

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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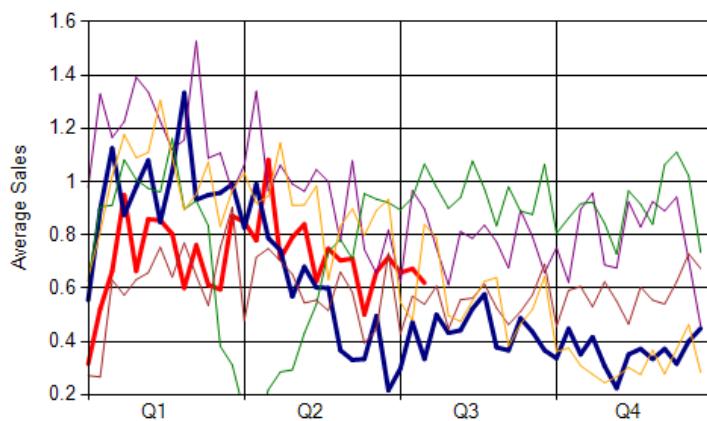


Bay Area Week 29

Ending: Sunday, July 23, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Year to Date Diff.	Prev. 13 Wks. Diff.	
Alameda		23	162	17	1	16	0.70	0.85	-18%	0.87	-20%	
Contra Costa		24	272	21	1	20	0.83	0.84	-1%	0.83	1%	
Sonoma, Napa		14	80	13	2	11	0.79	0.57	39%	0.56	41%	
San Francisco, Marin		3	30	1	1	0	0.00	0.19	-100%	0.32	-100%	
San Mateo		2	26	1	0	1	0.50	0.57	-13%	0.58	-13%	
Santa Clara		16	194	11	2	9	0.56	0.68	-18%	0.71	-21%	
Monterey, Santa Cruz, San Benito		10	89	5	0	5	0.50	0.60	-16%	0.64	-22%	
Solano		21	153	11	3	8	0.38	0.72	-47%	0.68	-44%	
Current Week Totals	Traffic : Sales	13 : 1	113	1006	80	10	70	0.62	0.72	-13%	0.72	-14%
Per Project Average				9	0.71	0.09	0.62					
Year Ago - 07/24/2022	Traffic : Sales	19 : 1	108	1098	57	21	36	0.33	0.73	-54%	0.50	-33%
% Change			5%	-8%	40%	-52%	94%	86%	-2%		45%	

52 Weeks Comparison



Year to Date Averages Through Week 29

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	126	30	1.01	0.09	0.92	0.70
■	2019	155	17	0.69	0.10	0.60	0.58
■	2020	152	12	0.84	0.12	0.72	0.80
■	2021	117	15	1.13	0.07	1.06	0.93
■	2022	103	11	0.84	0.11	0.73	0.58
■	2023	113	12	0.79	0.08	0.72	0.72
% Change:		10%	9%	-6%	-30%	-2%	24%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.45%	APR 6.55%	Prospective homebuyers—especially those trying to purchase a home for the first time—are trapped. People who already own a home aren't selling, mortgage rates are staying high and competition for the few homes on the market remains stiff. But there may be one last hope for salvation for these hard-pressed homebuyers: Brand-spanking new houses. Recent data shows that the number of groundbreakings is shooting up, and there are other signs that more homes could be on the way: Builders are selling houses at a faster clip and feeling optimistic again, which is typically an indication that they're going to start laying more foundations. With many homeowners reluctant to move, buyers are going to become increasingly reliant on new construction. Not only are builders offering an alternative to the sluggish market for existing homes—it's clear that they're motivated to get newly built homes sold at a good price. Many builders are even dangling perks like the cheaper loans or other discounts to ease the pain of higher mortgage rates. For some wannabe buyers, one economist told me, new construction represents "the only game in town." Source: Business Insider James Rodriguez
FHA	6.35%	6.65%	
10 Yr Yield	3.85%		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17									
Alameda County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Maple Lane	DR Horton	LS		ATMU	39	0	2	8	3	1	37	37	1.31	1.28
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	6	12	0	0	1	1	0.10	0.10
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	4	12	0	0	3	3	0.29	0.29
Aspect at Innovation	Lennar	FR		ATMU	167	0	5	5	1	0	87	30	0.95	1.03
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	2	10	2	0	23	23	0.88	0.88
Chroma at Innovation	Lennar TSO	FR		ATMU	146	0	TSO	7	4	0	89	32	1.43	1.10
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	2	0	0	93	39	1.07	1.34
Matrix at Innovation	Lennar	FR		ATMU	104	0	3	25	2	0	57	22	0.60	0.76
Terraces at Bridgewater	Lennar	NK		ATMU	96	0	3	3	0	0	91	16	0.90	0.55
Villas at Bridgewater	Lennar	NK		DTMU	137	0	3	0	1	0	134	21	0.91	0.72
Vista at Bridgewater	Lennar	NK		DTMU	72	0	4	6	0	0	13	13	0.70	0.70
Center Pointe Cottages	Nuvera Homes	FR		ATMU	37	0	1	16	0	0	9	9	0.72	0.72
Compass at Bay37	Pulte	AL		ATMU	93	0	2	1	0	0	71	15	0.54	0.52
Landing at Bay37	Pulte	AL		ATMU	96	0	1	2	0	0	94	15	0.72	0.52
Lookout at Bay37	Pulte	AL		ATMU	138	0	4	2	1	0	61	23	0.47	0.79
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	4	7	0	0	116	25	0.52	0.86
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	3	3	0	0	89	18	0.54	0.62
TOTALS: No. Reporting: 17		Avg. Sales: 0.76			Traffic to Sales: 9 : 1			50	121	14	1	1068	342	Net: 13
City Codes: LS = San Leandro, AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 6									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbey at Boulevard	Brookfield	DB		ATMU	60	0	3	20	1	0	43	43	2.35	2.35
Ivy at Boulevard	Brookfield	DB		DTMU	62	0	8	14	0	0	0	0	0.00	0.00
Melrose at Boulevard	Brookfield TSO	DB		DTMU	75	0	TSO	0	0	0	69	33	1.06	1.14
Lombard at Boulevard	Lennar	DB		DTMU	100	0	2	5	1	0	52	32	0.84	1.10
Venice at Boulevard	Lennar	DB		ATMU	91	0	5	1	1	0	69	38	1.11	1.31
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	1	0	0	5	5	0.18	0.18
TOTALS: No. Reporting: 6		Avg. Sales: 0.50			Traffic to Sales: 14 : 1			19	41	3	0	238	151	Net: 3
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMU	34	0	6	6	0	0	26	18	0.33	0.62
Woodbury Highlands	Davidon	LF		ATMU	99	0	14	20	1	0	42	13	0.28	0.45
Traditions at the Meadow	DeNova	MZ		DTMU	65	0	5	0	0	0	55	46	1.66	1.59
Penny Lane	Trumark	CN		ATMU	70	4	2	4	2	0	13	13	0.61	0.61
TOTALS: No. Reporting: 4		Avg. Sales: 0.75			Traffic to Sales: 10 : 1			27	30	3	0	136	90	Net: 3
City Codes: PH = Pleasant Hill, LF = Lafayette, MZ = Martinez, CN = Concord														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
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		DTMJ	69	7	8	26	0	1	13	13	0.49	0.49	
TOTALS: No. Reporting: 1			Avg. Sales: -1.00					Traffic to Sales: N/A	8	26	0	1	13	13	Net: -1
City Codes: DN = Danville															
West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMJ	94	0	4	2	0	0	4	4	0.18	0.18	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	4	2	0	0	4	4	Net: 0
City Codes: RM = Richmond															
Antioch/Pittsburg					Projects Participating: 11										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest at Park Ridge	Davidon	AN		DTMJ	300	6	8	15	0	0	268	23	0.88	0.79	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	4	17	0	0	114	21	0.80	0.72	
Luca at Aviano	DeNova	AN		DTMJ	194	0	5	21	1	0	146	41	1.43	1.41	
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	4	1	1	0	8	8	1.10	1.10	
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	0	3	1	1	0	8	8	1.10	1.10	
Luna at Aviano	Lennar	AN		DTMJ	102	0	3	8	2	0	86	38	1.00	1.31	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	4	2	0	0	96	36	1.11	1.24	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	5	14	2	0	112	26	0.79	0.90	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	7	5	0	0	74	30	0.70	1.03	
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	5	8	1	0	77	48	1.16	1.66	
Shine at Cielo	TRI Pointe	AN		DTMJ	137	4	3	8	3	0	72	43	1.09	1.48	
TOTALS: No. Reporting: 11		Avg. Sales: 1.00						Traffic to Sales: 9 : 1	51	100	11	0	1061	322	Net: 11
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMJ	104	0	4	0	0	0	94	7	0.46	0.24	
Chandler	Brookfield	BT		DTMJ	160	0	7	13	3	0	108	40	1.08	1.38	
Cypress Crossings	KB Home	OY		DTMJ	98	0	4	56	2	0	40	29	0.77	1.00	
Woodbury at Emerson Ranch	Lennar TSO	OY		DTMJ	104	0	TSO	4	2	0	85	28	1.14	0.97	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	5	12	0	0	1	1	0.05	0.05	
Parkside	Richmond American	BT		DTMJ	34	0	5	11	0	0	8	8	0.78	0.78	
Orchard Trails	Shea	BT		DTMJ	78	0	3	18	0	0	50	14	0.56	0.48	
TOTALS: No. Reporting: 7		Avg. Sales: 1.00						Traffic to Sales: 16 : 1	28	114	7	0	386	127	Net: 7
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Makenna	DeNova	PET		DTMJ	36	0	2	5	1	0	27	20	0.64	0.69
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	6	7	1	0	39	35	1.11	1.21
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	4	8	2	0	24	24	1.39	1.39
Willow at University District	DR Horton	RP		DTMJ	128	0	5	16	3	0	82	41	1.13	1.41
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	7	4	2	1	57	18	0.56	0.62
Aspect	Lafferty	PET		DTMJ	18	0	2	4	0	0	15	0	0.07	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	6	5	1	0	20	11	0.34	0.38
Seasons at University District	Richmond American	RP		DTMJ	52	0	8	3	2	0	33	13	0.46	0.45
Meadow Creek II	Ryder	SR	Rsv's	DTMJ	30	0	5	6	0	1	5	5	0.38	0.38
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	5	0	0	99	14	0.70	0.48
City 44	W Marketing	SR		ATMJ	44	0	17	6	1	0	27	4	0.27	0.14
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	0	0	0	22	12	0.43	0.41
Paseo Vista	W Marketing	SR		DTST	128	0	2	2	0	0	67	4	0.22	0.14
Portello	W Marketing	WD		DTMJ	68	0	5	9	0	0	22	13	0.44	0.45
TOTALS: No. Reporting: 14		Avg. Sales: 0.79			Traffic to Sales: 6 : 1			73	80	13	2	539	214	Net: 11
Qty Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verandah	Landsea	NV		ATMJ	80	0	15	13	0	0	46	14	0.46	0.48
The Strand	Trumark	SN		DTMJ	32	0	9	8	0	0	13	2	0.15	0.07
TOTALS: No. Reporting: 2		Avg. Sales: 0.00			Traffic to Sales: N/A			24	21	0	0	59	16	Net: 0
Qty Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	11	9	1	1	22	7	0.18	0.24
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: 9 : 1			11	9	1	1	22	7	Net: 0
Qty Codes: SF = San Francisco														

San Mateo County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	2	8	1	0	51	21	0.64	0.72
Laguna Vista	SummerHill	FC		ATMJ	70	0	7	18	0	0	38	13	0.54	0.45
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 26 : 1			9	26	1	0	89	34	Net: 1
Qty Codes: SM= San Mateo, FC = Foster City														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
Santa Clara County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Andalusia	Dividend	MH		ATMU	46	0	6	11	0	0	37	18	0.59	0.62	
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	1	3	0	0	68	15	0.74	0.52	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	4	11	2	1	119	48	1.35	1.66	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	4	7	0	0	156	6	1.02	0.21	
Lavender	Landsea	SV		ATMU	128	0	4	26	2	0	77	30	0.83	1.03	
Anza at Agrihood	Pulte	SC		ATMU	36	0	3	12	1	0	25	25	0.95	0.95	
Gateway at Central	Pulte	SJ		ATMU	72	0	9	0	0	0	23	6	0.37	0.21	
Plaza at Central	Pulte TSO	SJ		ATMU	90	0	TSO	32	3	0	48	19	1.02	0.66	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	8	0	0	52	5	0.51	0.17	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	10	12	0	0	58	14	0.51	0.48	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	10	16	0	0	48	11	0.42	0.38	
Verano	SummerHill	MV		ATMU	115	3	8	22	2	0	52	40	1.21	1.38	
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	5	6	0	1	4	4	0.64	0.64	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMJ	67	0	3	2	0	0	4	4	0.76	0.76	
Lotus at Urban Oak	TRI Pointe	SJ		DTMJ	123	0	4	8	0	0	18	15	0.34	0.52	
Jasper	Trumark	MH		ATMU	101	0	4	18	1	0	35	14	0.47	0.48	
TOTALS: No. Reporting: 16		Avg. Sales: 0.56			Traffic to Sales: 18 : 1				83	194	11	2	824	274	Net: 9

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 10										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMJ	90	0	2	14	0	0	28	24	0.62	0.83	
Highgrove at Fairview (SFD)	KB Home	HO		DTMJ	138	0	10	22	1	0	5	5	0.60	0.60	
Roberts Ranch	KB Home	HO		DTMJ	192	0	2	5	1	0	190	35	1.49	1.21	
Serenity V	Legacy	HO		DTMJ	31	0	3	7	1	0	10	10	0.30	0.34	
Elderberry	Lennar	HO		DTMJ	66	0	3	6	0	0	20	18	0.55	0.62	
Laurel	Lennar	HO		DTMJ	67	0	1	12	2	0	18	16	0.50	0.55	
Montclair	Meritage S/O	HO		DTMJ	99	0	S/O	3	0	0	99	20	0.88	0.69	
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	5	7	0	0	84	11	0.81	0.38	
Enclave, The	Shea	SS		DTMJ	61	0	4	9	0	0	46	6	0.41	0.21	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	2	4	0	0	72	23	0.70	0.79	
TOTALS: No. Reporting: 10		Avg. Sales: 0.50			Traffic to Sales: 18 : 1				32	89	5	0	572	168	Net: 5

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	1	11	1	0	21	13	0.32	0.45
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	9	10	0	0	21	5	0.32	0.17
Monte Verde	Century	FF		DTMJ	124	0	5	8	1	0	67	35	1.13	1.21
Luminescence at Liberty	DeNova	RV		AASF	311	0	10	16	0	0	96	21	0.90	0.72
One56 at One Lake	DeNova	FF		DTMJ	56	0	2	15	3	1	54	35	1.00	1.21
Iris at The Villages	DR Horton	FF		DTMJ	119	0	4	8	1	0	34	32	1.02	1.10
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	2	4	1	0	24	18	0.45	0.62
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	5	9	0	0	23	18	0.43	0.62
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	6	9	1	0	69	20	0.77	0.69
Creston at One Lake	Lennar	FF		DTMJ	130	0	3	0	0	0	127	19	0.87	0.66
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	6	7	0	0	49	36	0.73	1.24
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	6	5	0	0	36	19	0.52	0.66
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	2	2	0	0	86	4	0.55	0.14
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	5	10	2	1	46	22	0.48	0.76
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	7	11	0	0	27	16	0.40	0.55
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	6	3	1	0	78	22	0.64	0.76
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	4	9	0	1	70	22	0.98	0.76
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	8	4	0	0	115	24	0.83	0.83
Glisten at One Lake	TRI Pointe	FF		DTMJ	75	0	2	5	0	0	1	1	0.23	0.23
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	4	2	0	0	92	10	0.65	0.34
Splash at One Lake	TRI Pointe	FF		DTMJ	104	0	2	5	0	0	76	17	0.60	0.59
TOTALS: No. Reporting: 21	Avg. Sales: 0.38				Traffic to Sales: 14 : 1			99	153	11	3	1212	409	Net: 8
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

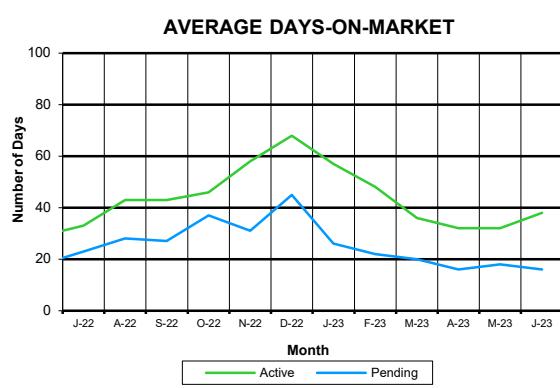
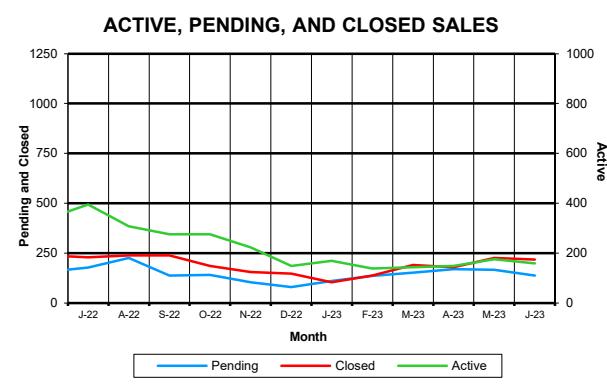
Bay Area			Projects Participating: 113						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 113	Avg. Sales: 0.62	Traffic to Sales: 13 : 1	518	1006	80	10	6223	2171	Net: 70
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

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

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

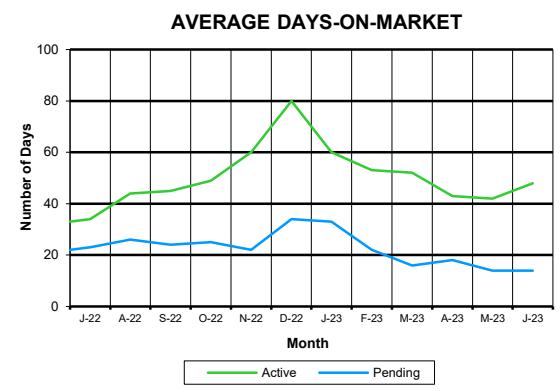
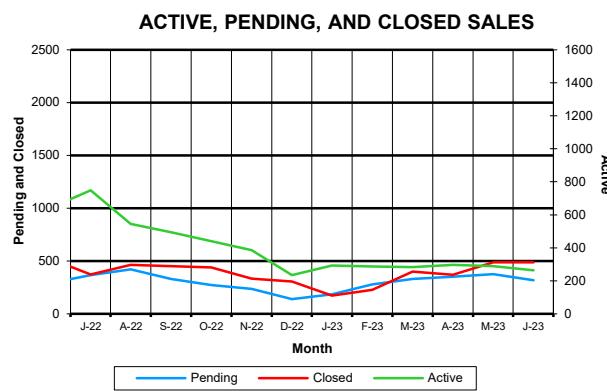
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-22	223	58	103	31	155	885,403
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217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



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

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





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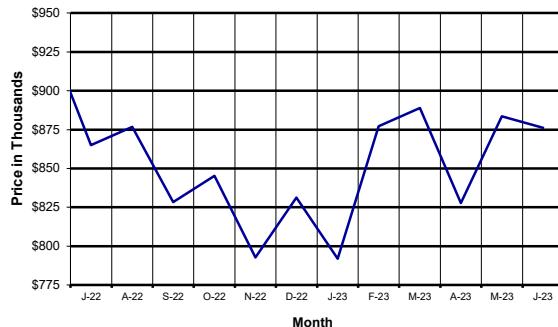
Marketing Research Department

Amador Valley Attd. Monthly MLS Survey

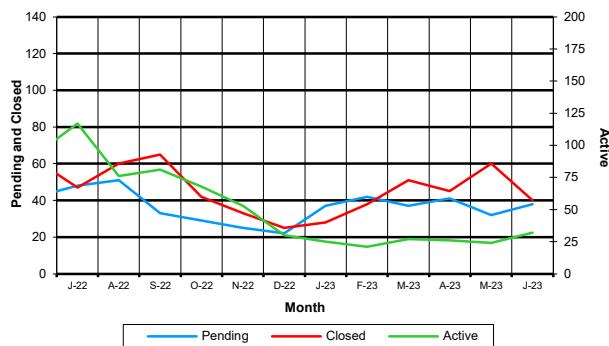
Dublin, Livermore & Pleasanton

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

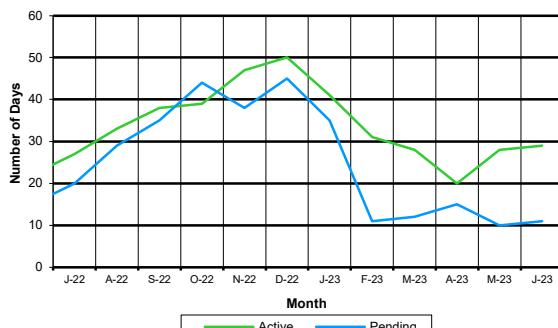
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

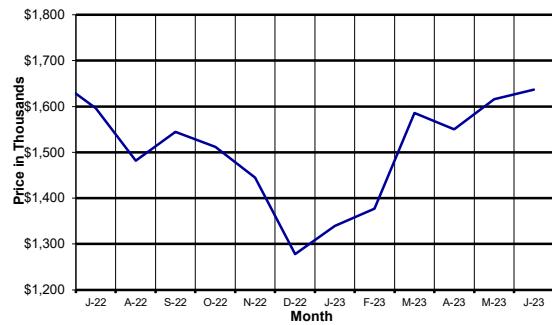


Amador Valley SFD Monthly MLS Survey

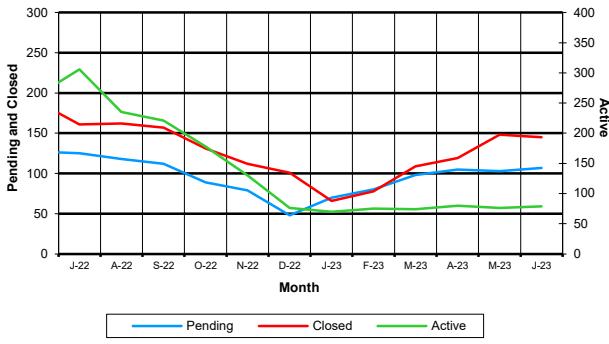
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	130	53	79	35	112	1,444,704
Dec-22	76	60	48	47	101	1,277,668
Jan-23	70	54	70	32	66	1,339,476
Feb-23	75	43	80	20	78	1,376,730
Mar-23	74	36	98	12	109	1,585,480
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558

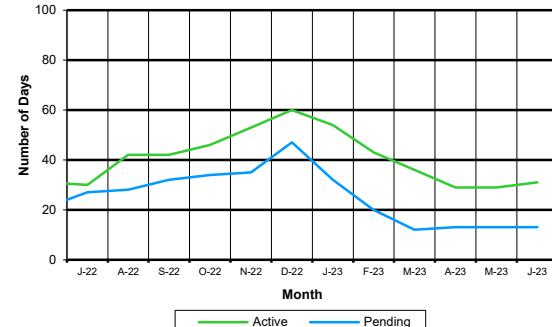
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



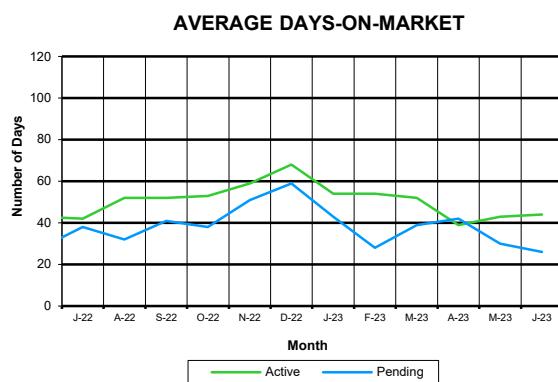


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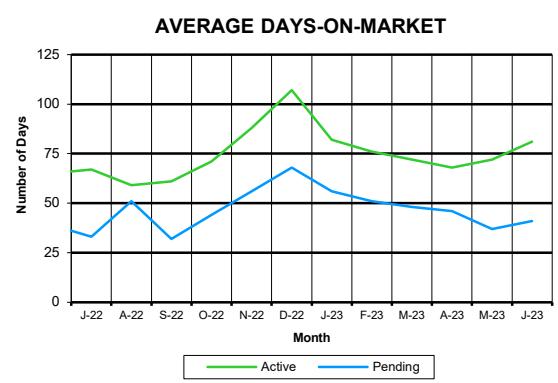
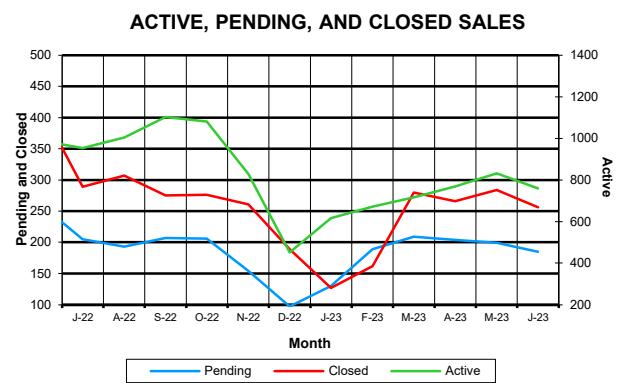
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	154	59	38	51	57	620,131
Dec-22	99	68	40	59	47	644,517
Jan-23	120	54	32	43	34	634,384
Feb-23	114	54	39	28	40	604,989
Mar-23	106	52	52	39	56	684,775
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892



San Francisco Attd. Monthly MLS Survey

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





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Marketing Research Department

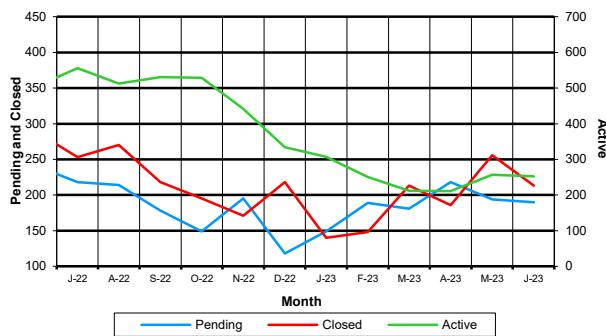
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

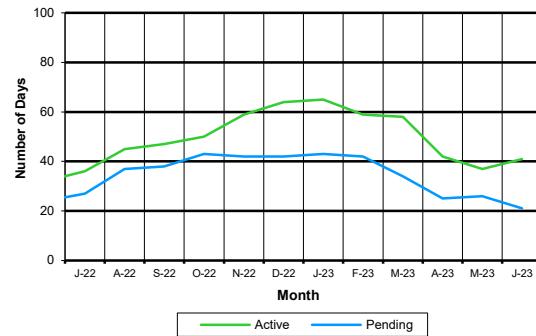
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-22	442	59	195	42	171	677,926
Dec-22	334	64	118	42	218	671,389
Jan-23	307	65	149	43	140	631,693
Feb-23	251	59	189	42	148	669,616
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



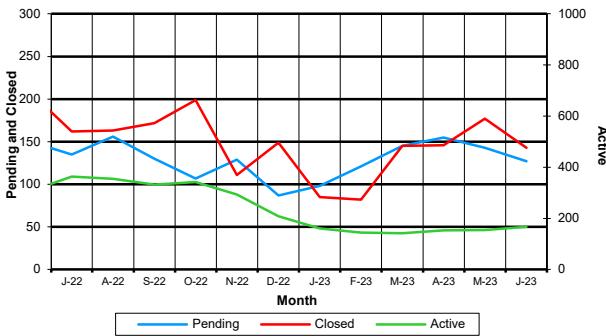
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-22	294	60	129	47	111	643,510
Dec-22	208	73	87	58	149	642,706
Jan-23	161	74	98	60	85	630,506
Feb-23	144	68	121	42	82	622,560
Mar-23	142	51	145	33	145	637,110
Apr-23	153	50	155	22	146	631,973
May-23	155	53	143	18	177	658,988
Jun-23	167	51	127	24	143	662,597

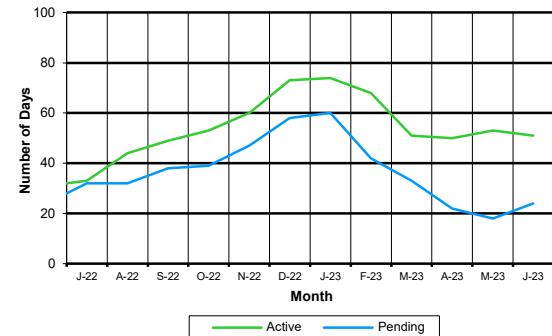
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



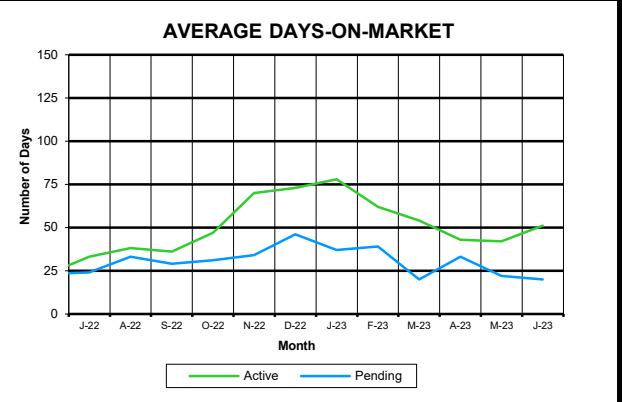


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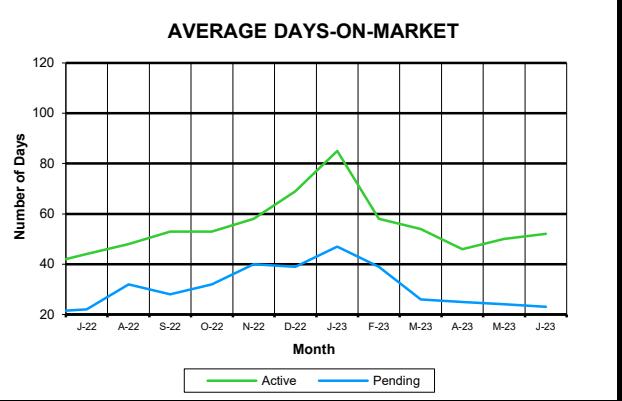
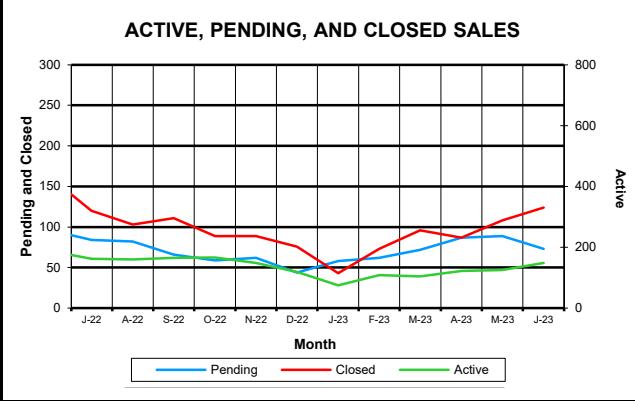
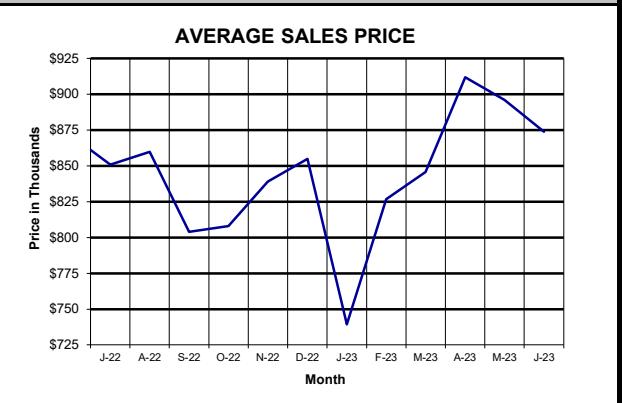
Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-22	29	70	23	34	16	506,934
Dec-22	27	73	11	46	20	538,347
Jan-23	25	78	15	37	14	466,445
Feb-23	21	62	21	39	19	528,164
Mar-23	24	54	15	20	22	567,931
Apr-23	25	43	22	33	19	524,184
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659



Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Nov-22	149	58	62	40	89	839,169
Dec-22	119	69	44	39	76	854,904
Jan-23	75	85	58	47	43	739,428
Feb-23	109	58	62	39	73	826,855
Mar-23	104	54	72	26	96	845,833
Apr-23	122	46	87	25	87	911,908
May-23	125	50	89	24	108	895,935
Jun-23	149	52	73	23	124	873,914



THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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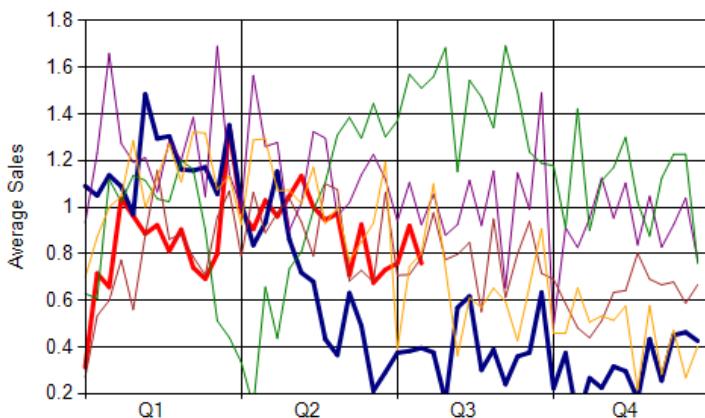


Central Valley *Ending: Sunday, July 23, 2023*

Week 29

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		11	105	6	2	4	0.36	1.04	-65%	1.15	-68%	
San Joaquin County		45	661	38	3	35	0.78	0.85	-8%	0.89	-12%	
Stanislaus County		9	37	7	2	5	0.56	0.63	-12%	0.65	-15%	
Merced County		10	86	11	1	10	1.00	0.78	28%	0.83	20%	
Madera County		8	85	6	0	6	0.75	0.77	-3%	0.80	-6%	
Fresno County		29	657	31	6	25	0.86	0.99	-13%	0.98	-12%	
Current Week Totals	Traffic : Sales	16 : 1	112	1631	99	14	85	0.76	0.87	-13%	0.91	-16%
Per Project Average				15	0.88	0.13	0.76					
Year Ago - 07/24/2022	Traffic : Sales	14 : 1	91	977	71	35	36	0.40	0.87	-55%	0.58	-32%
% Change			23%	67%	39%	-60%	136%	92%	0%	56%		

52 Weeks Comparison



Year to Date Averages Through Week 29

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	68	24	1.17	0.15	1.02	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	83	22	1.21	0.20	1.01	1.11
■	2021	105	16	1.30	0.11	1.19	1.09
■	2022	102	14	1.06	0.19	0.87	0.64
■	2023	107	14	1.01	0.14	0.87	0.87
% Change:		5%	1%	-4%	-25%	0%	35%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.45%	APR 6.55%	
FHA	6.35%	6.65%	Prospective homebuyers—especially those trying to purchase a home for the first time—are trapped. People who already own a home aren't selling, mortgage rates are staying high and competition for the few homes on the market remains stiff. But there may be one last hope for salvation for these hard-pressed homebuyers: Brand-spanking new houses. Recent data shows that the number of groundbreakings is shooting up, and there are other signs that more homes could be on the way: Builders are selling houses at a faster clip and feeling optimistic again, which is typically an indication that they're going to start laying more foundations. With many homeowners reluctant to move, buyers are going to become increasingly reliant on new construction. Not only are builders offering an alternative to the sluggish market for existing homes—it's clear that they're motivated to get newly built homes sold at a good price. Many builders are even dangling perks like the cheaper loans or other discounts to ease the pain of higher mortgage rates. For some wannabe buyers, one economist told me, new construction represents "the only game in town." Source: Business Insider James Rodriguez
10 Yr Yield	3.85%		
			

The Ryness Report

Week Ending
Sunday, July 23, 2023

Central Valley

Page
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					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
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	3	33	1	0	110	34	1.05	1.17
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	2	33	0	0	75	41	0.71	1.41
Amethyst at Tracy Hills	Lennar TSO	TH		ATMJ	132	0	TSO	1	1	0	90	38	1.15	1.31
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	5	3	0	0	24	24	0.91	0.91
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	5	3	1	0	19	19	0.72	0.72
Hillview	Lennar TSO	TH		DTMJ	214	0	TSO	1	1	1	54	30	0.91	1.03
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	0	2	0	1	1	33	26	0.75	0.90
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	1	0	0	0	199	32	0.89	1.10
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	2	4	1	0	39	29	0.97	1.00
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	13	0	0	133	40	1.07	1.38
Langston at Mountain House	Shea	MH		ATMJ	302	0	6	14	0	0	213	42	1.17	1.45
TOTALS: No. Reporting: 11			Avg. Sales: 0.36		Traffic to Sales: 18 : 1				28	105	6	2	989	355
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 9									
					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
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	3	5	0	0	100	31	0.84	1.07
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	4	11	0	0	16	16	0.83	0.83
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	6	1	0	101	23	0.86	0.79
Keys II at Westlake	Lennar	SK		DTMJ	86	0	4	24	0	0	18	16	0.51	0.55
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	4	24	1	0	16	16	0.61	0.61
Waterside at Westlake	Lennar	SK		DTMJ	92	0	5	24	1	0	11	11	0.52	0.52
Westlake	Meritage	SK		DTMJ	84	0	3	4	0	0	74	31	1.04	1.07
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	5	19	1	0	41	18	0.56	0.62
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	7	28	1	0	45	24	0.63	0.83
TOTALS: No. Reporting: 9			Avg. Sales: 0.56		Traffic to Sales: 29 : 1				38	145	5	0	422	186
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36									
San Joaquin County					Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Griffin Park	Atherton	MN		DTMJ	267	4	4	39	5	0	164	24	1.54	0.83
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	4	13	3	1	41	41	1.50	1.50
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	1	7	2	1	86	51	1.26	1.76
Summit at North Main	DR Horton	MN		DTST	67	4	3	8	1	0	61	11	0.86	0.38
Yosemite Greens	DR Horton	MN		DTMJ	99	0	4	21	2	0	73	50	1.52	1.72
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	5	13	1	0	35	23	0.64	0.79
Balboa at River Islands	Kiper	LP		DTMJ	172	0	2	26	0	0	103	38	0.95	1.31
Freestone	Kiper	MN		DTMJ	60	0	2	36	2	0	54	27	0.74	0.93
Skye at River Islands	Kiper	LP		DTMJ	155	0	6	25	0	0	73	26	0.82	0.90
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMJ	157	0	TSO	0	0	0	126	15	0.33	0.52
Horizon at River Islands	Lennar	LP		DTMJ	143	0	2	20	1	0	139	32	1.10	1.10
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	6	8	0	0	147	34	1.17	1.17
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	3	17	3	0	109	60	1.14	2.07
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	5	11	0	0	149	39	1.18	1.34
Laguna at River Islands	Pulte	LP		DTMJ	110	0	6	13	0	0	59	31	0.67	1.07
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	2	7	2	0	78	36	0.88	1.24
Dolcinea at Griffin Park	Raymus S/O	MN		DTMJ	57	0	S/O	19	1	0	57	7	0.62	0.24
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	3	19	0	0	92	21	1.00	0.72
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	15	1	0	35	23	0.53	0.79
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	12	0	0	93	21	0.88	0.72
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	12	0	0	2	2	0.32	0.32
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	7	9	1	0	34	21	0.51	0.72
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	5	6	1	0	48	29	0.61	1.00
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	6	11	0	0	3	3	0.48	0.48
Villa Ticino	Richmond American	MN		DTMJ	100	0	14	10	0	0	0	0	0.00	0.00
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	2	15	1	0	91	37	1.07	1.28
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	7	18	0	0	64	21	0.67	0.72
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	5	8	0	0	30	23	0.53	0.79
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	6	5	0	0	48	22	0.66	0.76
Avalon at River Islands	Trumark	LP		DTMJ	57	4	3	16	1	0	37	15	0.47	0.52
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	3	14	1	0	46	13	0.63	0.45
Dawn at The Collective	Trumark	MN		AASF	76	0	10	3	1	0	15	10	0.21	0.34
Vida at The Collective	Trumark	MN		AASF	103	0	3	4	0	0	26	16	0.35	0.55
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	6	21	1	1	31	25	0.53	0.86
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	4	22	1	0	21	21	1.30	1.30
Avendale	Warmington	MN		DTMJ	49	0	4	13	1	0	23	23	1.19	1.19
TOTALS: No. Reporting: 36	Avg. Sales: 0.83		Traffic to Sales: 16 : 1			156	516	33	3	2293	891	Net: 30		

City Codes: MN = Manteca, LP = Lathrop

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Modesto					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		DTMJ	33	0	6	0	0	1	24	16	0.51	0.55	
TOTALS: No. Reporting: 1			Avg. Sales: -1.00					Traffic to Sales: N/A	6	0	0	1	24	16	Net: -1
City Codes: CE = Ceres															

Stanislaus County					Projects Participating: 6										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	2	4	2	0	110	21	1.02	0.72	
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	6	4	0	0	4	4	0.16	0.16	
Acacia at Patterson Ranch	KB Home	PR		DTMJ	80	0	4	4	1	0	8	8	1.10	1.10	
Fieldstone II	KB Home	HG		DTST	50	0	6	0	0	1	42	15	0.64	0.52	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	4	14	1	0	177	22	1.05	0.76	
T Street Customs	SAM	NW		DTMJ	10	0	4	3	0	0	1	1	0.02	0.03	
TOTALS: No. Reporting: 6			Avg. Sales: 0.50					Traffic to Sales: 7 : 1	26	29	4	1	342	71	Net: 3
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = New man															

Turlock					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	
Marcona	Bright	KY		DTMJ	116	0	6	6	2	0	40	24	0.65	0.83	
Les Chateaux	KB Home	TK		DTMJ	60	0	1	2	1	0	59	32	0.79	1.10	
TOTALS: No. Reporting: 2			Avg. Sales: 1.50					Traffic to Sales: 3 : 1	7	8	3	0	99	56	Net: 3
City Codes: KY = Keyes, TK = Turlock															

Merced County					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	
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	8	7	1	0	62	24	0.83	0.83	
Lantana	DR Horton	MD		DTMJ	99	0	15	13	1	1	40	37	1.20	1.28	
Monterra VI	DR Horton	MD		DTMJ	61	0	4	15	2	0	24	24	1.68	1.68	
New castle	DR Horton	MD		DTMJ	33	0	7	3	4	0	21	21	1.21	1.21	
Stoneridge South III	DR Horton	MD		DTMJ	64	0	11	10	1	0	24	24	0.82	0.83	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	13	10	0	0	45	13	0.45	0.45	
Sunrise Ranch	Meritage	LB		DTMJ	87	0	3	13	1	0	84	34	0.95	1.17	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	5	5	0	0	55	13	0.60	0.45	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	4	7	1	0	130	22	0.64	0.76	
Villas II, The	Stonefield Home	LB		DTST	191	0	4	3	0	0	96	10	0.74	0.34	
TOTALS: No. Reporting: 10			Avg. Sales: 1.00					Traffic to Sales: 8 : 1	74	86	11	1	581	222	Net: 10
City Codes: LB = Los Banos, MD = Merced															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 29									
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	7	2	1	0	74	24	0.80	0.83
Olivewood	Century	FR		DTMJ	169	0	6	4	0	0	163	22	1.48	0.76
The Crossings II	Century	KER		DTMJ	104	0	5	3	1	0	86	31	1.16	1.07
Serenade	DR Horton	SAN		DTMJ	129	0	4	13	1	0	20	20	1.63	1.63
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	1	0	0	126	0	0.56	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	7	1	0	32	6	0.40	0.21
Centrella Estates	KB Home	FR		DTMJ	74	0	3	9	2	0	39	39	2.26	2.26
Centrella Villas	KB Home	FR		DTMJ	107	0	6	7	0	0	63	39	1.20	1.34
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	5	18	1	0	20	20	1.32	1.32
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	6	7	0	0	9	9	0.88	0.88
Legacy at Highland	KB Home	CV		DTMJ	42	0	3	6	1	2	29	29	0.93	1.00
Brambles- Starling	Lennar	FR		ATST	150	0	5	36	1	1	145	37	1.19	1.28
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	7	0	0	0	34	29	1.09	1.00
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	5	0	0	0	61	40	0.84	1.38
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	5	0	1	0	3	3	0.95	0.95
Heirloom- Orchard Series	Lennar	FR		DTST	66	0	4	0	0	0	2	2	1.56	1.56
Heritage Grove - Skye Series III	Lennar TSO	CV		DTST	31	0	TSO	0	0	0	1	1	0.78	0.78
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	4	6	196	6	0	26	26	1.60	1.60
Juniper Hills- Solana	Lennar	FR		DTST	77	4	5	122	5	0	42	42	1.54	1.54
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	4	108	1	0	27	26	0.92	0.90
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	6	42	2	1	74	39	1.01	1.34
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	185	0	1	36	6	1	122	84	1.03	2.90
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	0	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	4	0	0	0	3	3	0.25	0.25
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	4	0	1	0	57	9	0.36	0.31
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	28	0	0	40	5	0.25	0.17
Somerset Crossing	Woodside	FO		ATST	99	0	4	7	0	0	52	13	0.42	0.45
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	7	1	0	1	83	-1	0.53	-0.03
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	4	4	0	0	53	5	0.34	0.17
TOTALS: No. Reporting: 29		Avg. Sales: 0.86			Traffic to Sales: 21 : 1			147	657	31	6	1486	602	Net: 25

City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant

Central Valley			Projects Participating: 112						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 112	Avg. Sales: 0.76	Traffic to Sales: 16 : 1	532	1631	99	14	6590	2564	Net: 85
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

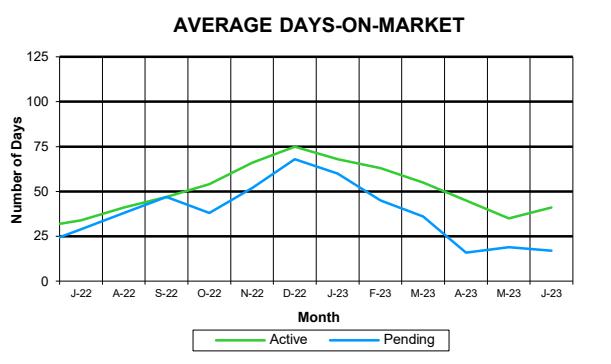
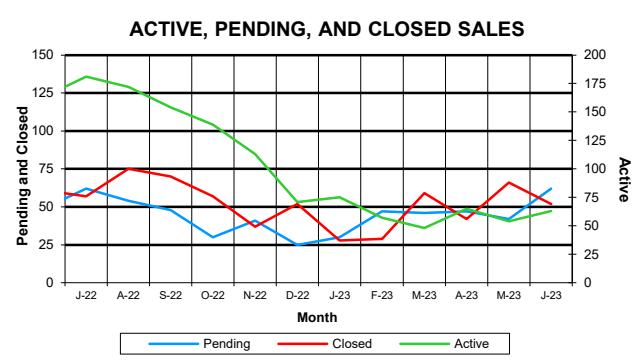


The Ryness Company

Marketing Research Department

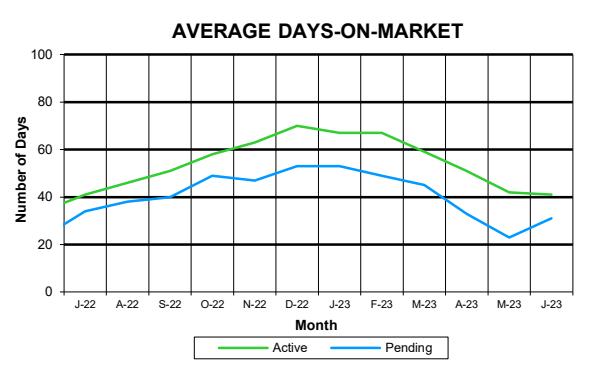
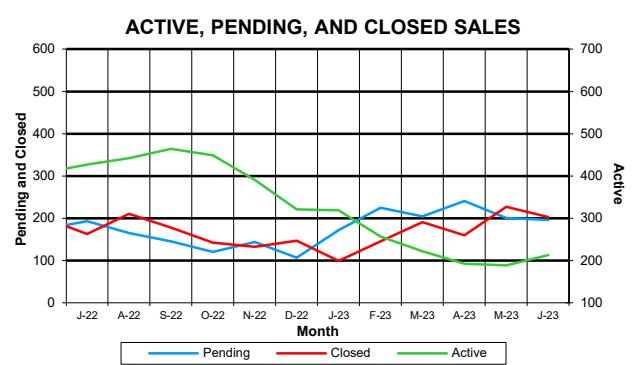
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	113	66	41	52	37	694,184
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	391	63	144	47	133	466,121
Dec-22	321	70	107	53	147	409,534
Jan-23	319	67	172	53	99	409,545
Feb-23	257	67	225	49	146	459,122
Mar-23	222	59	205	45	191	468,160
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920



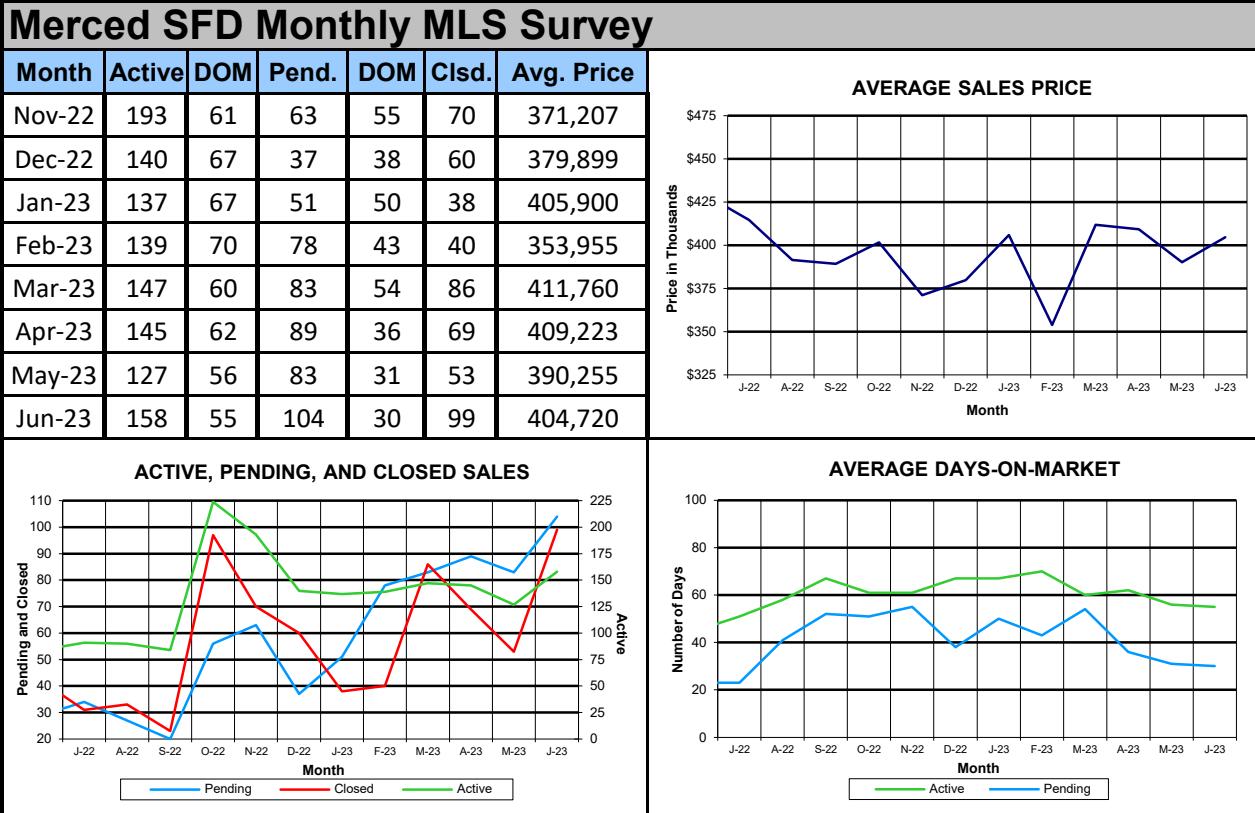
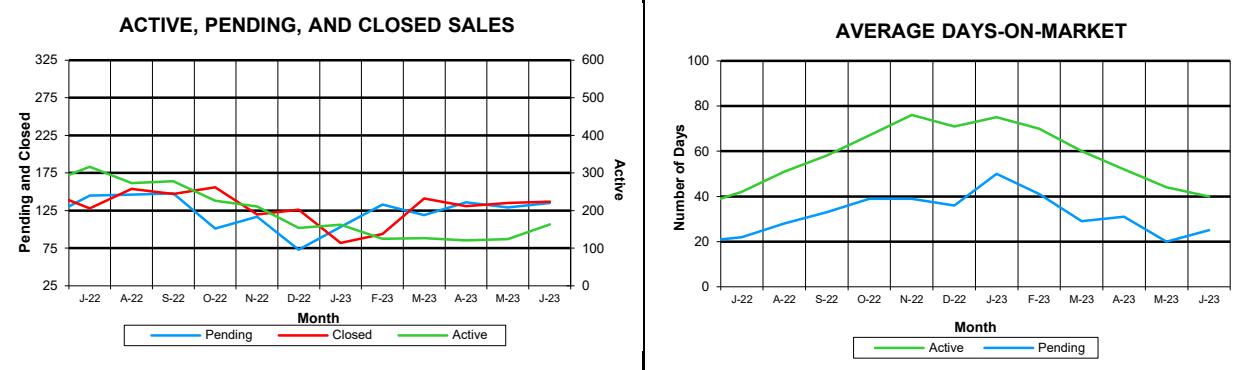


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Marketing Research Department

Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	211	76	117	39	120	498,139
Dec-22	154	71	73	36	126	412,309
Jan-23	162	75	103	50	82	421,485
Feb-23	125	70	133	41	94	430,754
Mar-23	127	60	119	29	141	450,561
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918



THE RYNESSE REPORT

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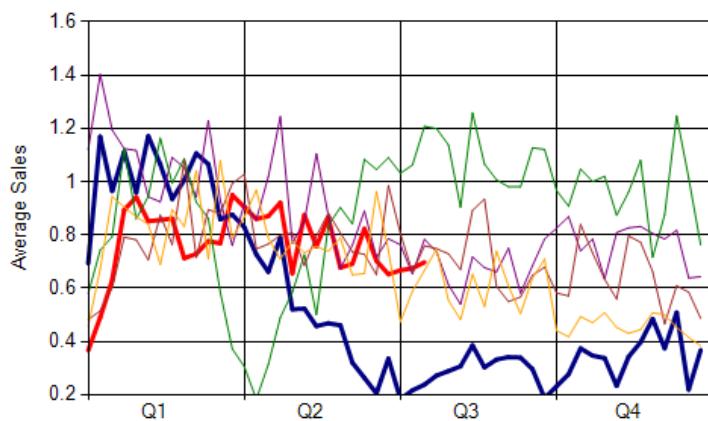
Sacramento

Week 29

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Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
South Sacramento		29	491	27	2	25	0.86	0.83	4%	0.91	-5%	
Central & North Sacramento		34	330	25	2	23	0.68	0.67	2%	0.65	4%	
Folsom		18	226	16	2	14	0.78	0.83	-6%	0.80	-3%	
El Dorado		9	92	2	0	2	0.22	0.64	-65%	0.73	-70%	
Placer & Nevada		62	877	55	10	45	0.73	0.82	-11%	0.74	-2%	
Yolo		10	75	6	1	5	0.50	0.78	-36%	0.81	-38%	
Amador County		1	17	0	0	0	0.00	0.04	-100%	0.00	0.00	
Northern Counties		15	123	13	3	10	0.67	0.69	-3%	0.76	-13%	
Current Week Totals	Traffic : Sales	15:1	178	2231	144	20	124	0.70	0.76	-9%	0.76	-8%
Per Project Average			13	0.81	0.11	0.70						
Year Ago - 07/24/2022	Traffic : Sales	27:1	177	1859	70	28	42	0.24	0.69	-66%	0.41	-43%
% Change			1%	20%	106%	-29%	195%	194%	10%		82%	

52 Weeks Comparison



Year to Date Averages Through Week 29

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	128	26	0.91	0.14	0.78	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.96	0.16	0.80	0.89
■	2021	159	18	1.04	0.09	0.94	0.85
■	2022	172	14	0.83	0.14	0.69	0.52
■	2023	180	15	0.89	0.12	0.76	0.76
% Change:		5%	5%	6%	-13%	10%	45%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV	RATE 6.45%	APR 6.55%	Prospective homebuyers—especially those trying to purchase a home for the first time—are trapped. People who already own a home aren't selling, mortgage rates are staying high and competition for the few homes on the market remains stiff. But there may be one last hope for salvation for these hard-pressed homebuyers: Brand-spanking new houses. Recent data shows that the number of groundbreakings is shooting up, and there are other signs that more homes could be on the way: Builders are selling houses at a faster clip and feeling optimistic again, which is typically an indication that they're going to start laying more foundations. With many homeowners reluctant to move, buyers are going to become increasingly reliant on new construction. Not only are builders offering an alternative to the sluggish market for existing homes—it's clear that they're motivated to get newly built homes sold at a good price. Many builders are even dangling perks like the cheaper loans or other discounts to ease the pain of higher mortgage rates. For some wannabe buyers, one economist told me, new construction represents "the only game in town." Source: Business Insider James Rodriguez				
FHA	6.35%	6.65%					
10 Yr Yield	3.85%						
							

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 29									
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	5	24	0	0	50	22	1.08	0.76
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	3	19	3	0	66	42	1.43	1.45
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	14	0	0	57	31	1.26	1.07
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	5	117	0	0	7	7	0.46	0.46
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	3	1	0	14	9	0.24	0.31
Allegro	KB Home	LN		ATMJ	72	0	6	9	0	0	66	31	0.85	1.07
Travisso	KB Home	LN		DTMJ	422	0	5	8	0	0	36	4	0.45	0.14
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	7	5	0	0	11	11	1.18	1.18
Bordeaux II at Vineyard Parke	Lennar	LN	New	DTMJ	148	4	2	15	2	0	2	2	14.00	14.00
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	1	15	3	0	8	8	1.51	1.51
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	0	0	0	138	38	0.96	1.31
Cornerstone Commons	Meritage	LN		DTMJ	83	0	5	5	1	1	35	21	0.53	0.72
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	5	9	1	0	49	29	0.74	1.00
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	3	11	1	0	28	22	0.47	0.76
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	3	27	3	0	20	19	0.57	0.66
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	6	6	2	0	79	19	0.73	0.66
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	3	8	1	0	31	14	0.43	0.48
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	5	27	0	0	47	41	0.87	1.41
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	1	16	1	0	29	27	0.80	0.93
Madeira Ranch - Homestead	Taylor Morrison TSO	LN		DTMJ	121	0	TSO	13	2	0	35	30	0.96	1.03
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	6	11	1	1	18	13	0.50	0.45
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	1	12	1	0	26	21	0.72	0.72
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	2	19	0	0	45	25	1.15	0.86
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	4	3	34	2	0	41	33	1.04	1.14
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	2	26	1	0	33	26	0.84	0.90
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	1	5	0	0	2	2	0.39	0.39
Wildhawk South- Latitude	Taylor Morrison	SO		DTMJ	152	0	5	15	0	0	14	14	2.72	2.72
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	5	15	1	0	68	25	0.67	0.86
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	3	0	0	70	21	0.63	0.72
TOTALS: No. Reporting: 29		Avg. Sales: 0.86			Traffic to Sales: 18 : 1			102	491	27	2	1125	607	Net: 25

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19										
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	5	3	0	0	41	2	0.28	0.07	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	4	24	0	0	17	17	1.05	1.05	
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	6	7	0	0	137	18	0.63	0.62	
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	6	0	0	21	13	0.43	0.45	
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	5	19	0	0	12	6	0.23	0.21	
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	5	4	0	0	39	11	0.50	0.38	
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	4	7	2	0	22	21	0.52	0.72	
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	2	9	0	0	44	16	0.56	0.55	
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	11	6	2	0	59	17	0.75	0.59	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	6	0	0	70	5	0.51	0.17	
Viridian	Lennar	RO		DTST	185	0	2	2	0	0	183	12	0.86	0.41	
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	4	49	2	0	10	7	0.18	0.24	
Ban (Village 8) at Premier Montelena	Premier Homes TSO	RO		DTMJ	81	0	TSO	0	0	0	21	7	0.33	0.24	
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	4	13	0	0	15	13	0.23	0.45	
Ascent at Montelena	Pulte	RO		DTMJ	127	0	2	10	2	0	24	19	0.57	0.66	
Solis at Montelena	Pulte	RO		DTMJ	55	0	6	14	0	0	4	1	0.08	0.03	
Vista at Montelena	Pulte	RO		DTMJ	38	0	5	13	0	0	17	13	0.34	0.45	
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	6	31	2	0	50	30	0.69	1.03	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	5	8	0	0	160	17	0.79	0.59	
TOTALS: No. Reporting: 19					Avg. Sales: 0.53			Traffic to Sales: 23 : 1	82	231	10	0	946	245	Net: 10

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

North Sacramento					Projects Participating: 15										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Artisan - The Cove	Beazer	SO		DTST	145	0	1	2	0	0	130	9	0.66	0.31	
Edgeview - The Cove	Beazer	SO		ATST	156	0	3	1	0	0	145	23	0.90	0.79	
Westward - The Cove	Beazer	SO		DTST	122	0	1	3	1	0	98	19	0.57	0.66	
Windrow - The Cove	Beazer	SO		DTST	167	0	1	3	0	0	153	20	0.79	0.69	
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	3	10	2	0	139	49	0.94	1.69	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	0	4	5	0	0	144	52	0.98	1.79	
Northlake - Atla	Lennar	SO		DTMJ	116	0	2	10	2	0	112	28	0.85	0.97	
Northlake - Bleau	Lennar	SO		DTMJ	236	0	3	10	2	1	118	33	0.90	1.14	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	5	0	0	96	17	0.73	0.59	
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	5	1	0	107	33	0.87	1.14	
Northlake - Lakelet	Lennar TSO	SO		DTMJ	134	0	TSO	10	2	0	111	33	0.85	1.14	
Northlake - Shor	Lennar	SO		DTMJ	140	0	7	5	0	1	119	34	0.91	1.17	
Northlake - Watersyde	Lennar TSO	SO		DTMJ	127	0	TSO	15	3	0	107	23	0.82	0.79	
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	4	5	0	0	104	18	0.79	0.62	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	1	10	2	0	86	39	0.85	1.34	
TOTALS: No. Reporting: 15					Avg. Sales: 0.87			Traffic to Sales: 7 : 1	34	99	15	2	1769	430	Net: 13

Qty Codes: SO = Sacramento, AO = Antelope

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18												
Folsom Area					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			
Sycamore Creek	JMC	FM		DTMJ	44	0	3	0	0	0	41	0	0.30	0.00			
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	1	3	0	0	108	9	0.91	0.31			
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	4	10	2	0	58	48	0.90	1.66			
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	3	5	1	0	36	22	0.56	0.76			
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	4	10	2	0	43	23	0.70	0.79			
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	5	0	0	115	35	0.90	1.21			
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	0	6	5	0	0	1	1	0.10	0.10			
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	0	7	5	0	1	5	5	0.41	0.41			
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	7	7	0	0	64	26	0.55	0.90			
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	1	0	0	40	17	0.46	0.59			
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	3	14	1	0	35	33	1.05	1.14			
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	3	15	2	0	27	27	0.81	0.93			
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	4	8	0	0	21	21	0.63	0.72			
Silver Crest at Russell Ranch	The New Home Co S/O	FM		DTMJ	108	0	S/O	12	1	0	108	9	0.61	0.31			
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	19	3	1	37	37	1.67	1.67			
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	4	44	1	0	31	18	0.54	0.62			
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	0	3	19	2	0	32	32	1.45	1.45			
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	4	44	1	0	36	23	0.63	0.79			
TOTALS: No. Reporting: 18					Avg. Sales: 0.78				Traffic to Sales: 14 : 1		63	226	16	2	838	386	Net: 14
City Codes: FM = Folsom																	

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	Avg. Sls /Week	Avg. Sls /YTD			
Revere	Blue Mountain	RE		DTMJ	51	0	2	0	0	0	42	9	0.36	0.31			
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	3	10	1	0	101	15	0.64	0.52			
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	3	15	0	0	62	7	0.41	0.24			
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	9	0	0	11	5	0.16	0.17			
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	5	10	0	0	94	35	0.68	1.21			
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	8	5	0	0	263	49	1.04	1.69			
Trento at The Promontory	Lennar	BH		DTMJ	32	0	3	10	0	0	4	4	0.27	0.27			
Ridgeview	The New Home Co	BH		DTMJ	44	0	4	29	0	0	3	3	0.95	0.95			
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	2	4	1	0	43	14	0.47	0.48			
TOTALS: No. Reporting: 9					Avg. Sales: 0.22				Traffic to Sales: 46 : 1		33	92	2	0	623	141	Net: 2
City Codes: RE = Rescue, BH = El Dorado Hills																	

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Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	5	45	0	0	12	12	0.54	0.54
Verrado at Solaire	Beazer	R/V		DTMJ	76	0	1	3	0	0	73	14	0.67	0.48
Harvest	Black Pine	LM		DTMJ	22	0	5	18	1	0	14	14	1.36	1.36
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	0	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	6	0	0	34	11	0.34	0.38
Balboa II	DR Horton	R/V		DTST	172	0	1	9	5	1	70	59	1.39	2.03
Melrose at Mason Trails	DR Horton	R/V		DTMJ	93	4	5	10	5	0	64	43	1.14	1.48
Turkey Creek Estates	Elliott	LL		DTMJ	240	3	5	21	1	0	56	8	0.52	0.28
Edgefield Place	JMC	R/K		DTMJ	83	0	3	29	2	0	30	17	0.42	0.59
Excelsior Village at Sierra Vista	JMC	R/V		DTMJ	80	0	5	28	0	0	18	15	0.28	0.52
Fairbrook at Fiddymont Farms	JMC	R/V		DTMJ	115	0	7	42	0	0	73	23	0.62	0.79
Meadowbrook at Fiddymont Farms	JMC	R/V		DTMJ	80	0	5	36	0	1	63	14	0.53	0.48
Northbrook at Fiddymont Farm	JMC	R/V		DTST	87	0	4	66	2	0	9	9	0.73	0.73
Palisade Village	JMC	R/V		DTST	307	0	8	40	1	1	283	59	1.42	2.03
Prominence at Whitney Ranch	JMC	R/K		DTMJ	92	0	2	21	0	0	87	12	0.59	0.41
Sagebrook at Fiddymont Farms	JMC	R/V		DTMJ	122	0	4	34	0	0	73	21	0.62	0.72
Sentinel	JMC	R/V		DTST	256	0	5	19	1	0	152	21	0.86	0.72
Tribute Pointe	JMC	R/K		DTMJ	99	0	4	26	0	0	19	11	0.27	0.38
Wrenwood at Whitney Ranch	JMC	R/K		DTMJ	158	0	4	52	1	0	46	33	0.67	1.14
Aspire at Solaire	K Hovnanian	R/V		DTMJ	147	0	3	0	1	0	144	22	0.85	0.76
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	0	0	0	70	5	0.38	0.17
Firefly at Winding Creek	K Hovnanian	R/V		DTMJ	86	0	4	3	0	0	79	9	0.65	0.31
Copper Ridge	KB Home	LL		DTMJ	79	0	4	13	0	0	73	31	0.86	1.07
Cortland at Mason Trails	KB Home	R/V		DTMJ	110	0	4	10	1	0	103	48	1.35	1.66
Morgan Knolls	KB Home	R/V		DTMJ	58	0	5	4	1	0	9	9	0.74	0.74
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	5	0	0	238	21	1.10	0.72
Andorra at Sierra West	Lennar	R/V		DTMJ	193	0	2	20	4	0	139	38	0.95	1.31
Breckenridge at Sierra West	Lennar	R/V		DTMJ	182	0	4	10	2	0	80	35	0.86	1.21
Chantilly at Campus Oaks	Lennar S/O	R/V		DTMJ	86	0	S/O	10	2	0	86	34	0.90	1.17
Covara II at Campus Oaks	Lennar	R/V		DTMJ	112	0	4	5	0	0	105	28	0.78	0.97
Emilia at Heritage Placer Vineyards	Lennar	R/V		DTMJ	257	0	4	10	1	0	83	31	0.82	1.07
Lazio at Heritage Placer Vineyards	Lennar	R/V		AASF	311	0	4	10	0	0	95	45	0.91	1.55
Lumiere at Sierra West	Lennar	R/V		DTMJ	205	0	4	10	1	0	127	29	0.86	1.00
Meribel at Sierra West	Lennar	R/V		DTMJ	167	0	7	5	0	1	130	29	0.87	1.00
Mblise at Heritage Placer Vineyards	Lennar	R/V		DTST	178	0	5	10	1	0	84	36	0.84	1.24
St. Moritz at Sierra	Lennar	R/V		DTMJ	144	0	2	10	2	1	127	30	0.86	1.03
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	3	20	1	0	16	14	0.43	0.48
Windham at Sierra West	Lennar	R/V		DTMJ	105	0	2	20	4	0	91	43	1.08	1.48
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	5	7	1	1	60	31	0.83	1.07
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	1	1	0	82	17	0.72	0.59
Roam at Winding Creek	Meritage	R/V		DTMJ	95	0	3	8	1	0	78	32	0.87	1.10
Premier Soleil	Premier Homes	GB		DTMJ	52	0	4	23	0	0	30	6	0.57	0.21
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	7	1	1	116	27	0.88	0.93
Seasons at Mason Trails	Richmond American	R/V		DTMJ	77	0	4	7	2	0	32	23	0.58	0.79
Seasons at Sierra Vista	Richmond American	R/V		DTMJ	143	0	7	19	0	0	16	15	0.22	0.52

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Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	4	16	2	0	57	25	0.63	0.86	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	4	6	0	0	91	13	0.78	0.45	
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	13	6	1	0	28	22	0.35	0.76	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	8	7	0	1	83	13	0.71	0.45	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	3	6	0	0	87	17	0.75	0.59	
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMU	99	0	6	20	0	1	67	32	1.09	1.10	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMU	96	0	3	1	0	0	89	17	0.54	0.59	
Solaire- Vail	Taylor Morrison	RV		DTMU	74	0	2	0	1	0	68	23	0.90	0.79	
Eureka Grove	The New Home Co	GB		DTMU	72	0	6	9	0	1	66	14	0.69	0.48	
Rocklin Meadows	The New Home Co	TSO	RK	DTMU	27	0	TSO	16	3	0	18	8	0.29	0.28	
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	2	11	0	0	12	12	0.44	0.44	
Summit at Whitney Ranch	Tim Lewis	RK		DTMU	82	0	5	4	1	0	77	3	0.38	0.10	
Illumination at Solaire	TRI Pointe	RV		DTMU	107	0	3	4	0	0	104	29	0.85	1.00	
Radiance at Solaire	TRI Pointe	RV		DTMU	106	0	3	4	1	0	95	28	0.78	0.97	
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	4	6	0	0	20	13	0.41	0.45	
Muscato at Brady Vineyards	Woodside	RV		DTMU	80	0	4	8	0	0	18	16	0.37	0.55	
TOTALS: No. Reporting: 61								Traffic to Sales: 16 : 1	246	876	55	10	4449	1369	Net: 45

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

Nevada County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	2	1	0	0	24	1	0.10	0.03	
TOTALS: No. Reporting: 1								Traffic to Sales: NA	2	1	0	0	24	1	Net: 0

City Codes: GV = Grass Valley

Yolo County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Parkside at The Rivers	Century	WS		DTMU	82	0	3	5	1	0	20	19	0.52	0.66	
Trailside at The Rivers	Century	WS		DTMU	120	0	6	0	0	0	7	7	0.26	0.26	
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	0	5	10	1	0	24	24	0.95	0.95	
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	3	10	0	0	5	5	0.19	0.19	
Orestada	Lennar	WL		DTMU	105	0	3	5	1	0	45	34	0.91	1.17	
Iris	Lennar	WL		DTMU	97	0	2	20	1	0	53	44	0.88	1.52	
Lavender	Lennar	WL		DTMU	78	0	3	5	1	0	38	19	0.69	0.66	
The Hideaway	Meritage	VN		DTMU	148	0	7	12	1	1	61	42	1.05	1.45	
Harvest at Spring Lake	Richmond American	WL		DTMU	84	0	6	2	0	0	70	18	0.59	0.62	
Revival	Tim Lewis	WL		DTST	72	0	3	6	0	0	17	7	0.27	0.24	
TOTALS: No. Reporting: 10								Traffic to Sales: 13 : 1	41	75	6	1	340	219	Net: 5

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

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Amador 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	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	3	17	0	0	19	1	0.19	0.03	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	3	17	0	0	19	1	Net: 0
City Codes: PLY = Plymouth															

Butte County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	0	5	2	0	0	13	12	0.29	0.41	
Sparrow	DR Horton	CO		DTMU	86	0	2	7	2	0	12	8	0.21	0.28	
TOTALS: No. Reporting: 2			Avg. Sales: 1.00					Traffic to Sales: 5 : 1	7	9	2	0	25	20	Net: 2
City Codes: CO = Chico															

Glenn 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	
Ambrosia	DR Horton	OR		DTST	95	0	7	4	0	0	24	23	0.54	0.79	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	7	4	0	0	24	23	Net: 0
City Codes: OR = Orland															

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	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	1	5	1	0	12	11	0.38	0.38	
Magnolia at Shastina Ranch	DR Horton	RD		DTMU	66	0	4	5	1	0	15	15	0.48	0.52	
Ro	DR Horton	RD		DTST	50	0	5	5	0	0	39	23	0.66	0.79	
TOTALS: No. Reporting: 3			Avg. Sales: 0.67					Traffic to Sales: 8 : 1	10	15	2	0	66	49	Net: 2
City Codes: RD = Redding															

Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	4	4	3	2	166	24	0.95	0.83	
TOTALS: No. Reporting: 1			Avg. Sales: 1.00					Traffic to Sales: 1 : 1	4	4	3	2	166	24	Net: 1
City Codes: LO = Live Oak															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Yuba County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	5	24	1	0	17	17	1.05	1.05
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	2	4	1	0	97	6	0.54	0.21
Aspire at Calterra Ranch	K Hovnanian	WH		DTMJ	145	0	4	4	1	0	35	18	0.51	0.62
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	6	10	1	0	70	27	1.00	0.93
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	4	16	1	0	48	44	1.29	1.52
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	5	22	0	0	140	34	0.95	1.17
Seasons at River Oaks	Richmond American	OL		DTST	83	0	1	3	1	0	82	12	0.62	0.41
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	7	8	0	1	120	26	0.79	0.90
TOTALS: No. Reporting: 8		Avg. Sales: 0.63			Traffic to Sales: 15 : 1				34	91	6	1	609	184
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

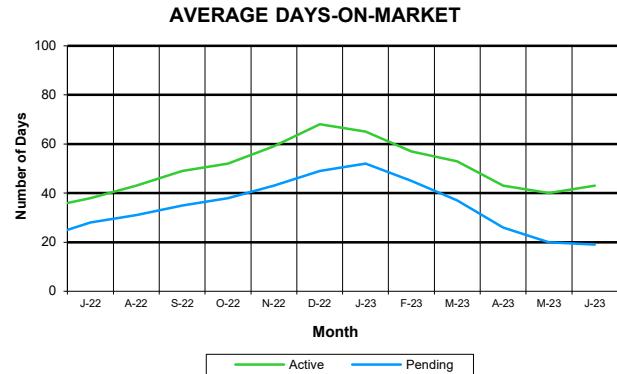
Sacramento			Projects Participating: 178						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 178	Avg. Sales: 0.70	Traffic to Sales: 15 : 1	668	2231	144	20	11023	3699	Net: 124
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

The Ryness Company

Marketing Research Department

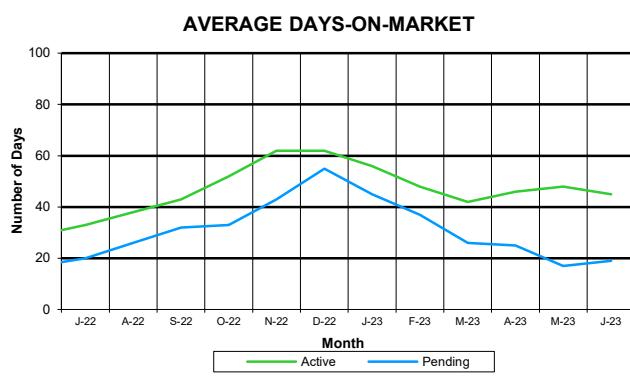
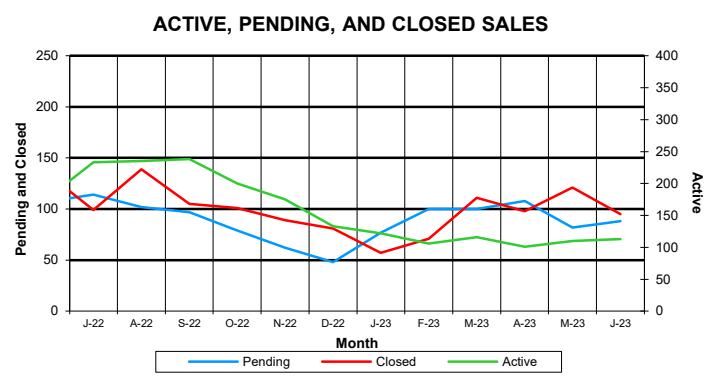
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	1,545	59	508	43	692	552,905
Dec-22	1,127	68	434	49	692	527,696
Jan-23	1,056	65	632	52	496	541,206
Feb-23	861	57	772	45	641	522,077
Mar-23	700	53	778	37	861	555,376
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202



Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	175	62	62	43	89	361,249
Dec-22	133	62	48	55	81	335,177
Jan-23	122	56	77	45	57	374,742
Feb-23	106	48	100	37	71	353,175
Mar-23	116	42	100	26	111	353,878
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013



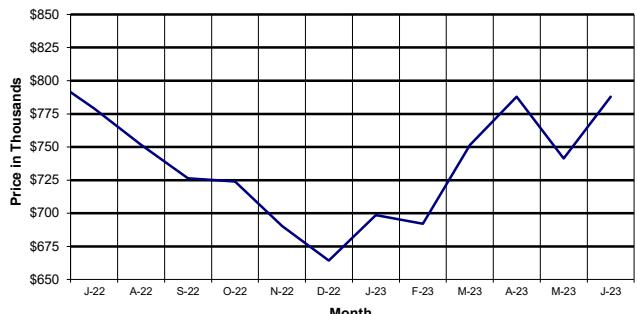
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Marketing Research Department

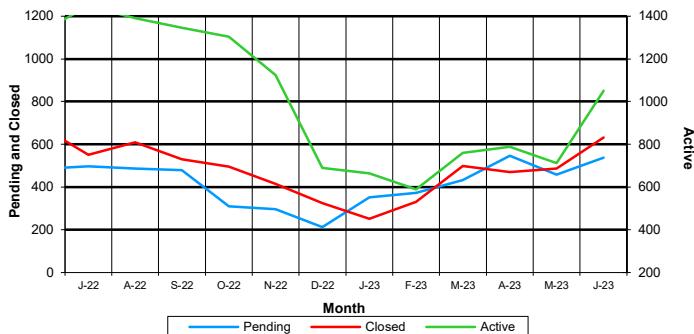
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	1,124	69	296	50	414	690,351
Dec-22	689	76	212	70	324	664,289
Jan-23	663	76	352	55	251	698,682
Feb-23	589	69	372	53	330	692,074
Mar-23	759	70	433	45	498	751,418
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862

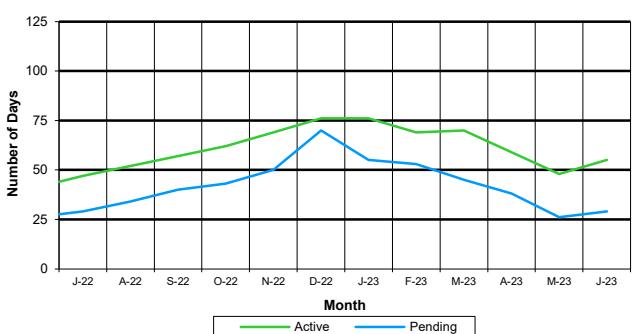
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



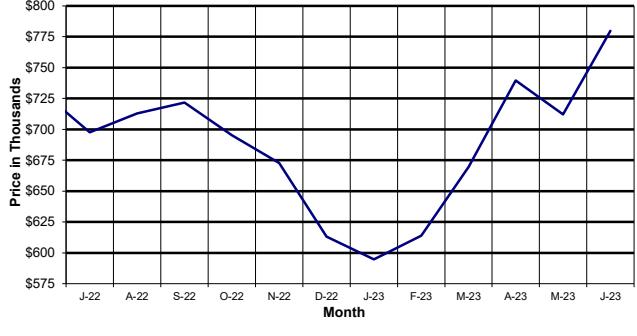
AVERAGE DAYS-ON-MARKET



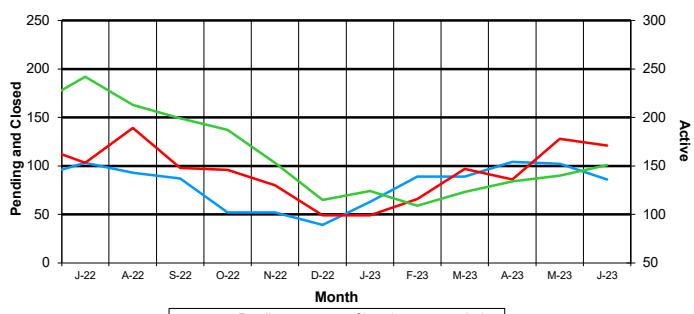
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Nov-22	153	73	52	52	80	672,735
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808
Feb-23	109	67	89	43	66	613,993
Mar-23	123	78	89	34	97	669,686
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

