

THE RYNES REPORT

A New Home Sales, Marketing & Research Company

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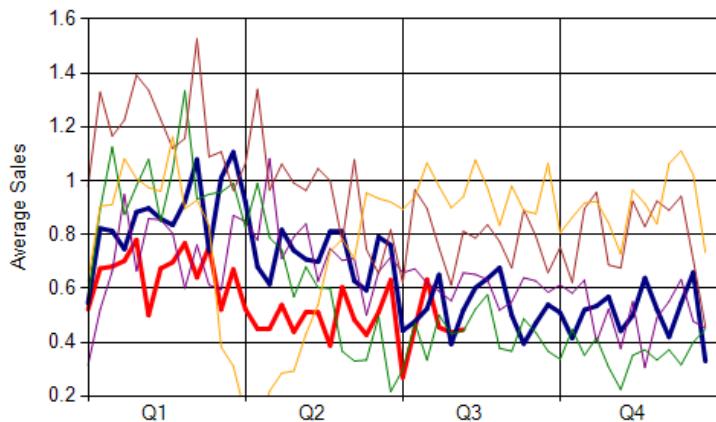


Bay Area Week 32

Ending: Sunday, August 10, 2025

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Alameda	17	234	7	0	7	0.41	0.68	-40%	0.74	-44%	
Contra Costa	27	295	9	1	8	0.30	0.47	-37%	0.40	-26%	
Sonoma, Napa	12	106	6	0	6	0.50	0.52	-3%	0.50	0%	
San Mateo	3	14	0	0	0	0.00	0.24	-100%	0.13	-100%	
Santa Clara	15	173	7	1	6	0.40	0.55	-27%	0.34	17%	
Monterey, Santa Cruz, San Benito	10	143	9	0	9	0.90	0.44	104%	0.38	136%	
Solano	19	57	12	2	10	0.53	0.69	-24%	0.59	-11%	
Current Week Totals	Traffic : Sales	20 : 1	103	1022	50	4	0.45	0.55	-19%	0.49	-8%
Per Project Average			10	0.49	0.04	0.45					
Year Ago - 08/11/2024	Traffic : Sales	17 : 1	108	1138	68	12	0.52	0.74	-30%	0.64	-19%
% Change			-5%	-10%	-26%	-67%	-18%	-14%	-25%	-24%	

52 Weeks Comparison



Year to Date Averages Through Week 32

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2020	152	12	0.86	0.12	0.74	0.80
■	2021	117	15	1.10	0.07	1.03	0.93
■	2022	103	11	0.82	0.12	0.70	0.58
■	2023	113	12	0.78	0.08	0.70	0.64
■	2024	106	13	0.82	0.07	0.74	0.66
■	2025	97	12	0.61	0.06	0.55	0.55
% Change:		-8%	-13%	-25%	-26%	-25%	-16%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.00%	APR 6.22%	Economic data continue to show poor affordability conditions putting a damper on home sales. Despite softer home price growth in recent months, the overall cost of buying a home outpaces what many families can afford. What exactly does "housing affordability" mean, and why is it under so much pressure? Home prices have played a major factor in affordability challenges since they skyrocketed during the pandemic era. However, recent data show promising signs of softening. The S&P Case Schiller National Price Index fell in May for the third straight month, the first time prices have slipped on a seasonally adjusted basis since January 2023. The recent decline in home prices comes as a result of depressed buyer demand and rising home inventories. Mortgage rates also continue to put pressure on housing demand. While the average 30-year fixed rate is down from a peak of 7.79% in October 2023, it remains highly elevated at 6.72% a couple weeks ago, per Freddie Mac. For context, conventional mortgage rates averaged around 4% in the business cycle before the pandemic, making it a major factor in the affordability plummet. In short, while the recent slip in home prices suggest stabilization, the reality is that housing costs remain unaffordable for many Americans. High mortgage rates, elevated home prices and rising monthly costs continue to widen the affordability gap, increasing barriers to home buying. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	5.99%	6.77%	
10 Yr Yield	4.28%		
			

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 6										
Alameda County Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Poppy Lane	DR Horton	LS		DTST	18	0	2	10	0	0	16	16	0.51	0.50	
The Chapter	KB Home	CV		ATMU	51	0	3	32	0	0	23	15	0.60	0.47	
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	4	15	0	0	40	16	0.34	0.50	
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	2	15	0	0	25	5	0.21	0.16	
Towns at Hartford	Lennar	FR		ATMU	57	0	4	5	1	0	53	35	0.84	1.09	
Skyline	Trumark	AL		DTST	90	0	15	12	1	0	4	4	0.65	0.65	
TOTALS: No. Reporting: 6		Avg. Sales: 0.33		Traffic to Sales: 45 : 1				30	89	2	0	161	91	Net: 2	
City Codes: LS = San Leandro, CV = Castro Valley, AL = Alameda, FR = Fremont															

Alameda County Amador Valley					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	
Vine at Boulevard	Brookfield	DB		ATMU	92	2	10	7	1	0	82	28	1.03	0.88	
Cava	DeNova	LV		ATMU	112	0	7	18	0	0	21	21	1.30	1.30	
Gramercy at the Boulevard	Lennar	DB		ATMU	102	0	5	1	0	0	97	35	1.02	1.09	
Serenity	Shea	LV		ATST	89	4	3	24	1	0	1	1	0.05	0.05	
Larkspur at Francis Ranch	Taylor Morrison	DB		DTMU	91	1	10	16	0	0	7	7	0.58	0.58	
Primrose at Francis Ranch	Taylor Morrison	DB		DTMU	85	0	6	17	1	0	24	24	1.04	1.04	
Alicante at Arroyo Crossings	Trumark	LV		ATST	108	0	12	11	0	0	1	1	0.50	0.50	
Amara at Arroyo Crossings	Trumark	LV		ATMU	109	0	8	11	0	0	1	1	0.32	0.32	
Azure at Francis Ranch	Trumark	DB		DTMU	98	0	5	14	0	0	28	28	1.33	1.33	
Marigold at Francis Ranch	Trumark	DB		DTMU	98	0	10	12	1	0	3	3	0.50	0.50	
Orchid at Francis Ranch	Trumark	DB		DTMU	101	0	3	14	1	0	7	8	0.64	0.64	
TOTALS: No. Reporting: 11		Avg. Sales: 0.45		Traffic to Sales: 29 : 1				79	145	5	0	272	157	Net: 5	
City Codes: DB = Dublin, LV = Livermore															

Contra Costa County Diablo Valley					Projects Participating: 5										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Woodbury Highlands	Davidon	LF		ATMU	99	0	10	11	0	0	89	14	0.35	0.44	
180 Midhill	DeNova	MZ		DTMU	7	0	5	8	0	0	2	2	0.10	0.10	
Heritage View	DeNova	MZ		DTMU	38	0	7	12	1	0	27	20	0.79	0.63	
Hillcrest	Shea	PH		DTMU	31	0	2	0	0	0	28	4	0.32	0.13	
Oak Grove	SummerHill	WC		ATMU	115	0	4	10	0	0	78	21	0.88	0.66	
TOTALS: No. Reporting: 5		Avg. Sales: 0.20		Traffic to Sales: 41 : 1				28	41	1	0	224	61	Net: 1	
City Codes: LF = Lafayette, MZ = Martinez, PH = Pleasant Hill, WC = Walnut Creek															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 5										
Contra Costa County San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magee Preserve	Davidon	DN		DTMU	69	0	7	16	0	0	53	11	0.40	0.34	
Woodside Estates	Ponderosa	DN		DTMU	9	0	0	0	0	0	0	0	0.00	0.00	
City Village - Rows	SummerHill	SR		DTMU	114	0	5	21	0	0	23	16	0.39	0.50	
City Village - Towns	SummerHill	SR		ATMU	136	0	3	21	2	0	89	26	0.92	0.81	
City Village - Courts	SummerHill	SR		DTMU	154	0	4	21	0	0	56	12	0.57	0.38	
TOTALS: No. Reporting: 5					Avg. Sales: 0.40			Traffic to Sales: 40 : 1	19	79	2	0	221	65	Net: 2

City Codes: DN = Danville, SR = San Ramon

Contra Costa County West Contra Costa					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Owl Ranch	DR Horton	HC		DTMU	40	0	6	5	1	0	22	22	0.99	0.99	
Bay View at Richmond	Meritage	RM		DTMU	94	0	3	0	0	0	60	12	0.46	0.38	
TOTALS: No. Reporting: 2					Avg. Sales: 0.50			Traffic to Sales: 5 : 1	9	5	1	0	82	34	Net: 1

City Codes: HC = Hercules, RM = Richmond

Contra Costa County Antioch/Pittsburg					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Hills at Park Ridge	Davidon	AN		DTMU	227	0	8	14	1	0	189	29	0.76	0.91	
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	0	2	0	1	0	77	19	0.67	0.59	
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	0	5	0	0	1	62	17	0.54	0.53	
Deer Valley	Meritage	AN		DTMU	120	0	4	0	0	0	72	29	1.01	0.91	
TOTALS: No. Reporting: 4					Avg. Sales: 0.25			Traffic to Sales: 7 : 1	19	14	2	1	400	94	Net: 1

City Codes: AN = Antioch

Contra Costa County East Contra Costa					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	
Delta Coves	Blue Mountain	BI		DTMU	131	0	3	0	0	0	112	4	0.36	0.13	
Newport Pointe	Century	DB		DTMU	67	0	0	9	0	0	0	0	0.00	0.00	
Cattle Ridge at Summer Lake North	DeNova	OY		DTMU	167	5	3	22	1	0	12	8	0.44	0.44	
Rancher's Gate at Summer Lake North	DeNova	OY	New	DTMU	140	4	7	20	1	0	4	4	0.56	0.56	
Rustic Ranch Estates at Summer Lake North	DeNova	OY	New	DTMU	177	0	0	17	0	0	0	0	0.00	0.00	
Saddle Creek at Summer Lake North	DeNova	OY		DTMU	203	0	9	17	0	0	21	21	0.77	0.77	
Riverine	Meritage	OY		DTMU	76	0	7	0	0	0	3	3	0.43	0.43	
Seagrass	Pulte	DB		DTMU	276	0	5	17	1	0	34	16	0.38	0.50	
Orchard Grove	Shea	BT		DTMU	51	0	4	26	0	0	12	12	0.43	0.43	
Orchard Trails	Shea	BT		DTMU	78	0	2	0	0	0	76	1	0.39	0.03	
Apricot Estates	Trumark	BT		DTMU	63	0	8	28	0	0	8	8	0.57	0.57	
TOTALS: No. Reporting: 11					Avg. Sales: 0.27			Traffic to Sales: 52 : 1	48	156	3	0	282	77	Net: 3

City Codes: BI = Bethel Island, DB = Discovery Bay, OY = Oakley, BT = Brentwood

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12										
Sonoma and Napa Counties Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Copperleaf at Riversound	Brookfield	NP		ATMU	58	0	12	15	0	0	7	7	0.28	0.28	
Foundry at Riversound	Brookfield	NP		DTMU	66	0	8	15	0	0	8	8	0.32	0.32	
Patina at Riversound	Brookfield	NP		DTMU	79	0	20	15	1	0	22	10	0.34	0.31	
Harmony at SOMO Village	Century	RP		DTMU	65	0	2	5	1	0	49	23	0.73	0.72	
Synergy at SOMO Village	Century	RP		DTMU	51	0	6	5	1	0	40	22	0.63	0.69	
Vintage Farm	Davidon	NP		DTMU	53	0	9	13	0	0	18	18	0.75	0.75	
Western Meadows	Davidon	NP		DTMU	12	0	5	6	0	0	2	1	0.04	0.03	
Hummingbird Cottages	DeNova	SX	Rsv's	DTST	15	0	4	2	0	0	11	11	0.39	0.39	
Silverado Terrace	DeNova	CLS	Rsv's	ATST	50	0	0	5	0	0	0	0	0.00	0.00	
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	5	13	3	0	160	49	1.29	1.53	
Stonebridge	DR Horton	SR		DTMU	108	0	5	12	0	0	17	17	0.80	0.80	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	2	0	0	0	89	3	0.43	0.09	
TOTALS: No. Reporting: 12			Avg. Sales: 0.50		Traffic to Sales: 18 : 1				78	106	6	0	423	169	Net: 6

City Codes: NP = Napa, RP = Rohnert Park, SX = Sonoma, CLS = Calistoga, AC = American Canyon, SR = Santa Rosa, PET = Petaluma

San Mateo County San Mateo County					Projects Participating: 3										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Elevate at The Heights	Pulte	SM		DTMU	44	0	5	10	0	0	8	8	0.28	0.28	
Overlook at The Heights	Pulte	SM		ATMU	58	0	6	2	0	0	9	9	0.32	0.32	
Viewpointe at The Heights	Pulte	SM		ATMU	66	0	2	2	0	0	2	2	0.48	0.48	
TOTALS: No. Reporting: 3			Avg. Sales: 0.00		Traffic to Sales: N/A				13	14	0	0	19	19	Net: 0

City Codes: SM = San Mateo

Santa Clara County Santa Clara County					Projects Participating: 15										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Moonstone	Brookfield	MH		ATMU	86	0	23	13	0	0	49	25	0.62	0.78	
Apollo at The Square	Pulte	SV		ATMU	72	3	6	17	1	0	6	5	0.09	0.16	
Artemis at The Square	Pulte	SV		ATMU	63	0	3	10	0	0	18	10	0.28	0.31	
Avenue at Central	Pulte	SJ		ATMU	158	0	6	5	0	0	104	30	1.04	0.94	
Plaza at Central	Pulte	SJ		ATMU	90	0	6	5	0	0	84	3	0.54	0.09	
The District	Pulte	ML		ATST	131	0	3	29	1	0	2	2	0.22	0.22	
The Elms	Pulte	ST		ATMU	90	0	5	19	0	0	50	22	0.51	0.69	
28FIFTY	SummerHill	PA		ATMU	48	0	8	14	0	0	20	20	0.74	0.74	
Amelia	Taylor Morrison	MV		ATMU	85	0	10	31	2	0	30	21	0.64	0.66	
Blueprint	Taylor Morrison TSO	SC		ATMU	48	0	TSO	0	0	0	45	3	0.59	0.09	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	5	0	0	0	48	10	0.43	0.31	
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	2	8	0	0	69	15	0.43	0.47	
Ascend	Trumark	SJ		ATMU	32	0	6	13	2	0	26	18	0.55	0.56	
Lumberyard	Van Daele	MH		ATMU	49	0	4	6	1	0	33	18	0.50	0.56	
Heritage on 6th Street	Warmington	GL		DTMU	19	0	5	3	0	1	3	3	0.14	0.14	
TOTALS: No. Reporting: 15			Avg. Sales: 0.40		Traffic to Sales: 25 : 1				92	173	7	1	587	205	Net: 6

City Codes: MH = Morgan Hill, SV = Sunnyvale, SJ = San Jose, ML = Milpitas, ST = Saratoga, PA = Palo Alto, MV = Mountain View, SC = Santa Clara, GL = Gilroy

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	0	4	3	0	0	39	17	0.42	0.53
Evergreen	KB Home	HO		DTST	82	0	3	21	0	0	20	20	0.86	0.86
Highbrook at Fairview (SFD)	KB Home	HO		DTMU	138	4	7	16	1	0	101	23	0.88	0.72
The Cottages	Legacy	HO		DTMU	55	0	0	9	0	0	0	0	0.00	0.00
Bay House at The Dunes II	Shea	MA		ATMU	109	5	8	16	1	0	15	5	0.32	0.16
Enclave, The	Shea	SS		DTMU	121	4	5	2	3	0	88	12	0.40	0.38
Light House at the Dunes II	Shea	MA		DTMU	104	0	3	10	0	0	21	13	0.46	0.41
Rooftops at The Dunes	Shea	MA		ATMU	84	0	4	15	2	0	29	15	0.49	0.47
Sky House at The Dunes II	Shea	MA		DTMU	110	0	5	14	0	0	16	11	0.35	0.34
Willow Landing	TRI Pointe	HO		DTMU	144	0	4	37	2	0	13	13	0.48	0.48
TOTALS: No. Reporting: 10			Avg. Sales: 0.90		Traffic to Sales: 16 : 1				43	143	9	0	342	129
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

Solano County Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	7	1	1	1	106	23	0.88	0.72
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: 1 : 1				7	1	1	1	106	23
City Codes: VL = Vallejo														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 20									
Solano County Fairfield, Vacaville, Suisun, Dixon					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
Harmony at Roberts Ranch	Beazer	VC		DTMU	87	0	2	6	0	0	3	3	0.30	0.30
Serenity at Roberts Ranch	Beazer	VC		DTMU	55	0	4	5	0	0	1	1	0.88	0.88
Meridian	Century	SU		DTMU	71	0	7	3	0	0	64	26	0.67	0.81
Luminescence at Liberty	DeNova	RV		AASF	311	0	9	9	0	0	187	20	0.88	0.63
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	2	5	1	0	117	35	0.73	1.09
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	6	4	0	0	98	31	0.61	0.97
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	5	0	2	0	86	38	0.86	1.19
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	1	0	0	0	60	19	0.66	0.59
Emerald at One Lake	Lennar	FF		DTMU	66	0	3	0	0	0	19	19	0.63	0.63
Hawthorn Hills at Lagoon Valley	Lennar	VC		DTMU	100	0	4	1	0	0	3	3	0.30	0.30
Lilac Ridge at Lagoon Valley	Lennar	VC		DTMU	108	0	5	1	1	0	32	24	0.76	0.75
Serenity at One Lake	Lennar	FF		DTMU	65	4	6	1	2	0	12	12	0.40	0.40
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	212	4	5	0	3	1	141	37	0.81	1.16
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	0	0	0	63	0	0.36	0.00
Foxboro Knolls	Pulte S/O	VC		DTMU	58	0	S/O	0	1	0	58	15	0.70	0.47
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	0	4	4	1	0	68	32	0.94	1.00
Rosemary Grove at Lagoon Valley	Taylor Morrison	VC		DTMU	97	1	6	11	0	0	17	17	0.84	0.84
The Pointe	Taylor Morrison	VG		DTST	97	0	7	6	0	0	1	1	0.32	0.32
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	N/A	0	0	34	13	0.31	0.41
Splash at One Lake	TRI Pointe	FF		DTMU	144	0	6	N/A	0	0	129	12	0.55	0.38
TOTALS: No. Reporting: 18		Avg. Sales: 0.56			Traffic to Sales: 5 : 1			91	56	11	1	1193	358	Net: 10

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

Bay Area					Projects Participating: 105						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 103		Avg. Sales: 0.45			Traffic to Sales: 20 : 1	556	1022	50	4	4312	1482
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations:	SO = Sold Out, TSO = Temporarily Sold Out										



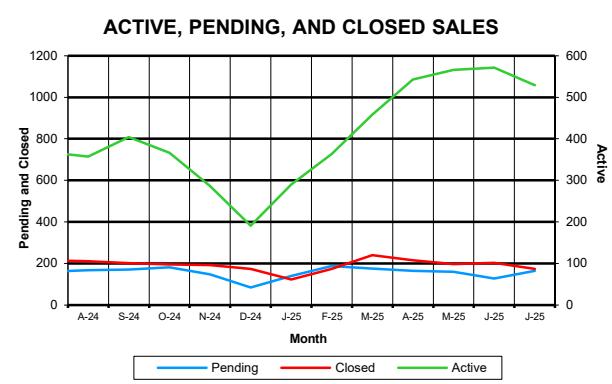
The Ryness Company

Marketing Research Department

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

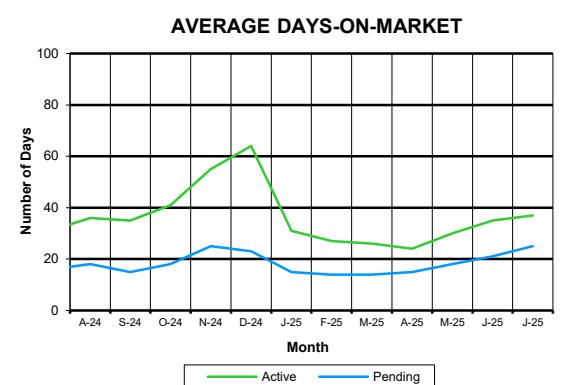
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-24	191	76	84	47	174	984,580
Jan-25	290	48	140	27	123	914,888
Feb-25	363	39	188	21	174	1,059,385
Mar-25	458	35	175	19	240	1,060,127
Apr-25	543	37	165	24	215	1,021,618
May-25	566	45	159	30	197	995,776
Jun-25	571	49	128	29	203	1,006,488
Jul-25	529	51	164	37	174	968,464



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-24	125	64	157	23	350	1,866,041
Jan-25	221	31	210	15	228	1,865,884
Feb-25	336	27	282	14	295	1,940,438
Mar-25	419	26	357	14	406	2,036,892
Apr-25	615	24	303	15	504	2,013,558
May-25	656	30	353	18	437	1,996,217
Jun-25	594	35	368	21	486	1,982,051
Jul-25	540	37	320	25	462	1,879,542





The Ryness Company

Marketing Research Department

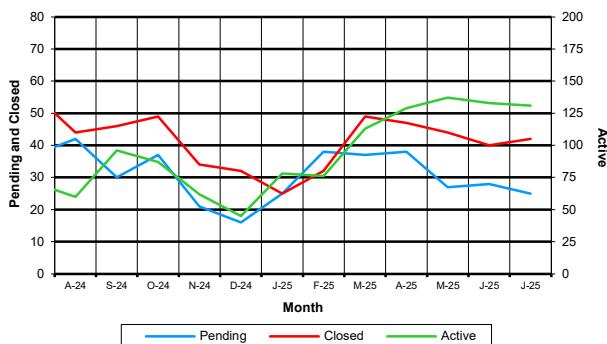
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

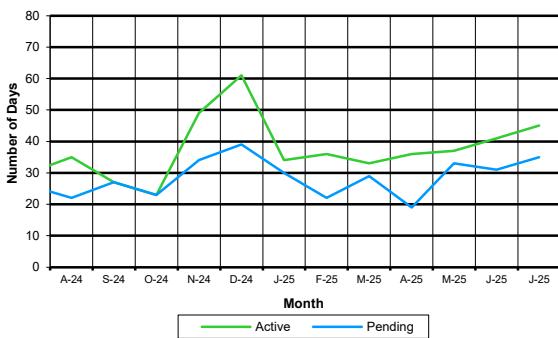
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	45	61	16	39	32	896,605
Jan-25	78	34	25	30	25	796,635
Feb-25	76	36	38	22	32	826,461
Mar-25	113	33	37	29	49	860,637
Apr-25	129	36	38	19	47	822,348
May-25	137	37	27	33	44	905,018
Jun-25	133	41	28	31	40	795,247
Jul-25	131	45	25	35	42	902,334



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

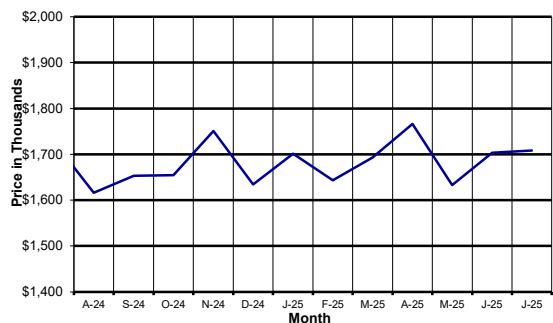


Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	49	78	45	31	99	1,634,061
Jan-25	94	39	75	16	63	1,701,461
Feb-25	151	28	92	13	105	1,643,447
Mar-25	201	26	112	14	130	1,692,572
Apr-25	280	26	99	21	138	1,765,915
May-25	285	33	113	20	134	1,632,756
Jun-25	274	35	108	19	152	1,703,331
Jul-25	260	38	109	24	150	1,708,507

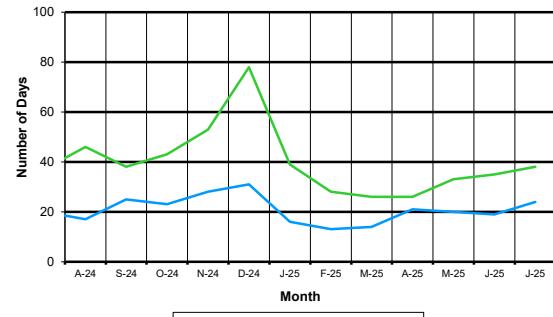
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





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Marketing Research Department

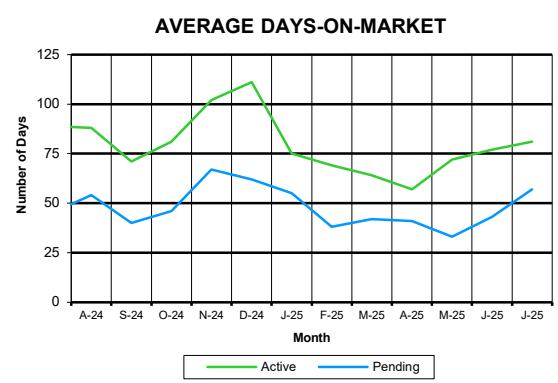
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-24	143	82	34	73	39	690,847
Jan-25	200	66	23	49	31	604,625
Feb-25	250	58	34	56	36	535,105
Mar-25	290	59	36	41	41	607,617
Apr-25	330	62	34	49	57	602,465
May-25	305	71	41	51	45	554,181
Jun-25	292	75	40	50	46	553,175
Jul-25	270	76	43	58	54	502,635



San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-24	395	111	84	62	202	1,335,513
Jan-25	627	75	133	55	170	1,363,457
Feb-25	745	69	145	38	234	1,421,926
Mar-25	828	64	165	42	300	1,508,615
Apr-25	1,044	57	187	41	284	1,767,156
May-25	929	72	157	33	301	1,532,787
Jun-25	816	77	156	43	304	1,465,431
Jul-25	709	81	126	57	272	1,398,415



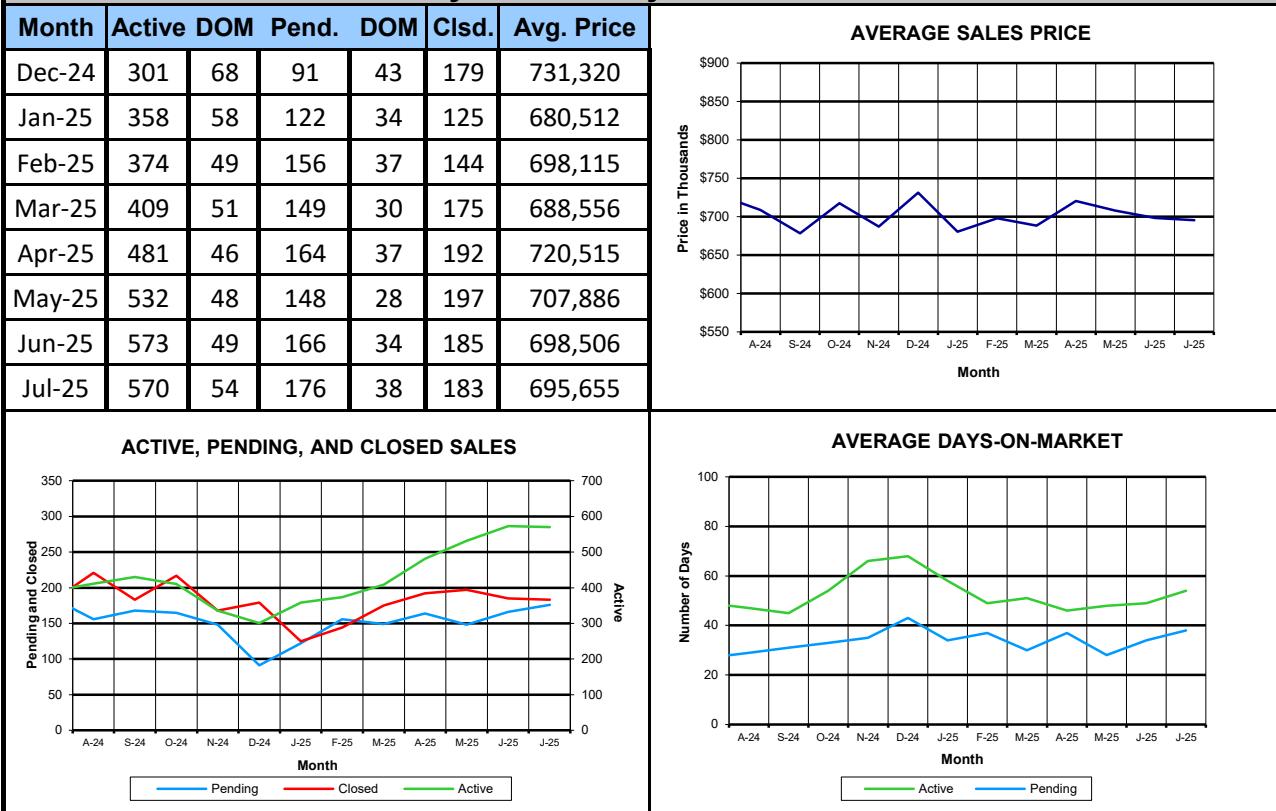


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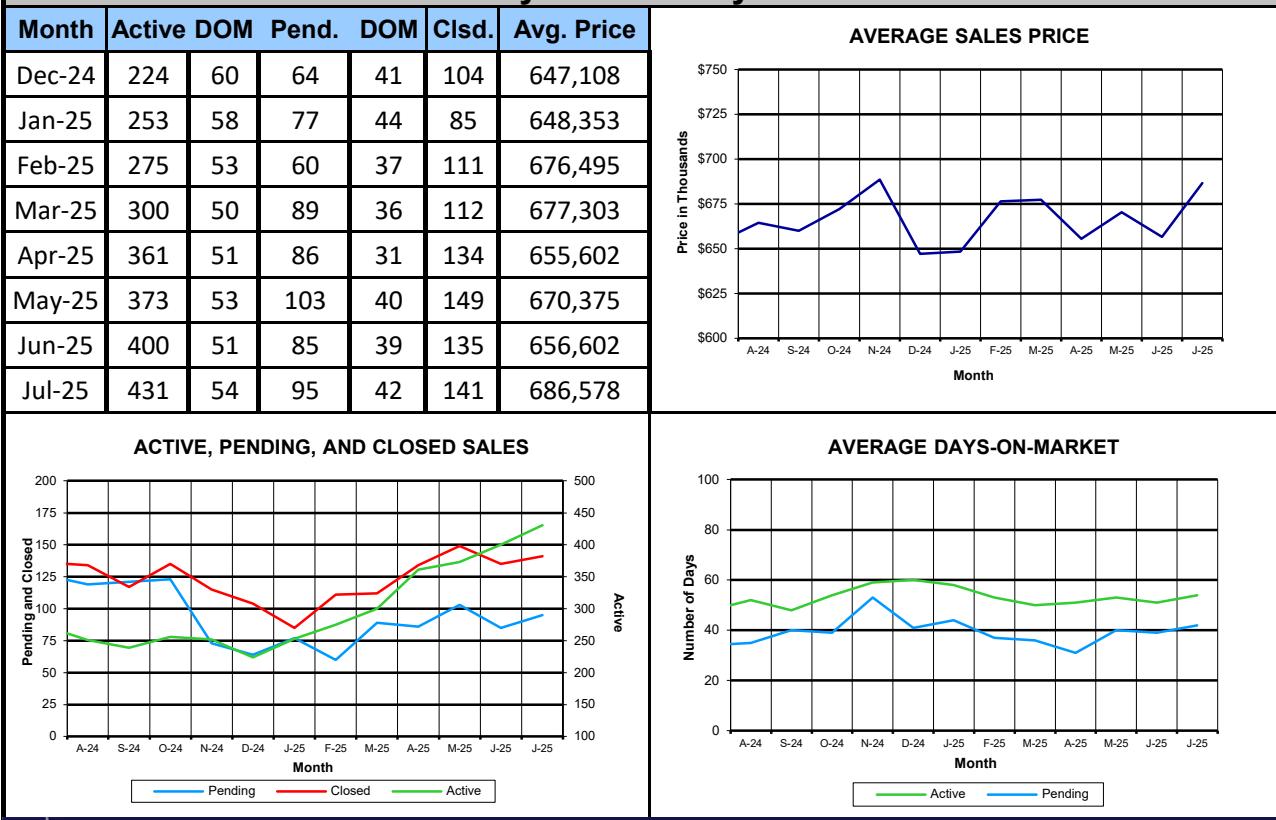
Marketing Research Department

E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



Fairfield-Vacaville SFD Monthly MLS Survey



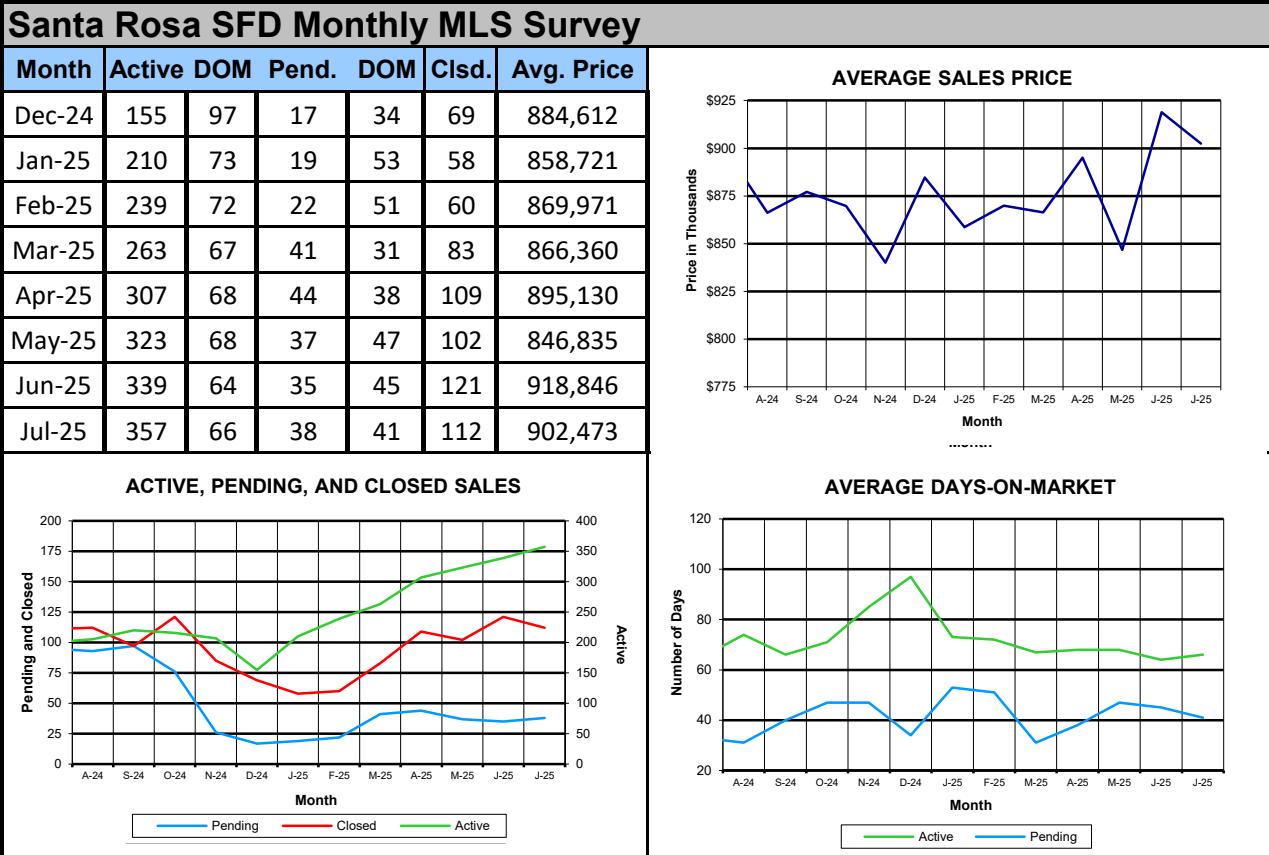
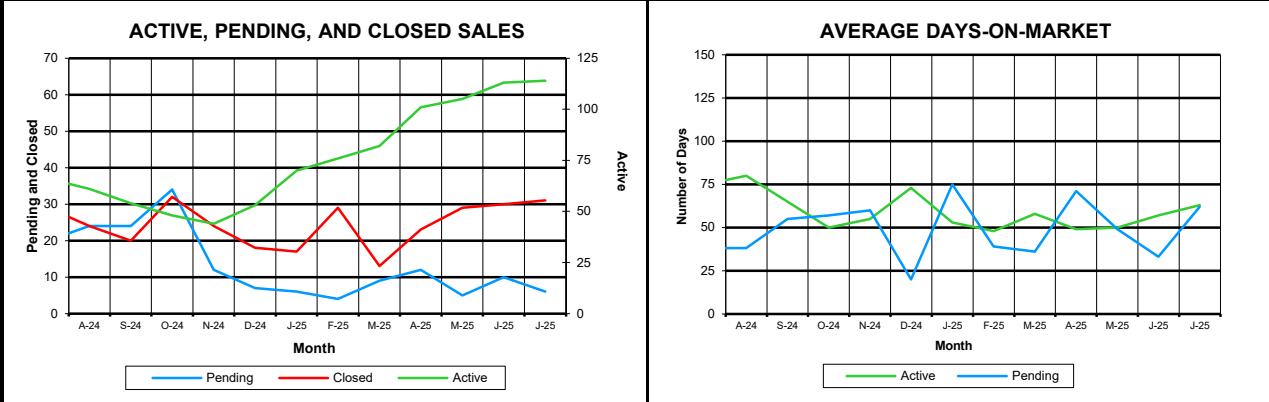


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Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-24	53	73	7	20	18	594,546
Jan-25	70	53	6	75	17	555,279
Feb-25	76	48	4	39	29	545,110
Mar-25	82	58	9	36	13	485,926
Apr-25	101	49	12	71	23	630,050
May-25	105	50	5	49	29	556,269
Jun-25	113	57	10	33	30	643,866
Jul-25	114	63	6	62	31	537,534



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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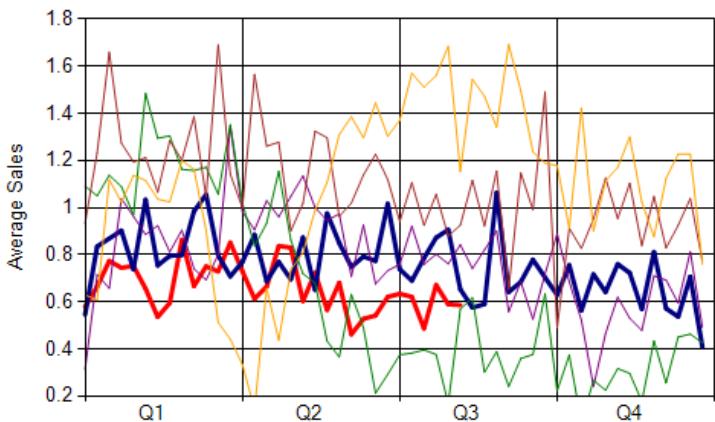
Central Valley

Week 32

Ending: Sunday, August 10, 2025

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		24	178	11	1	10	0.42	0.51	-19%	0.52	-20%	
San Joaquin County		61	619	38	10	28	0.46	0.63	-27%	0.59	-22%	
Stanislaus County		10	126	16	2	14	1.40	0.86	62%	0.72	94%	
Merced County		12	88	7	1	6	0.50	0.78	-36%	0.76	-34%	
Madera County		20	557	25	10	15	0.75	0.70	7%	0.56	35%	
Fresno County		25	293	17	1	16	0.64	0.68	-6%	0.58	11%	
Current Week Totals	Traffic : Sales	16 : 1	152	1861	114	25	89	0.59	0.66	-11%	0.59	-1%
Per Project Average			12	0.75	0.16	0.59						
Year Ago - 08/11/2024	Traffic : Sales	14 : 1	121	1489	105	26	79	0.65	0.81	-19%	0.82	-20%
% Change			26%	25%	9%	-4%	13%	-10%	-19%		-28%	

52 Weeks Comparison



Year to Date Averages Through Week 32

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2020	84	22	1.26	0.20	1.06	1.11
■	2021	105	16	1.28	0.12	1.16	1.09
■	2022	102	13	1.02	0.20	0.82	0.64
■	2023	107	14	1.01	0.14	0.87	0.77
■	2024	123	12	0.93	0.12	0.81	0.76
■	2025	136	13	0.78	0.12	0.66	0.66
% Change:		10%	10%	-17%	-3%	-19%	-13%

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



WEEKLY FINANCIAL NEWS

Financing		Market Commentary
CONV	RATE 6.00%	APR 6.22%
FHA	5.99%	6.77%
10 Yr Yield	4.28%	Economic data continue to show poor affordability conditions putting a damper on home sales. Despite softer home price growth in recent months, the overall cost of buying a home outpaces what many families can afford. What exactly does "housing affordability" mean, and why is it under so much pressure? Home prices have played a major factor in affordability challenges since they skyrocketed during the pandemic era. However, recent data show promising signs of softening. The S&P Case Schiller National Price Index fell in May for the third straight month, the first time prices have slipped on a seasonally adjusted basis since January 2023. The recent decline in home prices comes as a result of depressed buyer demand and rising home inventories. Mortgage rates also continue to put pressure on housing demand. While the average 30-year fixed rate is down from a peak of 7.79% in October 2023, it remains highly elevated at 6.72% a couple weeks ago, per Freddie Mac. For context, conventional mortgage rates averaged around 4% in the business cycle before the pandemic, making it a major factor in the affordability plummet. In short, while the recent slip in home prices suggest stabilization, the reality is that housing costs remain unaffordable for many Americans. High mortgage rates, elevated home prices and rising monthly costs continue to widen the affordability gap, increasing barriers to home buying. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
EQUAL OPPORTUNITY LENDER		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24												
Tracy Tracy/Mountain House					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			
Ashley Park	Bright	TR		DTMU	14	0	3	3	0	0	11	0	0.15	0.00			
Malana at Lakeview	Century	MH		DTMU	61	0	0	10	0	0	0	0	0.00	0.00			
Banbury Park at Creekside	Lennar	MH		DTMU	110	4	5	6	1	0	87	25	1.09	0.78			
Boulder at Tracy Hills	Lennar	TH		DTMU	139	3	5	10	1	0	21	16	0.43	0.50			
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	2	7	0	0	18	10	0.33	0.31			
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	2	8	2	0	18	12	0.35	0.38			
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	7	4	0	0	119	30	0.89	0.94			
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	3	3	0	0	126	32	0.95	1.00			
Hillview	Lennar	TH		DTMU	214	0	7	3	0	0	183	33	1.10	1.03			
Lugano at Lakeshore	Lennar	MH		DTMU	134	0	5	3	0	0	19	16	0.59	0.50			
Maggiore at Lakeshore	Lennar	MH		DTMU	113	0	5	0	0	0	14	14	0.44	0.44			
Mezzano at Lakeshore	Lennar	MH		DTMU	126	0	4	2	0	0	12	12	0.37	0.38			
Parson Place at Creekside	Lennar	MH		ATMU	144	0	5	7	1	0	88	32	1.10	1.00			
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	3	9	3	0	14	8	0.29	0.25			
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	4	11	0	0	12	4	0.23	0.13			
Rockingham at Tracy Hills	Lennar	TH		DTMU	69	4	6	9	1	0	22	15	0.48	0.47			
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	4	6	12	1	0	22	15	0.46	0.47			
Turano at Lakeshore	Lennar	MH		DTMU	130	0	6	4	0	0	15	14	0.47	0.44			
Cypress at Avina	Pulte	MH		DTMU	31	0	3	10	0	0	9	9	0.37	0.37			
Laurel at Avina	Pulte	MH		DTMU	50	0	5	6	0	1	4	4	0.28	0.28			
Sequoia at Avina	Pulte	MH		DTMU	82	4	6	10	1	0	13	13	0.92	0.92			
Langston at Mountain House	Shea	MH		ATMU	302	0	4	9	0	0	290	17	1.00	0.53			
Silverleaf at Lakeshore	Taylor Morrison	MH		DTMU	88	0	8	3	0	0	5	5	0.33	0.33			
Trailview at Lakeshore	Taylor Morrison	MH		DTMU	116	0	7	29	0	0	5	5	0.33	0.33			
TOTALS: No. Reporting: 24					Avg. Sales: 0.42				Traffic to Sales: 16 : 1		111	178	11	1	1127	341	Net: 10

City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills

San Joaquin Stockton/Lodi					Projects Participating: 12												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Sontera	K Hovnanian	LD		DTMU	83	0	8	17	0	0	28	19	0.48	0.59			
Parkside at Kennedy Ranch	KB Home	SK		DTMU	99	4	4	18	2	0	5	5	1.59	1.59			
The Preserve at Creekside	KB Home	SK		DTMU	128	0	5	10	0	0	110	30	0.87	0.94			
Vintage Oak at Gateway	KB Home	LD		DTMU	88	0	2	13	1	0	43	23	0.68	0.72			
Breakers Cove at Westlake	Lennar	SK		DTST	110	0	6	2	0	0	48	31	0.97	0.97			
Breezes at Westlake	Lennar	SK		DTMU	69	0	5	5	1	1	45	25	0.88	0.78			
Lakeside at Westlake	Lennar	SK		DTMU	125	0	2	15	3	0	28	26	0.70	0.81			
Shoreside at Westlake	Lennar	SK		DTMU	117	0	8	5	1	1	109	19	0.82	0.59			
Waterfront at Westlake	Lennar	SK		DTMU	62	0	2	5	0	1	22	18	0.53	0.56			
Waterways at Westlake	Lennar	SK		DTMU	125	0	5	15	3	0	83	39	1.21	1.22			
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	0	4	0	0	0	108	8	0.60	0.25			
The Preserve at Gateway	Richmond American	LD		DTMU	85	0	4	11	0	0	42	31	0.84	0.97			
TOTALS: No. Reporting: 12					Avg. Sales: 0.67				Traffic to Sales: 11 : 1		55	116	11	3	671	274	Net: 8

City Codes: LD = Lodi, SK = Stockton

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 49										
San Joaquin San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Griffin Park	Atherton	MN		DTMU	267	0	7	23	0	1	256	10	1.20	0.31	
Villa Bellissima	Century	MN		DTMU	110	5	5	9	1	1	84	43	1.40	1.34	
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	0	3	18	3	1	78	44	1.44	1.38	
Eagles Landing	DR Horton	LP		DTST	95	0	5	10	1	0	60	41	1.34	1.28	
Mariposa	K Hovnanian	LP		DTMU	66	0	2	18	2	1	14	14	0.56	0.56	
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	5	10	1	0	62	29	0.87	0.91	
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	0	2	18	2	0	49	17	0.72	0.53	
Cielo at Villa Ticino	KB Home	MN		DTST	117	0	5	17	1	1	53	28	1.10	0.88	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	1	1	0	0	97	6	0.60	0.19	
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	1	57	2	1	70	28	0.93	0.88	
Capri at River Islands	Kiper	LP		DTMU	84	0	7	17	0	0	49	18	0.67	0.56	
Serena at River Islands	Kiper	LP		DTMU	93	0	6	35	0	0	6	6	0.35	0.35	
Skye II at River Islands	Kiper	LP		DTMU	62	4	5	27	1	0	35	17	0.63	0.53	
Chelsey at The Trails	Lennar	MN		DTMU	100	0	5	8	1	0	87	22	0.88	0.69	
Driftway at River Islands	Lennar	LP		DTMU	95	0	4	6	1	0	58	22	0.93	0.69	
Gilmore at Denali	Lennar	MN		DTMU	111	0	1	8	1	0	17	17	0.58	0.58	
Heritage at River Island	Lennar	LP		DTST	79	0	2	0	0	0	1	1	0.24	0.24	
Howden at The Trails	Lennar	MN		DTMU	103	0	5	4	0	0	93	21	0.94	0.66	
Meridian at River Island	Lennar	LP		DTMU	51	0	3	3	1	0	3	3	0.42	0.42	
Aspen at Villa Ticino	Meritage	MN		DTMU	172	0	4	0	0	0	22	20	0.66	0.63	
Denali 50's - Alder Grove	Meritage	MN		DTMU	208	0	5	0	0	0	67	22	0.90	0.69	
Denali 60's - Arroyo Grove	Meritage	MN		DTMU	43	0	4	0	0	0	39	2	0.53	0.06	
Eastwood at Machado Ranch	Meritage	MN		DTMU	136	5	6	0	1	0	13	12	0.40	0.38	
Hawthorn at Arbor Bend	Meritage	MN		DTMU	212	5	6	0	2	0	202	19	1.00	0.59	
Heston at Machado Ranch	Meritage	MN		DTMU	53	0	2	0	0	0	11	11	0.34	0.34	
Amber at Oakwood Trails	Pulte	MN		DTMU	97	3	5	1	0	0	68	18	0.86	0.56	
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	3	3	1	0	62	20	0.78	0.63	
Mainstay at River Islands	Pulte	LP		DTMU	77	0	0	9	0	0	0	0	0.00	0.00	
The Shores at River Islands	Pulte	LP		DTMU	53	0	5	9	0	0	43	19	0.55	0.59	
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	5	3	0	1	57	19	0.72	0.59	
Del Webb at River Island	Pulte/Del Webb	LP		AAAT	578	0	8	13	0	0	17	13	0.38	0.41	
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	4	31	2	0	57	11	0.66	0.34	
Strand Collection at The Trails	Raymus	MN		DTST	61	0	6	0	0	0	29	16	0.62	0.50	
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	12	0	0	77	35	0.68	1.09	
Villa Ticino	Richmond American	MN		DTMU	100	4	6	5	1	0	55	16	0.50	0.50	
Juniper at Oakwood Trails	Taylor Morrison	MN		DTMU	110	0	7	14	1	0	91	25	0.99	0.78	
Paddlewheel at River Islands	Taylor Morrison	LP		DTMU	105	0	3	11	0	0	20	20	0.64	0.63	
Poppy at Oakwood Trails	Taylor Morrison	MN		DTMU	133	3	8	9	1	0	93	29	1.01	0.91	
Sage at Oakwood Trails	Taylor Morrison	MN		DTMU	113	0	8	15	0	0	86	22	0.93	0.69	
Bridgewater at River Islands	The New Home Co	LP		DTMU	162	0	3	11	0	0	4	4	0.49	0.49	
Chantara at River Islands	TRI Pointe	LP		DTMU	68	0	3	11	0	0	19	11	0.36	0.34	
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	6	1	0	0	74	11	0.45	0.34	
The Tides at River Islands	TRI Pointe	LP		DTMU	152	0	0	10	0	0	0	0	0.00	0.00	
Dawn at The Collective	Trumark	MN		AASF	76	0	5	2	0	0	54	13	0.30	0.41	
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	5	3	0	0	16	8	0.16	0.25	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 49										
San Joaquin San Joaquin County (Continued ...)					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	
Vida at The Collective	Trumark	MN		AASF	103	0	2	2	0	0	82	18	0.45	0.56	
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	6	13	0	0	91	18	0.55	0.56	
Monterey at River Islands	Van Daele	LP		DTMU	75	0	6	14	0	0	17	17	0.59	0.59	
Westwind at River Islands	Van Daele	LP		DTMU	87	0	4	12	0	0	24	24	0.45	0.75	
TOTALS: No. Reporting: 49			Avg. Sales: 0.41		Traffic to Sales: 19 : 1				214	503	27	7	2662	860	Net: 20
City Codes: MN = Manteca, LP = Lathrop															

Stanislaus Stanislaus County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	156	5	6	25	4	0	132	63	1.71	1.97	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	4	15	1	0	69	25	0.60	0.78	
Enclave at Crossroads West	KB Home	RB		DTST	114	0	1	16	0	0	60	32	1.20	1.00	
Heritage at Parkwood	KB Home	HG		DTMU	99	0	3	17	2	0	67	37	0.73	1.16	
Orchards at Parkwood	KB Home	HG		DTMU	299	0	4	16	1	0	78	30	0.85	0.94	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	4	23	2	1	64	27	0.64	0.84	
Bradford at Baldwin Ranch	Lennar	PR		DTST	63	0	6	4	1	1	12	12	0.57	0.57	
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	1	1	1	0	55	25	0.77	0.78	
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	3	4	7	4	0	67	29	0.94	0.91	
TOTALS: No. Reporting: 9			Avg. Sales: 1.56		Traffic to Sales: 8 : 1				33	124	16	2	604	280	Net: 14
City Codes: PR = Patterson, RB = Riverbank, HG = Hughson															

Stanislaus Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Marcona	Bright	KY		DTMU	116	0	8	2	0	0	97	15	0.58	0.47	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: N/A				8	2	0	0	97	15	Net: 0

City Codes: KY = Keyes

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12										
Merced County Merced County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest View	Century	MD		DTMU	104	0	10	5	1	1	58	16	0.72	0.50	
Solera III	Century	MD		DTST	64	0	4	4	0	0	21	17	0.51	0.53	
Sundial at Bellevue Ranch	Century	MD		DTST	95	0	5	6	0	0	57	34	1.07	1.06	
Harvest Hills	DR Horton	LB		DTST	72	0	3	21	1	0	54	54	1.73	1.69	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	4	13	0	0	93	24	0.45	0.75	
Sierra Heights	Lennar	LB		DTST	51	0	2	3	0	0	2	2	0.22	0.22	
Bellevue Ranch	Stonefield Home	MD		DTST	228	6	8	7	2	0	137	29	0.69	0.91	
Cypress Terrace	Stonefield Home	MD		DTST	260	4	7	3	2	0	185	20	0.60	0.63	
Renaissance	Stonefield Home	MD		DTST	154	0	6	8	0	0	8	8	0.26	0.26	
Southpointe	Stonefield Home	LB		DTST	79	0	4	11	0	0	48	14	0.56	0.44	
Stone Ridge West	Stonefield Home	MD		ATST	108	0	5	7	1	0	6	6	0.68	0.68	
Villas II, The	Stonefield Home	LB		DTST	191	0	6	0	0	0	136	0	0.57	0.00	
TOTALS: No. Reporting: 12		Avg. Sales: 0.50		Traffic to Sales: 13 : 1				64	88	7	1	805	224	Net: 6	

City Codes: MD = Merced, LB = Los Banos

Madera County Madera County					Projects Participating: 20										
					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	
Orchard View	Century	CW		DTST	203	0	6	4	1	0	34	34	1.46	1.46	
Riverstone - Calligraphy	Lennar	MDA		DTMU	102	0	7	145	1	2	18	18	0.96	0.96	
Riverstone - Cancion	Lennar	MDA		DTMU	45	4	4	100	2	0	20	20	0.86	0.86	
Riverstone - Celestial	Lennar	MDA		DTST	31	4	4	50	6	1	15	15	1.36	1.36	
Riverstone - Frontier	Lennar	MDA		DTMU	52	0	3	53	2	0	23	23	2.09	2.09	
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	1	23	0	0	100	36	1.22	1.13	
Riverstone - Skye	Lennar	MDA		DTMU	81	0	5	27	0	0	76	16	0.72	0.50	
Riverstone - Skye II	Lennar	MDA		DTST	85	0	3	0	0	0	3	3	1.40	1.40	
Riverstone - Solana	Lennar	MDA		DTST	63	7	4	0	5	0	15	15	3.62	3.62	
Riverstone - Treasures	Lennar	MDA		DTMU	85	3	5	66	6	1	34	34	1.08	1.06	
Riverstone - Valencia	Lennar	MDA		DTMU	47	0	9	0	1	4	12	12	0.52	0.52	
Tesoro Viejo - Calligraphy	Lennar	MDA		DTMU	24	0	5	0	0	0	8	8	0.40	0.40	
Tesoro Viejo - Choral	Lennar	MDA		DTMU	20	0	7	0	0	0	3	3	0.17	0.17	
Tesoro Viejo - Valencia	Lennar	MDA		DTMU	30	0	4	0	1	0	10	10	0.91	0.91	
Ivy Tesor Viejo	McCaffrey	MDA		DTMU	89	0	23	23	0	0	66	8	0.37	0.25	
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	6	24	0	1	168	59	1.06	1.84	
Savanna at Tesoro Viejo III	McCaffrey	MDA		DTMU	111	0	22	23	0	1	12	9	0.22	0.28	
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	183	0	17	13	0	0	121	41	1.44	1.28	
Encore at Riverstone	Woodside	MDA		DTMU	95	0	6	3	0	0	43	4	0.18	0.13	
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	3	3	0	0	83	12	0.35	0.38	
TOTALS: No. Reporting: 20		Avg. Sales: 0.75		Traffic to Sales: 22 : 1				144	557	25	10	864	380	Net: 15	

City Codes: CW = Chowchilla, MDA = Madera

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Fresno County Fresno 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
Bravado	Century	REE		DTMU	185	0	1	0	1	0	184	40	0.92	1.25
Terra Toscana at Fanucchi Ranch	Century	FR		DTMU	105	0	21	5	1	1	6	6	0.78	0.78
Trellises	Century	FR		DTMU	149	0	13	14	2	0	97	39	1.21	1.22
Aspire at Sunnyside II	K Hovnanian	FO		DTST	147	0	3	6	1	0	122	31	0.66	0.97
Centrella Villas	KB Home	FR		DTMU	146	0	5	10	0	0	132	26	0.83	0.81
Cielo Ranch 5000s	KB Home	CV		DTST	92	3	5	0	0	0	87	14	0.71	0.44
Cielo Ranch 6000s	KB Home	CV		DTMU	142	0	6	8	0	0	94	22	0.80	0.69
Edgewood at Peach Street	KB Home	FR		DTMU	94	4	6	2	2	0	26	26	1.12	1.12
Parkside at Peach Street	KB Home	FR		DTST	107	4	6	15	2	0	35	35	1.51	1.51
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	2	0	0	0	84	0	0.76	0.00
Fanucchi Ranch - Celestial	Lennar	FR		DTMU	52	0	4	0	0	0	15	15	0.84	0.84
Fanucchi Ranch - Treasures	Lennar	FR		DTMU	42	6	5	0	3	0	33	33	1.43	1.43
Heritage Grove - Orchard Series IV	Lennar	CV		DTMU	24	0	1	0	0	0	23	23	0.99	0.99
Heritage Grove - Skye Series II	Lennar	CV		DTMU	20	0	2	65	0	0	18	2	0.28	0.06
Heritage Grove - Skye Series IV	Lennar	CV		DTMU	34	0	2	0	0	0	32	24	0.72	0.75
Heritage Grove - The Grand Series II	Lennar	CV		DTMU	62	0	3	127	1	0	25	25	2.27	2.27
Juniper Hills - Calligraphy	Lennar	FR		DTST	10	4	5	0	2	0	4	4	-2.33	-2.33
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	0	0.50	0.00
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	1	0	0	0	82	3	0.94	0.09
Kintsu Square - Treasures II	Lennar	FR		DTST	103	0	5	0	0	0	1	1	0.88	0.88
Kintsu Square - Valencia	Lennar	FR		DTST	71	0	4	0	0	0	1	1	0.12	0.12
Abbey Park	Woodside	FO		DTMU	93	0	4	13	1	0	51	39	1.14	1.22
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	8	1	0	0	12	7	0.11	0.22
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	1	6	7	0	0	14	3	0.12	0.09
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	4	20	1	0	94	11	0.36	0.34
TOTALS: No. Reporting: 25	Avg. Sales: 0.64		Traffic to Sales: 17 : 1			126	293	17	1	1339	430	Net: 16		

City Codes: REE = Reedley, FR = Fresno, FO = Fowler, CV = Clovis, FT = Friant

Central Valley					Projects Participating: 152									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting: 152	Avg. Sales: 0.59		Traffic to Sales: 16 : 1			755	1861	114	25	8169	2804	Net: 89		
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached														
Abbreviations:	SO = Sold Out, TSO = Temporarily Sold Out													

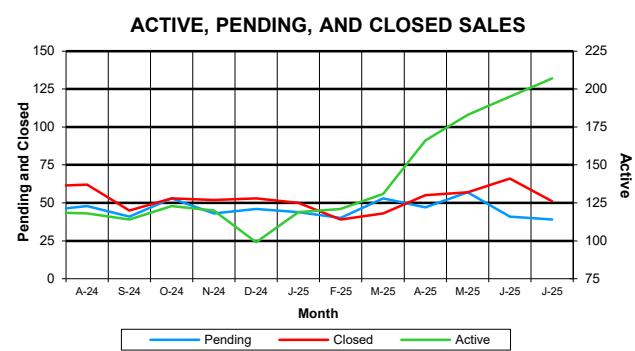


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Marketing Research Department

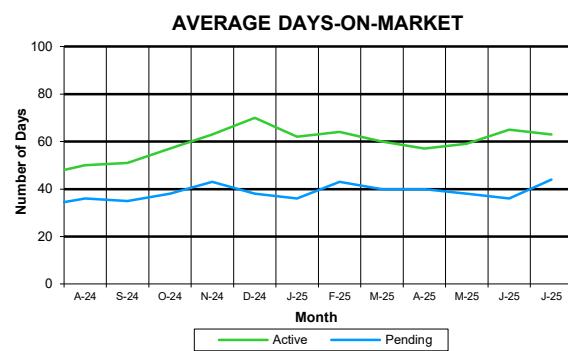
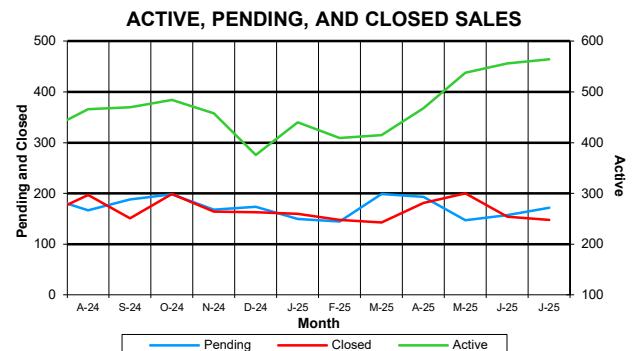
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	99	52	46	30	53	730,922
Jan-25	119	44	44	29	50	767,753
Feb-25	121	44	40	30	39	732,025
Mar-25	131	36	53	29	43	696,220
Apr-25	166	38	47	30	55	708,071
May-25	183	40	57	33	57	700,241
Jun-25	195	42	41	44	66	694,071
Jul-25	207	46	39	38	51	684,546



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	376	70	174	38	163	456,353
Jan-25	440	62	150	36	160	449,179
Feb-25	409	64	145	43	148	470,381
Mar-25	415	60	199	40	143	465,830
Apr-25	468	57	193	40	181	487,819
May-25	538	59	147	38	200	486,466
Jun-25	556	65	157	36	154	466,375
Jul-25	564	63	172	44	148	441,411



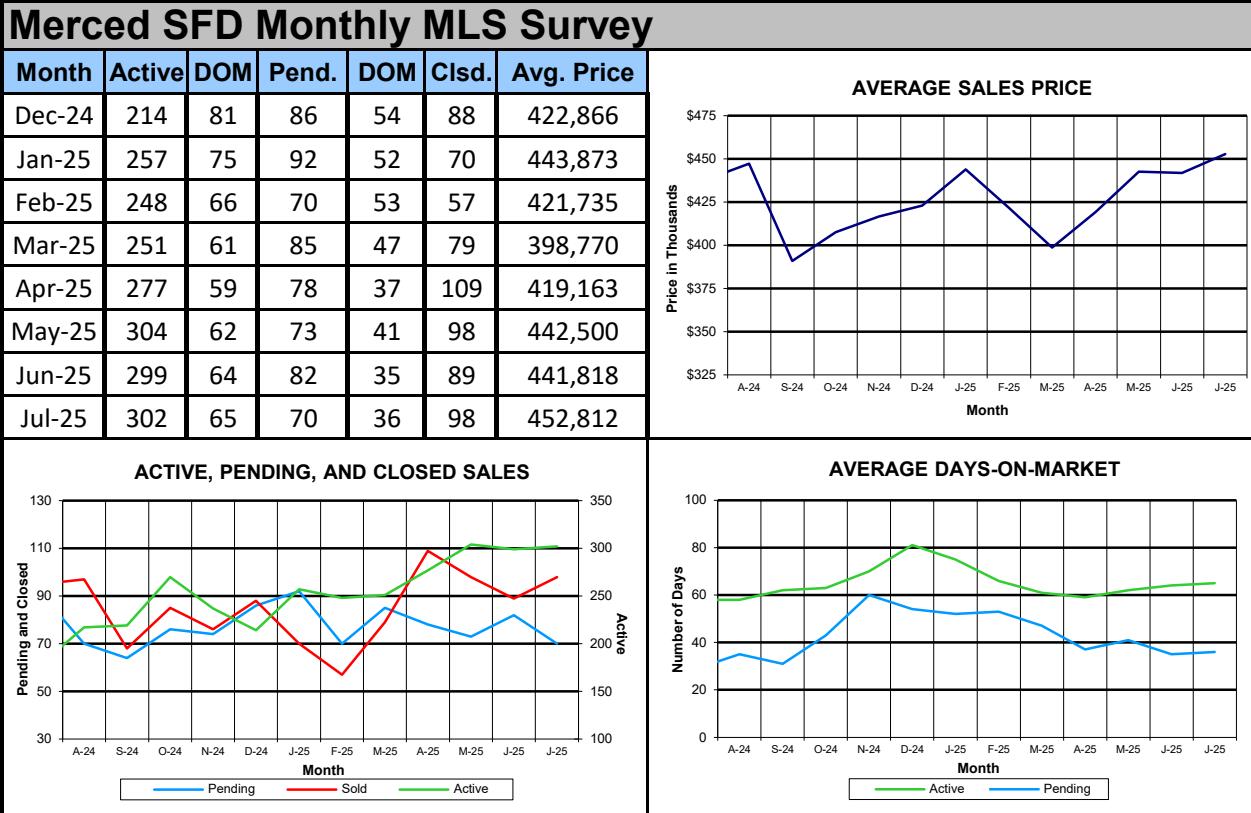
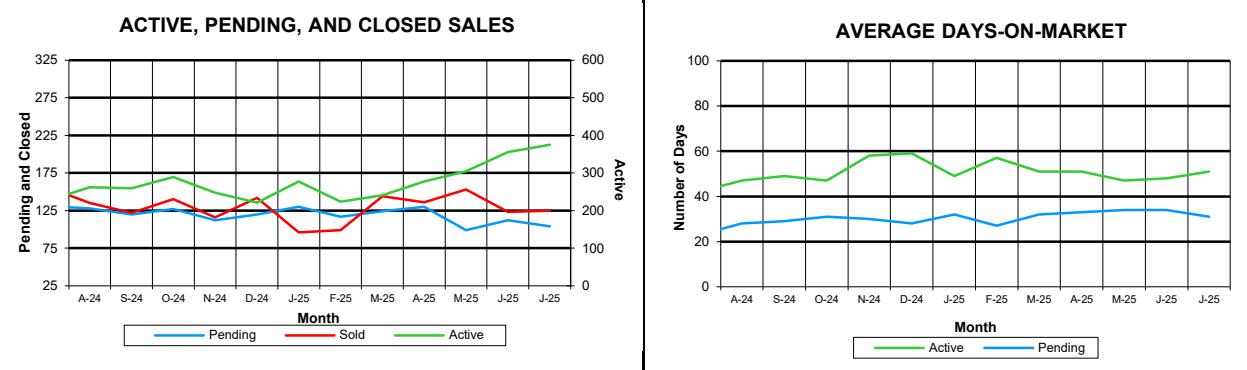


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Marketing Research Department

Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	221	59	120	28	142	474,076
Jan-25	277	49	130	32	96	463,308
Feb-25	224	57	117	27	99	497,847
Mar-25	241	51	124	32	144	472,462
Apr-25	277	51	130	33	136	486,244
May-25	304	47	99	34	153	497,361
Jun-25	355	48	112	34	123	486,877
Jul-25	375	51	104	31	125	497,908



THE RYNESS REPORT

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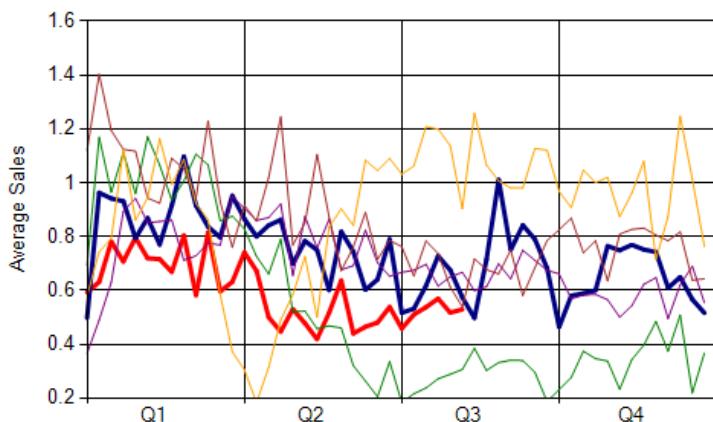
Sacramento

Week 32

Ending: Sunday, August 10, 2025

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
South Sacramento	50	418	33	3	30	0.60	0.60	1%	0.54	11%
Central & North Sacramento	49	455	40	10	30	0.61	0.59	4%	0.48	28%
Folsom	7	121	2	0	2	0.29	0.63	-55%	0.51	-44%
El Dorado	10	68	5	0	5	0.50	0.44	14%	0.34	49%
Placer & Nevada	63	958	40	9	31	0.49	0.62	-20%	0.54	-9%
Yolo	6	16	1	1	0	0.00	0.45	-100%	0.33	-100%
Amador County	1	3	1	0	1	1.00	0.27	275%	0.17	500%
Northern Counties	20	140	11	1	10	0.50	0.65	-24%	0.53	-5%
Current Week Totals	Traffic : Sales	16 : 1	206	2179	133	0.53	0.59	-11%	0.50	5%
Per Project Average			11	0.65	0.12	0.53				
Year Ago - 08/11/2024	Traffic : Sales	17 : 1	190	2210	131	0.57	0.77	-26%	0.68	-15%
% Change			8%	-1%	2%	9%	0%	-8%	-23%	-25%

52 Weeks Comparison



Year to Date Averages Through Week 32

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2020	149	16	0.99	0.16	0.83	0.89
■	2021	160	18	1.01	0.09	0.91	0.85
■	2022	172	14	0.80	0.15	0.65	0.52
■	2023	180	14	0.87	0.12	0.75	0.70
■	2024	188	13	0.87	0.10	0.77	0.74
■	2025	197	13	0.70	0.11	0.59	0.59
% Change:		4%	-1%	-19%	12%	-23%	-20%

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



WEEKLY FINANCIAL NEWS

Financing		Market Commentary					
CONV	RATE 6.00%	APR 6.22%					
FHA	5.99%	6.77%					
10 Yr Yield	4.28%						
							
		Economic data continue to show poor affordability conditions putting a damper on home sales. Despite softer home price growth in recent months, the overall cost of buying a home outpaces what many families can afford. What exactly does "housing affordability" mean, and why is it under so much pressure? Home prices have played a major factor in affordability challenges since they skyrocketed during the pandemic era. However, recent data show promising signs of softening. The S&P Case Schiller National Price Index fell in May for the third straight month, the first time prices have slipped on a seasonally adjusted basis since January 2023. The recent decline in home prices comes as a result of depressed buyer demand and rising home inventories. Mortgage rates also continue to put pressure on housing demand. While the average 30-year fixed rate is down from a peak of 7.79% in October 2023, it remains highly elevated at 6.72% a couple weeks ago, per Freddie Mac. For context, conventional mortgage rates averaged around 4% in the business cycle before the pandemic, making it a major factor in the affordability plummet. In short, while the recent slip in home prices suggest stabilization, the reality is that housing costs remain unaffordable for many Americans. High mortgage rates, elevated home prices and rising monthly costs continue to widen the affordability gap, increasing barriers to home buying. Source: Wells Fargo Bank Weekly Economic & Financial Commentary					

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 50									
South Sacramento South Sacramento					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
Lilly	Beazer	LN		DTST	75	0	1	5	0	0	7	7	0.27	0.27
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	3	5	0	0	20	8	0.25	0.25
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	5	10	0	0	38	11	0.47	0.34
Riverhaven	Beazer	SO		DTST	66	0	2	1	1	0	39	7	0.49	0.22
Parlin Oaks	Blue Mountain	GT		DTST	71	0	4	7	0	0	16	10	0.29	0.31
Park Place	Century	SO		DTST	48	0	5	0	0	0	36	25	0.61	0.78
Cascade at Elliott Springs	Elliott	VN		DTMU	173	6	7	27	2	0	60	27	0.82	0.84
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	5	26	1	0	105	20	0.86	0.63
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	4	17	0	0	29	13	0.44	0.41
Fairfax at The Grove	KB Home	LN		DTMU	125	0	7	3	0	0	95	30	1.20	0.94
Hamilton Park	KB Home	LN		DTST	85	0	5	34	2	0	23	20	0.62	0.63
Hayworth at The Grove	KB Home	LN		DTMU	90	5	6	4	2	0	82	25	1.03	0.78
Highland at The Grove	KB Home	LN		DTST	116	0	5	12	0	0	53	27	0.80	0.84
Lexington at The Grove	KB Home	LN		DTMU	58	0	2	0	0	0	56	4	0.67	0.13
Riva at Delta Shores	KB Home	SO		DTMU	109	5	5	9	2	0	39	22	0.63	0.69
Rosewood at The Grove	KB Home	LN		DTMU	51	0	4	3	0	0	45	1	0.50	0.03
Westborne at The Grove	KB Home	LN		DTMU	123	0	6	11	0	0	115	33	1.22	1.03
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	0	0	0	101	0	0.94	0.00
Calabria at Vineyard Parke	Lennar	SO		DTST	113	0	4	3	0	0	87	21	1.29	0.66
Cascade II at Vineyard Park	Lennar	SO		DTMU	175	0	5	10	2	1	16	15	0.44	0.47
Cortese at Vineyard Parke	Lennar	SO		DTMU	190	0	5	5	1	0	149	27	1.33	0.84
Harmony at Arbor Ranch	Lennar	LN		DTST	74	0	8	15	1	0	18	20	0.81	0.81
Lyric at Arbor Ranch	Lennar	LN		DTMU	56	2	5	10	0	0	5	5	0.38	0.38
Melody at Arbor Ranch	Lennar	LN		DTST	38	0	5	8	1	0	15	16	0.68	0.68
Redwood IV at Vineyard Parke	Lennar	SO		DTMU	91	3	4	8	0	0	38	35	1.11	1.09
Symphony at Arbor Ranch	Lennar	LN		DTMU	113	0	5	12	2	0	9	11	0.45	0.45
The Cottages at Greenwood	Lennar	GT		DTST	78	0	8	8	0	0	2	4	0.18	0.18
The Towns at Greenwood	Lennar	GT		ATMU	148	0	7	7	0	0	39	37	0.97	1.16
Vienna at Vineyard Parke	Lennar	SO		DTMU	103	0	5	6	1	0	36	38	1.16	1.19
Monument at Liberty Ranch	Meritage	GT		DTMU	51	0	4	0	0	0	8	8	0.36	0.36
Rushmore at Liberty Ranch	Meritage	GT		DTMU	70	4	5	0	1	0	12	12	0.54	0.54
Vernon at Liberty Ranch	Meritage	GT		DTMU	52	0	3	0	1	0	9	9	0.41	0.41
Cherry Knolls	Richmond American	LN		DTST	125	0	2	4	0	0	13	13	0.92	0.92
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	3	2	4	2	0	48	12	0.53	0.38
Esplanade at Madeira Ranch- Estates	Taylor Morrison TSO	LN		AASF	85	0	TSO	5	0	0	22	8	0.24	0.25
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	2	5	1	0	23	5	0.25	0.16
Madeira Greens	Taylor Morrison	LN		DTMU	85	7	8	13	2	1	62	31	0.91	0.97
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	1	8	1	1	109	20	0.76	0.63
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	165	5	4	12	1	0	116	32	0.81	1.00
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	3	6	0	0	102	24	0.70	0.75
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	3	6	1	0	137	27	0.94	0.84
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	2	8	0	0	100	22	0.68	0.69
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	3	9	2	0	97	30	0.86	0.94
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	8	7	1	2	0	73	15	0.65	0.47
Wildhawk South- Meridian	Taylor Morrison	SO		DTMU	72	0	2	2	0	0	8	8	0.40	0.40

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 50													
South Sacramento South Sacramento (Continued ...)					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				
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	0	4	14	0	0	26	21	0.48	0.66				
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	7	14	0	0	39	23	0.72	0.72				
Long Meadow	The New Home Co	VN		DTMU	122	0	6	14	0	0	90	27	0.88	0.84				
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	4	7	12	1	0	33	18	0.61	0.56				
Villas at Arbor Ranch	The New Home Co	LN		DTST	85	0	7	15	0	0	26	26	1.12	1.12				
TOTALS: No. Reporting: 50			Avg. Sales: 0.60		Traffic to Sales: 13 : 1				224	418	33	3	2526	910				
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 33									
C/N Sacramento Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Arista	Beazer	RO		DTMU	142	0	1	14	0	0	16	16	0.61	0.61
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	5	4	0	0	74	15	0.60	0.47
Park Haven at Cresleigh Ranch	Cresleigh	RO		DTST	71	0	6	8	0	0	2	2	0.14	0.14
Coloma at Rio Del Oro	Elliott	RO		DTST	132	0	3	14	0	0	11	11	1.10	1.10
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	7	8	0	0	221	13	0.68	0.41
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	6	5	1	0	61	18	0.39	0.56
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	7	10	0	0	43	8	0.27	0.25
Veranda at Stone Creek Village	Elliott	RO		DTST	128	0	3	12	0	0	37	28	0.92	0.88
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	18	2	0	0	61	15	0.51	0.47
Four Seasons at The Ranch - Autumn	K Hovnanian	RO		AASF	39	0	1	3	0	0	13	12	0.35	0.38
Four Seasons at The Ranch - Spring	K Hovnanian	RO		AASF	90	0	4	4	1	0	8	8	0.22	0.25
Four Seasons at The Ranch - Summer	K Hovnanian	RO		AASF	63	0	5	3	0	0	5	2	0.13	0.06
Four Seasons at The Ranch - Winter	K Hovnanian	RO		AASF	52	0	7	3	0	0	5	7	0.17	0.17
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	4	8	6	2	0	99	26	0.53	0.81
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	5	16	7	1	106	27	0.71	0.84
Reserve at The Ranch	K Hovnanian	RO		DTMU	90	0	8	2	0	1	6	6	0.16	0.19
Silverbrook at The Ranch	K Hovnanian	RO		DTST	69	0	6	1	0	0	14	13	0.38	0.41
Westcott Station	KB Home	SO		DTST	57	0	5	20	1	1	17	17	0.51	0.53
Aqua at The Preserve	Lennar	RO		DTMU	55	4	7	5	1	0	19	19	1.34	1.34
Azure at The Preserve	Lennar	RO		DTMU	126	0	6	10	2	0	16	22	0.69	0.69
Cobalt at The Preserve	Lennar	RO		DTMU	135	0	9	5	1	0	30	33	0.79	1.03
Cyan at The Preserve	Lennar	RO		DTST	124	0	4	10	2	2	21	21	0.99	0.99
Charleston at East Village	Meritage	SO		DTMU	113	0	4	0	0	0	0	0	0.00	0.00
Ascent at Montelena	Pulte	RO		DTMU	127	5	6	16	2	0	96	25	0.64	0.78
Solis at Montelena	Pulte	RO		DTMU	55	0	3	1	0	0	50	8	0.32	0.25
Seasons at Montelena	Richmond American	RO		DTMU	125	0	3	2	0	0	122	13	0.68	0.41
Bloom at Sunridge Park	TRI Pointe	RO		DTMU	55	0	4	12	0	0	2	2	0.17	0.17
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	4	6	37	0	0	36	16	0.58	0.50
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	0	3	37	1	0	25	15	0.40	0.47
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	3	37	0	0	20	13	0.32	0.41
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	6	9	0	0	70	11	0.65	0.34
Sycamore at Cypress	Woodside	RO		DTMU	96	0	7	3	0	0	26	4	0.24	0.13
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	5	8	0	0	35	13	0.33	0.41
TOTALS: No. Reporting: 33		Avg. Sales: 0.48		Traffic to Sales: 16 : 1				181	327	21	5	1367	459	Net: 16

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
C/N Sacramento North Sacramento					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	
Skylar	DR Horton	SO		DTST	77	0	3	16	1	0	24	24	1.70	1.70	
Archer Estates	KB Home	SO		DTMU	143	4	5	17	3	1	35	35	1.29	1.29	
Cottages at The Preserve	KB Home	AO		DTST	70	0	3	0	0	0	67	18	0.97	0.56	
Villas at The Preserve	KB Home	AO		DTMU	203	0	6	14	2	1	103	34	1.09	1.06	
Northlake - Bleau	Lennar	SO		DTMU	348	0	6	10	0	0	238	21	1.00	0.66	
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	5	10	2	2	41	20	0.44	0.63	
Northlake - Drifton	Lennar	SO		DTMU	236	4	7	5	1	0	147	15	0.64	0.47	
Northlake - Lakelet	Lennar	SO		DTMU	307	2	6	6	1	0	181	22	0.76	0.69	
Northlake - Shor	Lennar	SO		DTMU	337	3	7	12	2	0	183	22	0.77	0.69	
Northlake - Watersyde	Lennar	SO		DTMU	276	0	3	6	1	0	172	26	0.72	0.81	
Northlake - Wavmor	Lennar	SO		DTMU	320	4	5	8	0	0	170	17	0.71	0.53	
Waters Edge	Lennar	SO		DTST	139	3	6	8	1	0	44	26	0.72	0.81	
Bridgeport at East Village	Meritage	SO		DTMU	138	0	3	0	1	0	1	1	0.09	0.09	
Asheville at East Village	Meritage	SO		DTMU	114	0	1	0	1	1	11	11	0.99	0.99	
Durham at East Village	Meritage	SO		DTMU	76	4	4	0	1	0	4	4	0.36	0.36	
Terrace Park	TRI Pointe	SO		DTST	79	0	3	16	2	0	21	16	0.51	0.50	
TOTALS: No. Reporting: 16		Avg. Sales: 0.88			Traffic to Sales: 7 : 1				73	128	19	5	1442	312	Net: 14

City Codes: SO = Sacramento, AO = Antelope

Folsom Folsom Area					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	
Esquire at Folsom Ranch	KB Home	FM		DTMU	153	0	2	16	0	0	82	37	1.15	1.16	
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	0	4	5	0	0	111	32	1.29	1.00	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	2	7	1	0	103	25	0.73	0.78	
Folsom Ranch - Legends	Taylor Morrison TSO	FM		DTMU	110	0	TSO	7	0	0	105	25	0.75	0.78	
Sendero at Folsom Ranch	TRI Pointe	FM		DTST	136	0	5	18	0	0	8	8	0.66	0.66	
Shawood at Folsom	Woodside	FM		DTMU	81	0	5	53	0	0	4	4	0.27	0.27	
The Trails	Woodside	FM		DTMU	40	0	6	15	1	0	19	6	0.43	0.19	
TOTALS: No. Reporting: 7		Avg. Sales: 0.29			Traffic to Sales: 61 : 1				24	121	2	0	432	137	Net: 2

City Codes: FM = Folsom

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
El Dorado El Dorado County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oakhaven	Blue Mountain	RE		DTMU	29	0	4	12	0	0	9	2	0.12	0.06
Revere	Blue Mountain	RE		DTMU	51	0	1	1	0	0	50	2	0.22	0.06
Manzanita at Saratoga	Elliott	EH		DTMU	131	4	6	4	1	0	112	16	0.43	0.50
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	6	5	0	0	40	12	0.23	0.38
Heritage El Dorado Hills-Mosaic	Lennar	EH		AASF	373	0	1	4	0	0	372	17	1.03	0.53
Legends II at Heritage Carson Creek	Lennar	EH		AASF	123	5	8	6	1	0	46	23	0.68	0.72
Mosaic II at Heritage Carson Creek	Lennar	EH		AASF	144	4	6	16	2	0	18	18	0.72	0.72
Roxbury at Heritage Carson Creek	Lennar	EH		AASF	142	0	5	4	0	0	51	36	0.89	1.13
Ridgeview	The New Home Co	EH		DTMU	44	0	3	12	1	0	41	5	0.37	0.16
Sutter's Ridge	Williams	PV		DTMU	39	0	2	4	0	0	20	15	0.26	0.47
TOTALS: No. Reporting: 10		Avg. Sales: 0.50		Traffic to Sales: 14 : 1				42	68	5	0	759	146	Net: 5

City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 63									
Placer / Nevada Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Double S Ranch	Anthem United	RV		DTMU	36	0	6	105	0	0	9	9	0.88	0.88
Finale at Whitney Ranch	Anthem United	RK		DTMU	60	0	10	37	0	0	6	6	0.28	0.28
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	11	37	1	0	84	28	0.89	0.88
Whitehawk	Anthem United	GB		DTMU	55	0	11	28	0	0	44	5	0.34	0.16
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	7	14	0	0	42	13	0.52	0.41
Verrado II at Solaire	Beazer	RV		DTMU	63	0	7	6	1	0	34	9	0.32	0.28
Willow at Winding Creek	Beazer	RV		DTMU	80	0	5	6	0	0	7	7	0.63	0.63
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	8	3	0	0	17	4	0.15	0.13
Allora at Amoruso Ranch	Brookfield	RV		DTMU	83	0	19	7	0	0	5	5	0.25	0.25
Tesoro at Amoruso Ranch	Brookfield	RV		DTMU	73	0	11	12	2	3	8	8	0.40	0.40
Millau at Twelve Bridges	Century	LL		DTST	105	5	9	9	4	1	45	30	0.64	0.94
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	6	8	0	0	48	31	0.68	0.97
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	5	6	1	0	67	8	0.32	0.25
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	4	6	13	3	0	79	44	1.21	1.38
Dragonfly II at Winding Creek	DR Horton	RV		DTST	77	0	6	12	1	0	35	35	2.09	2.09
Jasper	DR Horton	LL		DTST	198	0	0	10	0	0	0	0	0.00	0.00
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	0	8	19	0	0	84	38	1.29	1.19
Turkey Creek Estates	Elliott	LL		DTMU	228	0	4	28	0	0	100	5	0.46	0.16
Edgefield Place	JMC	RK		DTMU	136	0	4	11	0	1	120	30	0.67	0.94
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	4	6	23	1	0	71	9	0.41	0.28
Highline Village at Sierra Vista	JMC	RV	New	DTST	95	0	0	19	0	0	0	0	0.00	0.00
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	4	5	25	2	0	92	34	1.02	1.06
Northbrook at Fiddymont Farm	JMC	RV		DTST	120	0	4	14	1	0	114	25	0.96	0.78
Sagebrook at Fiddymont Farm	JMC	RV		DTMU	214	0	4	18	0	0	146	16	0.65	0.50
Sentinel Village at Sierra Vista	JMC	RV		DTST	256	0	7	15	0	0	220	19	0.78	0.59
Tribute Pointe	JMC	RK		DTMU	99	0	5	12	1	0	58	15	0.33	0.47
Westwind at Whitney Ranch	JMC	RK		DTST	43	0	1	4	0	0	42	17	0.84	0.53
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	4	17	0	1	152	31	0.87	0.97
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	4	21	2	0	91	43	0.98	1.34
Copper Ridge	KB Home	LL		DTMU	281	0	7	0	0	0	144	5	0.75	0.16
Westhaven at Whitney Ranch	KB Home	RK		DTST	88	0	5	20	0	1	7	7	0.28	0.28
Breckenridge at Sierra West	Lennar	RV		DTMU	264	0	6	12	1	0	242	47	1.21	1.47
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	3	10	2	0	202	31	0.97	0.97
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	7	10	1	0	208	37	0.98	1.16
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	9	6	1	0	201	44	0.97	1.38
Windham at Sierra West	Lennar	RV		DTMU	190	0	1	0	0	0	189	2	0.99	0.06
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	2	0	0	0	80	5	0.81	0.16
Premier Soleil	Premier Homes	GB		DTMU	52	0	5	10	1	0	41	1	0.26	0.03
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	4	0	0	62	11	0.75	0.34
Jasmine at Solaire	Pulte	RV		DTMU	107	4	6	4	1	0	62	14	0.78	0.44
Noble at Liberty at Lincoln	Richmond American	LL		DTMU	69	5	3	38	2	0	2	2	1.75	1.75
Seasons at Amoruso Ranch	Richmond American	RV		DTMU	75	0	5	15	0	0	28	28	0.93	0.93
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	5	10	1	0	122	49	0.68	1.53
Tapestry at Amoruso Ranch	Richmond American	RV		DTMU	63	0	2	28	1	0	29	29	0.96	0.96
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	10	9	4	1	0	151	16	0.68	0.50

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Placer / Nevada Placer County (Continued ...)					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	
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	1	3	2	0	99	18	0.53	0.56	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	3	4	0	0	137	18	0.61	0.56	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	1	4	0	0	151	19	0.68	0.59	
Parks at Valley Oak	The New Home Co	RV		DTMU	59	0	3	6	0	0	56	22	0.54	0.69	
Trails at Valley Oak	The New Home Co	RV		DTMU	62	0	3	6	0	1	59	6	0.56	0.19	
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	6	11	0	0	59	11	0.44	0.34	
Morgan Place	Tim Lewis	RV		DTMU	79	0	4	16	0	0	26	8	0.32	0.25	
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	2	17	1	0	27	15	0.33	0.47	
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	3	12	0	0	39	16	0.57	0.50	
Juniper at Winding Creek	TRI Pointe	RV		DTMU	74	3	5	17	2	1	13	13	0.72	0.72	
Monument at Independence	TRI Pointe	LL		DTMU	159	0	6	12	0	0	29	8	0.42	0.25	
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	5	13	0	0	5	3	0.11	0.09	
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	3	12	0	0	75	32	0.94	1.00	
Magnolia Village	Williams	LL		ATMU	32	0	2	6	1	0	25	20	0.45	0.63	
Freedom at Liberty	Woodside	LL		DTST	88	4	3	52	1	0	1	1	0.47	0.47	
Summerfield at Sierra Vista	Woodside	RV		DTMU	135	0	7	24	1	0	25	18	0.49	0.56	
The Park at Granite Bay	Woodside	GB		DTMU	55	0	5	15	0	0	20	11	0.29	0.34	
Wildflower at Winding Creek	Woodside	RV		DTMU	97	0	7	18	0	0	64	19	0.85	0.59	
TOTALS: No. Reporting: 63			Avg. Sales: 0.49		Traffic to Sales: 24 : 1				331	958	40	9	4500	1110	Net: 31

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

Yolo Yolo County					Projects Participating: 6										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Trailside at the Rivers	Century	WS		DTMU	120	0	7	4	0	0	100	30	0.74	0.94	
Bungalows at Bretton Woods	DeNova	DV		AASF	39	0	4	2	0	0	9	4	0.18	0.13	
Greenway at Bretton Woods	DeNova	DV		DTST	150	0	3	3	1	1	10	6	0.22	0.19	
Ruby Cottages	Lennar	WL		DTST	87	4	5	7	0	0	11	10	0.73	0.73	
The Hideaway	Meritage	WN		DTMU	148	0	2	0	0	0	146	6	0.88	0.19	
Revival	Tim Lewis	WL		DTST	72	0	4	0	0	0	68	10	0.40	0.31	
TOTALS: No. Reporting: 6			Avg. Sales: 0.00		Traffic to Sales: 16 : 1				25	16	1	1	344	66	Net: 0

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

Amador County Amador County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis S/O	PLY		DTMU	40	0	S/O	3	1	0	40	8	0.19	0.25	
TOTALS: No. Reporting: 1			Avg. Sales: 1.00		Traffic to Sales: 3 : 1				0	3	1	0	40	8	Net: 1

City Codes: PLY = Plymouth

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
Northern Counties Butte County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Amber Lynn Estates	DR Horton	CO		DTST	108	0	4	8	1	1	78	24	0.52	0.75
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: 8 : 1		4	8	1	1	78	24	Net: 0	
City Codes: CO = Chico														

Northern Counties Yuba County					Projects Participating: 14									
					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
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	6	4	0	0	50	17	0.53	0.53	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	6	7	0	0	59	13	0.48	0.41	
Aspire at Calterra Ranch	K Hovnanian	WH	DTMU	145	0	2	0	0	0	143	34	0.82	1.06	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	156	0	4	2	0	0	152	14	0.86	0.44	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	0	3	1	0	0	142	6	0.98	0.19	
Brightwood at Rio Del Oro	Lennar	PLK	DTMU	102	0	4	15	3	0	7	9	0.98	0.98	
Pembrook at Rio Del Oro	Lennar	PLK	DTMU	49	0	3	7	0	0	46	26	0.78	0.81	
Rock Creek at Rio Del Oro	Lennar	PLK	DTST	111	5	5	10	2	0	53	20	0.89	0.63	
Skylark at Northpoint	Lennar	PLK	DTST	79	0	3	9	0	0	2	2	0.48	0.48	
Starling at Northpoint	Lennar	PLK	DTMU	70	0	5	9	0	0	15	15	0.60	0.60	
Sungate at Northpoint	Lennar	PLK	DTMU	65	0	5	7	1	0	14	14	0.54	0.54	
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	48	0	1	7	1	0	47	18	0.69	0.56	
Seasons at Riverton North	Richmond American	PLK	DTMU	83	0	3	9	0	0	35	28	0.78	0.88	
Seasons at Riverton South	Richmond American	PLK	DTMU	79	0	2	6	0	0	25	19	0.55	0.59	
TOTALS: No. Reporting: 14		Avg. Sales: 0.50		Traffic to Sales: 13 : 1		52	93	7	0	790	235		Net: 7	
City Codes: PLK = Plumas Lake, WH = Wheatland														

Northern Counties Sutter County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Harter Estates	DR Horton	YC	ATST	150	0	3	16	1	0	85	37	1.11	1.16	
Aspire at Sycamore Ranch	K Hovnanian	YC	DTMU	82	0	5	7	1	0	17	17	0.73	0.73	
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 12 : 1		8	23	2	0	102	54		Net: 2	
City Codes: YC = Yuba City														

Northern Counties Shasta County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Harlen	DR Horton	RD	DTMU	37	0	4	3	0	0	4	4	0.15	0.15	
Lilac at Shastina Ranch	DR Horton	RD	DTST	140	0	3	7	1	0	101	37	0.73	1.16	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	122	0	5	6	0	0	89	26	0.64	0.81	
TOTALS: No. Reporting: 3		Avg. Sales: 0.33		Traffic to Sales: 16 : 1		12	16	1	0	194	67		Net: 1	
City Codes: RD = Redding														

The Ryness Report

Week Ending
Sunday, August 10, 2025

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 206						
Sacramento					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
					976	2179	133	24	12574	3528	Net: 109
Project Types:	AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations:	SO = Sold Out, TSO = Temporarily Sold Out										

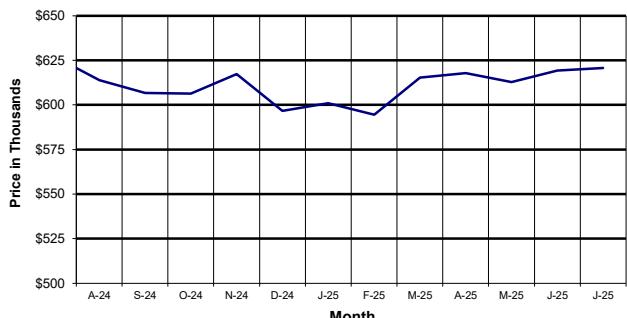
The Ryness Company

Marketing Research Department

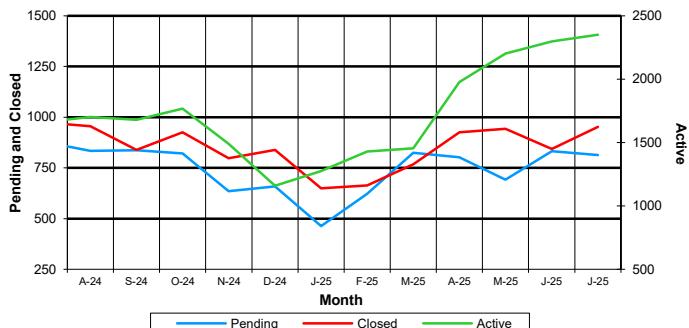
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	1,160	60	659	36	839	596,601
Jan-25	1,276	53	464	38	650	600,994
Feb-25	1,429	44	623	35	663	594,502
Mar-25	1,455	46	824	29	768	615,338
Apr-25	1,977	40	803	29	925	617,760
May-25	2,202	43	692	33	943	612,770
Jun-25	2,297	45	832	36	843	619,360
Jul-25	2,351	47	813	35	952	620,760

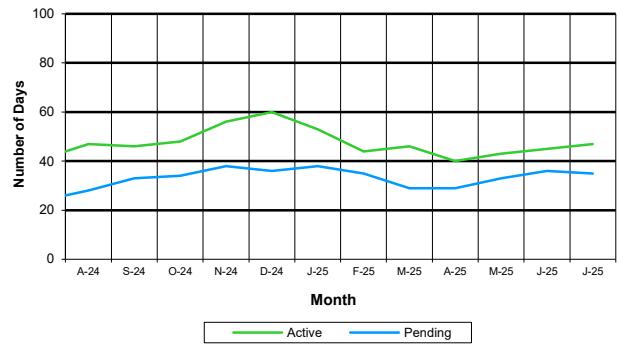
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



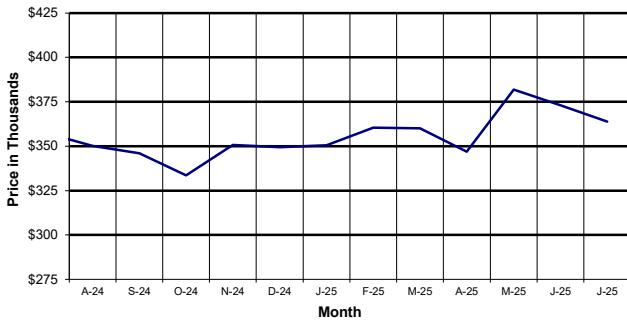
AVERAGE DAYS-ON-MARKET



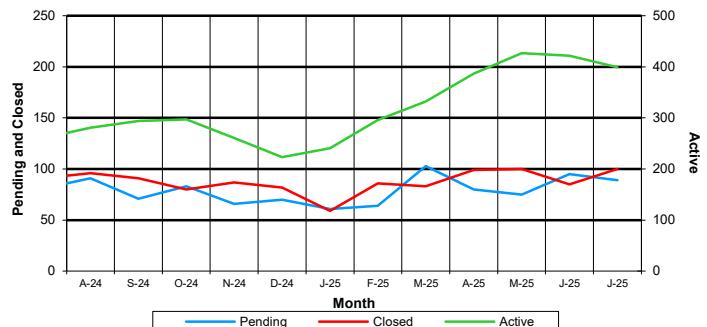
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	223	65	70	43	82	349,499
Jan-25	241	62	61	56	59	350,574
Feb-25	296	51	64	41	86	360,380
Mar-25	332	46	103	45	83	359,978
Apr-25	387	48	80	30	99	346,947
May-25	427	56	75	38	100	381,823
Jun-25	422	63	95	45	85	373,060
Jul-25	399	67	89	55	100	363,776

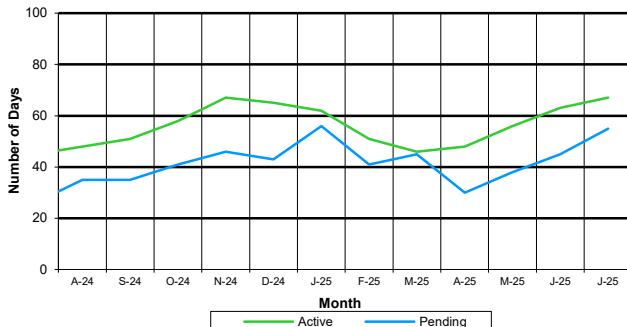
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



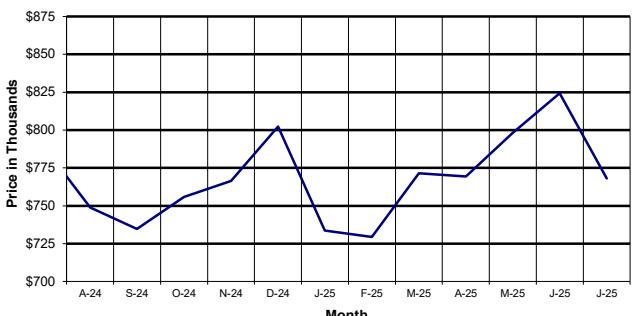
The Ryness Company

Marketing Research Department

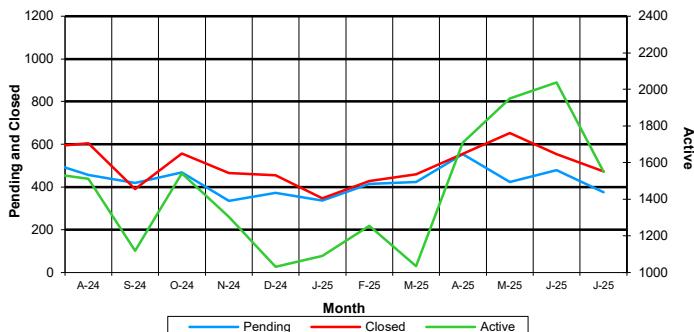
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	1,030	78	372	47	455	802,245
Jan-25	1,090	68	336	49	347	733,642
Feb-25	1,254	58	414	45	428	729,444
Mar-25	1,035	50	423	32	459	771,546
Apr-25	1,709	51	553	31	555	769,440
May-25	1,950	53	423	38	652	798,129
Jun-25	2,038	57	478	37	554	824,335
Jul-25	1,550	58	375	42	472	768,203

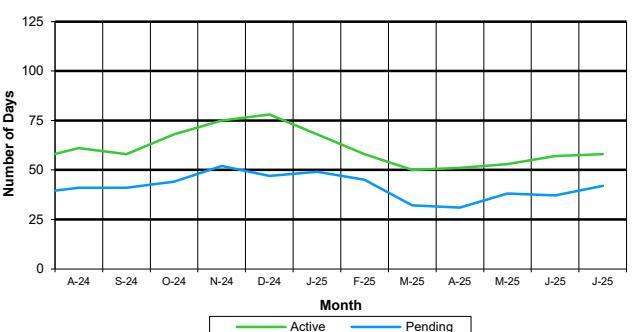
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



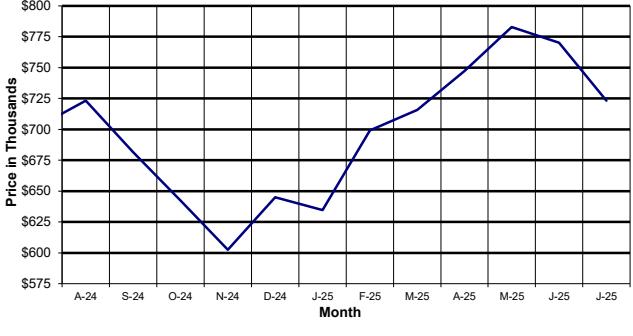
AVERAGE DAYS-ON-MARKET



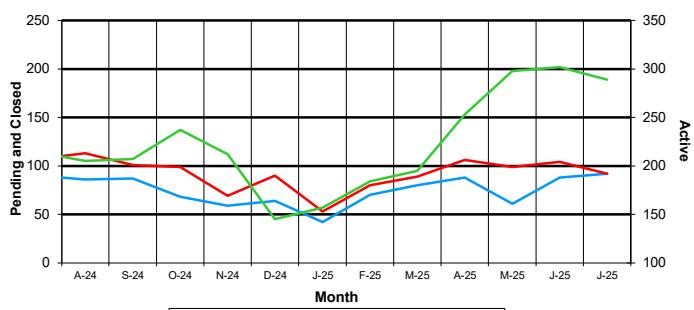
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-24	145	78	64	41	90	644,939
Jan-25	157	74	42	52	53	634,599
Feb-25	184	60	70	41	80	699,286
Mar-25	195	50	80	42	89	715,769
Apr-25	253	52	88	38	106	747,365
May-25	298	58	61	31	99	782,830
Jun-25	302	64	88	39	104	770,297
Jul-25	289	65	92	32	92	723,280

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

