

THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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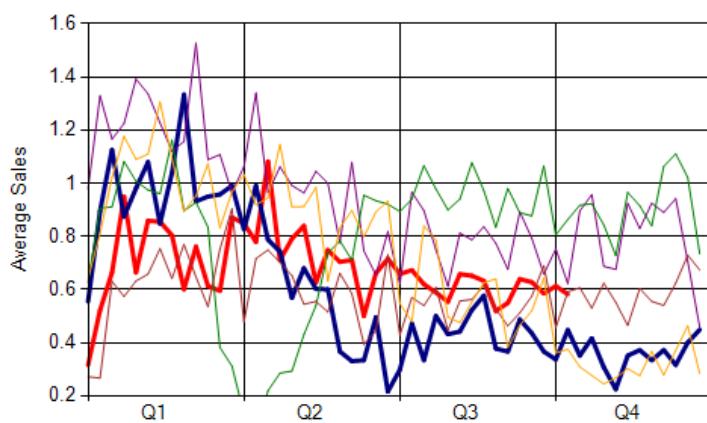


Bay Area Week 41

Ending: Sunday, October 15, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
Alameda		21	235	16	2	14	0.67	0.82	-19%	0.75	-11%	
Contra Costa		26	251	20	1	19	0.73	0.79	-8%	0.69	6%	
Sonoma, Napa		14	92	2	0	2	0.14	0.54	-74%	0.54	-74%	
San Francisco, Marin		3	20	4	0	4	1.33	0.26	423%	0.33	300%	
San Mateo		1	9	0	0	0	0.00	0.52	-100%	0.35	-100%	
Santa Clara		15	138	8	1	7	0.47	0.64	-27%	0.56	-17%	
Monterey, Santa Cruz, San Benito		7	82	6	0	6	0.86	0.59	45%	0.55	57%	
Solano		23	152	12	0	12	0.52	0.67	-22%	0.53	-1%	
Current Week Totals	Traffic : Sales	14:1	110	979	68	4	64	0.58	0.68	-15%	0.61	-4%
Per Project Average				9	0.62	0.04	0.58					
Year Ago - 10/16/2022	Traffic : Sales	18:1	114	1143	63	12	51	0.45	0.64	-30%	0.43	3%
% Change				-4%	-14%	8%	-67%	25%	30%	6%	40%	

52 Weeks Comparison



Year to Date Averages Through Week 41

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	125	27	0.90	0.09	0.81	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.89	0.11	0.78	0.80
■	2021	116	14	1.04	0.07	0.97	0.93
■	2022	105	11	0.76	0.12	0.64	0.58
■	2023	112	12	0.76	0.08	0.68	0.68
% Change:		6%	6%	0%	-36%	6%	18%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary					
CONV	RATE 6.79%	APR 7.15%	Homebuilder pessimism deepened this month as mortgage rates reached 23-year highs. But the downcast outlook may not be shared equally among developers. More builders classified housing conditions as poor rather than good in October, according to a monthly sentiment index from the National Association of Home Builders and Wells Fargo Housing. The index reading dropped to 40 from a downwardly revised 44 in September, marking the second straight month it fell below the crucial break-even measure of 50 - and the lowest point since January. While the results underscore the chilling effect rising mortgage rates are having on housing activity, the index may not reflect the experiences of the largest builders, which are better capitalized to take advantage of the odd dynamics in the market. "The tone will be pessimistic, but I would say it is a better indicator for small to mid-sized builders," Jody Kahn, a senior vice president of research and surveys at John Burns Research and Consulting, told Yahoo Finance before the index was released. "It's about the haves and have-nots when it comes to capital." Source: Janna Herron Editor Yahoo Finance					
FHA	6.75%	6.89%						
10 Yr Yield	4.72%							
								

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13									
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	3	35	0	0	6	6	0.27	0.27
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	6	35	0	0	6	6	0.27	0.27
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	6	1	0	103	46	1.00	1.12
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	4	9	1	0	42	42	1.10	1.10
Chroma at Innovation	Lennar	FR		ATMU	146	7	6	7	6	1	108	51	1.46	1.24
Lumiere at Innovation	Lennar	FR		ATMU	156	0	5	7	0	0	104	50	1.05	1.22
Matrix at Innovation	Lennar	FR		ATMU	104	0	4	6	1	0	64	29	0.60	0.71
Vista at Bridgewater	Lennar	NK		DTMU	72	0	4	9	1	0	24	24	0.79	0.79
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMU	37	2	TSO	8	2	0	20	20	0.82	0.82
Compass at Bay37	Pulte	AL		ATMU	93	0	4	6	0	0	75	19	0.52	0.46
Lookout at Bay37	Pulte	AL		ATMU	138	3	6	4	1	0	76	38	0.53	0.93
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	3	7	0	0	122	31	0.52	0.76
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	6	1	0	0	90	19	0.51	0.46
TOTALS: No. Reporting: 13			Avg. Sales: 0.92		Traffic to Sales: 11 : 1				55	140	13	1	840	381
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbey at Boulevard	Brookfield TSO	DB		ATMU	60	0	TSO	8	0	0	50	50	1.65	1.65
Ivy at Boulevard	Brookfield	DB		DTMU	62	0	5	26	0	0	23	23	1.63	1.63
Melrose at Boulevard	Brookfield	DB		DTMU	75	0	2	12	1	0	73	37	0.94	0.90
Avalon at Boulevard	Lennar TSO	DB		ATMU	90	0	TSO	12	2	1	11	11	1.07	1.07
Gramercy at the Boulevard	Lennar	DB	New	ATMU	102	4	4	5	0	0	0	0	0.00	0.00
Lombard at Boulevard	Lennar	DB		DTMU	100	0	5	32	0	0	58	38	0.78	0.93
Venice at Boulevard	Lennar	DB		ATMU	91	0	8	0	0	0	76	45	1.02	1.10
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	0	0	0	5	5	0.13	0.13
TOTALS: No. Reporting: 8			Avg. Sales: 0.25		Traffic to Sales: 32 : 1				25	95	3	1	296	209
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMU	34	2	5	5	0	0	29	21	0.32	0.51
Woodbury Highlands	Davidon	LF		ATMU	99	0	20	7	0	0	54	25	0.34	0.61
Penny Lane	Trumark	CN		ATMU	70	0	4	3	0	0	16	16	0.48	0.48
TOTALS: No. Reporting: 3			Avg. Sales: 0.00		Traffic to Sales: NA				29	15	0	0	99	62
City Codes: PH = Pleasant Hill, LF = Lafayette, CN = Concord														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4										
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Magee Preserve	Davidon	DN		DTMJ	69	0	5	26	1	0	20	20	0.52	0.52	
Hillcrest at The Preserve	Lennar	SR		ATMJ	104	0	3	1	0	0	1	1	0.19	0.19	
City Village - Towns	SummerHill	SR		ATMJ	116	0	1	19	4	0	6	6	3.23	3.23	
City Village -Courts	SummerHill	SR		DTMJ	154	0	2	18	0	0	8	8	2.43	2.43	
TOTALS: No. Reporting: 4					Avg. Sales: 1.25			Traffic to Sales: 13 : 1	11	64	5	0	35	35	Net: 5
City Codes: DN = Danville, SR = San Ramon															

West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMJ	94	0	3	5	0	0	5	5	0.15	0.15	
TOTALS: No. Reporting: 1					Avg. Sales: 0.00			Traffic to Sales: NA	3	5	0	0	5	5	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	Avg. Sls /Week	Avg. Sls /YTD	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	8	16	1	0	274	29	0.86	0.71	
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	11	14	1	0	121	28	0.78	0.68	
Luca at Aviano	DeNova	AN		DTMJ	194	0	5	24	0	0	156	51	1.37	1.24	
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	7	1	0	0	12	12	0.62	0.62	
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	0	4	7	0	0	14	14	0.73	0.73	
Luna at Aviano	Lennar	AN		DTMJ	102	3	4	1	3	1	98	50	1.00	1.22	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	3	1	0	0	104	44	1.06	1.07	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	0	7	3	0	0	123	37	0.80	0.90	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	0	2	3	2	0	79	35	0.67	0.85	
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	6	8	1	0	85	56	1.09	1.37	
Shine at Cielo	TRI Pointe	AN		DTMJ	137	4	5	8	2	0	82	53	1.05	1.29	
TOTALS: No. Reporting: 11					Avg. Sales: 0.82			Traffic to Sales: 9 : 1	62	86	10	1	1148	409	Net: 9
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMJ	104	0	3	13	0	0	101	14	0.47	0.34	
Chandler	Brookfield	BT		DTMJ	160	0	9	10	2	0	121	53	1.08	1.29	
Cypress Crossings	KB Home	OY		DTMJ	98	0	5	30	1	0	51	40	0.79	0.98	
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	3	4	3	2	0	100	43	1.16	1.05	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	6	10	0	0	8	8	0.26	0.26	
Parkside	Richmond American	BT		DTMJ	34	0	4	5	0	0	13	13	0.58	0.58	
Orchard Trails	Shea	BT		DTMJ	78	0	1	10	0	0	52	16	0.51	0.39	
TOTALS: No. Reporting: 7					Avg. Sales: 0.71			Traffic to Sales: 16 : 1	32	81	5	0	446	187	Net: 5
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 Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Makenna	DeNova	PET		DTMJ	36	0	1	1	0	0	35	28	0.65	0.68	
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	4	3	0	0	55	51	1.16	1.24	
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	5	4	0	0	37	37	1.26	1.26	
Willow at University District	DR Horton	RP		DTMJ	128	0	2	13	0	0	93	52	1.10	1.27	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	3	5	9	1	0	62	23	0.54	0.56	
Aspect	Lafferty	PET		DTMJ	18	0	2	3	1	0	16	1	0.07	0.02	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	2	3	0	0	24	15	0.34	0.37	
Seasons at University District	Richmond American	RP		DTMJ	52	0	12	9	0	0	34	14	0.40	0.34	
Meadow Creek II	Ryder	SR		DTMJ	30	0	3	12	0	0	12	12	0.47	0.47	
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	1	0	0	101	16	0.66	0.39	
City 44	W Marketing	SR		ATMJ	44	0	15	2	0	0	29	6	0.26	0.15	
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	15	0	0	22	12	0.35	0.29	
Paseo Vista	W Marketing	SR		DTST	128	0	1	2	0	0	68	5	0.22	0.12	
Portello	W Marketing	WD		DTMJ	68	0	1	15	0	0	28	19	0.45	0.46	
TOTALS: No. Reporting: 14		Avg. Sales: 0.14			Traffic to Sales: 46 : 1				58	92	2	0	616	291	Net: 2
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor															

Marin County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Verandah	Landsea	NV		ATMJ	80	0	8	4	1	0	53	21	0.47	0.51	
The Strand	Trumark	SN		DTMJ	32	0	6	7	2	0	16	7	0.16	0.17	
TOTALS: No. Reporting: 2		Avg. Sales: 1.50			Traffic to Sales: 4 : 1				14	11	3	0	69	28	Net: 3
City Codes: NV = Novato, SN = San Rafael															

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	7	9	1	0	26	11	0.19	0.27	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 9 : 1				7	9	1	0	26	11	Net: 1
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Laguna Vista	SummerHill	FC		ATMJ	70	0	7	9	0	0	38	13	0.46	0.32	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				7	9	0	0	38	13	Net: 0
City Codes: FC = Foster City															

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Santa Clara County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Andalusia	Dividend	MH		ATMU	46	0	4	3	1	0	42	23	0.56	0.56
Summerstone	DR Horton	GL		DTST	29	3	4	5	1	0	2	2	0.93	0.93
Ascent at Glen Loma Ranch	KB Home	SIO		ATMU	124	0	S/O	5	0	0	124	53	1.24	1.29
Lavender	Landsea	SV		ATMU	128	0	2	36	3	0	88	41	0.84	1.00
Anza at Agrihood	Pulte	SC		ATMU	36	0	3	6	0	1	30	30	0.78	0.78
Avenue at Central	Pulte	SJ		ATMU	158	0	4	9	0	0	2	2	0.38	0.38
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	8	0.34	0.20
Plaza at Central	Pulte	SJ		ATMU	90	0	4	9	0	0	56	27	0.94	0.66
The Elms	Pulte	ST		ATMU	90	0	4	5	0	0	0	0	0.00	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	12	0	0	52	5	0.46	0.12
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	7	11	0	0	63	19	0.50	0.46
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	4	12	1	0	58	21	0.46	0.51
Verano	SummerHill	MV		ATMU	115	0	2	10	0	0	64	52	1.16	1.27
Arroyo Village	Taylor Morrison	CP		ATMU	88	2	8	8	1	0	8	8	0.44	0.44
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	4	N/A	0	0	10	10	0.58	0.58
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	5	N/A	0	0	23	20	0.36	0.49
Jasper	Trumark	MH		ATMU	101	1	4	7	1	0	45	24	0.52	0.59
TOTALS: No. Reporting: 15		Avg. Sales: 0.47			Traffic to Sales: 17 : 1			67	138	8	1	692	345	Net: 7

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Promontory at Ridgemark	Century	HO		DTMU	90	3	5	19	2	0	36	32	0.63	0.78
Highbrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	6	16	1	0	12	12	0.59	0.59
Serenity V	Legacy	HO	Rsv's	DTMU	31	0	9	14	0	0	14	14	0.31	0.34
Elderberry	Lennar	HO		DTMU	66	0	5	12	0	0	28	26	0.58	0.63
Laurel	Lennar	HO		DTMU	67	0	3	12	2	0	29	27	0.60	0.66
Beach House II at the Dunes	Shea	MA		DTMU	92	0	1	5	1	0	88	15	0.76	0.37
Enclave, The	Shea	SS		DTMU	61	0	3	4	0	0	50	10	0.40	0.24
TOTALS: No. Reporting: 7		Avg. Sales: 0.86			Traffic to Sales: 14 : 1			32	82	6	0	257	136	Net: 6

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

Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	2	6	0	0	50	50	1.91	1.91
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			2	6	0	0	50	50	Net: 0

City Codes: VL = Vallejo

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
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	6	9	0	0	24	16	0.31	0.39
Lakeside at One Lake	Brookfield	FF		ATMU	58	2	9	11	0	0	23	7	0.30	0.17
Meridian	Century	SU	New	DTMU	71	4	4	3	0	0	0	0	0.00	0.00
Monte Verde	Century	FF		DTMU	124	4	4	17	3	0	84	52	1.18	1.27
Luminescence at Liberty	DeNova	RV		AASF	311	0	3	9	1	0	117	42	0.99	1.02
One56 at One Lake	DeNova	FF		DTMU	56	0	1	6	0	0	55	36	0.83	0.88
Iris at The Villages	DR Horton	FF		DTMU	119	3	4	12	2	0	46	44	1.02	1.07
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	5	6	1	0	32	26	0.49	0.63
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	5	4	0	0	26	21	0.40	0.51
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	3	7	1	0	3	3	0.57	0.57
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	2	7	0	0	0	0	0.00	0.00
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	3	4	4	1	0	82	33	0.81	0.80
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	4	4	0	0	57	44	0.72	1.07
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	5	4	0	0	42	25	0.52	0.61
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	3	5	2	2	0	52	28	0.48	0.68
Seasons at Homestead	Richmond American	DX		DTMU	85	0	3	5	0	0	38	27	0.47	0.66
Sutton at Parklane	Richmond American	DX		DTMU	121	0	7	4	0	0	81	25	0.61	0.61
Carmello at Roberts Ranch	Taylor Morrison TSO	VC		DTMU	74	0	TSO	2	0	0	73	25	0.88	0.61
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	5	9	0	0	123	32	0.82	0.78
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	4	7	1	0	5	5	0.31	0.31
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	2	7	0	0	94	12	0.61	0.29
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	4	7	0	0	81	22	0.59	0.54
TOTALS: No. Reporting: 22		Avg. Sales: 0.55			Traffic to Sales: 12 : 1			89	146	12	0	1138	525	Net: 12

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

Bay Area			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: 110		Avg. Sales: 0.58		Traffic to Sales: 14 : 1	493	979	68	4	5755	2687	Net: 64
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											



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

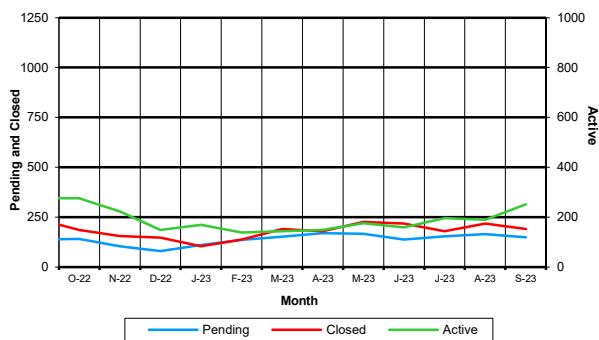
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

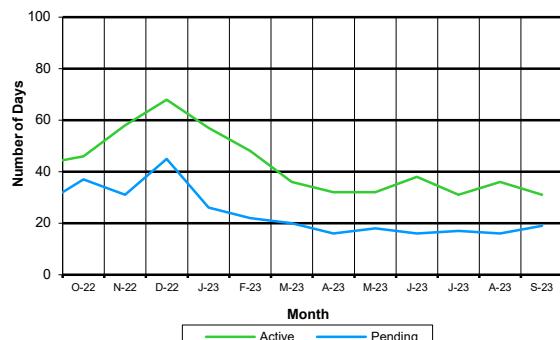
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-23	138	48	136	22	872,019
Mar-23	144	36	152	20	945,540
Apr-23	149	32	170	16	946,572
May-23	175	32	166	18	951,831
Jun-23	159	38	138	16	974,093
Jul-23	196	31	154	17	967,776
Aug-23	190	36	164	16	970,602
Sep-23	251	31	148	19	1,011,696



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

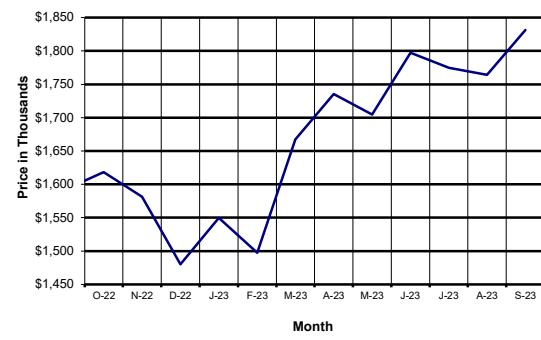


San Jose Metro SFD Monthly MLS Survey

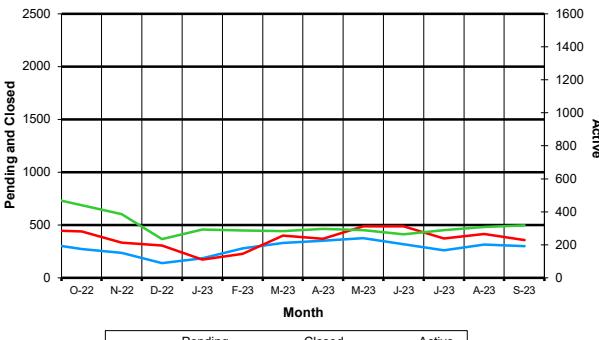
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Feb-23	286	53	280	22	1,497,535
Mar-23	283	52	331	16	1,667,106
Apr-23	296	43	352	18	1,735,317
May-23	288	42	376	14	1,704,839
Jun-23	264	48	319	14	1,797,340
Jul-23	288	45	261	16	1,774,713
Aug-23	309	40	315	17	1,764,333
Sep-23	317	43	301	16	1,831,146

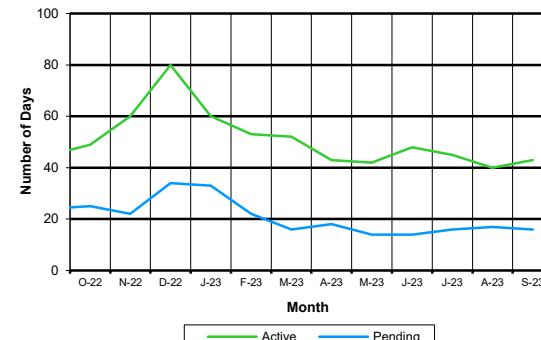
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





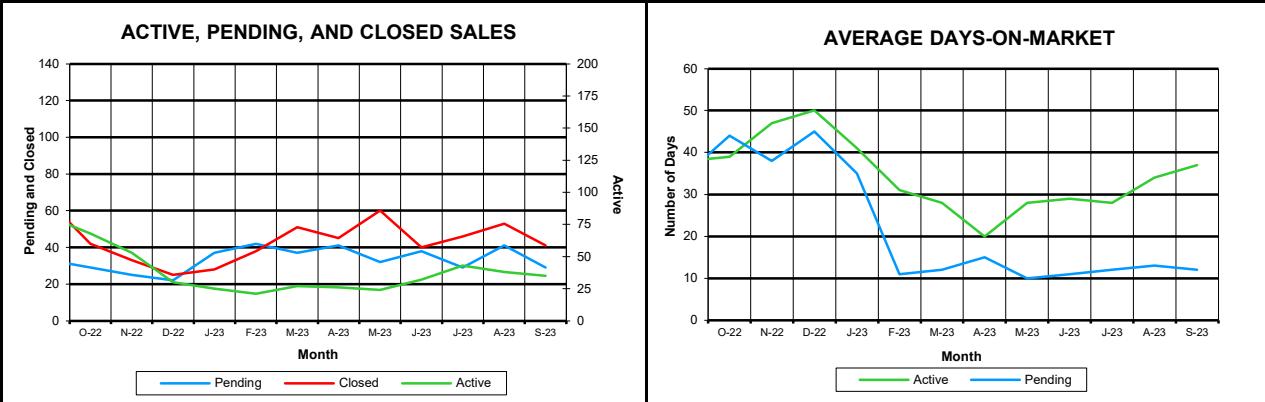
The Ryness Company

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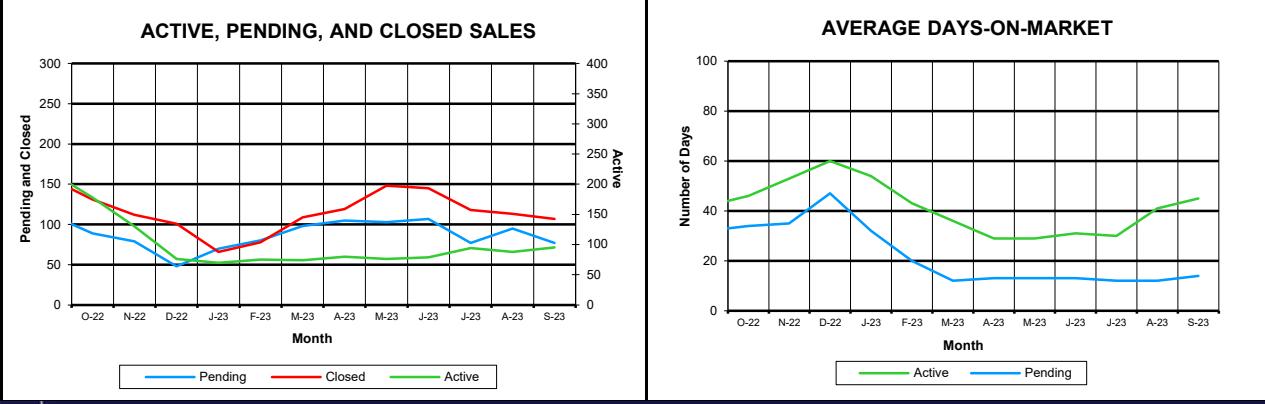
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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



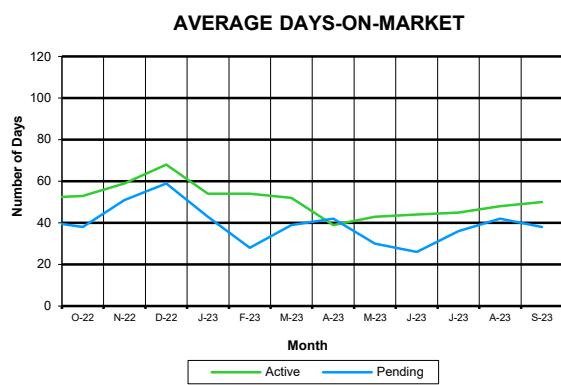


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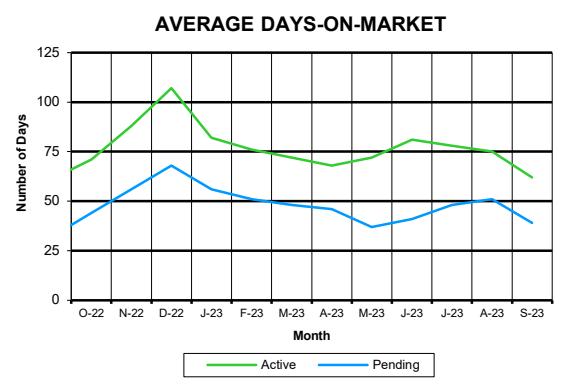
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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



San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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





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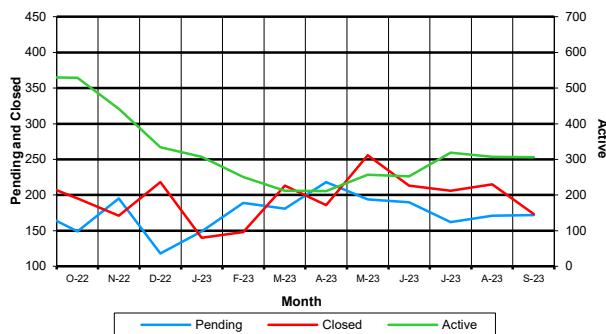
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

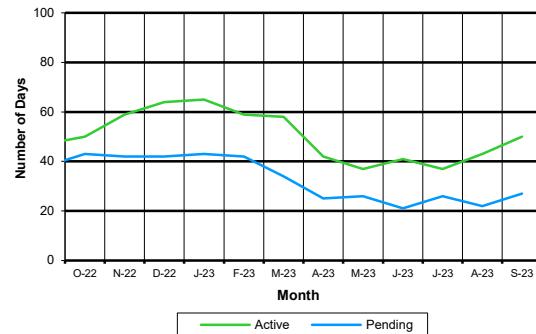
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Feb-23	251	59	189	42	148	669,616
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238
Jul-23	319	37	162	26	206	726,365
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314



ACTIVE, PENDING, AND CLOSED SALES



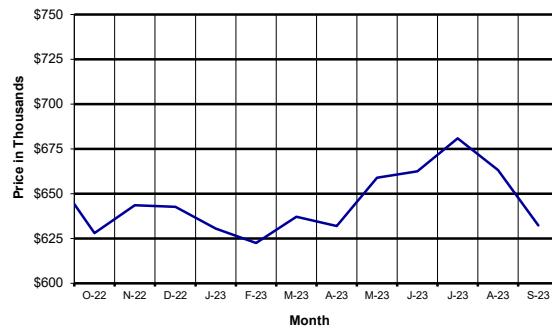
AVERAGE DAYS-ON-MARKET



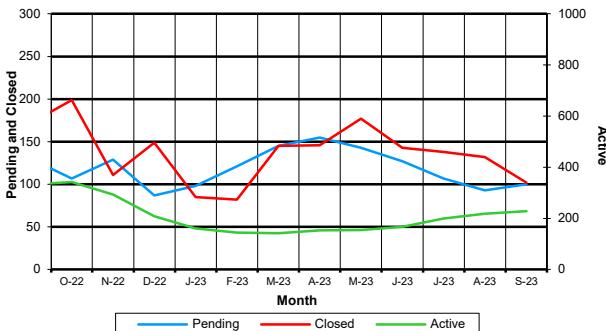
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
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

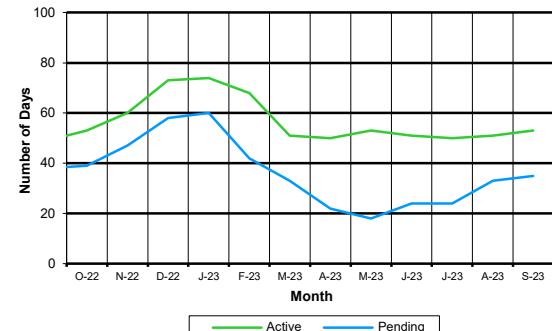
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



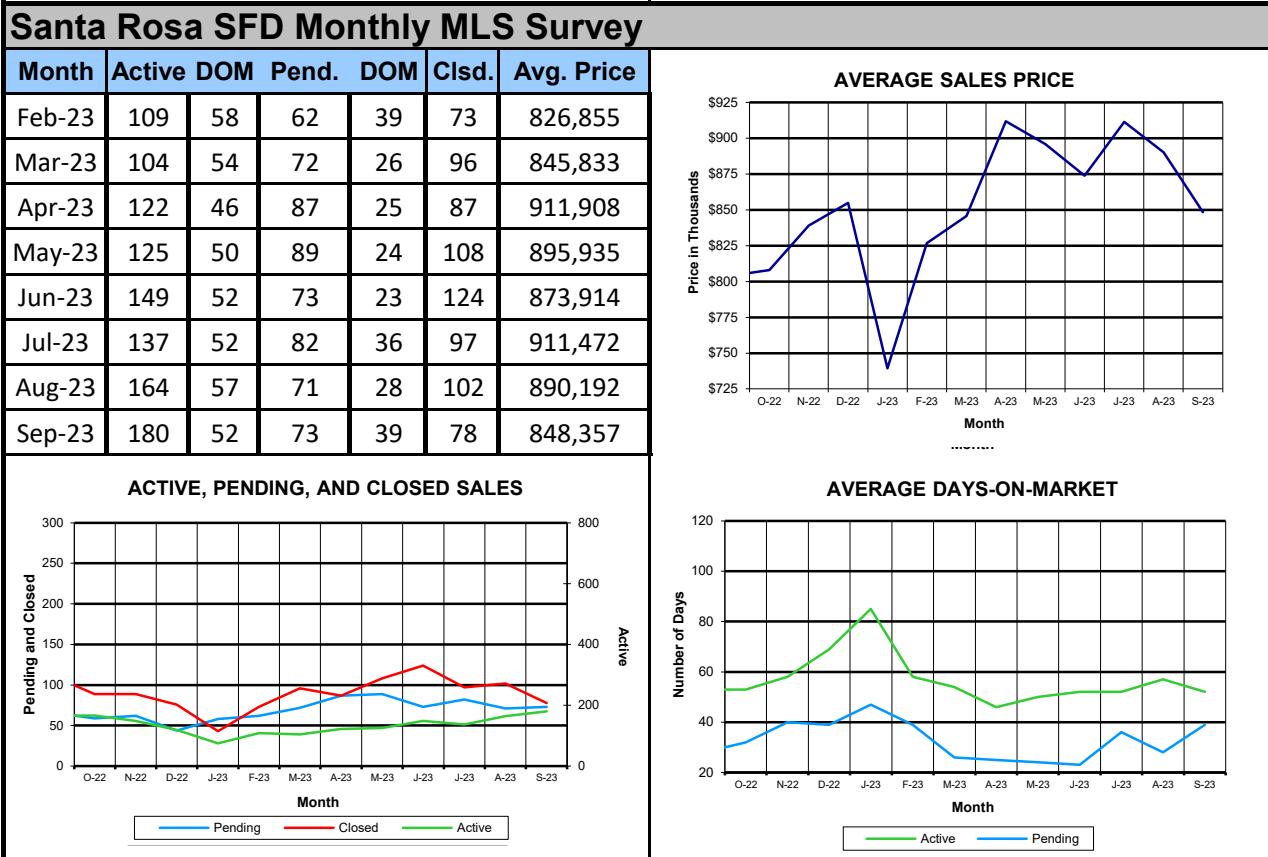
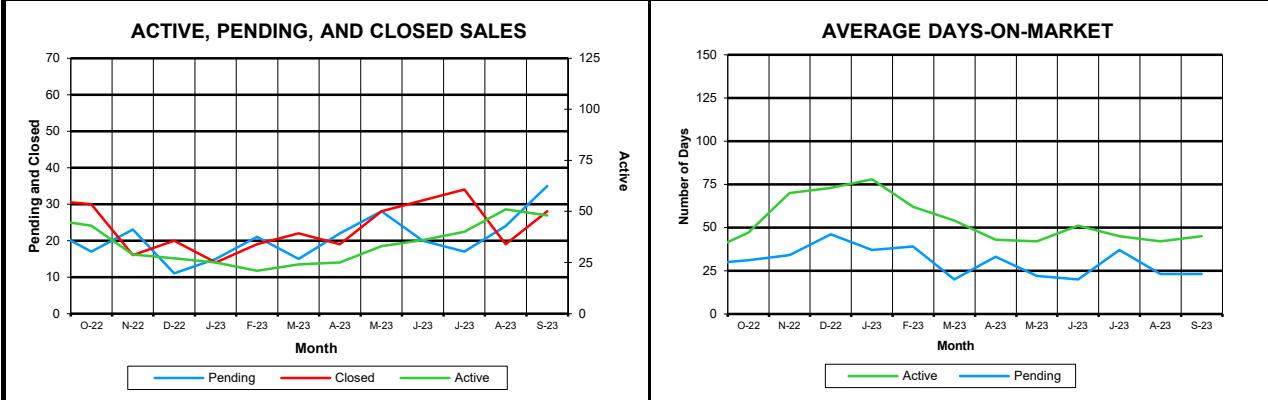


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Marketing Research Department

Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Feb-23	21	62	21	528,164
Mar-23	24	54	15	567,931
Apr-23	25	43	22	524,184
May-23	33	42	28	603,261
Jun-23	36	51	20	572,659
Jul-23	40	45	17	585,594
Aug-23	51	42	24	652,983
Sep-23	48	45	35	535,259



THE RYNESSE REPORT

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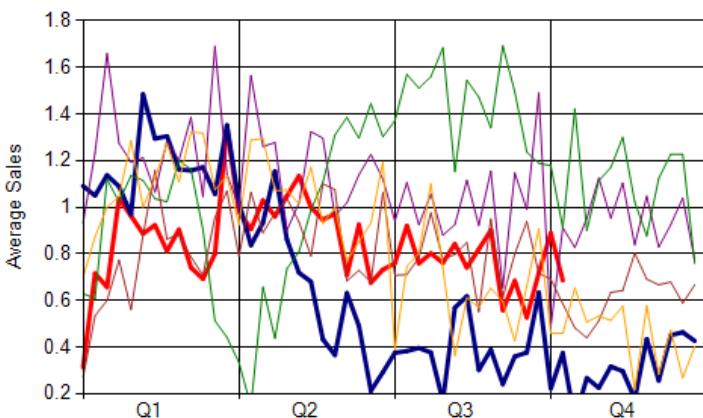
Central Valley

Week 41

Ending: Sunday, October 15, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
Tracy/Mountain House		9	74	8	1	7	0.78	0.99	-21%	0.84	-7%	
San Joaquin County		44	461	30	4	26	0.59	0.80	-26%	0.71	-17%	
Stanislaus County		9	36	2	2	0	0.00	0.58	-100%	0.50	-100%	
Merced County		10	73	8	0	8	0.80	0.82	-2%	0.90	-11%	
Madera County		8	58	7	1	6	0.75	0.69	8%	0.57	31%	
Fresno County		28	527	38	11	27	0.96	0.97	0%	0.90	7%	
Current Week Totals	Traffic : Sales	13 : 1	108	1229	93	19	74	0.69	0.83	-18%	0.76	-10%
Per Project Average				11	0.86	0.18	0.69					
Year Ago - 10/16/2022	Traffic : Sales	18 : 1	99	1093	61	24	37	0.37	0.73	-49%	0.39	-3%
% Change			9%	12%	52%	-21%	100%	83%	14%		97%	

52 Weeks Comparison



Year to Date Averages Through Week 41

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	69	22	1.07	0.17	0.90	0.80
■	2019	78	23	0.96	0.14	0.81	0.77
■	2020	86	21	1.32	0.20	1.12	1.11
■	2021	105	15	1.24	0.12	1.13	1.09
■	2022	102	13	0.95	0.22	0.73	0.64
■	2023	108	14	0.97	0.14	0.83	0.83
% Change:		7%	3%	3%	-36%	14%	29%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.79%	APR 7.15%	
FHA	6.75%	6.89%	
10 Yr Yield	4.72%		Homebuilder pessimism deepened this month as mortgage rates reached 23-year highs. But the downcast outlook may not be shared equally among developers. More builders classified housing conditions as poor rather than good in October, according to a monthly sentiment index from the National Association of Home Builders and Wells Fargo Housing. The index reading dropped to 40 from a downwardly revised 44 in September, marking the second straight month it fell below the crucial breakeven measure of 50 - and the lowest point since January. While the results underscore the chilling effect rising mortgage rates are having on housing activity, the index may not reflect the experiences of the largest builders, which are better capitalized to take advantage of the odd dynamics in the market. "The tone will be pessimistic, but I would say it is a better indicator for small to mid-sized builders," Jody Kahn, a senior vice president of research and surveys at John Burns Research and Consulting, told Yahoo Finance before the index was released. "It's about the haves and have-nots when it comes to capital." Source: Janna Herron EditorYahoo Finance
			

The Ryness Report

Week Ending
Sunday, October 15, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	2	13	0	0	118	42	1.01	1.02
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	6	4	12	2	0	100	48	1.11	1.17
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	2	4	1	0	34	34	0.89	0.89
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	1	6	2	0	29	29	0.76	0.76
Hillview	Lennar	TH		DTMJ	214	0	4	11	1	1	73	49	1.03	1.20
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	2	2	2	1	0	46	39	0.82	0.95
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	1	8	1	0	46	36	0.88	0.88
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	4	0	0	135	42	0.99	1.02
Langston at Mountain House	Shea	MH		ATMJ	302	0	7	14	0	0	228	57	1.17	1.39
TOTALS: No. Reporting: 9			Avg. Sales: 0.78		Traffic to Sales: 9 : 1				25	74	8	1	809	376
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														Net: 7

Stockton/Lodi					Projects Participating: 8									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	1	1	0	0	106	37	0.81	0.90
The Preserve at Creekside	KB Home	SK		DTMJ	128	0	7	23	0	0	26	26	0.83	0.83
Keys II at Westlake	Lennar	SK		DTMJ	86	0	3	10	2	0	25	23	0.53	0.56
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	5	5	1	0	23	23	0.60	0.60
Waterside at Westlake	Lennar	SK		DTMJ	92	3	4	10	2	0	24	24	0.72	0.72
Westlake	Meritage	SK		DTMJ	84	0	8	5	0	1	72	29	0.87	0.71
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	5	1	0	49	26	0.57	0.63
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	4	5	5	3	1	51	30	0.61	0.73
TOTALS: No. Reporting: 8			Avg. Sales: 0.88		Traffic to Sales: 7 : 1				37	64	9	2	376	218
City Codes: SK = Stockton														Net: 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36									
San Joaquin County					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Griffin Park	Atherton	MN		DTMJ	267	8	3	24	6	0	186	46	1.57	1.12
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	3	5	11	3	0	62	62	1.58	1.58
Yosemite Greens	DR Horton TSO	MN		DTMJ	99	0	TSO	0	0	0	85	62	1.41	1.51
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	6	17	1	0	42	30	0.63	0.73
Balboa at River Islands	Kiper	LP		DTMJ	117	0	4	16	0	0	109	44	0.91	1.07
Freestone	Kiper	MN		DTMJ	60	0	2	2	0	0	58	31	0.68	0.76
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	17	0	0	83	36	0.82	0.88
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	3	2	0	0	126	15	0.32	0.37
Chelsey at The Trails	Lennar	MN		DTMJ	100	3	4	4	1	0	5	5	1.17	1.17
Hawden at The Trails	Lennar	MN		DTMJ	103	0	3	4	0	0	3	3	0.70	0.70
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	4	0	0	165	52	1.19	1.27
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	3	5	20	1	0	122	73	1.14	1.78
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	7	0	0	164	54	1.19	1.32
Laguna at River Islands	Pulte	LP		DTMJ	110	0	4	3	0	0	68	40	0.68	0.98
Sanctuary at River Islands	Pulte	LP		DTMJ	91	2	3	3	1	0	86	44	0.86	1.07
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	93	0	6	13	0	1	87	28	0.83	0.68
The Strand Collection	Raymus	MN	Rsv's	DTMJ	56	0	3	41	0	0	0	0	0.00	0.00
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	8	0	0	38	26	0.49	0.63
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	3	7	1	1	95	23	0.81	0.56
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	7	0	0	3	3	0.16	0.16
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	4	10	1	0	37	24	0.47	0.59
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	7	7	0	0	54	35	0.60	0.85
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	3	3	2	1	0	15	15	0.82	0.82
Villa Ticino	Richmond American	MN		DTMJ	100	0	9	4	0	0	5	5	0.33	0.33
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	2	6	1	0	102	48	1.05	1.17
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	3	44	0	0	79	32	0.74	0.78
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	3	4	6	1	0	34	27	0.50	0.66
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMJ	77	0	5	5	1	0	52	26	0.62	0.63
Avalon at River Islands	Trumark	LP		DTMJ	57	0	2	21	1	0	49	27	0.54	0.66
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	3	5	0	0	57	24	0.67	0.59
Dawn at The Collective	Trumark	MN		AASF	76	0	8	9	0	0	17	12	0.21	0.29
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	7	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	4	8	0	0	35	25	0.41	0.61
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	2	22	0	0	38	32	0.54	0.78
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	4	24	1	0	27	27	0.96	0.96
Avendale	Warmington	MN		DTMJ	49	0	2	7	0	0	40	40	1.28	1.28
TOTALS: No. Reporting: 36			Avg. Sales: 0.53		Traffic to Sales: 19 : 1				137	397	21	2	2228	1076
City Codes: MN = Manteca, LP = Lathrop														

The Ryness Report

Week Ending
Sunday, October 15, 2023

Central Valley

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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	Avg. Sls /Week	Avg. Sls /YTD	
Avalon	Bright	CE		DTMJ	33	0	2	4	0	0	31	23	0.52	0.56	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	2	4	0	0	31	23	Net: 0
City Codes: CE = Ceres															

Stanislaus County					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	5	4	1	1	118	29	0.98	0.71	
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	6	6	0	0	7	7	0.19	0.19	
Acacia at Patterson Ranch	KB Home	PR		DTMJ	80	0	4	3	1	0	18	18	0.93	0.93	
Fieldstone II	KB Home	HG		DTST	50	0	4	0	0	0	44	17	0.57	0.41	
Sycamore at Patterson Ranch	KB Home	PR		DTMJ	75	0	8	4	0	0	0	0	0.00	0.00	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	3	4	6	0	1	184	29	1.02	0.71	
T Street Customs	SCM	NW		DTMJ	10	0	2	2	0	0	3	3	0.05	0.07	
TOTALS: No. Reporting: 7			Avg. Sales: 0.00					Traffic to Sales: 13 : 1	33	25	2	2	374	103	Net: 0
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Turlock					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	
Marcona	Bright	KY		DTMJ	116	0	3	7	0	0	51	35	0.70	0.85	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	3	7	0	0	51	35	Net: 0
City Codes: KY = Keyes															

Merced 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	
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	6	8	1	0	74	36	0.86	0.88	
Lantana	DR Horton	MD		DTMJ	99	0	10	6	0	0	45	42	0.99	1.02	
Monterra VI	DR Horton	MD		DTMJ	61	2	6	14	2	0	42	42	1.60	1.60	
New castle	DR Horton	MD		DTMJ	33	0	3	0	0	0	30	30	1.02	1.02	
Pacheco Pointe III	DR Horton	LB		DTST	81	2	6	12	1	0	10	10	1.59	1.59	
Stoneridge South III	DR Horton	MD		DTMJ	64	4	11	12	4	0	52	52	1.26	1.27	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	15	6	0	0	48	16	0.43	0.39	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	3	8	0	0	62	20	0.59	0.49	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	5	3	0	0	134	26	0.62	0.63	
Villas II, The	Stonefield Home	LB		DTST	191	0	5	4	0	0	101	15	0.71	0.37	
TOTALS: No. Reporting: 10			Avg. Sales: 0.80					Traffic to Sales: 9 : 1	70	73	8	0	598	289	Net: 8
City Codes: LB = Los Banos, MD = Merced															

Development Name	Developer	City Code	Notes	Type	Projects Participating: 10													
Madera County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Greenhills Estates	Century	CW		DTMJ	70	0	5	9	2	0	50	29	0.62	0.71				
Omni	Century	MDA		DTMJ	61	0	6	11	1	0	36	33	0.63	0.80				
Pecan Square	DR Horton	MDA		DTMJ	112	0	6	8	1	0	70	70	1.74	1.71				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	4	8	1	0	20	17	0.37	0.41				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	11	0	0	107	4	0.75	0.10				
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	2	11	2	1	53	53	1.32	1.29				
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.29	0.29				
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	0.48	0.48				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	5	N/A	0	0	24	4	0.17	0.10				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	N/A	0	0	48	8	0.34	0.20				
TOTALS: No. Reporting: 8			Avg. Sales: 0.75		Traffic to Sales: 8 : 1				39	58	7	1	414	224				
City Codes: CW = Chowchilla, MDA = Madera																		
Net: 6																		

The Ryness Report

Week Ending
Sunday, October 15, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 29									
Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMU	182	0	4	7	3	0	85	35	0.82	0.85
The Crossings II	Century	KER		DTMU	104	0	10	7	1	0	94	39	1.09	0.95
Serenade	DR Horton	SAN		DTMU	129	0	7	12	2	3	23	23	0.95	0.95
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.53	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	1	7	0	0	41	11	0.45	0.27
Centrella Estates	KB Home	FR		DTMU	74	0	6	7	0	0	40	40	1.37	1.37
Centrella Villas	KB Home	FR		DTMU	107	0	7	12	2	1	65	41	1.01	1.00
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	9	0	0	26	26	0.96	0.96
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	4	20	0	0	17	17	0.76	0.76
Legacy at Highland	KB Home	CV		DTMU	42	0	4	6	0	0	28	28	0.65	0.68
Catalina Park - Surf	Lennar	FR		DTMU	83	0	4	2	1	2	45	40	1.04	0.98
Daffodil Hill - Clementine	Lennar	FR		DTMU	110	3	4	3	3	0	94	73	1.12	1.78
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	6	6	6	6	1	11	11	0.73	0.73
Heirloom- Orchard Series	Lennar	FR		DTST	66	0	4	2	2	2	28	28	2.11	2.11
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	1	0	0	0	4	4	0.35	0.35
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	2	0	0	0	4	4	0.43	0.43
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	2	0	0	0	3	3	0.23	0.23
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	5	6	91	4	1	57	57	2.02	2.02
Juniper Hills- Solana	Lennar	FR		DTST	77	4	5	110	3	0	62	62	1.58	1.58
Juniper Hills- Surf	Lennar	FR		DTMU	148	3	6	122	2	1	56	54	1.36	1.32
Sterling Acres- Coronet	Lennar S/O	FR		DTMU	96	0	S/O	23	2	0	96	61	1.13	1.49
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	185	0	1	39	7	0	184	146	1.41	3.56
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	8	0	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	3	2	0	0	4	4	0.17	0.17
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	3	31	0	0	62	14	0.37	0.34
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	13	N/A	0	0	40	5	0.24	0.12
Somerset Crossing	Woodside	FO		ATST	99	0	2	5	0	0	59	20	0.44	0.49
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	4	1	0	0	86	2	0.51	0.05
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	2	3	0	0	55	7	0.32	0.17
TOTALS: No. Reporting: 28		Avg. Sales: 0.96			Traffic to Sales: 14 : 1			131	527	38	11	1495	855	Net: 27

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

Central Valley			Projects Participating: 111						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 108	Avg. Sales: 0.69	Traffic to Sales: 13 : 1	477	1229	93	19	6376	3199	Net: 74
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									

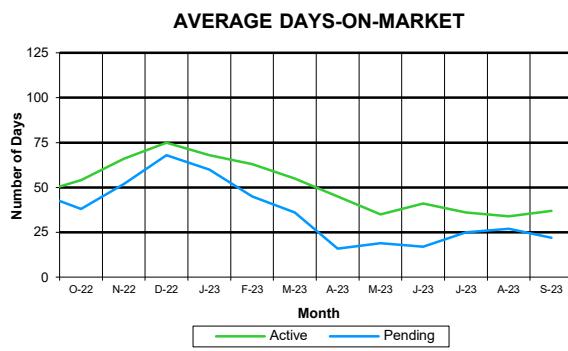
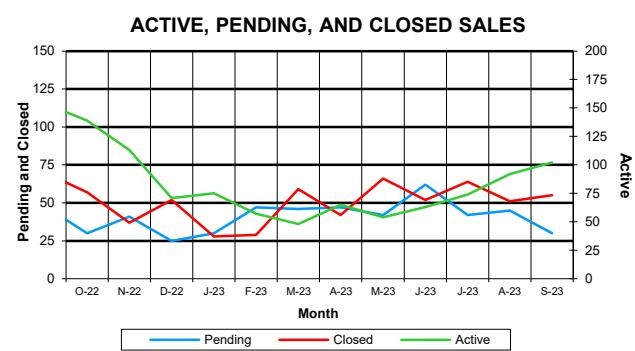


The Ryness Company

Marketing Research Department

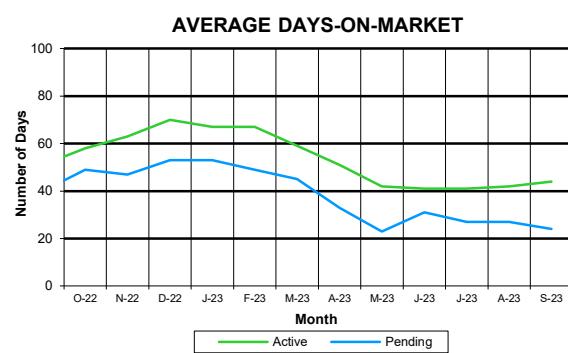
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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



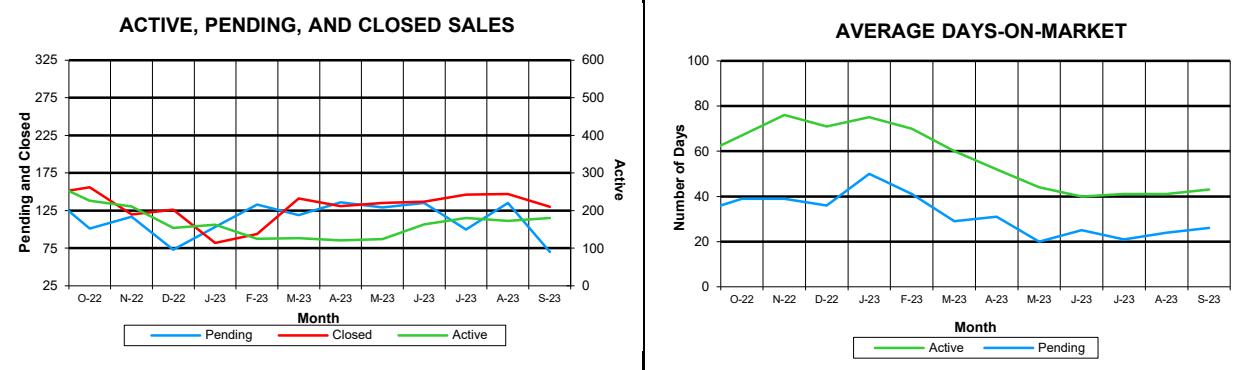


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Marketing Research Department

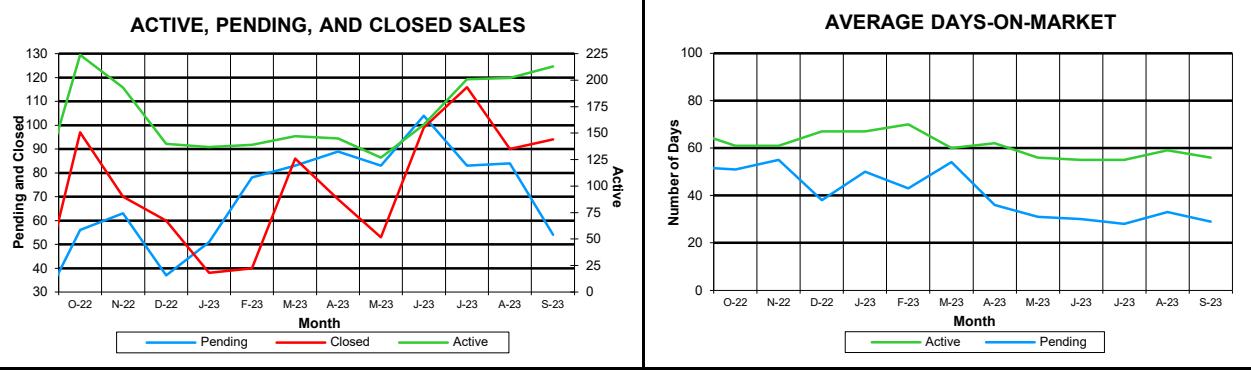
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Feb-23	139	70	78	43	40	353,955
Mar-23	147	60	83	54	86	411,760
Apr-23	145	62	89	36	69	409,223
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
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



THE RYNESSE REPORT

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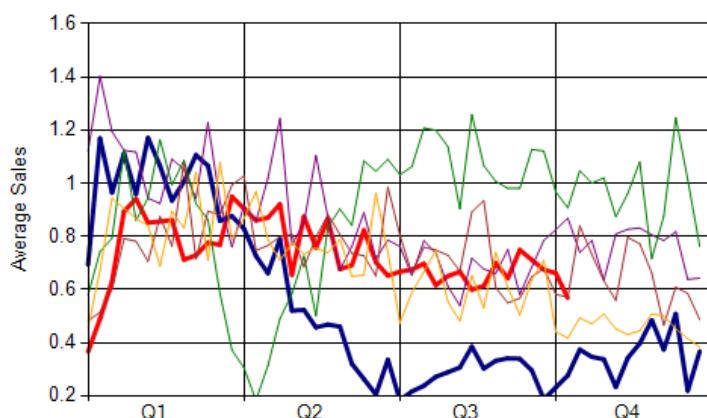
Sacramento

Week 41

Ending: Sunday, October 15, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks. Avg.	Diff.	
								Avg.	Diff.			
South Sacramento		29	406	33	2	31	1.07	0.83	29%	0.82	31%	
Central & North Sacramento		40	268	19	3	16	0.40	0.62	-36%	0.54	-26%	
Folsom		16	211	21	1	20	1.25	0.76	64%	0.58	115%	
El Dorado		9	92	7	1	6	0.67	0.59	14%	0.43	56%	
Placer & Nevada		58	611	32	12	20	0.34	0.78	-56%	0.72	-52%	
Yolo		10	59	5	1	4	0.40	0.76	-47%	0.76	-47%	
Amador County		1	13	0	0	0	0.00	0.03	-100%	0.00	0.00	
Northern Counties		13	80	7	4	3	0.23	0.67	-66%	0.66	-65%	
Current Week Totals	Traffic : Sales	14:1	176	1740	124	24	100	0.57	0.73	-22%	0.67	-15%
Per Project Average			10	0.70	0.14	0.57						
Year Ago - 10/16/2022	Traffic : Sales	23:1	181	2159	95	45	50	0.28	0.57	-52%	0.29	-4%
% Change			-3%	-19%	31%	-47%	100%	106%	28%		132%	

52 Weeks Comparison



Year to Date Averages Through Week 41

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	130	26	0.86	0.14	0.72	0.66
■	2019	141	22	0.88	0.13	0.75	0.73
■	2020	150	16	1.03	0.15	0.88	0.89
■	2021	162	18	0.97	0.10	0.87	0.85
■	2022	174	13	0.74	0.17	0.57	0.52
■	2023	180	14	0.85	0.12	0.73	0.73
% Change:		3%	4%	15%	-30%	28%	39%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV			Homebuilder pessimism deepened this month as mortgage rates reached 23-year highs. But the downcast outlook may not be shared equally among developers. More builders classified housing conditions as poor rather than good in October, according to a monthly sentiment index from the National Association of Home Builders and Wells Fargo Housing. The index reading dropped to 40 from a downwardly revised 44 in September, marking the second straight month it fell below the crucial break-even measure of 50 - and the lowest point since January. While the results underscore the chilling effect rising mortgage rates are having on housing activity, the index may not reflect the experiences of the largest builders, which are better capitalized to take advantage of the odd dynamics in the market. "The tone will be pessimistic, but I would say it is a better indicator for small to mid-sized builders," Jody Kahn, a senior vice president of research and surveys at John Burns Research and Consulting, told Yahoo Finance before the index was released. "It's about the haves and have-nots when it comes to capital." Source: Janna Herron Editor Yahoo Finance
FHA			
10 Yr Yield			
			

The Ryness Report

Week Ending
Sunday, October 15, 2023

Sacramento

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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	
Stonehaven	Beazer	SO		DTMJ	90	2	18	14	2	0	18	18	1.35	1.35	
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	3	6	17	1	0	62	34	1.06	0.83	
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	4	5	18	4	0	85	61	1.46	1.49	
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	3	7	13	2	0	68	42	1.19	1.02	
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	9	96	0	0	24	24	0.88	0.88	
The Retreats	K Hovnanian	RM		DTMJ	62	3	4	4	2	1	21	16	0.29	0.39	
Allegro	KB Home	LN		ATMJ	72	0	5	2	0	0	67	32	0.75	0.78	
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	5	5	1	0	21	21	0.99	0.99	
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	0	4	5	0	0	7	7	0.58	0.58	
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	3	5	1	0	21	21	1.21	1.21	
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	6	1	0	51	37	0.65	0.90	
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	3	5	0	0	65	45	0.83	1.10	
Laguna Ranch II	Richmond American	LN		DTMJ	100	4	4	7	4	0	38	32	0.53	0.78	
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	3	9	1	0	23	22	0.49	0.54	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	6	14	1	0	87	27	0.73	0.66	
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	5	9	1	0	39	22	0.46	0.54	
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	6	5	1	1	59	53	0.89	1.29	
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	6	0	0	41	39	0.85	0.95	
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	1	9	3	0	44	39	0.91	0.95	
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	3	9	0	0	27	22	0.56	0.54	
Madeira Ranch - Prairie	Taylor Morrison TSO	LN		DTMJ	66	0	TSO	7	0	0	39	34	0.81	0.83	
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	1	11	0	0	51	31	0.99	0.76	
Wildhawk North- Oakbridge	Taylor Morrison TSO	SO		DTMJ	253	0	TSO	13	2	0	50	42	0.97	1.02	
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	3	2	16	1	0	43	36	0.84	0.88	
Wildhawk South- Anchor	Taylor Morrison TSO	SO		DTMJ	263	2	TSO	4	2	0	8	8	0.47	0.47	
Wildhawk South- Latitude	Taylor Morrison TSO	SO		DTMJ	152	0	TSO	8	1	0	34	34	1.98	1.98	
Long Meadow	The New Home Co	VN		DTMJ	122	0	3	56	2	0	9	9	1.24	1.24	
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	4	0	0	79	36	0.70	0.88	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	2	29	0	0	71	22	0.57	0.54	
TOTALS: No. Reporting: 29		Avg. Sales: 1.07			Traffic to Sales: 12 : 1				117	406	33	2	1252	866	Net: 31

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										
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	3	2	0	0	43	4	0.28	0.10	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	3	19	2	0	28	28	0.99	0.99	
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	4	6	19	2	0	152	33	0.66	0.80	
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	0	6	6	0	0	23	15	0.38	0.37	
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	5	9	0	0	16	10	0.25	0.24	
Canyon at The Ranch	K Hovnanian	RO		DTMJ	114	0	4	3	0	0	11	11	0.46	0.46	
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	3	4	7	1	0	50	22	0.55	0.54	
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	4	3	0	0	34	33	0.63	0.80	
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	3	5	7	1	0	51	23	0.56	0.56	
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	4	1	0	0	69	27	0.76	0.66	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	0	0	0	70	5	0.47	0.12	
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	0	5	5	0	0	3	3	0.57	0.57	
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	12	0.82	0.29	
Viridian II at Pradera Ranch	Lennar	RO		DTMJ	92	0	2	5	0	0	2	2	0.88	0.88	
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	22	0	0	15	12	0.22	0.29	
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	3	22	0	0	21	7	0.28	0.17	
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	5	22	0	0	21	19	0.28	0.46	
Ascent at Montelena	Pulte	RO		DTMJ	127	0	6	4	0	0	27	22	0.50	0.54	
Solis at Montelena	Pulte	RO		DTMJ	55	0	5	7	1	0	8	5	0.13	0.12	
Vista at Montelena	Pulte	RO		DTMJ	38	3	6	6	1	0	26	22	0.42	0.54	
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	2	16	3	0	58	38	0.69	0.93	
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	3	5	0	0	7	7	0.57	0.57	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	1	0	0	165	22	0.77	0.54	
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	3	5	1	0	17	17	1.28	1.28	
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	2	5	0	1	8	8	0.71	0.71	
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	3	8	0	0	5	5	0.41	0.41	
TOTALS: No. Reporting: 26			Avg. Sales: 0.42		Traffic to Sales: 17 : 1				99	209	12	1	1113	412	Net: 11
City Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
North 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
Artisan - The Cove	Beazer	SO		DTST	145	0	2	4	0	0	140	19	0.67	0.46
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	3	0	0	149	27	0.86	0.66
Westward - The Cove	Beazer	SO		DTST	122	1	3	2	0	0	115	36	0.62	0.88
Windrow - The Cove	Beazer	SO		DTST	167	0	2	0	0	0	165	32	0.80	0.78
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	1	0	0	0	147	57	0.92	1.39
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	3	0	0	0	148	56	0.93	1.37
Northlake - Atla	Lennar	SO		DTMJ	116	0	1	5	1	0	115	31	0.80	0.76
Northlake - Bleau	Lennar	SO		DTMJ	236	3	3	5	1	0	131	46	0.92	1.12
Northlake - Drifton	Lennar	SO		DTMJ	134	3	3	10	2	0	113	39	0.84	0.95
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	2	5	1	0	121	43	0.85	1.05
Northlake - Shor	Lennar	SO		DTMJ	140	0	4	5	0	0	125	40	0.87	0.98
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	2	5	0	0	118	34	0.82	0.83
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	3	5	0	1	112	26	0.78	0.63
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	4	10	2	1	112	65	0.99	1.59
TOTALS: No. Reporting: 14		Avg. Sales: 0.36			Traffic to Sales: 8 : 1			34	59	7	2	1811	551	Net: 5

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 16									
					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
Oakwood at Folsom Ranch	Beazer	FM		DTMJ	53	0	11	9	0	0	5	5	0.44	0.44
Sycamore Creek	JMC TSO	FM		DTMJ	44	0	TSO	0	0	0	42	1	0.28	0.02
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	15	3	0	69	59	0.91	1.44
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	4	3	15	3	0	52	38	0.68	0.93
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	4	5	0	1	51	31	0.70	0.76
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	0	0	0	116	36	0.83	0.88
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	3	4	20	5	0	24	24	1.08	1.08
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	4	3	20	5	0	20	20	0.83	0.83
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	5	4	0	0	73	35	0.57	0.85
Folsom Ranch - Debut	Taylor Morrison TSO	FM		DTMJ	42	0	TSO	7	1	0	38	36	0.84	0.88
Folsom Ranch - Encore	Taylor Morrison TSO	FM		DTMJ	106	0	TSO	6	1	0	30	30	0.66	0.73
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	1	6	1	0	25	25	0.55	0.61
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	15	1	0	50	50	1.46	1.46
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	4	37	0	0	34	21	0.49	0.51
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	76	0	4	15	0	0	34	34	1.00	1.00
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	3	37	1	0	43	30	0.62	0.73
TOTALS: No. Reporting: 16		Avg. Sales: 1.25			Traffic to Sales: 10 : 1			50	211	21	1	706	475	Net: 20

City Codes: FM = Folsom

Development Name	Developer	City Code	Notes	Type	Projects Participating: 9									
El Dorado 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	
Revere	Blue Mountain	RE		DTMJ	51	0	1	9	1	1	43	10	0.34	0.24
Alder at Saratoga Estates	Elliott	BH		DTMJ	129	0	5	18	1	0	103	17	0.61	0.41
Manzanita at Saratoga	Elliott	BH		DTMJ	131	0	4	14	0	0	68	13	0.41	0.32
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	10	1	0	11	5	0.14	0.12
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	5	1	0	100	41	0.66	1.00
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	6	5	1	0	287	73	1.08	1.78
Trento at The Promontory	Lennar	BH		DTMJ	32	0	5	5	0	0	5	5	0.19	0.19
Ridgeview	The New Home Co	BH		DTMJ	44	0	4	20	0	0	6	6	0.40	0.40
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	4	4	6	2	0	49	20	0.47	0.49
TOTALS: No. Reporting: 9			Avg. Sales: 0.67		Traffic to Sales: 13 : 1				35	92	7	1	672	190
Net: 6														

City Codes: RE = Rescue, BH = El Dorado Hills

Development Name	Developer	City Code	Notes	Type	Projects Participating: 58									
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	4	7	47	1	0	18	18	0.53	0.53
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	5	7	0	0	7	7	0.62	0.62
Harvest	Black Pine	LM		DTMJ	22	0	2	4	0	0	18	18	0.81	0.81
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	7	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	4	1	0	38	15	0.34	0.37
Balboa II	DR Horton	RV		DTST	172	5	8	9	2	0	95	84	1.53	2.05
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	3	4	6	4	1	82	61	1.20	1.49
Turkey Creek Estates	Elliott	LL		DTMJ	228	0	7	19	0	0	64	16	0.53	0.39
Edgefield Place	JMC	RK		DTMJ	83	0	4	27	0	0	39	26	0.47	0.63
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	5	19	0	0	25	22	0.32	0.54
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	4	16	0	1	87	37	0.67	0.90
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	8	20	0	1	64	15	0.49	0.37
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	0	3	19	1	0	27	27	1.11	1.11
Palisade Village	JMC	RV		DTST	307	0	4	36	1	1	296	72	1.40	1.76
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	4	8	0	0	88	13	0.55	0.32
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	3	19	0	0	82	30	0.63	0.73
Sentinel	JMC	RV		DTST	256	0	4	24	0	0	159	28	0.85	0.68
Tribute Pointe	JMC	RK		DTMJ	99	0	6	11	0	0	21	13	0.25	0.32
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	5	40	0	1	57	44	0.71	1.07
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	6	2	0	0	77	7	0.57	0.17
Firefly at Winding Creek II	K Hovnanian	RV		DTMJ	36	4	4	10	2	0	20	20	1.32	1.32
Copper Ridge	KB Home	LL		DTMJ	94	0	3	13	1	0	91	44	0.94	1.07
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	4	2	0	0	106	51	1.20	1.24
Morgan Knolls	KB Home	RV		DTMJ	58	0	3	14	0	0	21	21	0.87	0.87
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	1	3	0	0	239	22	1.04	0.54
Andorra at Sierra West	Lennar	RV		DTMJ	193	3	6	15	3	1	163	62	1.03	1.51
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	7	5	0	2	103	58	0.98	1.41
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	5	5	1	1	97	45	0.85	1.10
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	5	5	0	0	105	55	0.90	1.34
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	5	0	0	154	56	0.97	1.37
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	4	5	1	0	159	58	0.98	1.41
Melisse at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	2	10	2	0	100	52	0.89	1.27
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	3	8	2	0	31	29	0.63	0.71
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	5	1	0	102	54	1.06	1.32
Encore at Meadowlands	Meritage	LL		DTMJ	83	3	6	18	3	1	71	42	0.84	1.02
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	0	0	0	82	17	0.65	0.41
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	4	5	0	0	88	42	0.87	1.02
Traverse at Winding Creek	Meritage	RV		DTMJ	82	0	2	7	0	0	2	2	0.61	0.61
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	20	0	0	33	9	0.51	0.22
Revere at Independence	Richmond American	LL		DTMJ	122	0	10	1	0	1	112	31	0.78	0.76
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	5	2	1	1	31	22	0.46	0.54
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	6	0	0	24	23	0.28	0.56
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	11	7	0	0	56	30	0.55	0.73
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	2	3	0	0	98	20	0.76	0.49
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	9	3	0	0	32	26	0.35	0.63

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 58												
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	4	1	0	89	19	0.69	0.46			
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	5	4	3	1	0	96	26	0.75	0.63			
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	4	9	0	0	76	41	1.04	1.00			
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	8	0	0	19	9	0.26	0.22			
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	0	6	11	0	0	6	6	0.65	0.65			
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	0	4	11	0	0	4	4	0.39	0.39			
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	0	3	13	0	0	15	15	0.38	0.38			
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	4	7	0	0	78	4	0.36	0.10			
The Lake at Crown Point II	Tim Lewis	RK		DTMJ	17	0	1	5	1	0	2	2	0.19	0.19			
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	1	4	0	0	106	31	0.79	0.76			
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	3	4	0	0	98	31	0.73	0.76			
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	1	0	0	22	15	0.36	0.37			
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	3	4	10	2	0	27	25	0.44	0.61			
TOTALS: No. Reporting: 58					Avg. Sales: 0.34			Traffic to Sales: 19 : 1			257	611	32	12	4102	1672	Net: 20

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

Yolo County					Projects Participating: 10												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Parkside at The Rivers	Century	WS		DTMJ	82	0	4	7	1	0	32	31	0.64	0.76			
Trailside at the Rivers	Century	WS		DTMJ	120	0	5	6	0	0	8	8	0.20	0.20			
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	5	5	1	0	36	36	0.97	0.97			
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	3	5	10	2	0	17	17	0.44	0.44			
Orestada	Lennar	WL		DTMJ	105	0	4	5	0	0	55	44	0.90	1.07			
Iris	Lennar	WL		DTMJ	97	0	5	5	0	0	60	51	0.83	1.24			
Lavender	Lennar	WL		DTMJ	78	0	4	5	0	0	60	41	0.89	1.00			
The Hideaway	Meritage	WN		DTMJ	148	0	8	2	0	1	65	46	0.92	1.12			
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	3	6	1	0	76	24	0.58	0.59			
Revival	Tim Lewis	WL		DTST	72	0	3	8	0	0	19	9	0.25	0.22			
TOTALS: No. Reporting: 10					Avg. Sales: 0.40			Traffic to Sales: 12 : 1			46	59	5	1	428	307	Net: 4

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

Amador County					Projects Participating: 1												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD			
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	3	13	0	0	19	1	0.17	0.02			
TOTALS: No. Reporting: 1					Avg. Sales: 0.00			Traffic to Sales: NA			3	13	0	0	19	1	Net: 0

City Codes: PLY = Plymouth

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2									
Butte County				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	5	7	3	1	0	26	25	0.46	0.61
Sparrow	DR Horton	CO		DTMJ	86	3	5	3	1	0	24	20	0.34	0.49
TOTALS: No. Reporting: 2			Avg. Sales: 1.00		Traffic to Sales: 3 : 1			12	6	2	0	50	45	Net: 2
City Codes: CO = Chico														

Shasta County				Projects Participating: 4										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	2	4	0	0	14	13	0.32	0.32
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	5	5	0	0	17	17	0.39	0.41
Monroe	DR Horton	RD		DTST	20	0	4	1	0	0	2	2	0.14	0.14
Rio	DR Horton	RD		DTST	50	0	5	0	0	0	39	23	0.55	0.56
TOTALS: No. Reporting: 4			Avg. Sales: 0.00		Traffic to Sales: NA			16	10	0	0	72	55	Net: 0
City Codes: RD = Redding														

Yuba County				Projects Participating: 7										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	4	24	0	0	18	18	0.64	0.64
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	1	3	2	1	101	10	0.53	0.24
Aspire at Caliterra Ranch	K Hovanian	WH		DTMJ	145	0	4	6	1	0	47	30	0.59	0.73
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	5	8	1	1	81	38	0.98	0.93
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	4	14	0	1	62	58	1.26	1.41
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	3	3	5	1	1	156	50	0.98	1.22
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	146	0	4	4	0	0	129	35	0.79	0.85
TOTALS: No. Reporting: 7			Avg. Sales: 0.14		Traffic to Sales: 13 : 1			25	64	5	4	594	239	Net: 1
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento				Projects Participating: 176								
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 176			Avg. Sales: 0.57		Traffic to Sales: 14 : 1	694	1740	124	24	10819	4813	Net: 100
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

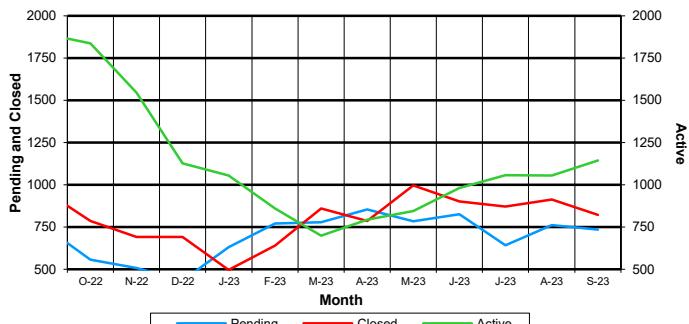
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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

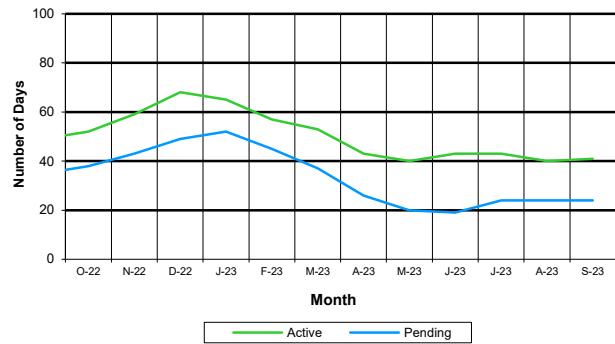
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



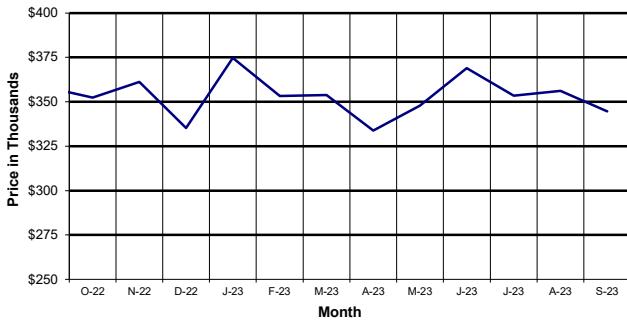
AVERAGE DAYS-ON-MARKET



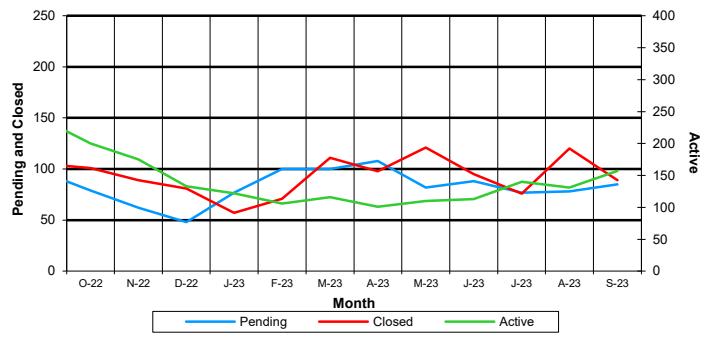
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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

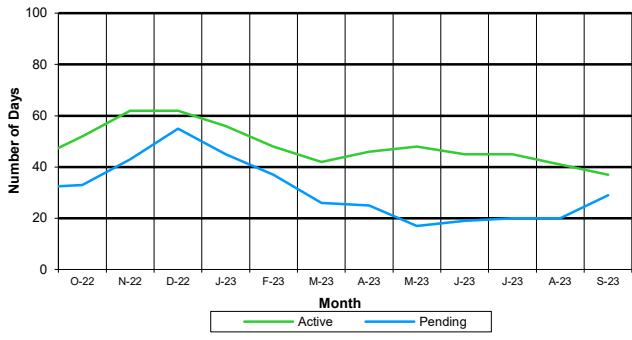
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



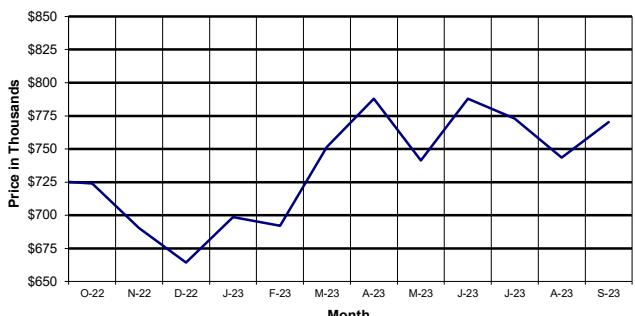
The Ryness Company

Marketing Research Department

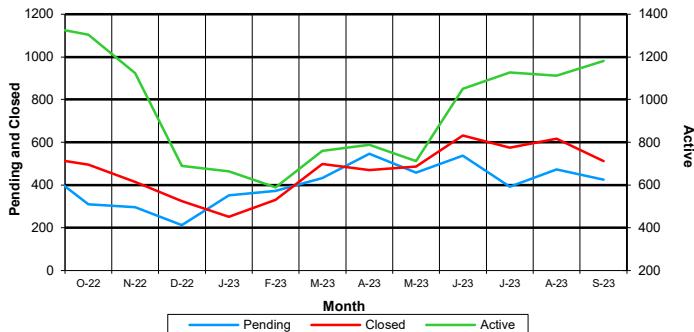
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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

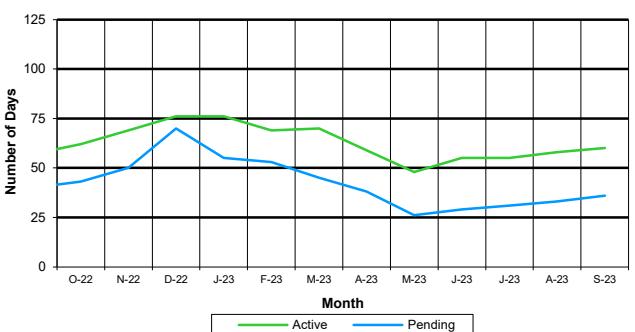
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



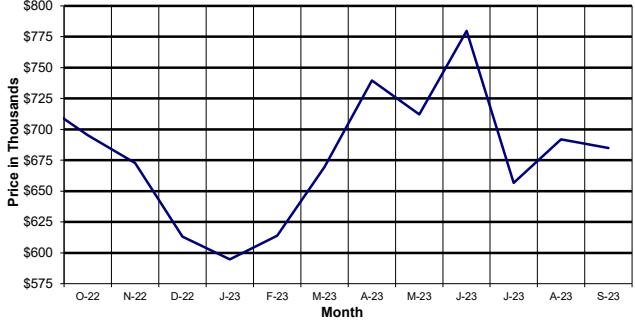
AVERAGE DAYS-ON-MARKET



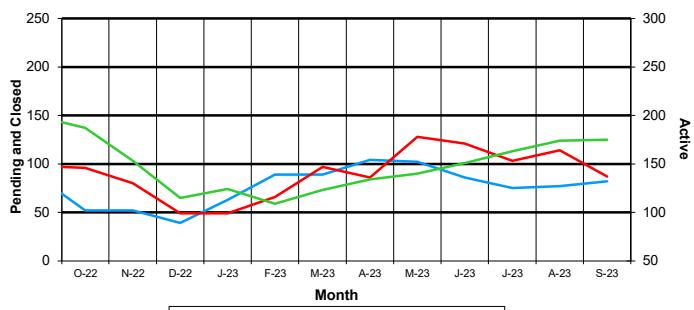
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

