

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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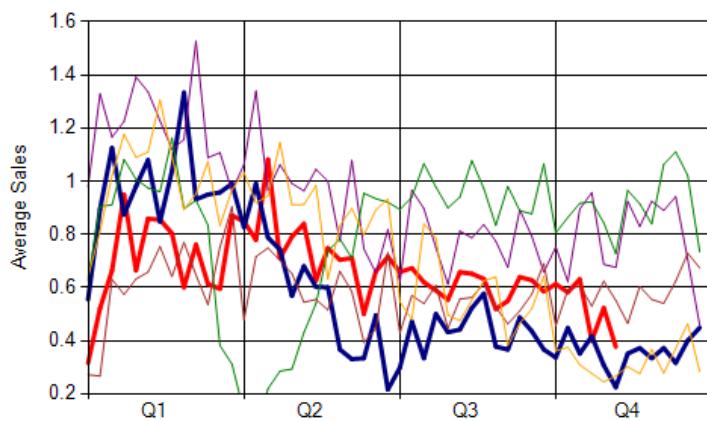


## Bay Area Week 45

Ending: Sunday, November 12, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
Alameda		20	256	10	1	9	0.45	0.81	-45%	0.78	-42%	
Contra Costa		26	230	10	4	6	0.23	0.75	-69%	0.63	-63%	
Sonoma, Napa		13	95	4	1	3	0.23	0.53	-57%	0.48	-52%	
San Francisco, Marin		3	28	0	0	0	0.00	0.26	-100%	0.49	-100%	
San Mateo		1	14	0	0	0	0.00	0.51	-100%	0.38	-100%	
Santa Clara		16	183	4	1	3	0.19	0.62	-70%	0.50	-63%	
Monterey, Santa Cruz, San Benito		8	81	11	0	11	1.38	0.60	128%	0.54	155%	
Solano		22	183	12	3	9	0.41	0.64	-36%	0.51	-20%	
<b>Current Week Totals</b>	Traffic : Sales	21 : 1	<b>109</b>	<b>1070</b>	<b>51</b>	<b>10</b>	<b>41</b>	<b>0.38</b>	<b>0.67</b>	<b>-43%</b>	<b>0.59</b>	<b>-36%</b>
Per Project Average				10	0.47	0.09	0.38					
<b>Year Ago - 11/13/2022</b>	Traffic : Sales	22 : 1	<b>116</b>	<b>972</b>	<b>44</b>	<b>18</b>	<b>26</b>	<b>0.22</b>	<b>0.61</b>	<b>-63%</b>	<b>0.42</b>	<b>-46%</b>
% Change				-6%	10%	16%	-44%	58%	68%	9%	40%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 45

### 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	26	0.85	0.09	0.76	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	150	12	0.90	0.11	0.79	0.80
■	2021	116	14	1.02	0.07	0.95	0.93
■	2022	106	11	0.73	0.12	0.61	0.58
■	2023	112	11	0.74	0.08	0.67	0.67
% Change:		5%	6%	1%	-38%	9%	15%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
CONV	RATE 7.13%	APR 7.55%	Residential construction strengthened over the third quarter. Single-family construction led the charge as builders were able to attract buyers with incentives such as price discounts and rate buy-downs. Total housing starts ended the quarter on a strong note, rising 7.0% in September with broad-based strength. We expect the upturn in construction to lose its legs. The National Association of Home Builders' Housing Market Index has fallen 16 points since July, signaling that single-family home builders are losing confidence in their ability to sustain sales. While incentives have thus far aided builders in securing buyers, mortgage rates nearly reached 8% in October, according to Freddie Mac. Elevated rates likely made offering affordable rate buy-downs a costly provision for builders. On the multifamily side, the pipeline of new apartment projects is poised to thin. Multifamily permits have trended lower throughout the year and portend a downshift in new apartment construction. We forecast overall housing starts slipped 1% in October to a 1,343K-unit annualized pace. Source: Wells Fargo Bank Weekly Economic & Financial Commentary					
FHA	6.75%	7.70%						
10 Yr Yield	4.63%							
								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13										
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	2	12	0	0	7	7	0.27	0.27	
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	12	0	0	7	7	0.27	0.27	
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	11	0	0	107	50	1.00	1.11	
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	3	8	1	0	47	47	1.11	1.11	
Chroma at Innovation	Lennar	FR		ATMU	146	0	4	9	1	0	115	58	1.47	1.29	
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	9	0	0	104	50	1.01	1.11	
Matrix at Innovation	Lennar	FR		ATMU	104	0	4	11	0	0	69	34	0.63	0.76	
Vista at Bridgeway	Lennar	NK		DTMU	72	0	2	8	1	0	30	30	0.87	0.87	
Center Pointe Cottages	Nuvera Homes	FR		ATMU	37	1	3	9	1	0	23	23	0.81	0.81	
Compass at Bay37	Pulte	AL		ATMU	93	0	3	9	0	0	76	20	0.52	0.44	
Lookout at Bay37	Pulte	AL		ATMU	138	0	3	9	0	0	79	41	0.54	0.91	
Prime at SoHay	Taylor Morrison S/O	HY		ATST	126	0	S/O	3	2	1	126	35	0.53	0.78	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	6	3	0	0	90	19	0.50	0.42	
<b>TOTALS: No. Reporting: 13</b>					<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 19 : 1</b>	<b>44</b>	<b>113</b>	<b>6</b>	<b>1</b>	<b>880</b>	<b>421</b>	<b>Net: 5</b>

City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland

Amador Valley					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Abbey at Boulevard	Brookfield	DB		ATMU	60	0	1	15	0	0	49	49	1.43	1.43	
Ivy at Boulevard	Brookfield	DB		DTMU	62	0	3	33	2	0	29	29	1.60	1.60	
Avalon at Boulevard	Lennar	DB		ATMU	90	0	1	32	1	0	15	15	1.05	1.05	
Gramercy at the Boulevard	Lennar	DB		ATMU	102	2	5	8	0	0	2	2	0.47	0.47	
Lombard at Boulevard	Lennar	DB		DTMU	100	3	6	28	0	0	62	42	0.79	0.93	
Venice at Boulevard	Lennar	DB		ATMU	91	2	5	25	1	0	81	50	1.03	1.11	
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	2	0	0	5	5	0.12	0.12	
<b>TOTALS: No. Reporting: 7</b>					<b>Avg. Sales: 0.57</b>			<b>Traffic to Sales: 36 : 1</b>	<b>22</b>	<b>143</b>	<b>4</b>	<b>0</b>	<b>243</b>	<b>192</b>	<b>Net: 4</b>

City Codes: DB = Dublin, LV = Livermore

Diablo Valley					Projects Participating: 3										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Oak Park	Davidon	PH		DTMU	34	0	4	2	0	1	30	22	0.32	0.49	
Woodbury Highlands	Davidon	LF		ATMU	99	0	18	15	0	0	56	27	0.34	0.60	
Penny Lane	Trumark	CN		ATMU	70	0	4	2	0	0	16	16	0.43	0.43	
<b>TOTALS: No. Reporting: 3</b>					<b>Avg. Sales: -0.33</b>			<b>Traffic to Sales: N/A</b>	<b>26</b>	<b>19</b>	<b>0</b>	<b>1</b>	<b>102</b>	<b>65</b>	<b>Net: -1</b>

City Codes: PH = Pleasant Hill, LF = Lafayette, CN = Concord

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4									
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Magee Preserve	Davidon	DN		DTMJ	69	0	6	19	0	0	19	19	0.45	0.45
Hillcrest at The Preserve	Lennar	SR		ATMJ	104	0	3	0	0	0	1	1	0.11	0.11
City Village - Towns	SummerHill	SR		ATMJ	116	0	7	15	0	0	15	15	2.56	2.56
City Village -Courts	SummerHill	SR		DTMJ	154	0	2	15	0	0	8	8	1.10	1.10
<b>TOTALS: No. Reporting: 4</b>					<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>	<b>18</b>	<b>49</b>	<b>0</b>	<b>0</b>	<b>43</b>	<b>43</b>
City Codes: DN = Danville, SR = San Ramon														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bay View at Richmond	Meritage	RM		DTMJ	94	0	5	15	0	0	6	6	0.16	0.16
<b>TOTALS: No. Reporting: 1</b>					<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>	<b>5</b>	<b>15</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>6</b>
City Codes: RM = Richmond														

Antioch/Pittsburg					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	5	11	0	0	277	32	0.86	0.71
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	10	5	0	0	122	29	0.77	0.64
Luca at Aviano	DeNova	AN		DTMJ	194	4	7	16	3	0	161	56	1.37	1.24
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	6	1	1	0	13	13	0.56	0.56
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	0	5	0	0	1	13	13	0.56	0.56
Luna at Aviano	Lennar	AN		DTMJ	102	0	2	3	0	0	100	52	0.98	1.16
Oriana at Aviano	Lennar	AN		DTMJ	115	0	5	3	0	0	105	45	1.03	1.00
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	4	4	2	0	126	40	0.80	0.89
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	3	6	0	0	83	39	0.68	0.87
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	3	7	0	0	88	59	1.07	1.31
Shine at Cielo	TRI Pointe	AN		DTMJ	137	0	4	7	0	0	83	54	1.01	1.20
<b>TOTALS: No. Reporting: 11</b>					<b>Avg. Sales: 0.45</b>			<b>Traffic to Sales: 11 : 1</b>	<b>54</b>	<b>63</b>	<b>6</b>	<b>1</b>	<b>1171</b>	<b>432</b>
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	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	131	0	3	14	0	0	101	14	0.46	0.31
Chandler	Brookfield	BT		DTMJ	160	0	6	8	1	1	124	56	1.07	1.24
Cypress Crossings	KB Home	OY		DTMJ	98	4	5	38	2	0	55	44	0.81	0.98
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	3	3	1	0	101	44	1.12	0.98
Beacon at Delta Coves	Pulte	BI		DTST	30	0	6	11	0	0	8	8	0.23	0.23
Parkside	Richmond American	BT		DTMJ	34	0	4	3	0	1	13	13	0.49	0.49
Orchard Trails	Shea	BT		DTMJ	78	0	3	7	0	0	54	18	0.51	0.40
<b>TOTALS: No. Reporting: 7</b>					<b>Avg. Sales: 0.29</b>			<b>Traffic to Sales: 21 : 1</b>	<b>30</b>	<b>84</b>	<b>4</b>	<b>2</b>	<b>456</b>	<b>197</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13									
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Makenna	DeNova	PET		DTMJ	36	0	1	5	0	0	35	28	0.60	0.62
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	1	13	2	0	58	54	1.13	1.20
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	5	5	0	1	40	40	1.20	1.20
Willow at University District	DR Horton	RP		DTMJ	128	0	4	18	2	0	98	57	1.11	1.27
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	5	7	0	0	62	23	0.53	0.51
Aspect	Lafferty TSO	PET		DTMJ	18	0	TSO	0	0	0	17	2	0.07	0.04
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	1	5	0	0	25	16	0.34	0.36
Seasons at University District	Richmond American	RP		DTMJ	52	0	10	7	0	0	36	16	0.41	0.36
Meadow Creek II	Ryder	SR		DTMJ	30	0	6	12	0	0	14	14	0.48	0.48
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	6	0	0	101	16	0.64	0.36
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	3	0	0	28	18	0.42	0.40
Paseo Vista	W Marketing	SR		DTST	128	0	1	0	0	0	68	5	0.21	0.11
Portello	W Marketing	WD		DTMJ	68	0	1	14	0	0	31	22	0.47	0.49
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.23</b>			<b>Traffic to Sales: 24 : 1</b>			<b>40</b>	<b>95</b>	<b>4</b>	<b>1</b>	<b>613</b>	<b>311</b>	<b>Net: 3</b>

City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor

Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verandah	Landsea	NV		ATMJ	80	0	8	9	0	0	53	21	0.46	0.47
The Strand	Trumark	SN		DTMJ	32	0	14	14	0	0	16	7	0.15	0.16
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>22</b>	<b>23</b>	<b>0</b>	<b>0</b>	<b>69</b>	<b>28</b>	<b>Net: 0</b>

City Codes: NV = Novato, SN = San Rafael

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	3	5	0	0	30	15	0.21	0.33
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>3</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>30</b>	<b>15</b>	<b>Net: 0</b>

City Codes: SF = San Francisco

San Mateo County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Laguna Vista	SummerHill	FC		ATMJ	70	0	6	14	0	0	39	14	0.45	0.31
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>6</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>39</b>	<b>14</b>	<b>Net: 0</b>

City Codes: FC = Foster City

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16									
Santa Clara County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Andalusia	Dividend	MH		ATMU	46	0	4	11	0	0	42	23	0.53	0.51
Summerstone	DR Horton	GL		DTST	29	0	3	11	0	0	3	3	0.49	0.49
Lavender	Landsea	SV		ATMU	128	0	4	11	0	0	90	43	0.83	0.96
Anza at Agrihood	Pulte	SC		ATMU	36	0	3	5	0	0	32	32	0.76	0.76
Avenue at Central	Pulte	SJ		ATMU	158	0	4	19	1	0	6	6	0.65	0.65
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	19	0	0	25	8	0.32	0.18
Plaza at Central	Pulte	SJ		ATMU	90	0	3	19	0	0	57	28	0.90	0.62
The Elms	Pulte	ST		ATMU	90	0	4	6	0	0	0	0	0.00	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	10	0	0	52	5	0.44	0.11
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	6	10	0	0	64	20	0.49	0.44
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	4	10	0	0	58	21	0.45	0.47
Verano	SummerHill	MV		ATMU	115	4	2	17	2	0	68	56	1.15	1.24
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	6	14	1	0	10	10	0.45	0.45
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	6	2	0	1	12	12	0.56	0.56
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	6	8	0	0	25	22	0.37	0.49
Jasper	Trumark	MH		ATMU	101	0	5	11	0	0	48	27	0.53	0.60
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.19</b>			<b>Traffic to Sales: 46 : 1</b>			<b>68</b>	<b>183</b>	<b>4</b>	<b>1</b>	<b>592</b>	<b>316</b>	<b>Net: 3</b>

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Promontory at Ridgemark	Century	HO		DTMU	90	0	2	11	1	0	39	35	0.64	0.78
Brighton at Fairview	KB Home	HO		DTMU	72	0	9	3	0	0	0	0	0.00	0.00
Highbrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	4	21	0	0	14	14	0.58	0.58
Serenity V	Legacy	HO		DTMU	31	0	8	6	0	0	15	15	0.30	0.33
Elderberry	Lennar	HO		DTMU	66	5	5	18	5	0	37	35	0.71	0.78
Laurel	Lennar	HO		DTMU	67	6	5	18	5	0	36	34	0.69	0.76
Beach House II at the Dunes	Shea	MA		DTMU	92	0	3	2	0	0	89	16	0.75	0.36
Enclave, The	Shea	SS		DTMU	61	0	3	2	0	0	50	10	0.39	0.22
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 1.38</b>			<b>Traffic to Sales: 7 : 1</b>			<b>39</b>	<b>81</b>	<b>11</b>	<b>0</b>	<b>280</b>	<b>159</b>	<b>Net: 11</b>

City Codes: HO = Hollister, MA = Marina, SS = Seaside

Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	4	10	1	0	52	52	1.73	1.73
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 10 : 1</b>			<b>4</b>	<b>10</b>	<b>1</b>	<b>0</b>	<b>52</b>	<b>52</b>	<b>Net: 1</b>

City Codes: VL = Vallejo

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	5	6	0	0	25	17	0.31	0.38
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	6	9	0	0	26	10	0.32	0.22
Meridian	Century	SU		DTMU	71	0	2	32	2	0	2	2	0.47	0.47
Monte Verde	Century	FF		DTMU	124	0	4	10	0	0	87	55	1.16	1.22
Luminescence at Liberty	DeNova	RV		AASF	311	0	6	13	2	3	117	42	0.96	0.93
Iris at The Villages	DR Horton	FF		DTMU	119	0	5	9	0	0	48	46	0.97	1.02
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	4	5	1	0	33	27	0.48	0.60
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	1	4	1	0	30	25	0.43	0.56
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	3	7	1	0	6	6	0.65	0.65
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	2	9	1	0	3	3	0.32	0.32
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	5	12	0	0	81	32	0.77	0.71
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	4	7	0	0	57	44	0.68	0.98
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	8	1	0	44	27	0.52	0.60
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	3	6	0	0	54	30	0.48	0.67
Seasons at Homestead	Richmond American	DX		DTMU	85	0	4	5	0	0	42	31	0.50	0.69
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	4	0	0	83	27	0.60	0.60
Carmello at Roberts Ranch	Taylor Morrison S/O	VC		DTMU	74	0	S/O	1	1	0	74	26	0.85	0.58
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	4	5	1	0	124	33	0.80	0.73
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	4	7	0	0	5	5	0.25	0.25
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	2	7	0	0	94	12	0.60	0.27
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	6	7	0	0	83	24	0.58	0.53
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 16 : 1</b>			<b>78</b>	<b>173</b>	<b>11</b>	<b>3</b>	<b>1118</b>	<b>524</b>	<b>Net: 8</b>
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 109						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 109</b>	<b>Avg. Sales: 0.38</b>	<b>Traffic to Sales: 21 : 1</b>	<b>459</b>	<b>1070</b>	<b>51</b>	<b>10</b>	<b>5694</b>	<b>2775</b>	<b>Net: 41</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									



# The Ryness Company

Marketing Research Department

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

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

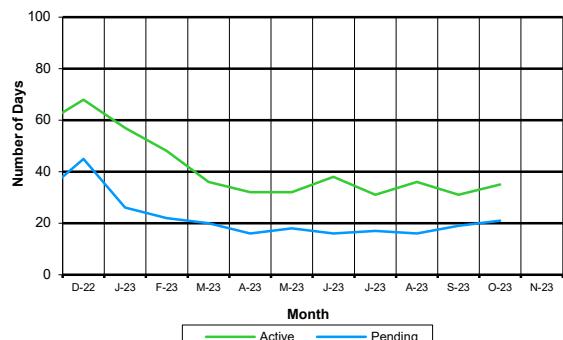
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

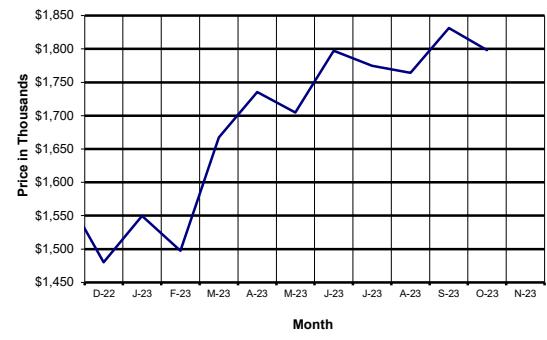


## San Jose Metro SFD Monthly MLS Survey

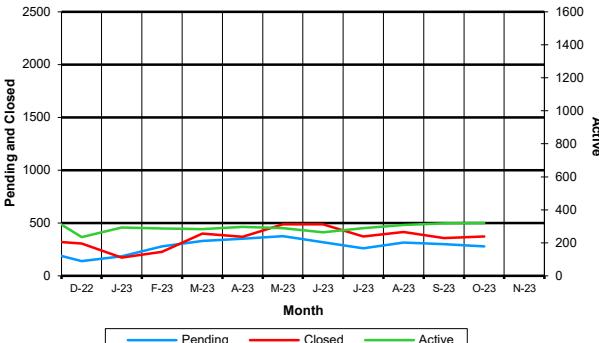
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146
Oct-23	319	45	280	17	374	1,798,477

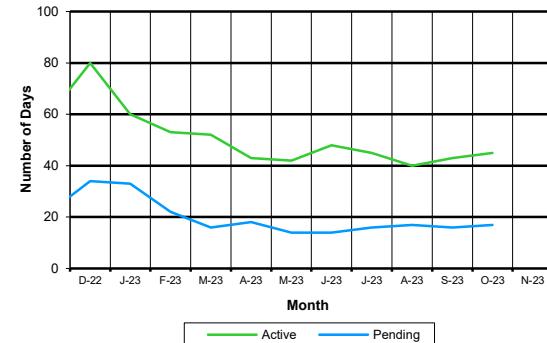
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





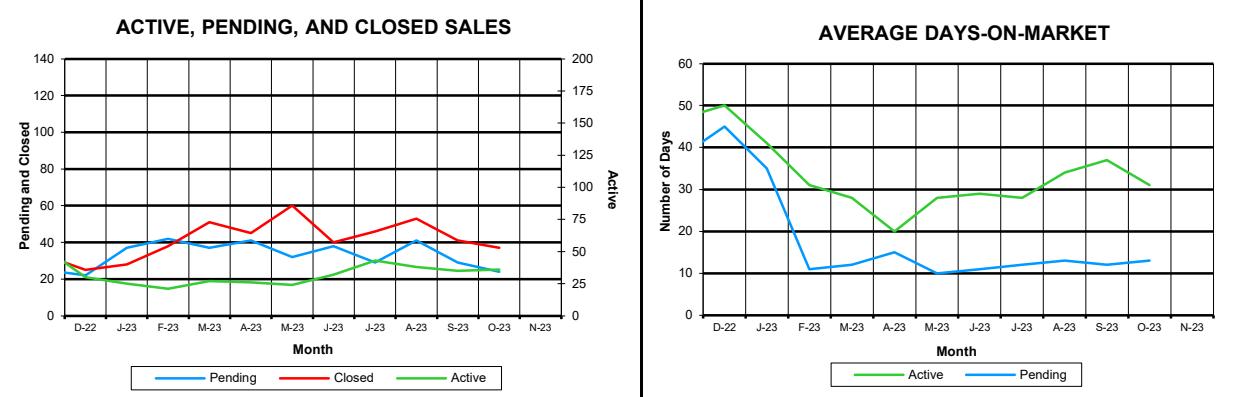
# The Ryness Company

Marketing Research Department

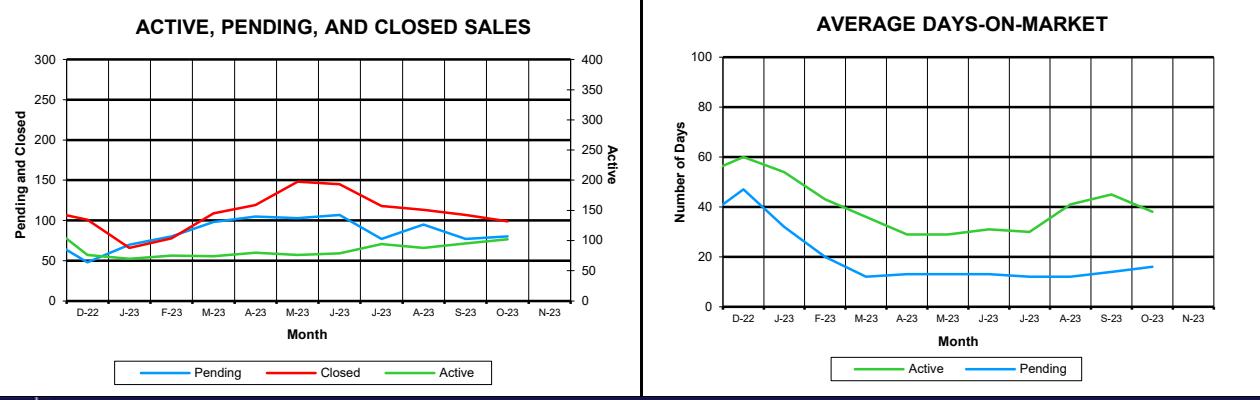
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437
Oct-23	102	38	80	16	99	1,587,596



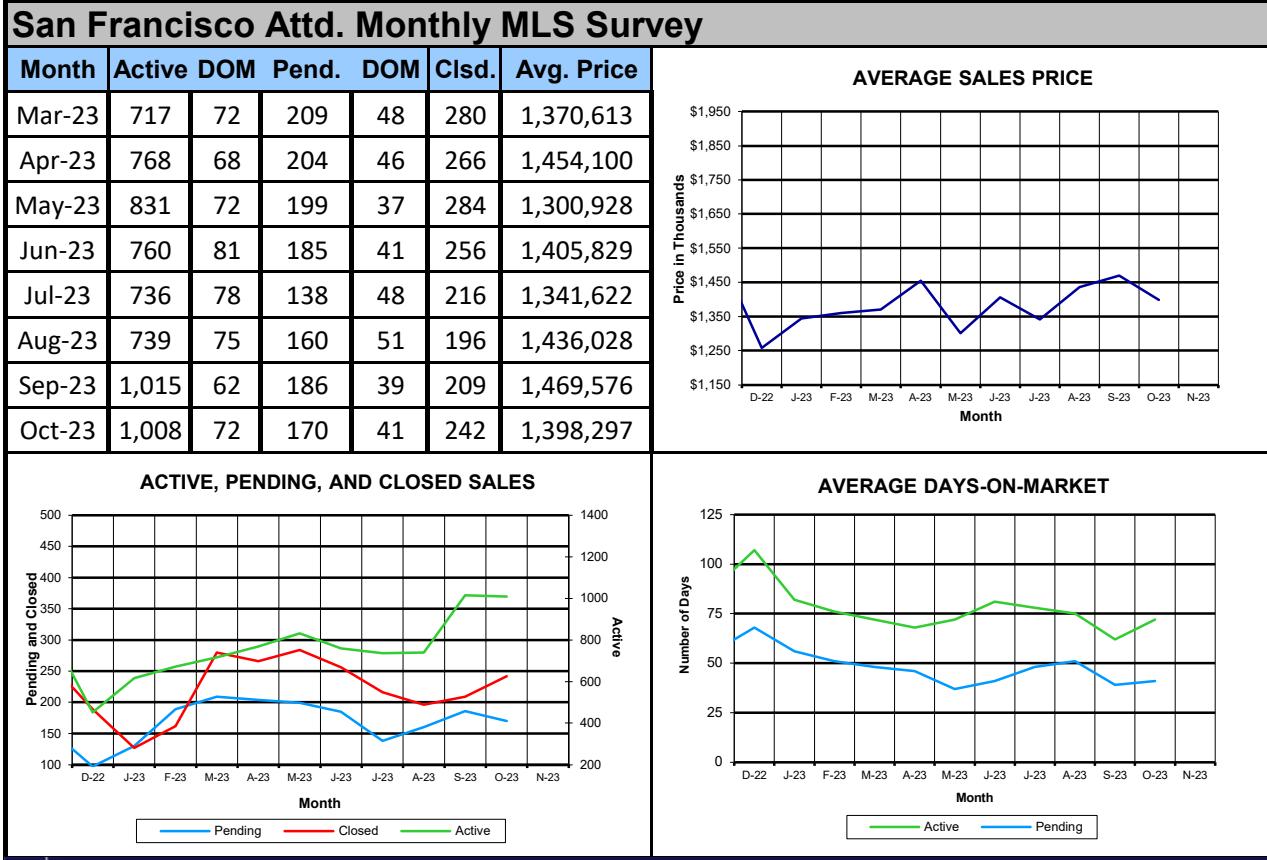
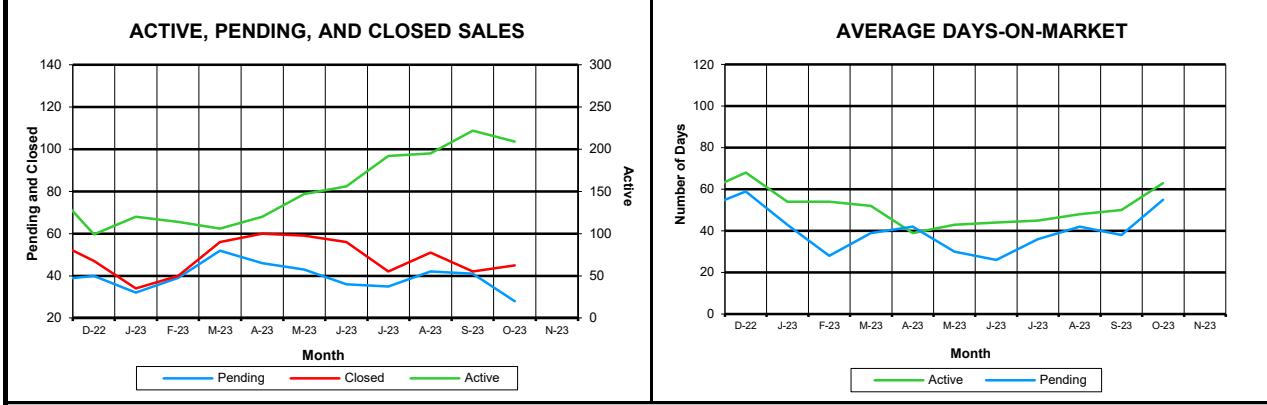


# The Ryness Company

Marketing Research Department

## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768
Oct-23	209	63	28	55	45	583,555





# The Ryness Company

Marketing Research Department

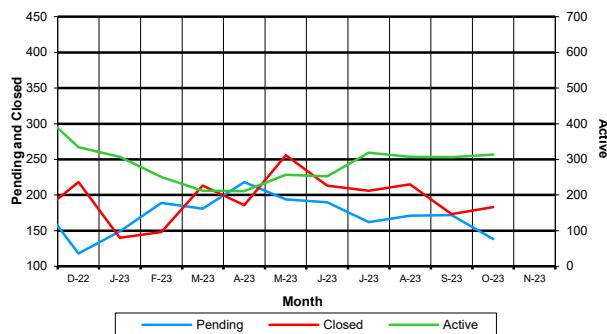
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

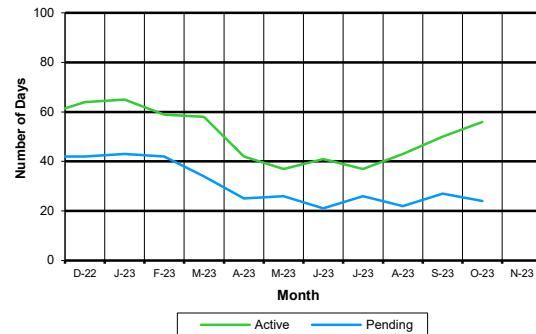
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238
Jul-23	319	37	162	26	206	726,365
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314
Oct-23	313	56	138	24	183	679,450



### ACTIVE, PENDING, AND CLOSED SALES



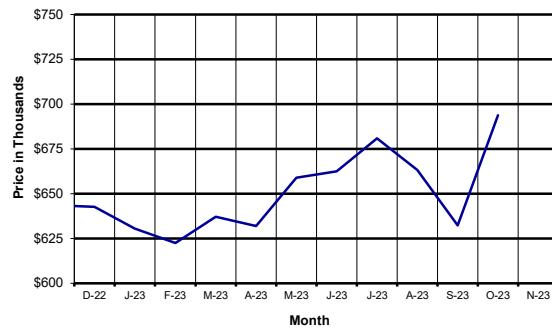
### AVERAGE DAYS-ON-MARKET



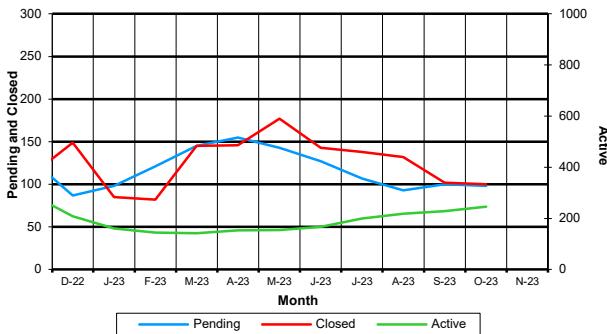
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Aug-23	218	51	93	33	132	663,270
Sep-23	228	53	100	35	102	632,417
Oct-23	246	55	98	27	100	693,817

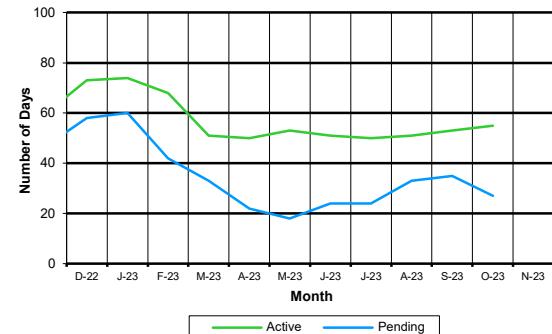
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



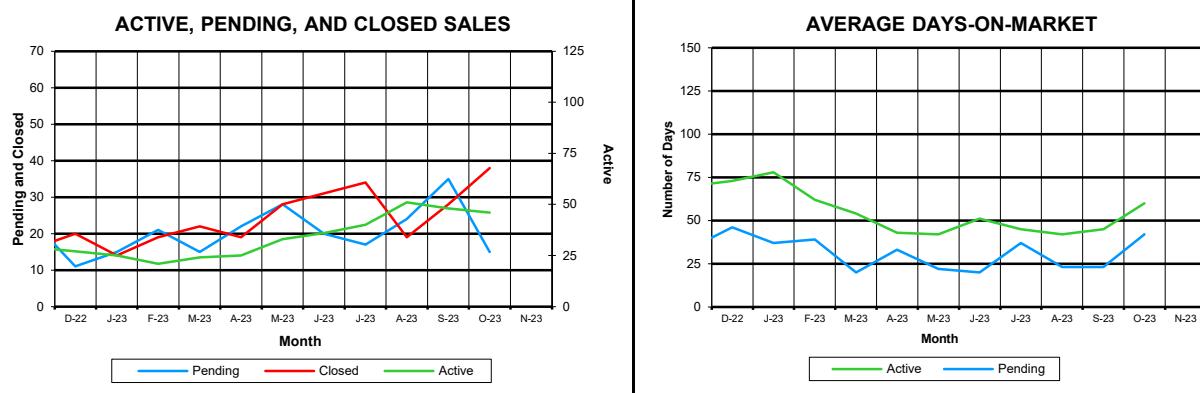


# The Ryness Company

Marketing Research Department

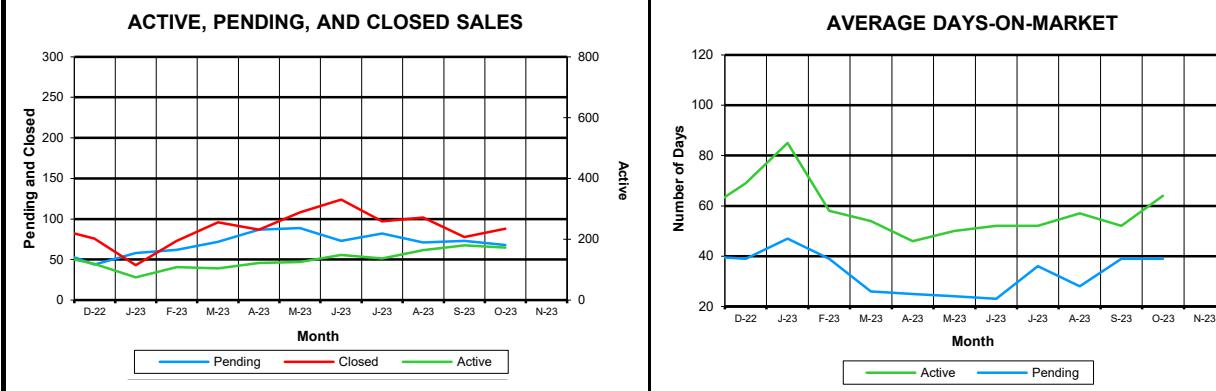
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Mar-23	24	54	15	20	567,931
Apr-23	25	43	22	33	524,184
May-23	33	42	28	22	603,261
Jun-23	36	51	20	20	572,659
Jul-23	40	45	17	37	585,594
Aug-23	51	42	24	23	652,983
Sep-23	48	45	35	23	535,259
Oct-23	46	60	15	42	590,770



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357
Oct-23	173	64	68	39	88	892,593



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



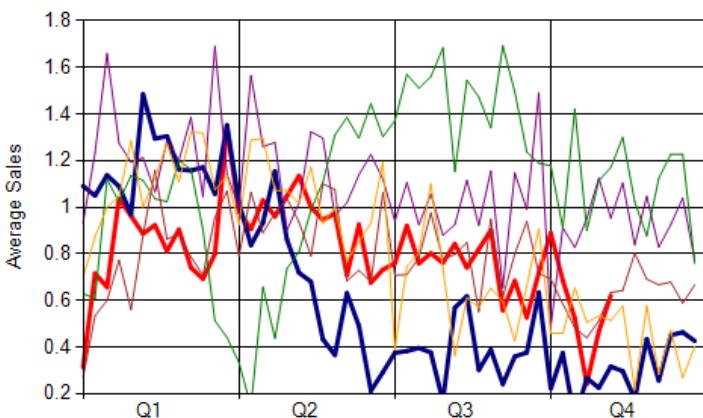
## Central Valley

Week 45

Ending: Sunday, November 12, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		9	62	5	2	3	0.33	0.95	-65%	0.77	-57%	
San Joaquin County		48	568	39	6	33	0.69	0.76	-10%	0.56	24%	
Stanislaus County		12	80	4	0	4	0.33	0.55	-39%	0.38	-12%	
Merced County		7	69	5	2	3	0.43	0.79	-46%	0.86	-50%	
Madera County		9	54	7	0	7	0.78	0.69	12%	0.59	33%	
Fresno County		28	371	24	4	20	0.71	0.93	-23%	0.82	-13%	
<b>Current Week Totals</b>	Traffic : Sales	14 : 1	<b>113</b>	<b>1204</b>	<b>84</b>	<b>14</b>	<b>70</b>	<b>0.62</b>	<b>0.80</b>	<b>-22%</b>	<b>0.66</b>	<b>-6%</b>
Per Project Average				11	0.74	0.12	0.62					
<b>Year Ago - 11/13/2022</b>	Traffic : Sales	19 : 1	<b>98</b>	<b>1056</b>	<b>55</b>	<b>24</b>	<b>31</b>	<b>0.32</b>	<b>0.69</b>	<b>-54%</b>	<b>0.36</b>	<b>-12%</b>
% Change			15%	14%	53%	-42%	126%	96%	16%		83%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 45

### 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	69	22	1.04	0.17	0.87	0.80
■	2019	79	22	0.93	0.15	0.79	0.77
■	2020	86	21	1.32	0.19	1.13	1.11
■	2021	105	15	1.23	0.12	1.11	1.09
■	2022	101	13	0.91	0.23	0.69	0.64
■	2023	109	13	0.94	0.14	0.80	0.80
% Change:		7%	2%	3%	-37%	16%	24%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>7.13%</b>	<b>APR</b> <b>7.55%</b>	
<b>FHA</b>	<b>6.75%</b>	<b>7.70%</b>	Residential construction strengthened over the third quarter. Single-family construction led the charge as builders were able to attract buyers with incentives such as price discounts and rate buy-downs. Total housing starts ended the quarter on a strong note, rising 7.0% in September with broad-based strength. We expect the upturn in construction to lose its legs. The National Association of Home Builders' Housing Market Index has fallen 16 points since July, signaling that single-family home builders are losing confidence in their ability to sustain sales. While incentives have thus far aided builders in securing buyers, mortgage rates nearly reached 8% in October, according to Freddie Mac. Elevated rates likely made offering affordable rate buy-downs a costly provision for builders. On the multifamily side, the pipeline of new apartment projects is poised to thin. Multifamily permits have trended lower throughout the year and portend a downshift in new apartment construction. We forecast overall housing starts slipped 1% in October to a 1,343K-unit annualized pace. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>10 Yr Yield</b>	<b>4.63%</b>		
			

# The Ryness Report

Week Ending  
Sunday, November 12, 2023

Central Valley

Page  
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 9									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hartwell at Ellis	Landsea	TR	Rsv's	DTMU	121	0	2	14	0	1	119	43	0.98	0.96
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	0	4	19	0	0	101	50	1.07	1.11
Fairgrove at Tracy Hills	Lennar <b>TSO</b>	TH		DTMU	149	0	TSO	1	0	0	35	35	0.83	0.83
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	3	4	1	0	31	31	0.73	0.73
Hillview	Lennar	TH		DTMU	214	3	4	8	2	0	79	55	1.05	1.22
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	4	1	0	0	46	39	0.76	0.87
Sunhaven at Tracy Hills	Lennar	TH		DTMU	64	0	3	3	1	0	47	37	0.84	0.82
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	2	0	0	135	42	0.97	0.93
Langston at Mountain House	Shea	MH		ATMU	302	0	5	10	1	1	230	59	1.16	1.31
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 12 : 1</b>				<b>27</b>	<b>62</b>	<b>5</b>	<b>2</b>	<b>823</b>	<b>391</b>
Qty Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 8									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK		DTMU	107	0	3	2	0	1	104	35	0.77	0.78
The Preserve at Creekside	KB Home	SK		DTMU	128	0	4	25	2	0	29	29	0.82	0.82
Keys II at Westlake	Lennar	SK		DTMU	86	4	5	10	2	0	27	25	0.53	0.56
Shoreside at Westlake	Lennar	SK		DTMU	99	0	3	5	0	0	25	25	0.59	0.59
Waterside at Westlake	Lennar	SK		DTMU	92	0	4	5	0	0	27	27	0.72	0.72
Westlake	Meritage	SK		DTMU	84	0	6	6	0	0	74	31	0.85	0.69
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	0	3	2	0	0	50	27	0.56	0.60
Summers Bend at Westlake	Richmond American	SK		DTMU	96	0	8	4	0	1	48	27	0.55	0.60
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.25</b>		<b>Traffic to Sales: 15 : 1</b>				<b>36</b>	<b>59</b>	<b>4</b>	<b>2</b>	<b>384</b>	<b>226</b>
Qty Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 40									
San Joaquin County					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Griffin Park	Atherton	MN	Rsv's	DTMJ	267	0	3	19	3	0	191	51	1.56	1.13
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	3	10	1	0	64	64	1.48	1.48
Yosemite Greens	DR Horton	MN		DTMJ	99	3	5	5	1	0	86	63	1.34	1.40
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	5	18	1	1	43	31	0.61	0.69
Balboa at River Islands	Kiper	LP	Rsv's	DTMJ	117	0	3	24	0	0	110	45	0.89	1.00
Freestone	Kiper	MN		DTMJ	60	0	2	2	0	0	58	31	0.65	0.69
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	24	0	0	83	36	0.79	0.80
Bella Vista Oakwood Shores II	Lafferty	MN	Rsv's	DTMJ	157	0	3	3	0	0	128	17	0.32	0.38
Chelsey at The Trails	Lennar	MN		DTMJ	100	4	6	4	3	0	10	10	1.21	1.21
Hawden at The Trails	Lennar	MN		DTMJ	103	3	5	4	1	0	4	4	0.48	0.48
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	6	0	0	165	52	1.16	1.16
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	7	25	2	1	123	74	1.11	1.64
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	17	0	0	164	54	1.15	1.20
Laguna at River Islands	Pulte	LP		DTMJ	110	6	3	10	7	0	79	51	0.76	1.13
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	3	2	0	0	86	44	0.82	0.98
Passport at Griffin Park	Raymus	MN		DTMJ	93	0	5	22	1	0	88	29	0.81	0.64
The Strand Collection	Raymus	MN		DTMJ	56	3	5	30	1	0	5	5	0.81	0.81
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	5	16	0	0	39	27	0.47	0.60
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	3	0	1	97	25	0.80	0.56
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	3	0	0	3	3	0.13	0.13
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	4	13	0	0	37	24	0.45	0.53
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	5	8	0	0	56	37	0.59	0.82
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	5	19	1	0	13	13	0.58	0.58
Villa Ticino	Richmond American	MN		DTMJ	100	0	5	9	1	0	9	9	0.47	0.47
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	2	3	5	1	0	103	49	1.02	1.09
Oakwood Trails- Juniper	Taylor Morrison	MN	New	DTMJ	110	12	6	25	2	0	6	6	4.67	4.67
Oakwood Trails- Poppy	Taylor Morrison	MN	New	DTMJ	133	0	7	25	0	0	5	5	3.89	3.89
Oakwood Trails- Sage	Taylor Morrison	MN	New	DTMJ	113	0	6	25	2	0	7	7	5.44	5.44
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	4	41	1	1	84	37	0.75	0.82
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	3	5	7	1	0	36	29	0.50	0.64
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	4	6	0	0	53	27	0.60	0.60
Avalon at River Islands	Trumark	LP		DTMJ	57	0	3	16	2	0	53	31	0.56	0.69
Avalon Point at River Islands	Trumark <span style="color:red">S/O</span>	LP		DTMJ	69	0	S/O	6	1	0	69	26	0.77	0.58
Dawn at The Collective	Trumark	MN		AASF	76	0	7	5	0	0	18	13	0.21	0.29
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	3	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	6	6	0	0	33	23	0.37	0.51
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	1	16	1	0	39	33	0.53	0.73
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	6	19	0	0	25	25	0.78	0.78
Avendale	Warmington <span style="color:red">TSO</span>	MN		DTMJ	49	0	TSO	5	0	0	40	40	1.13	1.13
Vintage II	Windward Pacific	MN		DTMJ	68	0	15	3	1	0	53	14	0.41	0.31
<b>TOTALS: No. Reporting: 40</b>	<b>Avg. Sales: 0.78</b>				<b>Traffic to Sales: 15 : 1</b>				<b>177</b>	<b>509</b>	<b>35</b>	<b>4</b>	<b>2365</b>	<b>1164</b>
City Codes: MN = Manteca, LP = Lathrop														

# The Ryness Report

Week Ending  
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Modesto					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Avalon	Bright	CE		DTMU	33	0	2	1	0	0	31	23	0.49	0.51	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: NA</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>31</b>	<b>23</b>	<b>Net: 0</b>
City Codes: CE = Ceres															

Stanislaus County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Grasslands at Countryside	DR Horton	RB		DTMU	34	3	2	8	2	0	6	6	1.83	1.83	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	2	2	0	0	121	32	0.97	0.71	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	6	3	1	0	7	7	0.17	0.17	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	7	0	0	19	19	0.82	0.82	
Heritage at Parkwood	KB Home	HG		DTMU	50	0	2	27	0	0	0	0	0.00	0.00	
Orchards at Parkwood	KB Home	HG		DTMU	299	0	2	12	0	0	0	0	0.00	0.00	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	6	11	1	0	2	2	0.22	0.22	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	4	2	0	0	184	29	0.99	0.64	
T Street Customs	SQM	NW		DTMU	10	0	2	2	0	0	3	3	0.05	0.07	
The Meadowlands	Windward Pacific	OD		DTMU	62	0	20	3	0	0	10	5	0.10	0.11	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.40</b>					<b>Traffic to Sales: 19 : 1</b>	<b>49</b>	<b>77</b>	<b>4</b>	<b>0</b>	<b>352</b>	<b>103</b>	<b>Net: 4</b>
City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Marcona	Bright	KY		DTMU	116	0	4	2	0	0	51	35	0.66	0.78	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: NA</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>51</b>	<b>35</b>	<b>Net: 0</b>
City Codes: KY = Keyes															

Merced County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Silhouette at Sunrise Ranch	Century	LB		DTMU	95	0	5	7	2	0	77	39	0.85	0.87	
Lantana	DR Horton	MD		DTMU	99	0	14	7	1	0	48	45	0.97	1.00	
Monterra VI	DR Horton	MD		DTMU	61	0	7	16	1	2	46	46	1.52	1.52	
New castle	DR Horton	MD		DTMU	33	0	3	1	0	0	30	30	0.90	0.90	
Pacheco Pointe III	DR Horton	LB		DTST	81	0	6	20	0	0	14	14	1.36	1.36	
Stoneridge South III	DR Horton	MD		DTMU	64	0	8	7	1	0	55	55	1.21	1.22	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	12	11	0	0	49	17	0.43	0.38	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	3	NA	0	0	62	20	0.57	0.44	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	4	NA	0	0	135	27	0.62	0.60	
Villas II, The	Stonefield Home	LB		DTST	191	0	4	NA	0	0	102	16	0.70	0.36	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.43</b>					<b>Traffic to Sales: 14 : 1</b>	<b>66</b>	<b>69</b>	<b>5</b>	<b>2</b>	<b>618</b>	<b>309</b>	<b>Net: 3</b>
City Codes: LB = Los Banos, MD = Merced															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
Madera County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Greenhills Estates	Century	CW		DTMJ	70	0	5	4	2	0	55	34	0.65	0.76				
Omni	Century	MDA		DTMJ	61	0	5	7	2	0	42	39	0.69	0.87				
Pecan Square	DR Horton	MDA		DTMJ	112	0	13	5	1	0	77	77	1.74	1.71				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	3	11	2	0	24	21	0.41	0.47				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	7	0	0	107	4	0.73	0.09				
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.21	0.21				
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	0.29	0.29				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	10	0	0	24	4	0.16	0.09				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	7	10	0	0	47	7	0.32	0.16				
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.78</b>		<b>Traffic to Sales: 8 : 1</b>				<b>43</b>	<b>54</b>	<b>7</b>	<b>0</b>	<b>382</b>	<b>192</b>				
Qty Codes: CW = Chowchilla, MDA = Madera																		

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 30									
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	6	7	1	0	91	41	0.84	0.91
The Crossings II	Century	KER		DTMJ	104	0	7	5	1	0	97	42	1.07	0.93
Serenade	DR Horton	SAN		DTMJ	129	0	5	9	0	0	25	25	0.88	0.88
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.52	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	3	5	6	1	0	45	15	0.47	0.33
Centrella Estates	KB Home	FR		DTMJ	74	0	6	4	0	0	44	44	1.32	1.32
Centrella Villas	KB Home	FR		DTMJ	107	0	7	6	1	0	65	41	0.95	0.91
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	11	0	0	26	26	0.83	0.83
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	2	13	1	0	19	19	0.72	0.72
Legacy at Highland	KB Home	CV		DTMJ	42	0	8	8	0	0	27	27	0.57	0.60
Catalina Park - Surf	Lennar	FR		DTMJ	83	0	6	2	2	1	49	44	1.04	0.98
Corinthalyn- Surf	Lennar	CV		DTMJ	75	3	3	1	1	0	3	3	1.31	1.31
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	2	0	0	0	101	80	1.14	1.78
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	4	4	3	3	0	17	17	0.89	0.89
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	5	1	0	1	32	32	1.85	1.85
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	3	3	1	1	0	5	5	0.33	0.33
Heritage Grove - Orchard III	Lennar	CV		DTMJ	15	0	2	1	1	0	7	7	0.53	0.53
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	1	0	0	0	4	4	0.23	0.23
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	4	7	83	1	0	60	60	1.86	1.86
Juniper Hills- Solana	Lennar	FR		DTST	77	0	6	28	0	1	61	61	1.41	1.41
Juniper Hills- Surf	Lennar	FR		DTMJ	102	5	6	134	6	0	61	59	1.35	1.31
Kintsu Square - Choral Series	Lennar	FR	New	DTMJ	84	6	3	2	2	0	3	3	2.33	2.33
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	0	2	2	0	1	183	145	1.36	3.22
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	13	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	3	10	0	0	4	4	0.14	0.14
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	3	N/A	0	0	62	14	0.36	0.31
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	11	N/A	0	0	42	7	0.24	0.16
Somerset Crossing	Woodside	FO		ATST	99	0	4	4	0	0	61	22	0.44	0.49
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	4	4	11	2	0	90	6	0.52	0.13
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	2	6	0	0	55	7	0.32	0.16
<b>TOTALS: No. Reporting: 28</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 15 : 1</b>				<b>143</b>	<b>371</b>	<b>24</b>	<b>4</b>	<b>1465</b>	<b>860</b>
City Codes: REE = Reedley, KER = Kerman, SAN = Sanger, FO = Fowler, FR = Fresno, CV = Clovis, FT = Friant														

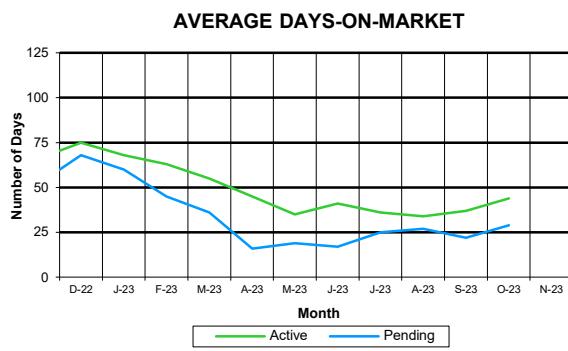
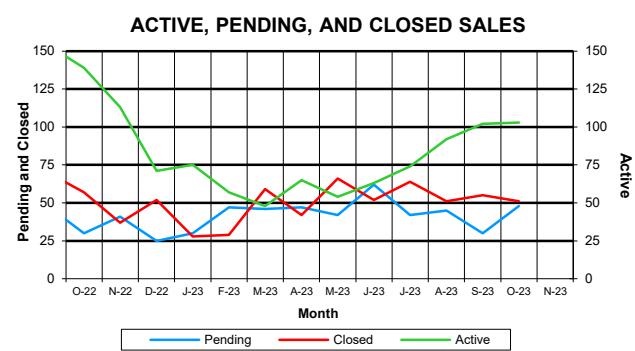
Central Valley					Projects Participating: 118						
					Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 113</b>		<b>Avg. Sales: 0.62</b>			<b>547</b>	<b>1204</b>	<b>84</b>	<b>14</b>	<b>6471</b>	<b>3303</b>	<b>Net: 70</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

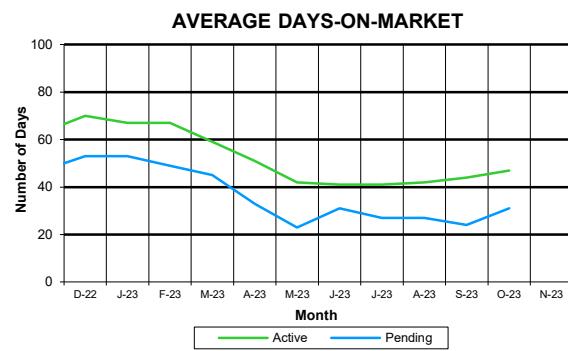
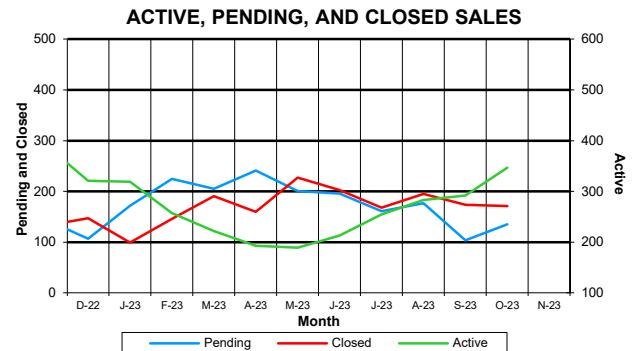
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298
Oct-23	103	44	48	29	51	722,282



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	283	42	177	27	195	488,836
Sep-23	292	44	104	24	174	480,085
Oct-23	347	47	135	31	171	452,915



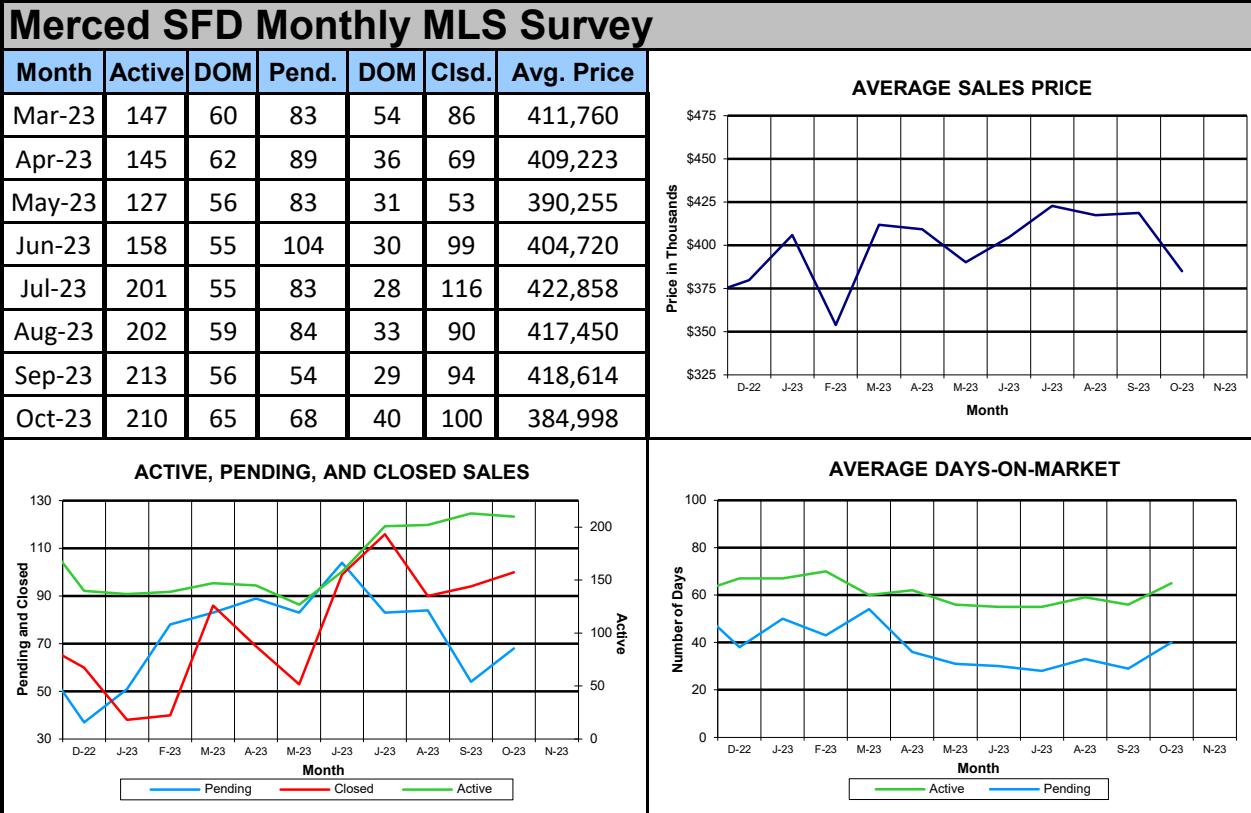


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583
Oct-23	193	50	102	22	137	480,766



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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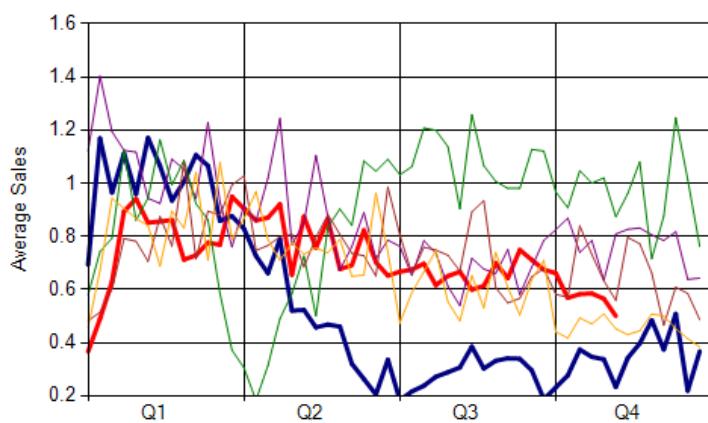
## Sacramento

Week 45

Ending: Sunday, November 12, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		35	430	23	4	19	0.54	0.81	-33%	0.81	-33%	
Central & North Sacramento		40	271	15	2	13	0.33	0.60	-46%	0.50	-35%	
Folsom		16	194	16	4	12	0.75	0.78	-3%	0.73	3%	
El Dorado		9	79	4	1	3	0.33	0.56	-41%	0.39	-15%	
Placer & Nevada		61	708	36	8	28	0.46	0.76	-40%	0.65	-30%	
Yolo		10	80	10	0	10	1.00	0.77	30%	0.78	29%	
Amador County		1	23	0	0	0	0.00	0.02	-100%	0.00	0.00	
Northern Counties		14	103	9	1	8	0.57	0.67	-14%	0.60	-4%	
<b>Current Week Totals</b>	Traffic : Sales	17:1	<b>186</b>	<b>1888</b>	<b>113</b>	<b>20</b>	<b>93</b>	<b>0.50</b>	<b>0.71</b>	<b>-30%</b>	<b>0.64</b>	<b>-22%</b>
Per Project Average			10	0.61	0.11	0.50						
<b>Year Ago - 11/13/2022</b>	Traffic : Sales	22:1	<b>185</b>	<b>1921</b>	<b>86</b>	<b>43</b>	<b>43</b>	<b>0.23</b>	<b>0.55</b>	<b>-58%</b>	<b>0.31</b>	<b>-25%</b>
<b>% Change</b>			1%	-2%	31%	-53%	116%	115%	31%		105%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 45

### 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	130	25	0.84	0.14	0.70	0.66
■	2019	141	22	0.88	0.13	0.75	0.73
■	2020	150	16	1.03	0.15	0.89	0.89
■	2021	162	17	0.96	0.10	0.86	0.85
■	2022	175	13	0.72	0.18	0.55	0.52
■	2023	180	13	0.83	0.12	0.71	0.71
% Change:		3%	3%	15%	-32%	31%	36%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>7.13%</b>	<b>APR</b> <b>7.55%</b>	
<b>FHA</b>	<b>6.75%</b>	<b>7.70%</b>	Residential construction strengthened over the third quarter. Single-family construction led the charge as builders were able to attract buyers with incentives such as price discounts and rate buy-downs. Total housing starts ended the quarter on a strong note, rising 7.0% in September with broad-based strength. We expect the upturn in construction to lose its legs. The National Association of Home Builders' Housing Market Index has fallen 16 points since July, signaling that single-family home builders are losing confidence in their ability to sustain sales. While incentives have thus far aided builders in securing buyers, mortgage rates nearly reached 8% in October, according to Freddie Mac. Elevated rates likely made offering affordable rate buy-downs a costly provision for builders. On the multifamily side, the pipeline of new apartment projects is poised to thin. Multifamily permits have trended lower throughout the year and portend a downshift in new apartment construction. We forecast overall housing starts slipped 1% in October to a 1,343K-unit annualized pace. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>10 Yr Yield</b>	<b>4.63%</b>		
			

# The Ryness Report

Week Ending  
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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 35									
South Sacramento					Units	New Rel.	Rel'd Rn'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	21	8	1	0	26	26	1.50	1.50
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	3	5	14	1	0	69	41	1.11	0.91
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	3	14	2	0	91	67	1.46	1.49
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	3	4	1	1	72	46	1.17	1.02
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	8	79	1	0	25	25	0.80	0.80
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	5	0	0	21	16	0.28	0.36
Allegro	KB Home	LN		ATMJ	72	0	5	11	0	0	67	32	0.72	0.71
Highland at The Grove	KB Home	LN		ATST	116	0	2	43	0	0	0	0	0.00	0.00
Westborne at The Grove	KB Home	LN		DTMJ	123	0	3	3	0	0	0	0	0.00	0.00
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	3	10	2	1	23	23	0.91	0.91
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	4	5	10	2	0	10	10	0.62	0.62
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	4	5	1	0	24	24	1.13	1.13
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	14	1	0	57	43	0.69	0.96
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	5	14	1	0	69	49	0.84	1.09
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	3	6	1	0	44	38	0.58	0.84
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	5	5	0	0	25	24	0.49	0.53
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	3	1	0	91	31	0.73	0.69
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	4	0	0	0	40	23	0.45	0.51
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	4	2	1	0	61	55	0.87	1.22
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN	New	AASF	116	5	3	5	2	0	2	2	7.00	7.00
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN	New	AASF	85	5	5	2	0	0	0	0	0.00	0.00
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN	New	AASF	90	5	5	2	0	0	0	0	0.00	0.00
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	3	6	1	0	42	40	0.80	0.89
Madeira Ranch - Homestead	Taylor Morrison TSO	LN		DTMJ	121	0	TSO	8	0	0	45	40	0.86	0.89
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	4	9	0	0	26	21	0.50	0.47
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	5	3	0	0	40	35	0.77	0.78
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	3	9	0	0	51	31	0.92	0.69
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	6	16	1	1	54	46	0.98	1.02
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	5	14	2	0	50	43	0.90	0.96
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	2	1	0	0	10	10	0.47	0.47
Wildhawk South- Latitude	Taylor Morrison TSO	SO		DTMJ	152	0	TSO	9	0	0	36	36	1.70	1.70
Long Meadow	The New Home Co	VN		DTMJ	122	0	5	50	1	0	15	15	1.33	1.33
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	10	0	1	79	36	0.67	0.80
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	12	0	0	71	22	0.56	0.49
The Oasis	Tim Lewis	LN		DTMJ	52	0	1	24	0	0	4	4	1.75	1.75
<b>TOTALS: No. Reporting: 35</b>			<b>Avg. Sales: 0.54</b>		<b>Traffic to Sales: 19 : 1</b>				<b>146</b>	<b>430</b>	<b>23</b>	<b>4</b>	<b>1340</b>	<b>954</b>
<b>Net: 19</b>														

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Central Sacramento					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	2	14	1	0	29	29	0.90	0.90
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	6	6	0	0	152	33	0.65	0.73
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	6	0	0	25	17	0.38	0.38
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	3	7	0	0	18	12	0.26	0.27
Canyon at The Ranch	K Hovnanian	RO		DTMJ	114	0	4	2	0	0	11	11	0.39	0.39
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	4	3	0	0	50	22	0.53	0.49
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	1	0	0	35	34	0.60	0.76
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	3	1	0	0	53	25	0.56	0.56
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	4	0	0	0	69	27	0.73	0.60
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	0	0	0	70	5	0.45	0.11
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	0	4	5	0	0	4	4	0.43	0.43
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	12	0.80	0.27
Viridian II at Pradera Ranch	Lennar	RO		DTMJ	92	0	6	5	0	0	2	2	0.32	0.32
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	2	15	0	0	16	13	0.22	0.29
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	2	15	1	0	22	8	0.27	0.18
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	3	15	1	0	23	21	0.29	0.47
Ascent at Montelena	Pulte	RO		DTMJ	127	0	6	4	1	2	27	22	0.46	0.49
Solis at Montelena	Pulte	RO		DTMJ	55	0	5	21	1	0	8	5	0.12	0.11
Vista at Montelena	Pulte	RO		DTMJ	38	0	2	21	1	0	30	26	0.46	0.58
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	6	19	0	0	58	38	0.66	0.84
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	2	6	0	0	8	8	0.49	0.49
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	2	1	0	0	166	23	0.76	0.51
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	5	8	0	0	18	18	1.04	1.04
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	5	7	0	0	9	9	0.59	0.59
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	5	8	0	0	6	6	0.37	0.37
<b>TOTALS: No. Reporting: 25</b>			<b>Avg. Sales: 0.16</b>		<b>Traffic to Sales: 32 : 1</b>				<b>92</b>	<b>190</b>	<b>6</b>	<b>2</b>	<b>1092</b>	<b>430</b>
<b>Net: 4</b>														

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15									
North Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	1	1	0	0	141	20	0.66	0.44
Edgeview - The Cove	Beazer	SO		ATST	156	2	1	3	1	0	153	31	0.86	0.69
Westward - The Cove	Beazer	SO		DTST	122	0	2	2	0	0	120	41	0.63	0.91
Villas at The Preserve	KB Home	AO		DTMJ	203	0	4	10	0	0	3	3	0.95	0.95
Garnet at Barrett Ranch	Lennar <span style="color:red">SO</span>	AO		DTST	148	0	S/O	5	1	0	148	58	0.91	1.29
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	2	5	0	0	149	57	0.91	1.27
Northlake - Atla	Lennar	SO		DTMJ	116	0	1	0	0	0	115	31	0.78	0.69
Northlake - Bleau	Lennar	SO		DTMJ	348	4	7	5	1	0	134	49	0.91	1.09
Northlake - Crestvue II	Lennar	SO		DTMJ	138	0	3	5	0	0	0	0	0.00	0.00
Northlake - Drifton	Lennar	SO		DTMJ	236	4	6	5	1	0	114	40	0.82	0.89
Northlake - Lakelet	Lennar	SO		DTMJ	307	0	2	5	0	0	121	43	0.82	0.96
Northlake - Shor	Lennar	SO		DTMJ	337	0	3	5	0	0	126	41	0.86	0.91
Northlake - Watersyde	Lennar	SO		DTMJ	276	0	7	5	0	0	121	37	0.82	0.82
Northlake - Wavmor	Lennar	SO		DTMJ	320	0	3	10	2	0	118	32	0.80	0.71
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	3	2	15	3	0	122	75	1.04	1.67
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.60</b>			<b>Traffic to Sales: 9 : 1</b>			<b>44</b>	<b>81</b>	<b>9</b>	<b>0</b>	<b>1685</b>	<b>558</b>	<b>Net: 9</b>
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 16									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM		DTMJ	53	0	12	9	1	0	11	11	0.72	0.72
Sycamore Creek	JMC	FM		DTMJ	44	0	1	0	0	0	43	2	0.28	0.04
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	5	0	0	69	59	0.86	1.31
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	3	5	1	1	59	45	0.74	1.00
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	4	5	1	0	56	36	0.72	0.80
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	0	0	0	116	36	0.80	0.80
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	96	4	6	20	5	1	41	41	1.56	1.56
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	4	4	20	3	0	34	34	1.21	1.21
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	5	5	0	0	73	35	0.55	0.78
Folsom Ranch - Debut	Taylor Morrison <span style="color:red">TSO</span>	FM		DTMJ	42	0	TSO	8	2	1	40	38	0.81	0.84
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	4	7	0	0	31	31	0.63	0.69
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	2	8	0	0	28	28	0.57	0.62
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	25	1	0	54	54	1.42	1.42
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	7	26	0	0	35	22	0.48	0.49
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	76	0	5	25	1	0	37	37	0.97	0.97
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	3	26	1	1	43	30	0.59	0.67
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.75</b>			<b>Traffic to Sales: 12 : 1</b>			<b>64</b>	<b>194</b>	<b>16</b>	<b>4</b>	<b>770</b>	<b>539</b>	<b>Net: 12</b>
City Codes: FM = Folsom														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
El Dorado County					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Revere	Blue Mountain	RE		DTMJ	51	3	4	10	0	0	43	10	0.33	0.22				
Alder at Saratoga Estates	Elliott	BH		DTMJ	129	0	4	12	1	0	104	18	0.60	0.40				
Manzanita at Saratoga	Elliott	BH		DTMJ	131	0	4	9	0	0	68	13	0.40	0.29				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	10	0	0	11	5	0.13	0.11				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	5	1	1	103	44	0.66	0.98				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	5	5	0	0	291	77	1.08	1.71				
Trento at The Promontory	Lennar	BH		DTMJ	32	0	2	5	0	0	8	8	0.26	0.26				
Ridgeview	The New Home Co	BH		DTMJ	44	3	4	18	2	0	9	9	0.47	0.47				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	5	5	0	0	48	19	0.45	0.42				
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.33</b>		<b>Traffic to Sales: 20 : 1</b>				<b>34</b>	<b>79</b>	<b>4</b>	<b>1</b>	<b>685</b>	<b>203</b>				
City Codes: RE = Rescue, BH = El Dorado Hills																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 61									
Placer County					Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Kindred at Sierra Vista	Anthem United	R/V		DTMJ	159	0	6	19	1	0	3	3	0.95	0.95
Whitehawk	Anthem United	GB		DTMJ	55	0	7	53	0	0	18	18	0.47	0.47
Verrado II at Solaire	Beazer	R/V		DTMJ	63	0	13	2	0	0	9	9	0.59	0.59
Harvest	Black Pine	LM		DTMJ	22	0	2	4	0	0	18	18	0.68	0.68
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	8	0	0	0	0	0.00	0.00
Oresleigh Havenwood	Oresleigh	LL		DTMJ	83	0	4	4	0	0	39	16	0.34	0.36
Balboa II	DR Horton	R/V		DTST	172	3	4	9	2	1	102	91	1.54	2.02
Dragonfly at Winding Creek	DR Horton	R/V		DTST	77	3	4	16	1	0	2	2	1.56	1.56
Melrose at Mason Trails	DR Horton	R/V		DTMJ	93	0	4	13	0	0	85	64	1.18	1.42
Turkey Creek Estates	Elliott	LL		DTMJ	228	0	6	0	0	0	65	17	0.52	0.38
Edgefield Place	JMC	RK		DTMJ	83	0	4	13	0	0	42	29	0.48	0.64
Excelsior Village at Sierra Vista	JMC	R/V		DTMJ	80	0	3	17	2	1	27	24	0.33	0.53
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	0	2	27	0	0	89	39	0.66	0.87
Meadowbrook at Fiddymont Farms	JMC	R/V		DTMJ	80	0	4	22	2	0	68	19	0.51	0.42
Northbrook at Fiddymont Farm	JMC	R/V		DTST	87	0	2	31	1	0	32	32	1.13	1.13
Palisade Village	JMC	R/V		DTST	307	0	4	27	1	0	299	75	1.39	1.67
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	11	0	0	89	14	0.54	0.31
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	0	3	23	0	0	82	30	0.61	0.67
Sentinel	JMC	R/V		DTST	256	0	6	16	1	1	157	26	0.82	0.58
Tribute Pointe	JMC	RK		DTMJ	99	0	6	15	0	0	21	13	0.24	0.29
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	4	34	1	0	58	45	0.69	1.00
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	6	6	0	0	77	7	0.56	0.16
Firefly at Winding Creek II	K Hovnanian	R/V		DTMJ	36	0	3	6	0	0	24	24	1.25	1.25
Aurora Heights at Twelve Bridges	KB Home	LL		DTMJ	224	0	0	4	0	0	0	0	0.00	0.00
Copper Ridge	KB Home	LL		DTMJ	98	0	1	13	1	1	93	49	0.92	1.09
Cortland at Mason Trails	KB Home	R/V		DTMJ	110	0	4	3	0	0	106	51	1.15	1.13
Morgan Knolls	KB Home	R/V		DTMJ	58	0	2	15	0	0	22	22	0.78	0.78
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	1	0	0	238	21	1.02	0.47
Andorra at Sierra West	Lennar	R/V		DTMJ	193	5	5	15	3	0	169	68	1.04	1.51
Breckenridge at Sierra West	Lennar	R/V		DTMJ	281	4	5	15	3	1	109	64	1.00	1.42
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	404	0	3	5	0	0	103	51	0.88	1.13
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	457	0	3	5	1	0	107	57	0.89	1.27
Lumiere at Sierra West	Lennar	R/V		DTMJ	205	3	4	10	2	0	160	62	0.98	1.38
Meribel at Sierra West	Lennar	R/V		DTMJ	167	0	4	5	1	1	159	58	0.96	1.29
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	256	0	8	5	0	0	105	57	0.90	1.27
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	3	10	2	0	40	38	0.75	0.84
Windham at Sierra West	Lennar	R/V		DTMJ	173	0	5	5	0	0	105	57	1.05	1.27
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	3	29	1	0	77	48	0.87	1.07
Roam at Winding Creek	Meritage	R/V		DTMJ	95	0	2	1	0	0	90	44	0.85	0.98
Traverse at Winding Creek	Meritage	R/V		DTMJ	82	0	2	10	2	0	5	5	0.69	0.69
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	26	0	0	33	9	0.48	0.20
Revere at Independence	Richmond American	LL		DTMJ	122	0	10	0	0	0	112	31	0.76	0.69
Seasons at Mason Trails	Richmond American	R/V		DTMJ	77	4	5	3	3	0	39	30	0.55	0.67
Seasons at Sierra Vista	Richmond American	R/V		DTMJ	143	0	7	17	0	1	24	23	0.27	0.51
Windsong at Winding Creek	Richmond American	R/V		DTMJ	71	0	10	9	0	0	57	31	0.54	0.69

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 61												
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	5	6	0	0	100	22	0.76	0.49			
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	10	6	0	1	31	25	0.33	0.56			
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	7	0	0	89	19	0.67	0.42			
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	5	4	6	1	0	101	31	0.76	0.69			
Fiddymont Farm- Magnolia	Taylor Morrison TSO	RV		DTMJ	99	0	TSO	17	1	0	80	45	1.04	1.00			
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	2	10	0	0	20	10	0.26	0.22			
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	0	6	8	0	0	6	6	0.45	0.45			
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	0	4	8	0	0	4	4	0.28	0.28			
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	0	1	20	1	0	17	17	0.39	0.39			
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	10	0	0	78	4	0.36	0.09			
The Lake at Crown Point II	Tim Lewis	RK		DTMJ	17	0	1	4	0	0	2	2	0.14	0.14			
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	2	3	0	0	8	6	0.11	0.13			
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	6	3	0	0	11	8	0.15	0.18			
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	1	1	0	101	34	0.73	0.76			
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	8	0	0	22	15	0.34	0.33			
Muscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	3	9	1	0	28	26	0.43	0.58			
<b>TOTALS: No. Reporting: 61</b>					<b>Avg. Sales: 0.46</b>			<b>Traffic to Sales: 20 : 1</b>			<b>256</b>	<b>708</b>	<b>36</b>	<b>8</b>	<b>4057</b>	<b>1765</b>	<b>Net: 28</b>

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

Yolo County					Projects Participating: 10												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Parkside at The Rivers	Century	WS		DTMJ	82	0	1	9	1	0	38	37	0.70	0.82			
Trailside at The Rivers	Century	WS		DTMJ	120	0	2	8	3	0	11	11	0.25	0.25			
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	4	5	0	0	41	41	0.99	0.99			
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	3	5	1	0	19	19	0.45	0.45			
Orestada	Lennar	WL		DTMJ	105	0	3	5	1	0	59	48	0.90	1.07			
Iris	Lennar	WL		DTMJ	97	3	3	15	3	0	65	56	0.85	1.24			
Lavender	Lennar	WL		DTMJ	78	0	4	5	1	0	67	48	0.94	1.07			
The Hideaway	Meritage	WN		DTMJ	148	0	7	12	0	0	66	47	0.89	1.04			
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	4	8	0	0	78	26	0.58	0.58			
Revival	Tim Lewis	WL		DTST	72	0	3	8	0	0	19	9	0.24	0.20			
<b>TOTALS: No. Reporting: 10</b>					<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 8 : 1</b>			<b>34</b>	<b>80</b>	<b>10</b>	<b>0</b>	<b>463</b>	<b>342</b>	<b>Net: 10</b>

City Codes: WS = West Sacramento, WL = Woodland, WN = Winters

Amador County					Projects Participating: 1												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	3	23	0	0	19	1	0.16	0.02			
<b>TOTALS: No. Reporting: 1</b>					<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>3</b>	<b>23</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>1</b>	<b>Net: 0</b>

City Codes: PLY = Plymouth

# The Ryness Report

Week Ending  
Sunday, November 12, 2023

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2									
Butte County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Amber Lynn Estates	DR Horton	CO		DTST	108	0	4	6	1	0	29	28	0.48	0.62
Sparrow	DR Horton	CO		DTMJ	86	0	5	6	1	0	28	24	0.38	0.53
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 6 : 1</b>				<b>9</b>	<b>12</b>	<b>2</b>	<b>0</b>	<b>57</b>	<b>52</b>
City Codes: CO = Chico														

Shasta County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	3	11	1	0	18	17	0.38	0.38
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	2	11	1	0	20	20	0.42	0.44
Monroe	DR Horton	RD		DTST	20	0	4	10	0	0	2	2	0.11	0.11
Rio	DR Horton	RD		DTST	50	0	4	2	0	0	40	24	0.53	0.53
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 17 : 1</b>				<b>13</b>	<b>34</b>	<b>2</b>	<b>0</b>	<b>80</b>	<b>63</b>
City Codes: RD = Redding														

Yuba County					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMJ	78	0	2	8	0	0	2	2	0.61	0.61
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	5	7	0	0	20	20	0.62	0.62
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	4	2	0	1	101	10	0.52	0.22
Aspire at Calterra Ranch	K Hovnanian	WH		DTMJ	145	3	4	6	2	0	50	33	0.59	0.73
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	7	17	1	0	82	39	0.95	0.87
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	2	10	1	0	64	60	1.20	1.33
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	5	1	0	162	56	0.99	1.24
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	146	0	5	2	0	0	133	39	0.79	0.87
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 11 : 1</b>				<b>31</b>	<b>57</b>	<b>5</b>	<b>1</b>	<b>614</b>	<b>259</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

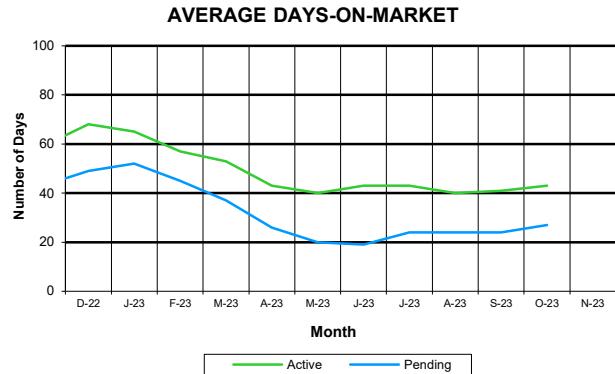
Sacramento					Projects Participating: 186						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 186</b>		<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 17 : 1</b>	<b>726</b>	<b>1888</b>	<b>113</b>	<b>20</b>	<b>10862</b>	<b>5166</b>	<b>Net: 93</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

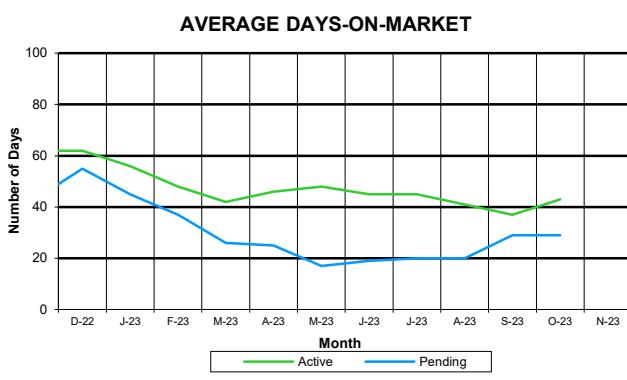
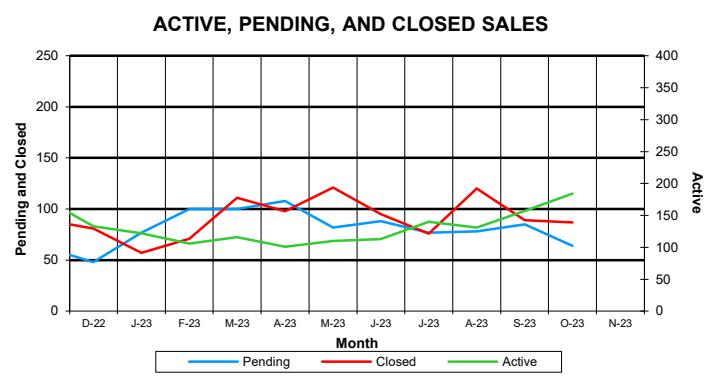
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	1,056	40	761	24	914	598,812
Sep-23	1,145	41	735	24	822	604,024
Oct-23	1,335	43	630	27	799	607,113



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	131	41	78	20	120	356,082
Sep-23	157	37	85	29	89	344,570
Oct-23	184	43	64	29	87	334,969



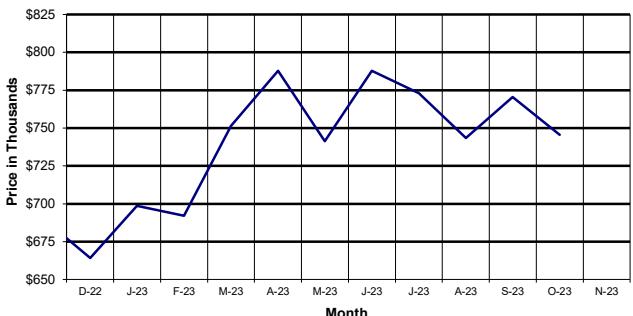
# The Ryness Company

Marketing Research Department

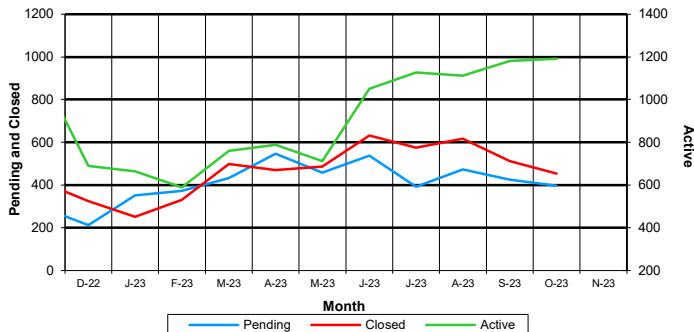
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	1,112	58	473	33	617	743,456
Sep-23	1,180	60	425	36	511	770,446
Oct-23	1,192	66	397	34	454	745,567

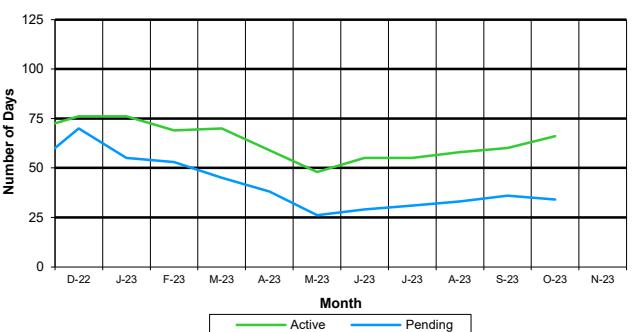
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



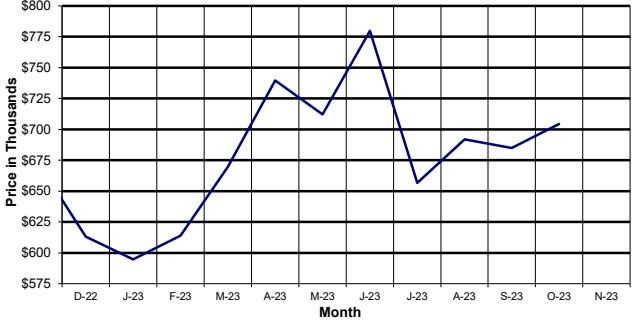
AVERAGE DAYS-ON-MARKET



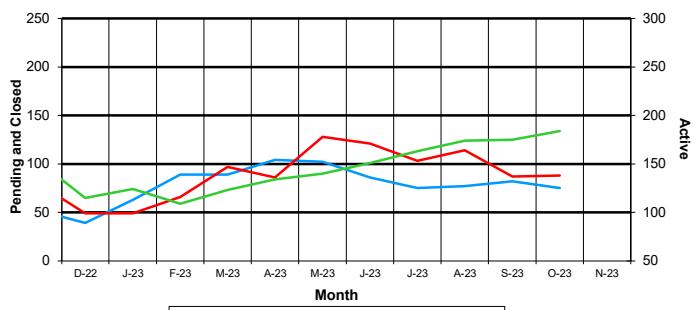
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Aug-23	174	68	77	30	114	691,857
Sep-23	175	69	82	31	87	684,882
Oct-23	184	71	75	31	88	704,488

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

