

## **Ryness Report Quarterly Summary Data**

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Bay Area</b>						
<b>2023 Averages</b>	<b>114</b>	<b>12.1</b>	<b>0.80</b>	<b>0.08</b>	<b>0.72</b>	<b>15 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	112	12.3	0.83	0.08	0.75	15 : 1
1st Quarter	115	12.0	0.78	0.08	0.70	15 : 1
<b>Alameda County</b>						
<b>2023 Averages</b>	<b>22</b>	<b>13.4</b>	<b>0.96</b>	<b>0.10</b>	<b>0.85</b>	<b>14 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	22	15.6	1.03	0.09	0.94	15 : 1
1st Quarter	22	11.2	0.88	0.12	0.76	13 : 1
<b>Contra Costa County</b>						
<b>2023 Averages</b>	<b>24</b>	<b>16.4</b>	<b>0.90</b>	<b>0.05</b>	<b>0.85</b>	<b>18 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	24	15.3	0.90	0.05	0.85	17 : 1
1st Quarter	23	17.4	0.90	0.06	0.84	19 : 1
<b>Sonoma, Napa Counties</b>						
<b>2023 Averages</b>	<b>13</b>	<b>8.5</b>	<b>0.63</b>	<b>0.06</b>	<b>0.56</b>	<b>14 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	13	8.6	0.66	0.08	0.58	13 : 1
1st Quarter	13	8.4	0.59	0.04	0.55	14 : 1
<b>Marin County, San Francisco County</b>						
<b>2023 Averages</b>	<b>4</b>	<b>8.0</b>	<b>0.26</b>	<b>0.07</b>	<b>0.19</b>	<b>31 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	4	8.3	0.37	0.02	0.35	23 : 1
1st Quarter	4	7.6	0.16	0.12	0.04	48 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>San Mateo County</b>						
<b>2023 Averages</b>	<b>3</b>	<b>10.6</b>	<b>0.64</b>	<b>0.04</b>	<b>0.59</b>	<b>17 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	2	11.4	0.65	0.00	0.65	17 : 1
1st Quarter	3	10.1	0.63	0.07	0.56	16 : 1
<b>Solano County</b>						
<b>2023 Averages</b>	<b>22</b>	<b>8.5</b>	<b>0.87</b>	<b>0.13</b>	<b>0.74</b>	<b>10 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	21	7.5	0.88	0.16	0.72	9 : 1
1st Quarter	22	9.5	0.86	0.09	0.77	11 : 1
<b>Santa Clara County</b>						
<b>2023 Averages</b>	<b>15</b>	<b>14.5</b>	<b>0.76</b>	<b>0.07</b>	<b>0.69</b>	<b>19 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	15	14.0	0.74	0.05	0.70	19 : 1
1st Quarter	15	14.9	0.78	0.08	0.70	19 : 1
<b>Monterey, Santa Cruz &amp; San Benito</b>						
<b>2023 Averages</b>	<b>11</b>	<b>10.4</b>	<b>0.67</b>	<b>0.06</b>	<b>0.61</b>	<b>16 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.53	:
2nd Quarter	11	11.5	0.71	0.09	0.62	16 : 1
1st Quarter	11	9.3	0.62	0.03	0.59	15 : 1

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	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Central Valley</b>						
<b>2023 Averages</b>	<b>106</b>	<b>13.5</b>	<b>1.02</b>	<b>0.14</b>	<b>0.88</b>	<b>13 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	109	12.8	1.07	0.14	0.92	12 : 1
1st Quarter	104	14.3	0.97	0.14	0.83	15 : 1
<b>San Joaquin County</b>						
<b>2023 Averages</b>	<b>47</b>	<b>15.0</b>	<b>0.96</b>	<b>0.12</b>	<b>0.84</b>	<b>16 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	47	15.1	1.00	0.11	0.89	15 : 1
1st Quarter	48	14.9	0.93	0.13	0.80	16 : 1
<b>Tracy/Mountain House</b>						
<b>2023 Averages</b>	<b>12</b>	<b>20.8</b>	<b>1.16</b>	<b>0.09</b>	<b>1.07</b>	<b>18 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	11	18.5	1.23	0.09	1.14	15 : 1
1st Quarter	13	22.9	1.09	0.09	1.00	21 : 1
<b>Stanislaus County</b>						
<b>2023 Averages</b>	<b>8</b>	<b>6.9</b>	<b>0.82</b>	<b>0.16</b>	<b>0.66</b>	<b>8 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	8	6.4	0.84	0.09	0.75	8 : 1
1st Quarter	9	7.3	0.80	0.23	0.57	9 : 1
<b>Merced County</b>						
<b>2023 Averages</b>	<b>10</b>	<b>8.3</b>	<b>0.99</b>	<b>0.20</b>	<b>0.79</b>	<b>8 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	11	8.5	1.12	0.27	0.85	8 : 1
1st Quarter	9	8.0	0.84	0.12	0.72	10 : 1
<b>Fresno County</b>						
<b>2023 Averages</b>	<b>22</b>	<b>11.5</b>	<b>1.21</b>	<b>0.19</b>	<b>1.01</b>	<b>10 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	24	9.7	1.21	0.20	1.01	8 : 1
1st Quarter	19	13.8	1.20	0.19	1.01	12 : 1
<b>Madera County</b>						
<b>2023 Averages</b>	<b>7</b>	<b>12.7</b>	<b>0.85</b>	<b>0.09</b>	<b>0.76</b>	<b>15 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	7	12.9	0.95	0.15	0.80	14 : 1
1st Quarter	7	12.4	0.74	0.02	0.72	17 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Sacramento Valley</b>						
<b>2023 Averages</b>	<b>181</b>	<b>14.9</b>	<b>0.90</b>	<b>0.13</b>	<b>0.77</b>	<b>17 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	176	14.8	0.90	0.10	0.79	17 : 1
1st Quarter	186	14.9	0.90	0.15	0.75	17 : 1
<b>South Sacramento</b>						
<b>2023 Averages</b>	<b>25</b>	<b>17.6</b>	<b>0.99</b>	<b>0.16</b>	<b>0.83</b>	<b>18 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	25	21.3	1.06	0.16	0.91	20 : 1
1st Quarter	25	13.9	0.91	0.16	0.75	15 : 1
<b>Central/North Sacramento</b>						
<b>2023 Averages</b>	<b>38</b>	<b>13.7</b>	<b>0.82</b>	<b>0.14</b>	<b>0.68</b>	<b>17 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	35	13.3	0.83	0.10	0.73	16 : 1
1st Quarter	41	14.0	0.82	0.18	0.64	17 : 1
<b>Folsom</b>						
<b>2023 Averages</b>	<b>17</b>	<b>20.9</b>	<b>0.98</b>	<b>0.13</b>	<b>0.85</b>	<b>21 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	17	17.9	0.94	0.10	0.84	19 : 1
1st Quarter	16	24.0	1.01	0.16	0.85	24 : 1
<b>El Dorado County</b>						
<b>2023 Averages</b>	<b>8</b>	<b>11.5</b>	<b>0.67</b>	<b>0.04</b>	<b>0.62</b>	<b>17 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	9	11.9	0.74	0.05	0.69	16 : 1
1st Quarter	8	11.1	0.58	0.03	0.55	19 : 1
<b>Placer/Nevada County</b>						
<b>2023 Averages</b>	<b>66</b>	<b>15.7</b>	<b>0.95</b>	<b>0.12</b>	<b>0.83</b>	<b>16 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	64	14.7	0.89	0.09	0.80	17 : 1
1st Quarter	68	16.7	1.02	0.15	0.87	16 : 1
<b>Amador County</b>						
<b>2023 Averages</b>	<b>1</b>	<b>6.7</b>	<b>0.04</b>	<b>0.00</b>	<b>0.04</b>	<b>168 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	1	10.8	0.00	0.00	0.00	N/A : 1
1st Quarter	1	2.9	0.08	0.00	0.08	36 : 1

	Avg. Number of Projects Per Week	Average Traffic Per Week	Avg. Weekly Gross Sales Per Project	Avg. Weekly Gross Cans Per Project	Net Avg. Sales Per Week	Traffic to Sales Ratio
<b>Yolo County</b>						
<b>2023 Averages</b>	<b>10</b>	<b>10.4</b>	<b>0.86</b>	<b>0.11</b>	<b>0.75</b>	<b>12 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	10	10.1	0.86	0.12	0.74	12 : 1
1st Quarter	10	10.7	0.85	0.09	0.76	13 : 1
<b>North Counties (Sutter and Yuba Counties)</b>						
<b>2023 Averages</b>	<b>15</b>	<b>8.3</b>	<b>0.83</b>	<b>0.15</b>	<b>0.68</b>	<b>10 : 1</b>
4th Quarter					0.00	:
3rd Quarter					0.00	:
2nd Quarter	15	9.3	0.93	0.16	0.77	10 : 1
1st Quarter	15	7.3	0.74	0.14	0.60	10 : 1

# THE RYNESS REPORT

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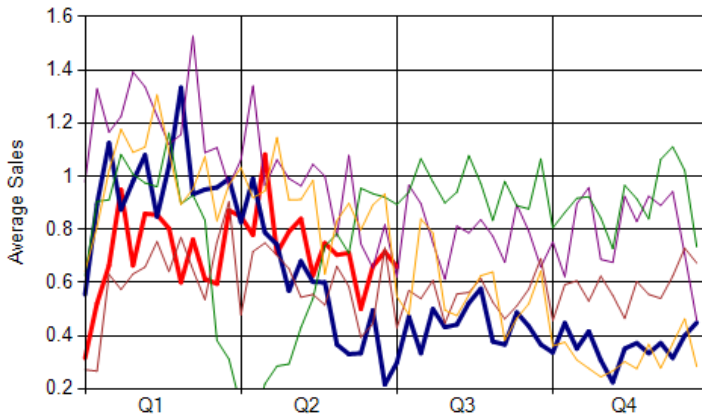
## Bay Area

Week 27

Ending: Sunday, July 9, 2023

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel			Avg.	Diff.	Avg.	Diff.
Alameda			24	332	24	1	23	0.96	0.86	12%	0.94	2%
Contra Costa			24	326	21	2	19	0.79	0.84	-6%	0.85	-7%
Sonoma, Napa			14	98	7	1	6	0.43	0.56	-23%	0.58	-26%
San Francisco, Marin			3	48	1	0	1	0.33	0.19	72%	0.35	-4%
San Mateo			2	19	0	0	0	0.00	0.58	-100%	0.65	-100%
Santa Clara			16	178	9	0	9	0.56	0.69	-18%	0.70	-19%
Monterey, Santa Cruz, San Benito			10	84	7	3	4	0.40	0.60	-33%	0.62	-36%
Solano			21	185	14	1	13	0.62	0.74	-16%	0.72	-14%
Current Week Totals		Traffic : Sales 15 : 1	114	1270	83	8	75	0.66	0.72	-9%	0.75	-12%
Per Project Average			11		0.73	0.07	0.66					
Year Ago - 07/10/2022		Traffic : Sales 22 : 1	104	951	44	13	31	0.30	0.76	-61%	0.58	-48%
% Change			10%	34%	89%	-38%	142%	121%	-5%		29%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 27

### 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	126	31	1.03	0.09	0.94	0.70
■	2019	154	17	0.70	0.10	0.60	0.58
■	2020	152	12	0.82	0.12	0.70	0.80
■	2021	117	15	1.14	0.07	1.07	0.93
■	2022	103	11	0.86	0.11	0.76	0.58
■	2023	114	12	0.80	0.08	0.72	0.72
% Change:		11%	10%	-7%	-26%	-5%	25%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The US housing market is defying predictions for a crash this year - thanks to a supply crunch and strong demand, Fannie Mae says. Fannie Mae recently revised its forecast for 2023 and 2024, saying national home prices will decline much less than previously expected. It now predicts home prices to fall by 1.2% this year and a further 2.2% next year. Earlier this year, it had estimated property prices would tumble by 4.2% in 2023 and a further 2.3% next year. "Current housing market dynamics continue to be fueled by the lack of existing homes available for sale, a trend that did not improve during the spring homebuying season, when more homes are typically put on the market. This has supported a return to home price growth in recent months and continued to boost new home construction," according to Fannie Mae. It's no surprise that housing inventory is tight in a world of higher borrowing costs. Home owners have been tempted to stay locked into low-rate mortgages, leaving them reluctant to sell, following the Federal Reserve's aggressive interest-rates increases over the past 15 months in a bid to cool inflation. With demand exceeding supply, some homebuyers are snapping up newly built homes instead of existing ones. "Homebuilders continue to add to that supply, but years of meager homebuilding over the past business cycle means the imbalance will likely continue for some time," according to Doug Duncan, Fannie Mae's chief economist. Source: Markets Insider Zahra Tayeb</p>
FHA	6.50%	6.65%	
	6.50%	6.75%	
10 Yr Yield	4.02%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 18									
					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
Maple Lane	DR Horton	LS		ATMJ	39	0	4	7	0	0	35	35	1.33	1.30
Island View at Alameda Marina	Landsea	AL		ATMJ	98	0	6	10	0	0	1	1	0.12	0.12
Waterside at Alameda Marina	Landsea	AL		ATMJ	84	0	4	10	0	0	3	3	0.36	0.36
Aspect at Innovation	Lennar	FR		ATMJ	167	4	6	12	2	0	86	29	0.96	1.07
Beacon at Bridgeway	Lennar	NK		DTMJ	120	0	3	25	0	0	17	17	0.70	0.70
Chroma at Innovation	Lennar	FR		ATMJ	146	0	5	13	1	0	84	27	1.40	1.00
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	3	13	2	0	93	39	1.09	1.44
Matrix at Innovation	Lennar S/O	FR		ATMJ	53	0	S/O	24	2	1	53	18	0.57	0.67
Terraces at Bridgeway	Lennar	NK		ATMJ	96	2	3	25	4	0	91	16	0.92	0.59
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	4	25	0	0	133	20	0.92	0.74
Vista at Bridgeway	Lennar	NK		DTMJ	72	0	4	25	1	0	13	13	0.78	0.78
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMJ	37	0	TSO	10	0	0	8	8	0.77	0.77
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	3	0	0	70	14	0.54	0.52
Landing at Bay37	Pulte	AL		ATMJ	96	0	1	3	1	0	94	15	0.73	0.56
Lookout at Bay37	Pulte	AL		ATMJ	138	0	5	3	1	0	60	22	0.46	0.81
Line at SoHay	Taylor Morrison S/O	HY		ATST	198	0	S/O	0	2	0	198	10	0.90	0.37
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	5	13	1	0	114	23	0.52	0.85
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	4	5	0	0	88	17	0.54	0.63
TOTALS: No. Reporting: 18		Avg. Sales: 0.89		Traffic to Sales: 13 : 1			60	226	17	1	1241	327	Net: 16	
City Codes: LS = San Leandro, AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 6									
					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
Abbey at Boulevard	Brookfield	DB		ATMJ	60	0	3	27	3	0	39	39	2.39	2.39
Ivy at Boulevard	Brookfield	DB	New	DTMJ	22	8	8	11	0	0	0	0	0.00	0.00
Melrose at Boulevard	Brookfield TSO	DB		DTMJ	75	0	TSO	0	0	0	69	33	1.09	1.22
Lombard at Boulevard	Lennar	DB		DTMJ	100	1	2	38	2	0	51	31	0.85	1.15
Venice at Boulevard	Lennar	DB		ATMJ	91	1	6	26	2	0	65	34	1.08	1.26
Vineyard Collection II	Ponderosa	LV		DTMJ	9	0	1	4	0	0	5	5	0.20	0.20
TOTALS: No. Reporting: 6		Avg. Sales: 1.17		Traffic to Sales: 15 : 1				20	106	7	0	229	142	Net: 7
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. Sls /Week	Av. Sls /YTD
Oak Park	Davidon	PH	DTMJ	34	0	6	6	0	0	26	18	0.34	0.67
Woodbury Highlands	Davidon	LF	ATMJ	99	0	15	20	2	0	41	12	0.28	0.44
Traditions at the Meadow	DeNova	MZ	DTMJ	65	3	4	50	2	0	51	42	1.64	1.56
Penny Lane	Trumark TSO	CN	ATMJ	70	0	TSO	5	0	0	11	11	0.57	0.57
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 20 : 1			25	81	4	0	129	83	Net: 4
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 TSO	DN		DTMJ	69	0	TSO	16	0	0	14	14	0.58	0.58
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			0	16	0	0	14	14	Net: 0	
City Codes: DN = Danville														

West Contra Costa					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	
Bay View at Richmond		Meritage		RM	DTMJ	94	0	4	6	0	0	4	4	0.20	0.20
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	6	0	0	4	4	Net: 0		
City Codes: RM= Richmond															

Antioch/Pittsburg					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	3	19	1	0	267	22	0.88	0.81	
Hills at Park Ridge	Davidon	AN	DTMJ	225	1	5	17	1	0	113	20	0.80	0.74	
Luca at Aviano	DeNova	AN	DTMJ	194	0	7	26	0	0	144	39	1.44	1.44	
Bayberry at Laurel Ranch	KB Home	AN	DTMJ	112	0	2	1	1	0	6	6	1.14	1.14	
Wildwood at Laurel Ranch	KB Home	AN	DTMJ	82	0	2	0	1	0	6	6	1.14	1.14	
Luna at Aviano	Lennar	AN	DTMJ	102	0	3	13	0	0	82	34	0.97	1.26	
Oriana at Aviano	Lennar	AN	DTMJ	115	5	5	13	5	0	95	35	1.13	1.30	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	6	10	0	0	110	24	0.78	0.89	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	4	7	1	0	73	29	0.71	1.07	
Rise at Cielo	TRI Pointe	AN	DTMJ	159	0	4	11	2	0	75	46	1.17	1.70	
Shine at Cielo	TRI Pointe	AN	DTMJ	137	0	2	11	0	0	69	40	1.07	1.48	
TOTALS: No. Reporting: 11		Avg. Sales: 1.09		Traffic to Sales: 11 : 1			43	128	12	0	1040	301	Net: 12	
City Codes: AN= Antioch, PT = Pittsburg														

East Contra Costa				Projects Participating: 7									
				Units	New Rel.	Rel'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Delta Coves	Blue Mountain	BI	DTMJ	104	0	4	8	0	0	94	7	0.47	0.26
Chandler	Brookfield	BT	DTMJ	160	0	13	11	1	2	102	34	1.04	1.26
Cypress Crossings	KB Home	OY	DTMJ	98	0	4	37	1	0	37	26	0.74	0.96
Woodbury at Emerson Ranch	Lennar	OY	DTMJ	104	0	2	4	1	0	83	26	1.15	0.96
Beacon at Delta Coves	Pulte	BI	DTST	30	0	5	8	0	0	1	1	0.06	0.06
Parkside	Richmond American	BT	DTMJ	34	3	5	5	2	0	8	8	0.97	0.97
Orchard Trails	Shea	BT	DTMJ	78	0	3	22	0	0	50	14	0.57	0.52
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 19 : 1			36	95	5	2	375	116	Net: 3
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	Rsv's	DTMJ	36	0	3	11	2	0	26	19	0.65	0.70
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	5	9	1	1	36	32	1.08	1.19
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	4	5	11	1	0	20	20	1.31	1.31
Willow at University District	DR Horton	RP		DTMJ	128	6	6	15	2	0	77	36	1.10	1.33
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	5	1	0	0	55	16	0.55	0.59
Aspect	Lafferty	PET		DTMJ	18	0	2	1	0	0	15	0	0.07	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	5	7	2	0	0	19	10	0.34	0.37
Seasons at University District	Richmond American	RP		DTMJ	52	2	10	9	0	0	31	11	0.44	0.41
Meadow Creek II	Ryder	SR	Rsv's	DTMJ	30	0	5	9	0	0	5	5	0.44	0.44
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	7	1	0	99	14	0.71	0.52
City 44	W Marketing	SR		ATMJ	44	0	18	5	0	0	26	3	0.27	0.11
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	2	0	0	22	12	0.45	0.44
Paseo Vista	W Marketing	SR		DTST	128	0	2	0	0	0	67	4	0.22	0.15
Portello	W Marketing	WD		DTMJ	68	0	5	16	0	0	22	13	0.46	0.48
TOTALS: No. Reporting: 14		Avg. Sales: 0.43		Traffic to Sales: 14 : 1				77	98	7	1	520	195	Net: 6
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, 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	ATMJ	80	0	15	14	0	0	46	14	0.47	0.52	
The Strand	Trumark	SN	DTMJ	32	0	9	22	0	0	13	2	0.15	0.07	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			24	36	0	0	59	16	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	Rsv's	ATMJ	54	0	12	12	1	0	21	6	0.17	0.22
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 12 : 1			12	12	1	0	21	6	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	SM	ATMJ	54	0	3	7	0	0	50	20	0.64	0.74	
Laguna Vista	SummerHill	FC	ATMJ	70	3	8	12	0	0	37	12	0.54	0.44	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			11	19	0	0	87	32	Net: 0	
City Codes: SM= San Mateo, FC= Foster City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 16									
					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	7	13	0	0	36	17	0.59	0.63
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	1	10	1	0	68	15	0.76	0.56
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	0	4	8	1	0	117	46	1.36	1.70
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	4	4	0	0	156	6	1.03	0.22
Lavender	Landsea	SV	Rsv's	ATMJ	128	4	5	18	1	0	76	29	0.84	1.07
Anza at Agrihood	Pulte	SC		ATMJ	36	0	4	15	0	0	24	24	0.99	0.99
Gateway at Central	Pulte	SJ		ATMJ	72	0	9	15	0	0	23	6	0.38	0.22
Plaza at Central	Pulte	SJ		ATMJ	90	0	3	15	0	0	40	11	0.88	0.41
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	8	8	4	0	0	52	5	0.52	0.19
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	10	4	0	0	58	14	0.52	0.52
Bellaterra - Towns	SummerHill	LG		ATMJ	97	2	8	5	0	0	44	7	0.39	0.26
Verano	SummerHill	MV		ATMJ	115	11	8	29	4	0	49	37	1.19	1.37
Arroyo Village	Taylor Morrison	CP		ATMJ	88	0	4	5	0	0	5	5	1.17	1.17
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMJ	67	0	3	2	0	0	4	4	1.22	1.22
Lotus at Urban Oak	TRI Pointe	SJ		DTMJ	123	0	4	12	1	0	18	15	0.36	0.56
Jasper	Truemark	MH		ATMJ	101	0	5	19	1	0	34	13	0.47	0.48
TOTALS: No. Reporting: 16		Avg. Sales: 0.56		Traffic to Sales: 20 : 1				87	178	9	0	804	254	Net: 9
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: 10									
					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
Promontory at Ridgemark	Century	HO	DTMJ	90	0	2	15	2	0	28	24	0.65	0.89	
Hghgrove at Fairview (SFD)	KB Home	HO	DTMJ	138	0	12	20	2	2	3	3	0.48	0.48	
Roberts Ranch	KB Home	HO	DTMJ	192	0	3	3	0	1	189	34	1.51	1.26	
Serenity V	Legacy	HO	DTMJ	31	0	4	10	0	0	9	9	0.29	0.33	
Elderberry	Lennar	HO	DTMJ	66	0	4	8	1	0	19	17	0.56	0.63	
Laurel	Lennar	HO	DTMJ	67	0	4	10	1	0	15	13	0.44	0.48	
Montclair	Meritage	HO	DTMJ	99	0	2	5	0	0	97	18	0.88	0.67	
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	5	6	0	0	84	11	0.83	0.41	
Enclave, The	Shea	SS	DTMJ	61	0	4	2	1	0	46	6	0.42	0.22	
Sea House II at The Dunes	Shea	MA	ATMJ	79	0	3	5	0	0	71	22	0.70	0.81	
TOTALS: No. Reporting: 10		Avg. Sales: 0.40		Traffic to Sales: 12 : 1			43	84	7	3	561	157	Net: 4	
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

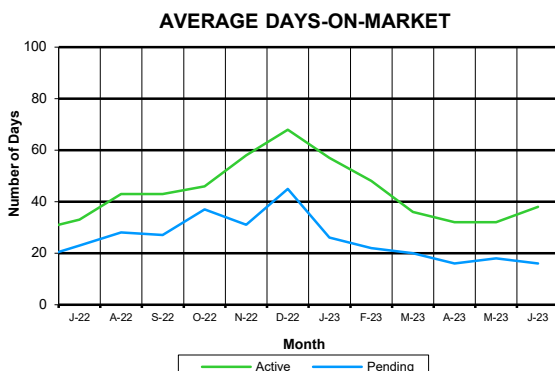
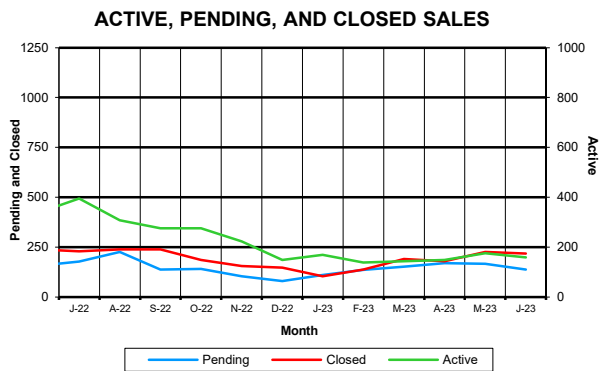
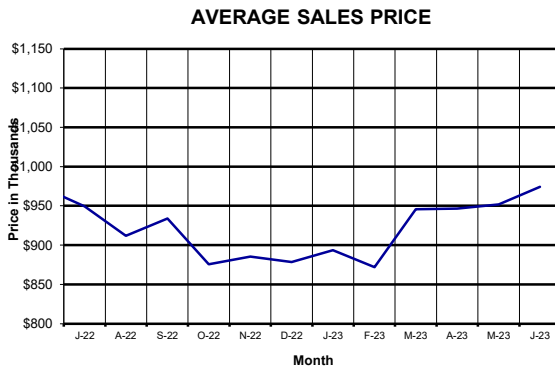
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 21									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hrizon at One Lake	Brookfield	FF		ATMJ	50	0	4	10	0	0	18	10	0.28	0.37
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	9	11	0	0	21	5	0.33	0.19
Monte Verde	Century	FF		DTMJ	124	0	5	15	1	1	64	32	1.12	1.19
Luminescence at Liberty	DeNova	RV		AASF	311	0	9	3	1	0	97	22	0.93	0.81
One56 at One Lake	DeNova	FF		DTMJ	56	2	5	22	0	0	51	32	0.98	1.19
Iris at The Villages	DR Horton	FF		DTMJ	119	4	5	22	3	0	33	31	1.05	1.15
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	3	1	1	0	23	17	0.45	0.63
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	5	6	0	0	23	18	0.45	0.67
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	4	8	0	0	67	18	0.76	0.67
Oreston at One Lake	Lennar	FF		DTMJ	130	0	3	0	0	0	127	19	0.88	0.70
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	4	11	3	0	45	32	0.69	1.19
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	3	2	0	0	35	18	0.52	0.67
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	2	2	0	0	86	4	0.56	0.15
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	6	3	0	0	45	21	0.48	0.78
Seasons at Homestead	Richmond American	DX		DTMJ	85	4	7	5	1	0	27	16	0.41	0.59
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	5	5	0	0	75	19	0.63	0.70
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	3	18	1	0	71	23	1.02	0.85
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	8	8	1	0	115	24	0.84	0.89
Glisten at One Lake	TRI Pointe	FF		DTMJ	75	0	0	11	0	0	0	0	0.00	0.00
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	4	11	0	0	92	10	0.66	0.37
Splash at One Lake	TRI Pointe	FF		DTMJ	104	0	3	11	2	0	75	16	0.60	0.59
TOTALS: No. Reporting: 21		Avg. Sales: 0.62		Traffic to Sales: 13 : 1				97	185	14	1	1190	387	Net: 13
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
GRAND TOTALS: No. Reporting: 114	Avg. Sales: 0.66	Traffic to Sales: 15 : 1	539	1270	83	8	6274	2034	Net: 75	
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

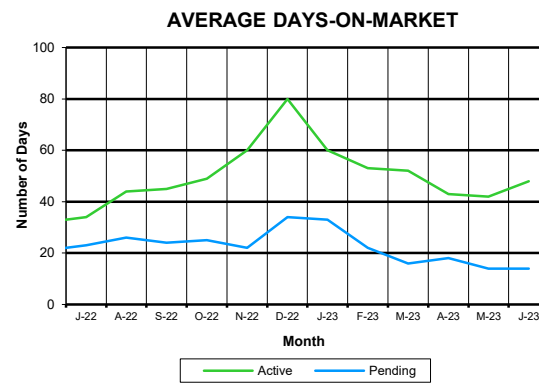
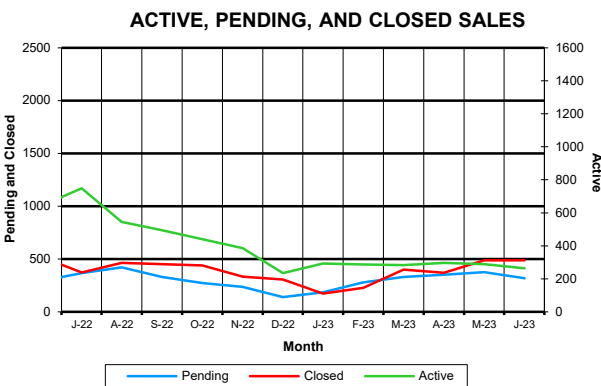
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	223	58	103	31	155	885,403
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093



## San Jose Metro SFD Monthly MLS Survey

## San Jose, Santa Clara & Sunnyvale

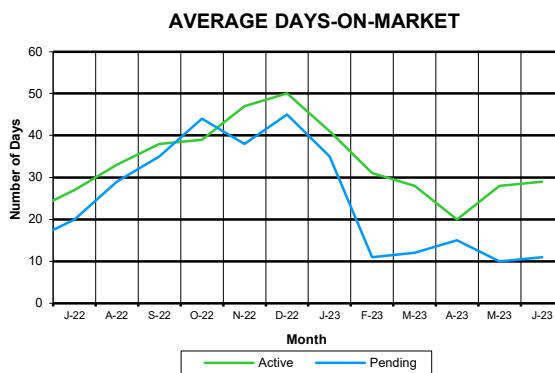
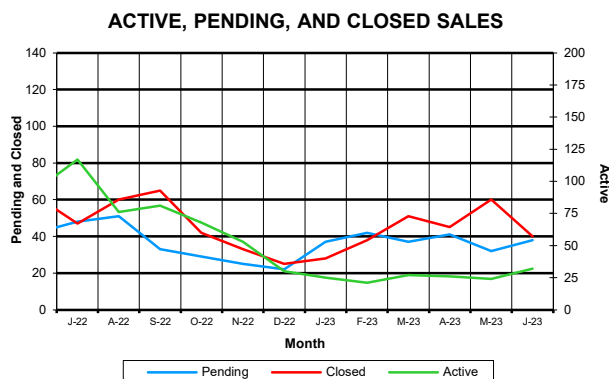
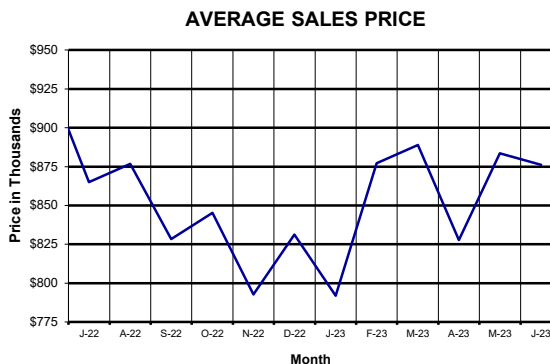
Month	Active DOM		Pend.	DOM	Clsd.	Avg. Price
Nov-22	385	60	237	22	333	1,581,235
Dec-22	234	80	138	34	305	1,480,356
Jan-23	292	60	184	33	172	1,549,741
Feb-23	286	53	280	22	226	1,497,535
Mar-23	283	52	331	16	400	1,667,106
Apr-23	296	43	352	18	370	1,735,317
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

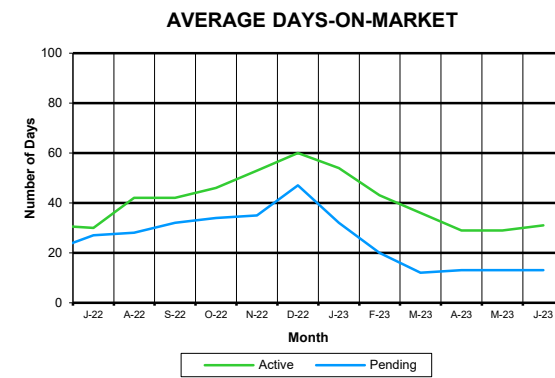
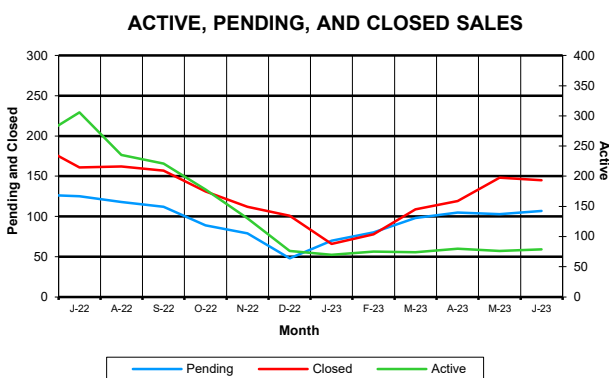
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	53	47	25	38	33	792,682
Dec-22	30	50	22	45	25	831,240
Jan-23	25	41	37	35	28	791,926
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177



## Amador Valley SFD Monthly MLS Survey

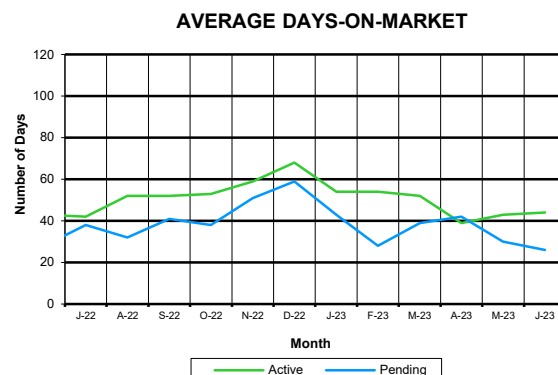
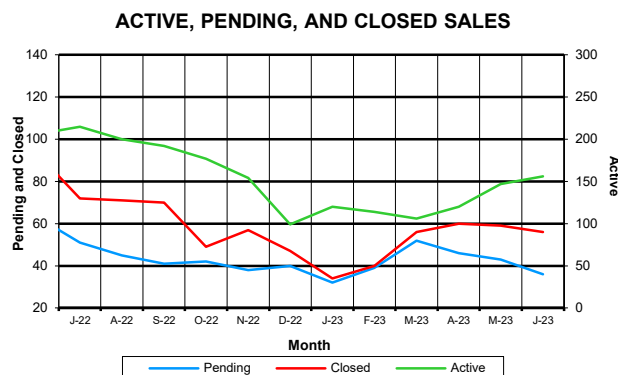
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	130	53	79	35	112	1,444,704
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



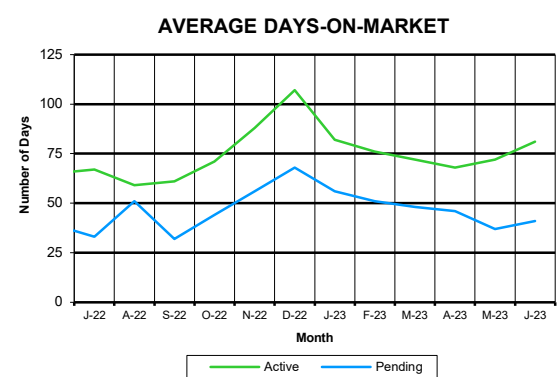
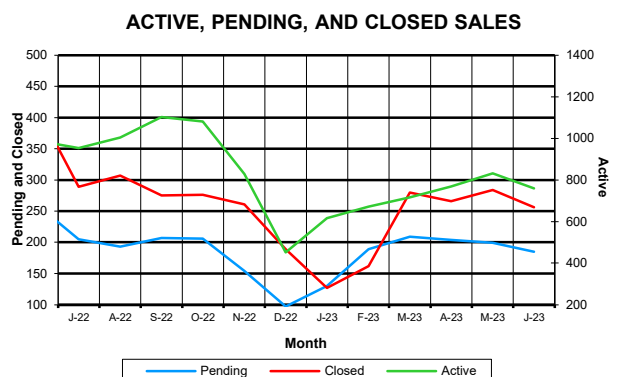
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	154	59	38	51	57	620,131
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



## San Francisco Attd. Monthly MLS Survey

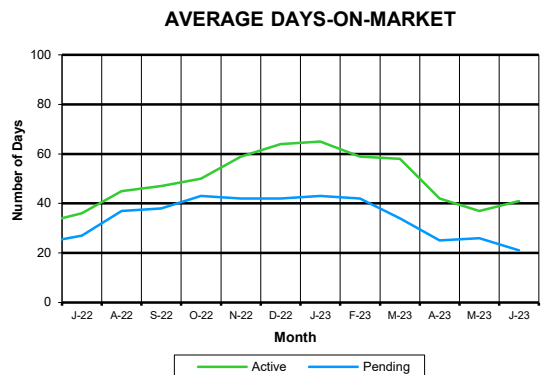
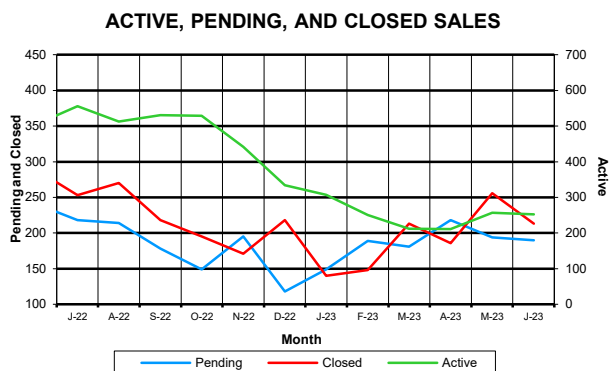
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	829	88	154	56	261	1,515,593
Dec-22	452	107	97	68	189	1,258,316
Jan-23	616	82	130	56	127	1,343,962
Feb-23	672	76	189	51	162	1,359,676
Mar-23	717	72	209	48	280	1,370,613
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829



## E. Contra Costa SFD Monthly MLS Survey

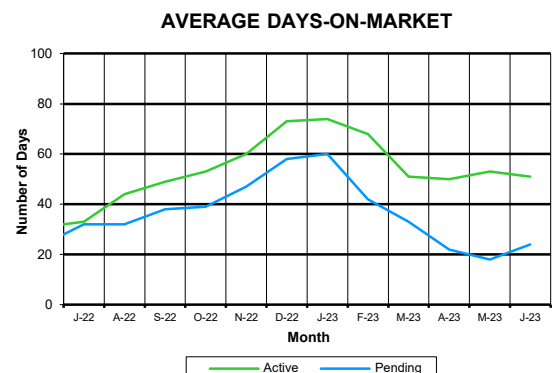
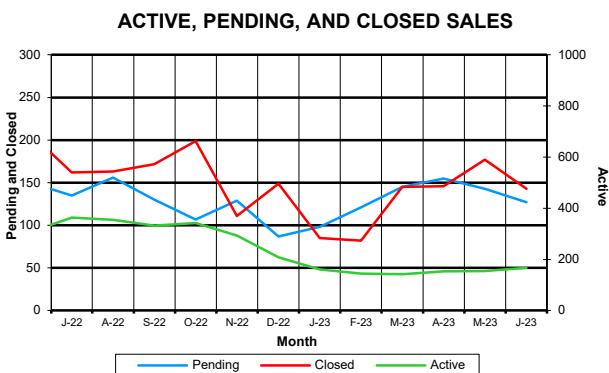
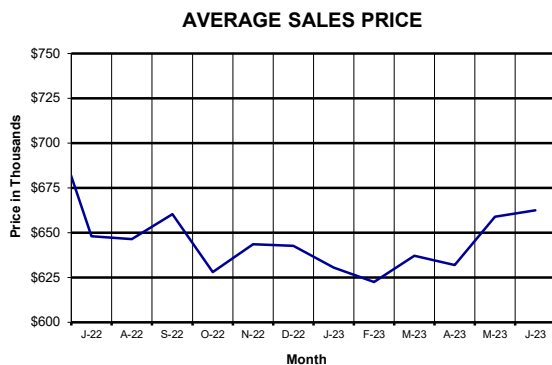
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	442	59	195	42	171	677,926
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



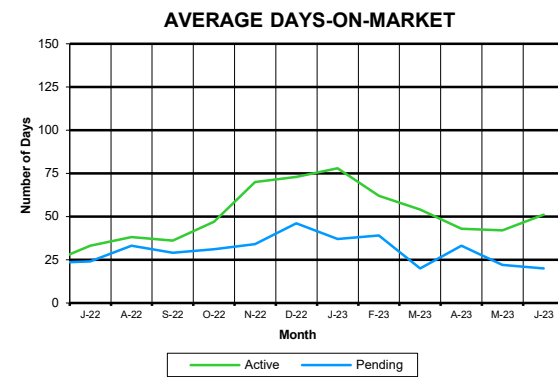
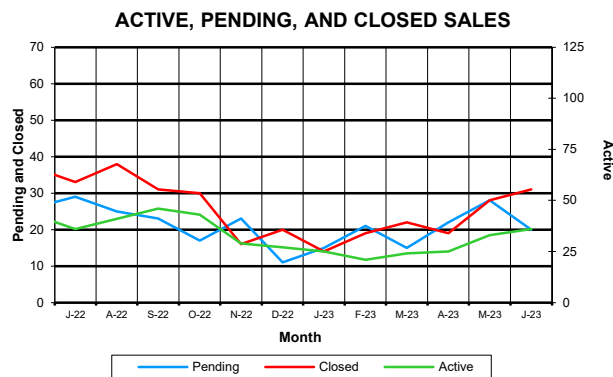
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	294	60	129	47	111	643,510
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



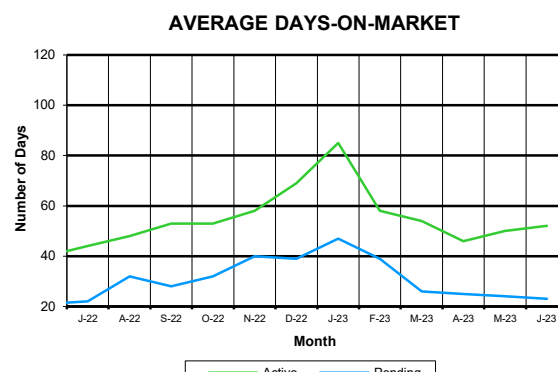
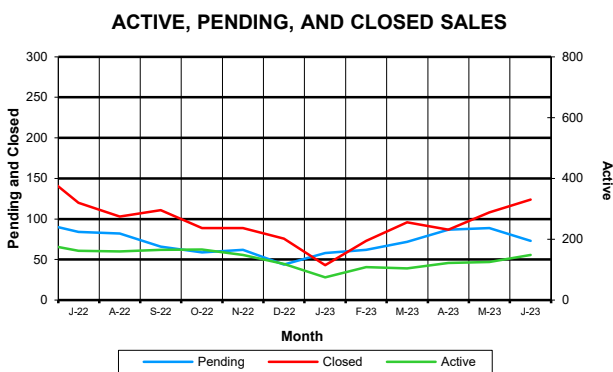
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	29	70	23	34	16	506,934
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



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	149	58	62	40	89	839,169
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



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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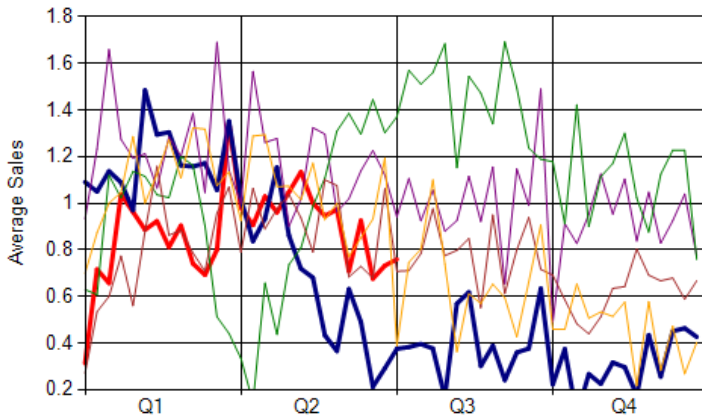
## Central Valley

Week 27

Ending: Sunday, July 9, 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	113	10	1	9	0.82	1.06	-23%	1.14	-28%
San Joaquin County			47	765	40	3	37	0.79	0.84	-6%	0.89	-11%
Stanislaus County			9	46	7	3	4	0.44	0.65	-32%	0.75	-41%
Merced County			10	73	10	4	6	0.60	0.78	-23%	0.85	-29%
Madera County			8	108	7	1	6	0.75	0.76	-1%	0.80	-6%
Fresno County			27	714	28	5	23	0.85	1.01	-15%	1.01	-16%
Current Week Totals		Traffic : Sales 18 : 1	112	1819	102	17	85	0.76	0.87	-13%	0.92	-18%
Per Project Average			16 0.91 0.15 0.76									
Year Ago - 07/10/2022		Traffic : Sales 19 : 1	96	1126	59	23	36	0.38	0.90	-59%	0.66	-44%
% Change			17%	62%	73%	-26%	136%	102%	-3%	39%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 27

### 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	67	24	1.19	0.16	1.04	0.80
■	2019	77	22	0.98	0.14	0.84	0.77
■	2020	82	21	1.16	0.20	0.96	1.11
■	2021	105	17	1.32	0.12	1.20	1.09
■	2022	102	14	1.08	0.18	0.90	0.64
■	2023	106	14	1.01	0.14	0.87	0.87
% Change:		4%	-1%	-6%	-21%	-3%	36%

\* 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 US housing market is defying predictions for a crash this year - thanks to a supply crunch and strong demand, Fannie Mae says. Fannie Mae recently revised its forecast for 2023 and 2024, saying national home prices will decline much less than previously expected. It now predicts home prices to fall by 1.2% this year and a further 2.2% next year. Earlier this year, it had estimated property prices would tumble by 4.2% in 2023 and a further 2.3% next year. "Current housing market dynamics continue to be fueled by the lack of existing homes available for sale, a trend that did not improve during the spring homebuying season, when more homes are typically put on the market. This has supported a return to home price growth in recent months and continued to boost new home construction," according to Fannie Mae. It's no surprise that housing inventory is tight in a world of higher borrowing costs. Home owners have been tempted to stay locked into low-rate mortgages, leaving them reluctant to sell, following the Federal Reserve's aggressive interest-rates increases over the past 15 months in a bid to cool inflation. With demand exceeding supply, some homebuyers are snapping up newly built homes instead of existing ones. "Homebuilders continue to add to that supply, but years of meager homebuilding over the past business cycle means the imbalance will likely continue for some time," according to Doug Duncan, Fannie Mae's chief economist. Source: Markets Insider Zahra Tayeb</p>
<b>FHA</b>	<b>6.50%</b>	<b>6.65%</b>	
	<b>6.50%</b>	<b>6.75%</b>	
<b>10 Yr Yield</b>	<b>4.02%</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	Rsv's	DTMJ	121	3	6	30	3	0	107	31	1.04	1.15
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	3	5	30	1	0	72	38	0.70	1.41
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	3	3	1	0	87	35	1.14	1.30
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	4	4	2	1	21	21	0.86	0.86
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	4	4	1	0	20	20	0.82	0.82
Hillview	Lennar	TH		DTMJ	214	0	8	1	0	0	52	28	0.91	1.04
Parkin at Tracy Hills	Lennar	TH		DTMJ	69	0	3	0	1	0	32	25	0.76	0.93
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	1	0	0	0	199	32	0.90	1.19
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	4	3	4	1	0	38	28	1.00	1.04
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	5	15	0	0	130	37	1.07	1.37
Langston at Mountain House	Shea	MH		ATMJ	302	0	6	22	0	0	213	42	1.18	1.56
TOTALS: No. Reporting: 11		Avg. Sales: 0.82		Traffic to Sales: 11 : 1				48	113	10	1	971	337	Net: 9
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi				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	
Talavera	DR Horton	S/O	LD	DTMJ	27	0	S/O	1	1	0	27	10	0.50	0.37
Aspire at River Terrace II	K Hovnanian		SK	DTMJ	107	0	3	4	1	0	100	31	0.85	1.15
Santorini	KB Home		SK	DTMJ	86	0	1	0	0	0	85	16	0.84	0.59
The Preserve at Creekside	KB Home		SK	DTMJ	128	0	5	22	1	0	15	15	0.87	0.87
Verona at Destinations	KB Home		SK	ATMJ	106	0	4	9	0	0	100	22	0.86	0.81
Keys II at Westlake	Lennar		SK	DTMJ	86	0	5	23	0	0	17	15	0.51	0.56
Shoreside at Westlake	Lennar		SK	DTMJ	99	3	6	20	1	0	14	14	0.57	0.57
Waterside at Westlake	Lennar		SK	DTMJ	92	3	6	5	1	0	10	10	0.52	0.52
Westlake	Meritage		SK	DTMJ	84	0	4	3	0	0	73	30	1.06	1.11
Autumn Trails at Westlake	Richmond American		SK	DTMJ	112	3	7	8	2	0	39	16	0.55	0.59
Summers Bend at Westlake	Richmond American		SK	DTMJ	96	0	6	7	1	0	40	19	0.58	0.70
TOTALS: No. Reporting: 11		Avg. Sales: 0.73		Traffic to Sales: 13 : 1				47	102	8	0	520	198	Net: 8
City Codes: LD = Lodi, SK = Stockton														

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 36									
					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	4	4	43	1	0	156	16	1.50	0.59
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	4	5	21	3	0	36	36	1.42	1.42
Pinnacle at North Main	DR Horton	MN		DTMJ	87	3	4	14	3	0	82	47	1.24	1.74
Summit at North Main	DR Horton TSO	MN		DTST	67	0	TSO	0	0	0	60	10	0.87	0.37
Yosemite Greens	DR Horton	MN		DTMJ	99	0	4	23	1	1	69	46	1.50	1.70
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	4	14	1	0	33	21	0.63	0.78
Balboa at River Islands	Kiper	LP	Rsv's	DTMJ	172	0	2	38	2	0	103	38	0.97	1.41
Freestone	Kiper	MN		DTMJ	60	0	3	29	0	0	50	23	0.70	0.85
Skye at River Islands	Kiper	LP		DTMJ	155	0	4	49	0	0	71	24	0.81	0.89
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	4	2	1	0	125	14	0.33	0.52
Horizon at River Islands	Lennar	LP		DTMJ	143	0	3	7	2	0	138	31	1.11	1.15
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	3	10	0	0	147	34	1.18	1.26
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	6	13	1	0	106	57	1.14	2.11
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	3	17	1	0	146	36	1.18	1.33
Laguna at River Islands	Pulte	LP		DTMJ	110	0	6	15	1	0	59	31	0.68	1.15
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	5	5	0	0	75	33	0.87	1.22
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	1	24	1	0	56	6	0.63	0.22
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	3	24	0	0	92	21	1.02	0.78
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	4	6	0	0	33	21	0.51	0.78
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	2	5	17	1	0	93	21	0.90	0.78
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	17	1	0	2	2	0.47	0.47
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	9	10	2	2	32	19	0.50	0.70
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	3	4	0	0	45	26	0.59	0.96
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	6	5	1	0	3	3	0.70	0.70
Villa Ticino	Richmond American	MN		DTMJ	100	0	14	10	0	0	0	0	0.00	0.00
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	6	20	2	0	87	33	1.04	1.22
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	5	33	0	0	63	20	0.68	0.74
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	15	0	0	29	22	0.54	0.81
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	4	11	0	0	45	19	0.64	0.70
Avalon at River Islands	Trumark	LP		DTMJ	57	0	1	30	0	0	35	13	0.45	0.48
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	4	27	2	0	45	12	0.63	0.44
Dawn at The Collective	Trumark	MN		AASF	76	0	14	16	0	0	11	6	0.16	0.22
Vida at The Collective	Trumark	MN		AASF	103	0	3	16	3	0	26	16	0.36	0.59
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	4	31	1	0	29	23	0.52	0.85
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	4	36	0	0	17	17	1.20	1.20
Avendale	Warrington	MN		DTMJ	49	0	4	11	1	0	23	23	1.33	1.33
TOTALS: No. Reporting: 36					Avg. Sales: 0.81					Traffic to Sales: 21 : 1				
City Codes: MN = Manteca, LP = Lathrop					160	663	32	3	2222	820	Net: 29			

Development Name	Developer	City Code	Notes	Type										
Modesto					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
Avalon	Bright	CE		DTMJ	33	0	5	3	2	0	25	17	0.55	0.63
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 2 : 1			5	3	2	0	25	17	Net: 2	
City Codes: CE = Ceres														

Stanislaus County					Projects Participating: 6									
					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
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	3	6	8	3	0	106	17	1.00	0.63	
Carmel Ranch	K Hovnanian	OD	DTMJ	50	0	6	5	0	1	4	4	0.17	0.17	
Acacia at Patterson Ranch	KB Home	FR	DTMJ	80	0	6	6	0	0	6	6	1.14	1.14	
Fieldstone II	KB Home TSO	HG	DTST	50	0	TSO	0	0	0	44	17	0.70	0.63	
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	0	5	14	1	1	176	21	1.05	0.78	
T Street Customs	SCM	NW	DTMJ	10	0	4	2	0	0	1	1	0.02	0.04	
TOTALS: No. Reporting: 6		Avg. Sales: 0.33		Traffic to Sales: 9 : 1			27	35	4	2	337	66	Net: 2	
City Codes: FR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman														

Turlock					Projects Participating: 2									
					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	5	8	0	1	39	23	0.66	0.85	
Les Chateaux	KB Home	TK	DTMJ	60	0	3	0	1	0	57	30	0.79	1.11	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: 8 : 1			8	8	1	1	96	53	Net: 0	
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 10									
					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	0	8	4	1	2	62	24	0.86	0.89	
Lantana	DR Horton	MD	DTMJ	99	0	13	1	1	0	39	36	1.25	1.33	
Monterra VI	DR Horton	MD	DTMJ	61	0	3	7	1	0	22	22	1.79	1.79	
New castle	DR Horton	MD	DTMJ	33	0	8	5	1	0	16	16	1.05	1.05	
Stoneridge South III	DR Horton	MD	DTMJ	64	0	12	9	1	2	23	23	0.84	0.85	
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	14	15	0	0	44	12	0.45	0.44	
Sunrise Ranch	Meritage	LB	DTMJ	87	0	6	4	1	0	81	31	0.94	1.15	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	3	5	12	1	0	55	13	0.61	0.48	
Cypress Terrace	Stonefield Home	MD	DTST	163	4	6	11	1	0	128	20	0.64	0.74	
Villas II, The	Stonefield Home	LB	DTST	191	3	4	5	2	0	96	10	0.75	0.37	
TOTALS: No. Reporting: 10		Avg. Sales: 0.60		Traffic to Sales: 7 : 1			79	73	10	4	566	207	Net: 6	
City Codes: LB = Los Banos, MD = Merced														

Development Name	Developer	City Code	Notes	Type										
Madera County					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
Greenhills Estates	Century	CW		DTMJ	70	0	7	6	0	0	43	22	0.64	0.81
Omni	Century	MDA		DTMJ	61	0	11	3	0	1	21	19	0.49	0.70
Pecan Square	DR Horton	MDA		DTMJ	112	0	4	6	3	0	47	47	1.79	1.74
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	5	11	0	0	16	13	0.40	0.48
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	41	0	0	106	3	0.83	0.11
Riverstone - Clementine II	Lennar	MDA		DTST	59	6	4	41	4	0	37	37	1.41	1.37
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	6	0	0	0	23	3	0.18	0.11
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	5	0	0	0	46	6	0.36	0.22
TOTALS: No. Reporting: 8		Avg. Sales: 0.75		Traffic to Sales: 15 : 1				44	108	7	1	339	150	Net: 6
City Codes: CW = Chowchilla, MDA = Madera														

Fresno County				Projects Participating: 27										
				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	8	1	0	1	73	23	0.81	0.85	
Olivewood	Century	FR	DTMJ	169	0	6	13	0	0	163	22	1.51	0.81	
The Crossings II	Century	KER	DTMJ	104	0	6	3	1	0	85	30	1.18	1.11	
Serenade	DR Horton	SAN	DTMJ	129	0	3	10	2	0	19	19	1.85	1.85	
Aspire at Sunnyside	K Hovnanian	FO	DTST	132	0	6	0	0	0	126	0	0.56	0.00	
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	0	5	6	1	0	31	5	0.40	0.19	
Centrella Estates	KB Home	FR	DTMJ	74	0	4	5	1	1	38	38	2.49	2.49	
Centrella Villas	KB Home	FR	DTMJ	107	0	3	4	1	0	61	37	1.21	1.37	
Cielo Ranch 5000s	KB Home	CV	DTST	92	0	4	8	1	0	18	18	1.37	1.37	
Cielo Ranch 6000s	KB Home	CV	DTMJ	89	0	2	7	1	0	7	7	0.84	0.84	
Legacy at Highland	KB Home	CV	DTMJ	42	0	2	10	1	0	30	30	1.02	1.11	
Brambles- Starling	Lennar	FR	ATST	150	4	5	45	1	0	143	35	1.19	1.30	
Catalina Park - Surf	Lennar	FR	DTMJ	82	0	3	3	3	0	34	29	1.16	1.07	
Daffodil Hill - Clementine	Lennar	FR	DTMJ	110	5	6	4	4	1	60	39	0.85	1.44	
Ellingsworth- Choral Series	Lennar	CV	DTMJ	86	0	6	1	1	0	2	2	1.75	1.75	
Juniper Hills- Orchard & Clementine	Lennar	FR	DTMJ	124	3	6	188	1	0	18	18	1.26	1.26	
Juniper Hills- Solana	Lennar	FR	DTST	77	5	6	139	4	1	33	33	1.31	1.31	
Juniper Hills- Surf	Lennar	FR	DTMJ	148	3	6	124	1	0	25	24	0.92	0.89	
Sterling Acres- Coronet	Lennar	FR	DTMJ	96	0	3	33	1	0	73	38	1.02	1.41	
Veneto Park - Starling Townhomes	Lennar	CV	ATMJ	185	5	4	46	3	0	109	71	0.94	2.63	
Canyon Ridge at The Preserve	Woodside	FT	DTMJ	59	0	8	4	0	0	0	0	0.00	0.00	
Cottonwood Creek at The Preserve	Woodside	FT	DTMJ	121	0	4	10	0	0	3	3	0.30	0.30	
Ivy Gate at Farmstead	Woodside	CV	DTMJ	113	0	5	0	0	0	56	8	0.36	0.30	
Red Porch at Farmstead	Woodside	CV	DTMJ	55	0	13	24	0	0	40	5	0.26	0.19	
Somerset Crossing	Woodside	FO	ATST	99	0	4	7	0	0	52	13	0.43	0.48	
Springs at Brooklyn Trail	Woodside	FR	DTMJ	115	0	5	8	0	1	85	1	0.55	0.04	
Woodlands at Brooklyn Trail	Woodside	FR	DTMJ	100	0	2	11	0	0	52	4	0.33	0.15	
TOTALS: No. Reporting: 27		Avg. Sales: 0.85		Traffic to Sales: 26 : 1			135	714	28	5	1436	552	Net: 23	
City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant														

# The Ryness Report

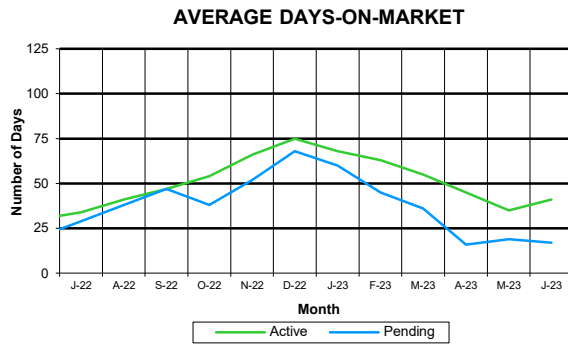
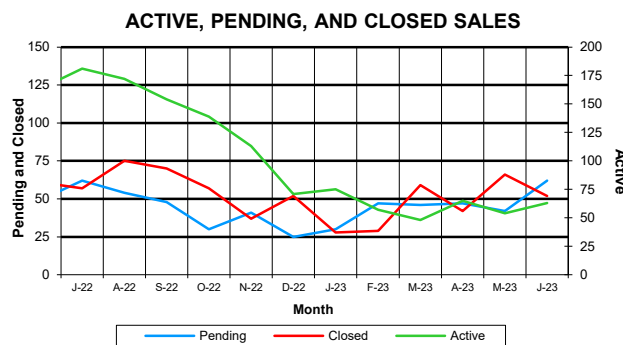
Week Ending  
Sunday, July 9, 2023

Central Valley Page 5 of 5

Development Name	Developer	City Code	Notes	Type							
Central Valley					Projects Participating: 112						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 112	Avg. Sales: 0.76	Traffic to Sales: 18 : 1	553	1819	102	17	6512	2400	Net: 85		
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											

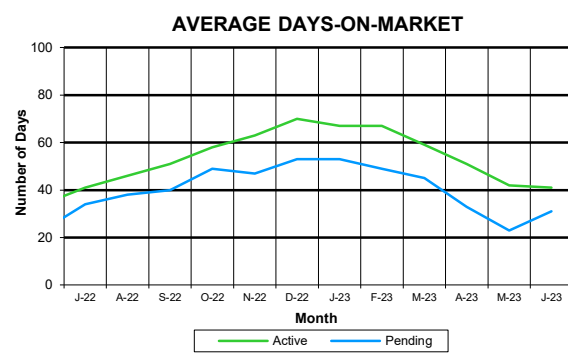
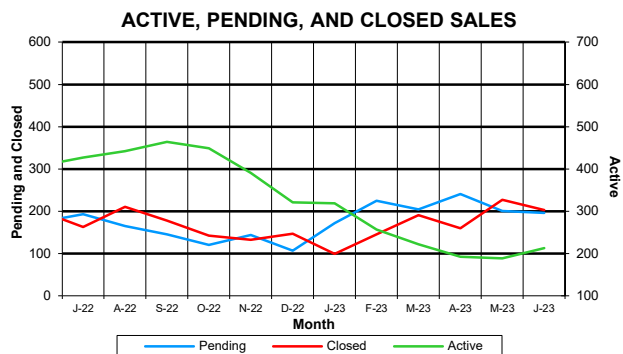
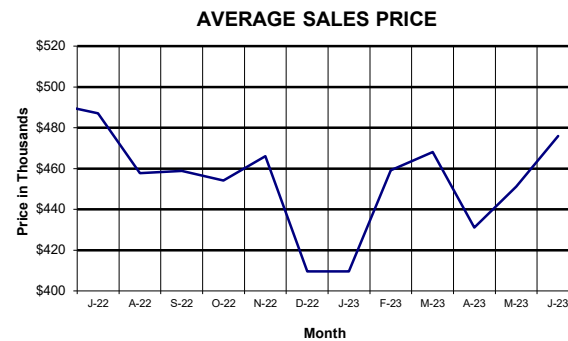
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	113	66	41	52	37	694,184
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



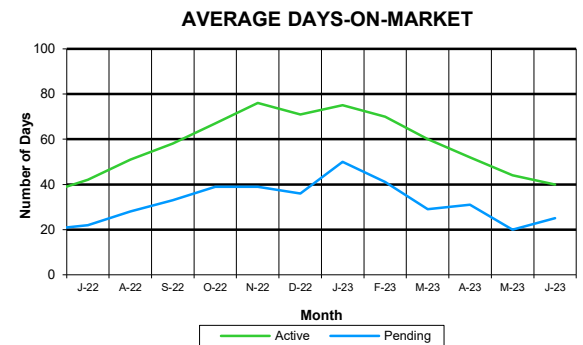
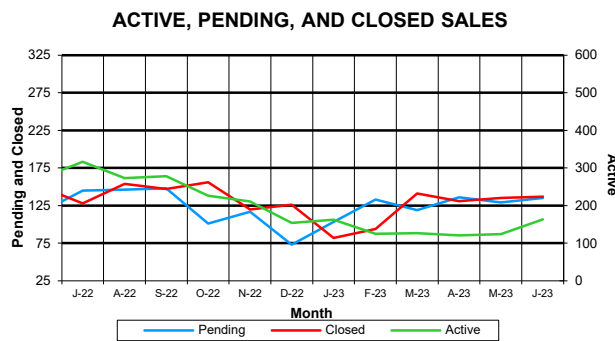
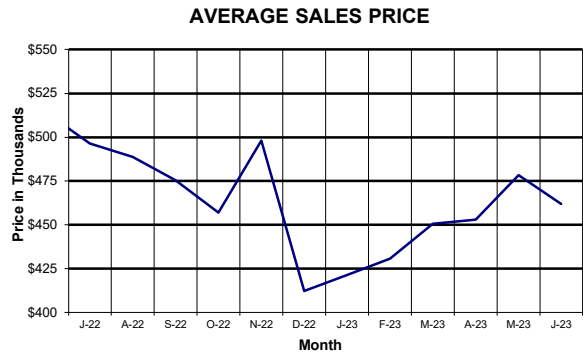
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	391	63	144	47	133	466,121
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



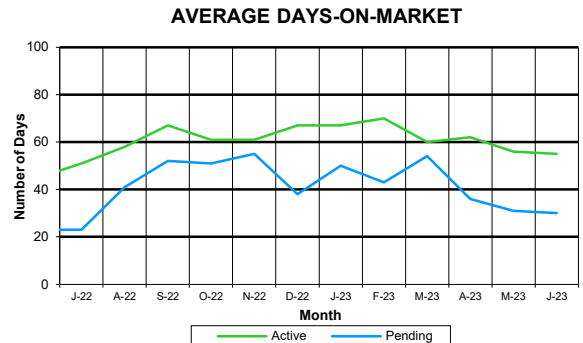
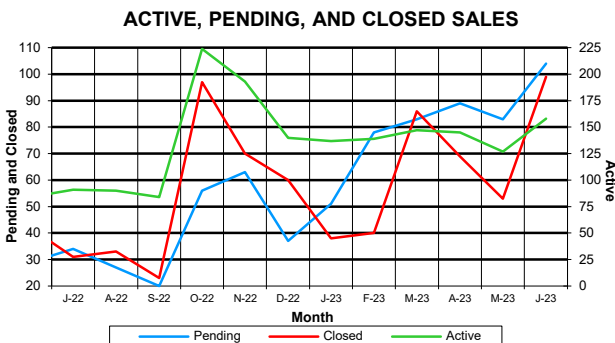
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	211	76	117	39	120	498,139
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



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	193	61	63	55	70	371,207
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



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



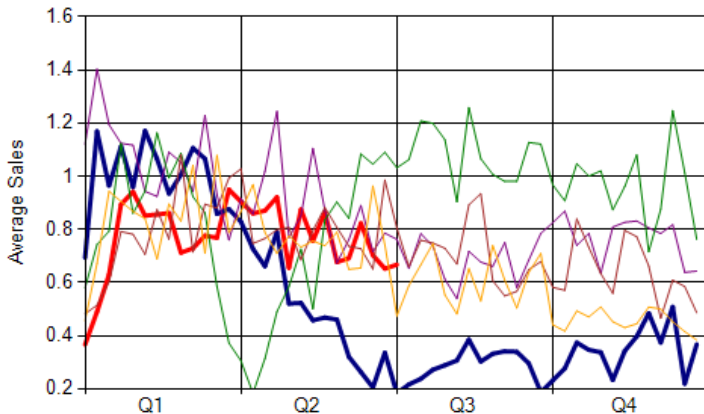
## Sacramento

Week 27

Ending: Sunday, July 9, 2023

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			28	449	26	4	22	0.79	0.83	-5%	0.91	-14%
Central & North Sacramento			34	328	12	2	10	0.29	0.67	-56%	0.73	-60%
Folsom			18	236	11	1	10	0.56	0.83	-33%	0.84	-34%
El Dorado			9	134	15	0	15	1.67	0.67	151%	0.69	141%
Placer & Nevada			62	818	34	1	33	0.53	0.82	-35%	0.80	-33%
Yolo			10	78	14	0	14	1.40	0.78	80%	0.74	90%
Amador County			1	8	0	0	0	0.00	0.04	-100%	0.00	0.00
Northern Counties			15	102	16	2	14	0.93	0.69	35%	0.77	22%
Current Week Totals		Traffic : Sales 17 : 1	177	2153	128	10	118	0.67	0.77	-13%	0.79	-15%
Per Project Average			12		0.72	0.06		0.67				
Year Ago - 07/10/2022		Traffic : Sales 29 : 1	175	1608	56	24	32	0.18	0.73	-75%	0.50	-64%
% Change			1%	34%	129%	-58%	269%	265%	6%	57%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 27

### 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	128	26	0.92	0.13	0.79	0.66
■	2019	141	23	0.90	0.11	0.79	0.73
■	2020	148	16	0.94	0.16	0.77	0.89
■	2021	159	18	1.05	0.09	0.96	0.85
■	2022	171	14	0.87	0.14	0.73	0.52
■	2023	181	15	0.89	0.13	0.77	0.77
% Change:		6%	3%	3%	-11%	6%	46%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The US housing market is defying predictions for a crash this year - thanks to a supply crunch and strong demand, Fannie Mae says. Fannie Mae recently revised its forecast for 2023 and 2024, saying national home prices will decline much less than previously expected. It now predicts home prices to fall by 1.2% this year and a further 2.2% next year. Earlier this year, it had estimated property prices would tumble by 4.2% in 2023 and a further 2.3% next year. "Current housing market dynamics continue to be fueled by the lack of existing homes available for sale, a trend that did not improve during the spring homebuying season, when more homes are typically put on the market. This has supported a return to home price growth in recent months and continued to boost new home construction," according to Fannie Mae. It's no surprise that housing inventory is tight in a world of higher borrowing costs. Home owners have been tempted to stay locked into low-rate mortgages, leaving them reluctant to sell, following the Federal Reserve's aggressive interest-rates increases over the past 15 months in a bid to cool inflation. With demand exceeding supply, some homebuyers are snapping up newly built homes instead of existing ones. "Homebuilders continue to add to that supply, but years of meager homebuilding over the past business cycle means the imbalance will likely continue for some time," according to Doug Duncan, Fannie Mae's chief economist. Source: Markets Insider Zahra Tayeb</p>
FHA	6.50%	6.65%	
	6.50%	6.75%	
10 Yr Yield	4.02%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 28									
					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
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	3	14	0	0	50	22	1.13	0.81
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	3	19	0	0	63	39	1.42	1.44
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	21	0	0	57	31	1.32	1.15
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	4	97	0	0	8	8	0.61	0.61
The Retreats	K Hovnanian	RM		DTMJ	62	3	6	1	2	1	12	7	0.21	0.26
Allegro	KB Home	LN		ATMJ	72	4	4	16	2	0	64	29	0.85	1.07
Travisso	KB Home	LN		DTMJ	422	0	5	10	0	0	36	4	0.46	0.15
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	3	6	10	1	0	9	9	1.24	1.24
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	5	5	10	2	0	4	4	1.22	1.22
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	0	0	0	138	38	0.98	1.41
Cornerstone Commons	Meritage	LN		DTMJ	83	0	5	10	0	0	35	21	0.54	0.78
Cornerstone Crossings	Meritage	LN		DTMJ	78	3	4	13	3	0	47	27	0.73	1.00
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	5	7	1	1	26	20	0.45	0.74
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	6	7	0	0	17	16	0.51	0.59
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	5	10	0	0	75	15	0.71	0.56
Seasons at the Farm	Richmond American	GT		DTMJ	87	4	6	7	1	1	28	11	0.40	0.41
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	3	15	1	0	45	39	0.86	1.44
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	3	16	0	0	27	25	0.79	0.93
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	2	2	17	2	0	33	28	0.96	1.04
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	6	15	0	0	18	13	0.53	0.48
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	2	1	17	2	0	26	21	0.76	0.78
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	1	20	1	0	44	24	1.18	0.89
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	1	24	2	1	39	31	1.05	1.15
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	1	18	0	0	30	23	0.80	0.85
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	1	2	1	0	2	2	0.64	0.64
Wildhawk South- Latitude	Taylor Morrison	SO		DTMJ	152	12	8	15	4	0	11	11	3.50	3.50
Cedar Creek	TimLewis	GT		DTMJ	112	0	4	20	1	0	66	23	0.66	0.85
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	3	18	0	0	70	21	0.64	0.78
TOTALS: No. Reporting: 28		Avg. Sales: 0.79		Traffic to Sales: 17 : 1			106	449	26	4	1080	562	Net: 22	
City Codes: LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM= Rancho Murieta, SO = Sacramento, GT = Galt														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 19									
					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	5	5	0	0	41	2	0.29	0.07
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	2	27	0	0	16	16	1.13	1.13
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	4	14	0	0	134	15	0.62	0.56
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	3	4	7	2	0	21	13	0.44	0.48
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	5	8	0	0	12	6	0.23	0.22
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	5	4	0	0	39	11	0.51	0.41
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	3	6	19	1	0	20	19	0.50	0.70
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	3	4	0	0	43	15	0.56	0.56
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	14	0	1	0	56	14	0.73	0.52
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	10	0	0	70	5	0.51	0.19
Viridian	Lennar	RO		DTST	185	0	3	1	0	1	182	11	0.86	0.41
Echelon at Premier Montelana	Premier Homes	RO		DTMJ	57	0	6	46	0	0	8	5	0.15	0.19
Elan (Village 8) at Premier Montelena	Premier Homes TSO	RO		DTMJ	81	0	TSO	0	0	0	21	7	0.34	0.26
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	4	17	0	0	15	13	0.24	0.48
Ascent at Montelena	Pulte	RO		DTMJ	127	0	5	14	0	0	21	16	0.52	0.59
Solis at Montelena	Pulte	RO		DTMJ	55	0	6	15	0	0	4	1	0.08	0.04
Vista at Montelena	Pulte	RO		DTMJ	38	0	5	15	0	0	17	13	0.36	0.48
Seasons at Montelena	Richmond American	RO		DTMJ	125	3	8	34	1	0	48	28	0.68	1.04
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	5	10	0	0	160	17	0.80	0.63
TOTALS: No. Reporting: 19		Avg. Sales: 0.21		Traffic to Sales: 50 : 1			92	250	5	1	928	227	Net: 4	
City Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks														

North Sacramento				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
Artisan - The Cove	Beazer	SO	DTST	145	0	1	2	0	0	130	9	0.66	0.33
Edgeview - The Cove	Beazer	SO	ATST	156	0	3	1	0	0	145	23	0.91	0.85
Westward - The Cove	Beazer	SO	DTST	122	0	2	8	0	0	97	18	0.57	0.67
Windrow - The Cove	Beazer	SO	DTST	167	0	1	7	0	0	153	20	0.80	0.74
Garnet at Barrett Ranch	Lennar	AO	DTST	149	2	4	10	2	0	136	46	0.94	1.70
Lapis at Barrett Ranch	Lennar	AO	DTMJ	149	0	2	5	1	0	143	51	0.99	1.89
Northlake - Atla	Lennar	SO	DTMJ	116	0	4	5	0	0	110	26	0.85	0.96
Northlake - Bleau	Lennar	SO	DTMJ	236	0	4	5	1	1	114	29	0.88	1.07
Northlake - Crestvue	Lennar	SO	DTMJ	97	0	1	5	0	0	96	17	0.74	0.63
Northlake - Drifton	Lennar	SO	DTMJ	134	0	5	5	0	0	105	31	0.87	1.15
Northlake - Lakelet	Lennar	SO	DTMJ	134	0	3	5	1	0	108	30	0.84	1.11
Northlake - Shor	Lennar	SO	DTMJ	140	3	6	5	1	0	120	35	0.93	1.30
Northlake - Watersyde	Lennar	SO	DTMJ	127	0	3	5	1	0	104	20	0.81	0.74
Northlake - Wavmor	Lennar	SO	DTMJ	153	0	5	5	0	0	103	17	0.80	0.63
Sunstone at Barrett Ranch	Lennar	AO	DTMJ	131	0	4	5	0	0	83	36	0.83	1.33
TOTALS: No. Reporting: 15		Avg. Sales: 0.40		Traffic to Sales: 11 : 1			48	78	7	1	1747	408	Net: 6
City Codes: SO = Sacramento, AO = Antelope													

Development Name	Developer	City Code	Notes	Type										
Folsom Area					Projects Participating: 18									
					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
Sycamore Creek	JMC	FM		DTMJ	44	0	2	0	0	0	42	1	0.31	0.04
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	1	4	0	0	108	9	0.92	0.33
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	3	6	10	2	0	53	43	0.85	1.59
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	5	5	1	1	34	20	0.55	0.74
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	6	5	1	0	41	21	0.69	0.78
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	5	0	0	115	35	0.91	1.30
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	0	7	5	0	0	0	0	0.00	0.00
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	4	5	5	1	0	4	4	0.39	0.39
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	5	7	3	0	62	24	0.54	0.89
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	0	0	0	40	17	0.48	0.63
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	4	8	0	0	34	32	1.09	1.19
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	6	21	1	0	24	24	0.77	0.89
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	4	14	0	0	21	21	0.67	0.78
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	1	9	0	0	107	8	0.61	0.30
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	28	0	0	34	34	1.69	1.69
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	2	41	0	0	30	17	0.54	0.63
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	4	5	28	2	0	30	30	1.49	1.49
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	2	41	0	0	33	20	0.60	0.74
TOTALS: No. Reporting: 18		Avg. Sales: 0.56		Traffic to Sales: 21 : 1			68	236	11	1	812	360	Net: 10	
City Codes: FM= Folsom														

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	10	1	0	42	9	0.37	0.33
Alder at Saratoga Estates	Elliott	EH	DTMJ	115	0	1	8	1	0	99	13	0.64	0.48
Manzanita at Saratoga	Elliott	EH	DTMJ	103	0	3	10	0	0	62	7	0.41	0.26
Ponderosa at Saratoga	Elliott	EH	DTMJ	56	0	3	11	0	0	11	5	0.17	0.19
Emerald Peak at Bass Lake	Lennar	EH	DTMJ	113	5	5	20	3	0	94	35	0.69	1.30
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMJ	373	6	7	20	5	0	262	48	1.04	1.78
Trento at The Promontory	Lennar	EH	DTMJ	32	4	4	10	2	0	3	3	0.23	0.23
Ridgeview	The New Home Co	EH	DTMJ	44	2	4	38	3	0	3	3	2.63	2.63
Edgelake at Serrano	TRI Pointe	EH	DTMJ	65	0	3	7	0	0	42	13	0.47	0.48
TOTALS: No. Reporting: 9		Avg. Sales: 1.67		Traffic to Sales: 9 : 1			32	134	15	0	618	136	Net: 15
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	4	6	52	1	0	11	11	0.55	0.55
Verrado at Solaire	Beazer	RV		DTMJ	76	0	1	5	0	0	73	14	0.68	0.52
Harvest	Black Pine	LM		DTMJ	22	0	3	27	0	0	11	11	1.33	1.33
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	11	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	4	0	0	34	11	0.35	0.41
Balboa II	DR Horton	RV		DTST	172	4	4	8	3	0	63	52	1.30	1.93
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	4	17	0	0	58	37	1.07	1.37
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	3	33	0	0	55	7	0.52	0.26
Edgefield Place	JMC	RK		DTMJ	83	0	5	21	0	0	28	15	0.40	0.56
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	4	6	25	2	0	17	14	0.27	0.52
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	0	7	23	0	0	73	23	0.63	0.85
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	5	25	0	0	63	14	0.54	0.52
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	0	5	20	0	0	8	8	0.78	0.78
Palisade Village	JMC	RV		DTST	307	5	7	38	3	0	277	53	1.41	1.96
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	15	0	0	87	12	0.60	0.44
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	0	4	36	0	0	73	21	0.63	0.78
Sentinel	JMC	RV		DTST	256	0	6	21	0	0	151	20	0.87	0.74
Tribute Pointe	JMC	RK		DTMJ	99	0	5	16	0	0	18	10	0.26	0.37
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	6	7	75	4	0	43	30	0.65	1.11
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	0	0	0	144	22	0.86	0.81
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	0	0	0	70	5	0.39	0.19
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	1	5	0	0	79	9	0.66	0.33
Copper Ridge	KB Home	LL		DTMJ	79	0	2	13	1	1	73	31	0.88	1.15
Cortland at Mason Trails	KB Home	RV		DTMJ	110	4	5	6	2	0	102	47	1.37	1.74
Morgan Knolls	KB Home	RV		DTMJ	58	3	5	12	1	0	7	7	0.69	0.69
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	4	0	0	238	21	1.11	0.78
Andorra at Sierra West	Lennar	RV		DTMJ	193	0	6	10	1	0	135	34	0.94	1.26
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	4	6	10	1	0	78	33	0.85	1.22
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	2	5	0	0	84	32	0.90	1.19
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	5	0	0	104	27	0.78	1.00
Enilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	4	15	2	0	80	28	0.80	1.04
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	3	5	15	2	0	94	44	0.92	1.63
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	5	1	0	124	26	0.85	0.96
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	5	5	1	0	129	28	0.87	1.04
Mblise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	5	15	0	0	84	36	0.86	1.33
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	5	5	0	0	124	27	0.85	1.00
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	5	5	0	0	14	12	0.40	0.44
Windham at Sierra West	Lennar	RV		DTMJ	105	3	6	10	2	0	87	39	1.06	1.44
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	5	15	1	0	60	31	0.85	1.15
Meadowlands 60s	Meritage	LL		DTMJ	92	0	3	3	1	0	81	16	0.73	0.59
Roam at Winding Creek	Meritage	RV		DTMJ	95	3	4	5	2	0	77	31	0.88	1.15
Premier Soleil	Premier Homes	GB		DTMJ	52	0	2	20	0	0	29	5	0.58	0.19
Revere at Independence	Richmond American	LL		DTMJ	122	4	5	3	2	0	115	26	0.88	0.96
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	6	1	0	0	30	21	0.56	0.78
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	12	0	0	16	15	0.22	0.56

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	
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	6	0	0	0	55	23	0.62	0.85	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	5	8	0	0	90	12	0.79	0.44	
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	14	7	0	0	27	21	0.35	0.78	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	7	8	1	0	84	14	0.74	0.52	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	8	0	0	86	16	0.75	0.59	
Fiddlyment Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	6	28	0	0	62	27	1.05	1.00	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	3	0	0	0	89	17	0.55	0.63	
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	3	6	0	0	67	22	0.91	0.81	
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	10	0	0	66	14	0.71	0.52	
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	9	0	0	15	5	0.25	0.19	
Magnolia at Granite Bay	TimLewis	GB		DTMJ	89	0	2	15	0	0	12	12	0.47	0.47	
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	6	6	0	0	76	2	0.38	0.07	
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	3	10	0	0	104	29	0.87	1.07	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	10	0	0	93	26	0.78	0.96	
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	1	9	0	0	20	13	0.42	0.48	
Mbscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	2	7	0	0	17	15	0.36	0.56	
TOTALS: No. Reporting: 61		Avg. Sales: 0.54		Traffic to Sales: 24 : 1				267	817	34	1	4364	1284	Net: 33	
City Codes: GB = Granite Bay, RV = Roseville, LM= Loomis, LL = Lincoln, RK = Rocklin															

Nevada 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
Timberwood Estates	Hilbers	GV	DTST	45	0	2	1	0	0	24	1	0.10	0.04	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			2	1	0	0	24	1	Net: 0	
City Codes: GV = Grass Valley														

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	4	5	15	2	0	18	17	0.50	0.63	
Trailside at the Rivers	Century	WS	DTMJ	120	0	6	6	0	0	7	7	0.28	0.28	
Cannon Pointe at Pioneer Village	Lennar	WL	DTMJ	107	0	4	5	1	0	22	22	0.94	0.94	
Casera Meadow s at Pioneer Village	Lennar	WL	DTMJ	124	0	3	5	0	0	5	5	0.20	0.20	
Orestada	Lennar	WL	DTMJ	105	0	3	8	1	0	41	30	0.87	1.11	
Iris	Lennar	WL	DTMJ	97	0	3	10	2	0	49	40	0.84	1.48	
Lavender	Lennar	WL	DTMJ	78	0	4	5	1	0	33	14	0.62	0.52	
The Hdeaway	Meritage	VN	DTMJ	148	4	6	17	5	0	62	43	1.10	1.59	
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	6	4	1	0	70	18	0.60	0.67	
Revival	TimLewis	WL	DTST	72	0	3	3	1	0	17	7	0.27	0.26	
TOTALS: No. Reporting: 10		Avg. Sales: 1.40		Traffic to Sales: 6 : 1			43	78	14	0	324	203	Net: 14	
City Codes: WS = West Sacramento, WL = Woodland, VN = Winters														

Development Name	Developer	City Code	Notes	Type										
Amador 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
Zinfandel Ridge II	TimLewis	FLY	DTMJ		40	0	3	8	0	0	19	1	0.20	0.04
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	8	0	0	19	1	Net: 0	
City Codes: FLY = Plymouth														

Butte 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
Amber Lynn Estates	DR Horton	CO	DTST	108	0	5	3	0	1	13	12	0.31	0.44
Sparrow	DR Horton	CO	DTMJ	86	0	4	3	2	0	10	6	0.18	0.22
TOTALS: No. Reporting: 2	Avg. Sales: 0.50		Traffic to Sales: 3 : 1				9	6	2	1	23	18	Net: 1
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. Sl's /Week	Av. Sl's /YTD
Ambrosia	DR Horton	OR	DTST	95	4	6	4	3	0	22	21	0.52	0.78
TOTALS: No. Reporting: 1		Avg. Sales: 3.00		Traffic to Sales: 1 : 1			6	4	3	0	22	21	Net: 3
City Codes: OR = Orland													

Shasta County				Projects Participating: 3									
				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
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	2	7	1	0	11	10	0.38	0.37
Magnolia at Shastina Ranch	DR Horton	RD	DTMJ	66	0	3	7	0	0	13	13	0.44	0.48
Rio	DR Horton	RD	DTST	50	0	2	5	1	0	38	22	0.67	0.81
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 10 : 1			7	19	2	0	62	45	Net: 2
City Codes: RD = Redding													

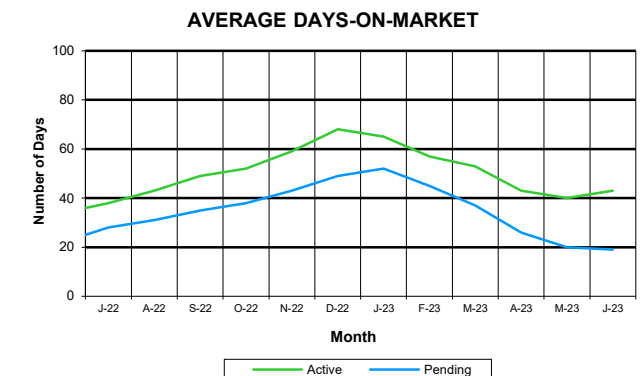
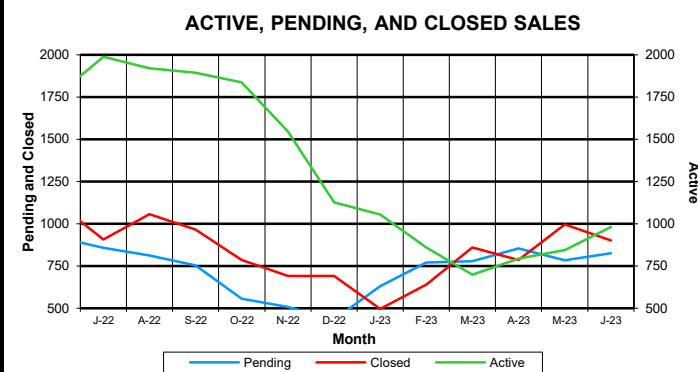
Sutter County				Projects Participating: 1										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Aspire at Garden Glen		K Hovnanian	LO	DTMJ	170	2	5	1	2	0	165	23	0.96	0.85
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 1 : 1			5	1	2	0	165	23	Net: 2	
City Codes: LO = Live Oak														

Development Name	Developer	City Code	Notes	Type										
Yuba County					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
Cresleigh Grove at Flumas Ranch	Cresleigh	FLK		DTMJ	72	0	4	18	0	0	15	15	1.06	1.06
Cresleigh Meadows at Flumas Ranch	Cresleigh	FLK		DTMJ	111	0	3	2	0	0	96	5	0.54	0.19
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	5	5	1	0	34	17	0.51	0.63
Butte Vista at Cobblestone	KB Home	FLK		DTMJ	147	3	6	16	2	0	68	25	1.00	0.93
Cascade Valley at Cobblestone	KB Home	FLK		DTMJ	69	0	5	19	1	1	44	40	1.25	1.48
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	0	2	6	1	0	139	33	0.96	1.22
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	3	0	0	81	11	0.62	0.41
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	3	6	3	2	0	121	27	0.81	1.00
TOTALS: No. Reporting: 8		Avg. Sales: 0.75		Traffic to Sales: 10 : 1			33	72	7	1	598	173	Net: 6	
City Codes: FLK = Flumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 177						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 177	Avg. Sales: 0.67	Traffic to Sales: 17 : 1	721	2153	128	10	10786	3462	Net: 118
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

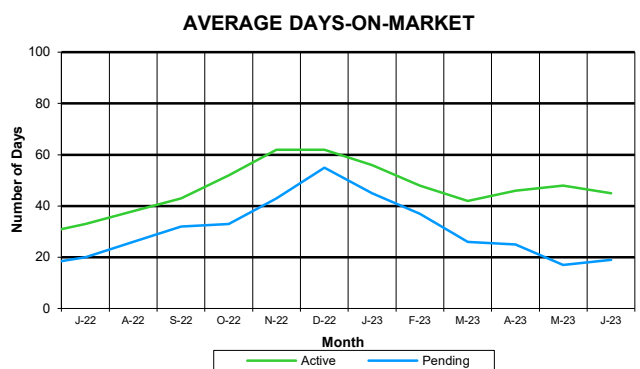
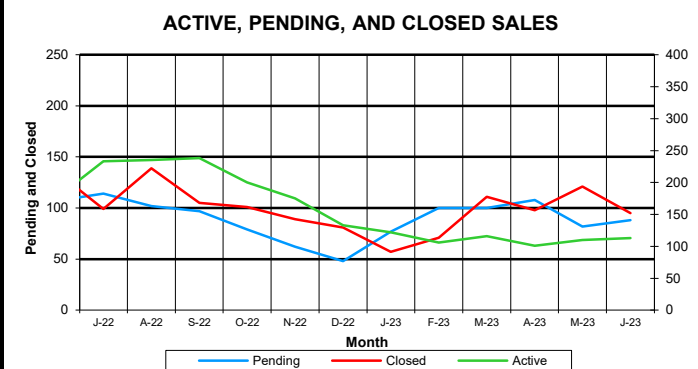
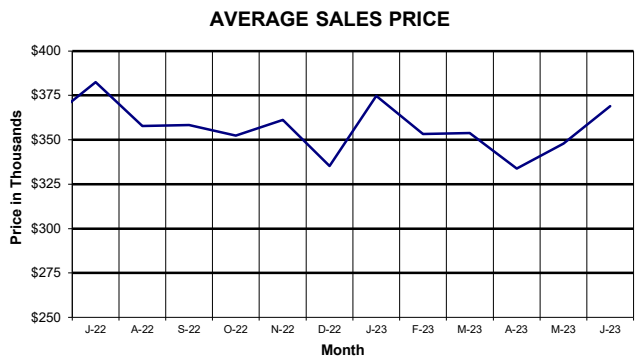
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	1,545	59	508	43	692	552,905
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



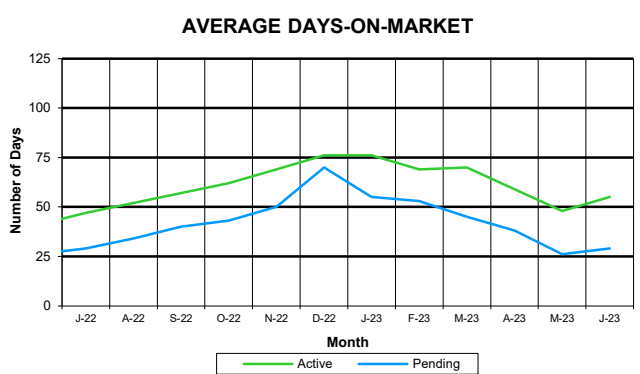
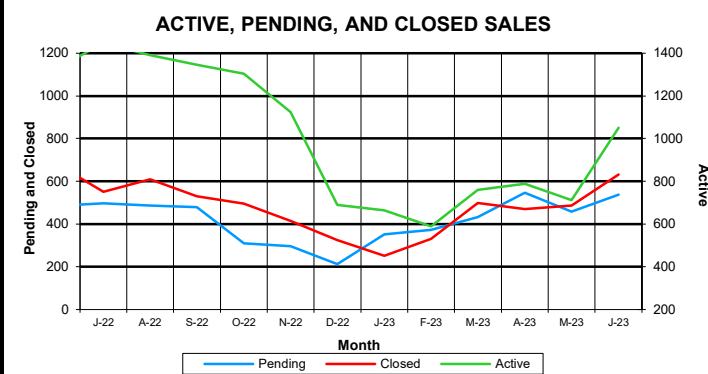
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	175	62	62	43	89	361,249
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



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	1,124	69	296	50	414	690,351
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



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	153	73	52	52	80	672,735
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

