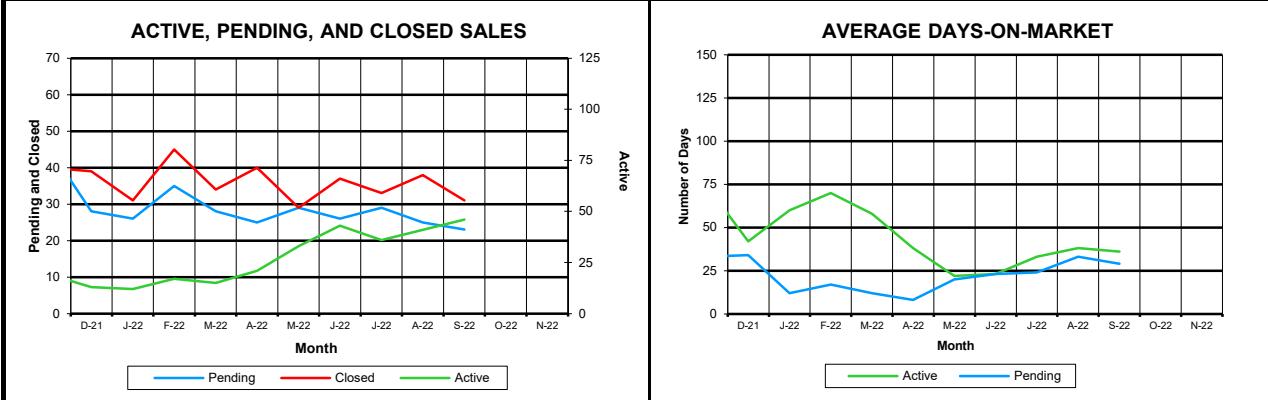


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Feb-22	17	70	35	17	45	605,400
Mar-22	15	58	28	12	34	602,058
Apr-22	21	38	25	8	40	589,647
May-22	33	22	29	20	29	547,477
Jun-22	43	23	26	23	37	622,768
Jul-22	36	33	29	24	33	512,235
Aug-22	41	38	25	33	38	511,383
Sep-22	46	36	23	29	31	608,145



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



NATIONAL BUILDER DIVISION

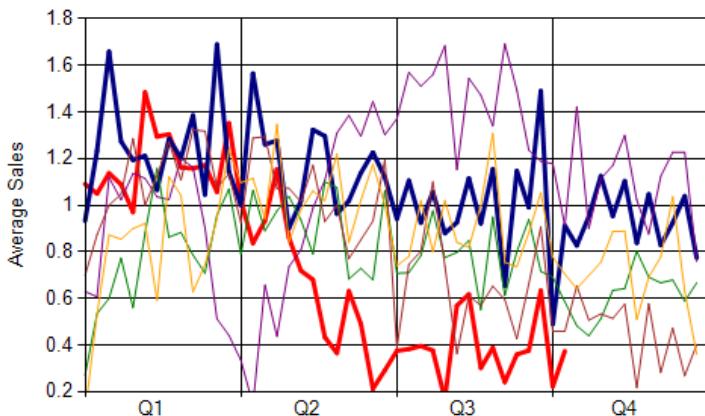
## Central Valley

Week 41

Ending: Sunday, October 16, 2022

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		11	150	2	1	1	0.09	0.71	-87%	0.27	-67%	
San Joaquin County		46	532	31	14	17	0.37	0.76	-51%	0.29	28%	
Stanislaus County		8	50	4	1	3	0.38	0.85	-56%	0.52	-28%	
Merced County		10	52	0	0	0	0.00	0.53	-100%	0.36	-100%	
Madera County		5	80	5	1	4	0.80	0.83	-4%	0.61	30%	
Fresno County		19	229	19	7	12	0.63	0.75	-15%	0.60	5%	
<b>Current Week Totals</b>	Traffic : Sales	18 : 1	<b>99</b>	<b>1093</b>	<b>61</b>	<b>24</b>	<b>37</b>	<b>0.37</b>	<b>0.73</b>	<b>-49%</b>	<b>0.39</b>	<b>-3%</b>
Per Project Average				11	0.62	0.24	0.37					
<b>Year Ago - 10/17/2021</b>	Traffic : Sales	14 : 1	<b>103</b>	<b>1521</b>	<b>108</b>	<b>14</b>	<b>94</b>	<b>0.91</b>	<b>1.13</b>	<b>-19%</b>	<b>0.99</b>	<b>-8%</b>
<b>% Change</b>			-4%	-28%	-44%	71%	-61%	-59%	-35%		-61%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 41

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	51	30	1.03	0.12	0.91	0.87
■	2018	69	22	1.07	0.17	0.90	0.80
■	2019	78	23	0.96	0.14	0.81	0.77
■	2020	86	21	1.32	0.20	1.12	1.11
■	2021	105	15	1.24	0.12	1.13	1.09
■	2022	102	13	0.95	0.22	0.73	0.73
% Change:		-3%	-13%	-24%	87%	-35%	-33%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			
<b>RATE</b>			
<b>6.95%</b>			<b>APR</b>
<b>5.95%</b>			<b>7.18%</b>
<b>FHA</b>			<b>6.45%</b>
<b>10 Yr Yield</b>			<b>3.99%</b>
			If you are among many people who are currently looking to buy a new home, there are ways to make it happen. Some experts say the roller coaster ride of mortgage rates is getting better. It all depends on who you ask. Chauncey Hilliard, a Charlotte realtor, says the market is currently balanced. "Right now, what your experiencing is that buyers now have the opportunity that they didn't have a couple months ago with multiple offers." The market is starting to shift to a buyer's market, according to Hilliard. "Right now, what buyers are able to achieve, is that they can actually get seller concessions to offset the higher interest rate," Hilliard said. Mortgage rates are up to almost 7% in the U.S., up from around 3% less than a year ago. "Different lenders are offering buydown basically if you put \$1,000 towards something, they'll give you 2,000," Hilliard said. "So yes, there's a way to get around the 7% interest rate." If you are unable to do that, financial planner Alex Calott said there are other options. "The first thing you need to do is you probably need to talk to a lender and see how what you can get pre-approved," Calott said. "Then also, don't be afraid to shop lenders." Calott said the most important thing to remember is to live and buy within your means. Source: Yahoo News Almiya White

# The Ryness Report

Week Ending  
Sunday, October 16, 2022

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					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
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	0	5	14	0	0	80	30	1.23	0.73
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	0	7	14	0	1	34	13	0.52	0.32
Tow nsend at Ellis	Landsea	TR		DTMJ	104	0	1	14	0	0	103	64	1.90	1.56
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	5	8	18	0	0	44	44	1.15	1.15
Hillview	Lennar	TH		DTMJ	214	2	7	35	0	0	14	14	0.73	0.73
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	0	3	7	0	0	1	1	0.24	0.24
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	6	2	1	0	159	27	0.86	0.66
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	1	4	29	1	0	132	30	0.83	0.73
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	8	6	0	0	92	21	1.10	0.51
Langston at Mtaintain House	Shea	MH		ATMJ	171	0	5	6	0	0	162	20	1.14	0.49
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	1	5	0	0	97	8	0.80	0.20
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.09</b>		<b>Traffic to Sales: 75 : 1</b>				<b>55</b>	<b>150</b>	<b>2</b>	<b>1</b>	<b>918</b>	<b>272</b>
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mtaintain House														

Stockton/Lodi					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Talavera	DR Horton	LD		DTMJ	27	0	3	12	0	0	5	5	0.31	0.31
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	5	4	2	1	71	21	0.90	0.51
Montevello II	KB Home	SK		DTST	103	0	6	1	1	1	97	18	0.95	0.44
Santorini	KB Home	SK		DTMJ	86	0	9	2	0	0	65	34	1.03	0.83
Verona at Destinations	KB Home	SK		ATMJ	106	0	4	3	1	0	78	41	1.00	1.00
Keys at Westlake	Lennar	SK		DTMJ	101	0	4	13	0	0	93	29	0.78	0.71
Westlake	Meritage	SK		DTMJ	84	0	2	5	3	0	38	38	1.22	1.22
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	1	9	0	0	26	26	0.78	0.78
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	3	11	0	0	20	20	0.64	0.64
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.56</b>		<b>Traffic to Sales: 9 : 1</b>				<b>37</b>	<b>60</b>	<b>7</b>	<b>2</b>	<b>493</b>	<b>232</b>
City Codes: LD = Lodi, SK = Stockton														

# The Ryness Report

Week Ending  
Sunday, October 16, 2022

Central Valley

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2 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 37									
San Joaquin County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	2	2	0	0	82	18	0.50	0.44
Griffin Park	Atherton	MN		DTMJ	156	0	4	37	2	0	137	71	2.07	1.73
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	1	10	2	0	87	59	1.57	1.44
Pinnacle at North Main	DR Horton TSO	MN		DTMJ	87	0	TSO	11	2	0	32	32	1.13	1.13
Summit at North Main	DR Horton	MN		DTST	67	0	4	10	0	1	39	39	1.25	1.25
Yosemite Greens	DR Horton	MN		DTMJ	99	4	5	32	0	0	8	8	0.98	0.98
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	2	5	0	0	10	10	0.70	0.70
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	6	2	0	2	90	18	1.00	0.44
Balboa at River Islands	Kiper	LP		DTMJ	77	0	4	31	1	0	63	26	0.92	0.63
Catalina II at River Islands	Kiper	LP		DTMJ	101	0	5	11	0	0	77	26	0.92	0.63
Freestone	Kiper	MN		DTMJ	60	0	2	11	0	0	26	26	0.78	0.78
Skye at River Islands	Kiper	LP		DTMJ	155	0	5	27	1	0	38	38	0.77	0.93
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	12	12	0	0	109	4	0.32	0.10
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	4	1	0	104	52	1.21	1.27
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	6	13	1	2	111	52	1.29	1.27
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	4	13	1	0	53	38	0.96	0.93
Arbor Bend- Linden	Meritage	MN		DTMJ	268	4	5	18	5	1	97	41	1.13	1.00
Laguna at River Islands	Pulte	LP		DTMJ	110	0	14	7	0	1	29	18	0.60	0.44
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	4	4	1	0	46	34	0.95	0.83
Sunset at River Islands	Pulte	LP		DTMJ	122	0	13	1	0	2	109	24	1.20	0.59
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	3	3	9	2	0	49	49	0.96	1.20
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	2	9	0	0	67	49	1.28	1.20
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	5	4	0	0	8	8	0.31	0.31
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	8	2	0	1	68	27	1.03	0.66
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	7	2	0	0	10	10	0.38	0.38
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	12	6	0	2	17	17	0.44	0.44
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	1	9	3	0	45	37	0.99	0.90
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	6	23	1	0	45	29	0.81	0.71
Breakwater at River Islands	TRI Pointe	LP		DTMJ	106	0	1	1	0	0	105	3	0.86	0.07
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	9	15	0	0	5	5	0.31	0.31
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	5	21	0	0	25	25	0.77	0.77
Avalon at River Islands	Trumark	LP		DTMJ	57	0	5	30	0	0	31	31	0.79	0.79
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	5	30	0	0	31	31	0.93	0.93
Dawn at The Collective	Trumark	MN		AASF	76	0	5	2	0	0	5	5	0.17	0.17
Vida at The Collective	Trumark	MN		AASF	103	0	8	3	1	0	9	9	0.26	0.26
Hdeaway II at River Islands	Van Daele	LP		ATST	108	0	1	23	0	0	5	5	0.27	0.27
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	8	22	0	0	82	19	0.94	0.46
<b>TOTALS: No. Reporting: 37</b>	<b>Avg. Sales: 0.32</b>		<b>Traffic to Sales: 20 : 1</b>			<b>192</b>	<b>472</b>	<b>24</b>	<b>12</b>	<b>1954</b>	<b>993</b>	<b>Net: 12</b>		

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

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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	33	0	8	5	0	0	4	4	0.56	0.56
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>8</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>4</b>	<b>Net: 0</b>
City Codes: CE = Ceres														

Stanislaus County					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
Bruin Heights	DR Horton TSO	WF		DTST	51	0	TSO	7	2	0	36	36	1.05	1.05
Edgewater	DR Horton TSO	WF		DTST	75	0	TSO	0	0	0	70	30	0.96	0.73
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	2	1	1	0	87	36	1.27	0.88
Fieldstone II	KB Home	HG		DTST	50	0	5	4	0	0	23	23	0.91	0.91
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	2	9	1	1	150	34	1.16	0.83
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.60</b>					<b>9</b>	<b>21</b>	<b>4</b>	<b>1</b>	<b>366</b>	<b>159</b>	<b>Net: 3</b>
City Codes: WF = Waterford, PR = Patterson, HG = Hughson														

Turlock					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
Marcona	Bright	KY		DTMU	116	0	7	17	0	0	15	15	0.70	0.70
Les Chateaux	KB Home	TK		DTMU	60	0	4	7	0	0	28	28	0.82	0.82
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.00</b>					<b>11</b>	<b>24</b>	<b>0</b>	<b>0</b>	<b>43</b>	<b>43</b>	<b>Net: 0</b>
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Summer Creek	Bright	MD		DTMU	120	0	1	0	0	0	119	3	0.66	0.07
Silhouette at Sunrise Ranch	Century	LB		DTMU	95	0	13	8	0	0	23	23	0.67	0.67
Monterra V	DR Horton TSO	MD		DTST	35	0	TSO	0	0	0	33	33	0.86	0.86
Pacheco Pointe	DR Horton	LB		DTST	118	0	6	0	0	0	112	47	1.26	1.15
Panorama	DR Horton	MD		DTST	192	0	5	0	0	0	187	20	1.06	0.49
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	6	10	0	0	31	20	0.52	0.49
Sunrise Ranch	Meritage	LB		DTMU	87	0	19	17	0	0	42	36	0.87	0.88
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	1	6	0	0	42	25	0.80	0.61
Cypress Terrace	Stonefield Home	MD		DTST	125	0	5	5	0	0	104	13	0.64	0.32
Villas II, The	Stonefield Home	LB		DTST	191	0	2	6	0	0	82	25	0.91	0.61
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.00</b>					<b>58</b>	<b>52</b>	<b>0</b>	<b>0</b>	<b>775</b>	<b>245</b>	<b>Net: 0</b>
City Codes: MD = Merced, LB = Los Banos														

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5									
Madera 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
Greenhills Estates	Century	CW		DTMJ	70	0	6	2	0	0	11	11	0.38	0.38
Omni	Century	MDA		DTMJ	61	0	6	2	0	0	0	0	0.00	0.00
Pheasant Run	Century	CW		DTMJ	70	0	7	7	1	0	58	47	1.16	1.15
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	3	2	10	1	0	1	1	0.47	0.47
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	4	59	3	1	96	43	1.06	1.05
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.80</b>		<b>Traffic to Sales: 16 : 1</b>				25	80	5	1	166	102
City Codes: CW = Chowchilla, MDA = Madera														

Fresno County					Projects Participating: 19									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	8	3	0	0	40	32	0.77	0.78
Meadowood II	Century	FR		ATMJ	127	0	8	7	0	0	100	64	1.58	1.56
Monarch	Century	KB		DTMJ	64	0	6	2	0	0	37	35	0.58	0.85
Olivewood	Century	FR		DTMJ	169	0	7	3	1	0	130	88	1.85	2.15
The Crossings II	Century	KER		DTMJ	104	0	6	7	1	0	42	42	1.23	1.23
River Pointe	DR Horton	REE		DTMJ	84	0	2	3	2	1	78	37	0.98	0.90
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.68	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	2	1	0	0	27	27	0.69	0.69
Centrella Villas	KB Home	FR		DTMJ	146	0	3	15	1	0	20	20	1.63	1.63
Marshall Estates	KB Home	FO		DTST	76	0	2	10	1	1	74	36	1.13	0.88
Anatole- Clementine	Lennar	FR		DTMJ	99	0	7	0	2	1	80	36	0.98	0.88
Anatole- Coronet	Lennar	FR		DTMJ	56	0	1	0	0	0	55	1	0.67	0.02
Arboralla - Clementine	Lennar	CV		DTST	137	0	7	0	2	1	100	49	1.27	1.20
Brambles- Starling	Lennar	FR		ATST	150	3	5	71	3	0	85	34	1.04	0.83
Brambles- Wilde	Lennar	FR		DTST	89	3	3	50	3	0	70	22	0.86	0.54
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	13	0	0	1	23	23	0.71	0.71
Ellingsworth - Coronet	Lennar	CV		DTMJ	5	0	2	0	0	1	3	3	0.32	0.32
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	3	7	1	0	32	32	0.96	0.96
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	0	7	50	2	1	46	17	0.59	0.41
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 0.63</b>		<b>Traffic to Sales: 12 : 1</b>				98	229	19	7	1168	598	<b>Net: 12</b>
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis														

Central Valley			Projects Participating: 99						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 99</b>	<b>Avg. Sales: 0.37</b>	<b>Traffic to Sales: 18 : 1</b>	493	1093	61	24	5887	2648	<b>Net: 37</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									

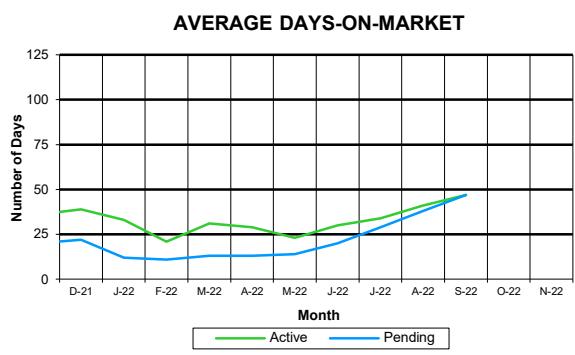
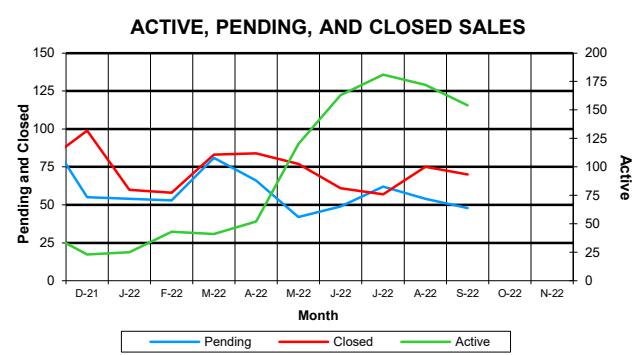


# The Ryness Company

Marketing Research Department

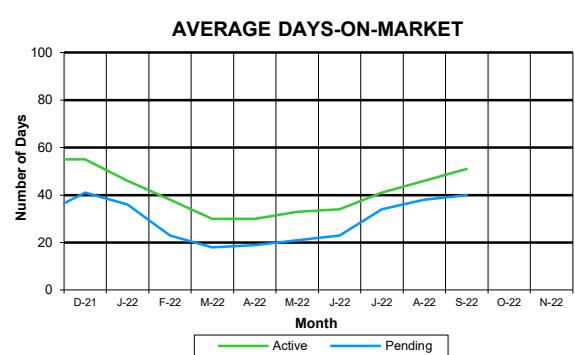
## Tracy SFD Monthly MLS Survey

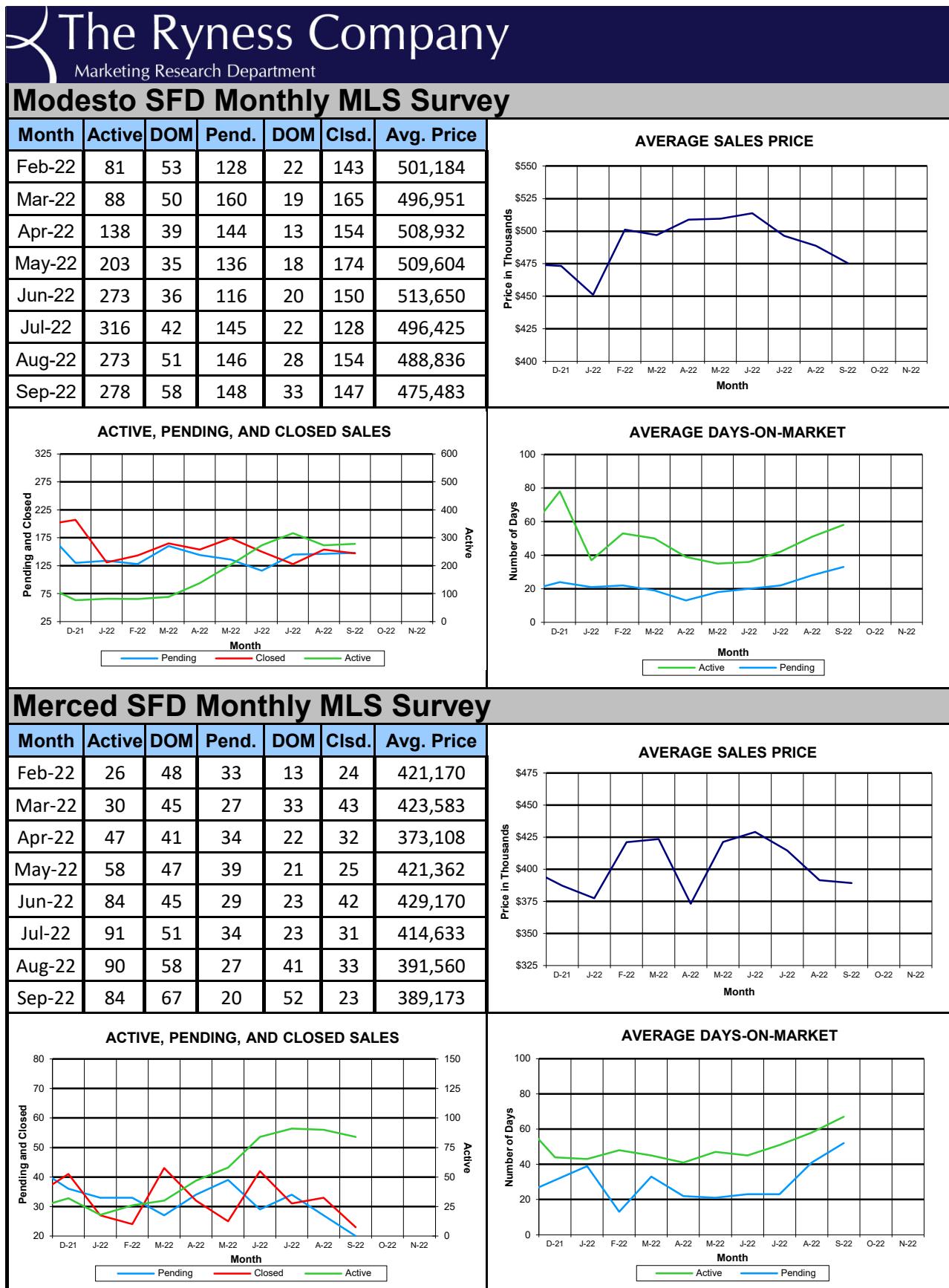
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	43	21	53	11	58	781,671
Mar-22	41	31	81	13	83	868,542
Apr-22	52	29	66	13	84	863,320
May-22	120	23	42	14	77	884,642
Jun-22	163	30	49	20	61	825,886
Jul-22	181	34	62	29	57	787,514
Aug-22	172	41	54	38	75	757,103
Sep-22	154	47	48	47	70	732,209



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	146	38	182	23	189	466,753
Mar-22	188	30	234	18	235	491,466
Apr-22	196	30	217	19	224	501,793
May-22	283	33	196	21	228	488,636
Jun-22	408	34	175	23	200	491,522
Jul-22	427	41	193	34	163	487,015
Aug-22	442	46	165	38	211	457,703
Sep-22	464	51	146	40	178	458,862





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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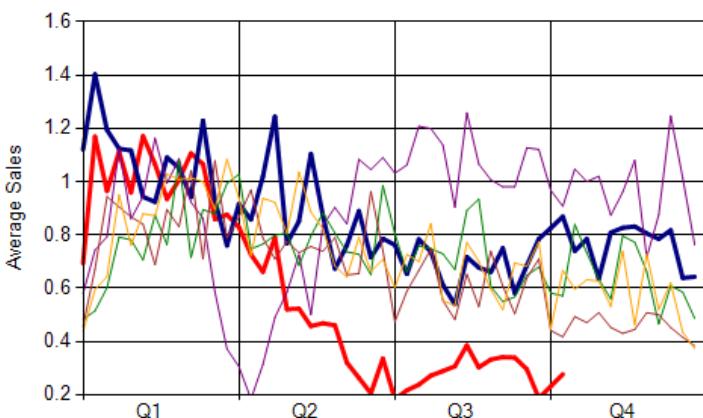


**Ending: Sunday, October 16, 2022**

## Sacramento Week 41

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.		
South Sacramento	22	291	21	5	16	0.73	0.61	19%	0.29	153%		
Central & North Sacramento	44	513	11	7	4	0.09	0.57	-84%	0.20	-54%		
Folsom	13	347	11	2	9	0.69	0.52	34%	0.26	162%		
El Dorado	10	108	1	1	0	0.00	0.46	-100%	0.25	-100%		
Placer & Nevada	72	789	44	24	20	0.28	0.58	-52%	0.34	-18%		
Yolo	6	44	2	1	1	0.17	0.48	-65%	0.12	37%		
Amador County	1	1	0	0	0	0.00	0.17	-100%	0.00	0.00		
Northern Counties	13	66	5	5	0	0.00	0.69	-100%	0.46	-100%		
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>23 : 1</b>	<b>181</b>	<b>2159</b>	<b>95</b>	<b>45</b>	<b>0.28</b>	<b>0.57</b>	<b>-52%</b>	<b>0.29</b>	<b>-4%</b>	
Per Project Average			12	0.52	0.25	0.28						
<b>Year Ago - 10/17/2021</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>167</b>	<b>2417</b>	<b>158</b>	<b>13</b>	<b>145</b>	<b>0.87</b>	<b>0.87</b>	<b>0%</b>	<b>0.69</b>	<b>25%</b>
% Change			8%	-11%	-40%	246%	-66%	-68%	-35%		-59%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 41

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	137	27	0.92	0.15	0.77	0.73
■	2018	130	26	0.86	0.14	0.72	0.66
■	2019	141	22	0.88	0.13	0.75	0.73
■	2020	150	16	1.03	0.15	0.88	0.89
■	2021	162	18	0.97	0.10	0.87	0.85
■	2022	174	13	0.74	0.17	0.57	0.57
% Change:		8%	-24%	-23%	79%	-35%	-33%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
<b>CONV</b>		<b>RATE</b>	<b>APR</b>	If you are among many people who are currently looking to buy a new home, there are ways to make it happen. Some experts say the roller coaster ride of mortgage rates is getting better. It all depends on who you ask. Chauncey Hilliard, a Charlotte realtor, says the market is currently balanced. "Right now, what your experiencing is that buyers now have the opportunity that they didn't have a couple months ago with multiple offers." The market is starting to shift to a buyer's market, according to Hilliard. "Right now, what buyers are able to achieve, is that they can actually get seller concessions to offset the higher interest rate," Hilliard said. Mortgage rates are up to almost 7% in the U.S., up from around 3% less than a year ago. "Different lenders are offering buydown basically if you put \$1,000 towards something, they'll give you 2,000," Hilliard said. "So yes, there's a way to get around the 7% interest rate." If you are unable to do that, financial planner Alex Calott said there are other options. "The first thing you need to do is you probably need to talk to a lender and see now what you can get pre-approved," Calott said. "Then also, don't be afraid to shop lenders." Calott said the most important thing to remember is to live and buy within your means. Source: Yahoo News Almiya White				
<b>FHA</b>		<b>6.95%</b>	<b>7.18%</b>					
<b>10 Yr Yield</b>		<b>5.95%</b>	<b>6.45%</b>					
<b>10 Yr Yield</b>		<b>3.99%</b>						

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	5	12	0	0	10	10	1.59	1.59
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	7	3	28	7	0	17	17	2.70	2.70
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	5	4	10	3	0	13	13	2.46	2.46
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	0	0	0	4	4	0.21	0.21
Allegro	KB Home	LN		ATMJ	72	0	3	11	0	1	36	36	0.97	0.97
Peridae	KB Home	GT		DTST	69	0	3	6	0	1	66	16	0.81	0.39
Travisso	KB Home	LN		DTMJ	422	0	6	11	0	1	26	26	0.65	0.63
Vintage Park	KB Home	SO		DTST	81	0	5	16	2	1	76	16	1.05	0.39
Antinori at Vineyard Creek	Lennar	SO		DTMJ	95	0	3	11	0	0	92	28	0.88	0.68
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	0	3	14	3	1	249	49	1.17	1.20
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	6	13	0	0	89	21	0.86	0.51
Redwood at Parkside	Lennar	VN		DTMJ	344	0	3	8	0	0	341	31	0.88	0.76
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	27	1	0	5	5	0.19	0.19
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	2	6	1	0	17	17	0.65	0.65
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	4	30	0	0	9	9	0.47	0.47
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	4	4	0	0	66	26	0.97	0.63
Seasons at the Farm	Richmond American	GT		DTMJ	87	3	4	9	2	0	14	14	0.43	0.43
Woodberry at Bradshaw Crossing II	Richmond American	TSO SO		DTMJ	120	0	TSO	23	0	0	1	1	0.07	0.07
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	109	0	2	11	1	0	107	11	0.69	0.27
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	2	9	0	0	100	18	0.65	0.44
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	13	1	0	37	22	0.60	0.54
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	5	19	0	0	50	22	0.70	0.54
<b>TOTALS: No. Reporting: 22</b>		<b>Avg. Sales: 0.73</b>			<b>Traffic to Sales: 14 : 1</b>				<b>79</b>	<b>291</b>	<b>21</b>	<b>5</b>	<b>1425</b>	<b>412</b>
<b>Net: 16</b>														

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

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	6	0	0	0	40	8	0.38	0.20
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	2	1	0	0	65	6	0.54	0.15
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	6	0	0	0	46	0	0.38	0.00
Mills Station at Cresleigh Ranch	Cresleigh TSO	RO		DTMJ	116	0	TSO	0	1	0	113	21	0.70	0.51
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	6	13	0	0	119	8	0.67	0.20
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	43	0	0	8	8	0.86	0.86
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	2	77	0	0	6	6	0.45	0.45
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	3	0	0	0	28	28	0.73	0.73
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	0	0	0	0	0	0.00	0.00
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	6	7	0	0	34	34	0.89	0.89
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	14	4	0	1	53	53	1.38	1.38
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	4	6	0	0	105	41	1.20	1.00
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	4	2	1	0	68	18	0.69	0.44
Ventana	Lennar	RO		DTMJ	160	0	2	16	2	0	146	44	0.86	1.07
Verdant	Lennar	RO		DTST	157	0	6	16	0	0	131	37	1.00	0.90
Viridian	Lennar	RO		DTST	185	0	4	16	0	0	154	28	0.89	0.68
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	51	0	0	5	5	0.33	0.33
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	1	17	0	0	12	12	0.50	0.50
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	3	14	0	0	2	2	0.08	0.08
Ascent at Montelena	Pulte	RO		DTMJ	127	0	2	4	0	0	1	1	0.44	0.44
Solis at Montelena	Pulte	RO		DTMJ	55	0	4	4	0	0	3	3	0.32	0.32
Vista at Montelena	Pulte	RO		DTMJ	38	0	4	3	0	0	3	3	0.32	0.32
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	10	13	0	0	15	15	0.46	0.46
Acacia at Cypress	Woodside	RO		DTMJ	99	0	6	1	0	1	57	30	0.63	0.73
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	6	7	0	0	141	27	0.87	0.66
<b>TOTALS: No. Reporting: 25</b>			<b>Avg. Sales: 0.08</b>		<b>Traffic to Sales: 79 : 1</b>				<b>111</b>	<b>315</b>	<b>4</b>	<b>2</b>	<b>1355</b>	<b>438</b>
<b>Net: 2</b>														

City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks

# The Ryness Report

Week Ending  
Sunday, October 16, 2022

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
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	SO		DTST	145	0	2	7	0	0	111	18	0.70	0.44
Edgeview - The Cove	Beazer	SO		ATST	156	0	7	10	0	0	109	19	0.90	0.46
Westward - The Cove	Beazer	SO		DTST	122	0	5	6	0	0	77	23	0.58	0.56
Windrow - The Cove	Beazer	SO		DTST	167	2	2	4	1	0	127	21	0.83	0.51
Provence	Blue Mountain	SO		ATST	185	0	7	6	0	0	115	14	0.76	0.34
Otrine at Barrett Ranch	Lennar	AO		DTST	53	0	4	15	0	0	43	29	0.72	0.71
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	6	14	1	0	89	28	0.83	0.68
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	7	12	0	1	82	16	0.77	0.39
Northlake - Atla	Lennar	SO		DTMJ	116	0	4	13	0	0	82	32	0.90	0.78
Northlake - Bleau	Lennar	SO		DTMJ	236	0	7	13	1	1	79	26	0.87	0.63
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	13	2	0	75	29	0.82	0.71
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	13	0	0	66	26	0.80	0.63
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	1	13	0	0	74	25	0.81	0.61
Northlake - Shor	Lennar	SO		DTMJ	140	0	4	13	0	1	79	26	0.87	0.63
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	13	0	0	75	22	0.82	0.54
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	1	13	1	0	75	25	0.82	0.61
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	7	13	0	1	41	27	0.67	0.66
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	3	2	0	0	142	18	1.08	0.44
Portisol at Artisan Square	Williams	SO		ATST	95	0	30	5	1	1	65	37	0.62	0.90
<b>TOTALS: No. Reporting: 19</b>		<b>Avg. Sales: 0.11</b>			<b>Traffic to Sales: 28 : 1</b>			<b>103</b>	<b>198</b>	<b>7</b>	<b>5</b>	<b>1606</b>	<b>461</b>	<b>Net: 2</b>

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 13									
					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
Sycamore Creek	JMC	FM		DTMJ	86	0	4	2	0	0	41	7	0.43	0.17
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	6	14	0	0	98	45	1.24	1.10
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	7	21	0	0	53	27	0.77	0.66
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	6	63	0	0	6	6	0.25	0.25
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	6	63	2	0	16	16	0.66	0.66
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	4	63	0	0	14	14	0.66	0.66
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	41	2	0	76	22	0.86	0.54
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	12	0	0	1	39	14	0.51	0.34
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	6	2	0	0	23	18	0.50	0.44
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	3	16	1	0	101	20	0.73	0.49
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	4	0	1	1	63	12	0.72	0.29
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	5	31	1	0	11	11	0.64	0.64
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	3	5	31	4	0	6	6	0.35	0.35
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.69</b>			<b>Traffic to Sales: 32 : 1</b>			<b>70</b>	<b>347</b>	<b>11</b>	<b>2</b>	<b>547</b>	<b>218</b>	<b>Net: 9</b>

City Codes: FM = Folsom

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10													
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	11	0	0	35	6	0.46	0.15				
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	6	15	0	1	87	20	0.74	0.49				
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	5	6	0	0	55	15	0.49	0.37				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	5	9	0	0	6	6	0.22	0.22				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	7	11	1	0	54	26	0.55	0.63				
Hawk View at Bass Lake Hills	Lennar	BH		DTMJ	114	0	5	10	0	0	108	25	0.72	0.61				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	5	11	0	0	210	44	0.99	1.07				
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	5	14	0	0	12	12	0.34	0.34				
Sapphire Cliff at Bass Lake Hills - EDH	Lennar	BH		DTMJ	23	0	1	14	0	0	22	7	0.33	0.17				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	3	7	0	0	26	21	0.51	0.51				
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 108 : 1</b>				<b>46</b>	<b>108</b>	<b>1</b>	<b>1</b>	<b>615</b>	<b>182</b>				
City Codes: RE=Rescue, BH=El Dorado Hills, CK=Cameron Park																		
<b>Net: 0</b>																		

Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verrado at Solaire	Beazer	R/V		DTMU	76	0	10	4	1	1	46	16	0.66	0.39
Millstone at Sierra Pne	Black Pine	R/K		DTST	61	0	6	4	0	0	55	24	0.56	0.59
Carmelian	Blue Mountain	GB		ATMU	28	0	3	8	0	0	25	5	0.29	0.12
Cresleigh Havenwood	Cresleigh	LL	Rsv's	DTMU	83	0	4	8	0	0	24	17	0.40	0.41
Balboa	DR Horton	R/V		DTST	127	0	2	0	0	1	125	64	1.58	1.56
Balboa II	DR Horton	R/V		DTST	172	0	4	8	0	0	4	4	0.39	0.39
Heartland at Independence	DR Horton	LL		DTMU	98	3	4	6	3	0	67	42	1.13	1.02
Melrose at Mason Trails	DR Horton	R/V		DTMU	93	3	8	7	2	1	14	14	0.87	0.87
Traditions at Independence	DR Horton	LL		DTST	97	0	6	3	1	0	63	37	0.99	0.90
Winding Creek - The Wilds II	DR Horton	R/V		DTST	62	0	2	7	0	0	2	2	0.24	0.24
Turkey Creek Estates	Elliott	LL		DTMU	240	0	4	16	0	0	39	17	0.57	0.41
Edgerfield Place	JMC	R/K		DTMU	83	0	6	18	0	1	14	14	0.45	0.45
Excelsior Village at Sierra Vista	JMC	R/V		DTMU	80	0	8	25	0	0	2	2	0.08	0.08
Fairbrook at Fiddymont Farms	JMC	R/V		DTMU	115	0	10	22	0	0	46	10	0.59	0.24
Meadow brook at Fiddymont Farms	JMC	R/V		DTMU	80	0	3	22	1	0	54	16	0.69	0.39
Palisade Village	JMC	R/V		DTST	232	0	13	59	0	1	199	17	1.25	0.41
Prominence at Whitney Ranch	JMC	R/K		DTMU	92	0	6	23	1	0	75	12	0.69	0.29
Sagebrook at Fiddymont Farms	JMC	R/V		DTMU	122	0	10	23	0	0	48	13	0.61	0.32
Sentinel	JMC	R/V		DTST	132	0	2	21	0	1	128	2	0.94	0.05
Tribute Pointe	JMC	R/K		DTMU	99	0	6	20	0	0	7	7	0.22	0.22
Wrenwood at Whitney Ranch	JMC	R/K		DTMU	158	0	5	33	1	0	5	5	0.18	0.18
Aspire at Solaire	K Hovnanian	R/V		DTMU	147	0	4	2	0	0	123	21	0.95	0.51
Aspire at Solaire II	K Hovnanian	R/V		DTST	33	3	4	5	1	0	21	15	0.41	0.37
Creekside Preserve	K Hovnanian	LL		DTMU	71	0	3	0	0	1	65	19	0.46	0.46
Firefly at Winding Creek	K Hovnanian	R/V		DTMU	86	0	4	1	0	0	70	32	0.85	0.78
Bartlett at Mason Trails	KB Home	R/V		DTMU	53	3	4	16	3	1	35	35	0.96	0.96
Copper Ridge	KB Home	LL		DTMU	79	0	2	14	2	1	35	28	0.77	0.68
Cortland at Mason Trails	KB Home	R/V		DTMU	110	0	3	10	2	1	47	47	1.30	1.30
Ventana - Twelve Bridges	KB Home	LL		DTMU	240	0	6	11	0	1	220	56	1.24	1.37
Andorra at Sierra West	Lennar	R/V		DTMU	193	0	3	13	1	0	94	41	0.89	1.00
Belle Maison at Campus Oaks	Lennar	R/V		DTMU	132	0	5	12	0	0	87	25	0.85	0.61
Breckenridge at Sierra West	Lennar	R/V		DTMU	182	0	5	10	2	1	33	29	0.62	0.71
Chantilly at Campus Oaks	Lennar	R/V		DTMU	86	0	4	10	3	1	44	27	0.80	0.66
Covara II at Campus Oaks	Lennar	R/V		DTMU	112	0	6	7	0	0	70	23	0.74	0.56
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMU	257	0	6	12	1	0	46	41	0.75	1.00
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	311	0	3	11	1	0	42	40	0.65	0.98
Lumiere at Sierra West	Lennar	R/V		DTMU	205	0	2	13	0	0	91	35	0.85	0.85
Meribel at Sierra West	Lennar	R/V		DTMU	167	0	2	12	3	0	91	33	0.83	0.80
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	178	0	4	10	0	0	44	37	0.73	0.90
Novara at Fiddymont	Lennar	R/V		DTST	105	0	3	9	2	2	99	27	0.83	0.66
Pavia at Fiddymont Farm	Lennar	R/V		DTST	94	0	2	9	0	0	92	23	0.77	0.56
Sausalito Walk at Campus Oaks	Lennar	R/V		DTST	101	0	2	5	0	0	99	18	0.79	0.44
St. Mbritz at Sierra	Lennar	R/V		DTMU	144	0	4	12	3	0	88	31	0.81	0.76
Windham at Sierra West	Lennar	R/V		DTMU	105	0	5	15	0	0	37	32	0.84	0.78
Encore at Meadowlands	Meritage	LL		DTMU	83	0	38	5	0	2	27	27	0.84	0.84

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 71									
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	12	1	1	59	23	0.81	0.56
Roam at Winding Creek	Meritage	R/V		DTMJ	95	0	2	15	0	0	38	31	0.77	0.76
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	26	0	0	4	4	0.33	0.33
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	4	1	0	88	22	0.96	0.54
Seasons at Mason Trails	Richmond American	R/V		DTMJ	77	0	3	0	0	0	5	5	0.33	0.33
Seasons at Sierra Vista	Richmond American	R/V		DTMJ	143	0	6	3	0	0	3	3	0.09	0.09
Windsong at Winding Creek	Richmond American	R/V		DTMJ	71	0	4	13	0	0	30	21	0.60	0.51
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	8	4	1	0	120	28	0.97	0.68
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	10	0	0	0	71	15	0.57	0.37
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	15	10	2	0	70	27	0.92	0.66
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	31	11	0	0	10	10	0.26	0.26
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	15	10	1	0	62	25	0.81	0.61
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	14	10	0	1	64	30	0.84	0.73
Fiddymore Farm - Magnolia	Taylor Morrison	R/V		DTMJ	99	0	18	18	0	0	23	23	1.08	1.08
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	15	7	1	0	71	28	0.57	0.68
Solaire- Vail	Taylor Morrison	R/V		DTMJ	74	0	11	9	1	2	29	29	0.82	0.82
Eureka Grove	The New Home Co	GB		DTMJ	72	0	4	18	0	0	50	34	0.90	0.83
Rocklin Meadows	The New Home Co	R/K		DTMJ	27	0	3	14	0	0	10	10	0.47	0.47
Summit at Whitney Ranch	Tim Lewis	R/K		DTMJ	82	0	4	13	1	2	76	9	0.47	0.22
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	4	0	0	0	2	2	0.11	0.11
Illumination at Solaire	TRI Pointe	R/V		DTMJ	107	0	6	6	0	0	70	23	0.86	0.56
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	5	0	0	0	2	2	0.11	0.11
Radiance at Solaire	TRI Pointe	R/V		DTMJ	106	0	4	6	0	0	63	22	0.77	0.54
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	3	7	1	0	121	31	0.87	0.76
Cabernet at Brady Vineyards	Woodside	R/V		DTMJ	38	0	5	5	0	1	7	7	0.77	0.77
Moscato at Brady Vineyards	Woodside	R/V		DTMJ	80	0	3	5	0	0	2	2	0.22	0.22
<b>TOTALS: No. Reporting: 71</b>		<b>Avg. Sales: 0.28</b>			<b>Traffic to Sales: 18 : 1</b>			<b>448</b>	<b>787</b>	<b>44</b>	<b>24</b>	<b>3892</b>	<b>1548</b>	<b>Net: 20</b>

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

Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Timberwood Estates	Hilbers TSO	GV		DTST	45	0	TSO	2	0	0	26	6	0.13	0.15
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>26</b>	<b>6</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 6									
Yolo 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
Crestada	Lennar	WL		DTMJ	105	0	4	6	0	0	1	1	0.11	0.11
Iris	Lennar	WL		DTMJ	97	0	5	8	0	0	3	3	0.15	0.15
Lavender	Lennar	WL		DTMJ	78	0	4	8	2	0	12	12	0.79	0.79
The Hideaway	Meritage	WN		DTMJ	148	0	6	9	0	1	8	8	0.44	0.44
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	10	8	0	0	56	22	0.71	0.54
Revival	TimLewis	WL		DTST	72	0	4	5	0	0	9	9	0.37	0.37
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 0.17</b>		<b>Traffic to Sales: 22 : 1</b>				<b>33</b>	<b>44</b>	<b>2</b>	<b>1</b>	<b>89</b>	<b>55</b>
City Codes: WL = Woodland, WN = Winters														

Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Zinfandel Ridge II	TimLewis	PLY		DTMJ	40	0	6	1	0	0	16	7	0.27	0.17
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>6</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>7</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	0	2	2	0	0	1	1	0.24	0.24
Sparrow	DR Horton	CO		DTMJ	86	2	3	2	1	0	2	2	0.11	0.11
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 4 : 1</b>				<b>5</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>3</b>	<b>3</b>
City Codes: CO = Chico														

Glenn County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Ambrosia	DR Horton	OR		DTST	95	0	0	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: NA</b>				<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
City Codes: OR = Orland														

Shasta 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
Ro	DR Horton	RD		DTST	50	0	7	0	0	0	11	11	0.57	0.57
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>7</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>11</b>	<b>11</b>
City Codes: RD = Redding														

Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	3	4	1	2	141	31	1.05	0.76
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: -1.00</b>		<b>Traffic to Sales: 4 : 1</b>				<b>3</b>	<b>4</b>	<b>1</b>	<b>2</b>	<b>141</b>	<b>31</b>
City Codes: LO = Live Oak														

# The Ryness Report

Week Ending  
Sunday, October 16, 2022

Sacramento

Page  
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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Yuba 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
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	Rsv's	DTMJ	111	0	4	17	0	0	88	26	0.63	0.63
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK		DTMJ	52	0	1	0	0	0	46	1	0.33	0.02
Diamante at Plumas Lake	DR Horton	PLK		DTST	94	0	2	4	2	0	86	63	1.43	1.54
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	3	5	0	0	17	17	0.60	0.60
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	4	11	0	0	42	42	1.39	1.39
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	7	16	0	2	90	46	0.84	1.12
Seasons at River Oaks	Richmond American	OL		DTST	83	0	5	2	0	1	70	17	0.76	0.41
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	3	1	1	0	93	20	0.83	0.49
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 19 : 1</b>				<b>29</b>	<b>56</b>	<b>3</b>	<b>3</b>	<b>532</b>	<b>232</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 181						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 181</b>		<b>Avg. Sales: 0.28</b>	<b>Traffic to Sales: 23 : 1</b>	<b>940</b>	<b>2159</b>	<b>95</b>	<b>45</b>	<b>10258</b>	<b>3604</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									

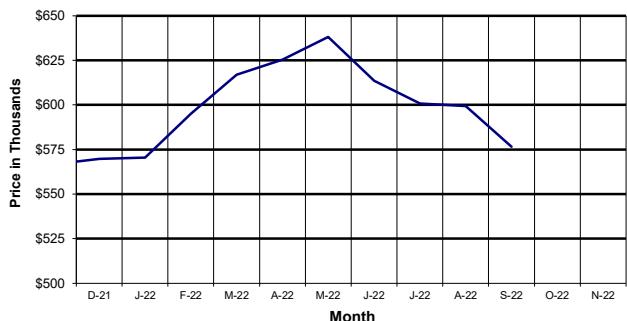
# The Ryness Company

Marketing Research Department

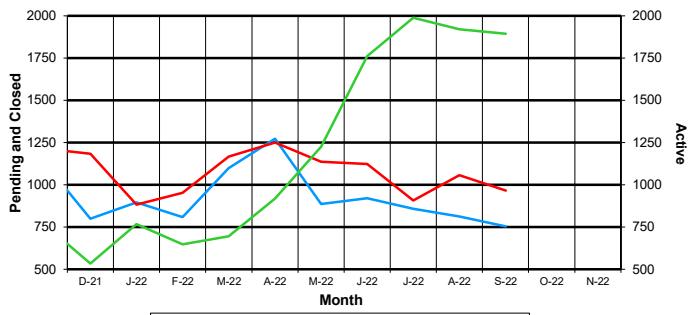
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	648	30	809	19	953	595,141
Mar-22	695	29	1,098	17	1,167	617,037
Apr-22	918	29	1,272	16	1,250	625,390
May-22	1,226	30	886	18	1,137	638,117
Jun-22	1,762	34	920	22	1,124	613,511
Jul-22	1,988	38	858	28	908	600,773
Aug-22	1,920	43	812	31	1,057	599,333
Sep-22	1,894	49	755	35	967	576,484

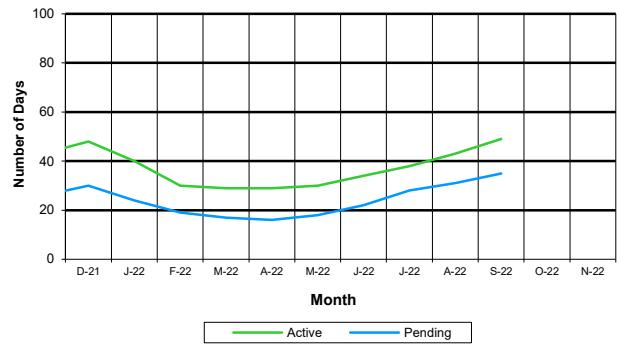
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



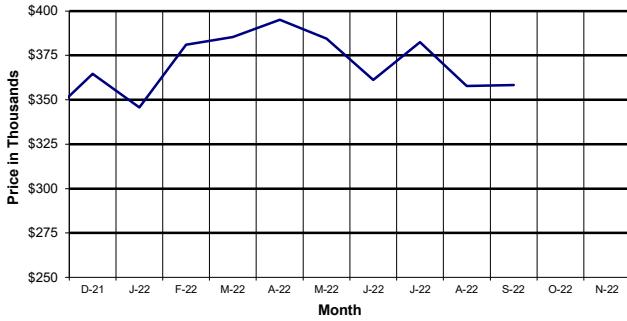
AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	82	25	105	20	107	381,093
Mar-22	85	22	134	20	136	385,298
Apr-22	113	26	146	16	138	394,990
May-22	139	25	109	24	154	384,452
Jun-22	175	29	107	17	136	361,194
Jul-22	233	33	114	20	99	382,416
Aug-22	235	38	102	26	139	357,838
Sep-22	238	43	97	32	105	358,259

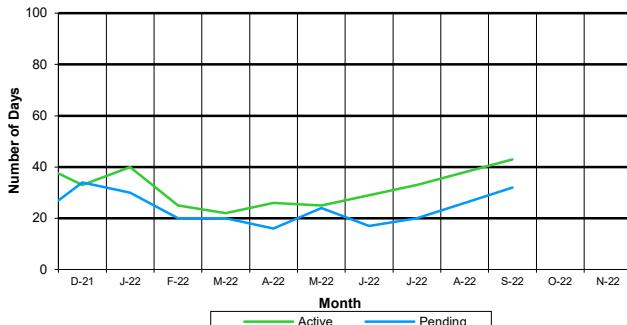
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



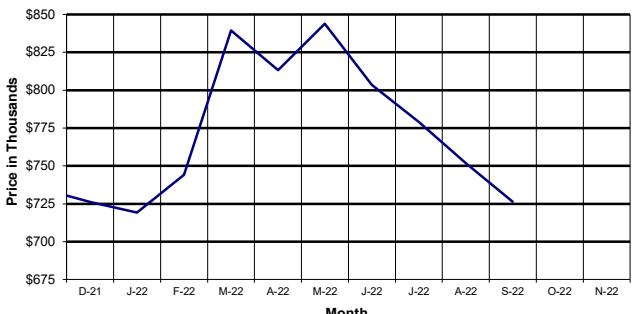
# The Ryness Company

Marketing Research Department

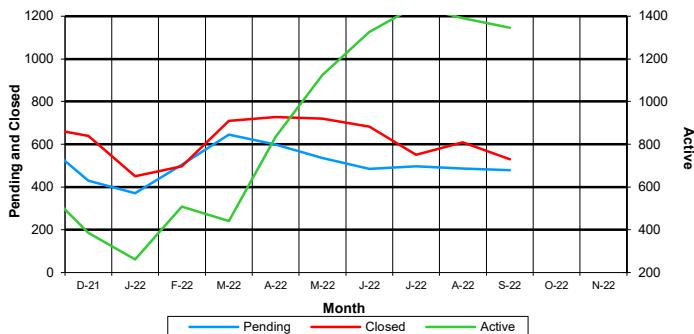
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	508	37	504	25	497	744,259
Mar-22	440	31	645	21	710	839,492
Apr-22	834	33	598	17	728	813,132
May-22	1,124	36	535	19	720	843,754
Jun-22	1,327	41	484	26	683	803,529
Jul-22	1,449	47	496	29	550	779,001
Aug-22	1,391	52	486	34	609	751,855
Sep-22	1,347	57	478	40	529	726,395

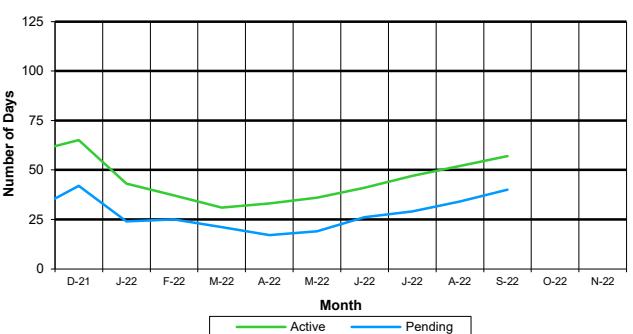
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



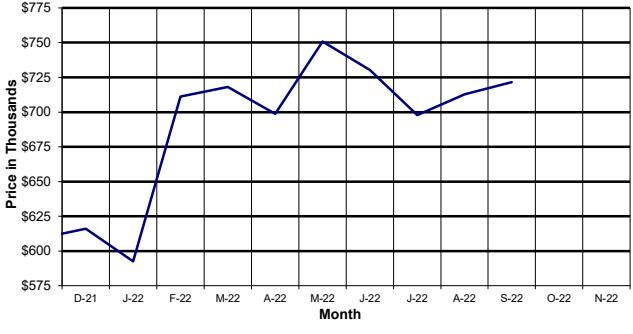
AVERAGE DAYS-ON-MARKET



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-22	80	45	86	34	95	711,203
Mar-22	86	44	91	22	133	718,155
Apr-22	114	38	103	15	109	698,720
May-22	152	34	97	27	128	750,961
Jun-22	214	37	89	22	121	730,190
Jul-22	242	41	103	34	103	697,744
Aug-22	213	52	93	42	139	712,891
Sep-22	199	58	87	47	98	721,652

AVERAGE SALES PRICE



AVERAGE DAYS-ON-MARKET

