

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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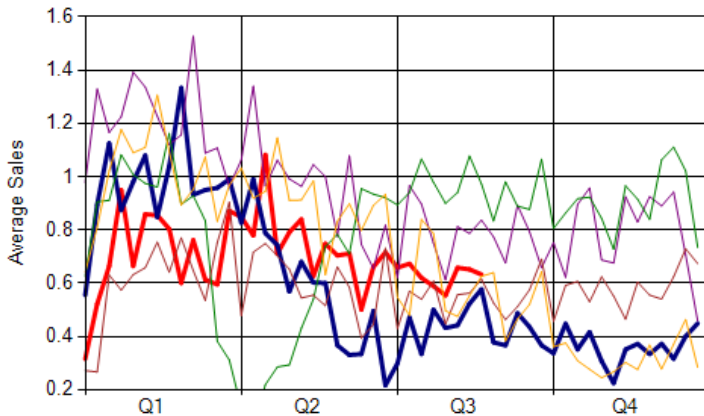
## Bay Area

Week 34

Ending: Sunday, August 27, 2023

Counties / Groups							Net	Avg.		Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.	
Alameda			21	287	17	1	16	0.76	0.83	-8%	0.81	-6%	
Contra Costa			24	259	16	0	16	0.67	0.82	-18%	0.74	-10%	
Sonoma, Napa			13	134	7	2	5	0.38	0.57	-32%	0.58	-34%	
San Francisco, Marin			3	27	1	0	1	0.33	0.20	65%	0.28	19%	
San Mateo			2	14	1	0	1	0.50	0.56	-11%	0.42	18%	
Santa Clara			15	182	13	1	12	0.80	0.68	18%	0.62	30%	
Monterey, Santa Cruz, San Benito			8	106	3	0	3	0.38	0.60	-37%	0.56	-33%	
Solano			20	148	16	3	13	0.65	0.69	-6%	0.56	16%	
Current Week Totals		Traffic : Sales    16 : 1	106	1157	74	7	67	0.63	0.70	-10%	0.65	-3%	
Per Project Average			11   0.70   0.07   0.63										
Year Ago - 08/28/2022		Traffic : Sales    16 : 1	111	1286	80	16	64	0.58	0.69	-17%	0.41	40%	
% Change			-5%	-10%	-8%	-56%	5%	10%	1%	58%			

### 52 Weeks Comparison



### Year to Date Averages Through Week 34

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	125	29	0.96	0.09	0.88	0.70
■	2019	157	17	0.69	0.10	0.59	0.58
■	2020	151	12	0.87	0.12	0.76	0.80
■	2021	117	15	1.08	0.07	1.01	0.93
■	2022	104	11	0.81	0.12	0.69	0.58
■	2023	113	12	0.78	0.08	0.70	0.70
% Change:		9%	6%	-4%	-36%	1%	22%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>The leg-up in financing costs has dampened the housing market recovery. Whereas homebuyers jumped on lower mortgage rates in the first few months of 2023, the recent upturn in rates is giving them pause. Existing home sales posted their second consecutive dip in July, all but reversing the uptick in housing demand that started at the beginning of the year. In addition to higher financing costs cooling demand, lower resale inventory has also fueled higher prices, further straining affordability. The median existing single-family home price in July was up year-over-year for every major region. Thus far, low resale supply and builders' use of incentives have shielded the new home market from this broader slowdown. New home sales surprised to the upside with a 4.4% jump in July, solidifying the upward march that began last fall. In our view, it is only a matter of time before higher mortgage rates depress demand for new construction as well. The average 30-year fixed mortgage rate according to Freddie Mae surged to 7.23% last week, the highest level since 2001. Builders are already responding by offering greater price cuts and other incentives to bridge the affordability gap for buyers, however, the sharp increase in rates may test their ability to do so in the future. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
	<b>6.88%</b>	<b>7.15%</b>	
<b>FHA</b>	<b>6.75%</b>	<b>6.99%</b>	
<b>10 Yr Yield</b>	<b>4.22%</b>		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Island View at Alameda Marina	Landsea	AL	Rsv's	ATMJ	98	0	4	27	2	0	3	3	0.20	0.20
Waterside at Alameda Marina	Landsea	AL	Rsv's	ATMJ	84	0	4	27	0	0	3	3	0.20	0.20
Aspect at Innovation	Lennar	FR		ATMJ	167	0	6	19	1	0	98	41	1.02	1.21
Beacon at Bridgeway	Lennar	NK		DTMJ	120	4	6	12	2	0	27	27	0.86	0.86
Chroma at Innovation	Lennar	FR		ATMJ	146	3	7	10	2	0	95	38	1.41	1.12
Lumiere at Innovation	Lennar	FR		ATMJ	156	4	5	10	2	0	100	46	1.09	1.35
Matrix at Innovation	Lennar	FR		ATMJ	104	0	5	19	0	0	60	25	0.60	0.74
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	2	12	0	0	94	19	0.88	0.56
Vista at Bridgeway	Lennar	NK		DTMJ	72	0	7	12	1	1	18	18	0.76	0.76
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMJ	37	0	TSO	7	0	0	10	10	0.57	0.57
Compass at Bay37	Pulte	AL		ATMJ	93	0	5	2	0	0	74	18	0.54	0.53
Lookout at Bay37	Pulte	AL		ATMJ	138	4	6	3	4	0	70	32	0.51	0.94
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	6	5	0	0	114	23	0.50	0.68
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	5	3	0	0	91	20	0.54	0.59
TOTALS: No. Reporting: 14		Avg. Sales: 0.93		Traffic to Sales: 12 : 1				68	168	14	1	857	323	Net: 13
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 7									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Abbey at Boulevard	Brookfield	DB	ATMJ	60	0	1	25	2	0	49	49	2.10	2.10	
Ivy at Boulevard	Brookfield	DB	DTMJ	62	4	11	25	1	0	9	9	1.26	1.26	
Melrose at Boulevard	Brookfield	DB	DTMJ	75	6	6	0	0	0	69	33	0.98	0.97	
Avalon at Boulevard	Lennar	DB	ATMJ	90	1	4	6	0	0	3	3	0.91	0.91	
Lombard at Boulevard	Lennar	DB	DTMJ	100	0	6	30	0	0	52	32	0.77	0.94	
Venice at Boulevard	Lennar	DB	ATMJ	91	0	6	28	0	0	71	40	1.06	1.18	
Vineyard Collection II	Ponderosa	LV	DTMJ	9	0	1	5	0	0	5	5	0.16	0.16	
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 40 : 1			35	119	3	0	258	171	Net: 3	
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley				Projects Participating: 4									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Oak Park	Davidon	PH	DTMJ	34	0	4	3	0	0	28	20	0.33	0.59
Woodbury Highlands	Davidon	LF	ATMJ	99	0	11	13	1	0	47	18	0.31	0.53
Traditions at the Meadow	DeNova	MZ	DTMJ	65	5	1	0	4	0	64	55	1.68	1.62
Penny Lane	Trumark	CN	ATMJ	70	3	3	7	2	0	17	17	0.65	0.65
TOTALS: No. Reporting: 4		Avg. Sales: 1.75		Traffic to Sales: 3 : 1			19	23	7	0	156	110	Net: 7
City Codes: PH = Pleasant Hill, LF = Lafayette, MZ = Martinez, CN = Concord													

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					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
Magee Preserve	Davidon	DN		DTMJ	69	3	9	48	0	0	16	16	0.51	0.51
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			9	48	0	0	16	16	Net: 0	
City Codes: DN = Danville														

West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond		Meritage		RM	DTMJ	94	0	4	1	0	0	4	4	0.15	0.15
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				4	1	0	0	4	4	Net: 0	
City Codes: RM= Richmond															

Antioch/Pittsburg				Projects Participating: 11									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Grest at Park Ridge	Davidon	AN	DTMJ	300	0	6	12	0	0	270	25	0.87	0.74
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	5	12	0	0	118	25	0.80	0.74
Luca at Aviano	DeNova	AN	DTMJ	194	0	6	19	1	0	152	47	1.42	1.38
Bayberry at Laurel Ranch	KB Home	AN	DTMJ	112	3	4	7	1	0	11	11	0.90	0.90
Wildw ood at Laurel Ranch	KB Home	AN	DTMJ	82	0	2	10	1	0	9	9	0.73	0.73
Luna at Aviano	Lennar	AN	DTMJ	102	0	3	5	0	0	90	42	0.99	1.24
Oriana at Aviano	Lennar	AN	DTMJ	115	0	3	5	3	0	101	41	1.11	1.21
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	3	10	0	0	116	30	0.79	0.88
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	1	3	9	1	0	76	32	0.69	0.94
Rise at Cielo	TRI Pointe	AN	DTMJ	159	0	6	5	0	0	80	51	1.12	1.50
Shine at Cielo	TRI Pointe	AN	DTMJ	137	0	5	5	1	0	78	49	1.09	1.44
TOTALS: No. Reporting: 11		Avg. Sales: 0.73		Traffic to Sales: 12 : 1			46	99	8	0	1101	362	Net: 8
City Codes: AN= Antioch, PT = Pittsburg													

East Contra Costa				Projects Participating: 7									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI	DTMJ	104	0	2	18	0	0	96	9	0.46	0.26
Chandler	Brookfield	BT	DTMJ	160	0	10	12	0	0	111	43	1.05	1.26
Cypress Crossings	KB Home	OY	DTMJ	98	0	1	23	0	0	43	32	0.75	0.94
Woodbury at Emerson Ranch	Lennar	OY	DTMJ	104	0	5	1	0	0	88	31	1.11	0.91
Beacon at Delta Coves	Pulte	BI	DTST	30	0	4	12	1	0	2	2	0.08	0.08
Parkside	Richmond American	BT	DTMJ	34	0	4	10	0	0	13	13	0.85	0.85
Orchard Trails	Shea	BT	DTMJ	78	0	2	12	0	0	51	15	0.54	0.44
TOTALS: No. Reporting: 7	Avg. Sales: 0.14		Traffic to Sales: 88 : 1				28	88	1	0	404	145	Net: 1
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Makenna	DeNova	PET		DTMJ	36	0	2	20	0	0	30	23	0.64	0.68
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	3	14	1	1	48	44	1.19	1.29
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	5	7	12	3	1	31	31	1.39	1.39
Willow at University District	DR Horton	RP		DTMJ	128	3	2	18	1	0	85	44	1.10	1.29
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	5	1	0	0	59	20	0.55	0.59
Aspect	Lafferty	PET		DTMJ	18	0	2	18	0	0	15	0	0.07	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	3	3	1	0	23	14	0.36	0.41
Seasons at University District	Richmond American	RP		DTMJ	52	0	6	5	0	0	35	15	0.45	0.44
Meadow Creek II	Ryder	SR		DTMJ	30	0	5	7	0	0	10	10	0.55	0.55
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	NA	0	0	99	14	0.68	0.41
City 44	W Marketing	SR		ATMJ	44	0	17	3	0	0	27	4	0.26	0.12
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	9	0	0	22	12	0.39	0.35
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	69	6	0.22	0.18
Portello	W Marketing TSO	WD		DTMJ	68	0	TSO	24	1	0	27	18	0.49	0.53
TOTALS: No. Reporting: 13		Avg. Sales: 0.38		Traffic to Sales: 19 : 1				56	134	7	2	580	255	Net: 5
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rbsa, WD = Windsor														

Marin County					Projects Participating: 2									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	14	11	0	0	47	15	0.45	0.44
The Strand	Trumark	SN		DTMJ	32	0	8	10	0	0	14	3	0.15	0.09
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			22	21	0	0	61	18	Net: 0	
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Lofton at Portola		TRI Pointe		SF	ATMJ	54	0	9	6	1	0	24	9	0.19	0.26
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 6 : 1				9	6	1	0	24	9	Net: 1	
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 2									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
One 90 - Cobalt	Pulte S/O	SM	ATMJ	54	0	S/O	0	1	0	54	24	0.63	0.71	
Laguna Vista	SummerHill	FC	ATMJ	70	0	7	14	0	0	38	13	0.51	0.38	
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 14 : 1			7	14	1	0	92	37	Net: 1	
City Codes: SM= San Mateo, FC= Foster City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 15									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	5	11	2	0	40	21	0.59	0.62
Ascent at Glen Loma Ranch	KB Home S/O	GL		ATMJ	124	0	S/O	12	1	0	124	53	1.33	1.56
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	3	7	0	0	157	7	0.99	0.21
Lavender	Landsea	SV		ATMJ	128	0	2	16	1	0	79	32	0.81	0.94
Anza at Agrihood	Pulte	SC		ATMJ	36	0	5	14	1	0	28	28	0.89	0.89
Gateway at Central	Pulte TSO	SJ		ATMJ	72	0	TSO	0	0	0	23	6	0.34	0.18
Plaza at Central	Pulte	SJ		ATMJ	90	3	6	28	2	1	54	25	1.03	0.74
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	8	5	0	0	52	5	0.48	0.15
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	8	7	0	0	62	18	0.52	0.53
Bellaterra - Towns	SummerHill	LG		ATMJ	97	4	7	8	4	0	55	18	0.46	0.53
Verano	SummerHill	MV		ATMJ	115	0	6	26	1	0	56	44	1.16	1.29
Arroyo Village	Taylor Morrison	CP		ATMJ	88	0	9	7	0	0	5	5	0.44	0.44
Brix at Glen Loma Ranch	TRI Pointe	GL	Rsv's	DTMJ	67	4	4	14	1	0	7	7	0.68	0.68
Lotus at Urban Oak	TRI Pointe	SJ		DTMJ	123	0	2	11	0	0	20	17	0.35	0.50
Jasper	Truemark	MH		ATMJ	101	0	1	16	0	0	40	19	0.51	0.56
TOTALS: No. Reporting: 15		Avg. Sales: 0.80		Traffic to Sales: 14 : 1			66	182	13	1	802	305	Net: 12	
City Codes: MH= Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, SC = Santa Clara, LG = Los Gatos, MV = Mountain View, CP = Cupertino														

Monterey, Santa Cruz, San Benito Counties				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Promontory at Ridgemark	Century	HO	DTMJ	90	0	5	15	0	0	30	26	0.60	0.76
Highgrove at Fairview (SFD)	KB Home	HO	DTMJ	138	0	8	29	0	0	7	7	0.53	0.53
Serenity V	Legacy	HO	DTMJ	31	0	3	17	1	0	14	14	0.37	0.41
Elderberry	Lennar	HO	DTMJ	66	0	3	18	0	0	23	21	0.56	0.62
Laurel	Lennar	HO	DTMJ	67	0	6	18	0	0	20	18	0.49	0.53
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	2	1	0	0	87	14	0.80	0.41
Enclave, The	Shea	SS	DTMJ	61	0	2	6	0	0	48	8	0.41	0.24
Sea House II at The Dunes	Shea	MA	ATMJ	79	3	2	2	2	0	75	26	0.69	0.76
TOTALS: No. Reporting: 8	Avg. Sales: 0.38		Traffic to Sales: 35 : 1				31	106	3	0	304	134	Net: 3
City Codes: HO = Hollister, MA = Marina, SS = Seaside													

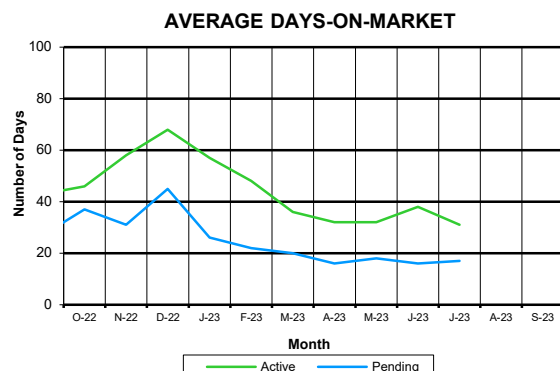
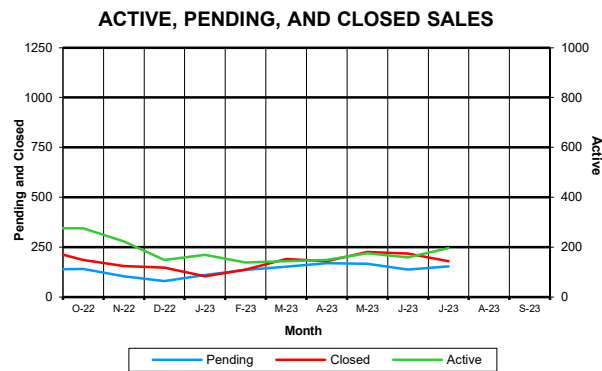
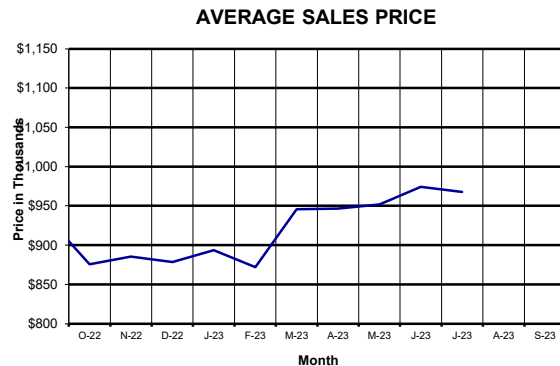
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 20									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hrizon at One Lake	Brookfield	FF		ATMJ	50	4	6	7	1	0	24	16	0.34	0.47
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	9	11	0	0	21	5	0.30	0.15
Monte Verde	Century	FF		DTMJ	124	3	5	15	0	0	70	38	1.09	1.12
Luminescence at Liberty	DeNova	RV		AASF	311	0	4	9	1	0	106	31	0.95	0.91
One56 at One Lake	DeNova	FF		DTMJ	56	0	2	8	2	0	54	35	0.91	1.03
Iris at The Villages	DR Horton	FF		DTMJ	119	0	5	15	1	2	37	35	0.97	1.03
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	4	7	7	1	1	30	24	0.51	0.71
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	3	6	8	1	0	25	20	0.43	0.59
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	1	15	2	0	74	25	0.78	0.74
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	4	2	0	0	51	38	0.71	1.12
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	5	5	1	0	37	20	0.50	0.59
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	1	0	0	0	87	5	0.54	0.15
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	3	4	0	0	48	24	0.47	0.71
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	4	8	2	0	34	23	0.46	0.68
Sutton at Parklane	Richmond American	DX		DTMJ	121	4	7	4	1	0	81	25	0.64	0.74
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	3	13	1	0	70	22	0.92	0.65
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	13	6	0	0	113	22	0.79	0.65
Glisten at One Lake	TRI Pointe	FF		DTMJ	75	0	3	5	0	0	2	2	0.22	0.22
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	3	2	1	0	93	11	0.63	0.32
Splash at One Lake	TRI Pointe	FF		DTMJ	104	0	2	4	1	0	80	21	0.61	0.62
TOTALS: No. Reporting: 20		Avg. Sales: 0.65		Traffic to Sales: 9 : 1				93	148	16	3	1137	442	Net: 13
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area				Projects Participating: 107						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 106	Avg. Sales: 0.63	Traffic to Sales: 16 : 1	493	1157	74	7	5796	2331	Net: 67	
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out										

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

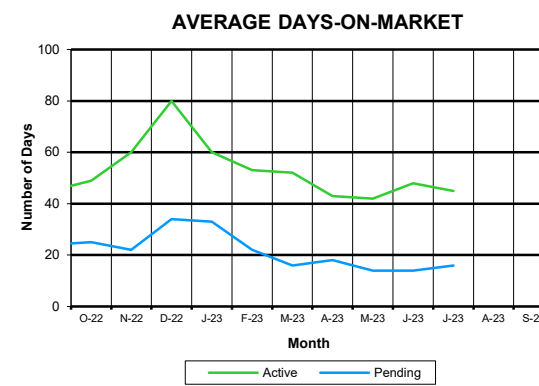
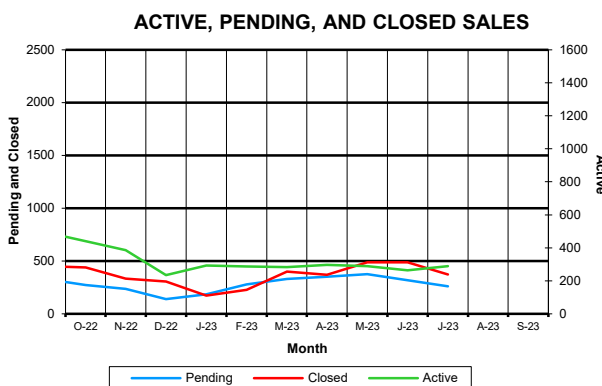
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

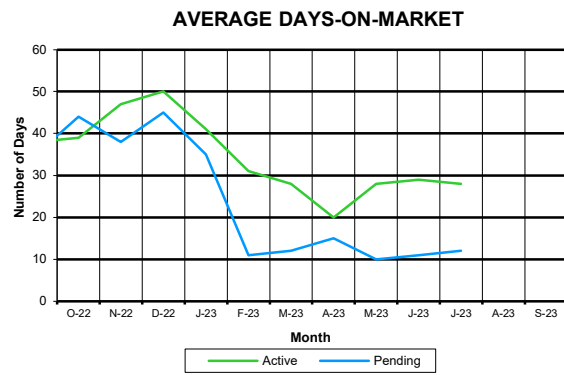
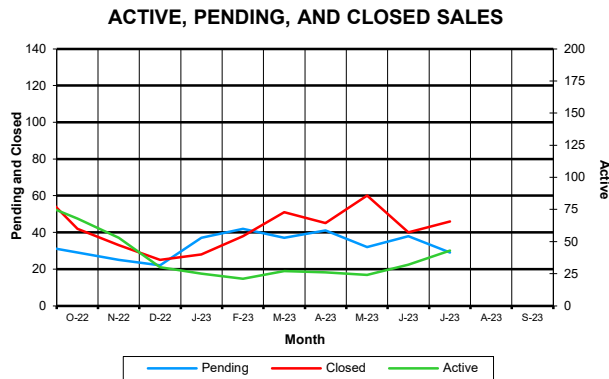
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	234	80	138	34	305	1,480,356
Jan-23	292	60	184	33	172	1,549,741
Feb-23	286	53	280	22	226	1,497,535
Mar-23	283	52	331	16	400	1,667,106
Apr-23	296	43	352	18	370	1,735,317
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340
Jul-23	288	45	261	16	373	1,774,713



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

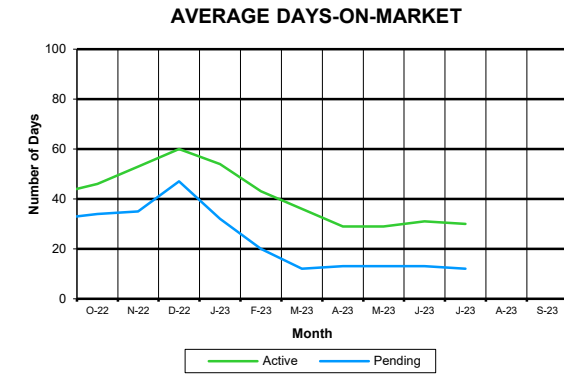
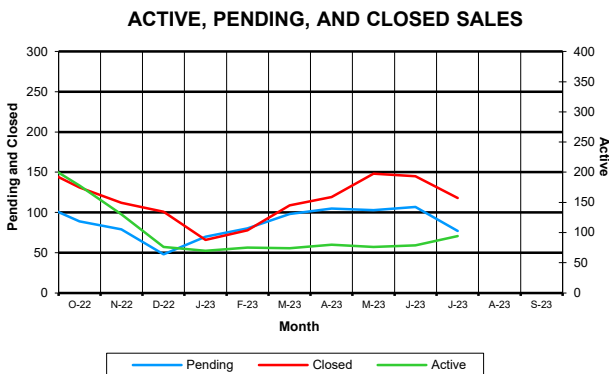
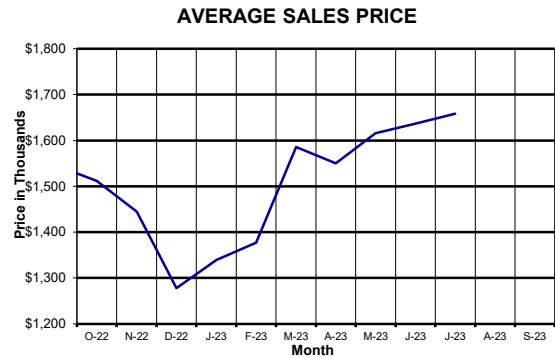
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	30	50	22	45	25	831,240
Jan-23	25	41	37	35	28	791,926
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

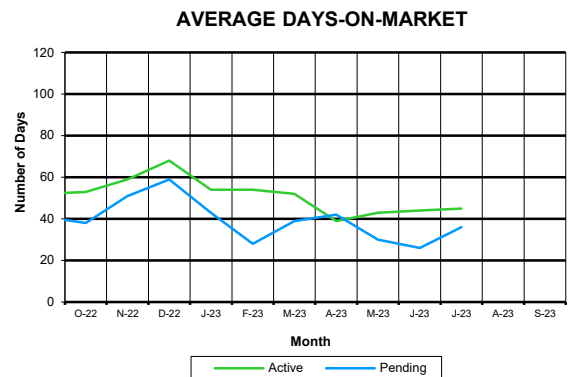
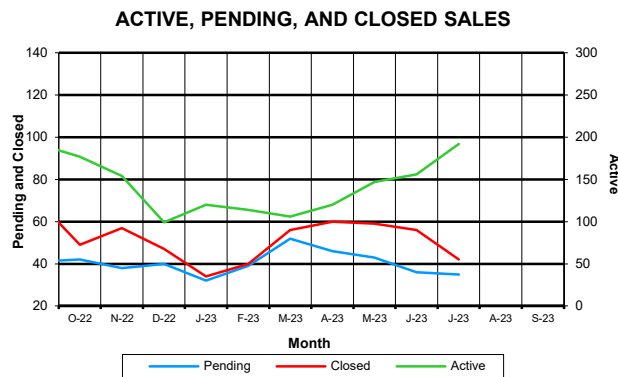
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	76	60	48	47	101	1,277,668
Jan-23	70	54	70	32	66	1,339,476
Feb-23	75	43	80	20	78	1,376,730
Mar-23	74	36	98	12	109	1,585,480
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327





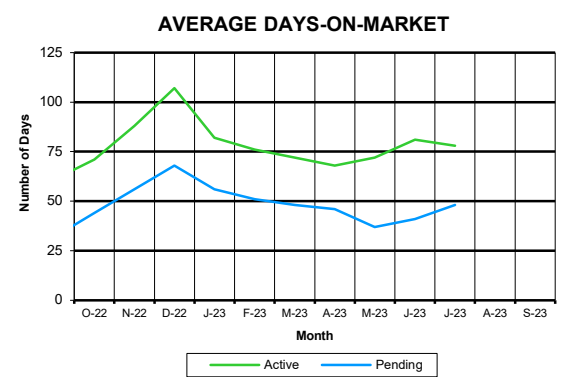
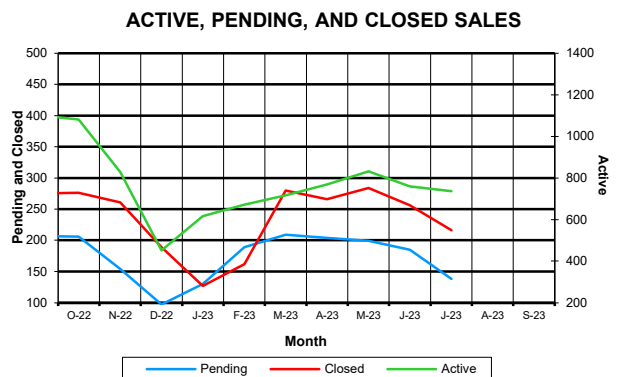
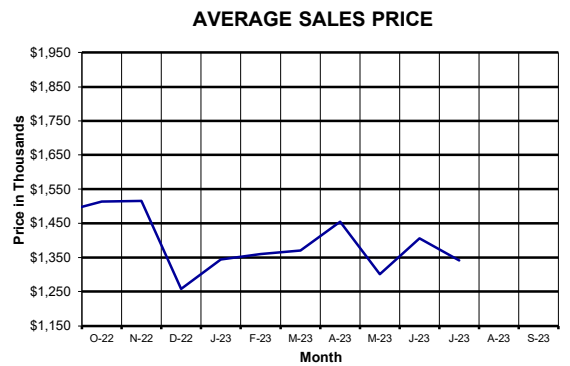
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	99	68	40	59	47	644,517
Jan-23	120	54	32	43	34	634,384
Feb-23	114	54	39	28	40	604,989
Mar-23	106	52	52	39	56	684,775
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518



## San Francisco Attd. Monthly MLS Survey

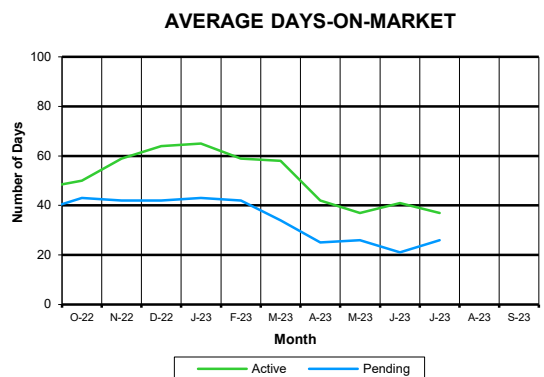
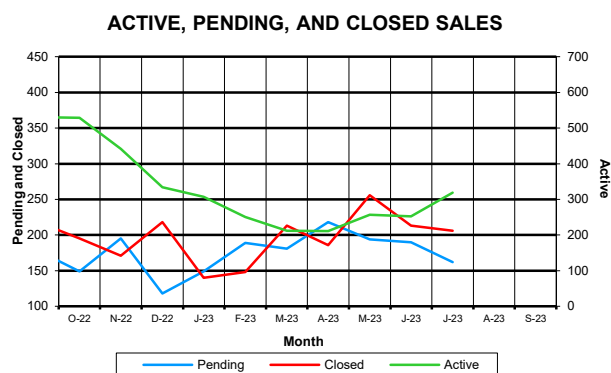
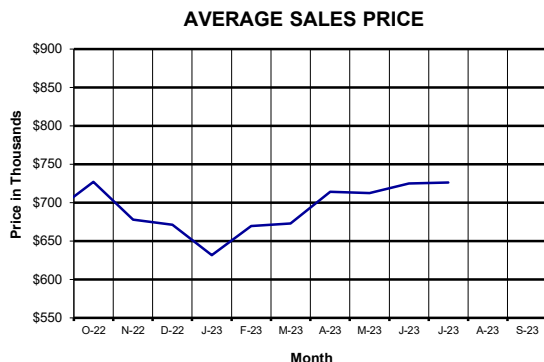
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	452	107	97	68	189	1,258,316
Jan-23	616	82	130	56	127	1,343,962
Feb-23	672	76	189	51	162	1,359,676
Mar-23	717	72	209	48	280	1,370,613
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622



## E. Contra Costa SFD Monthly MLS Survey

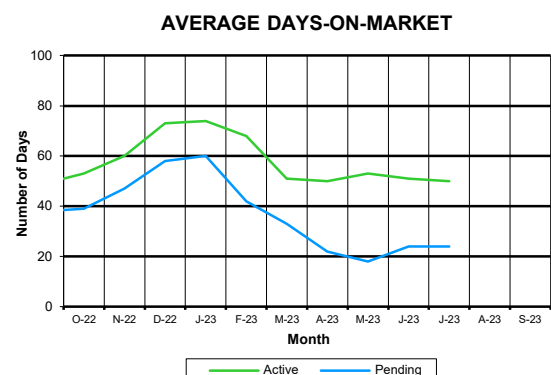
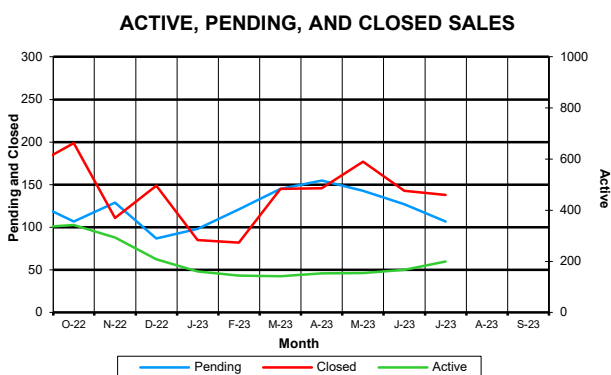
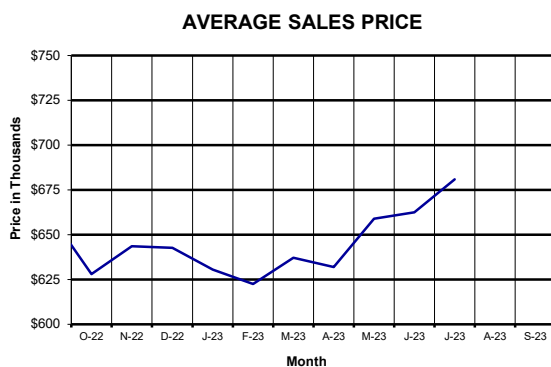
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	334	64	118	42	218	671,389
Jan-23	307	65	149	43	140	631,693
Feb-23	251	59	189	42	148	669,616
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238
Jul-23	319	37	162	26	206	726,365



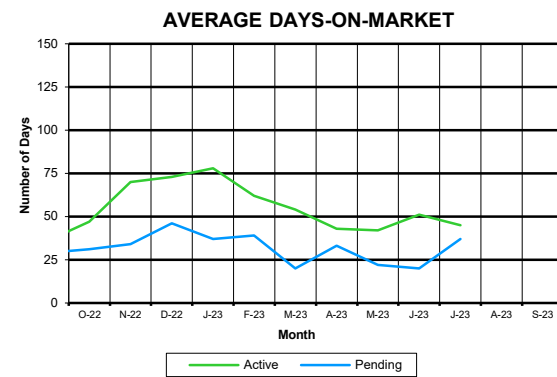
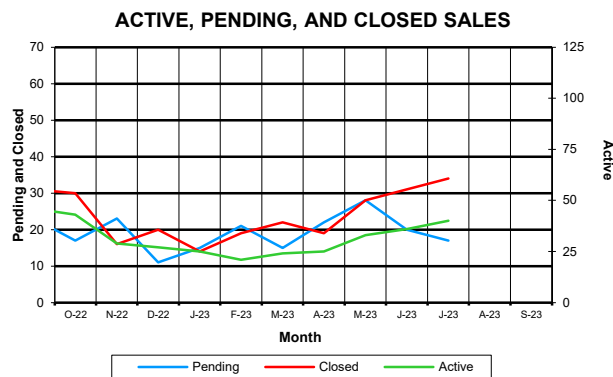
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	208	73	87	58	149	642,706
Jan-23	161	74	98	60	85	630,506
Feb-23	144	68	121	42	82	622,560
Mar-23	142	51	145	33	145	637,110
Apr-23	153	50	155	22	146	631,973
May-23	155	53	143	18	177	658,988
Jun-23	167	51	127	24	143	662,597
Jul-23	199	50	107	24	138	680,853



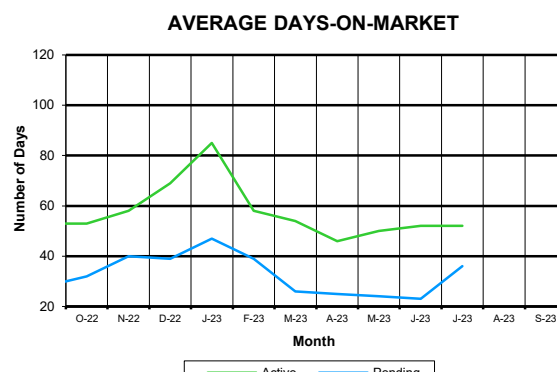
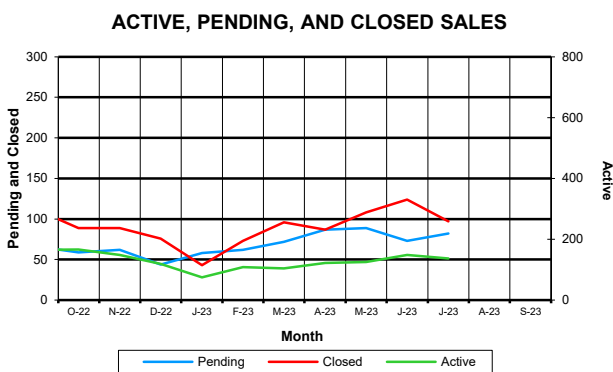
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM		Pend. DOM		Clsd.	Avg. Price
Dec-22	27	73	11	46	20	538,347
Jan-23	25	78	15	37	14	466,445
Feb-23	21	62	21	39	19	528,164
Mar-23	24	54	15	20	22	567,931
Apr-23	25	43	22	33	19	524,184
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659
Jul-23	40	45	17	37	34	585,594



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-22	119	69	44	39	76	854,904
Jan-23	75	85	58	47	43	739,428
Feb-23	109	58	62	39	73	826,855
Mar-23	104	54	72	26	96	845,833
Apr-23	122	46	87	25	87	911,908
May-23	125	50	89	24	108	895,935
Jun-23	149	52	73	23	124	873,914
Jul-23	137	52	82	36	97	911,472



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



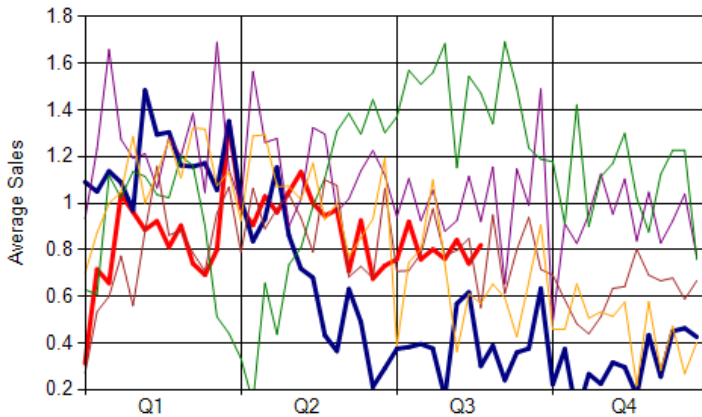
## Central Valley

Week 34

Ending: Sunday, August 27, 2023

Counties / Groups							Net	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels	Sales		Avg.	Diff.	Avg.	Diff.	
Tracy/Mountain House			11	87	14	0	14	1.27	1.03	24%	0.94	35%	
San Joaquin County			43	569	39	4	35	0.81	0.84	-3%	0.80	2%	
Stanislaus County			8	31	6	2	4	0.50	0.62	-19%	0.60	-17%	
Merced County			9	108	12	2	10	1.11	0.81	36%	0.86	30%	
Madera County			9	63	4	1	3	0.33	0.71	-53%	0.65	-49%	
Fresno County			31	639	33	8	25	0.81	0.98	-17%	0.87	-7%	
Current Week Totals		Traffic : Sales	14 : 1	111	1497	108	17	91	0.82	0.86	-5%	0.81	1%
Per Project Average				13	0.97	0.15	0.82						
Year Ago - 08/28/2022		Traffic : Sales	18 : 1	103	1292	72	41	31	0.30	0.80	-63%	0.41	-26%
% Change				8%	16%	50%	-59%	194%	172%	7%		98%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 34

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	68	23	1.14	0.17	0.97	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	84	22	1.29	0.20	1.09	1.11
■	2021	105	16	1.27	0.11	1.16	1.09
■	2022	102	13	1.01	0.21	0.80	0.64
■	2023	108	14	1.00	0.14	0.86	0.86
% Change:		6%	5%	-1%	-31%	7%	34%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>The leg-up in financing costs has dampened the housing market recovery. Whereas homebuyers jumped on lower mortgage rates in the first few months of 2023, the recent upturn in rates is giving them pause. Existing home sales posted their second consecutive dip in July, all but reversing the uptick in housing demand that started at the beginning of the year. In addition to higher financing costs cooling demand, lower resale inventory has also fueled higher prices, further straining affordability. The median existing single-family home price in July was up year-over-year for every major region. Thus far, low resale supply and builders' use of incentives have shielded the new home market from this broader slowdown. New home sales surprised to the upside with a 4.4% jump in July, solidifying the upward march that began last fall. In our view, it is only a matter of time before higher mortgage rates depress demand for new construction as well. The average 30-year fixed mortgage rate according to Freddie Mae surged to 7.23% last week, the highest level since 2001. Builders are already responding by offering greater price cuts and other incentives to bridge the affordability gap for buyers, however, the sharp increase in rates may test their ability to do so in the future. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>6.88%</b>	<b>7.15%</b>	
	<b>6.75%</b>	<b>6.99%</b>	
<b>10 Yr Yield</b>	<b>4.22%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	1	3	23	2	0	117	41	1.06	1.21
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	2	5	23	0	0	76	42	0.69	1.24
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	2	0	1	0	92	40	1.10	1.18
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	4	2	1	0	31	31	0.99	0.99
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	2	0	0	0	25	25	0.80	0.80
Hillview	Lennar	TH		DTMJ	214	0	5	5	1	0	62	38	0.97	1.12
Parkin at Tracy Hills	Lennar	TH		DTMJ	69	0	2	2	1	0	36	29	0.73	0.85
Pearl at Tracy Hills	Lennar S/O	TH		DTMJ	201	0	S/O	1	3	0	201	34	0.88	1.00
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	2	0	0	0	42	32	0.93	0.94
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	1	7	0	0	134	41	1.04	1.21
Langston at Muntain House	Shea	MH		ATMJ	302	3	6	24	5	0	225	54	1.20	1.59
TOTALS: No. Reporting: 11		Avg. Sales: 1.27		Traffic to Sales: 6 : 1				32	87	14	0	1041	407	Net: 14
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi				Projects Participating: 9									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	3	3	0	0	104	35	0.84	1.03
The Preserve at Creekside	KB Home	SK	DTMJ	128	0	6	0	1	0	22	22	0.91	0.91
Verona at Destinations	KB Home	SK	ATMJ	106	0	2	0	0	0	104	26	0.85	0.76
Keys II at Westlake	Lennar	SK	DTMJ	86	0	4	5	0	0	18	16	0.45	0.47
Shoreside at Westlake	Lennar	SK	DTMJ	99	4	4	10	2	0	20	20	0.64	0.64
Waterside at Westlake	Lennar	SK	DTMJ	92	0	2	5	1	0	14	14	0.53	0.53
Westlake	Meritage	SK	DTMJ	84	3	6	3	1	1	74	31	0.97	0.91
Autumn Trails at Westlake	Richmond American	SK	DTMJ	112	0	6	5	1	0	44	21	0.56	0.62
Summers Bend at Westlake	Richmond American	SK	DTMJ	96	0	5	6	1	0	47	26	0.62	0.76
TOTALS: No. Reporting: 9		Avg. Sales: 0.67		Traffic to Sales: 5 : 1			38	37	7	1	447	211	Net: 6
City Codes: SK = Stockton													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 34									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Griffin Park	Atherton	MN	Rsv's	DTMJ	267	0	6	38	0	0	172	32	1.55	0.94
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	5	5	13	4	0	52	52	1.61	1.61
Summit at North Main	DR Horton	MN		DTST	67	0	1	1	1	0	66	16	0.87	0.47
Yosemite Greens	DR Horton	MN		DTMJ	99	3	5	16	2	0	83	60	1.56	1.76
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	5	6	15	2	1	39	27	0.66	0.79
Balboa at River Islands	Kiper	LP		DTMJ	172	0	5	45	1	0	106	41	0.94	1.21
Freestone	Kiper	MN		DTMJ	60	0	1	6	0	0	57	30	0.73	0.88
Skye at River Islands	Kiper	LP		DTMJ	155	1	4	31	1	0	76	29	0.81	0.85
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMJ	157	0	TSO	0	0	0	126	15	0.33	0.44
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	4	7	9	0	0	150	37	1.14	1.09
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	6	12	2	1	118	69	1.18	2.03
Arbor Bend- Linden	Meritage	MN		DTMJ	268	6	6	9	3	0	158	48	1.20	1.41
Laguna at River Islands	Pulte	LP		DTMJ	110	4	6	11	2	0	63	35	0.68	1.03
Sanctuary at River Islands	Pulte	LP		DTMJ	91	4	4	3	1	0	80	38	0.86	1.12
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	2	15	0	0	55	5	0.57	0.15
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	101	2	4	15	1	0	97	26	1.00	0.76
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	4	5	1	0	37	25	0.52	0.74
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	14	0	0	93	21	0.84	0.62
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	14	0	0	3	3	0.27	0.27
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	6	13	0	0	35	22	0.49	0.65
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	5	9	13	2	0	52	33	0.62	0.97
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	6	30	0	0	11	11	0.97	0.97
Villa Ticino	Richmond American	MN		DTMJ	100	0	11	0	0	0	3	3	0.37	0.37
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	2	2	10	2	0	97	43	1.07	1.26
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	4	6	41	1	0	69	26	0.69	0.76
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	3	6	0	0	32	25	0.52	0.74
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	6	8	0	0	48	22	0.62	0.65
Avalon at River Islands	Trumark	LP		DTMJ	57	0	1	27	0	0	39	17	0.46	0.50
Avalon Point at River Islands	Trumark	LP		DTMJ	69	3	2	18	1	0	50	17	0.64	0.50
Dawn at The Collective	Trumark	MN		AASF	76	0	9	9	0	0	16	11	0.21	0.32
Vida at The Collective	Trumark	MN		AASF	103	0	1	8	1	1	28	18	0.35	0.53
Hideaway II at River Islands	Van Daele	LP		ATST	108	3	4	25	2	0	36	30	0.57	0.88
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	5	30	0	0	23	23	1.09	1.09
Avendale	Warrington	MN		DTMJ	49	0	2	22	2	0	29	29	1.19	1.19
TOTALS: No. Reporting: 34		Avg. Sales: 0.85		Traffic to Sales: 17 : 1			151	532	32	3	2199	939	Net: 29	
City Codes: MN= Manteca, LP= Lathrop														

Modesto					Projects Participating: 1								
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week
Avalon	Bright	CE	DTMJ	33	3	8	2	1	0	25	17	0.48	0.50
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 2 : 1			8	2	1	0	25	17	Net: 1
City Codes: CE= Ceres													

Development Name	Developer	City Code	Notes	Type										
Stanislaus County					Projects Participating: 6									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	4	7	5	3	2	116	27	1.02	0.79
Carmel Ranch	K Hovnanian	OD		DTMJ	50	3	6	3	1	0	7	7	0.23	0.23
Acacia at Patterson Ranch	KB Home	PR		DTMJ	80	0	3	7	1	0	12	12	0.98	0.98
Fieldstone II	KB Home	HG		DTST	50	0	5	0	0	0	43	16	0.61	0.47
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	3	3	0	0	182	27	1.05	0.79
T Street Customs	SCM	NW		DTMJ	10	0	4	3	0	0	1	1	0.02	0.03
TOTALS: No. Reporting: 6		Avg. Sales: 0.50		Traffic to Sales: 4 : 1				28	21	5	2	361	90	Net: 3
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman														

Turlock					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Marcona	Bright	KY	DTMJ	116	0	7	8	0	0	44	28	0.66	0.82	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			7	8	0	0	44	28	Net: 0	
City Codes: KY = Keyes														

Merced County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	5	6	6	5	1	69	31	0.87	0.91	
Lantana	DR Horton	MD	DTMJ	99	0	11	9	2	0	44	41	1.15	1.21	
Monterra VI	DR Horton	MD	DTMJ	61	2	6	23	3	0	32	32	1.66	1.66	
New castle	DR Horton	MD	DTMJ	33	0	6	4	1	1	26	26	1.17	1.17	
Stoneridge South III	DR Horton	MD	DTMJ	64	0	11	22	0	0	36	36	1.05	1.06	
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	10	19	0	0	46	14	0.44	0.41	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	0	5	11	1	0	60	18	0.62	0.53	
Cypress Terrace	Stonefield Home	MD	DTST	163	0	6	7	0	0	133	25	0.64	0.74	
Villas II, The	Stonefield Home	LB	DTST	191	0	5	7	0	0	98	12	0.73	0.35	
TOTALS: No. Reporting: 9		Avg. Sales: 1.11		Traffic to Sales: 9 : 1			66	108	12	2	544	235	Net: 10	
City Codes: LB = Los Banos, MD = Merced														

Development Name	Developer	City Code	Notes	Type										
Madera County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	0	6	4	0	0	49	28	0.66	0.82
Omni	Century	MDA		DTMJ	61	0	6	8	1	0	26	23	0.52	0.68
Pecan Square	DR Horton	MDA		DTMJ	112	0	13	8	2	1	58	58	1.74	1.71
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	6	19	0	0	18	15	0.38	0.44
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	12	0	0	106	3	0.78	0.09
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	3	12	0	0	41	41	1.23	1.21
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.91	0.91
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	0	1	0	24	4	0.18	0.12
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	0	0	0	48	8	0.35	0.24
TOTALS: No. Reporting: 9		Avg. Sales: 0.33		Traffic to Sales: 16 : 1				51	63	4	1	373	183	Net: 3
City Codes: CW = Chow chilla, MDA = Madera														

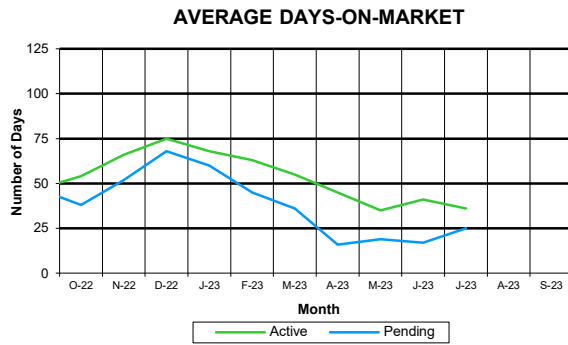
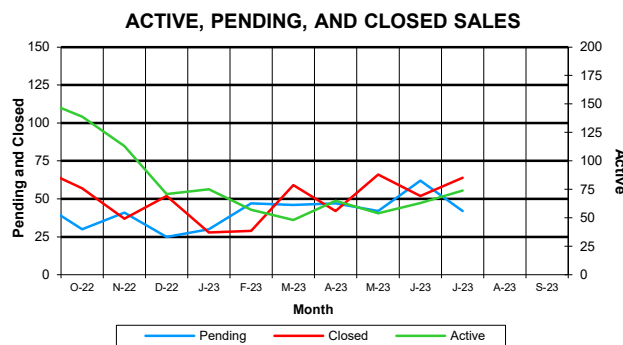


Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 31									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	7	3	2	1	74	24	0.76	0.71
Olivewood	Century S/O	FR		DTMJ	169	0	S/O	9	2	0	169	28	1.47	0.82
The Crossings II	Century	KER		DTMJ	104	0	7	8	1	1	87	32	1.10	0.94
Serenade	DR Horton	SAN		DTMJ	129	0	5	7	0	0	25	25	1.45	1.45
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.55	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	3	7	7	2	0	35	9	0.42	0.26
Centrella Estates	KB Home	FR		DTMJ	74	0	7	11	1	1	39	39	1.75	1.75
Centrella Villas	KB Home	FR		DTMJ	107	0	9	5	0	0	63	39	1.10	1.15
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	4	0	0	22	22	1.09	1.09
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	3	7	19	2	0	14	14	0.92	0.92
Legacy at Highland	KB Home	CV		DTMJ	42	0	3	1	0	0	29	29	0.80	0.85
Brambles- Starling	Lennar S/O	FR		ATST	150	0	S/O	25	1	0	150	42	1.18	1.24
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	5	2	1	2	36	31	0.99	0.91
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	6	4	4	4	0	74	53	0.96	1.56
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	4	0	0	0	4	4	0.49	0.49
Heirloom- Orchard Series	Lennar	FR		DTST	66	0	2	1	1	0	10	10	1.59	1.59
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	0	1	0	0	0	4	4	0.93	0.93
Heritage Grove - Orchard III	Lennar	CV		DTMJ	15	0	1	0	0	0	1	1	0.44	0.44
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	1	0	0	0	2	2	0.32	0.32
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	0	5	176	1	0	42	42	1.97	1.97
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	121	1	0	51	51	1.58	1.58
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	6	150	3	2	42	41	1.23	1.21
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	3	6	17	3	1	87	52	1.11	1.53
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	6	7	35	5	0	135	97	1.10	2.85
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	0	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	3	0	0	0	4	4	0.23	0.23
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	3	0	0	0	58	10	0.36	0.29
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	23	0	0	40	5	0.25	0.15
Somerset Crossing	Woodside	FO		ATST	99	5	4	0	3	0	57	18	0.45	0.53
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	6	0	0	0	84	0	0.52	0.00
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	2	11	0	0	55	7	0.34	0.21
TOTALS: No. Reporting: 31		Avg. Sales: 0.81		Traffic to Sales: 19 : 1			150	639	33	8	1619	735	Net: 25	
City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 111						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 111	Avg. Sales: 0.82	Traffic to Sales: 14 : 1	531	1497	108	17	6653	2845	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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

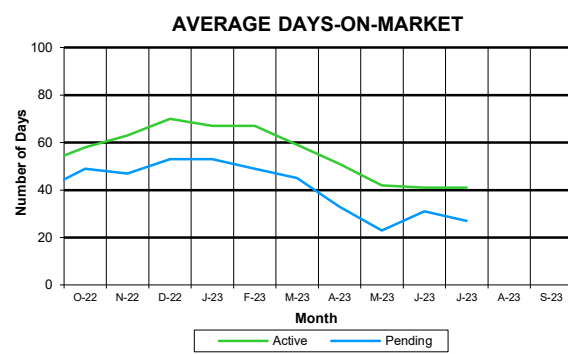
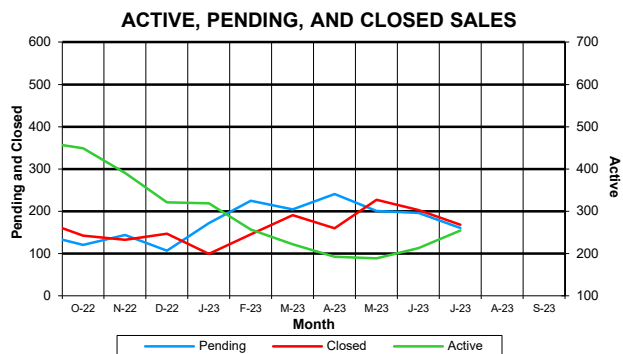
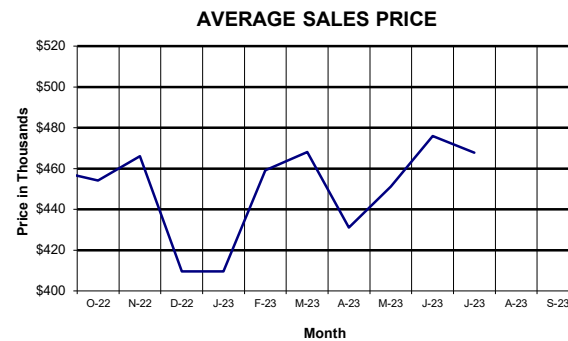
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501



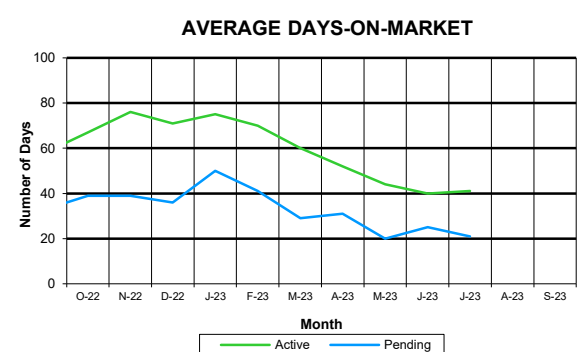
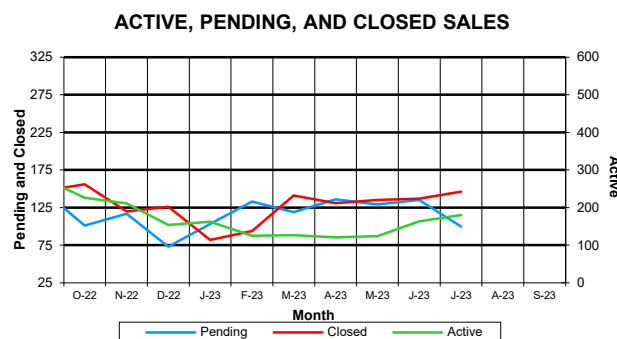
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	321	70	107	53	147	409,534
Jan-23	319	67	172	53	99	409,545
Feb-23	257	67	225	49	146	459,122
Mar-23	222	59	205	45	191	468,160
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731



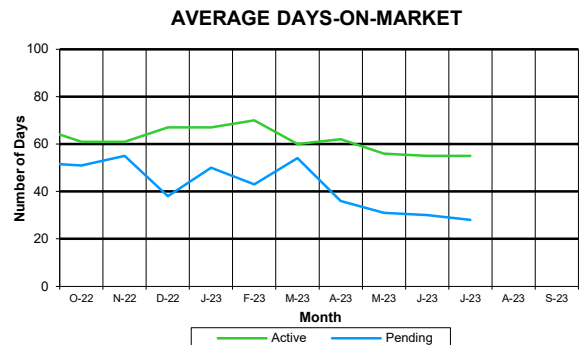
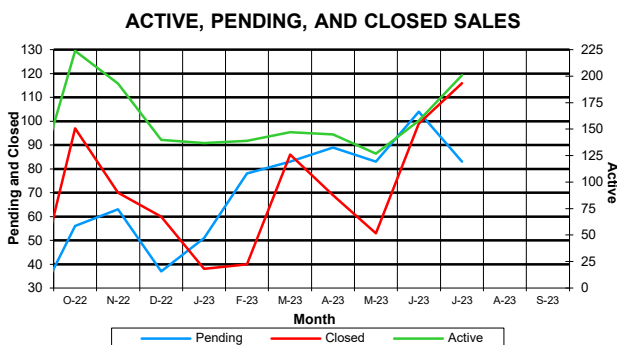
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	154	71	73	36	126	412,309
Jan-23	162	75	103	50	82	421,485
Feb-23	125	70	133	41	94	430,754
Mar-23	127	60	119	29	141	450,561
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	140	67	37	38	60	379,899
Jan-23	137	67	51	50	38	405,900
Feb-23	139	70	78	43	40	353,955
Mar-23	147	60	83	54	86	411,760
Apr-23	145	62	89	36	69	409,223
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
Jul-23	201	55	83	28	116	422,858



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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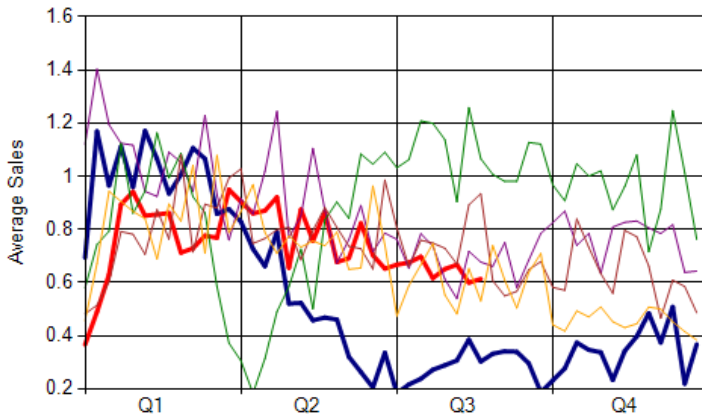
## Sacramento

Week 34

Ending: Sunday, August 27, 2023

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			31	566	22	3	19	0.61	0.82	-25%	0.86	-29%
Central & North Sacramento			37	305	25	3	22	0.59	0.63	-5%	0.50	19%
Folsom			17	227	8	2	6	0.35	0.77	-54%	0.66	-46%
El Dorado			9	81	2	2	0	0.00	0.61	-100%	0.70	-100%
Placer & Nevada			61	806	53	6	47	0.77	0.81	-4%	0.71	9%
Yolo			10	84	8	0	8	0.80	0.77	4%	0.78	2%
Amador County			1	23	0	0	0	0.00	0.03	-100%	0.00	0.00
Northern Counties			15	90	12	3	9	0.60	0.69	-12%	0.74	-19%
Current Week Totals		Traffic : Sales 17 : 1	181	2182	130	19	111	0.61	0.74	-17%	0.69	-11%
Per Project Average			12		0.72	0.10	0.61					
Year Ago - 08/28/2022		Traffic : Sales 22 : 1	182	2249	102	47	55	0.30	0.63	-52%	0.30	0%
% Change			-1%	-3%	27%	-60%	102%	103%	17%	128%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 34

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	129	26	0.89	0.14	0.75	0.66
■	2019	141	23	0.91	0.12	0.78	0.73
■	2020	150	16	1.01	0.16	0.85	0.89
■	2021	160	18	0.99	0.09	0.90	0.85
■	2022	173	14	0.79	0.16	0.63	0.52
■	2023	180	14	0.87	0.12	0.74	0.74
% Change:		4%	4%	9%	-23%	17%	41%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.88%	APR 7.15%	<p>The leg-up in financing costs has dampened the housing market recovery. Whereas homebuyers jumped on lower mortgage rates in the first few months of 2023, the recent upturn in rates is giving them pause. Existing home sales posted their second consecutive dip in July, all but reversing the uptick in housing demand that started at the beginning of the year. In addition to higher financing costs cooling demand, lower resale inventory has also fueled higher prices, further straining affordability. The median existing single-family home price in July was up year-over-year for every major region. Thus far, low resale supply and builders' use of incentives have shielded the new home market from this broader slowdown. New home sales surprised to the upside with a 4.4% jump in July, solidifying the upward march that began last fall. In our view, it is only a matter of time before higher mortgage rates depress demand for new construction as well. The average 30-year fixed mortgage rate according to Freddie Mae surged to 7.23% last week, the highest level since 2001. Builders are already responding by offering greater price cuts and other incentives to bridge the affordability gap for buyers, however, the sharp increase in rates may test their ability to do so in the future. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.75%	6.99%	
10 Yr Yield	4.22%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 31									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	23	29	0	1	11	11	1.75	1.75
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	5	0	0	0	50	22	0.97	0.65
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	2	0	0	0	69	45	1.35	1.32
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	5	0	0	57	31	1.13	0.91
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	5	85	2	1	24	24	1.19	1.19
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	1	0	0	18	13	0.28	0.38
Allegro	KB Home	LN		ATMJ	72	0	7	5	0	0	65	30	0.79	0.88
Travisso	KB Home	LN		DTMJ	422	0	4	7	0	0	37	5	0.43	0.15
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	2	8	1	0	16	16	1.12	1.12
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	0	6	5	0	0	2	2	0.39	0.39
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	3	5	1	0	14	14	1.36	1.36
Essentia at Sterling Meadows	Lennar <span>S/O</span>	LN		DTST	139	0	S/O	1	1	0	139	39	0.94	1.15
Cornerstone Commons	Meritage	LN		DTMJ	83	4	5	17	2	0	39	25	0.55	0.74
Cornerstone Crossings	Meritage	LN		DTMJ	78	4	6	14	3	0	59	39	0.83	1.15
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	7	4	0	0	31	25	0.48	0.74
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	2	7	0	0	21	20	0.52	0.59
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	6	37	0	0	79	19	0.70	0.56
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	5	3	1	0	36	19	0.47	0.56
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	6	18	1	0	55	49	0.93	1.44
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	15	2	0	36	34	0.87	1.00
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	2	11	1	0	38	33	0.92	0.97
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	2	11	0	0	22	17	0.53	0.50
Madeira Ranch - Prairie	Taylor Morrison <span>TSO</span>	LN		DTMJ	66	0	TSO	8	1	0	33	28	0.80	0.82
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	2	18	1	0	48	28	1.08	0.82
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	1	22	0	1	44	36	0.99	1.06
Wildhawk North- Trailhead	Taylor Morrison <span>TSO</span>	SO		DTMJ	166	0	TSO	18	0	0	38	31	0.86	0.91
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	3	6	0	0	3	3	0.30	0.30
Wildhawk South- Latitude	Taylor Morrison <span>TSO</span>	SO		DTMJ	152	2	TSO	8	2	0	25	25	2.46	2.46
Long Meadow	The New Home Co	VN	New	DTMJ	122	9	7	160	2	0	2	2	7.00	7.00
Cedar Creek	TimLewis	GT		DTMJ	112	0	5	19	1	0	71	28	0.67	0.82
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	3	19	0	0	70	21	0.60	0.62
TOTALS: No. Reporting: 31		Avg. Sales: 0.61		Traffic to Sales: 26 : 1				131	566	22	3	1252	734	Net: 19
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 23									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	4	6	1	0	42	3	0.28	0.09
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	4	5	23	2	0	23	23	1.09	1.09
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	6	6	11	6	0	143	24	0.64	0.71
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	5	8	0	1	20	12	0.37	0.35
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	3	7	0	0	14	8	0.24	0.24
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	5	4	0	0	43	15	0.52	0.44
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	5	13	0	0	26	25	0.55	0.74
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	6	4	0	0	47	19	0.56	0.56
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	5	4	0	0	65	23	0.78	0.68
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	5	0	0	70	5	0.49	0.15
Viridian	Lennar	RO		DTST	185	0	2	1	0	0	183	12	0.84	0.35
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	24	0	0	11	8	0.18	0.24
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	3	0	0	0	21	7	0.30	0.21
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	3	11	0	0	16	14	0.23	0.41
Ascent at Montelena	Pulte	RO		DTMJ	127	0	2	9	0	0	24	19	0.51	0.56
Solis at Montelena	Pulte	RO		DTMJ	55	0	5	11	0	0	5	2	0.09	0.06
Vista at Montelena	Pulte	RO		DTMJ	38	0	2	12	1	0	20	16	0.37	0.47
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	4	16	1	0	52	32	0.67	0.94
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	4	8	0	0	4	4	0.76	0.76
Magnolia at Cypress	Woodside	RO		DTMJ	178	3	6	12	2	0	162	19	0.78	0.56
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	6	9	1	0	14	14	2.23	2.23
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	5	13	1	0	5	5	1.17	1.17
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	4	17	0	0	4	4	0.76	0.76
TOTALS: No. Reporting: 23		Avg. Sales: 0.61		Traffic to Sales: 15 : 1				95	228	15	1	1014	313	Net: 14
City Codes: CH= Citrus Heights, RO= Rancho Cordova, FO= Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 14									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	3	2	0	0	138	17	0.68	0.50
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	2	0	0	149	27	0.90	0.79
Westward - The Cove	Beazer	SO		DTST	122	0	3	9	0	0	111	32	0.62	0.94
Windrow - The Cove	Beazer	SO		DTST	167	0	1	4	0	0	162	29	0.82	0.85
Garnet at Barrett Ranch	Lennar	AO		DTST	149	3	5	15	3	0	143	53	0.94	1.56
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	3	5	1	2	146	54	0.96	1.59
Northlake - Atla	Lennar	SO		DTMJ	116	2	4	5	1	0	112	28	0.82	0.82
Northlake - Bleau	Lennar	SO		DTMJ	236	0	3	5	1	0	124	39	0.91	1.15
Northlake - Drifton	Lennar	SO		DTMJ	134	3	4	5	1	0	109	35	0.85	1.03
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	5	5	1	0	113	35	0.83	1.03
Northlake - Shor	Lennar	SO		DTMJ	140	0	5	5	0	0	121	36	0.89	1.06
Northlake - Watersyde	Lennar	SO		DTMJ	127	3	5	5	1	0	112	28	0.82	0.82
Northlake - Wavmor	Lennar	SO		DTMJ	153	4	5	5	1	0	107	21	0.79	0.62
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	4	5	0	0	95	48	0.89	1.41
TOTALS: No. Reporting: 14		Avg. Sales: 0.57		Traffic to Sales: 8 : 1				51	77	10	2	1742	482	Net: 8
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 17									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM	DTMJ	53	0	13	22	0	0	3	3	0.70	0.70	
Sycamore Creek	JMC TSO	FM	DTMJ	44	0	TSO	0	0	0	42	1	0.30	0.03	
Brass Pointe at Russell Ranch	Lennar	FM	DTMJ	142	4	5	5	1	0	61	51	0.88	1.50	
Gold Cliff at Russell Ranch	Lennar	FM	DTMJ	63	0	5	6	1	0	42	28	0.61	0.82	
PlatinumPeak at Russell Ranch	Lennar	FM	DTMJ	100	0	5	5	1	0	46	26	0.69	0.76	
Rockcress at Folsom Ranch	Lennar	FM	DTMJ	118	0	2	5	0	0	116	36	0.87	1.06	
Silver Knoll at Russell Ranch	Lennar	FM	DTMJ	112	0	5	5	0	0	2	2	0.13	0.13	
Sterling Hills at Russell Ranch	Lennar	FM	DTMJ	112	0	5	5	1	1	7	7	0.41	0.41	
Stone Bluff at White Rock Springs	Richmond American	FM	DTMJ	81	0	5	19	0	0	70	32	0.57	0.94	
Stone Haven at White Rock Springs	Richmond American	FM	DTMJ	42	0	2	1	0	0	40	17	0.44	0.50	
Folsom Ranch - Debut	Taylor Morrison	FM	DTMJ	42	0	2	8	0	0	36	34	0.94	1.00	
Folsom Ranch - Encore	Taylor Morrison	FM	DTMJ	106	0	4	10	0	0	26	26	0.68	0.76	
Folsom Ranch - Legends	Taylor Morrison TSO	FM	DTMJ	110	0	TSO	6	2	0	25	25	0.65	0.74	
Canterly at Folsom Ranch	TRI Pointe	FM	DTMJ	100	0	2	30	1	0	43	43	1.58	1.58	
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMJ	72	0	3	35	0	0	32	19	0.51	0.56	
Lariat at Folsom Ranch	TRI Pointe	FM	DTMJ	41	0	2	30	1	1	36	36	1.33	1.33	
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMJ	90	0	4	35	0	0	39	26	0.63	0.76	
TOTALS: No. Reporting: 17		Avg. Sales: 0.35		Traffic to Sales: 28 : 1			64	227	8	2	666	412	Net: 6	
City Codes: FM= Folsom														

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE		DTMJ	51	0	2	9	0	0	42	9	0.35	0.26
Alder at Saratoga Estates	Elliott	EH		DTMJ	115	0	6	14	0	1	102	16	0.63	0.47
Manzanita at Saratoga	Elliott	EH		DTMJ	103	0	6	15	0	0	66	11	0.42	0.32
Ponderosa at Saratoga	Elliott	EH		DTMJ	56	0	3	6	0	0	11	5	0.15	0.15
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	4	5	1	0	95	36	0.66	1.06
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	0	3	5	1	1	273	59	1.06	1.74
Trento at The Promontory	Lennar	EH		DTMJ	32	0	2	5	0	0	5	5	0.25	0.25
Ridgeview	The New Home Co	EH		DTMJ	44	0	3	18	0	0	4	4	0.49	0.49
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	0	7	4	0	0	42	13	0.44	0.38
TOTALS: No. Reporting: 9		Avg. Sales: 0.00		Traffic to Sales: 41 : 1				36	81	2	2	640	158	Net: 0
City Codes: RE = Rescue, EH = El Dorado Hills														



Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 61									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	7	32	1	1	14	14	0.52	0.52
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	16	5	0	0	4	4	0.93	0.93
Harvest	Black Pine	LM		DTMJ	22	0	3	11	1	0	16	16	1.05	1.05
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	23	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	5	0	0	35	12	0.33	0.35
Balboa II	DR Horton	RV		DTST	172	0	2	10	3	0	85	74	1.54	2.18
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	2	14	3	0	71	50	1.16	1.47
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	9	17	0	1	62	14	0.55	0.41
Edgefield Place	JMC	RK		DTMJ	83	0	4	11	2	1	36	23	0.47	0.68
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	4	7	23	1	0	23	20	0.33	0.59
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	4	28	0	1	81	31	0.66	0.91
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	4	6	37	1	0	66	17	0.53	0.50
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	3	7	38	1	0	18	18	1.04	1.04
Palisade Village	JMC	RV		DTST	307	5	7	35	4	1	289	65	1.42	1.91
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	3	5	17	1	0	87	12	0.57	0.35
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	3	38	0	0	78	26	0.63	0.76
Sentinel	JMC	RV		DTST	256	0	4	21	0	0	156	25	0.86	0.74
Tribute Pointe	JMC	RK		DTMJ	99	0	3	17	0	0	20	12	0.26	0.35
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	6	27	0	1	48	35	0.65	1.03
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	1	3	0	0	146	24	0.83	0.71
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	6	10	0	0	77	7	0.61	0.21
Copper Ridge	KB Home <span>S/O</span>	LL		DTMJ	79	0	S/O	20	1	0	79	37	0.88	1.09
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	2	7	0	0	105	50	1.29	1.47
Morgan Knolls	KB Home	RV		DTMJ	58	3	5	10	2	0	15	15	0.88	0.88
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	9	0	0	238	21	1.07	0.62
Andorra at Sierra West	Lennar	RV		DTMJ	193	0	5	10	2	0	147	46	0.97	1.35
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	4	7	15	3	0	85	40	0.86	1.18
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	4	4	5	3	0	90	38	0.84	1.12
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	5	5	1	0	99	49	0.91	1.44
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	7	5	0	0	135	37	0.89	1.09
Meribel at Sierra West	Lennar	RV		DTMJ	167	3	6	20	4	0	142	41	0.92	1.21
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	4	5	0	0	91	43	0.87	1.26
St. Moritz at Sierra	Lennar	RV		DTMJ	144	4	5	15	3	0	139	42	0.91	1.24
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	5	5	1	0	22	20	0.52	0.59
Windham at Sierra West	Lennar	RV		DTMJ	105	0	4	5	0	0	95	47	1.07	1.38
Encore at Meadowlands	Meritage	LL		DTMJ	83	3	6	18	1	0	62	33	0.80	0.97
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	2	0	0	82	17	0.69	0.50
Roam at Winding Creek	Meritage	RV		DTMJ	95	4	5	12	3	0	84	38	0.89	1.12
Premier Soleil	Premier Homes	GB		DTMJ	52	0	2	29	0	0	32	8	0.56	0.24
Revere at Independence	Richmond American	LL		DTMJ	122	0	2	1	1	0	120	31	0.88	0.91
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	5	23	0	0	31	22	0.51	0.65
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	15	0	0	20	19	0.26	0.56
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	3	7	0	0	62	30	0.65	0.88
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	7	4	0	0	93	15	0.77	0.44
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	8	4	1	0	33	27	0.39	0.79

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 61									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	3	1	0	86	16	0.71	0.47
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	3	3	1	0	92	22	0.76	0.65
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	3	21	2	0	70	35	1.06	1.03
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	3	0	0	0	89	17	0.53	0.50
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	2	7	3	0	72	27	0.90	0.79
Eureka Grove	The New Home Co	GB		DTMJ	72	0	5	0	0	0	67	15	0.67	0.44
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	14	0	0	19	9	0.29	0.26
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	0	3	22	0	0	3	3	1.31	1.31
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	0	2	21	1	0	3	3	0.91	0.91
Magnolia at Granite Bay	TimLewis	GB		DTMJ	89	0	4	8	0	0	14	14	0.43	0.43
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	5	2	0	0	77	3	0.37	0.09
The Lake at Crown Point II	TimLewis	RK		DTMJ	17	0	2	3	0	0	1	1	0.30	0.30
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	4	6	0	0	103	28	0.81	0.82
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	6	0	0	95	28	0.75	0.82
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	3	6	11	1	0	21	14	0.39	0.41
Mbscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	3	6	0	0	19	17	0.35	0.50
TOTALS: No. Reporting: 61	Avg. Sales: 0.77		Traffic to Sales: 15 : 1				275	806	53	6	4344	1517	Net: 47	
City Codes: GB = Granite Bay, RV = Roseville, LM= Loomis, LL = Lincoln, RK = Rocklin														

Yolo County				Projects Participating: 10									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Parkside at The Rivers	Century	WS	DTMJ	82	3	4	14	1	0	26	25	0.60	0.74
Trailside at the Rivers	Century	WS	DTMJ	120	0	6	14	0	0	7	7	0.22	0.22
Cannon Pointe at Pioneer Village	Lennar	WL	DTMJ	107	0	3	5	0	0	29	29	0.96	0.96
Casera Meadow s at Pioneer Village	Lennar	WL	DTMJ	124	5	5	15	3	0	8	8	0.25	0.25
Orestada	Lennar	WL	DTMJ	105	0	6	5	1	0	49	38	0.90	1.12
Iris	Lennar	WL	DTMJ	97	0	5	5	1	0	57	48	0.87	1.41
Lavender	Lennar	WL	DTMJ	78	0	4	5	1	0	49	30	0.81	0.88
The Hdeaway	Meritage	VN	DTMJ	148	0	4	9	1	0	64	45	1.01	1.32
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	4	2	0	0	72	20	0.58	0.59
Revival	TimLewis	WL	DTST	72	0	3	10	0	0	17	7	0.25	0.21
TOTALS: No. Reporting: 10		Avg. Sales: 0.80		Traffic to Sales: 11 : 1			44	84	8	0	378	257	Net: 8
City Codes: WS = West Sacramento, WL = Woodland, VN = 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	FLY	DTMJ	40	0	3	23	0	0	19	1	0.18	0.03
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			3	23	0	0	19	1	Net: 0
City Codes: FLY = Plymouth													

Development Name	Developer	City Code	Notes	Type										
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	4	5	0	0	18	17	0.37	0.50
Sparrow	DR Horton	CO		DTMJ	86	0	3	4	0	0	17	13	0.27	0.38
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: N/A			7	9	0	0	35	30	Net: 0	
City Codes: CO = Chico														

Glenn County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Ambrosia	DR Horton	OR	DTST	95	0	5	3	1	0	26	25	0.53	0.74	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 3 : 1			5	3	1	0	26	25	Net: 1	
City Codes: OR = Orland														

Shasta County				Projects Participating: 4									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	3	6	0	0	13	12	0.36	0.35
Magnolia at Shastina Ranch	DR Horton	RD	DTMJ	66	0	7	6	0	1	15	15	0.41	0.44
Monroe	DR Horton	RD	DTST	20	0	3	1	0	0	1	1	0.14	0.14
Rio	DR Horton	RD	DTST	50	0	4	0	0	0	40	24	0.62	0.71
TOTALS: No. Reporting: 4		Avg. Sales: -0.25		Traffic to Sales: NA			17	13	0	1	69	52	Net: -1
City Codes: RD = Redding													

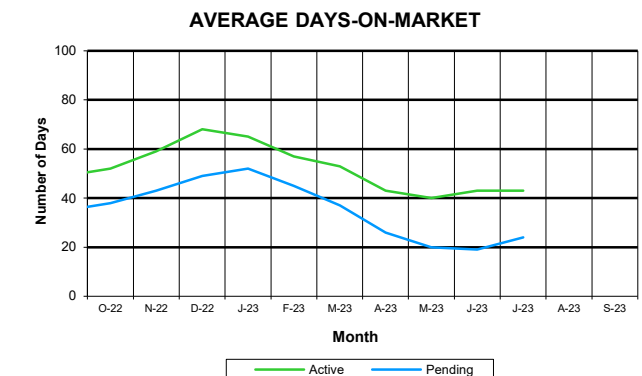
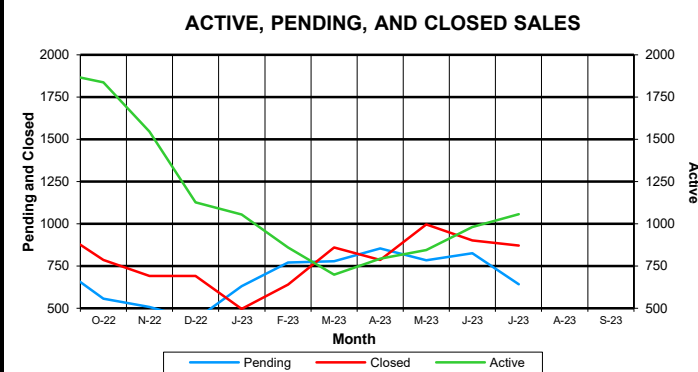
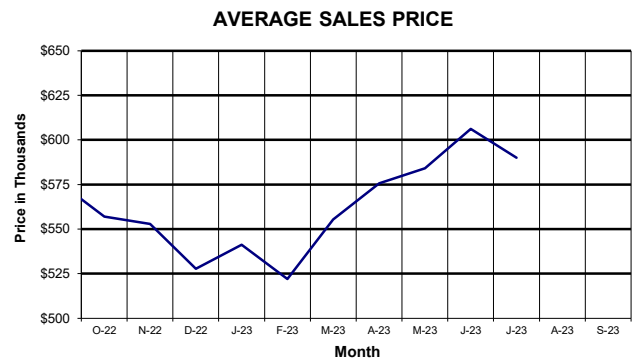
Sutter County				Projects Participating: 1											
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Aspire at Garden Glen		K Hovnanian S/O		LO	DTMJ	170	0	S/O	2	2	1	170	28	0.95	0.82
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 1 : 1				0	2	2	1	170	28	Net: 1	
City Codes: LO = Live Oak															

Yuba County				Projects Participating: 7									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Grove at Fumas Ranch	Cresleigh	FLK	DTMJ	72	0	4	16	1	0	18	18	0.85	0.85
Cresleigh Meadows at Fumas Ranch	Cresleigh	FLK	DTMJ	111	0	4	2	0	0	98	7	0.53	0.21
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMJ	145	3	6	6	1	0	45	28	0.61	0.82
Butte Vista at Cobblestone	KB Home	FLK	DTMJ	147	3	8	16	2	0	74	31	0.98	0.91
Cascade Valley at Cobblestone	KB Home	FLK	DTMJ	69	4	5	16	3	0	58	54	1.37	1.59
Windsor Crossing at River Oaks	Lennar	FLK	DTST	168	0	3	5	1	1	142	36	0.93	1.06
Seasons at Thoroughbred Acres	Richmond American	OL	DTMJ	139	0	4	2	1	0	126	32	0.80	0.94
TOTALS: No. Reporting: 7		Avg. Sales: 1.14		Traffic to Sales: 7 : 1			34	63	9	1	561	206	Net: 8
City Codes: FLK = Fumas Lake, WH = Wheatland, OL = Olivehurst													

Development Name	Developer	City Code	Notes	Type							
Sacramento					Projects Participating: 181						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 181	Avg. Sales: 0.61		Traffic to Sales: 17 : 1		762	2182	130	19	10916	4215	Net: 111
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											

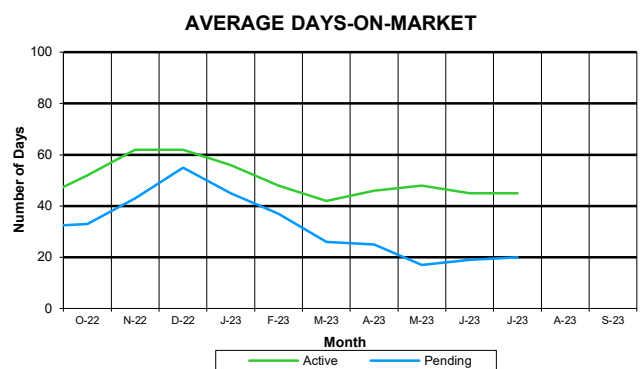
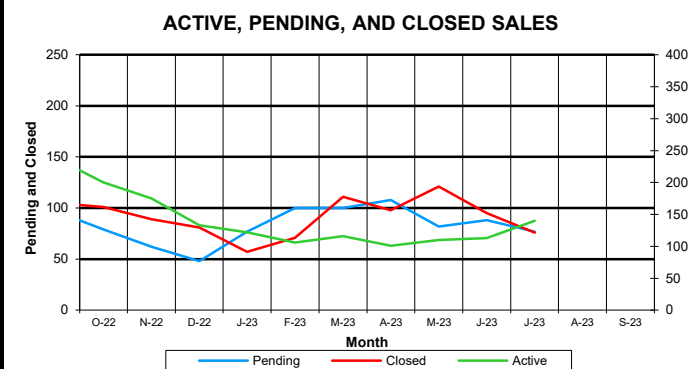
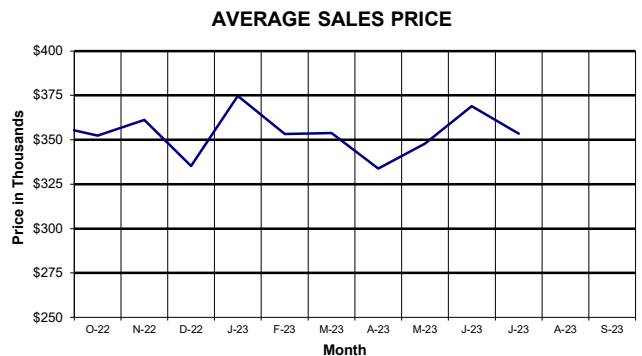
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	1,127	68	434	49	692	527,696
Jan-23	1,056	65	632	52	496	541,206
Feb-23	861	57	772	45	641	522,077
Mar-23	700	53	778	37	861	555,376
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048



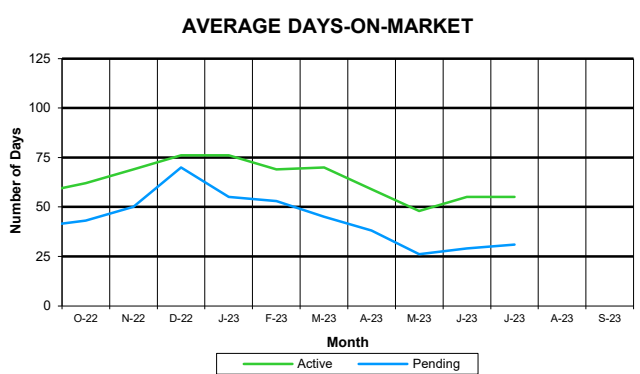
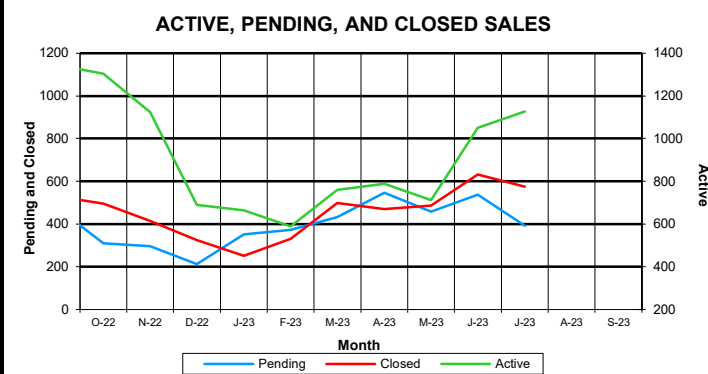
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	133	62	48	55	81	335,177
Jan-23	122	56	77	45	57	374,742
Feb-23	106	48	100	37	71	353,175
Mar-23	116	42	100	26	111	353,878
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	689	76	212	70	324	664,289
Jan-23	663	76	352	55	251	698,682
Feb-23	589	69	372	53	330	692,074
Mar-23	759	70	433	45	498	751,418
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808
Feb-23	109	67	89	43	66	613,993
Mar-23	123	78	89	34	97	669,686
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746

