

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



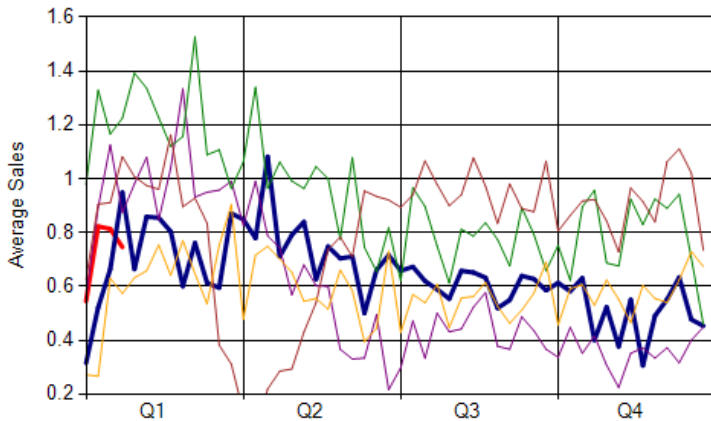
## Bay Area

Week 4

Ending: Sunday, January 28, 2024







Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Alameda		19	142	7	0	7	0.37	0.76	-52%	0.66	-45%
Contra Costa		28	434	24	2	22	0.79	0.70	12%	0.47	66%
Sonoma, Napa		12	65	13	2	11	0.92	0.78	17%	0.54	69%
San Francisco, Marin		3	51	1	0	1	0.33	0.58	-43%	0.46	-28%
San Mateo		1	17	1	0	1	1.00	1.00	0%	0.54	86%
Santa Clara		16	246	19	0	19	1.19	0.79	50%	0.50	138%
Monterey, Santa Cruz, San Benito		7	111	6	0	6	0.86	0.86	0%	0.58	48%
Solano		24	273	18	3	15	0.63	0.64	-3%	0.51	23%
Current Week Totals		Traffic : Sales		15 : 1		110	1339	89	7	82	0.75 0.73 2% 0.53 40%
Per Project Average						12	0.81	0.06	0.75		
Year Ago - 01/29/2023		Traffic : Sales		13 : 1		117	1575	117	6	111	0.95 0.62 53% 0.39 144%
% Change						-6%	-15%	-24%	17%	-26%	-21% 18% 37%

52 Weeks Comparison



Year to Date Averages Through Week 4

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	142	17	0.52	0.09	0.44	0.58
	2020	158	19	0.94	0.06	0.88	0.80
	2021	133	16	1.25	0.08	1.17	0.93
	2022	112	13	0.95	0.09	0.86	0.58
	2023	115	11	0.68	0.07	0.62	0.64
	2024	109	13	0.78	0.05	0.73	0.73
% Change:		-5%	16%	14%	-19%	18%	13%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The divergence of the new and existing home markets was a key theme in 2023. As the Fed's rate hike campaign pulled financing costs higher over the year, existing homeowners were increasingly discouraged from selling their homes as the vast majority of homeowners with a mortgage hold a rate below 5%. The resulting "lock-in effect" has restricted inventory in the resale market, placing upward pressure on prices and suppressing sales. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-over-year basis during the month. There are a few potential tailwinds that could help new home home sales rebound to close out the year. More recently, lower mortgage rates appear to be pulling affordability-crunched buyers off the sideline and should help rekindle demand for new homes. On the supply side, the November slowdown allowed builders room to expand new home inventory, which now sits at 9.2 months' supply at the current sales pace, nearly triple the months' supply of the resale market. Improving affordability and a glut of supply heading into the busy spring selling season has builders increasingly optimistic. In all, we expect new home sales ended 2023 on a high note, riding 7.5% to a 634K-unit annual place in December. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.38%	6.79%	
	6.75%	6.99%	
10 Yr Yield	4.14%		



Development Name	Developer	City Code	Notes	Type	Projects Participating: 12									
Alameda County   Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Island View at Alameda Marina	Landsea	AL	Rsv's	ATMU	98	0	4	12	0	0	8	1	0.21	0.25
Waterside at Alameda Marina	Landsea	AL	Rsv's	ATMU	84	0	6	12	0	0	9	2	0.24	0.50
Aspect at Innovation	Lennar	FR		ATMU	167	0	7	9	1	0	117	6	0.99	1.50
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	7	8	0	0	49	0	0.92	0.00
Chroma at Innovation	Lennar	FR		ATMU	146	0	3	5	0	0	130	4	1.46	1.00
Lumiere at Innovation	Lennar	FR		ATMU	156	0	2	3	1	0	113	4	0.99	1.00
Matrix at Innovation	Lennar	FR		ATMU	104	0	4	17	1	0	77	4	0.63	1.00
Vista at Bridgeway	Lennar	NK		DTMU	72	0	6	1	0	0	35	0	0.77	0.00
Center Pointe Cottages	Nuvera Homes	FR		ATMU	37	0	1	15	1	0	35	8	0.89	2.00
Compass at Bay37	Pulte	AL		ATMU	93	0	1	3	0	0	84	4	0.53	1.00
Lookout at Bay37	Pulte	AL		ATMU	138	0	3	3	1	0	83	1	0.52	0.25
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	3	4	0	0	97	4	0.51	1.00
TOTALS: No. Reporting: 12	Avg. Sales: 0.42		Traffic to Sales: 18 : 1				47	92	5	0	837	38	Net: 5	
City Codes: AL = Alameda, FR = Fremont, NK = Newark, OK = Oakland														

Alameda County   Amador Valley					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
Abbey at Boulevard	Brookfield TSO	DB	ATMU	60	0	TSO	0	0	0	50	1	1.10	0.25	
Ivy at Boulevard	Brookfield	DB	DTMU	62	4	4	40	0	0	38	0	1.30	0.00	
Avalon at Boulevard	Lennar	DB	ATMU	90	4	3	2	1	0	32	7	1.27	1.75	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	0	2	0	1	0	12	5	0.79	1.25	
Lombard at Boulevard	Lennar	DB	DTMU	100	0	4	3	0	0	76	6	0.85	1.50	
Venice at Boulevard	Lennar	DB	ATMU	91	0	4	1	0	0	85	0	0.95	0.00	
Vineyard Collection II	Ponderosa	LV	DTMU	9	0	1	4	0	0	5	0	0.09	0.00	
TOTALS: No. Reporting: 7		Avg. Sales: 0.29		Traffic to Sales: 25 : 1				18	50	2	0	298	19	Net: 2
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. Sis /Week	Av. Sis /YTD
Oak Park	Davidon	PH	DTMU	34	0	2	8	0	0	32	1	0.30	0.25	
Woodbury Highlands	Davidon	LF	ATMU	99	0	16	22	0	0	58	1	0.33	0.25	
Hillcrest	Shea	PH	DTMU	31	0	5	16	1	0	4	4	0.55	1.00	
Oak Grove	SummerHill	WC	ATMU	115	0	3	24	2	0	13	3	1.42	0.75	
Penny Lane	Trumark	CN	ATMU	70	0	1	8	0	0	19	1	0.39	0.25	
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 26 : 1			27	78	3	0	126	10	Net: 3	
City Codes: PH = Pleasant Hill, LF = Lafayette, WC = Walnut Creek, CN = Concord														

Development Name	Developer	City Code	Notes	Type										
Contra Costa County   San Ramon Valley					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
Magee Preserve	Davidon	DN		DTMU	69	0	4	26	3	0	31	6	0.58	1.50
Hillcrest at The Preserve	Lennar	SR		ATMU	104	0	4	0	0	0	5	1	0.25	0.25
City Village - Towns	SummerHill	SR		ATMU	116	0	4	53	2	0	22	2	1.31	0.50
City Village -Courts	SummerHill	SR		DTMU	154	0	5	53	1	0	10	1	0.55	0.25
TOTALS: No. Reporting: 4	Avg. Sales: 1.50		Traffic to Sales: 22 : 1				17	132	6	0	68	10	Net: 6	
City Codes: DN = Danville, SR = San Ramon														

Contra Costa County   West Contra Costa					Projects Participating: 1												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Bay View at Richmond					Meritage	RM	DTMU	94	0	4	16	0	0	12	6	0.24	1.50
TOTALS: No. Reporting: 1			Avg. Sales: 0.00			Traffic to Sales: N/A			4	16	0	0	12	6	Net: 0		
City Codes: RM = Richmond																	

Contra Costa County   Antioch/Pittsburg					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Crest at Park Ridge	Davidon	AN	DTMU	300	0	6	20	1	0	286	4	0.86	1.00	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	4	17	1	0	128	4	0.75	1.00	
Luca at Aviano	DeNova	AN	DTMU	194	0	4	17	2	0	167	3	1.30	0.75	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	0	6	4	1	0	16	2	0.47	0.50	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	3	6	1	0	15	3	0.44	0.75	
Luna at Aviano	Lennar S/O	AN	DTMU	102	0	S/O	2	1	0	102	1	0.90	0.25	
Oriana at Aviano	Lennar	AN	DTMU	115	0	1	3	0	0	114	4	1.01	1.00	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMU	142	0	4	5	4	1	133	5	0.79	1.25	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMU	120	0	1	7	0	0	92	5	0.70	1.25	
Rise at Cielo	TRI Pointe	AN	DTMU	159	0	5	14	0	1	103	2	1.10	0.50	
Shine at Cielo	TRI Pointe	AN	DTMU	137	0	6	14	1	0	100	7	1.07	1.75	
TOTALS: No. Reporting: 11	Avg. Sales: 0.91		Traffic to Sales: 9 : 1				40	109	12	2	1256	40	Net: 10	
City Codes: AN = Antioch, PT = Pittsburg														

Contra Costa County   East Contra Costa					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Delta Coves	Blue Mountain	BI	DTMU	131	0	1	17	1	0	103	1	0.45	0.25	
Chandler	Brookfield	BT	DTMU	160	12	17	11	0	0	131	3	1.03	0.75	
Cypress Crossings	KB Home	OY	DTMU	98	0	5	21	0	0	60	3	0.76	0.75	
Beacon at Delta Coves	Pulte	BI	DTST	30	4	4	16	1	0	14	4	0.30	1.00	
Seagrass	Pulte	DB	DTMU	276	0	7	8	0	0	0	0	0.00	0.00	
Parkside	Richmond American	BT	DTMU	34	0	5	2	0	0	15	2	0.40	0.50	
Orchard Trails	Shea	BT	DTMU	78	0	5	24	1	0	56	1	0.48	0.25	
TOTALS: No. Reporting: 7	Avg. Sales: 0.43		Traffic to Sales: 33 : 1				44	99	3	0	379	14	Net: 3	
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay														

Development Name	Developer	City Code	Notes	Type										
Sonoma and Napa Counties   Sonoma, Napa Counties					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Makenna	DeNova	PET		DTMU	36	0	1	2	0	0	35	0	0.51	0.00
Artisan at Watson Ranch	DR Horton	AC		DTMU	98	0	1	1	4	1	84	14	1.35	3.50
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	5	13	2	1	47	2	1.06	0.50
Willow at University District	DR Horton TSO	RP		DTMU	128	0	TSO	23	3	0	110	8	1.11	2.00
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	4	8	0	0	65	2	0.50	0.50
Sandalwood at University District	Richmond American	RP		DTMU	26	0	1	0	0	0	25	1	0.29	0.25
Seasons at University District	Richmond American	RP		DTMU	52	0	7	1	0	0	40	1	0.40	0.25
Meadow Creek II	Ryder	SR		DTMU	30	0	3	12	2	0	23	2	0.57	0.50
Riverfront	TRI Pointe	PET		DTMU	134	0	4	5	1	0	106	1	0.63	0.25
Kerry Ranch	W Marketing	SR		DTMU	30	0	2	0	0	0	28	0	0.36	0.00
Paseo Vista	W Marketing	SR		DTST	128	0	2	0	1	0	71	3	0.22	0.75
Portello	W Marketing	WD		DTMU	68	0	1	0	0	0	37	2	0.48	0.50
TOTALS: No. Reporting: 12		Avg. Sales: 0.92		Traffic to Sales: 5 : 1				31	65	13	2	671	36	Net: 11
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

San Francisco, Marin   Marin 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
Verandah	Landsea	NV	ATMU	80	0	4	14	0	0	60	3	0.47	0.75	
The Strand	Trumark	SN	DTMU	32	0	14	19	0	0	17	0	0.15	0.00	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: N/A			18	33	0	0	77	3	Net: 0	
City Codes: NV = Novato, SN = San Rafael														

San Francisco, Marin   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	Av. Sls /Week	Av. Sls /YTD	
Lofton at Portola		TRI Pointe		SF	ATMU	54	0	3	18	1	0	39	4	0.26	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 18 : 1			3	18	1	0	39	4	Net: 1	
City Codes: SF = San Francisco															

San Mateo County   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	Av. Sls /Week	Av. Sls /YTD	
Laguna Vista		SummerHill		FC	ATMU	70	0	4	17	1	0	46	4	0.47	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 17 : 1			4	17	1	0	46	4	Net: 1	
City Codes: FC = Foster City															

Development Name	Developer	City Code	Notes	Type										
Santa Clara County   Santa Clara County					Projects Participating: 16									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Andalusia	Dividend	MH	Rsv's	ATMU	46	0	1	5	0	0	45	1	0.50	0.25
Summerstone	DR Horton	GL		DTST	29	0	3	15	2	0	9	4	0.53	1.00
Lavender	Landsea	SV	Rsv's	ATMU	128	4	4	26	1	0	102	5	0.86	1.25
Anza at Agrihood	Pulte S/O	SC		ATMU	36	0	S/O	0	0	0	36	3	0.68	0.75
Avenue at Central	Pulte	SJ		ATMU	158	4	3	11	4	0	21	7	1.04	1.75
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	0	0.28	0.00
Plaza at Central	Pulte	SJ		ATMU	90	0	2	10	2	0	61	3	0.82	0.75
The Elms	Pulte	ST		ATMU	90	0	3	8	1	0	3	1	0.16	0.25
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	7	32	0	0	53	0	0.41	0.00
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	7	32	1	0	67	1	0.47	0.25
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	5	32	1	0	65	1	0.46	0.25
Verano	SummerHill	MV		ATMU	115	0	1	26	3	0	79	8	1.13	2.00
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	6	20	1	0	27	7	0.81	1.75
Brix at Glen Loma Ranch	TRI Pointe	GL	Rsv's	DTMU	67	0	5	6	0	0	14	1	0.43	0.25
Lotus at Urban Oak	TRI Pointe	SJ	Rsv's	ATMU	123	0	5	6	1	0	29	2	0.37	0.50
Jasper	Trumark	MH		ATMU	101	0	11	17	2	0	59	5	0.58	1.25
TOTALS: No. Reporting: 16	Avg. Sales: 1.19		Traffic to Sales: 13 : 1				63	246	19	0	695	49	Net: 19	
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   Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Promontory at Ridgemark	Century	HO	DTMU	90	0	1	14	0	0	52	5	0.72	1.25	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	0	8	8	0	0	1	0	0.08	0.00	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	3	36	2	0	25	5	0.71	1.25	
Serenity V	Legacy	HO	DTMU	36	0	3	19	0	0	20	2	0.33	0.50	
Elderberry	Lennar	HO	DTMU	66	4	4	11	2	0	45	7	0.71	1.75	
Laurel	Lennar	HO	DTMU	67	0	2	17	2	0	43	5	0.68	1.25	
Enclave, The	Shea	SS	DTMU	61	0	3	6	0	0	50	0	0.36	0.00	
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 19 : 1				24	111	6	0	236	24	Net: 6
City Codes: HO = Hollister, 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	2	8	1	0	56	2	1.36	0.50
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 8 : 1				2	8	1	0	56	2	Net: 1	
City Codes: VL = Vallejo																

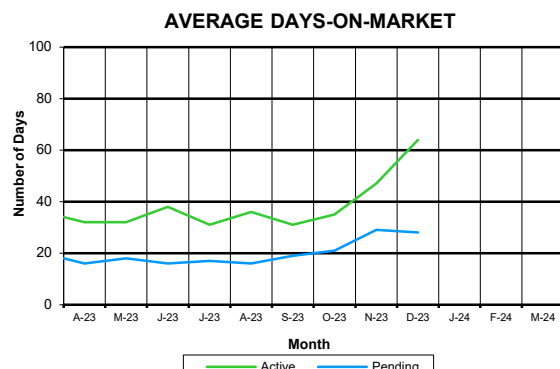
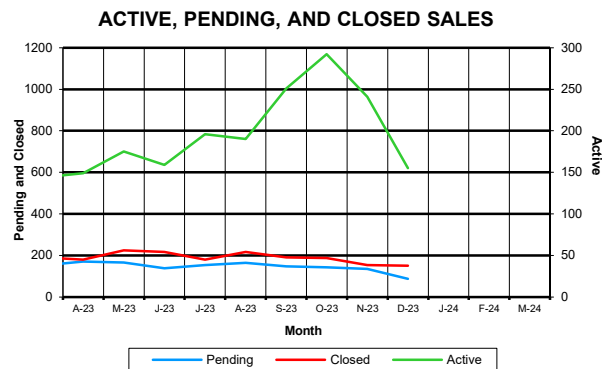
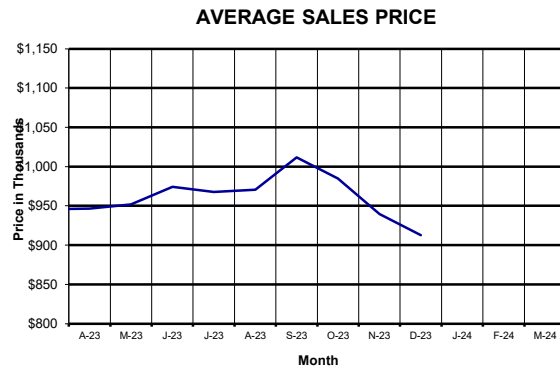
Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Solano County   Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	7	7	0	0	27	0	0.29	0.00
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	5	8	0	0	27	0	0.29	0.00
Meridian	Century	SU		DTMU	71	0	3	16	0	1	4	1	0.26	0.25
Monte Verde	Century	FF		DTMU	124	0	11	8	0	0	93	5	1.08	1.25
Luminescence at Liberty	DeNova	RV		AASF	311	0	1	13	3	0	130	8	0.98	2.00
Iris at The Villages	DR Horton	FF		DTMU	119	0	4	26	1	0	56	4	0.93	1.00
Violet at Homestead	DR Horton	DX		DTST	70	0	4	13	0	0	5	0	0.69	0.00
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	4	3	4	2	0	38	5	0.47	1.25
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	2	4	0	0	36	3	0.45	0.75
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	5	4	1	0	17	4	0.84	1.00
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	4	3	1	0	12	3	0.59	0.75
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	4	3	1	0	84	2	0.72	0.50
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	8	11	0	0	8	3	0.78	0.75
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	2	8	2	0	63	3	0.67	0.75
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	8	0	1	50	2	0.52	0.50
Foxboro Knolls	Pulte	VC		DTMU	58	0	2	90	0	0	0	0	0.00	0.00
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	2	7	1	1	55	0	0.45	0.00
Seasons at Homestead	Richmond American	DX		DTMU	85	0	6	10	2	0	49	3	0.51	0.75
Sutton at Parklane	Richmond American	DX		DTMU	121	0	4	4	1	0	92	3	0.62	0.75
Farmstead Square	Taylor Morrison S/O	VC		DTMU	130	0	S/O	0	0	0	130	3	0.79	0.75
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	6	0	0	8	2	0.26	0.50
Shimmer at One Lake	TRI Pointe S/O	FF		DTMU	96	0	S/O	6	0	0	96	1	0.57	0.25
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	4	6	2	0	89	4	0.58	1.00
TOTALS: No. Reporting: 23		Avg. Sales: 0.61		Traffic to Sales: 16 : 1				89	265	17	3	1169	59	Net: 14
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 110								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 110		Avg. Sales: 0.75	Traffic to Sales: 15 : 1		431	1339	89	7	5965	318	Net: 82
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											

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

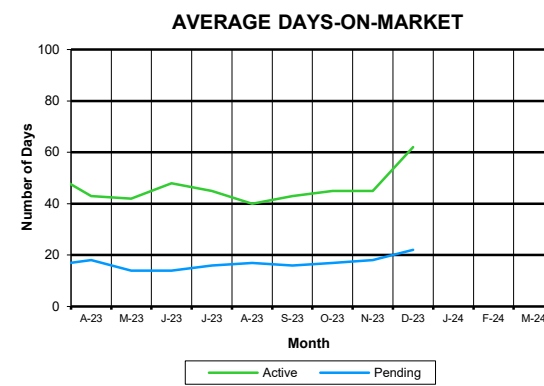
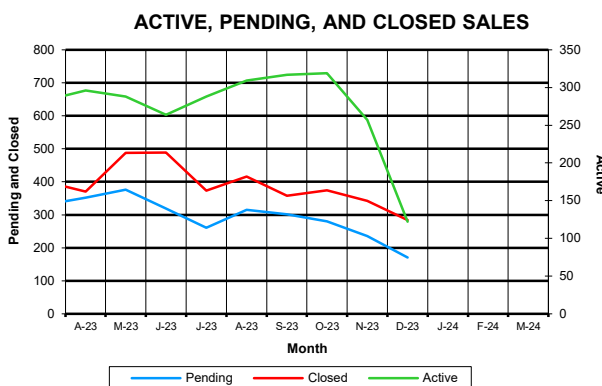
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682
Dec-23	155	64	87	28	151	912,755



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

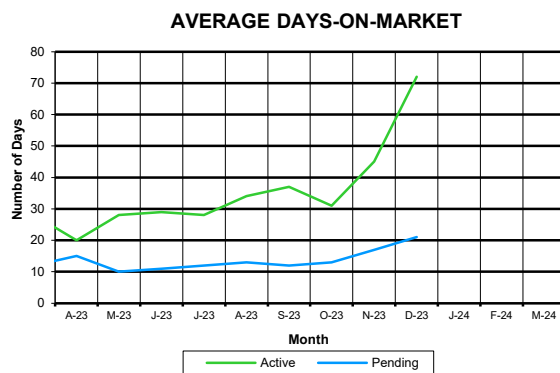
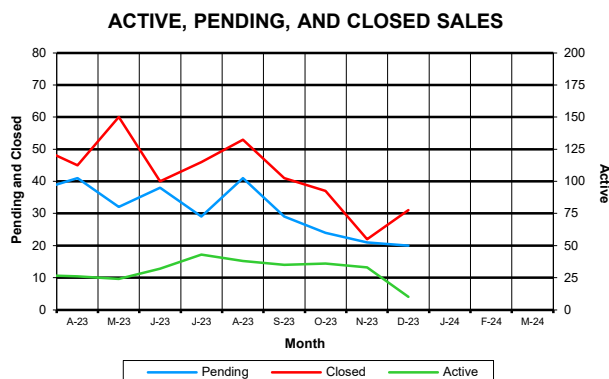
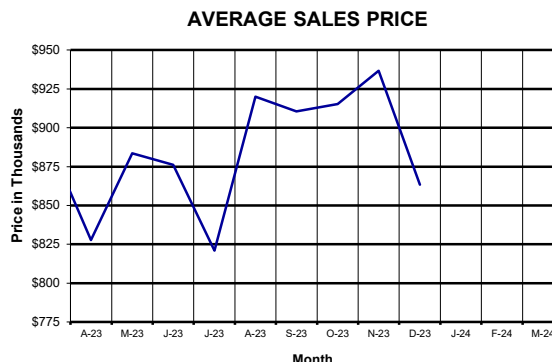
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340
Jul-23	288	45	261	16	373	1,774,713
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146
Oct-23	319	45	280	17	374	1,798,477
Nov-23	257	45	236	18	342	1,673,093
Dec-23	122	62	171	22	284	1,720,219



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

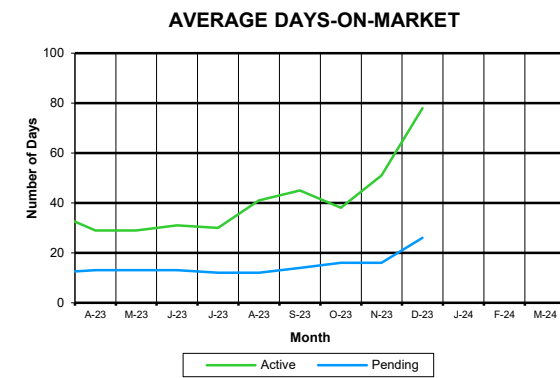
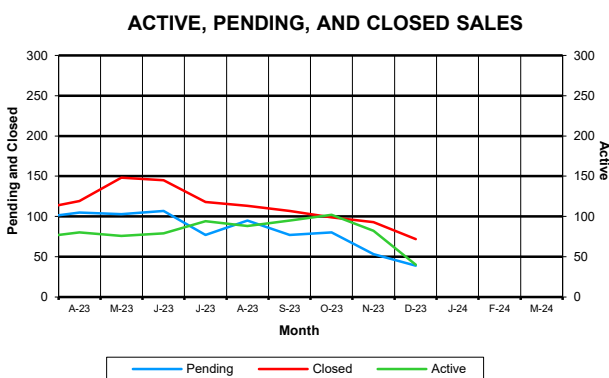
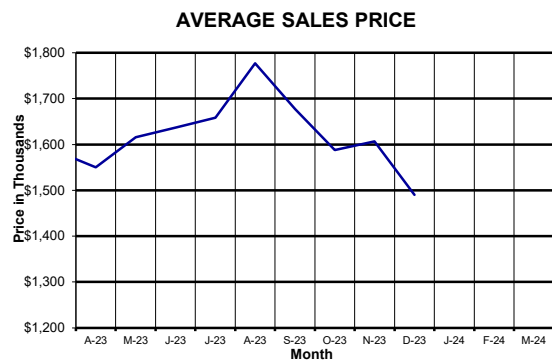
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790
Dec-23	10	72	20	21	31	863,381



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

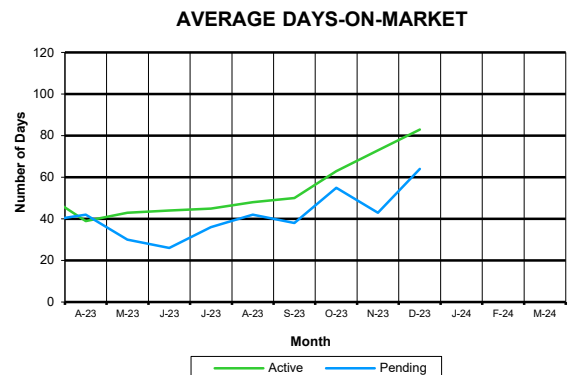
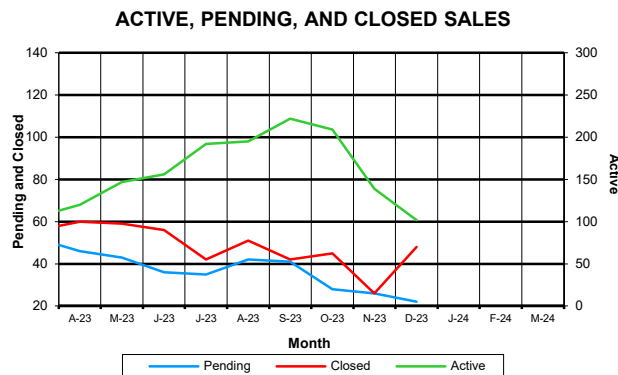
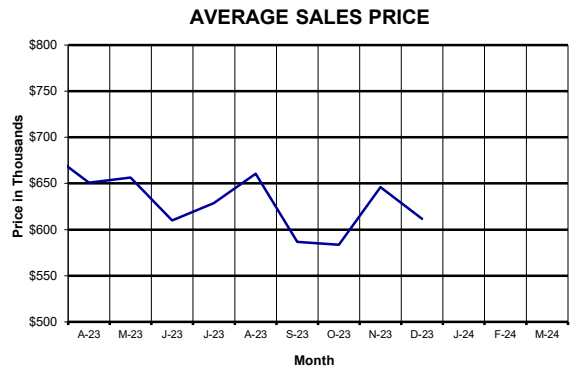
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437
Oct-23	102	38	80	16	99	1,587,596
Nov-23	82	51	53	16	93	1,606,739
Dec-23	40	78	39	26	72	1,489,757





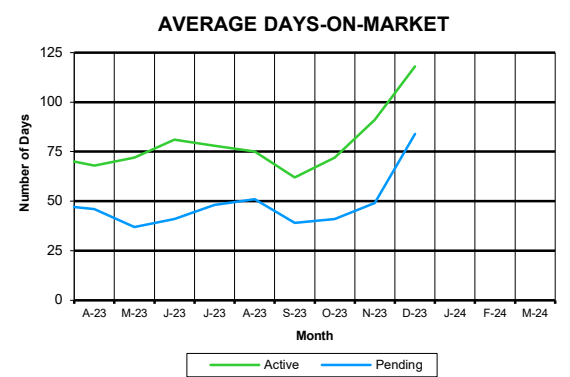
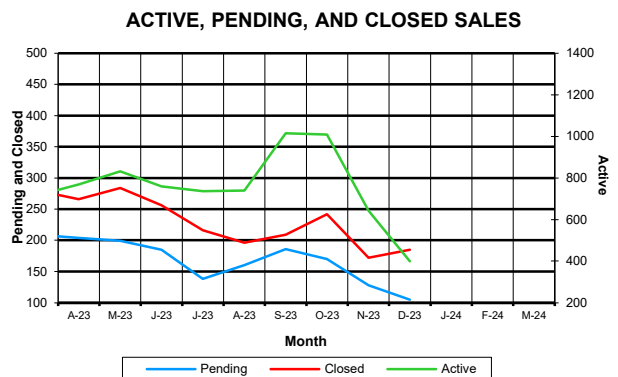
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	139	73	26	43	26	646,134
Dec-23	102	83	22	64	48	611,760



## San Francisco Attd. Monthly MLS Survey

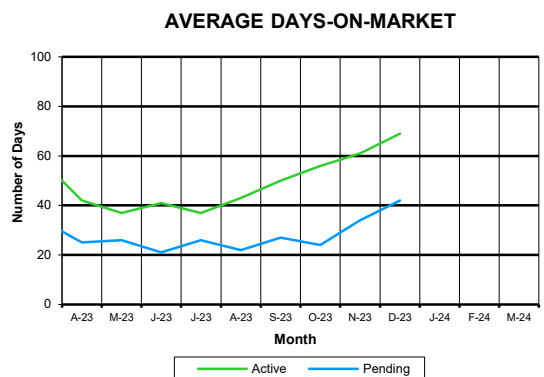
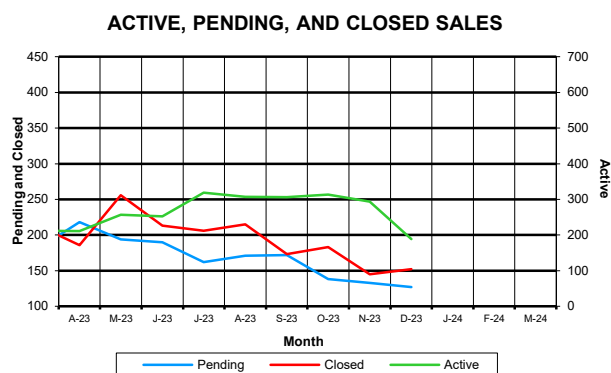
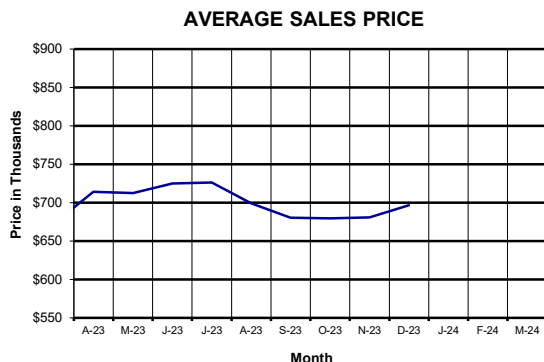
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692
Dec-23	399	118	105	84	185	1,394,743



## E. Contra Costa SFD Monthly MLS Survey

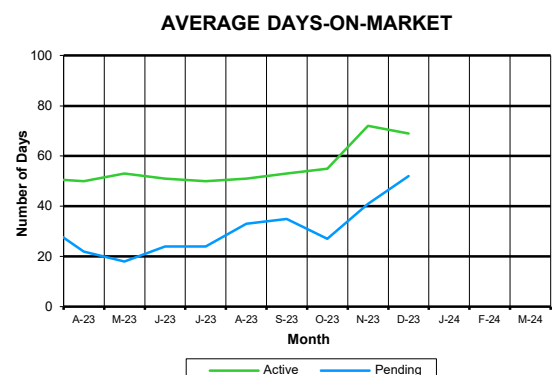
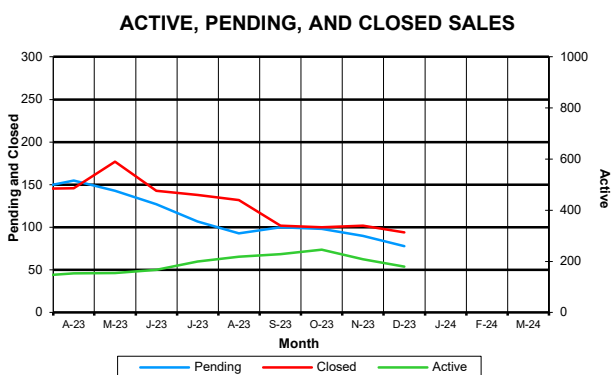
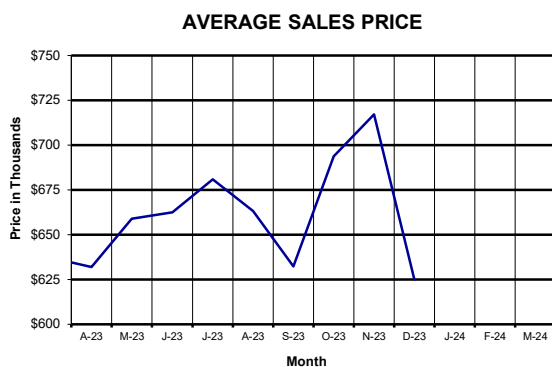
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	294	61	133	34	145	680,744
Dec-23	189	69	127	42	152	696,638



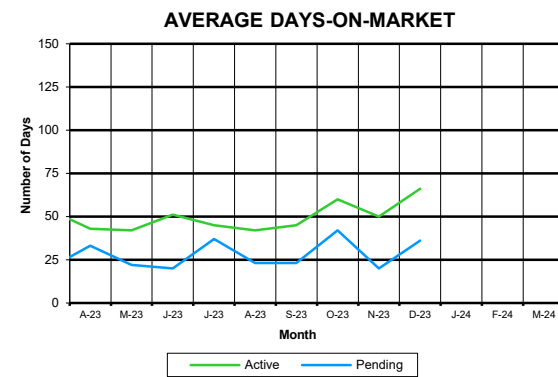
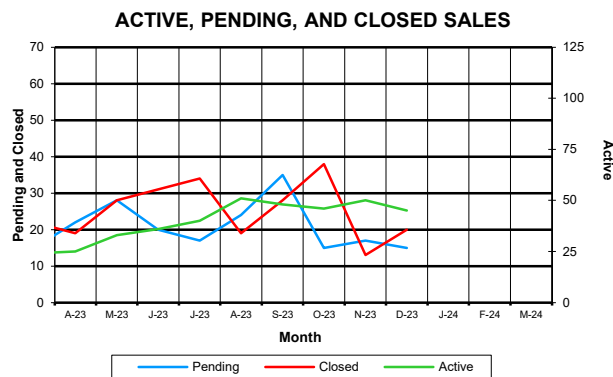
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	208	72	90	41	102	717,188
Dec-23	180	69	78	52	94	625,019



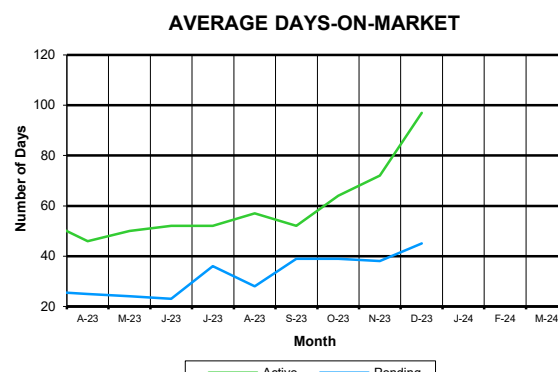
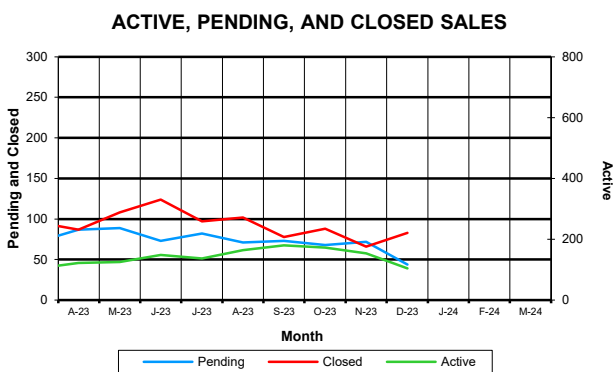
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clstd.	Avg. Price		
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659
Jul-23	40	45	17	37	34	585,594
Aug-23	51	42	24	23	19	652,983
Sep-23	48	45	35	23	28	535,259
Oct-23	46	60	15	42	38	590,770
Nov-23	50	50	17	20	13	540,769
Dec-23	45	66	15	36	20	639,174



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM		Pend. DOM		Clsd.	Avg. Price
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
Nov-23	154	72	72	38	66	851,590
Dec-23	104	97	44	45	83	868,242



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



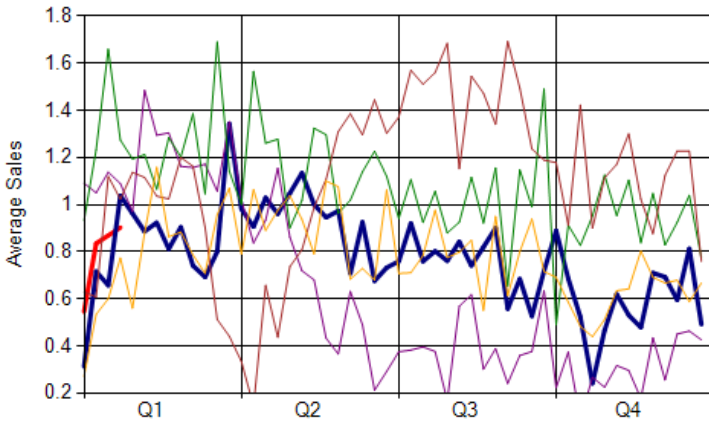
## Central Valley

Week 4

Ending: Sunday, January 28, 2024







Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
Tracy/Mountain House		11	73	7	0	7	0.64	0.55	15%	0.54	18%				
San Joaquin County		45	609	39	3	36	0.80	0.76	6%	0.62	29%				
Stanislaus County		12	105	10	1	9	0.75	0.58	29%	0.41	82%				
Merced County		11	114	11	4	7	0.64	0.90	-29%	0.73	-13%				
Madera County		11	64	10	0	10	0.91	0.98	-7%	0.56	63%				
Fresno County		33	581	49	7	42	1.27	0.88	45%	0.66	93%				
Current Week Totals		Traffic : Sales		12 : 1		123	1546	126	15	111	0.90	0.79	15%	0.61	49%
Per Project Average						13	1.02	0.12	0.90						
Year Ago - 01/29/2023		Traffic : Sales		13 : 1		106	1719	131	21	110	1.04	0.69	51%	0.39	167%
% Change						16%	-10%	-4%	-29%	1%	-13%	14%	56%		

52 Weeks Comparison



Year to Date Averages Through Week 4


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	74	18	0.66	0.11	0.55	0.77
	2020	84	26	1.00	0.15	0.85	1.11
	2021	91	22	1.39	0.12	1.28	1.09
	2022	101	18	1.25	0.16	1.09	0.64
	2023	102	15	0.84	0.15	0.69	0.77
	2024	120	13	0.88	0.10	0.79	0.79
% Change:		17%	-10%	5%	-36%	14%	2%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>The divergence of the new and existing home markets was a key theme in 2023. As the Fed's rate hike campaign pulled financing costs higher over the year, existing homeowners were increasingly discouraged from selling their homes as the vast majority of homeowners with a mortgage hold a rate below 5%. The resulting "lock-in effect" has restricted inventory in the resale market, placing upward pressure on prices and suppressing sales. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-over-year basis during the month. There are a few potential tailwinds that could help new home home sales rebound to close out the year. More recently, lower mortgage rates appear to be pulling affordability-crunched buyers off the sideline and should help rekindle demand for new homes. On the supply side, the November slowdown allowed builders room to expand new home inventory, which now sits at 9.2 months' supply at the current sales pace, nearly triple the months' supply of the resale market. Improving affordability and a glut of supply heading into the busy spring selling season has builders increasingly optimistic. In all, we expect new home sales ended 2023 on a high note, riding 7.5% to a 634K-unit annual place in December. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
CONV	6.38%	6.79%	
FHA	6.75%	6.99%	
10 Yr Yield	4.14%		
			

Development Name	Developer	City Code	Notes	Type										
Tracy   Tracy/Mountain House					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Hartwell at Ellis	Landsea S/O	TR		DTMU	121	0	S/O	0	0	0	121	1	0.92	0.25
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	4	4	1	1	0	119	8	1.13	2.00
Banbury Park at Creekside	Lennar	MH	New	DTMU	110	8	4	6	4	0	4	4	28.00	28.00
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	3	1	0	0	39	4	0.73	1.00
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	2	0	0	0	35	0	0.66	0.00
Hillview	Lennar	TH		DTMU	214	0	6	2	0	0	87	0	1.01	0.00
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	3	1	0	0	53	1	0.74	0.25
Parson Place at Creekside	Lennar	MH	New	ATMU	144	4	3	9	1	0	1	1	7.00	7.00
Sunhaven at Tracy Hills	Lennar	TH		DTMU	64	0	2	1	0	0	53	0	0.79	0.00
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	22	0	0	135	0	0.89	0.00
Langston at Mountain House	Shea	MH		ATMU	302	0	5	30	1	0	237	2	1.13	0.50
TOTALS: No. Reporting: 11	Avg. Sales: 0.64		Traffic to Sales: 10 : 1				34	73	7	0	884	21	Net: 7	
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

San Joaquin   Stockton/Lodi				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	
Aspire at River Terrace II	K Hovnanian	S/O	SK	DTMU	107	0	S/O	2	1	0	107	1	0.73	0.25
The Preserve at Creekside	KB Home		SK	DTMU	128	0	3	44	2	1	35	3	0.76	0.75
Keys II at Westlake	Lennar	TSO	SK	DTMU	86	0	TSO	10	2	0	35	4	0.56	1.00
Shoreside at Westlake	Lennar		SK	DTMU	99	0	3	10	2	0	34	3	0.64	0.75
Waterside at Westlake	Lennar		SK	DTMU	92	0	2	10	2	0	32	3	0.66	0.75
Autumn Trails at Westlake	Richmond American		SK	DTMU	112	0	5	11	1	0	62	7	0.62	1.75
Summers Bend at Westlake	Richmond American	TSO	SK	DTMU	96	0	TSO	10	4	0	60	6	0.61	1.50
TOTALS: No. Reporting: 7		Avg. Sales: 1.86		Traffic to Sales: 7 : 1				13	97	14	1	365	27	Net: 13
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 38									
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. Sis /Week	Av. Sis /YTD
Griffin Park	Atherton	MN	Rsv's	DTMU	267	0	5	26	0	1	215	7	1.61	1.75
Indigo at Stanford Crossing	DR Horton	LP		DTMU	87	0	3	9	0	0	78	4	1.44	1.00
Yosemite Greens	DR Horton TSO	MN		DTMU	99	0	TSO	0	0	0	87	0	1.16	0.00
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	5	13	2	0	54	5	0.66	1.25
Balboa at River Islands	Kiper	LP		DTMU	117	0	1	0	0	0	116	2	0.86	0.50
Skye at River Islands	Kiper	LP		DTMU	155	4	1	42	3	0	92	5	0.79	1.25
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMU	157	0	TSO	0	0	0	131	2	0.32	0.50
Chelsey at The Trails	Lennar	MN		DTMU	100	0	2	5	1	0	25	6	1.30	1.50
Howden at The Trails	Lennar	MN		DTMU	103	0	1	12	2	0	15	9	0.78	2.25
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	6	0	0	165	0	1.08	0.00
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	0	2	20	0	0	132	3	1.08	0.75
Arbor Bend- Linden	Meritage	MN		DTMU	268	0	6	10	0	0	165	0	1.08	0.00
Laguna at River Islands	Pulte	LP		DTMU	110	0	2	12	1	0	94	5	0.82	1.25
Sanctuary at River Islands	Pulte S/O	LP		DTMU	91	0	S/O	0	0	0	91	2	0.79	0.50
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	4	0	0	0	5	4	0.80	1.00
Passport at Griffin Park	Raymus	MN		DTMU	93	0	1	0	0	0	92	2	0.77	0.50
The Strand Collection	Raymus	MN	Rsv's	DTMU	56	0	2	36	2	0	23	5	1.34	1.25
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	4	19	1	0	42	1	0.45	0.25
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	5	1	0	99	0	0.75	0.00
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	4	5	1	0	6	3	0.18	0.75
Magnolia at Arbor Bend	Richmond American	MN		DTMU	52	0	1	14	0	0	40	0	0.43	0.00
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	13	0	0	60	0	0.57	0.00
Seasons at Villa Ticino	Richmond American TSO	MN		DTMU	119	0	TSO	22	1	0	21	4	0.63	1.00
Villa Ticino	Richmond American	MN		DTMU	100	0	5	6	1	0	12	1	0.40	0.25
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	0	4	31	1	1	24	9	1.95	2.25
Oakwood Trails- Poppy	Taylor Morrison TSO	MN		DTMU	133	0	TSO	24	2	0	26	7	2.12	1.75
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	4	16	0	0	21	5	1.71	1.25
Waypointe at River Islands	The New Home Co	LP		DTMU	94	0	3	13	1	0	91	1	0.74	0.25
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	2	18	1	0	42	4	0.51	1.00
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	3	23	0	0	59	3	0.59	0.75
Avalon at River Islands	Trumark	LP		DTMU	57	0	4	12	0	0	53	0	0.50	0.00
Dawn at The Collective	Trumark	MN		AASF	76	0	7	11	0	0	18	0	0.19	0.00
Origin at the Collective 2.0	Trumark	MN		DTMU	41	0	4	4	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	5	11	1	0	36	1	0.36	0.25
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	8	25	0	0	42	0	0.49	0.00
Veranda II at River Island	Van Daele	LP		DTMU	40	0	1	36	2	0	32	5	0.74	1.25
Avendale	Warmington	MN		DTMU	49	0	2	8	1	0	47	1	1.02	0.25
Vintage II	Windward Pacific	MN		DTMU	68	0	13	5	0	0	55	2	0.40	0.50
TOTALS: No. Reporting: 38	Avg. Sales: 0.61		Traffic to Sales: 20 : 1				122	512	25	2	2406	108	Net: 23	
City Codes: MN = Manteca, LP = Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus   Modesto					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
Avalon	Bright	CE		DTMU	38	0	1	3	1	0	37	1	0.50	0.25
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 3 : 1			1	3	1	0	37	1	Net: 1	
City Codes: CE = Ceres														

Stanislaus   Stanislaus County				Projects Participating: 10									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Grasslands at Countryside	DR Horton	RB	DTMU	34	0	4	15	2	1	18	6	1.26	1.50
Aspire at Apricot Grove II	K Hovnanian TSO	PR	DTMU	150	0	TSO	3	3	0	133	6	0.98	1.50
Carmel Ranch	K Hovnanian	OD	DTMU	50	0	5	9	0	0	12	3	0.23	0.75
Acacia at Patterson Ranch	KB Home	PR	DTMU	80	0	4	21	1	0	20	0	0.58	0.00
Heritage at Parkwood	KB Home	HG	DTMU	50	0	4	8	0	0	5	2	0.41	0.50
Orchards at Parkwood	KB Home	HG	DTMU	299	0	2	22	1	0	7	3	0.57	0.75
Sycamore at Patterson Ranch	KB Home	PR	DTMU	75	0	5	10	0	0	10	2	0.49	0.50
Turnleaf at Patterson Ranch	KB Home	PR	DTST	190	0	2	1	1	0	186	2	0.95	0.50
T Street Customs	SCM	NW	DTMU	10	0	3	1	0	0	7	1	0.10	0.25
The Meadowlands	Windward Pacific	OD	DTMU	62	0	19	7	0	0	11	1	0.10	0.25
TOTALS: No. Reporting: 10	Avg. Sales: 0.70		Traffic to Sales: 12 : 1				48	97	8	1	409	26	Net: 7
City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman													

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
Marcona	Bright	KY	DTMU	116	0	3	5	1	0	52	1	0.59	0.25
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 5 : 1			3	5	1	0	52	1	Net: 1
City Codes: KY = Keyes													

Merced County   Merced County				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
Silhouette at Sunrise Ranch	Century	LB	DTMU	95	0	6	7	1	1	85	3	0.84	0.75
Lantana	DR Horton	MD	DTMU	99	0	11	36	2	0	59	8	0.98	2.00
Monterra VI	DR Horton S/O	MD	DTMU	61	0	S/O	1	1	0	61	4	1.48	1.00
Newcastle	DR Horton S/O	MD	DTMU	33	0	S/O	12	0	0	33	2	0.75	0.50
Pacheco Pointe III	DR Horton	LB	DTST	81	0	6	9	2	2	27	8	1.27	2.00
Stoneridge South III	DR Horton	MD	DTMU	64	0	2	0	0	0	62	0	1.10	0.00
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	8	15	1	0	53	2	0.42	0.50
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	0	5	17	0	1	71	2	0.60	0.50
Cypress Terrace	Stonefield Home	MD	DTST	163	0	4	7	2	0	143	1	0.62	0.25
Southpointe	Stonefield Home	LB	DTST	36	0	3	5	2	0	9	5	1.43	1.25
Villas II, The	Stonefield Home	LB	DTST	191	0	4	5	0	0	106	1	0.67	0.25
TOTALS: No. Reporting: 11	Avg. Sales: 0.64		Traffic to Sales: 10 : 1			49	114	11	4	709	36	Net: 7	
City Codes: LB = Los Banos, MD = Merced													

Development Name	Developer	City Code	Notes	Type										
Madera County   Madera County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Greenhills Estates	Century	CW		DTMU	70	0	7	0	0	0	59	4	0.61	1.00
Omni	Century	MDA		DTMU	61	0	6	10	1	0	44	1	0.61	0.25
Pecan Square	DR Horton	MDA		DTMU	112	0	11	11	2	0	92	7	1.66	1.75
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	1	18	1	0	33	7	0.48	1.75
Riverstone - Choral Series	Lennar	MDA		DTMU	107	0	2	0	0	0	3	3	1.31	1.31
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	9	0	0	107	0	0.68	0.00
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	1	0	2	0	4	4	1.75	1.75
Riverstone - Skye	Lennar	MDA		DTMU	85	0	2	0	2	0	11	8	0.44	2.00
Riverstone - Surf	Lennar	MDA		DTMU	85	0	3	0	1	0	4	1	0.19	0.25
Encore at Riverstone	Woodside	MDA		DTMU	95	0	3	8	0	0	26	0	0.16	0.00
Ovation at Riverstone	Woodside	MDA		DTMU	145	4	4	8	1	0	54	5	0.34	1.25
TOTALS: No. Reporting: 11	Avg. Sales: 0.91		Traffic to Sales: 6 : 1				41	64	10	0	437	40	Net: 10	
City Codes: CW = Chowchilla, MDA = Madera														

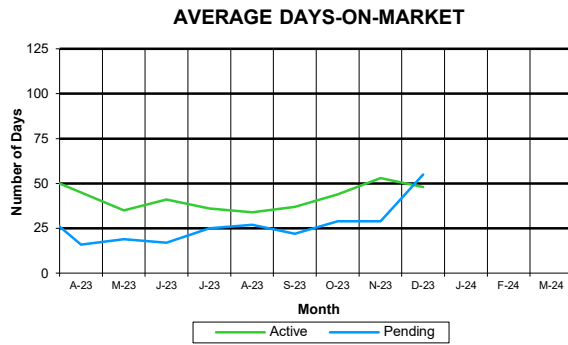
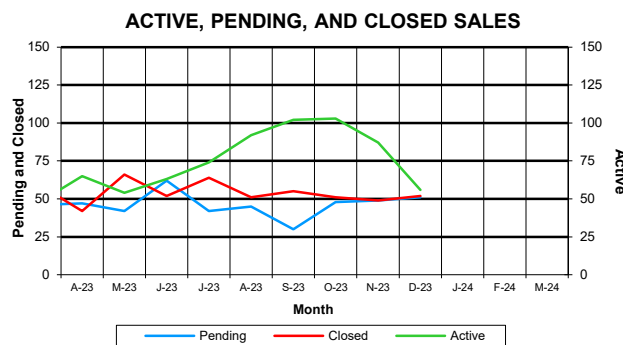


Development Name	Developer	City Code	Notes	Type	Projects Participating: 33									
Fresno County   Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE		DTMU	182	0	5	6	3	1	98	3	0.82	0.75
The Crossings II	Century	KER		DTMU	104	0	1	0	0	0	103	0	1.02	0.00
Serenade	DR Horton	SAN		DTMU	129	0	5	20	1	1	30	1	0.76	0.25
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.50	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	2	8	1	0	55	6	0.52	1.50
Centrella Estates	KB Home	FR		DTMU	74	0	4	12	1	0	46	4	1.04	1.00
Centrella Villas	KB Home	FR		DTMU	107	0	1	14	4	0	74	7	0.93	1.75
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	9	1	1	29	3	0.69	0.75
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	4	14	1	0	26	5	0.70	1.25
Legacy at Highland	KB Home	CV		DTMU	42	0	1	14	2	0	36	3	0.62	0.75
Catalina Park - Surf	Lennar	FR		DTMU	83	4	4	0	2	0	61	5	1.05	1.25
Corinthalyn- Orchard	Lennar	CV		DTMU	128	0	1	0	2	1	10	3	1.08	0.75
Corinthalyn- Surf	Lennar	CV		DTMU	75	4	3	0	2	0	21	7	1.58	1.75
Corinthalyn- Treasures	Lennar TSO	CV		ATST	67	0	TSO	0	2	0	11	8	1.51	2.00
Daffodil Hill - Clementine	Lennar	FR		DTMU	110	0	2	0	0	0	108	2	1.09	0.50
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	7	50	1	1	32	3	1.06	0.75
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	2	0	2	0	47	7	1.66	1.75
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	4	0	1	0	7	2	0.27	0.50
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	4	3	0	2	0	10	4	0.41	1.00
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	4	2	0	3	0	12	5	0.42	1.25
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	6	128	0	0	74	4	1.71	1.00
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	0	0	0	66	0	1.22	0.00
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	4	155	1	0	77	4	1.37	1.00
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	3	0	1	0	11	6	1.33	1.50
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	0	2	0	4	1	17	6	1.38	1.50
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	2	0	3	1	7	3	0.96	0.75
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	7	17	0	0	1	1	0.03	0.25
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	13	0	0	5	0	0.13	0.00
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	1	48	1	0	64	1	0.35	0.25
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	5	48	1	0	48	3	0.26	0.75
Somerset Crossing	Woodside	FO		ATST	99	0	5	0	1	0	63	1	0.42	0.25
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	6	3	11	6	0	101	6	0.55	1.50
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	1	14	0	0	60	3	0.33	0.75
TOTALS: No. Reporting: 33	Avg. Sales: 1.27		Traffic to Sales: 12 : 1				106	581	49	7	1536	116	Net: 42	
City Codes: REE = Reedley, KER = Kerman, SAN = Sanger, FO = Fowler, FR = Fresno, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 123						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 123	Avg. Sales: 0.90	Traffic to Sales: 12 : 1	417	1546	126	15	6835	376	Net: 111
Project Types:			AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached						
Abbreviations:			SO = Sold Out, TSO = Temporarily Sold Out						

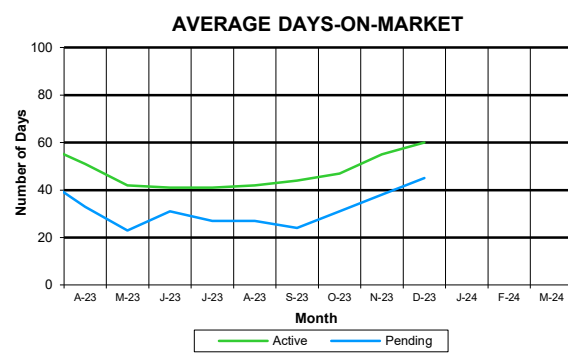
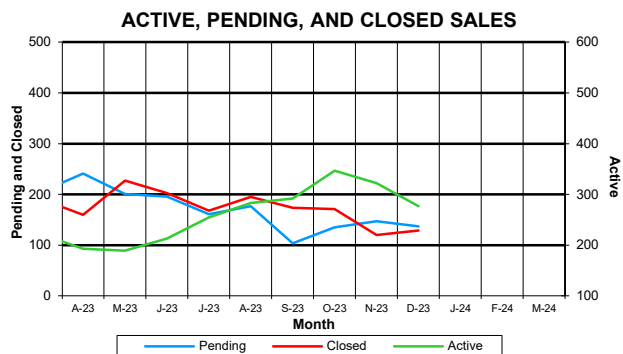
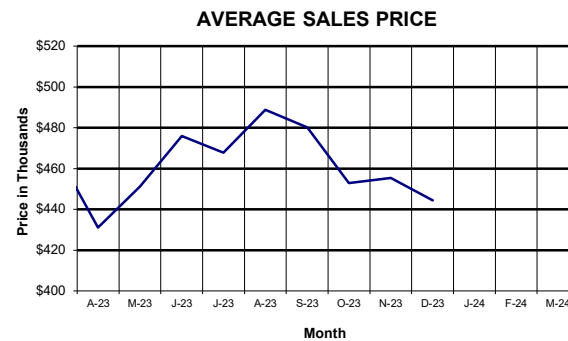
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	87	53	49	29	49	751,666
Dec-23	56	48	51	55	52	715,041



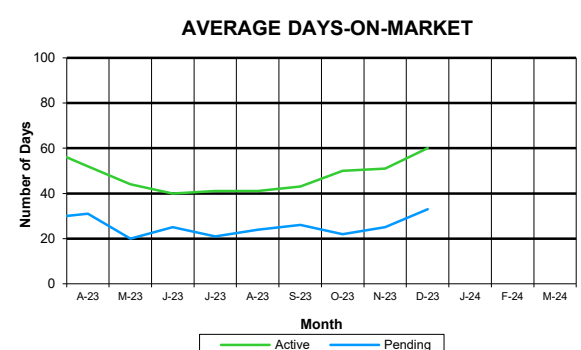
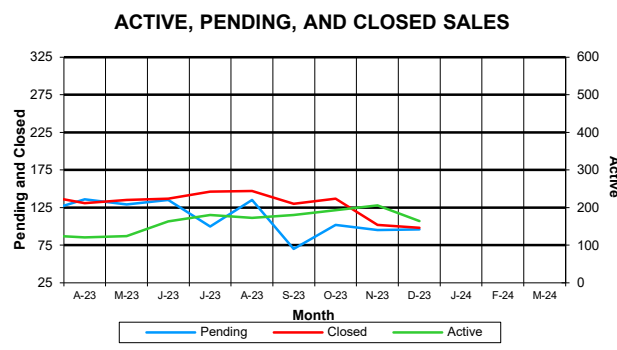
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	322	55	147	38	120	455,456
Dec-23	277	60	137	45	129	444,406



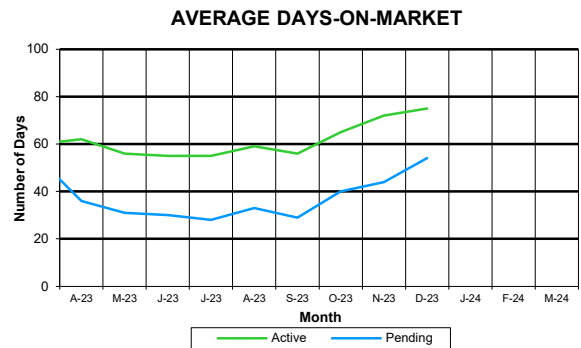
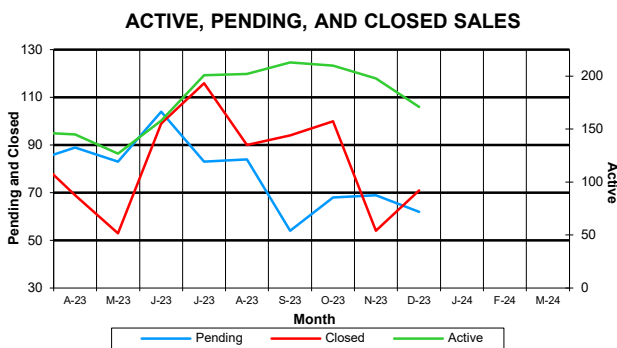
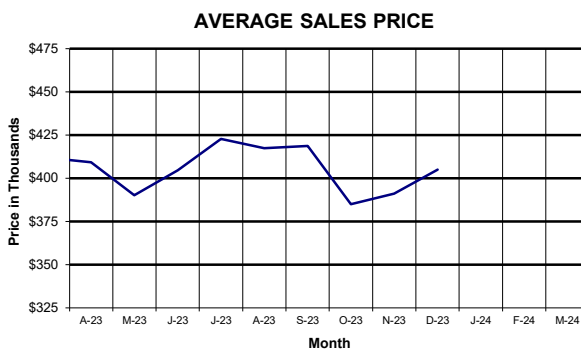
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	206	51	95	25	102	466,729
Dec-23	164	60	96	33	98	459,128



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
Jul-23	201	55	83	28	116	422,858
Aug-23	202	59	84	33	90	417,450
Sep-23	213	56	54	29	94	418,614
Oct-23	210	65	68	40	100	384,998
Nov-23	198	72	69	44	54	391,044
Dec-23	171	75	62	54	71	404,997



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



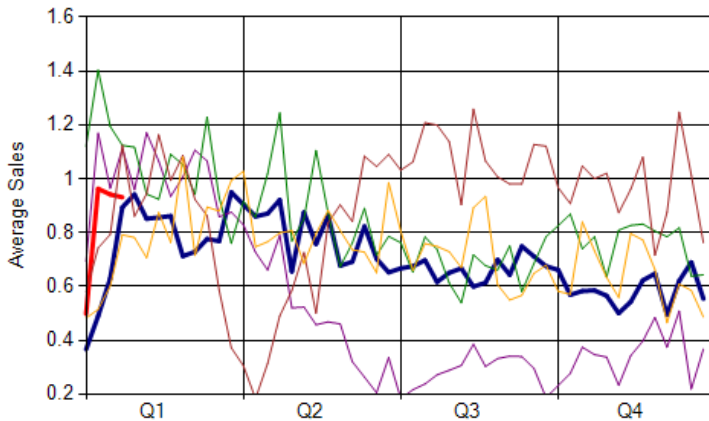
## Sacramento

Week 4

Ending: Sunday, January 28, 2024







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			37	438	38	2	36	0.97	0.94	4%	0.78	25%
Central & North Sacramento			36	293	21	2	19	0.53	0.55	-4%	0.46	14%
Folsom			14	169	7	0	7	0.50	0.77	-35%	0.75	-33%
El Dorado			9	116	13	0	13	1.44	0.72	100%	0.42	245%
Placer & Nevada			67	1084	65	3	62	0.93	0.84	11%	0.62	50%
Yolo			10	120	23	1	22	2.20	1.45	52%	0.97	127%
Amador County			1	11	0	0	0	0.00	0.00	0.00	0.15	-100%
Northern Counties			14	132	18	2	16	1.14	1.04	10%	0.62	86%
Current Week Totals		Traffic : Sales 13 : 1	188	2363	185	10	175	0.93	0.83	12%	0.63	47%
Per Project Average			13 0.98 0.05 0.93									
Year Ago - 01/29/2023		Traffic : Sales 15 : 1	188	2873	193	25	168	0.89	0.59	50%	0.39	127%
% Change			0%	-18%	-4%	-60%	4%	4%	40%	60%		

52 Weeks Comparison



Year to Date Averages Through Week 4


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	138	22	0.69	0.10	0.60	0.73
	2020	136	23	0.90	0.09	0.81	0.89
	2021	152	21	1.32	0.11	1.21	0.85
	2022	167	20	1.11	0.12	0.99	0.52
	2023	188	13	0.75	0.15	0.59	0.70
	2024	186	13	0.92	0.09	0.83	0.83
% Change:		-1%	-1%	24%	-41%	40%	19%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>The divergence of the new and existing home markets was a key theme in 2023. As the Fed's rate hike campaign pulled financing costs higher over the year, existing homeowners were increasingly discouraged from selling their homes as the vast majority of homeowners with a mortgage hold a rate below 5%. The resulting "lock-in effect" has restricted inventory in the resale market, placing upward pressure on prices and suppressing sales. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-over-year basis during the month. There are a few potential tailwinds that could help new home home sales rebound to close out the year. More recently, lower mortgage rates appear to be pulling affordability-crunched buyers off the sideline and should help rekindle demand for new homes. On the supply side, the November slowdown allowed builders room to expand new home inventory, which now sits at 9.2 months' supply at the current sales pace, nearly triple the months' supply of the resale market. Improving affordability and a glut of supply heading into the busy spring selling season has builders increasingly optimistic. In all, we expect new home sales ended 2023 on a high note, riding 7.5% to a 634K-unit annual place in December. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
CONV	6.38%	6.79%	
FHA	6.75%	6.99%	
10 Yr Yield	4.14%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 37									
South Sacramento   South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Stonehaven	Beazer	SO		DTMU	90	0	15	11	0	0	32	2	1.13	0.50
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	0	4	22	2	1	82	6	1.12	1.50
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	8	6	0	0	103	2	1.41	0.50
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	0	4	7	2	0	84	3	1.16	0.75
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	61	0	0	39	2	0.93	0.50
The Retreats	K Hovnanian	RM		DTMU	62	0	3	5	1	0	26	2	0.30	0.50
Allegro	KB Home	LN		ATMU	72	0	3	0	0	0	69	-1	0.66	-0.25
Highland at The Grove	KB Home	LN		DTST	116	0	2	6	0	0	0	0	0.00	0.00
Lexington at The Grove	KB Home	LN		DTMU	58	0	10	7	1	0	1	1	0.30	0.25
Rosewood at The Grove	KB Home TSO	LN		DTMU	51	0	TSO	15	3	0	17	7	1.65	1.75
Westborne at The Grove	KB Home	LN		DTMU	123	0	2	13	2	0	17	7	1.20	1.75
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	0	1	15	1	0	40	7	1.10	1.75
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	4	4	20	3	0	25	9	0.92	2.25
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	4	4	15	2	0	45	14	1.39	3.50
Cornerstone Commons	Meritage	LN		DTMU	83	0	2	17	1	1	74	4	0.79	1.00
Cornerstone Crossings	Meritage	LN		DTMU	78	0	1	3	1	0	77	3	0.83	0.75
Laguna Ranch II	Richmond American	LN		DTMU	100	0	1	4	1	0	52	1	0.60	0.25
Seasons at Caterina	Richmond American	GT		DTMU	61	0	5	15	0	0	28	2	0.45	0.50
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	4	13	0	0	98	4	0.73	1.00
Seasons at the Farm	Richmond American	GT		DTMU	87	0	6	11	0	0	46	0	0.46	0.00
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	2	6	3	0	70	7	0.86	1.75
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	2	3	0	0	6	0	0.53	0.00
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	5	3	1	0	3	1	0.27	0.25
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	5	3	1	0	3	2	0.27	0.50
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	13	0	0	46	1	0.73	0.25
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	1	9	0	0	59	6	0.93	1.50
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	5	4	10	1	0	36	3	0.57	0.75
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	3	7	1	0	51	4	0.81	1.00
Wildhawk North- Bluestone	Taylor Morrison TSO	SO		DTMU	166	0	TSO	14	1	0	58	5	0.88	1.25
Wildhawk North- Oakbridge	Taylor Morrison TSO	SO		DTMU	253	0	TSO	15	2	0	64	3	0.97	0.75
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	5	3	15	2	0	57	4	0.86	1.00
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	1	5	2	0	20	7	0.62	1.75
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	2	5	0	0	42	2	1.31	0.50
Long Meadow	The New Home Co	VN		DTMU	122	0	4	30	1	0	25	5	1.12	1.25
Cedar Creek	Tim Lewis	GT		DTMU	112	0	2	13	2	0	85	5	0.66	1.25
Reflections at Poppy Lane	Tim Lewis	LN		DTMU	73	0	1	1	0	0	72	0	0.52	0.00
The Oasis	Tim Lewis	LN		DTMU	52	0	3	20	1	0	16	7	1.20	1.75
TOTALS: No. Reporting: 37	Avg. Sales: 0.97		Traffic to Sales: 12 : 1				125	438	38	2	1668	137	Net: 36	
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 26										
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	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	4	21	1	0	35	2	0.81	0.50	
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	6	13	1	0	162	3	0.66	0.75	
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	3	6	0	0	30	2	0.39	0.50	
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	2	5	1	0	21	2	0.26	0.50	
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	4	2	1	0	17	3	0.44	0.75	
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	4	4	0	0	62	4	0.59	1.00	
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	3	3	0	0	42	2	0.61	0.50	
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	3	3	2	1	67	6	0.64	1.50	
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.67	0.00	
Celedon at Pradera Ranch	Lennar	RO		DTMU	111	0	4	5	0	0	1	0	0.14	0.00	
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	2	5	0	0	2	2	0.61	0.50	
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	0	5	5	0	0	8	2	0.39	0.50	
Viridian	Lennar	RO		DTST	185	0	1	3	1	0	184	1	0.77	0.25	
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	0	4	5	1	0	4	1	0.23	0.25	
Echelon at Premier Montelena	Premier Homes	RO		DTMU	18	0	1	22	0	0	17	1	0.21	0.25	
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMU	24	0	2	22	0	0	22	0	0.24	0.00	
Elevate at Premier Montelena	Premier Homes	RO		DTMU	36	0	1	22	2	0	35	6	0.38	1.50	
Ascent at Montelena	Pulte	RO		DTMU	127	0	2	7	2	1	31	3	0.45	0.75	
Solis at Montelena	Pulte	RO		DTMU	55	0	4	11	0	0	17	3	0.22	0.75	
Vista at Montelena	Pulte	RO		DTMU	38	0	3	11	0	0	33	0	0.43	0.00	
Seasons at Montelena	Richmond American	RO		DTMU	125	0	8	21	0	0	59	-1	0.59	-0.25	
Acacia II at Cypress	Woodside	RO		DTMU	90	0	2	8	0	0	14	2	0.51	0.50	
Magnolia at Cypress	Woodside	RO		DTMU	178	0	4	0	0	0	168	1	0.73	0.25	
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	5	8	0	0	21	1	0.74	0.25	
Sycamore at Cypress	Woodside	RO		DTMU	96	0	3	5	0	0	11	1	0.42	0.25	
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	3	14	0	0	8	1	0.29	0.25	
TOTALS: No. Reporting: 26		Avg. Sales: 0.38		Traffic to Sales: 19 : 1				85	231	12	2	1142	48	Net: 10	
City Codes: RO = Rancho Cordova, FO = Fair Oaks															

C/N Sacramento   North Sacramento					Projects Participating: 10									
					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
Artisan - The Cove	Beazer	S/O	SO	DTST	145	0	S/O	0	0	0	145	2	0.64	0.50
Villas at The Preserve	KB Home		AO	DTMU	203	0	4	7	1	0	7	2	0.49	0.50
Lapis at Barrett Ranch	Lennar		AO	DTMU	151	0	1	0	0	0	150	0	0.86	0.00
Northlake - Bleau	Lennar		SO	DTMU	348	0	2	15	3	0	150	6	0.95	1.50
Northlake - Crestvue II	Lennar		SO	DTMU	138	0	3	5	0	0	0	0	0.00	0.00
Northlake - Drifton	Lennar		SO	DTMU	236	4	4	10	2	0	120	2	0.80	0.50
Northlake - Lakelet	Lennar		SO	DTMU	307	0	2	5	0	0	134	6	0.85	1.50
Northlake - Shor	Lennar		SO	DTMU	337	0	3	5	0	0	138	4	0.87	1.00
Northlake - Watersyde	Lennar		SO	DTMU	276	0	3	10	2	0	125	2	0.79	0.50
Northlake - Wavmor	Lennar		SO	DTMU	320	0	2	5	1	0	130	7	0.82	1.75
TOTALS: No. Reporting: 10		Avg. Sales: 0.90		Traffic to Sales: 7 : 1				24	62	9	0	1099	31	Net: 9
City Codes: SO = Sacramento, AO = Antelope														

Development Name	Developer	City Code	Notes	Type										
Folsom   Folsom Area					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
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	0	3	14	1	0	20	2	0.76	0.50
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	0	2	5	0	0	73	2	0.80	0.50
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	0	4	5	0	0	63	1	0.71	0.25
Rockcress at Folsom Ranch	Lennar	FM		DTMU	118	0	2	0	0	0	116	0	0.75	0.00
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	0	2	5	0	0	3	2	0.48	0.50
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	0	6	5	0	0	47	3	1.26	0.75
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	0	5	5	1	0	47	6	1.20	1.50
Stone Bluff at White Rock Springs	Richmond American	FM		DTMU	81	0	4	2	1	0	77	2	0.54	0.50
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	3	9	1	0	46	9	0.76	2.25
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	3	9	0	0	32	0	0.53	0.00
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	0	4	15	1	0	62	3	1.26	0.75
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	5	40	0	0	47	4	0.56	1.00
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	0	3	15	0	0	53	4	1.08	1.00
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	0	2	40	2	0	54	5	0.64	1.25
TOTALS: No. Reporting: 14		Avg. Sales: 0.50		Traffic to Sales: 24 : 1				48	169	7	0	740	43	Net: 7
City Codes: FM = Folsom														

El Dorado   El Dorado 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
Revere	Blue Mountain	RE	DTMU	51	0	3	6	0	0	44	1	0.31	0.25	
Alder at Saratoga Estates	Elliott	EH	DTMU	129	0	1	17	2	0	111	3	0.60	0.75	
Manzanita at Saratoga	Elliott	EH	DTMU	131	0	3	15	0	0	73	3	0.41	0.75	
Ponderosa at Saratoga	Elliott	EH	DTMU	56	0	2	9	1	0	17	3	0.18	0.75	
Emerald Peak at Bass Lake	Lennar	EH	DTMU	113	0	5	10	2	0	107	3	0.64	0.75	
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMU	373	0	5	10	2	0	299	3	1.07	0.75	
Trento at The Promontory	Lennar	EH	DTMU	32	0	2	15	3	0	20	4	0.48	1.00	
Ridgeview	The New Home Co	EH	DTMU	44	0	3	25	1	0	13	2	0.43	0.50	
Edgelake at Serrano	TRI Pointe	EH	DTMU	65	0	1	9	2	0	55	4	0.46	1.00	
TOTALS: No. Reporting: 9		Avg. Sales: 1.44		Traffic to Sales: 9 : 1				25	116	13	0	739	26	Net: 13
City Codes: RE = Rescue, EH = El Dorado Hills														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 66									
Placer / Nevada   Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	18	18	1	0	5	3	0.35	0.75
Whitehawk	Anthem United	GB		DTMU	55	0	6	47	0	0	19	0	0.39	0.00
Verrado II at Solaire	Beazer	RV		DTMU	63	0	10	6	1	0	12	2	0.46	0.50
Harvest	Black Pine	LM		DTMU	22	0	3	9	0	0	17	0	0.46	0.00
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	5	15	1	0	2	1	0.06	0.25
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	2	5	0	0	43	3	0.34	0.75
Balboa II	DR Horton	RV		DTST	172	8	2	13	8	0	129	18	1.67	4.50
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	1	16	2	1	12	5	0.98	1.25
Melrose at Mason Trails	DR Horton	RV		DTMU	93	0	2	0	0	0	91	1	1.09	0.25
Turkey Creek Estates	Elliott	LL		DTMU	228	0	6	33	1	0	68	1	0.50	0.25
Edgefield Place	JMC	RK		DTMU	83	0	5	23	2	1	51	5	0.52	1.25
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	4	24	0	0	35	5	0.38	1.25
Fairbrook at Fiddymment Farms	JMC	RV		DTMU	115	0	2	53	1	0	101	7	0.70	1.75
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	0	4	44	0	0	7	5	0.68	1.25
Meadowbrook at Fiddymment Farms	JMC	RV		DTMU	80	0	3	43	0	0	72	1	0.50	0.25
Northbrook at Fiddymment Farm	JMC TSO	RV		DTST	87	0	TSO	35	3	0	43	6	1.09	1.50
Palisade Village	JMC	RV		DTST	307	0	2	21	1	0	301	1	1.33	0.25
Prominence at Whitney Ranch	JMC	RK		DTMU	92	0	2	7	0	0	90	1	0.51	0.25
Sagebrook at Fiddymment Farms	JMC	RV		DTMU	214	0	3	42	1	0	88	2	0.61	0.50
Sentinel	JMC	RV		DTST	256	0	3	35	2	0	166	4	0.82	1.00
Tribute Pointe	JMC	RK		DTMU	99	0	2	30	0	0	25	2	0.25	0.50
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	2	44	1	0	74	10	0.78	2.50
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	3	0	0	0	83	4	0.56	1.00
Firefly at Winding Creek II	K Hovnanian	RV		DTMU	36	0	1	5	1	0	35	5	1.16	1.25
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	6	29	0	0	11	5	0.83	1.25
Copper Ridge	KB Home	LL		DTMU	281	0	4	21	2	0	107	7	0.95	1.75
Cortland at Mason Trails	KB Home	RV		DTMU	110	0	1	0	1	0	109	1	1.06	0.25
Morgan Knolls	KB Home	RV		DTMU	58	0	3	23	1	0	31	6	0.79	1.50
Andorra at Sierra West	Lennar	RV		DTMU	193	0	5	5	0	0	186	3	1.07	0.75
Breckenridge at Sierra West	Lennar	RV		DTMU	281	4	1	20	4	0	134	10	1.11	2.50
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	0	1	5	1	0	122	5	0.95	1.25
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	2	5	1	0	119	5	0.91	1.25
Lumiere at Sierra West	Lennar	RV		DTMU	205	0	2	5	1	0	180	7	1.03	1.75
Meander at Winding Creek	Lennar	RV		DTMU	74	0	3	5	0	0	1	0	0.23	0.00
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	5	0	0	163	0	0.92	0.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	0	1	5	0	0	115	4	0.90	1.00
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	0	2	10	2	0	59	11	0.92	2.75
Windham at Sierra West	Lennar	RV		DTMU	173	0	2	5	0	0	125	4	1.12	1.00
Encore at Meadowlands	Meritage	LL		DTMU	83	3	3	9	1	0	80	3	0.81	0.75
Roam at Winding Creek	Meritage	RV		DTMU	95	0	3	0	0	0	91	2	0.78	0.50
Traverse at Winding Creek	Meritage	RV		DTMU	82	5	2	36	5	0	21	9	1.15	2.25
Premier Soleil	Premier Homes	GB		DTMU	52	4	4	16	1	0	36	3	0.45	0.75
Camellia at Solaire	Pulte	RV		DTMU	67	4	2	4	2	0	5	5	2.19	2.19
Revere at Independence	Richmond American	LL		DTMU	122	0	8	1	0	0	114	0	0.72	0.00
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	7	8	0	0	44	3	0.53	0.75



Development Name	Developer	City Code	Notes	Type	Projects Participating: 66									
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
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	3	13	0	0	36	5	0.36	1.25
Windsong at Winding Creek	Richmond American TSO	RV		DTMU	71	0	TSO	15	3	0	67	3	0.57	0.75
Esplanade at Turkey Creek- Classics	Taylor Morrison TSO	LL		AASF	243	0	TSO	12	1	0	105	3	0.73	0.75
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	4	12	1	0	37	4	0.35	1.00
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	12	0	0	97	3	0.68	0.75
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	3	12	1	0	102	1	0.71	0.25
Fiddymment Farm - Magnolia	Taylor Morrison	RV		DTMU	99	0	1	15	1	1	89	7	1.01	1.75
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	17	0	0	21	0	0.24	0.00
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	4	12	0	0	8	0	0.33	0.00
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	1	12	2	0	16	4	0.63	1.00
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	1	31	1	0	23	2	0.42	0.50
Morgan Place	Tim Lewis	RV		DTMU	79	0	1	5	1	0	1	1	0.44	0.44
Summit at Whitney Ranch	Tim Lewis	RK		DTMU	82	0	2	1	1	0	80	1	0.35	0.25
The Lake at Crown Point II	Tim Lewis	RK		DTMU	17	0	3	6	0	0	4	1	0.16	0.25
The Woods at Crowne Pointe	Tim Lewis	RK		DTMU	55	0	2	10	0	0	0	0	0.00	0.00
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	2	0	0	0	8	0	0.09	0.00
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	3	1	1	0	14	1	0.16	0.25
Radiance at Solaire	TRI Pointe	RV		DTMU	106	0	2	44	1	0	104	1	0.70	0.25
Vibrance at Solaire	TRI Pointe	RV	New	DTMU	88	4	1	44	3	0	3	3	21.00	21.00
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	2	15	0	0	25	1	0.33	0.25
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	3	10	0	0	31	2	0.41	0.50
TOTALS: No. Reporting: 66	Avg. Sales: 0.94		Traffic to Sales: 17 : 1				200	1084	65	3	4293	228	Net: 62	
City Codes: RV = Roseville, GB = Granite Bay, LM = Loomis, LL = Lincoln, RK = Rocklin														

Placer / Nevada   Nevada 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	
Timberwood Estates II		Hilbers		GV	DTST	5	0	5	0	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			5	0	0	0	0	0	Net: 0	
City Codes: GV = Grass Valley															

Development Name	Developer	City Code	Notes	Type										
Yolo   Yolo County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Parkside at The Rivers	Century	WS		DTMU	82	4	2	11	3	0	51	8	0.78	2.00
Trailside at the Rivers	Century	WS		DTMU	120	0	2	7	1	0	16	2	0.29	0.50
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	0	3	5	0	0	52	2	0.99	0.50
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	4	3	20	4	0	40	13	0.75	3.25
Crestada	Lennar	WL		DTMU	105	0	2	10	2	1	75	9	0.98	2.25
Iris	Lennar	WL		DTMU	97	5	1	20	5	0	87	10	1.00	2.50
Lavender	Lennar S/O	WL		DTMU	78	0	S/O	5	1	0	78	4	0.95	1.00
The Hideaway	Meritage	WN		DTMU	148	0	1	25	4	0	76	4	0.89	1.00
Harvest at Spring Lake	Richmond American	WL		DTMU	84	0	2	7	1	0	82	1	0.56	0.25
Revival	Tim Lewis	WL		DTST	72	0	1	10	2	0	27	5	0.30	1.25
TOTALS: No. Reporting: 10	Avg. Sales: 2.20		Traffic to Sales: 5 : 1				17	120	23	1	584	58	Net: 22	
City Codes: WS = West Sacramento, 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		PLY	DTMU	40	0	4	11	0	0	21	0	0.17	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			4	11	0	0	21	0	Net: 0	
City Codes: PLY = Plymouth															

Northern Counties   Butte County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Amber Lynn Estates		DR Horton	CO	DTST	108	0	3	3	2	0	41	5	0.58	1.25
Sparrow		DR Horton	CO	DTMU	86	6	4	6	6	0	45	11	0.53	2.75
TOTALS: No. Reporting: 2		Avg. Sales: 4.00		Traffic to Sales: 1 : 1				7	9	8	0	86	16	Net: 8
City Codes: CO = Chico														

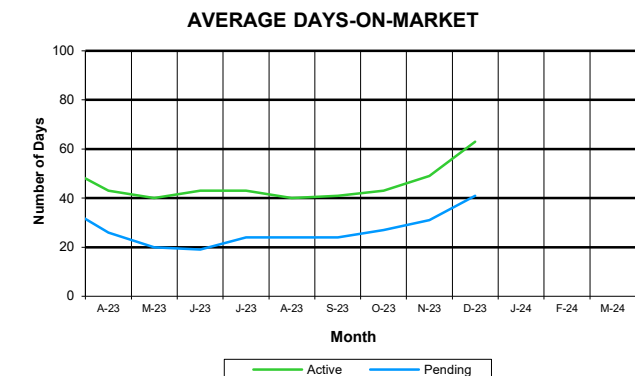
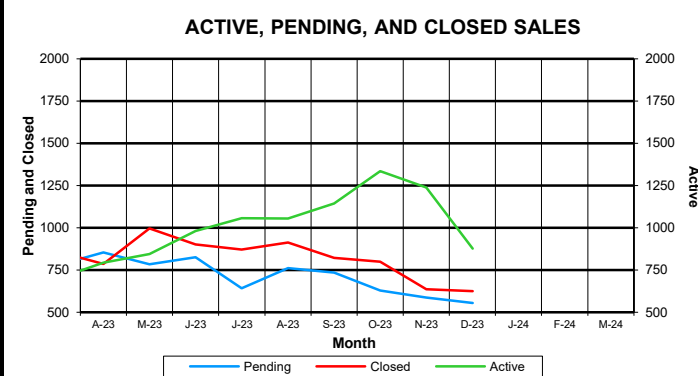
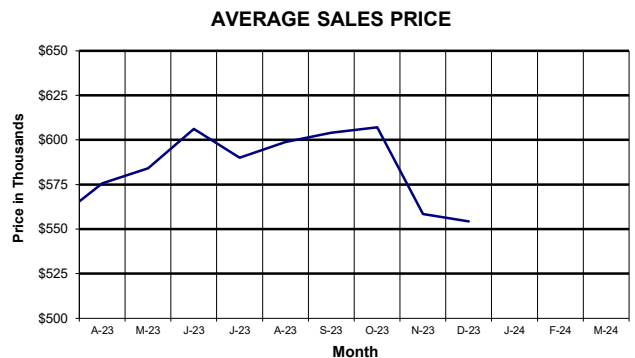
Northern Counties   Shasta County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	4	4	10	3	0	38	11	0.65	2.75	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	0	2	11	2	0	30	5	0.51	1.25	
Monroe	DR Horton	RD	DTST	20	0	6	6	0	1	6	1	0.21	0.25	
Rio	DR Horton	RD	DTST	50	0	2	0	0	0	42	2	0.49	0.50	
TOTALS: No. Reporting: 4		Avg. Sales: 1.00		Traffic to Sales: 5 : 1				14	27	5	1	116	19	Net: 4
City Codes: RD = Redding														

Development Name	Developer	City Code	Notes	Type										
Northern Counties   Yuba County					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMU	78	0	3	12	2	0	7	4	0.49	1.00
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMU	72	0	4	18	0	0	26	5	0.60	1.25
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	5	7	0	0	102	0	0.49	0.00
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMU	145	0	5	0	0	0	59	4	0.62	1.00
Butte Vista at Cobblestone	KB Home	PLK		DTMU	147	0	5	28	0	1	87	4	0.89	1.00
Cascade Valley at Cobblestone	KB Home	PLK		DTMU	69	0	1	22	1	0	68	3	1.06	0.75
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	5	0	0	166	1	0.95	0.25
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	146	0	3	4	2	0	141	2	0.79	0.50
TOTALS: No. Reporting: 8	Avg. Sales: 0.50		Traffic to Sales: 19 : 1				28	96	5	1	656	23	Net: 4	
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 188						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 188	Avg. Sales: 0.93	Traffic to Sales: 13 : 1	582	2363	185	10	11144	629	Net: 175
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						

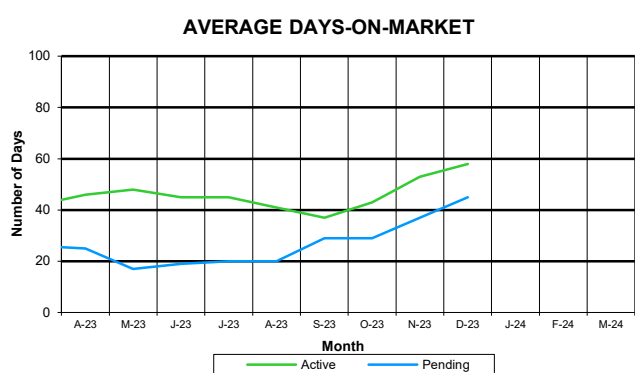
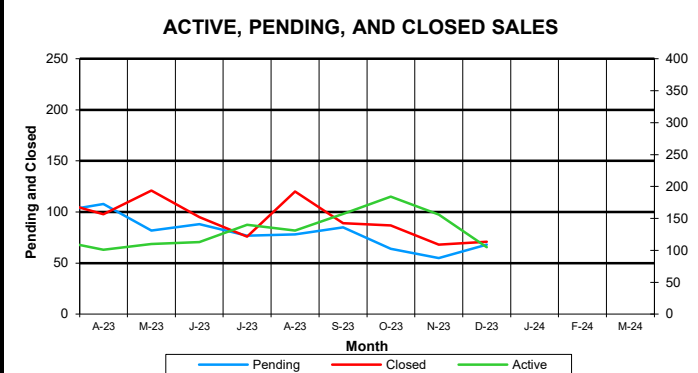
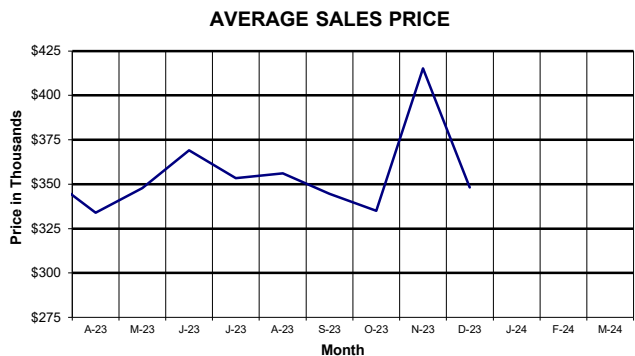
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	1,238	49	588	31	637	558,389
Dec-23	878	63	556	41	626	554,264



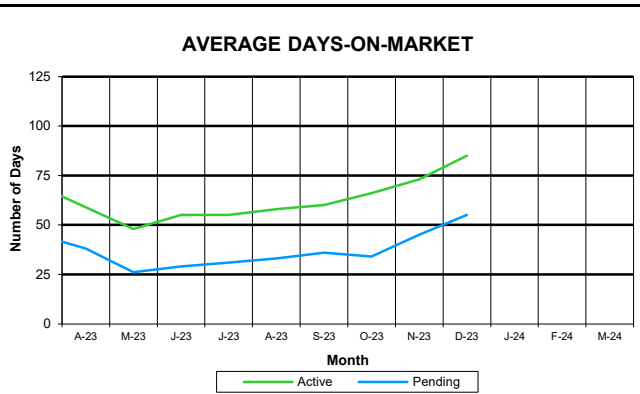
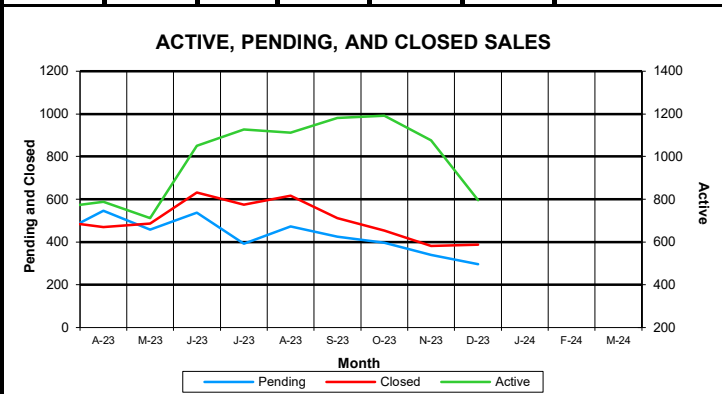
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	156	53	55	37	68	415,252
Dec-23	105	58	68	45	71	348,088



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	1,076	73	340	45	381	742,379
Dec-23	795	85	296	55	388	757,560



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Nov-23	166	82	61	50	84	650,882
Dec-23	113	85	70	57	60	734,409

