

THE RYNES REPORT

A New Home Sales, Marketing & Research Company

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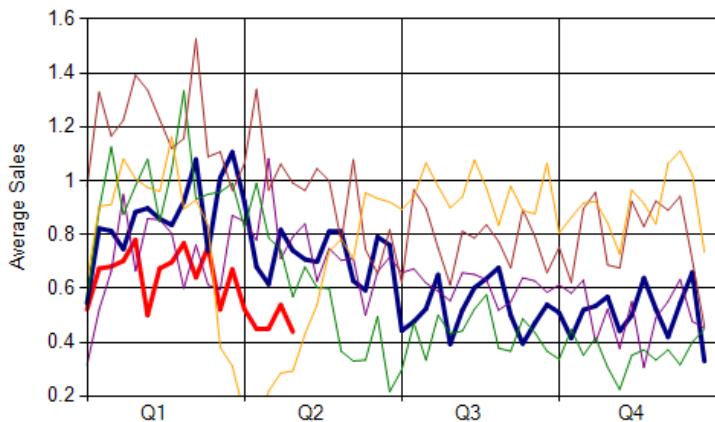


Bay Area Week 18

Ending: Sunday, May 4, 2025

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.
Alameda	13	244	6	0	6	0.46	0.66	-30%	0.63	-27%
Contra Costa	24	329	5	1	4	0.17	0.54	-69%	0.57	-71%
Sonoma, Napa	11	69	6	0	6	0.55	0.53	2%	0.52	5%
San Mateo	2	19	0	0	0	0.00	0.36	-100%	0.39	-100%
Santa Clara	16	133	10	1	9	0.56	0.69	-18%	0.63	-11%
Monterey, Santa Cruz, San Benito	8	86	1	0	1	0.13	0.46	-73%	0.46	-73%
Solano	15	93	15	2	13	0.87	0.76	14%	0.83	4%
Current Week Totals	Traffic : Sales	23 : 1	89	973	43	0.44	0.61	-29%	0.62	-29%
Per Project Average			11	0.48	0.04	0.44				
Year Ago - 05/05/2024	Traffic : Sales	19 : 1	104	1639	87	0.74	0.83	-11%	0.87	-15%
% Change			-14%	-41%	-51%	-60%	-49%	-41%	-26%	-29%

52 Weeks Comparison



Year to Date Averages Through Week 18

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■ 2020	2020	153	14	0.79	0.12	0.67	0.80
■ 2021	2021	118	16	1.24	0.07	1.17	0.93
■ 2022	2022	103	12	1.02	0.10	0.92	0.58
■ 2023	2023	114	12	0.82	0.08	0.74	0.64
■ 2024	2024	105	14	0.90	0.07	0.83	0.66
■ 2025	2025	94	12	0.67	0.06	0.61	0.61
% Change:		-11%	-16%	-25%	-10%	-26%	-7%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.63%	APR 6.72%	
FHA	5.99%	6.87%	Tariffs are taxes that governments place on imported goods. Companies often pass these higher costs onto customers, leading to price increases across a wide range of everyday items. While tariffs are intended to protect domestic industries, they can come with side effects: higher consumer prices, rising inflation, and added pressure on home prices. Tariffs on building materials increase construction costs, leading to higher home prices. Broader economic factors, including inflation and interest rates, can also impact housing affordability. Inflation may push home prices higher in the short term, but prices could fall if interest rates are cut during an economic downturn. One of the most visible effects of tariffs is the rising cost of construction materials like lumber, steel, and aluminum. These materials are crucial for building new homes, and when tariffs increase their prices, builders are forced to pass along those costs to homebuyers. Per the NAHB/Wells Fargo Housing Market Index April 2025 survey, builders estimate that the United States' recent tariffs add an estimated \$10,900 to a new home's typical construction costs. Higher construction costs can slow down new housing projects. When housing supply shrinks but demand remains strong, prices for both new and existing homes can climb even further. Source: La Toya Irby MSN Investopedia
10 Yr Yield	4.35%		
			

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 7										
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	3	9	0	0	44	5	0.81	0.28	
Poppy Lane	DR Horton	LS		DTST	18	0	5	10	0	0	8	8	0.47	0.44	
The Chapter	KB Home	CV		ATMU	51	0	3	42	0	0	17	9	0.70	0.50	
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	3	36	0	0	31	7	0.30	0.39	
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	4	36	0	0	23	3	0.22	0.17	
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	1	0	0	0	119	17	1.00	0.94	
Towns at Hartford	Lennar	FR		ATMU	57	4	5	10	2	0	42	24	0.85	1.33	
TOTALS: No. Reporting: 7					Avg. Sales: 0.29			Traffic to Sales: 72 : 1	24	143	2	0	284	73	Net: 2

City Codes: HY = Hayward, LS = San Leandro, CV = Castro Valley, AL = Alameda, NK = Newark, FR = Fremont

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	
Vine at Boulevard	Brookfield	DB		ATMU	92	7	21	18	1	0	68	14	1.04	0.78	
Cava	DeNova	LV		ATMU	112	0	16	38	2	0	6	6	2.80	2.80	
Avalon at Boulevard	Lennar	DB		ATMU	90	0	5	5	0	0	82	13	0.90	0.72	
Gramercy at the Boulevard	Lennar	DB		ATMU	102	0	6	7	1	0	76	14	0.93	0.78	
Primrose at Francis Ranch	Taylor Morrison	DB		DTMU	85	5	9	18	0	0	11	11	1.20	1.20	
Azure at Francis Ranch	Trumark	DB		DTMU	98	0	5	15	0	0	7	7	1.00	1.00	
TOTALS: No. Reporting: 6					Avg. Sales: 0.67			Traffic to Sales: 25 : 1	62	101	4	0	250	65	Net: 4

City Codes: DB = Dublin, LV = Livermore

Contra Costa County Diablo 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	
Woodbury Highlands	Davidon	LF		ATMU	99	0	11	6	0	0	86	11	0.36	0.61	
180 Midhill	DeNova	MZ		DTMU	7	0	5	14	0	0	2	2	0.33	0.33	
Heritage View	DeNova	MZ		DTMU	38	0	2	14	0	0	20	13	0.99	0.72	
Hillcrest	Shea	PH		DTMU	31	0	4	4	0	1	26	2	0.35	0.11	
Oak Grove	SummerHill	WC		ATMU	115	0	4	17	0	0	70	13	0.93	0.72	
Penny Lane	Trumark	CN		ATMU	70	0	1	2	0	0	69	13	0.60	0.72	
TOTALS: No. Reporting: 6					Avg. Sales: -0.17			Traffic to Sales: N/A	27	57	0	1	273	54	Net: -1

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

Contra Costa County San Ramon Valley					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magee Preserve	Davidon	DN		DTMU	69	0	8	18	0	0	51	8	0.43	0.44	
City Village - Rows	SummerHill	SR		DTMU	114	0	4	29	0	0	12	5	0.27	0.28	
City Village - Towns	SummerHill	SR		ATMU	136	0	7	29	0	0	79	16	0.95	0.89	
City Village - Courts	SummerHill	SR		DTMU	154	0	3	29	0	0	49	5	0.58	0.28	
TOTALS: No. Reporting: 4					Avg. Sales: 0.00			Traffic to Sales: N/A	22	105	0	0	191	34	Net: 0

City Codes: DN = Danville, SR = San Ramon

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2									
Contra Costa County West Contra Costa					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Owl Ranch	DR Horton	HC		DTMU	40	0	2	9	2	0	14	14	1.72	1.72
Bay View at Richmond	Meritage	RM		DTMU	94	0	4	0	0	0	59	11	0.51	0.61
TOTALS: No. Reporting: 2			Avg. Sales: 1.00		Traffic to Sales: 5 : 1				6	9	2	0	73	25
City Codes: HC = Hercules, RM = Richmond														

Contra Costa County Antioch/Pittsburg					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hills at Park Ridge	Davidon	AN		DTMU	225	0	10	16	0	0	177	17	0.75	0.94
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	0	4	12	0	0	70	12	0.70	0.67
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	0	5	5	0	0	58	13	0.58	0.72
Deer Valley	Meritage	AN		DTMU	120	0	6	0	0	0	61	18	1.07	1.00
TOTALS: No. Reporting: 4			Avg. Sales: 0.00		Traffic to Sales: N/A				25	33	0	0	366	60
City Codes: AN = Antioch														

Contra Costa County East Contra Costa					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
Delta Coves	Blue Mountain	BI		DTMU	131	0	4	13	1	0	111	3	0.38	0.17
Cattle Ridge at Summer Lake North	DeNova	OY		DTMU	167	0	6	17	0	0	4	4	0.30	0.30
Saddle Creek at Summer Lake North	DeNova	OY		DTMU	203	0	7	12	0	0	11	11	0.84	0.84
Cypress Crossings	KB Home	OY		DTMU	98	0	1	14	1	0	97	10	0.67	0.56
Beacon at Delta Coves	Pulte	BI		DTST	30	0	4	0	0	0	25	0	0.22	0.00
Seagrass	Pulte	DB		DTMU	276	0	3	20	1	0	27	9	0.35	0.50
Orchard Grove	Shea	BT		DTMU	51	0	4	47	0	0	4	4	0.28	0.28
Orchard Trails	Shea	BT		DTMU	78	0	2	2	0	0	76	1	0.42	0.06
TOTALS: No. Reporting: 8			Avg. Sales: 0.38		Traffic to Sales: 42 : 1				31	125	3	0	355	42
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: 11										
Sonoma and Napa Counties Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Copperleaf at Riversound	Brookfield	NP		ATMU	58	4	9	4	0	0	3	3	0.27	0.27	
Foundry at Riversound	Brookfield	NP		DTMU	66	0	11	7	1	0	5	5	0.45	0.45	
Patina at Riversound	Brookfield	NP		DTMU	79	0	12	8	0	0	16	4	0.31	0.22	
Harmony at SOMO Village	Century	RP		DTMU	65	0	4	9	1	0	40	14	0.75	0.78	
Synergy at SOMO Village	Century	RP		DTMU	51	0	3	7	0	0	31	11	0.63	0.61	
Vintage Farm	Davidon	NP		DTMU	53	0	3	8	1	0	12	12	1.18	1.18	
Western Meadows	Davidon	NP		DTMU	12	0	4	1	0	0	2	1	0.06	0.06	
Hummingbird Cottages	DeNova	SX		DTST	15	0	5	0	1	0	8	8	0.57	0.57	
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	4	9	1	0	131	20	1.19	1.11	
Stonebridge	DR Horton	SR		DTMU	108	0	3	16	1	0	7	7	0.98	0.98	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	3	0	0	0	88	2	0.45	0.11	
TOTALS: No. Reporting: 11			Avg. Sales: 0.55		Traffic to Sales: 12 : 1				61	69	6	0	343	87	Net: 6

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

San Mateo County San Mateo County					Projects Participating: 2										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Elevate at The Heights	Pulte	SM		DTMU	44	0	3	10	0	0	7	7	0.49	0.49	
Overlook at The Heights	Pulte	SM		ATMU	58	0	4	9	0	0	8	8	0.57	0.57	
TOTALS: No. Reporting: 2			Avg. Sales: 0.00		Traffic to Sales: N/A				7	19	0	0	15	15	Net: 0

City Codes: SM = San Mateo

Santa Clara County Santa Clara County					Projects Participating: 16										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Moonstone	Brookfield	MH		ATMU	86	0	12	21	1	0	41	17	0.63	0.94	
Palomino Estates at Glen Loma Ranch	KB Home	GL		DTMU	37	0	3	11	0	0	34	16	0.67	0.89	
Apollo at The Square	Pulte	SV		ATMU	72	0	6	4	0	1	3	2	0.06	0.11	
Artemis at The Square	Pulte	SV		ATMU	63	0	3	3	0	0	15	7	0.30	0.39	
Avenue at Central	Pulte	SJ		ATMU	158	0	4	10	1	0	98	24	1.14	1.33	
Plaza at Central	Pulte	SJ		ATMU	90	0	2	5	1	0	88	1	0.63	0.06	
The Elms	Pulte	ST		ATMU	90	0	3	19	1	0	45	17	0.53	0.94	
28FIFTY	SummerHill	PA		ATMU	48	0	4	15	0	0	16	16	1.22	1.22	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	2	7	0	0	74	10	0.38	0.56	
Amelia	Taylor Morrison	MV		ATMU	85	3	11	6	3	0	21	11	0.63	0.61	
Blueprint	Taylor Morrison TSO	SC		ATMU	48	1	TSO	1	1	0	43	1	0.69	0.06	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	3	9	0	0	46	8	0.47	0.44	
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	5	5	1	0	62	8	0.43	0.44	
Ascend	Trumark	SJ		ATMU	32	0	6	7	0	0	22	14	0.66	0.78	
Lumberyard	Van Daele	MH		ATMU	49	0	2	10	1	0	27	12	0.52	0.67	
Heritage on 6th Street	Warmington	GL		DTMU	19	0	3	0	0	0	2	2	0.25	0.25	
TOTALS: No. Reporting: 16			Avg. Sales: 0.56		Traffic to Sales: 13 : 1				69	133	10	1	637	166	Net: 9

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9										
Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	0	7	3	0	0	36	14	0.45	0.78	
Evergreen	KB Home	HO		DTST	82	0	4	39	0	0	6	6	0.66	0.66	
Highbrook at Fairview (SFD)	KB Home	HO		DTMU	138	0	3	16	0	0	93	15	0.92	0.83	
Bay House at The Dunes II	Shea	MA		ATMU	109	0	4	1	0	0	14	4	0.42	0.22	
Enclave, The	Shea	SS		DTMU	121	0	4	1	0	0	81	5	0.39	0.28	
Light House at the Dunes II	Shea	MA		DTMU	104	0	4	8	1	0	17	9	0.53	0.50	
Rooftops at The Dunes	Shea	MA		ATMU	84	0	4	13	0	0	19	5	0.42	0.28	
Sky House at The Dunes II	Shea	MA		DTMU	110	0	4	5	0	0	12	7	0.39	0.39	
Willow Landing	TRI Pointe	HO		DTMU	144	0	5	N/A	0	0	7	7	0.53	0.53	
TOTALS: No. Reporting: 8		Avg. Sales: 0.13			Traffic to Sales: 86 : 1				39	86	1	0	285	72	Net: 1

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

Solano County Benicia, Vallejo					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	3	11	2	0	100	17	0.93	0.94	
TOTALS: No. Reporting: 1		Avg. Sales: 2.00			Traffic to Sales: 6 : 1				3	11	2	0	100	17	Net: 2

City Codes: VL = Vallejo

Solano County Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 16										
					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	
Meridian	Century	SU		DTMU	71	0	4	9	2	0	58	19	0.71	1.06	
Luminescence at Liberty	DeNova	RV		AASF	311	0	15	4	1	0	176	9	0.88	0.50	
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	3	3	0	0	108	23	0.74	1.28	
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	1	7	3	1	91	21	0.62	1.17	
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	4	6	0	0	69	21	0.80	1.17	
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	3	10	1	0	54	13	0.71	0.72	
Emerald at One Lake	Lennar	FF		DTMU	66	0	5	10	1	0	11	11	0.68	0.68	
Lilac Ridge at Lagoon Valley	Lennar	VC		DTMU	108	0	3	8	0	0	19	11	0.67	0.61	
Serenity at One Lake	Lennar	FF		DTMU	65	0	5	1	0	0	5	5	0.31	0.31	
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	212	0	3	0	2	0	127	23	0.79	1.28	
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	0	0	0	63	0	0.39	0.00	
Foxboro Knolls	Pulte	VC		DTMU	58	0	1	2	2	0	57	14	0.83	0.78	
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	3	7	6	0	1	58	22	1.00	1.22	
Rosemary Grove at Lagoon Valley	Taylor Morrison	VC		DTMU	97	0	7	16	1	0	7	7	1.14	1.14	
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	N/A	0	0	30	9	0.31	0.50	
Splash at One Lake	TRI Pointe	FF		DTMU	144	0	5	N/A	0	0	125	8	0.57	0.44	
TOTALS: No. Reporting: 14		Avg. Sales: 0.79			Traffic to Sales: 6 : 1				75	82	13	2	1058	216	Net: 11

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 92						
Bay Area					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 89	Avg. Sales: 0.44	Traffic to Sales: 23 : 1	451	973	43	4	4230	926	Net: 39		
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										



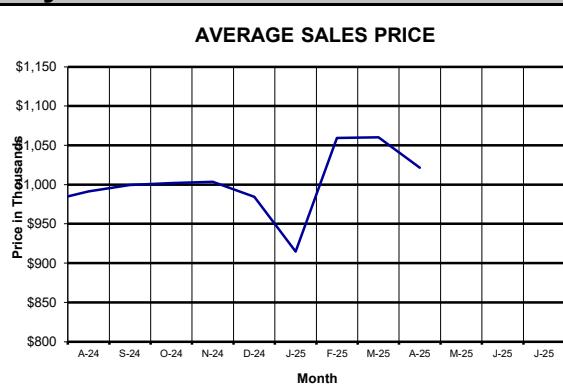
The Ryness Company

Marketing Research Department

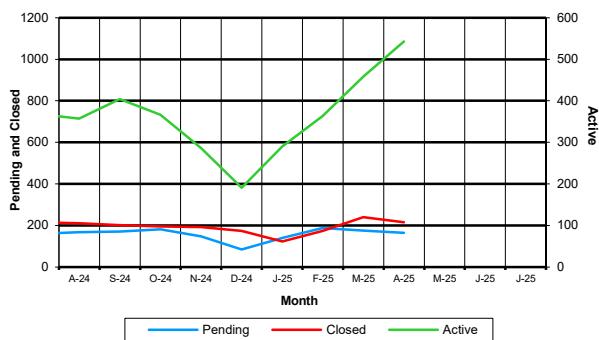
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

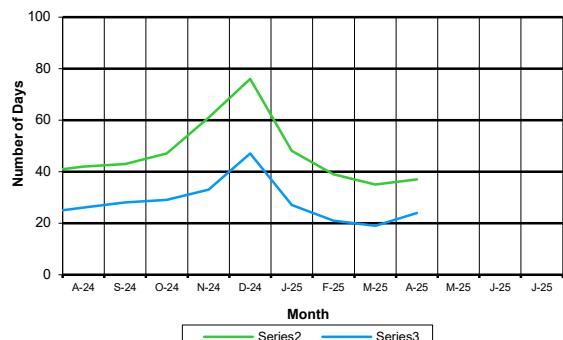
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-24	404	43	171	28	999,550
Oct-24	366	47	181	29	1,001,916
Nov-24	286	61	147	33	1,003,525
Dec-24	191	76	84	47	984,580
Jan-25	290	48	140	27	914,888
Feb-25	363	39	188	21	1,059,385
Mar-25	458	35	175	19	1,060,127
Apr-25	543	37	165	24	1,021,618



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

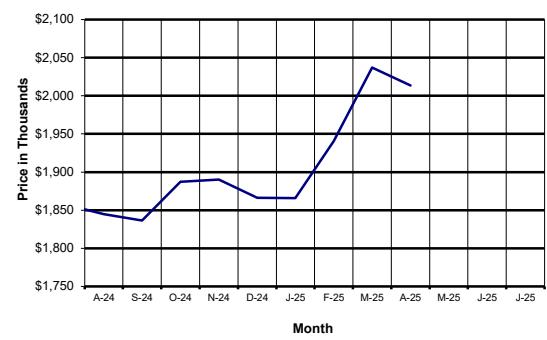


San Jose Metro SFD Monthly MLS Survey

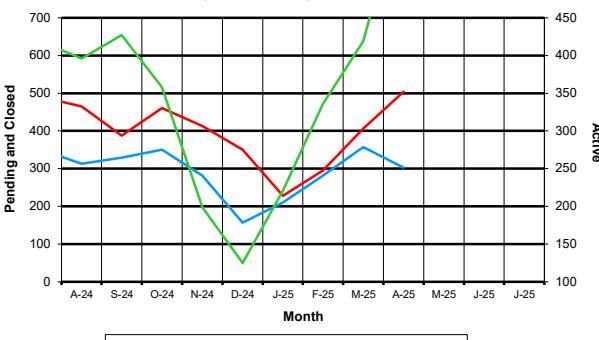
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-24	427	35	329	15	388
Oct-24	358	41	350	18	461
Nov-24	199	55	282	25	413
Dec-24	125	64	157	23	350
Jan-25	221	31	210	15	228
Feb-25	336	27	282	14	295
Mar-25	419	26	357	14	406
Apr-25	615	24	303	15	504

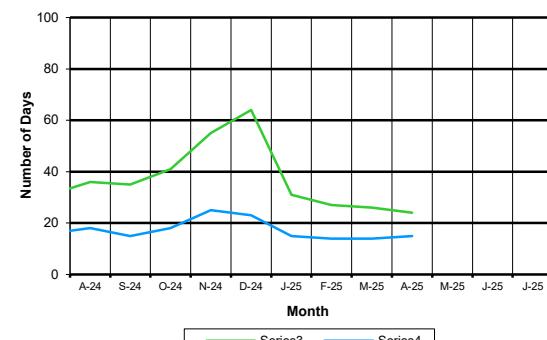
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





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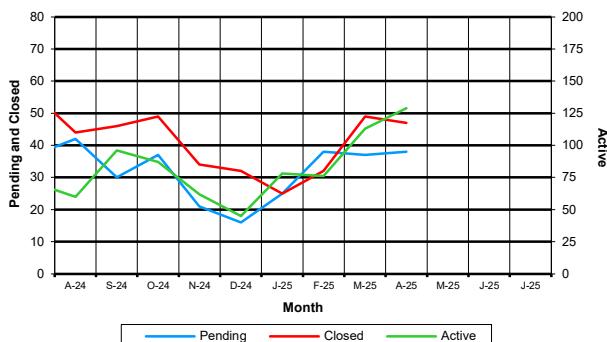
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

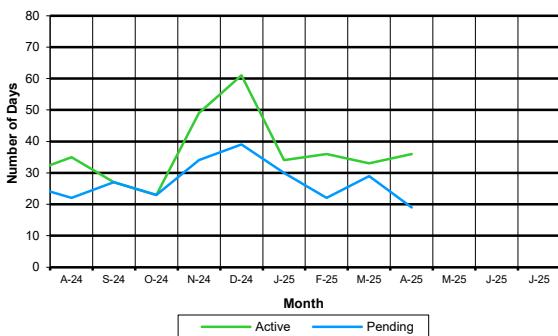
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	96	27	30	27	46	825,454
Oct-24	87	23	37	23	49	861,730
Nov-24	62	49	21	34	34	928,702
Dec-24	45	61	16	39	32	896,605
Jan-25	78	34	25	30	25	796,635
Feb-25	76	36	38	22	32	826,461
Mar-25	113	33	37	29	49	860,637
Apr-25	129	36	38	19	47	822,348



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

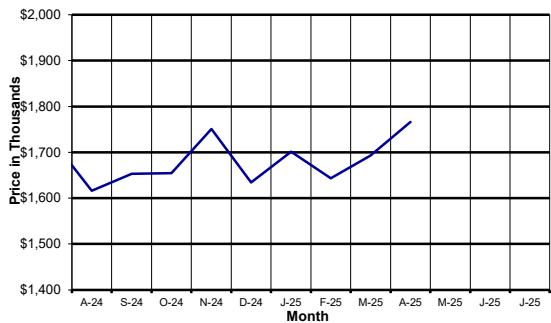


Amador Valley SFD Monthly MLS Survey

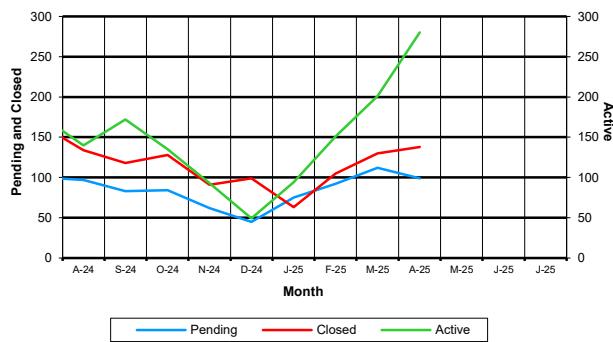
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	172	38	83	25	118	1,653,360
Oct-24	135	43	84	23	128	1,654,675
Nov-24	93	53	62	28	91	1,750,999
Dec-24	49	78	45	31	99	1,634,061
Jan-25	94	39	75	16	63	1,701,461
Feb-25	151	28	92	13	105	1,643,447
Mar-25	201	26	112	14	130	1,692,572
Apr-25	280	26	99	21	138	1,765,915

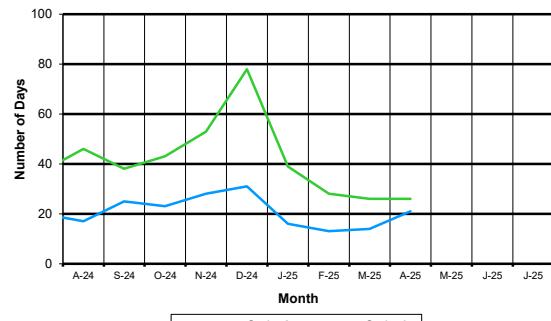
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



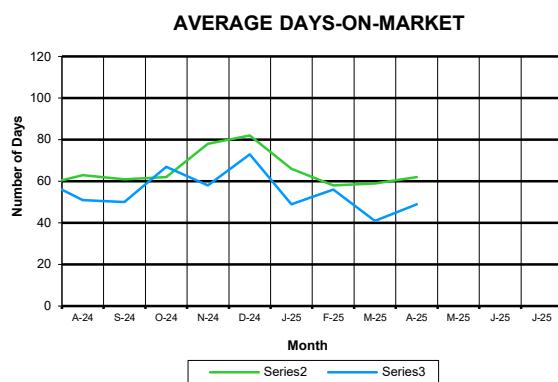
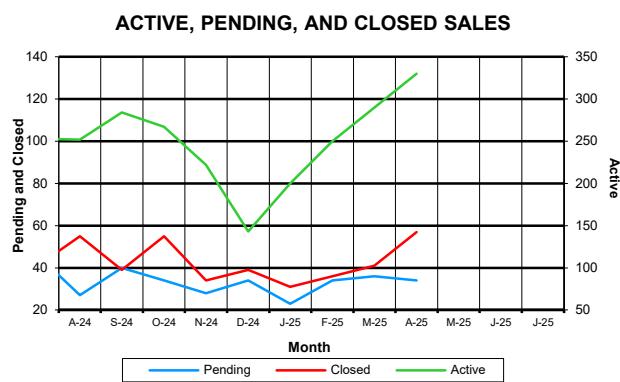


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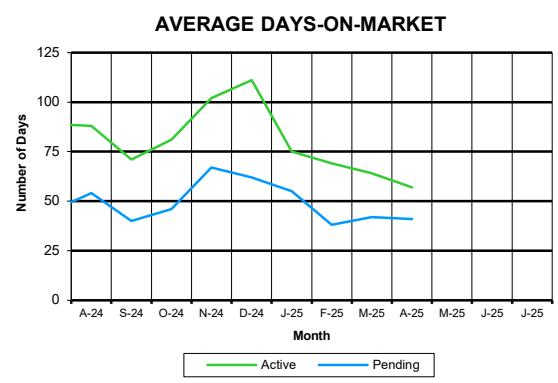
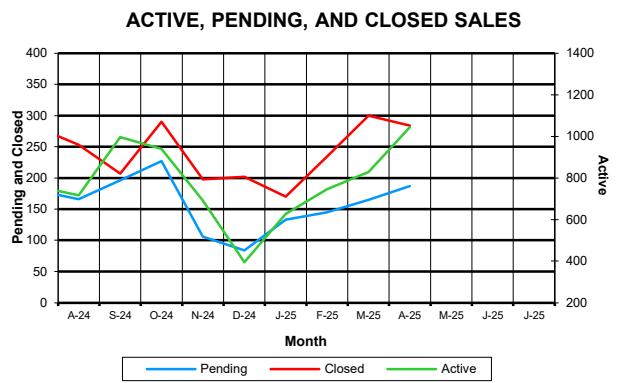
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend.	DOM	Clsd.	Avg. Price	
Sep-24	284	61	40	50	39	537,323
Oct-24	267	62	34	67	55	571,329
Nov-24	222	78	28	58	34	598,000
Dec-24	143	82	34	73	39	690,847
Jan-25	200	66	23	49	31	604,625
Feb-25	250	58	34	56	36	535,105
Mar-25	290	59	36	41	41	607,617
Apr-25	330	62	34	49	57	602,465



San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend.	DOM	Clsd.	Avg. Price	
Sep-24	996	71	196	40	207	1,489,918
Oct-24	940	81	227	46	290	1,661,988
Nov-24	692	102	106	67	198	1,402,877
Dec-24	395	111	84	62	202	1,335,513
Jan-25	627	75	133	55	170	1,363,457
Feb-25	745	69	145	38	234	1,421,926
Mar-25	828	64	165	42	300	1,508,615
Apr-25	1,044	57	187	41	284	1,767,156





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E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

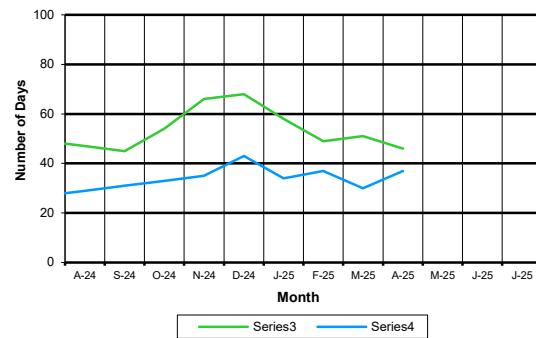
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-24	430	45	168	31	183	678,576
Oct-24	410	54	165	33	217	717,426
Nov-24	336	66	148	35	168	687,119
Dec-24	301	68	91	43	179	731,320
Jan-25	358	58	122	34	125	680,512
Feb-25	374	49	156	37	144	698,115
Mar-25	409	51	149	30	175	688,556
Apr-25	481	46	164	37	192	720,515



ACTIVE, PENDING, AND CLOSED SALES



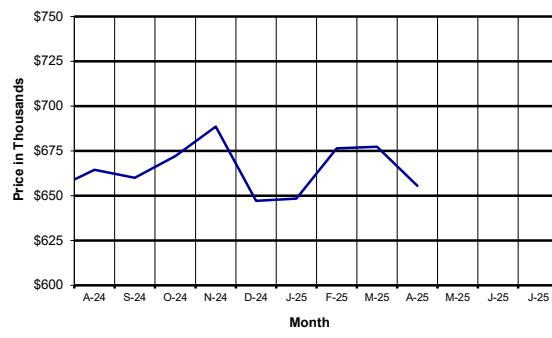
AVERAGE DAYS-ON-MARKET



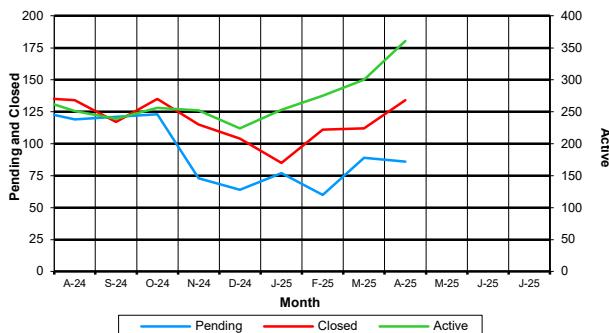
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Sep-24	239	48	121	40	117	660,069
Oct-24	256	54	123	39	135	672,150
Nov-24	252	59	73	53	115	688,613
Dec-24	224	60	64	41	104	647,108
Jan-25	253	58	77	44	85	648,353
Feb-25	275	53	60	37	111	676,495
Mar-25	300	50	89	36	112	677,303
Apr-25	361	51	86	31	134	655,602

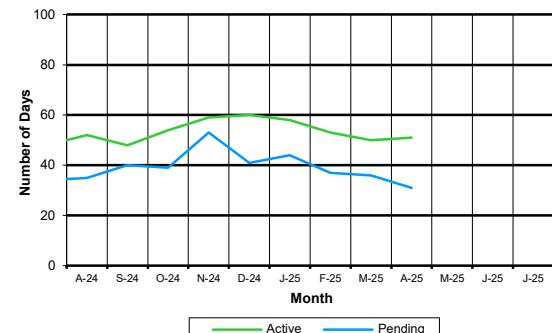
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



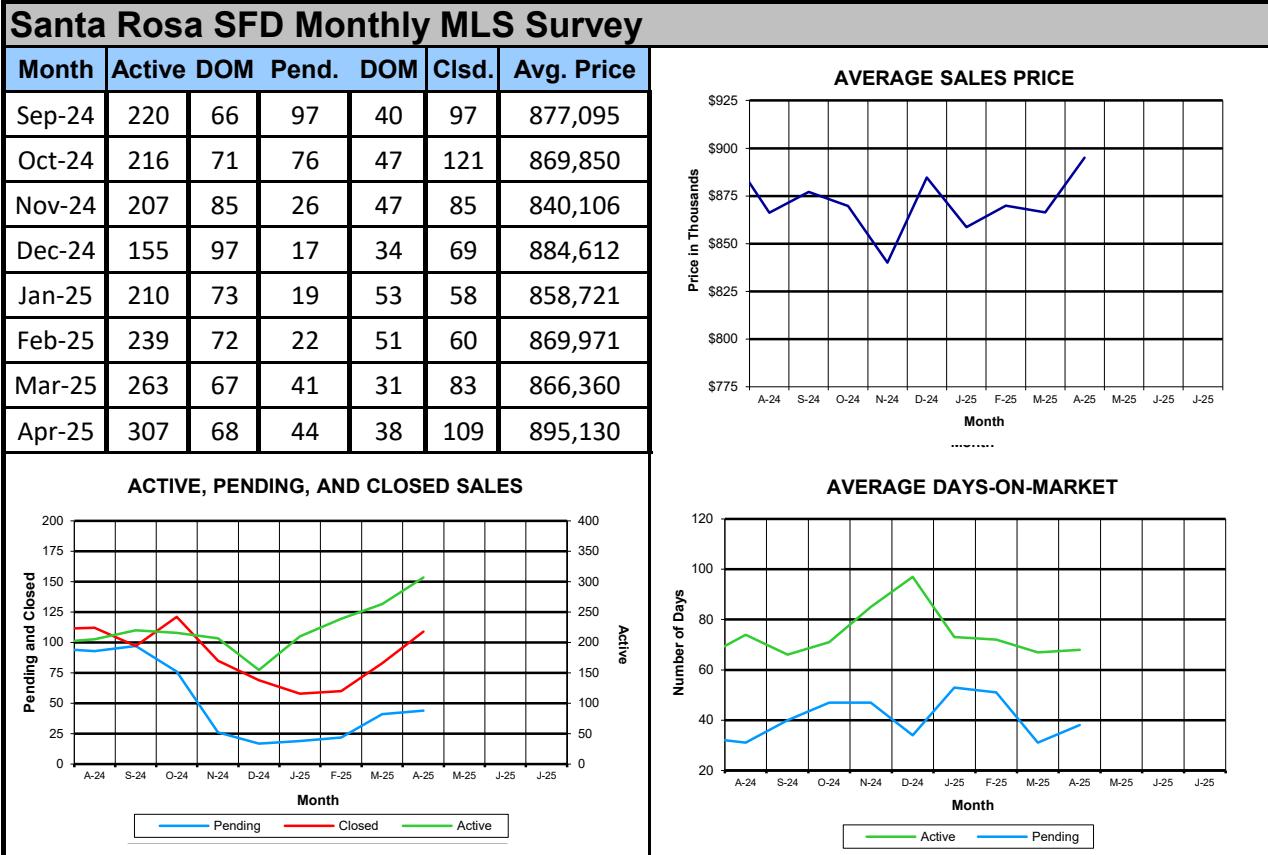
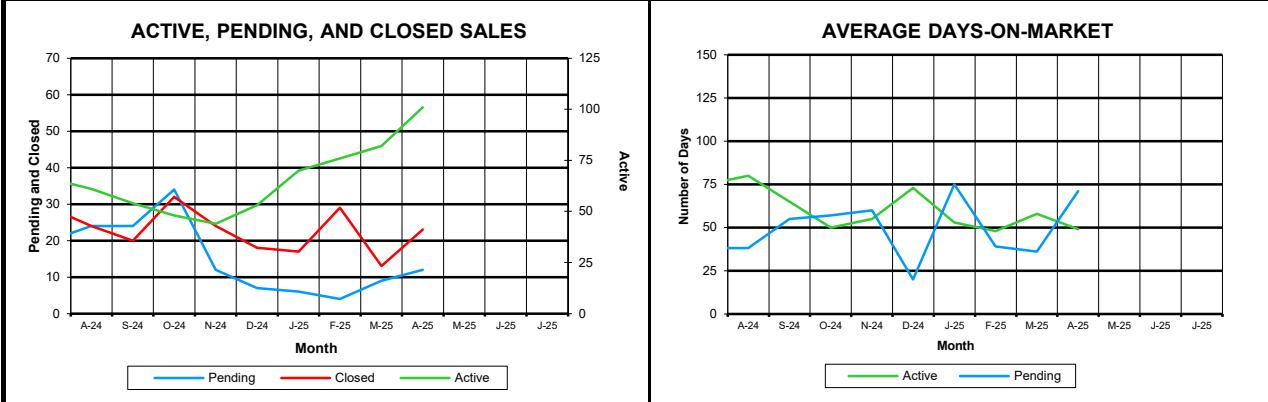


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Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Sep-24	54	65	24	55	618,800
Oct-24	48	50	34	57	548,671
Nov-24	44	55	12	60	504,506
Dec-24	53	73	7	20	594,546
Jan-25	70	53	6	75	555,279
Feb-25	76	48	4	39	545,110
Mar-25	82	58	9	36	485,926
Apr-25	101	49	12	71	630,050



THE RYNES REPORT

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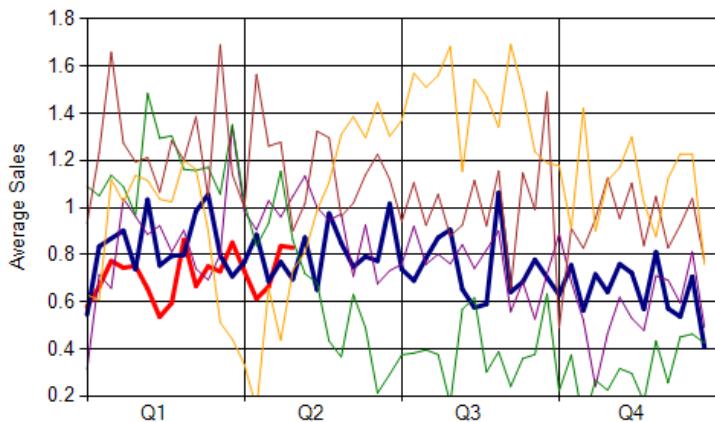
Central Valley

Week 18

Ending: Sunday, May 4, 2025

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		23	215	17	1	16	0.70	0.51	36%	0.46	52%	
San Joaquin County		57	867	52	8	44	0.77	0.67	15%	0.67	16%	
Stanislaus County		11	115	15	0	15	1.36	0.93	47%	0.92	48%	
Merced County		9	88	15	1	14	1.56	0.83	87%	0.87	80%	
Madera County		17	290	13	2	11	0.65	0.88	-26%	0.87	-26%	
Fresno County		24	382	22	5	17	0.71	0.76	-7%	0.80	-11%	
Current Week Totals	Traffic : Sales	15 : 1	141	1957	134	17	117	0.83	0.71	16%	0.71	17%
Per Project Average				14	0.95	0.12	0.83					
Year Ago - 05/05/2024	Traffic : Sales	12 : 1	128	1354	113	24	89	0.70	0.81	-14%	0.83	-16%
% Change			10%	45%	19%	-29%	31%	19%	-12%		-14%	

52 Weeks Comparison



Year to Date Averages Through Week 18

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2020	79	22	1.00	0.19	0.81	1.11
■	2021	105	18	1.36	0.11	1.24	1.09
■	2022	103	15	1.27	0.15	1.12	0.64
■	2023	104	14	1.02	0.14	0.88	0.77
■	2024	125	12	0.92	0.11	0.81	0.76
■	2025	128	13	0.83	0.12	0.71	0.71
% Change:		3%	10%	-9%	13%	-12%	-6%

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



WEEKLY FINANCIAL NEWS

Financing		Market Commentary
CONV	RATE 6.63%	APR 6.72%
FHA	5.99%	6.87%
10 Yr Yield	4.35%	Tariffs are taxes that governments place on imported goods. Companies often pass these higher costs onto customers, leading to price increases across a wide range of everyday items. While tariffs are intended to protect domestic industries, they can come with side effects: higher consumer prices, rising inflation, and added pressure on home prices. Tariffs on building materials increase construction costs, leading to higher home prices. Broader economic factors, including inflation and interest rates, can also impact housing affordability. Inflation may push home prices higher in the short term, but prices could fall if interest rates are cut during an economic downturn. One of the most visible effects of tariffs is the rising cost of construction materials like lumber, steel, and aluminum. These materials are crucial for building new homes, and when tariffs increase their prices, builders are forced to pass along those costs to homebuyers. Per the NAHB/Wells Fargo Housing Market Index April 2025 survey, builders estimate that the United States' recent tariffs add an estimated \$10,900 to a new home's typical construction costs. Higher construction costs can slow down new housing projects. When housing supply shrinks but demand remains strong, prices for both new and existing homes can climb even further. Source: La Toya Irby MSN Investopedia
		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 23										
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	4	6	0	0	10	-1	0.17	-0.06	
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	4	8	0	0	78	16	1.18	0.89	
Boulder at Tracy Hills	Lennar	TH		DTMU	139	0	2	18	1	0	12	7	0.34	0.39	
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	6	13	0	0	14	6	0.34	0.33	
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	7	8	0	0	5	-1	0.13	-0.06	
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	5	28	1	1	105	16	0.88	0.89	
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	3	11	1	0	107	13	0.90	0.72	
Hillview	Lennar	TH		DTMU	214	0	3	8	1	0	171	21	1.12	1.17	
Lugano at Lakeshore	Lennar	MH		DTMU	134	0	5	8	1	0	11	8	0.61	0.44	
Maggiore at Lakeshore	Lennar	MH		DTMU	113	0	4	4	0	0	10	10	0.55	0.56	
Mezzano at Lakeshore	Lennar	MH		DTMU	126	0	5	7	1	0	3	3	0.17	0.17	
Parson Place at Creekside	Lennar	MH		ATMU	144	0	4	11	1	0	76	20	1.15	1.11	
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	5	4	1	0	8	2	0.23	0.11	
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	7	10	2	0	9	1	0.24	0.06	
Rockingham at Tracy Hills	Lennar	TH		DTMU	69	0	5	14	0	0	15	8	0.47	0.44	
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	0	10	16	0	0	10	3	0.29	0.17	
Turano at Lakeshore	Lennar	MH		DTMU	130	0	2	6	0	0	14	13	0.77	0.72	
Cypress at Avina	Pulte	MH		DTMU	31	0	3	0	0	0	9	9	0.89	0.89	
Laurel at Avina	Pulte	MH	New	DTMU	50	9	6	3	3	0	3	3	21.00	21.00	
Sequoia at Avina	Pulte	MH	New	DTMU	82	10	6	7	4	0	4	4	28.00	28.00	
Langston at Mountain House	Shea	MH		ATMU	302	0	4	9	0	0	283	10	1.03	0.56	
Silverleaf at Lakeshore	Taylor Morrison	MH		DTMU	88	0	4	7	0	0	2	2	1.75	1.75	
Trailview at Lakeshore	Taylor Morrison	MH		DTMU	116	0	6	9	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 23					Avg. Sales: 0.70			Traffic to Sales: 13 : 1	110	215	17	1	959	173	Net: 16

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

San Joaquin Stockton/Lodi					Projects Participating: 11										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Sontera	K Hovnanian	LD		DTMU	83	0	5	7	1	0	27	14	0.61	0.78	
The Preserve at Creekside	KB Home	SK		DTMU	128	0	4	24	2	0	98	18	0.87	1.00	
Vintage Oak at Gateway	KB Home	LD		DTMU	88	0	5	18	0	0	33	13	0.67	0.72	
Breakers Cove at Westlake	Lennar	SK		DTST	110	0	2	72	4	1	37	20	1.05	1.11	
Breezes at Westlake	Lennar	SK		DTMU	69	0	5	18	1	0	35	14	0.94	0.78	
Lakeside at Westlake	Lennar	SK		DTMU	125	0	4	5	0	0	14	11	0.54	0.61	
Shoreside at Westlake	Lennar	SK		DTMU	117	0	6	54	3	0	109	9	0.91	0.50	
Waterfront at Westlake	Lennar	SK		DTMU	62	0	6	18	1	1	14	11	0.52	0.61	
Waterways at Westlake	Lennar	SK		DTMU	125	0	3	39	2	0	69	24	1.27	1.33	
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	0	3	2	0	0	106	6	0.64	0.33	
The Preserve at Gateway	Richmond American	LD		DTMU	85	0	4	15	1	1	30	19	0.83	1.06	
TOTALS: No. Reporting: 11					Avg. Sales: 1.09			Traffic to Sales: 18 : 1	47	272	15	3	572	159	Net: 12

City Codes: LD = Lodi, SK = Stockton

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47										
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	2	31	1	0	252	6	1.26	0.33	
Villa Bellissima	Century	MN		DTMU	110	4	5	16	3	0	71	31	1.54	1.72	
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	4	5	27	2	0	59	25	1.47	1.39	
Eagles Landing	DR Horton	LP		DTST	95	0	4	12	0	0	42	23	1.37	1.28	
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	4	17	2	0	79	18	1.29	1.00	
Mariposa	K Hovnanian	LP		DTMU	66	0	4	16	0	0	8	8	0.72	0.72	
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	4	6	2	1	50	17	0.88	0.94	
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	0	5	16	0	0	42	10	0.77	0.56	
Cielo at Villa Ticino	KB Home	MN		DTST	117	0	3	14	0	0	43	18	1.26	1.00	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	5	3	0	0	93	2	0.63	0.11	
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	4	41	0	0	56	14	0.91	0.78	
Capri at River Islands	Kiper	LP		DTMU	84	0	3	16	1	0	45	14	0.76	0.78	
Serena at River Islands	Kiper	LP		DTMU	93	4	5	10	1	0	3	3	0.95	0.95	
Skye II at River Islands	Kiper	LP		DTMU	62	0	4	10	1	0	28	10	0.67	0.56	
Chelsey at The Trails	Lennar	MN		DTMU	100	0	2	9	1	0	81	16	0.95	0.89	
Driftway at River Islands	Lennar	LP		DTMU	95	0	6	10	0	1	52	16	1.08	0.89	
Gilmore at Denali	Lennar	MN		DTMU	111	0	4	25	1	0	6	6	0.40	0.40	
Howden at The Trails	Lennar	MN		DTMU	103	0	3	5	1	1	85	13	1.00	0.72	
Aspen at Villa Ticino	Meritage	MN		DTMU	172	0	6	0	0	0	16	14	0.83	0.78	
Denali 50's - Alder Grove	Meritage	MN		DTMU	208	0	4	0	0	0	54	9	0.90	0.50	
Denali 60's - Arroyo Grove	Meritage	MN		DTMU	43	0	4	0	0	0	39	2	0.65	0.11	
Eastwood at Machado Ranch	Meritage	MN		DTMU	136	0	7	0	0	0	7	6	0.39	0.33	
Hawthorn at Arbor Bend	Meritage	MN		DTMU	212	0	4	0	1	0	191	8	1.01	0.44	
Heston at Machado Ranch	Meritage	MN		DTMU	53	0	3	0	0	0	3	3	0.17	0.17	
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	4	3	1	0	64	14	0.98	0.78	
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	5	7	0	0	50	8	0.77	0.44	
The Shores at River Islands	Pulte	LP		DTMU	53	0	4	18	1	0	33	9	0.51	0.50	
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	4	3	0	0	54	16	0.83	0.89	
Del Webb at River Island	Pulte/Del Webb	LP		AAAT	578	0	5	20	1	0	15	11	0.48	0.61	
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	3	0	0	0	51	5	0.71	0.28	
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	4	5	5	4	0	59	17	0.59	0.94	
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	3	3	0	0	109	10	0.64	0.56	
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	4	5	5	2	0	55	7	0.55	0.39	
Villa Ticino	Richmond American	MN		DTMU	100	0	6	30	0	0	44	5	0.46	0.28	
Juniper at Oakwood Trails	Taylor Morrison	MN		DTMU	110	2	10	6	0	0	84	18	1.07	1.00	
Paddlewheel at River Islands	Taylor Morrison	LP		DTMU	105	0	5	22	0	0	15	15	0.88	0.83	
Poppy at Oakwood Trails	Taylor Morrison	MN		DTMU	133	5	13	89	2	0	81	17	1.03	0.94	
Sage at Oakwood Trails	Taylor Morrison	MN		DTMU	113	1	7	13	1	0	77	13	0.98	0.72	
Chantara at River Islands	TRI Pointe	LP		DTMU	68	0	3	10	1	0	19	9	0.50	0.50	
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	6	9	0	0	69	6	0.46	0.33	
Dawn at The Collective	Trumark	MN		AASF	76	0	2	3	1	0	48	7	0.29	0.39	
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	6	4	0	0	15	6	0.17	0.33	
Vida at The Collective	Trumark	MN		AASF	103	0	12	3	0	1	68	4	0.41	0.22	
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	2	21	2	0	87	14	0.58	0.78	
Monterey at River Islands	Van Daele	LP	New	DTMU	75	8	5	18	3	0	14	14	0.93	0.93	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 47										
San Joaquin San Joaquin County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Westwind at River Islands	Van Daele	LP	New	DTMU	87	4	4	19	1	1	19	19	0.48	1.06	
Vintage II	Windward Pacific	MN		DTMU	68	0	2	N/A	0	0	66	5	0.32	0.28	
TOTALS: No. Reporting: 46			Avg. Sales: 0.70		Traffic to Sales: 16 : 1				221	595	37	5	2601	541	
City Codes: MN = Manteca, LP = Lathrop															

Stanislaus Stanislaus County					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	
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	156	0	3	10	1	0	107	38	1.69	2.11	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	3	4	1	0	47	8	0.40	0.44	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	21	2	0	59	15	0.59	0.83	
Enclave at Crossroads West	KB Home	RB		DTST	114	4	4	15	3	0	49	21	1.36	1.17	
Heritage at Parkwood	KB Home	HG		DTMU	50	0	4	12	2	0	45	15	0.57	0.83	
Orchards at Parkwood	KB Home	HG		DTMU	299	0	4	17	0	0	68	20	0.87	1.11	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	5	6	14	3	0	55	18	0.64	1.00	
Bradford at Baldwin Ranch	Lennar	PR		DTST	63	0	4	10	1	0	6	6	0.84	0.84	
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	3	4	0	0	49	19	0.86	1.06	
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	4	5	1	0	61	23	1.07	1.28	
The Meadowlands	Windward Pacific	OD		DTMU	62	0	4	N/A	0	0	26	3	0.15	0.17	
TOTALS: No. Reporting: 10			Avg. Sales: 1.40		Traffic to Sales: 8 : 1				42	112	14	0	572	186	
City Codes: PR = Patterson, OD = Oakdale, RB = Riverbank, HG = Hughson															

Stanislaus Turlock					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Marcona	Bright	KY		DTMU	116	0	5	3	1	0	93	11	0.60	0.61	
TOTALS: No. Reporting: 1			Avg. Sales: 1.00		Traffic to Sales: 3 : 1				5	3	1	0	93	11	
City Codes: KY = Keyes															

Merced County Merced County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Crest View	Century	MD		DTMU	104	0	16	7	1	0	52	10	0.79	0.56	
Solera III	Century	MD		DTST	64	0	6	5	1	0	13	9	0.48	0.50	
Sundial at Bellevue Ranch	Century	MD		DTST	95	0	6	13	3	0	41	17	1.05	0.94	
Harvest Hills	DR Horton	LB		DTST	72	0	2	20	2	1	23	23	1.34	1.28	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	3	21	1	0	90	21	0.47	1.17	
Bellevue Ranch	Stonefield Home	MD		DTST	228	4	2	9	6	0	121	13	0.65	0.72	
Cypress Terrace	Stonefield Home	MD		DTST	260	0	3	5	1	0	176	11	0.59	0.61	
Southpointe	Stonefield Home	LB		DTST	79	0	6	8	0	0	38	4	0.53	0.22	
Villas II, The	Stonefield Home	LB		DTST	191	0	6	0	0	0	136	0	0.61	0.00	
TOTALS: No. Reporting: 9			Avg. Sales: 1.56		Traffic to Sales: 6 : 1				50	88	15	1	690	108	
City Codes: MD = Merced, LB = Los Banos															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 17										
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	
Orchard View	Century	CW		DTST	203	4	4	9	3	0	19	19	2.05	2.05	
Riverstone - Calligraphy	Lennar	MDA		DTMU	102	0	3	0	0	0	5	5	1.06	1.06	
Riverstone - Cancion	Lennar	MDA		DTMU	45	0	3	0	1	0	9	9	0.98	0.98	
Riverstone - Choral Series	Lennar	MDA		DTMU	79	0	1	41	0	0	78	14	1.14	0.78	
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	5	80	0	1	90	30	1.32	1.67	
Riverstone - Skye	Lennar	MDA		DTMU	81	0	3	42	0	0	70	13	0.77	0.72	
Riverstone - Treasures	Lennar	MDA		DTMU	85	0	4	0	1	1	19	19	1.08	1.06	
Riverstone - Valencia	Lennar	MDA		DTMU	47	0	3	0	1	0	9	9	0.98	0.98	
Tesoro Viejo - Calligraphy	Lennar	MDA		DTMU	24	0	5	0	0	0	5	5	0.81	0.81	
Tesoro Viejo - Choral	Lennar	MDA		DTMU	30	0	4	0	0	0	2	2	0.48	0.48	
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	27	18	0	0	62	4	0.37	0.22	
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	9	30	6	0	149	33	1.04	1.83	
Savanna at Tesoro Viejo III	McCaffrey	MDA		DTMU	111	0	22	18	0	0	12	9	0.30	0.50	
Savanna at Tesoro Viejo IV	McCaffrey S/O	MDA		DTMU	32	0	S/O	18	0	0	32	5	0.46	0.28	
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	6	24	1	0	100	21	1.43	1.17	
Encore at Riverstone	Woodside	MDA		DTMU	95	0	5	4	0	0	40	1	0.18	0.06	
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	6	6	0	0	80	9	0.36	0.50	
TOTALS: No. Reporting: 17		Avg. Sales: 0.65		Traffic to Sales: 22 : 1				110	290	13	2	781	207	Net: 11	

City Codes: CW = Chowchilla, MDA = Madera

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24									
Fresno County Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMU	185	0	8	7	2	0	164	19	0.89	1.06
Trellises	Century	FR		DTMU	149	0	4	17	1	1	81	24	1.22	1.33
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	5	5	0	0	109	18	0.63	1.00
Centrella Villas	KB Home	FR		DTMU	146	0	8	12	0	0	125	19	0.86	1.06
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	4	7	1	0	85	12	0.79	0.67
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	4	8	1	1	82	9	0.79	0.50
Edgewood at Peach Street	KB Home	FR		DTMU	94	0	3	12	1	0	13	13	1.42	1.42
Parkside at Peach Street	KB Home	FR		DTST	107	0	1	34	2	0	21	21	2.30	2.30
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	3	0	0	0	83	0	0.86	0.00
Fanucchi Ranch - Celestial	Lennar	FR		DTMU	52	0	1	0	2	0	5	5	1.30	1.30
Fanucchi Ranch - Treasures	Lennar	FR		DTMU	42	0	3	0	2	1	11	11	1.20	1.20
Heritage Grove - Choral Series II	Lennar	CV		DTMU	32	0	3	42	0	0	29	17	0.59	0.94
Heritage Grove - Orchard II	Lennar S/O	CV		DTST	63	0	S/O	43	0	0	63	31	1.28	1.72
Heritage Grove - Orchard Series IV	Lennar	CV		DTMU	24	4	6	0	2	0	17	17	1.86	1.86
Heritage Grove - Skye Series II	Lennar	CV		DTMU	20	0	2	116	0	0	18	2	0.37	0.11
Heritage Grove - Skye Series IV	Lennar	CV		DTMU	34	0	1	0	2	0	25	17	0.81	0.94
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	0	0.56	0.00
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	1	0	0	0	82	3	1.12	0.17
Kintsu Square - Treasures	Lennar	FR		DTST	24	0	2	0	0	0	22	2	0.49	0.11
Sterling Acres - Choral Series	Lennar	FR		DTMU	66	0	2	30	2	1	59	24	1.20	1.33
Abbey Park	Woodside	FO		DTMU	93	2	3	18	3	1	39	28	1.27	1.56
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	5	9	0	0	10	5	0.10	0.28
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	3	13	0	0	12	1	0.11	0.06
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	3	9	1	0	88	5	0.35	0.28
TOTALS: No. Reporting: 24	Avg. Sales: 0.71		Traffic to Sales: 17 : 1			79	382	22	5	1310	303	Net: 17		

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

Central Valley					Projects Participating: 143											
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales					
GRAND TOTALS: No. Reporting: 141	Avg. Sales: 0.83		Traffic to Sales: 15 : 1			664	1957	134	17	7578	1688					
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															

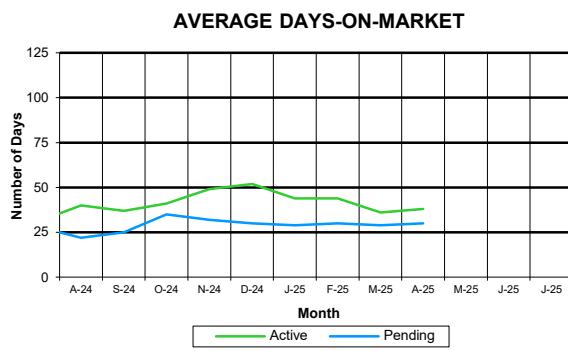
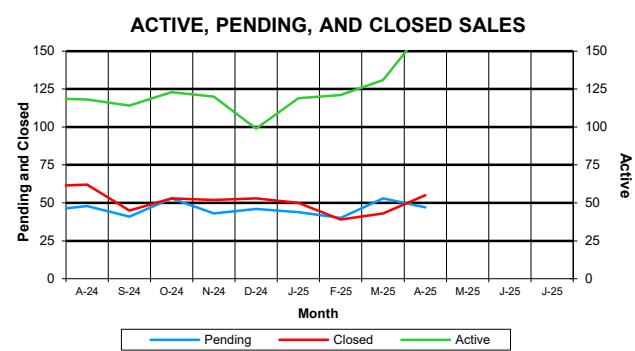


The Ryness Company

Marketing Research Department

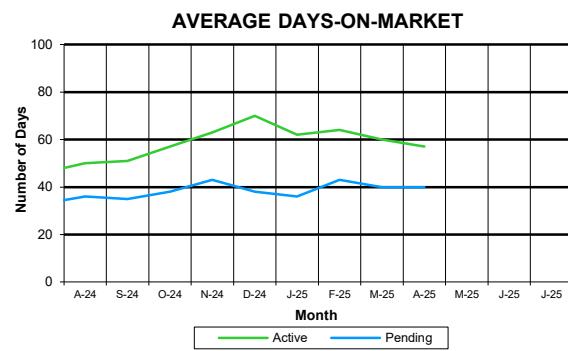
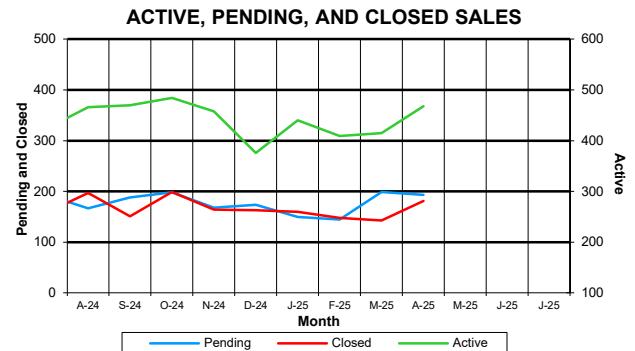
Tracy SFD Monthly MLS Survey

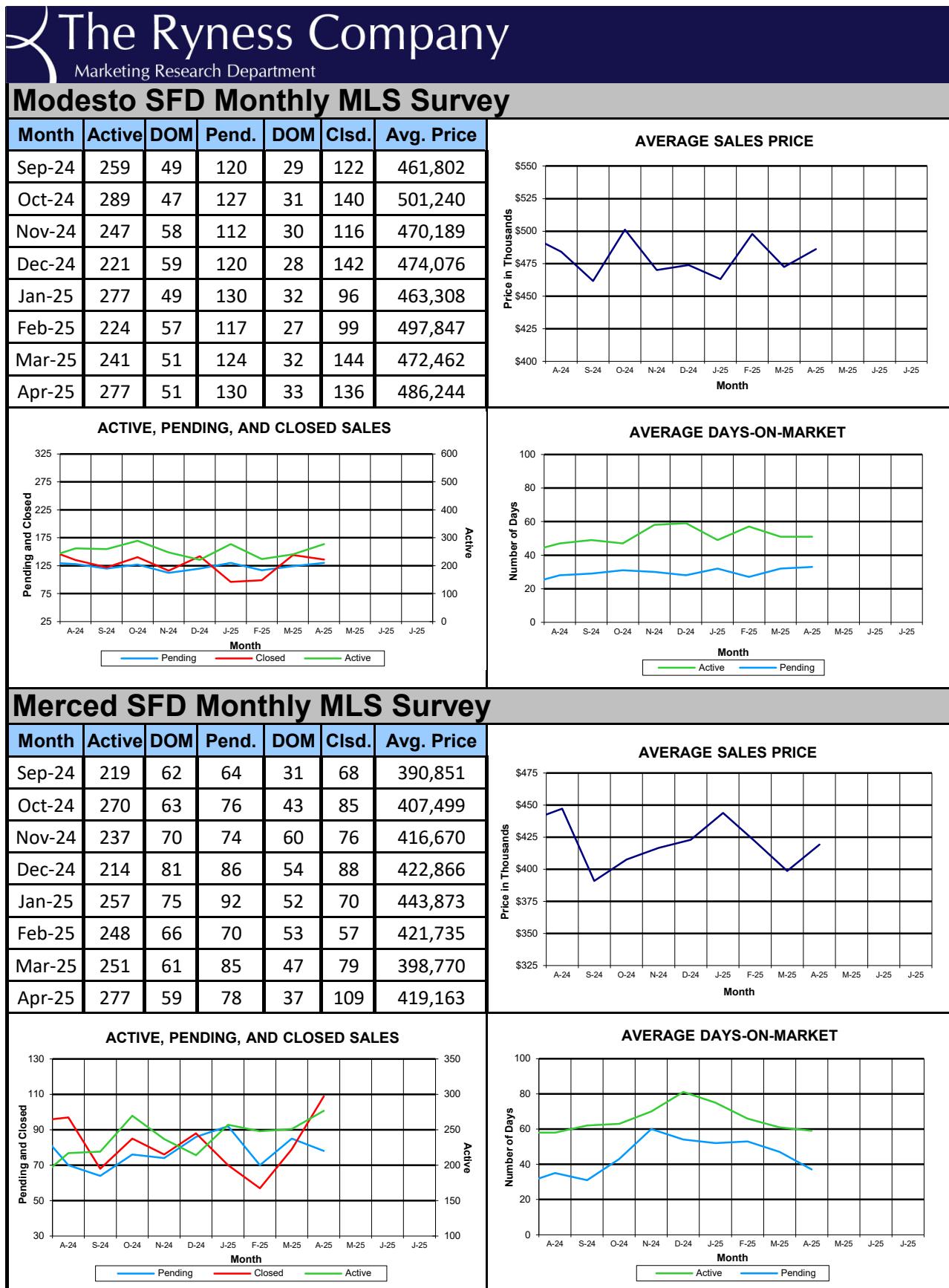
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	114	37	41	25	45	769,479
Oct-24	123	41	53	35	53	796,070
Nov-24	120	49	43	32	52	786,218
Dec-24	99	52	46	30	53	730,922
Jan-25	119	44	44	29	50	767,753
Feb-25	121	44	40	30	39	732,025
Mar-25	131	36	53	29	43	696,220
Apr-25	166	38	47	30	55	708,071



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	470	51	188	35	151	466,049
Oct-24	484	57	198	38	199	481,996
Nov-24	458	63	168	43	164	462,200
Dec-24	376	70	174	38	163	456,353
Jan-25	440	62	150	36	160	449,179
Feb-25	409	64	145	43	148	470,381
Mar-25	415	60	199	40	143	465,830
Apr-25	468	57	193	40	181	487,819





THE RYNESS REPORT

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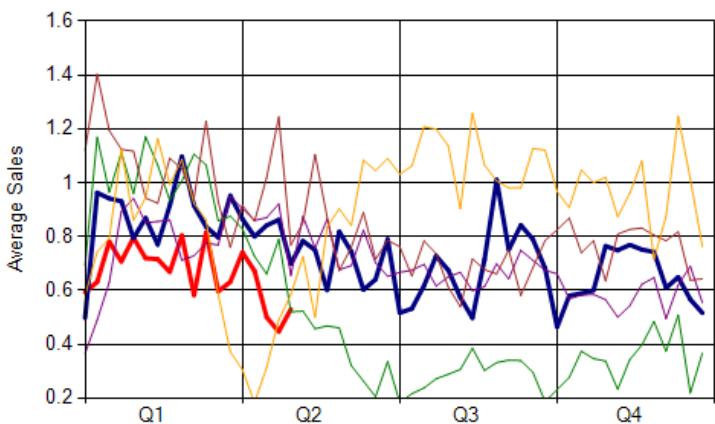
Sacramento

Week 18

Ending: Sunday, May 4, 2025

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
								Avg.	Diff.	Avg.	Diff.	
South Sacramento		53	536	32	5	27	0.51	0.64	-20%	0.65	-21%	
Central & North Sacramento		46	601	34	4	30	0.65	0.67	-3%	0.65	0%	
Folsom		5	63	2	1	1	0.20	0.72	-72%	0.90	-78%	
El Dorado		10	86	5	0	5	0.50	0.51	-3%	0.55	-9%	
Placer & Nevada		59	791	30	6	24	0.41	0.68	-40%	0.68	-40%	
Yolo		7	62	3	0	3	0.43	0.56	-23%	0.51	-15%	
Amador County		1	10	0	0	0	0.00	0.29	-100%	0.33	-100%	
Northern Counties		19	196	18	2	16	0.84	0.76	10%	0.76	11%	
Current Week Totals	Traffic : Sales	19 : 1	200	2345	124	18	106	0.53	0.66	-20%	0.67	-21%
Per Project Average				12	0.62	0.09	0.53					
Year Ago - 05/05/2024	Traffic : Sales	14 : 1	189	2256	164	32	132	0.70	0.85	-18%	0.87	-20%
% Change				6%	4%	-24%	-44%	-20%	-24%	-22%	-23%	

52 Weeks Comparison



Year to Date Averages Through Week 18

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2020	144	17	0.87	0.16	0.71	0.89
■	2021	156	20	1.13	0.10	1.03	0.85
■	2022	169	16	1.05	0.14	0.92	0.52
■	2023	183	15	0.92	0.14	0.78	0.70
■	2024	188	14	0.95	0.10	0.85	0.74
■	2025	193	14	0.77	0.10	0.66	0.66
% Change:		3%	2%	-19%	9%	-22%	-10%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	
CONV	6.63%	6.72%	
FHA	5.99%	6.87%	
10 Yr Yield	4.35%		Tariffs are taxes that governments place on imported goods. Companies often pass these higher costs onto customers, leading to price increases across a wide range of everyday items. While tariffs are intended to protect domestic industries, they can come with side effects: higher consumer prices, rising inflation, and added pressure on home prices. Tariffs on building materials increase construction costs, leading to higher home prices. Broader economic factors, including inflation and interest rates, can also impact housing affordability. Inflation may push home prices higher in the short term, but prices could fall if interest rates are cut during an economic downturn. One of the most visible effects of tariffs is the rising cost of construction materials like lumber, steel, and aluminum. These materials are crucial for building new homes, and when tariffs increase their prices, builders are forced to pass along those costs to homebuyers. Per the NAHB/Wells Fargo Housing Market Index April 2025 survey, builders estimate that the United States' recent tariffs add an estimated \$10,900 to a new home's typical construction costs. Higher construction costs can slow down new housing projects. When housing supply shrinks but demand remains strong, prices for both new and existing homes can climb even further. Source: La Toya Irby MSN Investopedia

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 53									
South Sacramento South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lilly	Beazer	LN		DTST	75	0	4	10	0	0	4	4	0.33	0.33
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	4	5	0	0	19	7	0.29	0.39
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	5	21	1	0	34	6	0.51	0.33
Riverhaven	Beazer	SO		DTST	66	0	3	6	0	0	38	5	0.57	0.28
Stonehaven	Beazer	SO		DTMU	90	0	2	5	3	1	61	4	0.65	0.22
Parlin Oaks	Blue Mountain	GT		DTST	71	0	2	19	1	0	14	8	0.34	0.44
Park Place	Century	SO		DTST	48	0	5	6	0	0	28	17	0.62	0.94
Cascade at Elliott Springs	Elliott	VN		DTMU	173	0	4	29	2	0	53	20	0.89	1.11
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	5	26	0	0	96	11	0.89	0.61
The Retreats	K Hovnanian	RM		DTMU	62	0	2	1	0	1	60	4	0.39	0.22
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	4	8	0	0	23	7	0.44	0.39
Fairfax at The Grove	KB Home	LN		DTMU	125	0	4	5	0	0	91	26	1.39	1.44
Hamilton Park	KB Home	LN		DTST	85	0	4	15	1	0	10	7	0.43	0.39
Hayworth at The Grove	KB Home	LN		DTMU	90	0	4	3	1	0	75	18	1.15	1.00
Highland at The Grove	KB Home	LN		DTST	116	0	4	13	0	0	48	22	0.92	1.22
Lexington at The Grove	KB Home	LN		DTMU	58	0	1	0	0	0	57	5	0.82	0.28
Riva at Delta Shores	KB Home	SO		DTMU	109	0	6	3	0	0	28	11	0.58	0.61
Rosewood at The Grove	KB Home	LN		DTMU	51	0	5	1	0	0	44	0	0.58	0.00
Westborne at The Grove	KB Home	LN		DTMU	123	0	2	17	2	1	112	30	1.40	1.67
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	0	0	0	101	0	1.08	0.00
Calabria at Vineyard Parke	Lennar	SO		DTST	113	0	5	4	0	0	77	13	1.45	0.72
Cascade II at Vineyard Park	Lennar	SO		DTMU	175	0	5	2	0	0	9	7	0.41	0.39
Cortese at Vineyard Parke	Lennar	SO		DTMU	190	0	5	3	0	0	141	18	1.43	1.00
Harmony at Arbor Ranch	Lennar	LN		DTST	74	0	3	19	1	0	7	7	0.86	0.86
Melody at Arbor Ranch	Lennar	LN		DTST	38	0	7	6	0	1	5	5	0.61	0.61
Redwood IV at Vineyard Parke	Lennar	SO		DTMU	91	4	5	76	4	0	19	16	0.94	0.89
Symphony at Arbor Ranch	Lennar	LN		DTMU	113	0	3	5	0	0	1	1	0.16	0.16
The Towns at Greenwood	Lennar	GT		ATMU	148	0	7	5	0	0	15	10	0.57	0.56
Vienna at Vineyard Parke	Lennar	SO		DTMU	103	4	6	37	2	0	10	10	0.58	0.56
Monument at Liberty Ranch	Meritage	GT		DTMU	51	0	4	0	0	0	4	4	0.49	0.49
Rushmore at Liberty Ranch	Meritage	GT		DTMU	70	0	4	0	0	0	2	2	0.25	0.25
Vernon at Liberty Ranch	Meritage	GT		DTMU	52	0	5	5	0	0	3	3	0.37	0.37
Cherry Knolls	Richmond American	LN	New	DTST	125	4	2	19	2	0	2	2	14.00	14.00
Laguna Ranch II	Richmond American	LN		DTMU	100	0	1	0	0	0	99	19	0.65	1.06
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	3	3	0	0	43	7	0.56	0.39
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	4	5	3	2	0	19	5	0.25	0.28
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	4	3	0	0	22	4	0.28	0.22
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	5	10	1	0	49	18	0.90	1.00
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	2	8	1	0	99	9	0.77	0.50
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	165	0	2	10	1	0	106	21	0.82	1.17
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	2	3	3	2	0	93	15	0.70	0.83
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	1	6	0	0	131	22	0.99	1.22
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	4	1	0	0	95	15	0.72	0.83
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	4	7	0	0	83	16	0.85	0.89
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	2	3	0	0	66	8	0.67	0.44

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 53													
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				
Wildhawk South- Meridian	Taylor Morrison	SO		DTMU	72	0	7	3	1	0	3	3	0.49	0.49				
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	0	3	16	0	0	15	10	0.37	0.56				
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	5	26	2	1	33	17	0.82	0.94				
Long Meadow	The New Home Co	VN		DTMU	122	0	4	12	0	0	76	13	0.86	0.72				
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	0	6	19	1	0	30	15	0.75	0.83				
Villas at Arbor Ranch	The New Home Co	LN		DTST	85	0	3	13	0	0	13	13	1.42	1.42				
The Oasis	Tim Lewis	LN		DTMU	52	0	3	8	1	0	49	4	0.62	0.22				
The Meadows	Woodside	LN		DTMU	141	0	4	8	0	0	15	2	0.25	0.11				
TOTALS: No. Reporting: 53					Traffic to Sales: 17 : 1				207	536	32	5	2430	546				
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 33									
C/N Sacramento Central Sacramento					Units	New Ref.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Arista	Beazer	RO		DTMU	142	0	2	23	1	0	4	4	0.33	0.33
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	5	17	0	0	70	10	0.64	0.56
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	5	13	0	0	219	11	0.71	0.61
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	4	5	1	0	55	12	0.39	0.67
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	3	10	1	0	43	8	0.29	0.44
Veranda at Stone Creek Village	Elliott	RO		DTST	128	0	4	24	1	0	36	27	1.38	1.50
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	5	6	3	1	71	12	0.68	0.67
Four Seasons at The Ranch - Autumn	K Hovnanian	RO		AASF	39	0	5	4	1	0	5	5	0.22	0.28
Four Seasons at The Ranch - Spring	K Hovnanian	RO		AASF	90	0	3	2	0	0	5	5	0.22	0.28
Four Seasons at The Ranch - Summer	K Hovnanian	RO		AASF	63	0	4	2	0	0	6	3	0.26	0.17
Four Seasons at The Ranch - Winter	K Hovnanian	RO		AASF	55	0	5	3	0	0	7	7	0.43	0.43
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	5	2	0	0	94	20	0.55	1.11
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	4	3	1	0	99	14	0.73	0.78
Reserve at The Ranch	K Hovnanian	RO		DTMU	90	0	4	2	0	0	2	2	0.09	0.11
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	5	0	0	0	111	2	0.65	0.11
Silverbrook at The Ranch	K Hovnanian	RO		DTST	69	0	4	2	0	0	12	11	0.52	0.61
Westcott Station	KB Home	SO		DTST	57	0	6	19	1	0	8	8	0.41	0.44
Aqua at The Preserve	Lennar	RO	New	DTMU	55	8	3	90	5	0	8	8	56.00	56.00
Azure at The Preserve	Lennar	RO		DTMU	126	0	3	18	1	0	7	7	0.77	0.77
Caledon at Pradera Ranch	Lennar	RO		DTMU	110	0	2	0	0	0	108	9	1.47	0.50
Cobalt at The Preserve	Lennar	RO		DTMU	135	0	4	8	0	0	12	11	0.50	0.61
Cyan at The Preserve	Lennar	RO		DTST	124	0	4	5	0	0	4	4	0.56	0.56
Midori at Pradera Ranch	Lennar S/O	RO		DTMU	90	0	S/O	2	0	0	90	20	1.30	1.11
Ascent at Montelena	Pulte	RO		DTMU	127	0	8	16	1	1	84	13	0.62	0.72
Solis at Montelena	Pulte	RO		DTMU	55	0	4	0	0	0	49	7	0.34	0.39
Seasons at Montelena	Richmond American	RO		DTMU	125	0	3	1	0	0	120	11	0.73	0.61
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	0	5	35	0	0	33	13	0.69	0.72
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	4	5	25	3	0	19	9	0.39	0.50
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	4	35	0	0	15	8	0.31	0.44
Acacia II at Cypress	Woodside	RO		DTMU	90	0	3	0	0	0	29	2	0.31	0.11
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	6	10	0	0	66	7	0.70	0.39
Sycamore at Cypress	Woodside	RO		DTMU	96	0	3	3	0	0	25	3	0.27	0.17
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	3	6	0	0	34	12	0.36	0.67
TOTALS: No. Reporting: 33		Avg. Sales: 0.55		Traffic to Sales: 20 : 1				133	391	20	2	1550	305	Net: 18

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

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C/N Sacramento North Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Skylar	DR Horton	SO	New	DTST	77	4	3	11	1	0	1	1	7.00	7.00	
Archer Estates	KB Home	SO		DTMU	143	0	2	26	2	0	18	18	1.37	1.37	
Cottages at The Preserve	KB Home	AO		DTST	70	0	6	11	1	1	64	15	1.16	0.83	
Villas at The Preserve	KB Home	AO		DTMU	203	0	2	17	3	1	100	31	1.25	1.72	
Northlake - Bleau	Lennar	SO		DTMU	348	0	3	38	2	0	235	18	1.05	1.00	
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	4	7	0	0	32	10	0.40	0.56	
Northlake - Drifton	Lennar	SO		DTMU	236	0	13	18	1	0	137	5	0.63	0.28	
Northlake - Lakelet	Lennar	SO		DTMU	307	0	5	10	0	0	169	10	0.75	0.56	
Northlake - Shor	Lennar	SO		DTMU	337	0	4	3	0	0	179	16	0.80	0.89	
Northlake - Watersyde	Lennar	SO		DTMU	276	4	5	34	2	0	163	15	0.73	0.83	
Northlake - Wavmor	Lennar	SO		DTMU	320	0	14	19	1	0	157	7	0.70	0.39	
Waters Edge	Lennar	SO		DTST	139	0	6	5	0	0	35	19	0.74	1.06	
Terrace Park	TRI Pointe	SO		DTST	79	0	5	11	1	0	17	12	0.63	0.67	
TOTALS: No. Reporting: 13			Avg. Sales: 0.92		Traffic to Sales: 15 : 1				72	210	14	2	1307	177	Net: 12

City Codes: SO = Sacramento, AO = Antelope

Folsom Folsom Area					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	
Esquire at Folsom Ranch	KB Home	FM		DTMU	153	0	4	28	2	1	76	31	1.33	1.72	
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	0	7	5	0	0	96	20	1.33	1.11	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	5	9	0	0	94	16	0.74	0.89	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	5	8	0	0	101	20	0.80	1.11	
The Trails	Woodside	FM		DTMU	40	0	5	13	0	0	20	7	0.66	0.39	
TOTALS: No. Reporting: 5			Avg. Sales: 0.20		Traffic to Sales: 32 : 1				26	63	2	1	387	94	Net: 1

City Codes: FM = Folsom

El Dorado El Dorado County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Oakhaven	Blue Mountain	RE		DTMU	29	0	4	17	0	0	9	1	0.14	0.06	
Revere	Blue Mountain	RE		DTMU	51	0	1	0	0	0	50	2	0.24	0.11	
Manzanita at Saratoga	Elliott	EH		DTMU	131	0	4	8	0	0	105	9	0.43	0.50	
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	4	4	1	0	38	10	0.24	0.56	
Heritage El Dorado Hills-Mosaic	Lennar	EH		AASF	373	0	7	0	0	0	366	11	1.06	0.61	
Legends II at Heritage Carson Creek	Lennar	EH		AASF	123	0	2	18	1	0	36	14	0.68	0.78	
Mosaic II at Heritage Carson Creek	Lennar	EH		AASF	144	0	4	18	1	0	12	12	1.09	1.09	
Roxbury at Heritage Carson Creek	Lennar	EH		AASF	142	0	5	2	0	0	42	26	0.96	1.44	
Ridgeview	The New Home Co	EH		DTMU	44	0	6	16	0	0	38	2	0.40	0.11	
Sutter's Ridge	Williams	PV		DTMU	39	0	2	3	2	0	16	11	0.26	0.61	
TOTALS: No. Reporting: 10			Avg. Sales: 0.50		Traffic to Sales: 17 : 1				39	86	5	0	712	98	Net: 5

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

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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
Finale at Whitney Ranch	Anthem United	RK		DTMU	60	0	6	78	0	0	2	2	0.28	0.28
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	4	35	1	0	75	19	0.94	1.06
Whitehawk	Anthem United	GB		DTMU	55	0	8	27	0	0	44	4	0.38	0.22
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	4	21	0	0	36	7	0.54	0.39
Verrado II at Solaire	Beazer	RV		DTMU	63	2	4	5	0	0	37	9	0.40	0.50
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	7	9	0	0	18	5	0.18	0.28
Allora at Amoruso Ranch	Brookfield	RV		DTMU	83	0	7	5	0	0	1	1	0.16	0.16
Tesoro at Amoruso Ranch	Brookfield	RV		DTMU	73	0	8	10	1	0	3	3	0.49	0.49
Millau at Twelve Bridges	Century	LL		DTST	105	0	3	8	2	0	36	17	0.64	0.94
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	5	11	0	0	32	15	0.57	0.83
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	7	6	0	0	65	6	0.34	0.33
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	3	4	10	3	0	59	24	1.15	1.33
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	2	16	0	1	75	12	0.96	0.67
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	0	3	14	1	0	70	24	1.37	1.33
Turkey Creek Estates	Elliott	LL		DTMU	228	0	4	14	0	0	96	1	0.48	0.06
Edgefield Place	JMC	RK		DTMU	136	0	5	15	0	0	108	18	0.66	1.00
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	5	12	0	0	68	6	0.43	0.33
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	0	6	23	1	1	79	21	1.04	1.17
Meadowbrook at Fiddym Farm	JMC	RV		DTMU	80	0	1	17	0	0	79	1	0.37	0.06
Northbrook at Fiddym Farm	JMC	RV		DTST	120	0	4	12	0	0	110	21	1.04	1.17
Sagebrook at Fiddym Farm	JMC	RV		DTMU	214	0	6	25	0	1	140	10	0.66	0.56
Sentinel Village at Sierra Vista	JMC	RV		DTST	256	0	3	16	0	0	216	15	0.80	0.83
Tribute Pointe	JMC	RK		DTMU	99	0	5	13	0	0	54	11	0.33	0.61
Westwind at Whitney Ranch	JMC	RK		DTST	43	0	3	9	0	0	39	14	1.09	0.78
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	5	20	0	0	140	19	0.87	1.06
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	4	5	18	3	0	71	23	0.90	1.28
Copper Ridge	KB Home	LL		DTMU	281	0	5	1	0	0	143	4	0.80	0.22
Westhaven at Whitney Ranch	KB Home	RK		DTST	88	0	4	23	0	0	4	4	0.36	0.36
Breckenridge at Sierra West	Lennar	RV		DTMU	264	0	4	17	1	0	229	34	1.23	1.89
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	4	5	0	0	186	14	0.96	0.78
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	6	5	0	0	202	28	1.02	1.56
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	4	38	2	0	178	19	0.92	1.06
Windham at Sierra West	Lennar	RV		DTMU	190	0	3	5	0	0	187	0	1.06	0.00
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	2	0	0	0	80	5	0.95	0.28
Premier Soleil	Premier Homes	GB		DTMU	52	0	6	7	0	0	40	0	0.28	0.00
Camellia at Solaire	Pulte	RV		DTMU	67	0	5	1	0	1	58	7	0.85	0.39
Jasmine at Solaire	Pulte	RV		DTMU	107	0	7	0	0	0	57	9	0.88	0.50
Seasons at Amoruso Ranch	Richmond American	RV		DTMU	75	4	2	8	6	0	20	20	1.24	1.24
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	6	16	0	0	108	35	0.65	1.94
Tapestry at Amoruso Ranch	Richmond American	RV		DTMU	63	0	4	22	0	0	18	18	1.12	1.12
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	3	3	0	0	146	12	0.70	0.67
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	3	3	2	1	90	9	0.52	0.50
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	4	2	0	129	11	0.62	0.61
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	3	0	0	146	14	0.70	0.78
Parks at Valley Oak	The New Home Co	RV		DTMU	59	0	3	11	1	0	51	17	0.56	0.94

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Placer / Nevada Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Trails at Valley Oak	The New Home Co	RV		DTMU	62	0	2	11	0	0	60	7	0.66	0.39
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	4	23	1	1	56	8	0.47	0.44
Morgan Place	Tim Lewis	RV		DTMU	79	0	3	12	0	0	23	5	0.34	0.28
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	1	1	0	0	16	2	0.18	0.11
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	6	16	0	0	19	7	0.28	0.39
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	2	10	0	0	36	13	0.66	0.72
Juniper at Winding Creek	TRI Pointe	RV		DTMU	74	0	3	18	0	0	3	3	0.72	0.72
Monument at Independence	TRI Pointe	LL		DTMU	159	0	3	10	0	0	24	4	0.44	0.22
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	3	12	0	0	7	5	0.21	0.28
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	4	11	1	0	65	22	0.98	1.22
Magnolia Village	Williams	LL		ATMU	32	0	2	6	2	0	12	7	0.28	0.39
Summerfield at Sierra Vista	Woodside	RV		DTMU	135	0	4	11	0	0	14	7	0.38	0.39
The Park at Granite Bay	Woodside	GB		DTMU	55	0	5	14	0	0	13	4	0.24	0.22
Wildflower at Winding Creek	Woodside	RV		DTMU	97	0	4	15	0	0	59	14	0.96	0.78
TOTALS: No. Reporting: 59		Avg. Sales: 0.41			Traffic to Sales: 26 : 1				247	791	30	6	4232	676
City Codes: RK = Rocklin, RV = Roseville, GB = Granite Bay, LL = Lincoln														

Yolo Yolo 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
Trailside at the Rivers	Century	WS		DTMU	120	0	3	8	1	0	90	20	0.75	1.11
Bungalows at Bretton Woods	DeNova	DV		AASF	39	0	3	3	0	0	7	2	0.19	0.11
Greenway at Bretton Woods	DeNova	DV		DTST	150	0	5	6	0	0	5	1	0.16	0.06
Casera Meadows at Pioneer Village	Lennar S/O	WL		DTMU	124	0	S/O	0	0	0	124	24	1.04	1.33
Ruby Cottages	Lennar	WL		DTST	87	2	4	38	2	0	4	4	3.50	3.50
The Hideaway	Meritage	WN		DTMU	148	0	2	0	0	0	146	6	0.97	0.33
Revival	Tim Lewis	WL		DTST	72	0	3	7	0	0	63	5	0.40	0.28
TOTALS: No. Reporting: 7		Avg. Sales: 0.43			Traffic to Sales: 21 : 1				20	62	3	0	439	62
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	3	10	0	0	37	5	0.19	0.28
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				3	10	0	0	37	5
City Codes: PLY = Plymouth														

Northern Counties Butte 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
Amber Lynn Estates	DR Horton	CO		DTST	108	0	3	7	0	0	67	13	0.49	0.72
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				3	7	0	0	67	13
City Codes: CO = Chico														

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Northern Counties Yuba 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
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMU	78	0	4	3	0	0	44	10	0.55	0.56
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMU	72	0	5	13	0	0	55	9	0.50	0.50
Cadence	DR Horton	OL		DTST	12	0	4	1	1	0	4	4	0.28	0.28
Aspire at Calterra Ranch	K Hovnanian	WH		DTMU	145	0	4	7	1	0	135	27	0.84	1.50
Butte Vista at Cobblestone	KB Home	PLK		DTMU	156	0	3	7	2	0	153	15	0.94	0.83
Cascade Valley at Cobblestone	KB Home	PLK		DTMU	145	0	4	0	0	0	141	5	1.08	0.28
Pembrook at Rio Del Oro	Lennar	PLK		DTMU	49	0	4	6	0	0	40	19	0.88	1.06
Rock Creek at Rio Del Oro	Lennar	PLK		DTST	111	0	5	8	0	1	48	15	1.06	0.83
Starling at Northpoint	Lennar	PLK		DTMU	70	0	3	36	2	0	13	13	1.17	1.17
Sungate at Northpoint	Lennar	PLK		DTMU	65	4	5	54	3	0	8	8	0.66	0.66
Wildbrook at Rio Del Oro	Lennar	PLK		DTMU	48	0	2	18	1	0	44	15	0.81	0.83
Seasons at Riverton North	Richmond American	PLK		DTMU	83	0	2	11	2	0	28	21	0.90	1.17
Seasons at Riverton South	Richmond American	PLK		DTMU	79	0	4	4	0	0	19	13	0.61	0.72
TOTALS: No. Reporting: 13					49	168	12	1	732	174				Net: 11

City Codes: PLK = Plumas Lake, OL = Olivehurst, WH = Wheatland

Northern Counties Sutter County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Harter Estates	DR Horton	YC		ATST	150	4	4	7	4	0	66	18	1.06	1.00
Aspire at Sycamore Ranch	K Hovnanian	YC		DTMU	82	0	2	5	1	0	8	8	0.86	0.86
TOTALS: No. Reporting: 2					6	12	5	0	74	26				Net: 5

City Codes: YC = Yuba City

Northern Counties Shasta County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Harlen	DR Horton	RD		DTMU	37	0	6	1	0	0	2	2	0.16	0.16
Lilac at Shastina Ranch	DR Horton	RD		DTST	140	0	4	4	1	1	83	19	0.67	1.06
Magnolia at Shastina Ranch	DR Horton	RD		DTMU	122	0	4	4	0	0	76	13	0.61	0.72
TOTALS: No. Reporting: 3					14	9	1	1	161	34				Net: 0

City Codes: RD = Redding

Sacramento					Projects Participating: 200									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting: 200					819	2345	124	18	12128	2210				Net: 106
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

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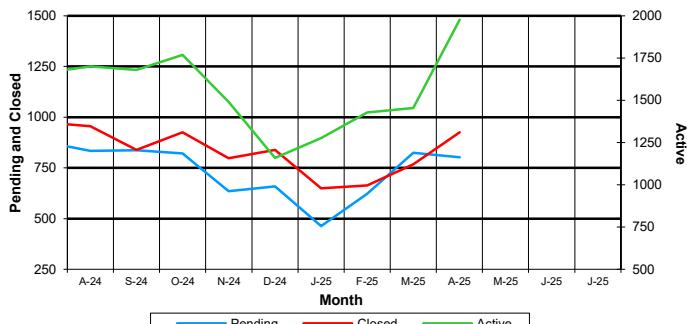
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	1,679	46	837	33	839	606,698
Oct-24	1,768	48	822	34	925	606,279
Nov-24	1,491	56	636	38	798	617,262
Dec-24	1,160	60	659	36	839	596,601
Jan-25	1,276	53	464	38	650	600,994
Feb-25	1,429	44	623	35	663	594,502
Mar-25	1,455	46	824	29	768	615,338
Apr-25	1,977	40	803	29	925	617,760

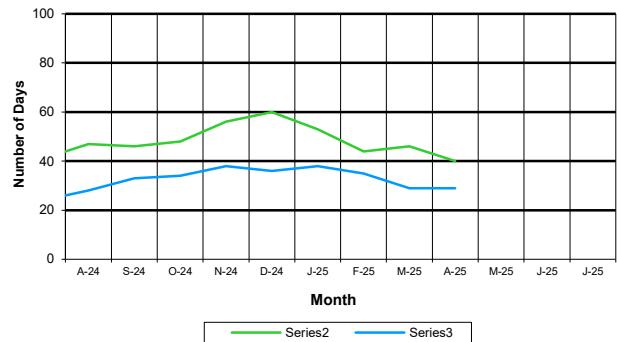
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



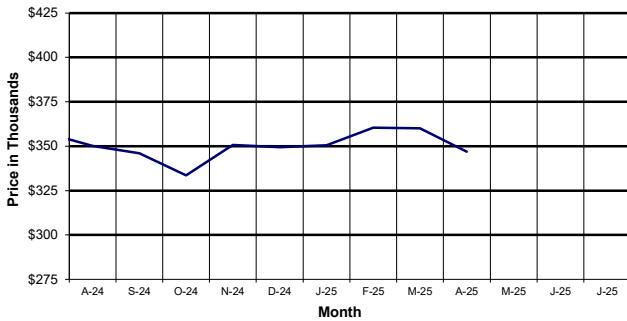
AVERAGE DAYS-ON-MARKET



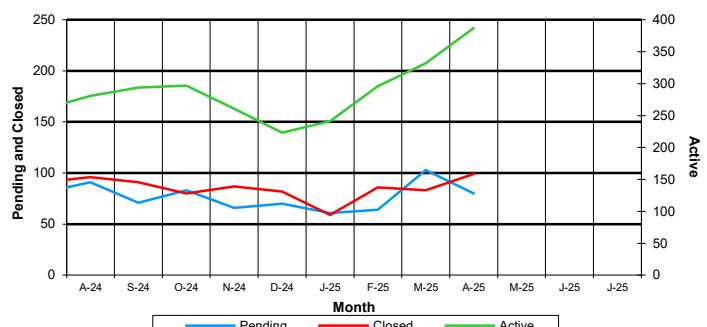
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	294	51	71	35	91	346,008
Oct-24	297	58	83	41	80	333,572
Nov-24	261	67	66	46	87	350,657
Dec-24	223	65	70	43	82	349,499
Jan-25	241	62	61	56	59	350,574
Feb-25	296	51	64	41	86	360,380
Mar-25	332	46	103	45	83	359,978
Apr-25	387	48	80	30	99	346,947

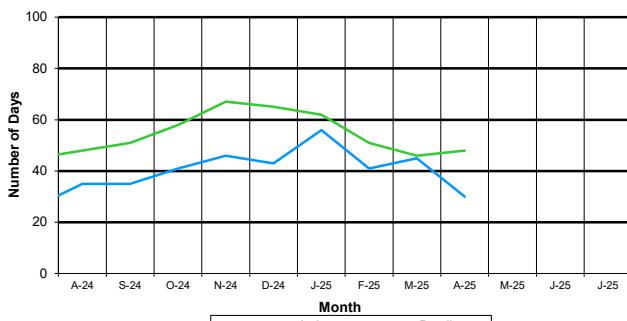
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



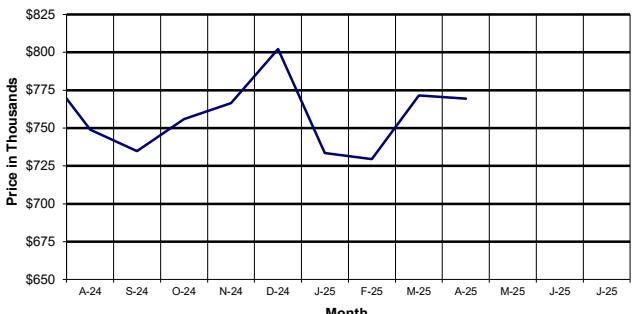
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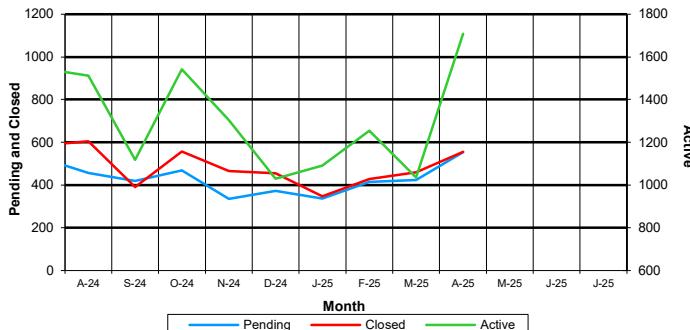
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	1,118	58	419	41	391	734,729
Oct-24	1,541	68	468	44	556	755,935
Nov-24	1,303	75	335	52	465	766,501
Dec-24	1,030	78	372	47	455	802,245
Jan-25	1,090	68	336	49	347	733,642
Feb-25	1,254	58	414	45	428	729,444
Mar-25	1,035	50	423	32	459	771,546
Apr-25	1,709	51	553	31	555	769,440

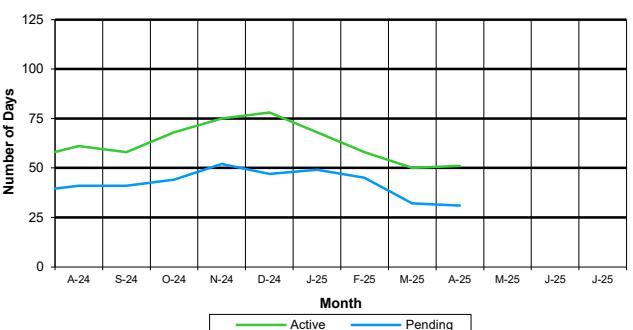
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



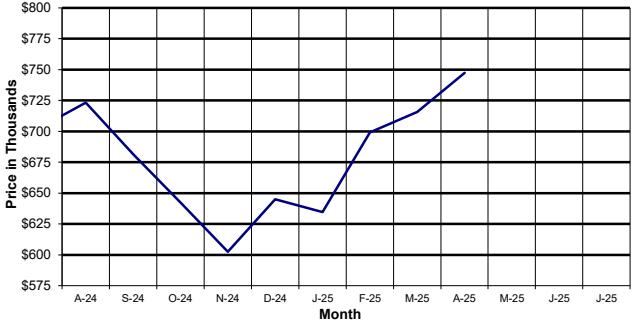
AVERAGE DAYS-ON-MARKET



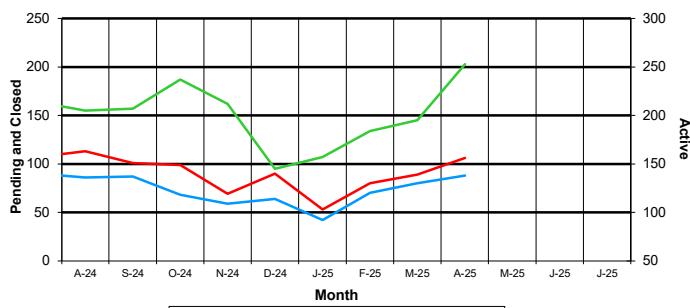
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Sep-24	207	53	87	33	101	681,617
Oct-24	237	62	68	47	99	642,456
Nov-24	212	71	59	45	69	602,590
Dec-24	145	78	64	41	90	644,939
Jan-25	157	74	42	52	53	634,599
Feb-25	184	60	70	41	80	699,286
Mar-25	195	50	80	42	89	715,769
Apr-25	253	52	88	38	106	747,365

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

