

# THE RYNES REPORT

A New Home Sales, Marketing & Research Company

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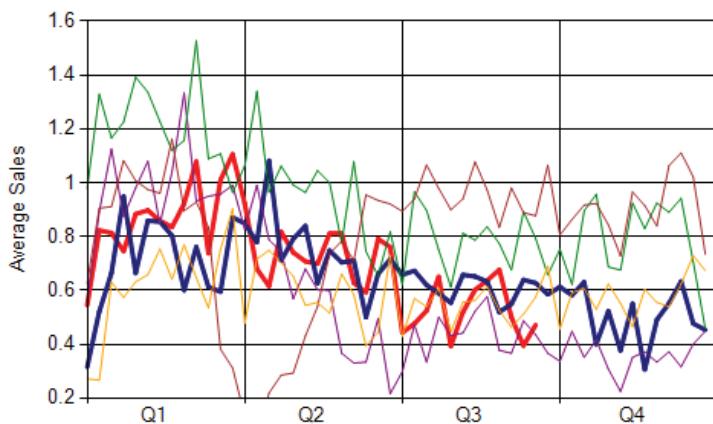


## Bay Area Week 38

Ending: Sunday, September 22, 2024

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
Alameda	20	116	10	2	8	0.40	0.78	-49%	0.57	-30%	
Contra Costa	21	286	8	1	7	0.33	0.68	-51%	0.50	-33%	
Sonoma, Napa	8	59	4	0	4	0.50	0.69	-28%	0.61	-18%	
San Francisco, Marin	2	2	0	0	0	0.00	0.47	-100%	0.19	-100%	
San Mateo	1	16	0	0	0	0.00	0.50	-100%	0.31	-100%	
Santa Clara	24	274	10	1	9	0.38	0.67	-44%	0.52	-28%	
Monterey, Santa Cruz, San Benito	7	67	5	0	5	0.71	0.78	-9%	0.71	1%	
Solano	21	155	16	0	16	0.76	0.76	0%	0.66	15%	
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>18 : 1</b>	<b>104</b>	<b>975</b>	<b>53</b>	<b>4</b>	<b>0.47</b>	<b>0.71</b>	<b>-34%</b>	<b>0.57</b>	<b>-17%</b>
Per Project Average			9	0.51	0.04	0.47					
<b>Year Ago - 09/24/2023</b>	<b>Traffic : Sales</b>	<b>14 : 1</b>	<b>110</b>	<b>1153</b>	<b>81</b>	<b>12</b>	<b>0.63</b>	<b>0.69</b>	<b>-9%</b>	<b>0.63</b>	<b>0%</b>
% Change			-5%	-15%	-35%	-67%	-29%	-25%	3%	-10%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 38

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	159	17	0.68	0.10	0.58	0.58
■	2020	151	12	0.88	0.11	0.77	0.80
■	2021	116	14	1.06	0.07	0.99	0.93
■	2022	104	11	0.78	0.12	0.66	0.58
■	2023	112	12	0.77	0.08	0.69	0.64
■	2024	105	13	0.79	0.07	0.71	0.71
% Change:		-6%	8%	3%	-5%	3%	11%

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



### WEEKLY FINANCIAL NEWS

Financing		Market Commentary					
CONV	RATE <b>5.88%</b>	APR <b>6.13%</b>					
FHA	<b>5.75%</b>	<b>6.64%</b>					
10 Yr Yield	<b>3.75%</b>						
		<p>Although housing market unaffordability remains a major challenge to prospective homebuyers, new home sales continue to outperform. Sales of new construction leaped 10.6% in July to a 739K unit pace, the highest level in more than a year. Builder incentives are the main factor keeping new home sales on a positive trajectory in the high interest rate environment. Consider that while new home sales were up 5.6% the 12 months ended July, single-family resales were down 1.4% during the same time. In a survey from the National Association of Homebuilders, 61% of builders reported offering sales incentives like price cuts and mortgage rate buy-downs in July, a share that increased to 64% in August as builders attempted to cut against interest rate headwinds. Despite builders' efforts, new home sales appear poised for some giveback in August. We forecast a 4.6% dip to a 705K-unit pace, which would partially, but not fully, reverse July's blockbuster gain. Looking ahead, conditions appear favorable for the new home market. The start of the Fed's easing cycle and expectations for further interest rate cuts on the horizon have brought 30-year fixed mortgage rate to 6.09% on average last week, the lowest level in over 12 months. As mortgage rates retreat, builders are expressing increased optimism about sales expectations over the coming months. Headwinds certainly remain, however, lower financing costs will provide buyers with some relief. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>					

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14										
Alameda County   Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
La Playa Place	DR Horton	HY		DTMU	47	0	1	9	1	0	29	29	1.30	1.30	
Island View at Alameda Marina	Landsea	AL	Rsv's	ATMU	98	0	2	15	0	0	18	11	0.25	0.29	
Waterside at Alameda Marina	Landsea	AL	Rsv's	ATMU	84	0	3	12	0	0	16	9	0.22	0.24	
Aspect at Innovation	Lennar	FR		ATMU	167	0	1	3	0	0	152	41	1.00	1.08	
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	2	3	0	1	90	41	1.03	1.08	
Chroma at Innovation	Lennar	FR		ATMU	146	0	2	0	0	1	143	17	1.16	0.45	
Enclave at Hartford	Lennar	FR		ATMU	18	0	1	3	2	0	9	9	0.52	0.52	
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	0	0	0	146	37	0.99	0.97	
Matrix at Innovation	Lennar	FR		ATMU	104	0	1	1	0	0	103	30	0.66	0.79	
Towns at Hartford	Lennar	FR		ATMU	57	0	3	14	0	0	8	8	0.46	0.46	
Vista at Bridgeway	Lennar	NK		DTMU	72	0	1	0	1	0	71	36	0.89	0.95	
Lookout at Bay37	Pulte	AL		ATMU	138	0	2	0	0	0	128	46	0.67	1.21	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	4	4	4	1	0	112	19	0.50	0.50	
Summit Collection	Trumark	CV		DTMU	25	4	3	10	2	0	8	8	0.98	0.98	
<b>TOTALS: No. Reporting: 14</b>			<b>Avg. Sales: 0.36</b>		<b>Traffic to Sales: 11 : 1</b>				<b>29</b>	<b>74</b>	<b>7</b>	<b>2</b>	<b>1033</b>	<b>341</b>	<b>Net: 5</b>

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

Alameda County   Amador Valley					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	
Abbey at Boulevard	Brookfield	DB		ATMU	60	0	3	14	1	0	57	8	0.72	0.21	
Ivy at Boulevard	Brookfield	DB		DTMU	62	0	1	4	1	0	61	23	0.97	0.61	
Vine at Boulevard	Brookfield	DB		ATMU	92	0	15	14	0	0	46	46	1.38	1.38	
Avalon at Boulevard	Lennar	DB		ATMU	90	0	2	6	1	0	61	37	1.03	0.97	
Gramercy at the Boulevard	Lennar	DB		ATMU	102	0	3	1	0	0	49	43	0.99	1.13	
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	3	3	0	0	6	1	0.07	0.03	
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 14 : 1</b>				<b>27</b>	<b>42</b>	<b>3</b>	<b>0</b>	<b>280</b>	<b>158</b>	<b>Net: 3</b>

City Codes: DB = Dublin, LV = Livermore

Contra Costa County   Diablo Valley					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Woodbury Highlands	Davidon	LF		ATMU	99	0	7	6	0	0	72	15	0.34	0.39	
Hillcrest	Shea	PH		DTMU	31	0	3	8	0	0	21	21	0.51	0.55	
Oak Grove	SummerHill	WC		ATMU	115	0	3	16	0	0	43	33	1.00	0.87	
Penny Lane	Trumark	CN		ATMU	70	0	2	6	0	0	43	23	0.52	0.61	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>				<b>15</b>	<b>36</b>	<b>0</b>	<b>0</b>	<b>179</b>	<b>92</b>	<b>Net: 0</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4										
Contra Costa County   San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magee Preserve	Davidon	DN		DTMU	69	0	6	24	0	0	41	16	0.47	0.42	
City Village - Rows	SummerHill	SR		DTMU	114	0	2	39	0	0	4	4	0.30	0.30	
City Village - Towns	SummerHill	SR		ATMU	136	0	4	39	0	0	54	34	1.06	0.89	
City Village - Courts	SummerHill	SR		DTMU	154	0	3	39	0	0	29	20	0.55	0.53	
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>				<b>15</b>	<b>141</b>	<b>0</b>	<b>0</b>	<b>128</b>	<b>74</b>	<b>Net: 0</b>
City Codes: DN = Danville, SR = San Ramon															

Contra Costa County   West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMU	94	4	4	6	1	0	42	36	0.50	0.95	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 6 : 1</b>				<b>4</b>	<b>6</b>	<b>1</b>	<b>0</b>	<b>42</b>	<b>36</b>	<b>Net: 1</b>
City Codes: RM = Richmond															

Contra Costa County   Antioch/Pittsburg					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	
Crest at Park Ridge	Davidon	AN		DTMU	300	0	3	6	0	0	295	13	0.81	0.34	
Hills at Park Ridge	Davidon	AN		DTMU	225	0	7	15	0	0	152	28	0.74	0.74	
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	4	3	7	2	0	49	35	0.72	0.92	
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	0	2	7	0	0	39	27	0.57	0.71	
Deer Valley	Meritage	AN		DTMU	120	0	1	5	1	1	26	26	1.03	1.03	
Rise at Cielo	TRI Pointe	AN		DTMU	159	0	3	10	1	0	135	34	1.06	0.89	
Shine at Cielo	TRI Pointe	AN		DTMU	137	0	2	10	2	0	123	30	0.97	0.79	
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.71</b>		<b>Traffic to Sales: 10 : 1</b>				<b>21</b>	<b>60</b>	<b>6</b>	<b>1</b>	<b>819</b>	<b>193</b>	<b>Net: 5</b>
City Codes: AN = Antioch															

Contra Costa County   East Contra Costa					Projects Participating: 5										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMU	131	0	3	14	0	0	112	10	0.42	0.26	
Cypress Crossings	KB Home	OY		DTMU	98	0	1	9	0	0	82	25	0.72	0.66	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	4	7	0	0	21	11	0.26	0.29	
Seagrass	Pulte	DB		DTMU	276	0	1	6	0	0	15	15	0.34	0.39	
Orchard Trails	Shea	BT		DTMU	78	0	3	7	1	0	73	18	0.48	0.47	
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.20</b>		<b>Traffic to Sales: 43 : 1</b>				<b>12</b>	<b>43</b>	<b>1</b>	<b>0</b>	<b>303</b>	<b>79</b>	<b>Net: 1</b>
City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Sonoma and Napa Counties   Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Patina at Riversound	Brookfield	NP		DTMU	79	4	15	2	0	0	9	9	0.47	0.47
Harmony at SOMO Village	Century	RP		DTMU	65	0	1	20	2	0	17	17	0.80	0.80
Synergy at SOMO Village	Century	RP		DTMU	51	0	2	20	0	0	14	14	0.81	0.81
Western Meadows	Davidon	NP		DTMU	12	0	3	3	0	0	0	0	0.00	0.00
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	1	7	1	0	98	53	1.25	1.39
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	4	3	0	0	83	20	0.51	0.53
Seasons at University District	Richmond American	RP		DTMU	52	0	1	0	0	0	51	12	0.38	0.32
Riverfront	TRI Pointe	PET		DTMU	134	0	3	4	1	0	123	18	0.61	0.47
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 15 : 1</b>			<b>30</b>	<b>59</b>	<b>4</b>	<b>0</b>	<b>395</b>	<b>143</b>	<b>Net: 4</b>
City Codes: NP = Napa, RP = Rohnert Park, AC = American Canyon, PET = Petaluma														

San Francisco, Marin   Marin 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
Verandah	Landsea	NV		ATMU	80	0	1	1	0	0	75	19	0.47	0.50
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>1</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>75</b>	<b>19</b>	<b>Net: 0</b>
City Codes: NV = Novato														

San Francisco, Marin   San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMU	54	0	2	1	0	0	52	17	0.28	0.45
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>52</b>	<b>17</b>	<b>Net: 0</b>
City Codes: SF = San Francisco														

San Mateo County   San Mateo County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Laguna Vista	SummerHill	FC		ATMU	70	0	6	16	0	0	62	20	0.47	0.53
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>6</b>	<b>16</b>	<b>0</b>	<b>0</b>	<b>62</b>	<b>20</b>	<b>Net: 0</b>
City Codes: FC = Foster City														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24									
Santa Clara County   Santa Clara 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
Moonstone	Brookfield	MH		ATMU	86	0	19	13	0	0	15	15	0.45	0.45
Sundance	Brookfield	MH		ATMU	34	0	12	13	0	0	20	20	0.60	0.60
Summerstone	DR Horton S/O	GL		DTST	29	0	S/O	0	0	0	29	24	0.57	0.63
Lumen	KB Home	ML		ATMU	32	4	2	22	2	0	20	20	0.73	0.73
Palomino Estates at Glen Loma Ranch	KB Home	GL		DTMU	37	0	2	13	1	0	11	11	0.58	0.58
Palomino Villas at Glen Loma Ranch	KB Home	GL		ATMU	26	0	1	8	0	0	19	19	0.99	0.99
Briarwood at Cadence	Lennar	GL		DTMU	54	0	3	4	1	0	30	30	0.96	0.96
Apollo at The Square	Pulte	SV		ATMU	72	0	8	10	0	0	1	1	0.06	0.06
Artemis at The Square	Pulte	SV		ATMU	63	0	5	9	0	0	3	3	0.17	0.17
Avenue at Central	Pulte	SJ		ATMU	158	0	4	11	1	1	62	48	1.14	1.26
Gateway at Central	Pulte	SJ		ATMU	72	0	2	10	0	0	33	8	0.27	0.21
Plaza at Central	Pulte S/O	SJ		ATMU	90	0	S/O	10	1	0	90	32	0.83	0.84
The Elms	Pulte	ST		ATMU	90	0	1	20	0	0	22	20	0.42	0.53
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	1	13	0	0	59	6	0.36	0.16
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	2	13	0	0	90	26	0.51	0.68
Verano	SummerHill	MV		ATMU	115	0	1	7	0	0	112	41	1.08	1.08
Amelia	Taylor Morrison	MV		ATMU	85	0	3	11	1	0	3	3	2.63	2.63
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	6	10	1	0	58	38	0.86	1.00
Blueprint	Taylor Morrison	SC		ATMU	48	0	1	4	0	0	38	38	1.25	1.25
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	2	9	2	0	31	18	0.47	0.47
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	3	11	0	0	48	21	0.42	0.55
Ascend	Trumark	SJ		ATMU	32	0	4	13	0	0	0	0	0.00	0.00
Jasper	Trumark	MH		ATMU	101	0	7	22	0	0	91	36	0.67	0.95
Lumberyard	Van Daele	MH		ATMU	49	0	5	18	0	0	7	7	0.35	0.35
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 0.38</b>		<b>Traffic to Sales: 27 : 1</b>				<b>94</b>	<b>274</b>	<b>10</b>	<b>1</b>	<b>892</b>	<b>485</b>	<b>Net: 9</b>	

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

Monterey, Santa Cruz, San Benito   Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Promontory at Ridgemark	Century	HO		DTMU	90	0	1	6	1	0	89	42	0.84	1.11
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	0	1	6	1	0	20	19	0.42	0.50
Highgrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	3	37	1	0	69	49	1.00	1.29
Serenity V	Legacy	HO		DTMU	36	0	1	5	0	0	33	15	0.35	0.39
Laurel	Lennar	HO		DTMU	67	0	2	0	1	0	65	27	0.67	0.71
Enclave, The	Shea	SS		DTMU	121	0	2	6	1	0	73	23	0.42	0.61
Rooftops at The Dunes	Shea	MA		ATMU	84	0	2	7	0	0	5	5	0.38	0.38
<b>TOTALS: No. Reporting: 7</b>	<b>Avg. Sales: 0.71</b>		<b>Traffic to Sales: 13 : 1</b>				<b>12</b>	<b>67</b>	<b>5</b>	<b>0</b>	<b>354</b>	<b>180</b>	<b>Net: 5</b>	

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	2	5	0	0	79	25	1.05	0.66
<b>TOTALS: No. Reporting: 1</b>			Avg. Sales: 0.00					2	5	0	0	79	25	Net: 0
City Codes: VL = Vallejo														

Solano County   Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 20									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	9	8	0	0	41	14	0.32	0.37
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	8	7	0	0	50	23	0.40	0.61
Meridian	Century	SU		DTMU	71	0	2	12	1	0	35	32	0.71	0.84
Luminescence at Liberty	DeNova	RV		AASF	311	0	5	12	1	0	161	39	0.96	1.03
Iris at The Villages	DR Horton	FF		DTMU	119	0	2	9	0	0	104	52	1.10	1.37
Violet at Homestead	DR Horton	DX		DTST	70	4	3	10	2	0	44	39	1.07	1.03
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	4	3	4	2	0	72	39	0.63	1.03
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	4	5	4	2	0	63	30	0.55	0.79
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	1	6	0	0	45	32	0.83	0.84
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	4	4	11	1	0	35	26	0.64	0.68
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	1	8	1	0	32	27	0.72	0.71
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	3	7	1	0	93	33	0.72	0.87
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	5	3	0	0	60	12	0.46	0.32
Foxboro Knolls	Pulte	VC		DTMU	58	0	3	5	1	0	33	33	0.91	0.91
Orchards at Valley Glen III	Richmond American	DX		DTMU	80	0	3	2	1	0	74	19	0.47	0.50
Seasons at Homestead	Richmond American	DX		DTMU	85	0	2	9	0	0	74	28	0.57	0.74
Sutton at Parklane	Richmond American	DX		DTMU	121	0	2	2	0	0	114	25	0.62	0.66
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	0	1	15	2	0	26	26	0.99	0.99
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	2	8	0	0	19	13	0.29	0.34
Splash at One Lake	TRI Pointe	FF		DTMU	144	0	3	8	1	0	111	26	0.59	0.68
<b>TOTALS: No. Reporting: 20</b>		Avg. Sales: 0.80			Traffic to Sales: 9 : 1			67	150	16	0	1286	568	Net: 16
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area					Projects Participating: 104							
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
<b>GRAND TOTALS: No. Reporting: 104</b>		Avg. Sales: 0.47			Traffic to Sales: 18 : 1	337	975	53	4	5979	2430	Net: 49
Project Types:	AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations:	SO = Sold Out, TSO = Temporarily Sold Out											



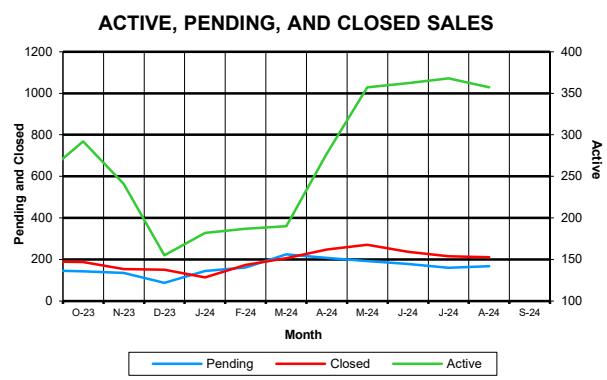
# The Ryness Company

Marketing Research Department

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

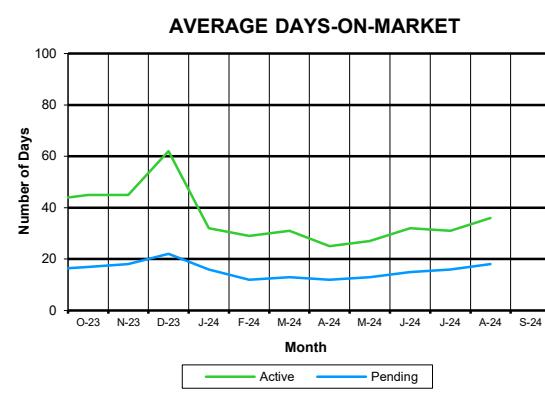
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-24	182	44	144	23	113	907,860
Feb-24	187	40	162	20	174	921,672
Mar-24	190	40	224	15	206	1,019,731
Apr-24	277	31	207	14	247	1,050,526
May-24	357	33	192	17	271	1,042,138
Jun-24	362	39	178	25	237	1,060,307
Jul-24	368	40	160	24	215	978,507
Aug-24	357	42	167	26	211	991,422



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-24	187	32	224	16	208	1,729,724
Feb-24	203	29	286	12	281	1,740,358
Mar-24	231	31	366	13	392	1,878,824
Apr-24	349	25	403	12	482	1,952,126
May-24	415	27	399	13	548	1,982,508
Jun-24	384	32	386	15	486	1,899,442
Jul-24	418	31	350	16	490	1,857,571
Aug-24	396	36	313	18	465	1,844,677





# The Ryness Company

Marketing Research Department

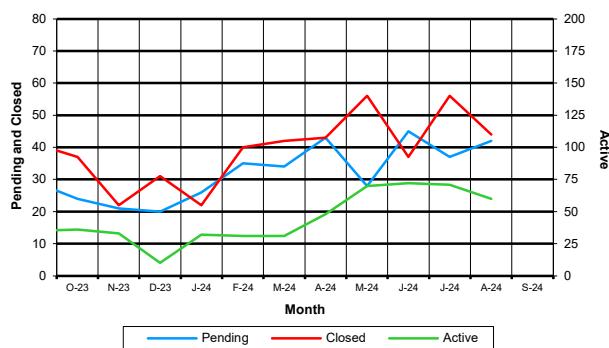
## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

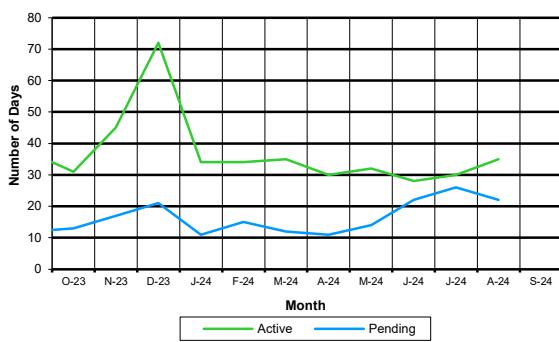
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	32	34	26	11	22	816,678
Feb-24	31	34	35	15	40	815,642
Mar-24	31	35	34	12	42	961,321
Apr-24	48	30	43	11	43	912,688
May-24	70	32	28	14	56	929,378
Jun-24	72	28	45	22	37	896,040
Jul-24	71	30	37	26	56	881,856
Aug-24	60	35	42	22	44	869,389



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

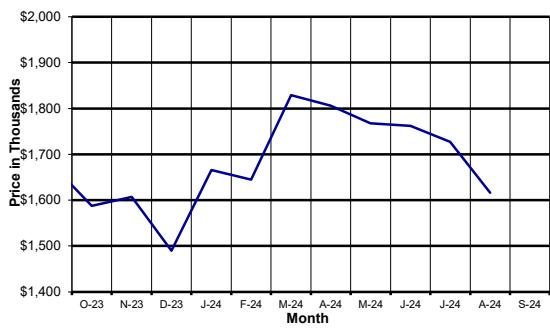


## Amador Valley SFD Monthly MLS Survey

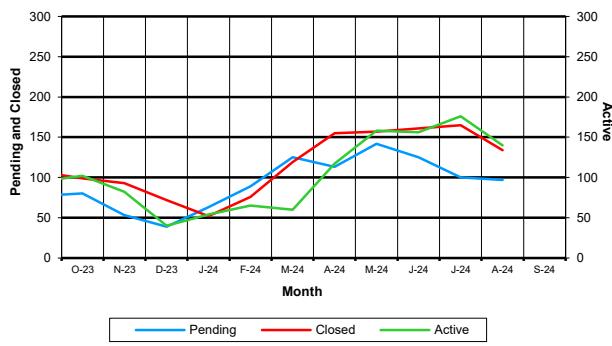
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	54	46	63	16	52	1,665,783
Feb-24	65	30	89	15	76	1,644,646
Mar-24	60	33	125	13	119	1,829,082
Apr-24	117	25	113	12	155	1,806,222
May-24	158	29	142	10	157	1,767,682
Jun-24	156	38	125	17	161	1,762,011
Jul-24	176	37	100	20	165	1,726,711
Aug-24	140	46	97	17	134	1,616,044

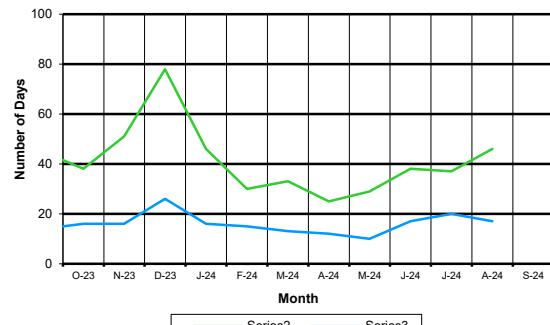
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



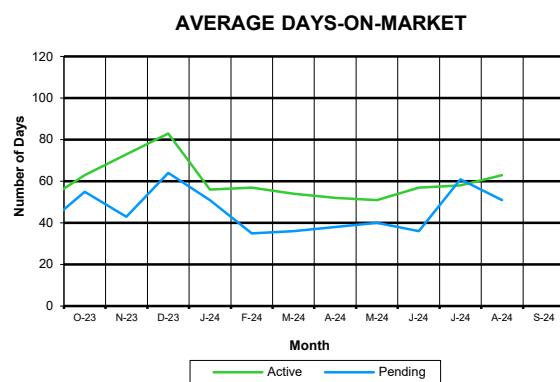
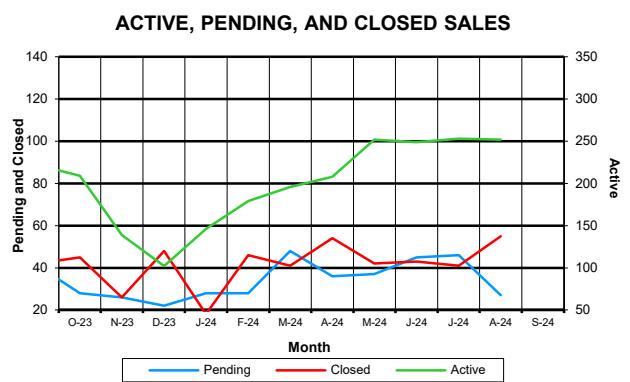


# The Ryness Company

Marketing Research Department

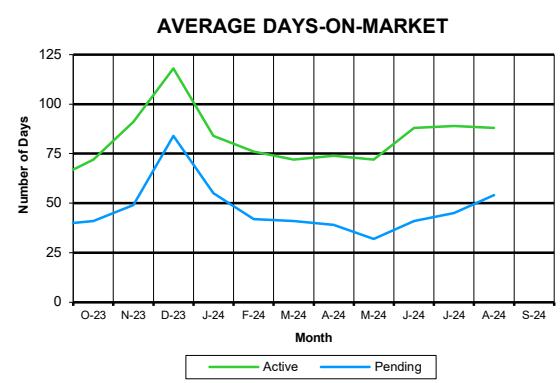
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jan-24	146	56	28	51	18	701,050
Feb-24	179	57	28	35	46	730,051
Mar-24	196	54	48	36	41	672,072
Apr-24	208	52	36	38	54	652,031
May-24	252	51	37	40	42	634,926
Jun-24	249	57	45	36	43	601,501
Jul-24	253	58	46	61	41	618,432
Aug-24	252	63	27	51	55	533,855



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Clsd.	Avg. Price	
Jan-24	604	84	155	55	144	1,551,337
Feb-24	713	76	178	42	219	1,487,284
Mar-24	771	72	347	41	234	1,455,757
Apr-24	836	74	229	39	323	1,535,549
May-24	895	72	218	32	328	1,503,318
Jun-24	795	88	207	41	261	1,496,033
Jul-24	759	89	180	45	281	1,399,796
Aug-24	717	88	166	54	253	1,417,644



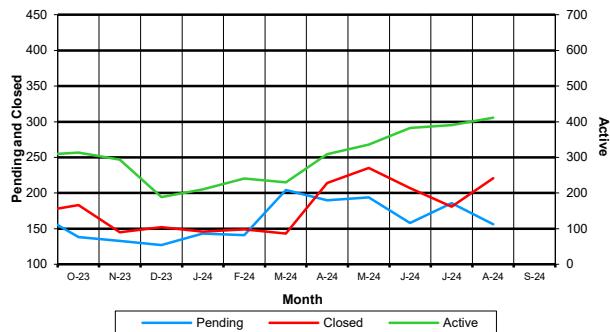
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

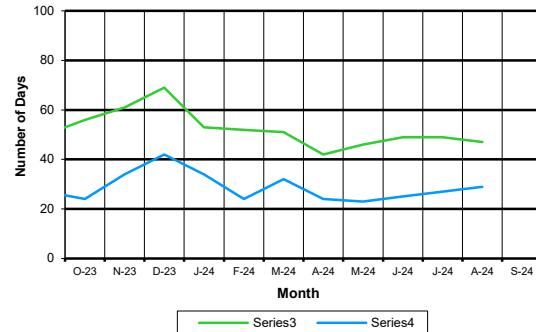
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-24	210	53	143	703,620
Feb-24	241	52	141	718,866
Mar-24	230	51	204	689,276
Apr-24	309	42	190	730,422
May-24	336	46	194	719,760
Jun-24	383	49	158	735,539
Jul-24	391	49	186	727,043
Aug-24	411	47	156	708,996



### ACTIVE, PENDING, AND CLOSED SALES



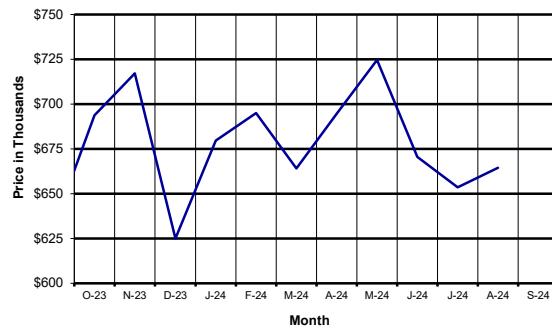
### AVERAGE DAYS-ON-MARKET



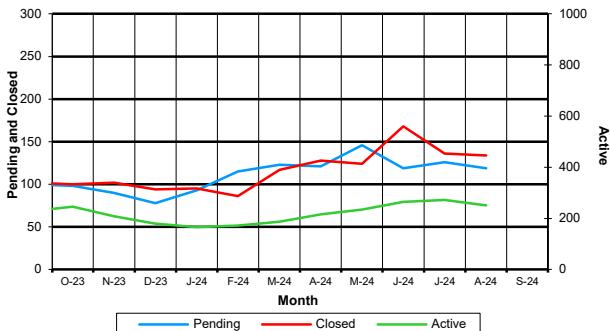
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-24	166	63	93	679,664
Feb-24	172	50	115	695,121
Mar-24	187	44	123	664,164
Apr-24	216	41	121	694,762
May-24	234	48	146	724,623
Jun-24	265	46	119	670,530
Jul-24	272	48	126	653,595
Aug-24	251	52	119	664,563

### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



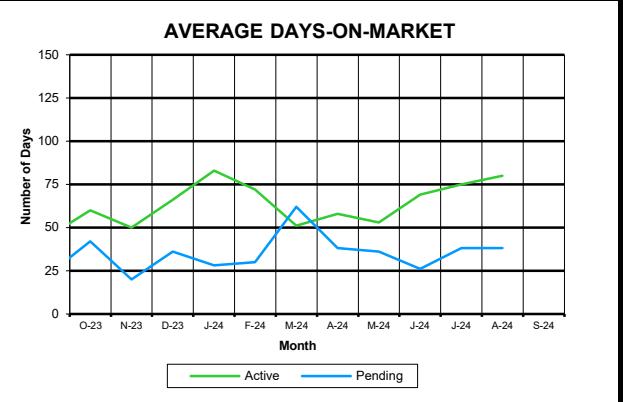


# The Ryness Company

Marketing Research Department

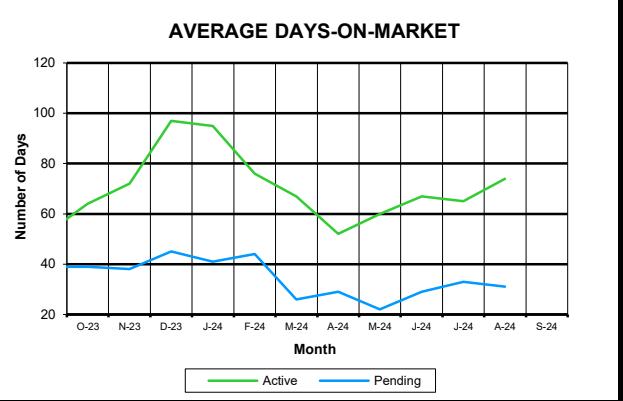
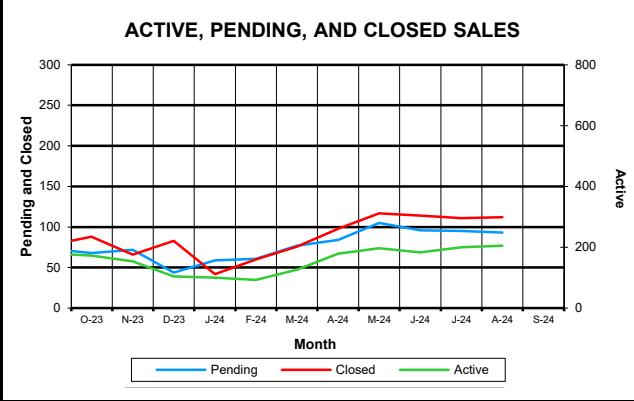
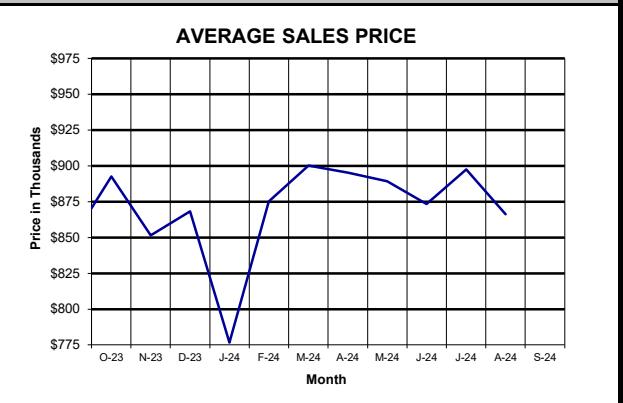
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
Jan-24	40	83	24	636,416
Feb-24	41	72	25	516,971
Mar-24	37	51	27	577,226
Apr-24	38	58	27	632,909
May-24	61	53	19	610,839
Jun-24	63	69	25	493,527
Jul-24	66	75	20	588,719
Aug-24	61	80	24	566,173



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jan-24	100	95	59	41	776,764
Feb-24	93	76	61	44	875,230
Mar-24	126	67	77	26	900,287
Apr-24	179	52	84	29	895,318
May-24	197	60	105	22	889,347
Jun-24	183	67	96	29	873,322
Jul-24	200	65	95	33	897,580
Aug-24	205	74	93	31	866,185



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



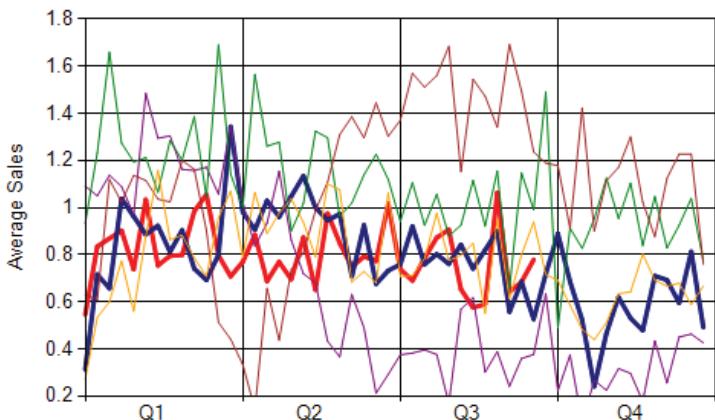
## Central Valley

Week 38

Ending: Sunday, September 22, 2024

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		15	86	13	0	13	0.87	0.86	1%	0.77	13%
San Joaquin County		52	685	45	3	42	0.81	0.81	0%	0.72	12%
Stanislaus County		14	101	11	1	10	0.71	0.70	2%	0.73	-3%
Merced County		7	67	5	0	5	0.71	0.82	-13%	0.67	6%
Madera County		12	251	9	2	7	0.58	0.85	-32%	1.03	-43%
Fresno County		31	270	28	3	25	0.81	0.77	5%	0.78	3%
<b>Current Week Totals</b>	Traffic : Sales	<b>131</b>	<b>1460</b>	<b>111</b>	<b>9</b>	<b>102</b>	<b>0.78</b>	<b>0.80</b>	<b>-2%</b>	<b>0.77</b>	<b>1%</b>
Per Project Average				11	0.85	0.07	0.78				
<b>Year Ago - 09/24/2023</b>	Traffic : Sales	<b>114</b>	<b>1369</b>	<b>73</b>	<b>13</b>	<b>60</b>	<b>0.53</b>	<b>0.84</b>	<b>-37%</b>	<b>0.77</b>	<b>-31%</b>
<b>% Change</b>		15%	7%	52%	-31%	70%	48%	-5%		0%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 38

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	85	22	1.33	0.20	1.13	1.11
■	2021	105	15	1.26	0.12	1.14	1.09
■	2022	102	13	0.97	0.22	0.75	0.64
■	2023	108	14	0.98	0.14	0.84	0.77
■	2024	124	12	0.92	0.12	0.80	0.80
% Change:		15%	-13%	-6%	-14%	-5%	3%

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



### WEEKLY FINANCIAL NEWS

Financing		Market Commentary
<b>CONV</b>	<b>RATE 5.88%</b>	<b>APR 6.13%</b>
<b>FHA</b>	<b>5.75%</b>	<b>6.64%</b>
<b>10 Yr Yield</b>	<b>3.75%</b>	Although housing market unaffordability remains a major challenge to prospective homebuyers, new home sales continue to outperform. Sales of new construction leaped 10.6% in July to a 739K unit pace, the highest level in more than a year. Builder incentives are the main factor keeping new home sales on a positive trajectory in the high interest rate environment. Consider that while new home sales were up 5.6% the 12 months ended July, single-family resales were down 1.4% during the same time. In a survey from the National Association of Homebuilders, 61% of builders reported offering sales incentives like price cuts and mortgage rate buy-downs in July, a share that increased to 64% in August as builders attempted to cut against interest rate headwinds. Despite builders' efforts, new home sales appear poised for some giveback in August. We forecast a 4.6% dip to a 705K-unit pace, which would partially, but not fully, reverse July's blockbuster gain. Looking ahead, conditions appear favorable for the new home market. The start of the Fed's easing cycle and expectations for further interest rate cuts on the horizon have brought 30-year fixed mortgage rate to 6.09% on average last week, the lowest level in over 12 months. As mortgage rates retreat, builders are expressing increased optimism about sales expectations over the coming months. Headwinds certainly remain, however, lower financing costs will provide buyers with some relief. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
<b>EQUAL OPPORTUNITY LENDER</b>		

# The Ryness Report

Week Ending  
Sunday, September 22, 2024

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15									
Tracy   Tracy/Mountain House					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Ashley Park	Bright	TR		DTMU	14	0	1	5	0	0	7	7	0.26	0.26
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	2	4	1	0	40	40	1.17	1.17
Boulder at Tracy Hills	Lennar	TH		DTMU	139	0	3	0	0	0	1	1	0.32	0.32
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	3	7	1	0	5	5	0.55	0.55
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	4	9	0	0	4	4	0.65	0.65
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	4	2	4	3	0	78	43	0.89	1.13
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	3	1	1	0	85	50	0.97	1.32
Hillview	Lennar	TH		DTMU	214	0	1	6	2	0	132	45	1.10	1.18
Parson Place at Creekside	Lennar	MH		ATMU	144	4	4	14	1	0	36	36	1.05	1.05
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	2	0	0	0	2	2	0.93	0.93
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	2	10	0	0	6	6	1.17	1.17
Rockingham at Tracy Hills	Lennar	TH	New	DTMU	100	4	2	2	2	0	2	2	14.00	14.00
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	0	2	5	1	0	2	2	0.93	0.93
Bergamo at Mountain House	Shea	MH		DTMU	137	0	1	4	0	0	136	1	0.74	0.03
Langston at Mountain House	Shea	MH		ATMU	302	0	2	15	1	0	269	34	1.11	0.89
<b>TOTALS: No. Reporting: 15</b>			<b>Avg. Sales: 0.87</b>		<b>Traffic to Sales: 7 : 1</b>				<b>34</b>	<b>86</b>	<b>13</b>	<b>0</b>	<b>805</b>	<b>278</b>
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin   Stockton/Lodi					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Sontera	K Hovnanian	LD		DTMU	83	0	3	6	0	0	5	5	0.40	0.40
The Preserve at Creekside	KB Home	SK		DTMU	128	0	1	31	0	0	72	40	0.90	1.05
Vintage Oak at Gateway	KB Home	LD		DTMU	88	0	3	8	0	0	12	12	0.69	0.69
Breakers Cove at Westlake	Lennar	SK		DTST	110	0	1	16	2	0	5	5	1.52	1.52
Breezes at Westlake	Lennar TSO	SK		DTMU	69	0	TSO	7	1	0	6	6	1.17	1.17
Keys II at Westlake	Lennar	SK		DTMU	86	0	4	9	1	0	82	55	0.85	1.45
Shoreside at Westlake	Lennar	SK		DTMU	117	4	4	8	1	0	90	45	1.03	1.18
Waterside at Westlake	Lennar	SK		DTMU	92	0	1	17	2	0	80	48	0.97	1.26
Waterways at Westlake	Lennar	SK		DTMU	125	4	4	21	3	0	28	28	1.25	1.25
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	0	3	3	0	0	92	37	0.69	0.97
Summers Bend at Westlake	Richmond American	SK		DTMU	96	0	1	4	1	0	95	41	0.72	1.08
The Preserve at Gateway	Richmond American	LD		DTMU	85	0	1	12	1	0	3	3	0.72	0.72
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 12 : 1</b>				<b>26</b>	<b>142</b>	<b>12</b>	<b>0</b>	<b>570</b>	<b>325</b>
City Codes: LD = Lodi, SK = Stockton														

# The Ryness Report

Week Ending  
Sunday, September 22, 2024

Central Valley

Page  
2 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 41									
San Joaquin   San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Griffin Park	Atherton	MN		DTMU	267	0	9	36	0	0	241	33	1.44	0.87
Villa Bellissima	Century	MN		DTMU	110	0	1	27	2	0	17	17	1.20	1.20
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	0	1	15	2	0	17	17	2.09	2.09
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	2	19	2	0	47	47	1.60	1.60
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	3	11	0	0	27	27	1.07	1.07
Arcadia at Stanford Crossing	KB Home TSO	LP		DTMU	81	0	TSO	13	0	0	28	28	1.26	1.26
Cielo at Villa Ticino	KB Home	MN		DTST	1117	4	2	8	3	0	8	8	3.73	3.73
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	1	12	1	0	81	32	0.70	0.84
Terra at Villa Ticino	KB Home	MN		DTMU	118	4	4	22	1	0	36	36	1.23	1.23
Capri at River Islands	Kiper	LP	Rsv's	DTMU	84	4	4	36	2	0	19	19	0.70	0.70
Skye at River Islands	Kiper	LP		DTMU	115	2	2	36	1	0	113	26	0.75	0.68
Chelsey at The Trails	Lennar	MN		DTMU	100	0	3	10	1	0	54	35	1.01	0.92
Driftway at River Islands	Lennar	LP		DTMU	95	0	2	11	0	0	10	10	0.62	0.62
Howden at The Trails	Lennar	MN		DTMU	103	0	1	24	2	0	55	49	1.03	1.29
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	16	0	0	165	0	0.88	0.00
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	0	1	17	2	0	166	37	1.06	0.97
Denali 50's - The Grove (Alder)	Meritage	MN		DTMU	208	0	2	16	1	0	24	24	0.85	0.85
Denali 60's - The Grove (Arroyo)	Meritage	MN		DTMU	43	4	4	8	1	0	33	33	1.17	1.17
Amber at Oakwood Trails	Pulte TSO	MN		DTMU	97	0	TSO	2	0	0	44	44	1.32	1.32
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	2	3	1	2	35	35	1.05	1.05
The Shores at River Islands	Pulte	LP		DTMU	53	0	3	10	0	0	26	26	0.81	0.81
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	1	1	0	0	33	33	0.99	0.99
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	4	32	0	0	34	33	0.84	0.87
The Strand Collection	Raymus	MN		DTMU	56	0	4	N/A	0	0	51	33	1.00	0.87
Birch at Arbor Bend	Richmond American S/O	MN		ATST	60	0	S/O	0	0	0	60	19	0.47	0.50
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	1	7	1	0	103	4	0.62	0.11
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	2	10	1	0	32	29	0.48	0.76
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	2	15	0	1	90	30	0.65	0.79
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	1	14	2	0	41	24	0.61	0.63
Villa Ticino	Richmond American	MN		DTMU	100	0	2	12	0	0	30	19	0.47	0.50
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	4	1	11	3	0	61	46	1.32	1.21
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	4	10	0	0	55	36	1.19	0.95
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	1	16	2	0	58	42	1.25	1.11
Chantara at River Islands	TRI Pointe	LP		DTMU	68	0	1	15	0	0	3	3	0.49	0.49
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	2	9	0	0	59	21	0.50	0.55
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	1	2	0	0	76	20	0.57	0.53
Dawn at The Collective	Trumark	MN		AASF	76	0	5	2	1	0	38	20	0.29	0.53
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	8	2	0	0	6	6	0.11	0.16
Vida at The Collective	Trumark	MN		AASF	103	0	8	2	0	0	55	20	0.41	0.53
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	1	22	1	0	66	24	0.55	0.63
Vintage II	Windward Pacific	MN		DTMU	68	0	7	9	0	0	61	8	0.35	0.21
<b>TOTALS: No. Reporting: 40</b>		<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 16 : 1</b>				<b>107</b>	<b>543</b>	<b>33</b>	<b>3</b>	<b>2258</b>	<b>1053</b>	<b>Net: 30</b>

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

Week Ending  
Sunday, September 22, 2024

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13										
Stanislaus   Stanislaus 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	
Heritage Collection	DR Horton S/O	RB		DTMU	47	0	S/O	1	1	0	47	48	1.41	1.41	
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	50	0	1	0	0	0	49	49	1.57	1.57	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	1	0	0	0	35	26	0.41	0.68	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	14	0	0	33	13	0.48	0.34	
Enclave at Crossroads West	KB Home	RB		DTST	114	4	3	11	2	0	11	11	2.66	2.66	
Heritage at Parkwood	KB Home	HG		DTMU	50	0	1	13	0	0	24	21	0.52	0.55	
Orchards at Parkwood	KB Home	HG		DTMU	299	4	4	11	3	0	38	34	0.82	0.89	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	1	18	3	1	31	23	0.57	0.61	
Blossom at Baldwin Ranch	Landsea	PR		DTMU	50	0	2	13	2	0	31	31	1.23	1.23	
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	3	0	0	0	21	21	0.84	0.84	
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	3	2	0	0	18	18	0.72	0.72	
T Street Customs	SCM	NW		DTMU	10	0	2	3	0	0	8	2	0.08	0.05	
The Meadowlands	Windward Pacific	OD		DTMU	62	0	12	7	0	0	18	8	0.13	0.21	
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.77</b>			<b>Traffic to Sales: 8 : 1</b>			<b>36</b>	<b>93</b>	<b>11</b>	<b>1</b>	<b>364</b>	<b>305</b>		<b>Net: 10</b>

City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman

Stanislaus   Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Marcona	Bright	KY		DTMU	116	0	7	8	0	0	65	14	0.53	0.37	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>7</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>65</b>	<b>14</b>		<b>Net: 0</b>

City Codes: KY = Keyes

Merced County   Merced County					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	
Crest View	Century	MD		DTMU	104	0	3	7	1	0	28	28	0.82	0.82	
Sundial at Bellevue Ranch	Century	MD		DTST	95	0	6	9	0	0	4	4	0.56	0.56	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	10	13	0	0	66	15	0.41	0.39	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	110	4	3	21	2	0	105	36	0.68	0.95	
Cypress Terrace	Stonefield Home S/O	MD		DTST	170	0	S/O	7	0	0	170	30	0.64	0.79	
Southpointe	Stonefield Home	LB		DTST	36	0	1	6	2	0	35	35	0.87	0.92	
Villas II, The	Stonefield Home	LB		DTST	191	0	3	4	0	0	131	26	0.69	0.68	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 13 : 1</b>			<b>26</b>	<b>67</b>	<b>5</b>	<b>0</b>	<b>539</b>	<b>174</b>		<b>Net: 5</b>

City Codes: MD = Merced, LB = Los Banos

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12									
Madera County   Madera 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
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	4	8	0	0	55	29	0.53	0.76
Riverstone - Choral Series	Lennar	MDA		DTMU	107	0	3	52	1	1	56	56	1.54	1.54
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	4	0	2	0	35	35	0.96	0.96
Riverstone - Skye	Lennar	MDA		DTMU	81	0	3	0	0	0	54	51	0.91	1.34
Riverstone - Surf	Lennar	MDA		DTMU	46	4	2	48	3	0	42	39	0.76	1.03
Riverstone - Treasures	Lennar <b>S/O</b>	MDA		DTST	25	0	S/O	0	0	0	25	25	0.75	0.75
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	18	30	0	0	56	22	0.42	0.58
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	10	34	0	0	110	40	0.98	1.05
Savanna at Tesoro Viejo	McCaffrey	MDA		DTMU	32	0	4	30	0	1	28	28	0.74	0.74
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	4	33	3	0	66	66	1.74	1.74
Encore at Riverstone	Woodside	MDA		DTMU	95	0	2	8	0	0	35	9	0.18	0.24
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	2	8	0	0	68	19	0.35	0.50
<b>TOTALS: No. Reporting: 12</b>			<b>Avg. Sales: 0.58</b>		<b>Traffic to Sales: 28 : 1</b>				<b>56</b>	<b>251</b>	<b>9</b>	<b>2</b>	<b>630</b>	<b>419</b>
														<b>Net: 7</b>

City Codes: MDA = Madera

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 31									
Fresno County   Fresno 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
Bravado	Century	REE		DTMU	182	0	1	3	2	0	141	46	0.92	1.21
Trellises	Century	FR		DTMU	149	0	4	25	0	0	35	35	1.03	1.03
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.44	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	1	2	0	0	83	34	0.59	0.89
Centrella Estates	KB Home	FR		DTMU	74	0	3	6	0	0	71	29	0.91	0.76
Centrella Villas	KB Home	FR		DTMU	107	0	2	6	0	0	103	36	0.91	0.95
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	2	13	0	0	59	33	0.77	0.87
Cielo Ranch 6000s	KB Home	CV		DTMU	89	4	3	21	3	0	61	40	0.86	1.05
Corinthalyn- Orchard	Lennar	CV		DTMU	128	4	4	64	2	0	59	52	1.36	1.37
Corinthalyn- Surf	Lennar	CV		DTMU	75	0	1	0	1	0	67	53	1.42	1.39
Corinthalyn- Treasures	Lennar	CV		ATST	67	4	3	0	2	0	59	56	1.43	1.47
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	2	0	0	0	72	43	1.12	1.13
Heritage Grove - Choral Series II	Lennar	CV		DTMU	32	0	4	0	0	0	6	6	0.35	0.35
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	2	0	2	0	23	18	0.38	0.47
Heritage Grove - Orchard II	Lennar	CV		DTST	63	0	2	0	1	0	18	18	1.04	1.04
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	8	0	1	0	7	1	0.12	0.03
Heritage Grove - Skye Series II	Lennar	CV		DTMU	20	0	1	0	2	0	13	13	0.75	0.75
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	8	0	0	0	14	7	0.22	0.18
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	5	35	1	1	111	41	1.44	1.08
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	0.76	0.03
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	3	0	0	0	99	26	1.10	0.68
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	3	0	0	0	42	37	0.99	0.97
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	0	2	37	2	0	56	45	1.21	1.18
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	3	19	0	2	64	60	1.55	1.58
Kintsu Square - Treasures	Lennar	FR		DTST	24	4	3	0	3	0	15	15	1.14	1.14
Sterling Acres - Choral Series	Lennar	FR		DTMU	66	0	1	0	3	0	16	16	0.93	0.93
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	4	4	1	0	5	5	0.07	0.13
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	4	1	0	9	4	0.12	0.11
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	4	14	0	0	75	12	0.34	0.32
Somerset Crossing	Woodside	FO		ATST	99	0	6	8	0	0	80	18	0.44	0.47
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	3	9	1	0	82	25	0.38	0.66
<b>TOTALS: No. Reporting: 31</b>	<b>Avg. Sales: 0.81</b>		<b>Traffic to Sales: 10 : 1</b>			<b>100</b>	<b>270</b>	<b>28</b>	<b>3</b>	<b>1738</b>	<b>825</b>	<b>Net: 25</b>		

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

Central Valley					Projects Participating: 132									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
<b>GRAND TOTALS: No. Reporting: 131</b>	<b>Avg. Sales: 0.78</b>	<b>Traffic to Sales: 13 : 1</b>			<b>392</b>	<b>1460</b>	<b>111</b>	<b>9</b>	<b>6969</b>	<b>3393</b>	<b>Net: 102</b>			
Project Types:														
AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached														
Abbreviations:		SO = Sold Out, TSO = Temporarily Sold Out												

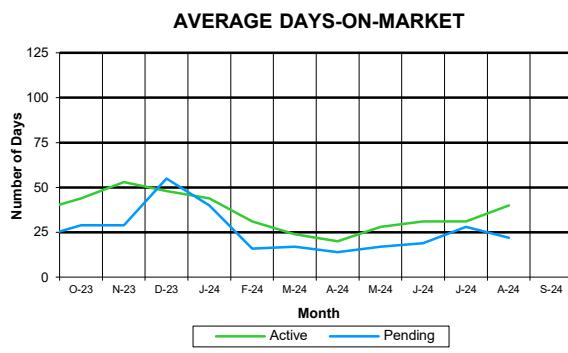
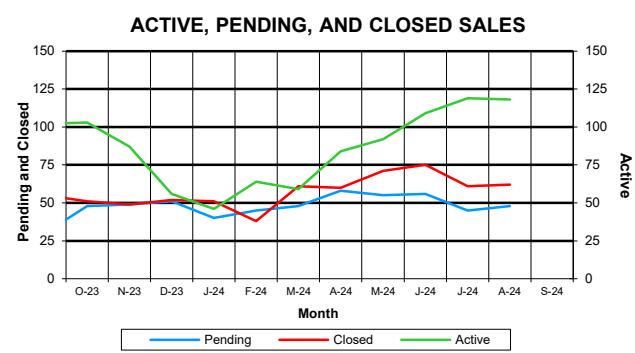


# The Ryness Company

Marketing Research Department

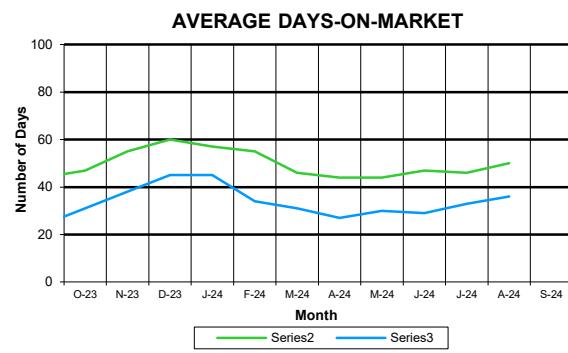
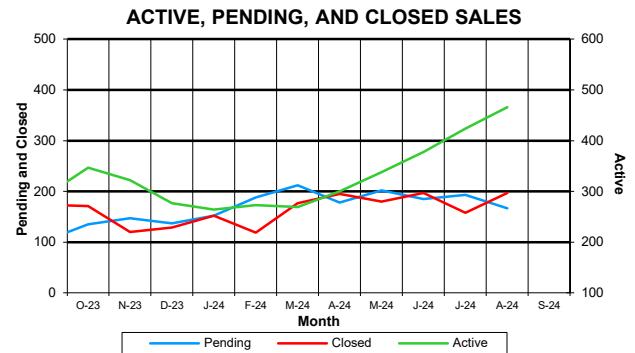
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	46	44	40	40	51	707,687
Feb-24	64	31	45	16	38	783,972
Mar-24	59	24	48	17	61	828,274
Apr-24	84	20	58	14	60	833,498
May-24	92	28	55	17	71	789,014
Jun-24	109	31	56	19	75	802,622
Jul-24	119	31	45	28	61	769,586
Aug-24	118	40	48	22	62	815,386



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	264	57	152	45	152	468,208
Feb-24	273	55	188	34	119	456,116
Mar-24	269	46	212	31	177	478,435
Apr-24	300	44	178	27	195	453,873
May-24	338	44	202	30	180	488,278
Jun-24	378	47	185	29	197	486,930
Jul-24	424	46	193	33	158	491,446
Aug-24	466	50	167	36	197	477,854



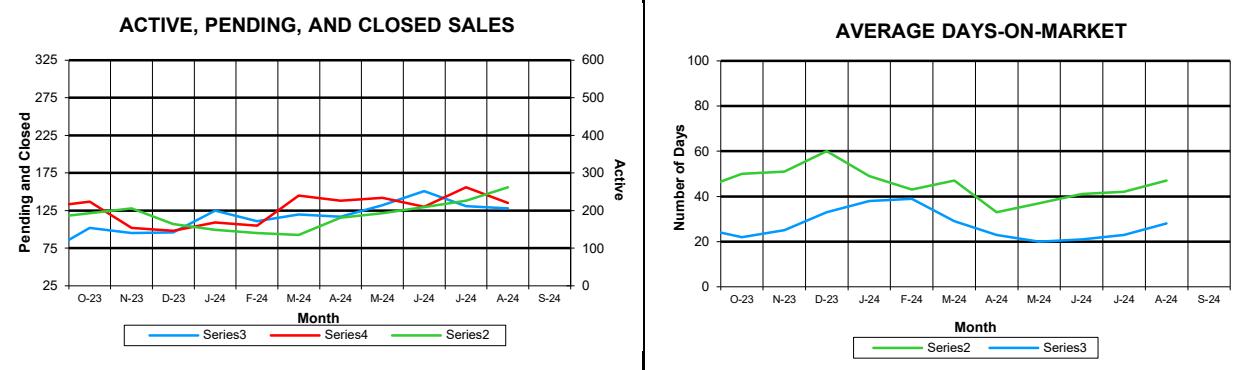


# The Ryness Company

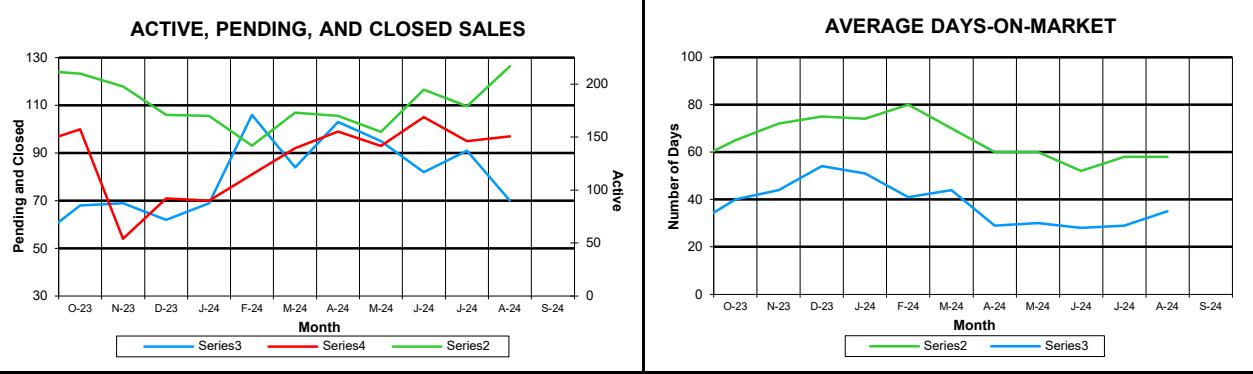
Marketing Research Department

## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	149	49	125	38	109	470,351
Feb-24	140	43	111	39	105	481,699
Mar-24	135	47	120	29	145	464,064
Apr-24	181	33	117	23	138	498,017
May-24	193	37	132	20	142	507,829
Jun-24	209	41	151	21	130	497,059
Jul-24	226	42	131	23	156	496,664
Aug-24	262	47	128	28	135	484,187



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	170	74	69	51	70	392,231
Feb-24	142	80	106	41	81	413,901
Mar-24	173	70	84	44	92	411,073
Apr-24	170	60	103	29	99	413,412
May-24	155	60	95	30	93	421,840
Jun-24	195	52	82	28	105	414,405
Jul-24	179	58	91	29	95	437,922
Aug-24	217	58	70	35	97	447,283



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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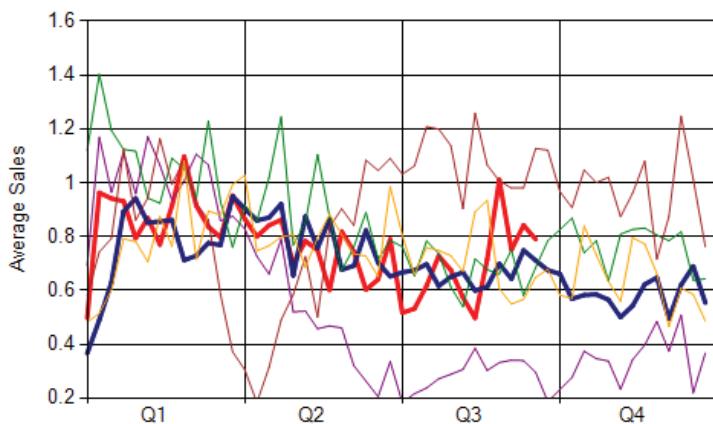
## Sacramento

Week 38

Ending: Sunday, September 22, 2024

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.
South Sacramento	47	557	35	5	30	0.64	0.85	-25%	0.76	-16%
Central & North Sacramento	36	459	39	3	36	1.00	0.75	33%	0.83	21%
Folsom	13	215	11	3	8	0.62	0.93	-34%	0.90	-32%
El Dorado	10	75	3	0	3	0.30	0.45	-33%	0.28	6%
Placer & Nevada	59	1020	54	4	50	0.85	0.71	19%	0.55	55%
Yolo	8	101	14	1	13	1.63	1.14	42%	0.98	66%
Amador County	1	5	1	0	1	1.00	0.24	311%	0.08	1100%
Northern Counties	16	129	14	5	9	0.56	0.75	-25%	0.64	-13%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>190</b>	<b>2561</b>	<b>171</b>	<b>21</b>	<b>150</b>	<b>0.79</b>	<b>0.77</b>	<b>2%</b>
Per Project Average						13	0.90	0.11	0.79	
<b>Year Ago - 09/24/2023</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>180</b>	<b>2080</b>	<b>143</b>	<b>15</b>	<b>128</b>	<b>0.71</b>	<b>0.74</b>	<b>-4%</b>
<b>% Change</b>						6%	23%	20%	40%	17%
							11%	5%		3%

### 52 Weeks Comparison



### Year to Date Averages Through Week 38

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	141	23	0.89	0.13	0.76	0.73
■	2020	150	16	1.02	0.15	0.87	0.89
■	2021	161	18	0.97	0.09	0.87	0.85
■	2022	174	13	0.76	0.17	0.60	0.52
■	2023	180	14	0.86	0.12	0.74	0.70
■	2024	188	13	0.87	0.10	0.77	0.77
<b>% Change:</b>		<b>4%</b>	<b>-7%</b>	<b>1%</b>	<b>-18%</b>	<b>5%</b>	<b>10%</b>

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



### WEEKLY FINANCIAL NEWS

Financing		Market Commentary					
<b>CONV</b>	<b>RATE 5.88%</b>	<b>APR 6.13%</b>					
<b>FHA</b>	<b>5.75%</b>	<b>6.64%</b>					
<b>10 Yr Yield</b>	<b>3.75%</b>						
							
Although housing market unaffordability remains a major challenge to prospective homebuyers, new home sales continue to outperform. Sales of new construction leaped 10.6% in July to a 739K unit pace, the highest level in more than a year. Builder incentives are the main factor keeping new home sales on a positive trajectory in the high interest rate environment. Consider that while new home sales were up 5.6% the 12 months ended July, single-family resales were down 1.4% during the same time. In a survey from the National Association of Homebuilders, 61% of builders reported offering sales incentives like price cuts and mortgage rate buy-downs in July, a share that increased to 64% in August as builders attempted to cut against interest rate headwinds. Despite builders' efforts, new home sales appear poised for some giveback in August. We forecast a 4.6% dip to a 705K-unit pace, which would partially, but not fully, reverse July's blockbuster gain. Looking ahead, conditions appear favorable for the new home market. The start of the Fed's easing cycle and expectations for further interest rate cuts on the horizon have brought 30-year fixed mortgage rates to 6.09% on average last week, the lowest level in over 12 months. As mortgage rates retreat, builders are expressing increased optimism about sales expectations over the coming months. Headwinds certainly remain, however, lower financing costs will provide buyers with some relief. Source: Wells Fargo Bank Weekly Economic & Financial Commentary							

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47									
South Sacramento   South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	2	6	0	0	12	12	0.36	0.36
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	16	6	0	0	21	21	0.61	0.61
Riverhaven	Beazer	SO		DTST	66	0	1	7	0	0	28	28	0.82	0.82
Stonehaven	Beazer	SO		DTMU	90	0	4	9	0	0	55	25	0.88	0.66
Parlin Oaks	Blue Mountain	GT		DTST	71	0	1	12	0	0	5	5	0.55	0.55
Park Place	Century TSO	SO		DTST	48	0	TSO	0	0	0	3	3	0.23	0.23
Carnelian at Sheldon Farms	DR Horton S/O	LN		DTMU	122	0	S/O	0	0	0	122	46	1.14	1.21
Persimmon at Sheldon Farms	DR Horton S/O	LN		DTMU	148	0	S/O	4	0	0	148	47	1.38	1.24
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	0	1	0	0	0	119	38	1.12	1.00
Cascade at Elliott Springs	Elliott	VN		DTMU	173	0	2	33	0	0	28	28	1.03	1.03
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	2	38	1	0	75	38	0.98	1.00
The Retreats	K Hovnanian	RM		DTMU	62	0	1	4	0	0	45	21	0.37	0.55
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	1	24	1	0	10	10	0.49	0.49
Fairfax at The Grove	KB Home	LN		DTMU	125	0	2	8	1	0	47	47	1.41	1.41
Hayworth at The Grove	KB Home	LN		DTMU	90	0	3	10	2	2	51	51	1.53	1.53
Highland at The Grove	KB Home	LN		DTST	116	0	2	19	1	0	14	14	0.69	0.69
Lexington at The Grove	KB Home	LN		DTMU	58	4	4	5	1	0	35	35	0.94	0.92
Riva at Delta Shores	KB Home	SO		DTMU	109	0	1	50	0	0	5	5	0.31	0.31
Rosewood at The Grove	KB Home	LN		DTMU	51	0	2	0	0	0	41	31	0.93	0.82
Westborne at The Grove	KB Home	LN		DTMU	123	0	2	9	0	0	66	56	1.37	1.47
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	4	4	16	2	1	101	60	1.44	1.58
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	4	4	14	2	0	90	68	1.47	1.79
Calabria at Vineyard Parke	Lennar	SO		DTST	144	4	4	18	2	0	40	40	1.88	1.88
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	0	1	24	3	0	111	70	1.67	1.84
Laguna Ranch II	Richmond American	LN		DTMU	100	0	3	0	1	1	73	22	0.61	0.58
Seasons at Caterina	Richmond American	GT		DTMU	61	0	2	3	1	0	57	31	0.59	0.82
Seasons at the Farm	Richmond American	GT		DTMU	87	0	2	6	0	0	79	33	0.59	0.87
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	1	8	1	0	107	44	0.93	1.16
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	1	3	1	0	24	18	0.53	0.47
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	2	4	0	0	10	8	0.22	0.21
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	2	4	1	0	12	11	0.26	0.29
Madeira Greens	Taylor Morrison	LN		DTMU	85	4	3	15	2	0	21	21	0.94	0.94
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	5	4	14	3	0	76	23	0.78	0.61
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	4	4	11	1	0	64	31	0.66	0.82
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	2	9	0	0	62	15	0.64	0.39
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	3	7	0	0	76	23	0.76	0.61
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	1	7	2	0	96	35	0.96	0.92
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	1	9	0	0	79	26	0.79	0.68
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	4	14	1	1	59	46	0.89	1.21
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	1	10	0	0	49	9	0.74	0.24
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	0	2	19	0	0	2	2	0.25	0.25
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	2	19	0	0	2	2	0.25	0.25
Long Meadow	The New Home Co	VN		DTMU	122	0	1	17	1	0	55	35	0.98	0.92
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	4	3	19	2	0	9	9	1.11	1.11
Cedar Creek	Tim Lewis	GT		DTMU	112	0	2	4	0	0	107	27	0.66	0.71

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47										
South Sacramento   South Sacramento (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
					52	0	4	17	0	0	42	33	0.89	0.87	
The Oasis	Tim Lewis	LN		DTMU	141	0	1	22	2	0	12	12	0.42	0.42	
<b>TOTALS: No. Reporting: 47</b>			<b>Avg. Sales: 0.64</b>					<b>Traffic to Sales: 16 : 1</b>	<b>111</b>	<b>557</b>	<b>35</b>	<b>5</b>	<b>2445</b>	<b>1315</b>	<b>Net: 30</b>
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta															

C/N Sacramento   Central Sacramento					Projects Participating: 26										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	4	12	0	0	56	23	0.73	0.61	
Heritage at Gum Ranch	Elliott	FO		DTMU	251	4	4	8	2	0	194	35	0.70	0.92	
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	5	7	0	0	40	12	0.36	0.32	
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	2	6	0	0	30	11	0.26	0.29	
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	1	2	0	0	53	39	0.73	1.03	
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	4	0	0	0	74	16	0.53	0.42	
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	2	9	3	0	76	36	0.74	0.95	
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	1	2	1	1	101	40	0.73	1.05	
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.51	0.00	
Caledon at Pradera Ranch	Lennar	RO		DTMU	111	4	4	21	3	1	75	67	1.82	1.76	
Jade at Pradera Ranch	Lennar	RO		DTMU	90	0	2	4	0	0	70	70	2.24	2.24	
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	4	2	0	0	49	49	1.31	1.29	
Olive Grove at Pradera Ranch	Lennar	RO		DTST	78	4	4	35	5	1	29	29	1.90	1.90	
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	7	1	38	7	0	86	72	1.58	1.89	
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	0	1	8	1	0	67	59	1.31	1.55	
Ascent at Montelena	Pulte	RO		DTMU	127	0	3	10	1	0	59	31	0.57	0.82	
Solis at Montelena	Pulte	RO		DTMU	55	4	4	4	1	0	39	25	0.35	0.66	
Vista at Montelena	Pulte	RO		DTMU	38	0	1	4	0	0	37	7	0.34	0.18	
Seasons at Montelena	Richmond American	RO		DTMU	125	0	4	19	1	0	95	35	0.71	0.92	
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	0	4	40	0	0	10	10	0.62	0.62	
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	0	1	40	2	0	5	5	0.31	0.31	
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	2	40	0	0	4	4	0.25	0.25	
Acacia II at Cypress	Woodside	RO		DTMU	90	0	2	0	0	0	24	12	0.39	0.32	
Palo Verde at Cypress	Woodside	RO		DTMU	92	4	3	25	2	0	48	28	0.77	0.74	
Sycamore at Cypress	Woodside	RO		DTMU	96	0	3	12	0	0	18	8	0.30	0.21	
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	4	16	0	0	19	12	0.31	0.32	
<b>TOTALS: No. Reporting: 26</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 13 : 1</b>	<b>72</b>	<b>364</b>	<b>29</b>	<b>3</b>	<b>1429</b>	<b>735</b>	<b>Net: 26</b>
City Codes: RO = Rancho Cordova, FO = Fair Oaks															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10										
C/N Sacramento   North Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cottages at The Preserve	KB Home	AO		DTST	70	4	4	23	2	0	30	30	1.29	1.29	
Villas at The Preserve	KB Home	AO		DTMU	203	0	1	13	1	0	45	40	0.93	1.05	
Northlake - Bleau	Lennar	SO		DTMU	348	4	4	18	3	0	230	65	1.20	1.71	
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	3	7	1	0	9	9	0.19	0.24	
Northlake - Drifton	Lennar	SO		DTMU	236	0	1	2	0	0	143	16	0.78	0.42	
Northlake - Lakelet	Lennar	SO		DTMU	307	4	4	17	2	0	162	34	0.84	0.89	
Northlake - Shor	Lennar TSO	SO		DTMU	337	0	TSO	2	0	0	175	21	0.91	0.55	
Northlake - Watersyde	Lennar	SO		DTMU	276	0	4	7	1	0	144	10	0.75	0.26	
Northlake - Wavmor	Lennar	SO		DTMU	320	0	1	4	0	0	170	26	0.88	0.68	
Waters Edge	Lennar	SO		DTST	139	0	4	2	0	0	5	5	0.33	0.33	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.00</b>		<b>Traffic to Sales: 10 : 1</b>				<b>26</b>	<b>95</b>	<b>10</b>	<b>0</b>	<b>1113</b>	<b>256</b>	<b>Net: 10</b>
City Codes: AO = Antelope, SO = Sacramento															

Folsom   Folsom Area					Projects Participating: 13										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	0	2	9	1	1	34	16	0.56	0.42	
Esquire at Folsom Ranch	KB Home	FM		DTMU	153	0	3	22	1	1	31	31	1.23	1.23	
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	4	3	16	2	0	122	42	0.97	1.11	
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	120	0	1	4	0	0	119	42	0.97	1.11	
Rockress II at Folsom Ranch	Lennar	FM		DTMU	115	0	1	8	1	0	55	47	1.37	1.24	
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	0	7	4	0	1	89	47	1.25	1.24	
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	0	1	19	2	0	105	53	1.44	1.39	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	1	18	0	0	63	27	0.67	0.71	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	1	19	2	0	69	37	0.73	0.97	
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	0	4	30	1	0	94	35	1.13	0.92	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	3	18	1	0	66	23	0.56	0.61	
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	0	1	30	0	0	75	30	0.90	0.79	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	0	3	18	0	0	77	28	0.65	0.74	
<b>TOTALS: No. Reporting: 13</b>			<b>Avg. Sales: 0.62</b>		<b>Traffic to Sales: 20 : 1</b>				<b>31</b>	<b>215</b>	<b>11</b>	<b>3</b>	<b>999</b>	<b>458</b>	<b>Net: 8</b>
City Codes: FM = Folsom															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10									
El Dorado   El Dorado County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oakhaven	Blue Mountain	RE		DTMU	29	0	5	14	0	0	8	8	0.26	0.26
Revere	Blue Mountain	RE		DTMU	51	0	1	7	1	0	50	8	0.28	0.21
Alder at Saratoga Estates	Elliott	EH		DTMU	129	0	2	2	0	0	127	19	0.58	0.50
Manzanita at Saratoga	Elliott	EH		DTMU	131	0	2	8	0	0	91	21	0.43	0.55
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	2	12	0	0	25	11	0.19	0.29
Heritage El Dorado Hills-Mosaic	Lennar <span style="color: red;">S/O</span>	EH		AASF	373	0	S/O	7	1	0	373	44	1.19	1.16
Legends II at Heritage Carson Creek	Lennar	EH		AASF	165	0	1	6	1	0	164	9	7.70	7.70
Trento at The Promontory	Lennar	EH		DTMU	35	0	2	0	0	0	33	17	0.43	0.45
Ridgeview	The New Home Co	EH		DTMU	44	0	2	19	0	0	26	15	0.41	0.39
Sutter's Ridge	Williams	PV		DTMU	39	0	8	0	0	0	2	2	0.07	0.07
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.30</b>		<b>Traffic to Sales: 25 : 1</b>				<b>25</b>	<b>75</b>	<b>3</b>	<b>0</b>	<b>899</b>	<b>154</b>
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 59									
Placer / Nevada   Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	1	32	3	1	48	46	1.00	1.21
Whitehawk	Anthem United	GB		DTMU	55	0	6	40	0	0	38	19	0.46	0.50
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	2	15	0	0	22	22	0.64	0.64
Verrado II at Solaire	Beazer	RV		DTMU	63	0	3	10	1	1	26	16	0.43	0.42
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	6	8	0	0	5	4	0.07	0.11
Millau at Twelve Bridges	Century	LL		DTST	105	4	4	17	2	0	11	11	0.45	0.45
Rialto at Twelve Bridges	Century	LL		DTMU	79	4	4	19	1	0	10	10	0.41	0.41
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	3	3	0	0	57	17	0.35	0.45
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	1	8	1	0	14	14	0.73	0.73
Balboa II	DR Horton S/O	RV		DTST	172	0	S/O	2	1	0	172	61	1.55	1.61
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	3	8	0	0	47	40	1.02	1.05
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	4	4	9	2	1	18	18	0.94	0.94
Turkey Creek Estates	Elliott	LL		DTMU	228	4	2	17	3	0	86	19	0.51	0.50
Edgefield Place	JMC	RK		DTMU	83	0	1	19	2	0	82	38	0.62	1.00
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	3	21	0	1	51	21	0.40	0.55
Fairbrook at Fiddymont Farms	JMC S/O	RV		DTMU	125	0	S/O	0	0	0	125	31	0.70	0.82
Inspiration Village at Sierra Vista	JMC TSO	RV		DTMU	103	0	TSO	35	0	0	53	51	1.20	1.34
Meadowbrook at Fiddymont Farms	JMC	RV		DTMU	80	0	1	12	0	0	79	8	0.44	0.21
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	1	1	23	1	0	86	49	1.17	1.29
Sagebrook at Fiddymont Farms	JMC	RV		DTMU	214	0	2	26	2	0	118	32	0.66	0.84
Sentinel Village	JMC	RV		DTST	256	0	3	23	0	0	196	34	0.83	0.89
Tribute Pointe	JMC	RK		DTMU	99	0	1	15	0	0	40	17	0.30	0.45
Westwind at Whitney Ranch	JMC	RK		DTST	43	4	4	160	2	0	6	6	1.56	1.56
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	1	60	0	0	110	46	0.85	1.21
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	2	25	0	0	37	31	0.78	0.82
Copper Ridge	KB Home	LL		DTMU	281	0	1	8	1	0	139	39	0.95	1.03
Morgan Knolls	KB Home	RV		DTMU	58	0	2	0	0	0	56	31	0.77	0.82
Breckenridge at Sierra West	Lennar	RV		DTMU	281	0	1	8	1	0	198	57	1.28	1.50
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	4	4	8	1	0	177	39	1.09	1.03
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	4	3	18	2	0	175	49	1.06	1.29
Meander at Winding Creek	Lennar	RV		DTMU	74	0	3	9	1	0	48	47	1.25	1.24
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	2	8	1	0	160	32	0.99	0.84
Windham at Sierra West	Lennar	RV		DTMU	190	4	4	16	2	0	184	50	1.27	1.32
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	1	6	2	0	63	51	1.20	1.34
Premier Soleil	Premier Homes	GB		DTMU	52	0	1	26	0	0	39	6	0.34	0.16
Camellia at Solaire	Pulte	RV		DTMU	67	0	1	3	0	0	40	40	1.10	1.10
Jasmine at Solaire	Pulte	RV		DTMU	107	5	1	3	5	0	40	40	1.21	1.21
Seasons at Mason Trails	Richmond American	RV		DTMU	92	4	4	2	4	0	73	32	0.63	0.84
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	3	13	0	0	66	35	0.49	0.92
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	3	4	1	0	130	28	0.73	0.74
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	2	3	1	0	61	28	0.44	0.74
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	4	4	0	0	111	17	0.63	0.45
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	4	0	0	124	23	0.70	0.61
Rocklin Meadows	The New Home Co S/O	RK		DTMU	27	0	S/O	0	0	0	27	6	0.22	0.16
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	1	23	1	0	31	23	0.53	0.61

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 59										
Placer / Nevada   Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Valley Oak- Trails	The New Home Co	RV		DTMU	62	4	4	23	2	0	45	33	0.76	0.87	
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	3	45	0	0	39	18	0.44	0.47	
Morgan Place	Tim Lewis	RV		DTMU	79	0	3	16	0	0	12	12	0.33	0.33	
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	1	1	1	0	10	7	0.17	0.18	
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	4	14	0	0	7	7	0.19	0.19	
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	1	13	0	0	17	17	0.76	0.76	
Monument at Independence	TRI Pointe	LL		DTMU	159	0	2	13	1	0	13	13	0.58	0.58	
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	3	16	0	0	1	1	0.88	0.88	
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	4	2	12	2	0	32	32	0.94	0.94	
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	2	0	0	0	33	9	0.30	0.24	
Moscato at Brady Vineyards	Woodside TSO	RV		DTMU	80	0	TSO	27	1	0	60	31	0.54	0.82	
Summerfield	Woodside	RV		DTMU	135	0	3	17	0	0	5	5	0.97	0.97	
The Park at Granite Bay	Woodside	GB		DTMU	55	0	8	25	1	0	7	7	0.30	0.30	
Wildflower at Winding Creek	Woodside TSO	RV		DTMU	97	0	TSO	25	2	0	37	37	1.26	1.26	
<b>TOTALS: No. Reporting: 59</b>		<b>Avg. Sales: 0.85</b>			<b>Traffic to Sales: 19 : 1</b>				<b>139</b>	<b>1020</b>	<b>54</b>	<b>4</b>	<b>3797</b>	<b>1563</b>	<b>Net: 50</b>

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

Placer / Nevada   Nevada County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates II	Hilbers	GV		DTST	6	0	6	N/A	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 0</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

Yolo   Yolo County					Projects Participating: 8										
					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	
Parkside at The Rivers	Century	WS		DTMU	82	0	1	2	0	0	81	38	0.82	1.00	
Trailside at the Rivers	Century	WS		DTMU	120	4	3	4	1	0	58	44	0.66	1.16	
Bungalows at Bretton Woods	DeNova	DV		AASF	39	0	5	18	1	0	1	1	0.24	0.24	
Cannon Pointe at Pioneer Village	Lennar S/O	WL		DTMU	107	0	S/O	8	1	0	107	45	1.24	1.18	
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	4	2	24	3	0	85	52	0.97	1.37	
The Hideaway	Meritage	WN		DTMU	148	4	3	24	5	0	128	56	1.07	1.47	
Walnut Lane	Meritage	WN		DTMU	53	0	4	16	1	1	38	38	1.35	1.35	
Revival	Tim Lewis	WL		DTST	72	4	4	5	2	0	54	32	0.43	0.84	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 1.63</b>			<b>Traffic to Sales: 7 : 1</b>				<b>22</b>	<b>101</b>	<b>14</b>	<b>1</b>	<b>552</b>	<b>306</b>	<b>Net: 13</b>

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

Amador County   Amador County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	1	5	1	0	30	9	0.19	0.24	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 5 : 1</b>				<b>1</b>	<b>5</b>	<b>1</b>	<b>0</b>	<b>30</b>	<b>9</b>	<b>Net: 1</b>

City Codes: PLY = Plymouth

# The Ryness Report

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# The Ryness Company

Marketing Research Department

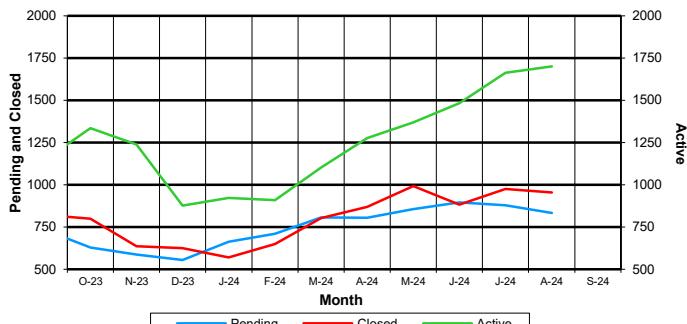
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	923	47	664	37	571	562,621
Feb-24	909	47	710	29	651	591,286
Mar-24	1,103	41	807	26	803	594,570
Apr-24	1,277	49	805	26	870	598,274
May-24	1,370	52	856	26	992	621,556
Jun-24	1,483	42	897	28	882	617,669
Jul-24	1,662	41	879	24	975	627,548
Aug-24	1,701	47	834	28	955	613,874

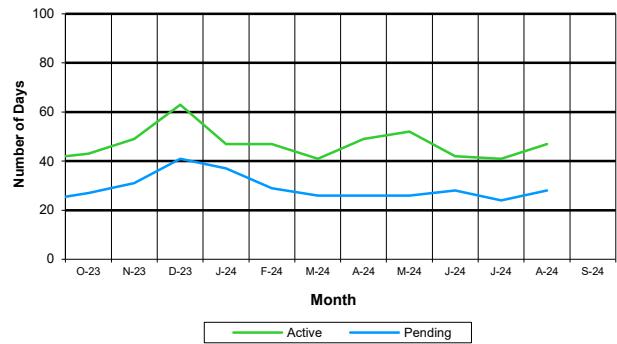
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	125	43	73	40	62	364,728
Feb-24	126	40	74	34	73	346,597
Mar-24	156	36	90	26	81	345,000
Apr-24	197	37	75	25	97	353,058
May-24	188	46	89	32	102	375,102
Jun-24	217	47	87	28	84	332,500
Jul-24	260	45	81	26	91	357,589
Aug-24	281	48	91	35	96	350,127

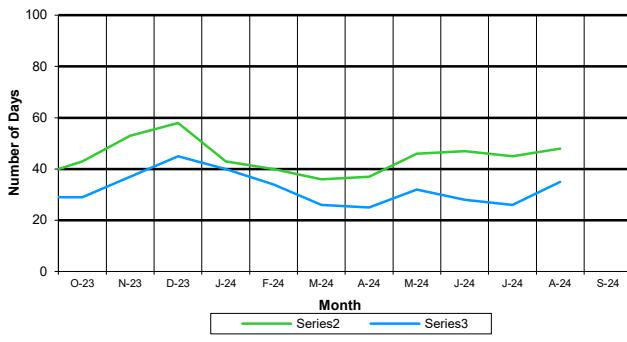
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





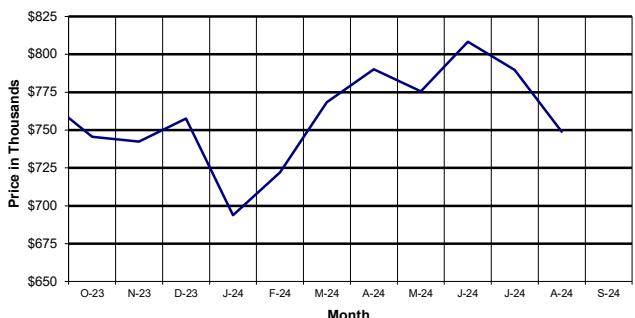
# The Ryness Company

Marketing Research Department

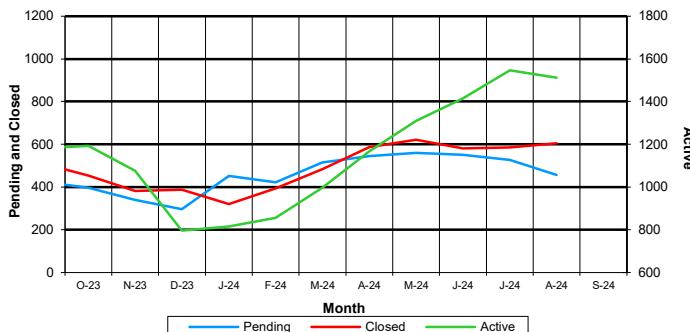
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	815	67	452	54	320	693,905
Feb-24	856	61	422	40	393	722,229
Mar-24	997	55	515	35	483	768,410
Apr-24	1,167	49	545	28	587	790,086
May-24	1,310	52	560	31	621	775,534
Jun-24	1,414	56	551	32	581	808,356
Jul-24	1,546	55	527	38	585	789,655
Aug-24	1,512	61	456	41	605	748,977

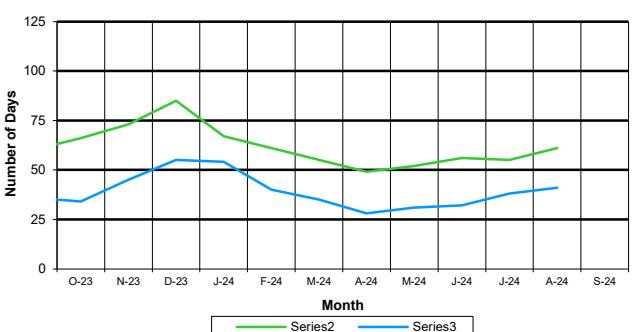
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



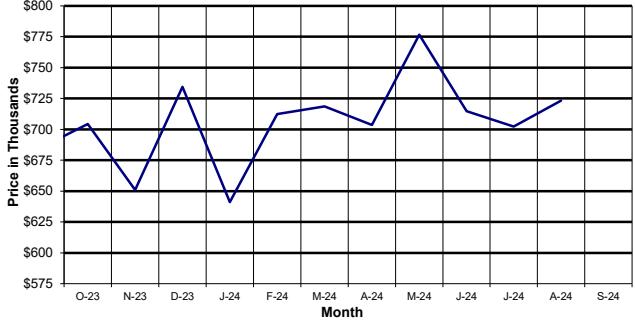
AVERAGE DAYS-ON-MARKET



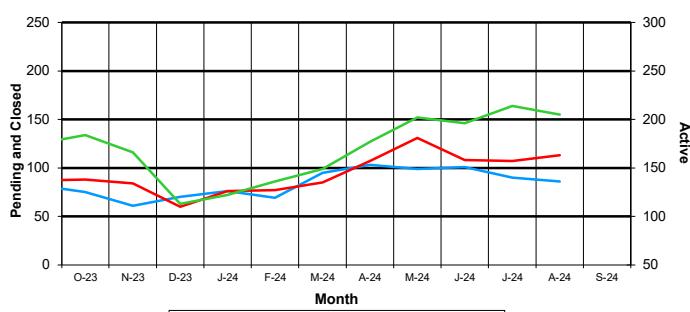
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jan-24	122	60	76	54	76	641,132
Feb-24	136	52	69	38	77	712,479
Mar-24	149	47	95	26	85	718,552
Apr-24	177	37	103	23	107	703,494
May-24	202	45	99	30	131	776,772
Jun-24	196	50	101	33	108	714,737
Jul-24	214	51	90	28	107	702,342
Aug-24	205	59	86	39	113	723,220

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

